

February 1, 2021

To Our Valued Suppliers:

On February 1st, Rexel Canada Electrical Inc. ("Rexel") completed the acquisition of WESCO Utility from WESCO Distribution Canada LP. The resulting entity will operate as an independent brand with the legal name:

Rexel Utility, a Division of Rexel Canada Electrical Inc.

Rexel operates 190 branches under three brands in Canada – Nedco, Westburne and Rexel Atlantic. Rexel Utility will be the 4th banner and will continue to focus on the Utility market in Canada.

We have started our transition work and expect this process to unfold throughout Q1 2021. As we integrate our two companies, expect to see a sequence of communications charting our progress. Our first calibration will see the inclusion of our Rexel Utility logo on all purchases orders, this change will happen immediately. We understand that there will be system updates to add Rexel Utility to your system, please send these requests to **Greg Bedard**.

- Branches that this will affect, and will require new account for Rexel Utility:
 - Surrey – 19275 – 25th Ave, Surrey, BC, V3Z 3X1
 - Calgary – 12203 – 40th St SE, Calgary, AB, T2Z 4E6
 - Edmonton – 18003 – 111th Ave NW, Edmonton, AB, T5S 2P2
 - Newmarket – 1206 Ringwell Drive, Unit 5&6, Newmarket, ON, L3Y 8V9

Your current contacts for Purchase Orders and Accounts Payable will remain the same.

We ask for your patience as we navigate through this transition. We have included a Frequently Ask Questions section below. If you have any questions, or concerns during this process, please feel free to contact any of the contacts below.

We are excited to move forward and welcome feedback from our supplier community.

Thank you for your support.

Handwritten signature of Mark Semchuk in black ink.

Mark Semchuk
Director – Rexel Utility
Rexel Canada Electrical Inc.
Mobile: (403) 875-2363

Handwritten signature of Greg Bedard in black ink.

Greg Bedard
Manager – Supplier Relations
Rexel Canada Electrical Inc.
Mobile: (403) 813 9818

Handwritten signature of Jeffrey Moyle in black ink.

Jeffrey Moyle
VP - Supplier & Digital
Rexel Canada Electrical Inc.
Mobile: (647) 467 9748

FREQUENTLY ASKED QUESTIONS REXEL UTILITY SUPPLIERS

Q1: I am getting a new Purchase Order coming from Rexel Utility, a Division of Rexel Canada Electrical Inc. What should I do?

A: Rexel Canada Inc. acquired Wesco Utility on Feb 1st, 2021. The new company name is Rexel Utility, a Division of Rexel Canada Electrical Inc. There will be a transition period of 90 days while we move through this change.

During this transition period, Rexel Utility will continue to operate on the Wesco WESNET system, so there are no changes to current processes related to Procurement, other than PO's coming from the new company. You can send your order acknowledgment (if that's the case) to the same place and ship your products to the same location, as indicated on the Purchase Order. Wesco and Rexel will ensure a smooth transition for our suppliers.

Q2: I am also a supplier of the Rexel divisions. Do I follow the payment terms I have with Westburne, Nedco or Rexel Atlantic

A: Please follow the terms indicated on the Purchase Order, as well as the terms and conditions. Your Purchase Order number is the official document coming from Rexel Utility. In a nutshell, during this transition period there is no change.

Q3: Do I have a new contact person from Rexel Utility?

A: During the transition period, there is no change. Please continue to liaise with your usual contact, branch managers and procurement and account payable departments. There won't be any changes to the processes, as Wesco is processing procurement and AP processes on the behalf of Rexel Utility, until we transition the Rexel Utility operations to our Rexel ERP.

Q4: Do I need to ship my products to a different location, due to the acquisition?

A: No, please follow the shipping instructions on the Purchase Order.

Q5: What happens if I get a Purchase Order from Wesco Utility, after Feb 01st, 2021?

A: You should not be getting any new POs dated after Feb 01st coming from Wesco Utility, as this business unit has been purchased by Rexel on this date. If you get a new PO, dated after Feb 01st, coming from Wesco Utility, please return the PO, asking for a new Purchase Order to be issued from Rexel Utility.

Q6: What about the Logistics and Transportation processes?

A: Initially, there won't be any changes to the existing Logistics and Transportation agreements.

Q7: Who can I contact regarding Accounts Payable issues?

A: During the transition period, please contact the same people you have been dealing with, from Wesco Account Payable department. A transition will be taking place between Wesco and Rexel, and we will proactively communicate to you any change in order for you to anticipate it.

Q8: Where do I send my Invoices, after Feb 01st, 2021?

A: There won't be any changes to the location(s) you are submitting your Invoices, during the transition period. More information on the new AP processes will be submitted to you, during the following months.

Q9: I have an outstanding Invoice. Who should I be talking to, after Feb 01st, 2021?

A: For the initial 90 days, please contact the same people you have been dealing with, from Wesco Utility and the Account Payable department. A transition will be taking place between Wesco and Rexel in order to ensure a smooth transition for our suppliers.

Q10: Are we still getting our payments on the current payment schedule? Any changes to how Rexel will pay Suppliers, after Feb 01st, 2021?

A: There won't be any process changes regarding payment schedules and payment methods. If you are getting paid by EFT (direct deposit) or cheques, the process remains the same.

Q11: I need to update my address/banking information. Do I send it over to Rexel Utility?

A: Any Vendor Master Data changes must be submitted to our current AP department, during the transition period.

Q12: I already deal with Westburne, Nedco and/or Rexel Atlantic. If there is an issue with Rexel Utility (Purchase Order, Shipment, Invoices, Payments), can I use the same contact to help me in solving the problem?

A: Please continue to liaise with your branch managers and usual branch contact. During the transition period, please continue to contact Wesco Accounts Payables department. In the coming months, you will be advised of the new processes. Any issues with the former Wesco Utility business, you will still be talking to the same group of people.