Q1 2017 Earnings Call Presentation

February 7, 2017

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Information in this presentation should be read in conjunction with Wesco Aircraft's earnings press release and tables for the fiscal 2017 first quarter.

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The foregoing list of factors is not exhaustive. You should carefully consider the foregoing factors and the other risks and uncertainties that affect the Company's business, including those described in the Company's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and other documents filed from time to time with the Securities and Exchange Commission. All forward-looking statements included in this presentation (including information included or incorporated by reference herein) are based upon information available to the Company as of the date hereof, and the Company undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

The Company utilizes and discusses Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA), Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Basic Earnings Per Share (EPS), Adjusted Diluted EPS, Constant-Currency Sales, Free Cash Flow and Free Cash Flow Conversion, which are non-GAAP measures its management uses to evaluate its business, because the Company believes they assist investors and analysts in comparing its performance across reporting periods on a consistent basis by excluding items that the Company does not believe are indicative of its core operating performance. The Company believes these metrics are used in the financial community, and the Company presents these metrics to enhance understanding of its operating performance. You should not consider Adjusted EBITDA and Adjusted Net Income as alternatives to Net Income, determined in accordance with GAAP, as an indicator of operating performance. Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Basic EPS, Adjusted Diluted EPS, Constant-Currency Sales, Free Cash Flow and Free Cash Flow Conversion are not measurements of financial performance under GAAP, and these metrics may not be comparable to similarly titled measures of other companies. See the Appendix for a reconciliation of Adjusted EBITDA, Adjusted EBITDA Margin, Adjusted Net Income, Adjusted Basic EPS, Adjusted Diluted EPS, Constant-Currency Sales, Free Cash Flow and Free Cash Flow Conversion to the most directly comparable financial measures calculated and presented in accordance with GAAP.

Fiscal 2017 Focus on Growth and Margins

Broad Portfolio of Products and Services – Unmatched Value Proposition

Booking new wins and renewing contracts at accelerated pace – driving increased investment

New business awards with strategic customers – total contract value ~$430M in fiscal 2016 and 1Q17

Annualized value of ~$130M, approximately half expected to be realized in fiscal 2017

Significant wins across hardware, chemicals and electronics with major aerospace and defense customers

Contract renewals – total contract value ~$2B (renewal rate ~98%); annualized value ~$400M

Increasing contribution from new business into fiscal 2017

New Business Provides Confidence in Fiscal 2017 Sales Outlook

1Q17 Overview

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New business realized in Q1 sales of ~$11M – starting to see benefits of growth strategy

External pressures more than offset new business in Q1:

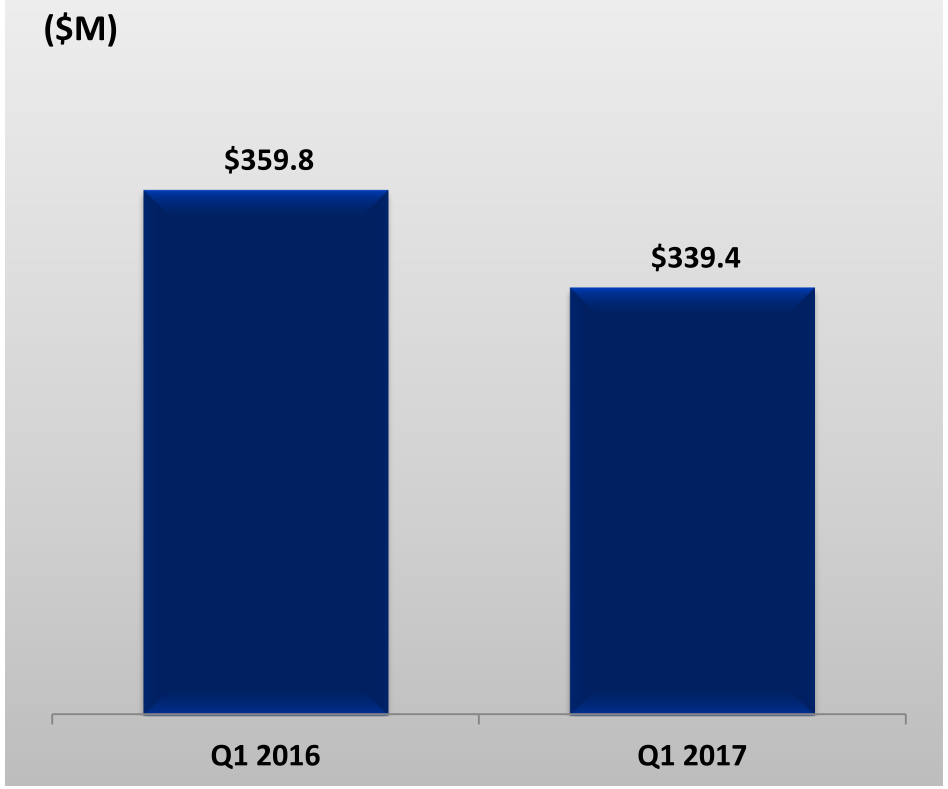
- FX, temporary consumption disruption, production schedule changes by commercial OE customer
- Impact on ad-hoc – added to effect of previously discussed OEM inventory adjustments
- Moderated benefit from new wins on contract sales

Lower sales volumes, mix pressured margins and profitability

Reassessed inventory assumptions in fiscal 2017 to support new business – buying more at faster pace

Supporting Growth Through Increased Investment

Net Sales



Net sales decrease of 6%

Negative currency impact 4%, primarily British pound

Constant-currency sales down 2%* – external factors affecting both ad-hoc and contracts:

- Temporary disruptions and weather impacts (4%)
- Schedule changes by major commercial OE customer (1%)
- Sales from new business +3%

Ad hoc lower – external factors added to continued pressure from OEM inventory adjustments

Contracts higher – new business partially offset by external factors

* See appendix for reconciliation and information regarding non-GAAP measures.

1Q17 Financial Results

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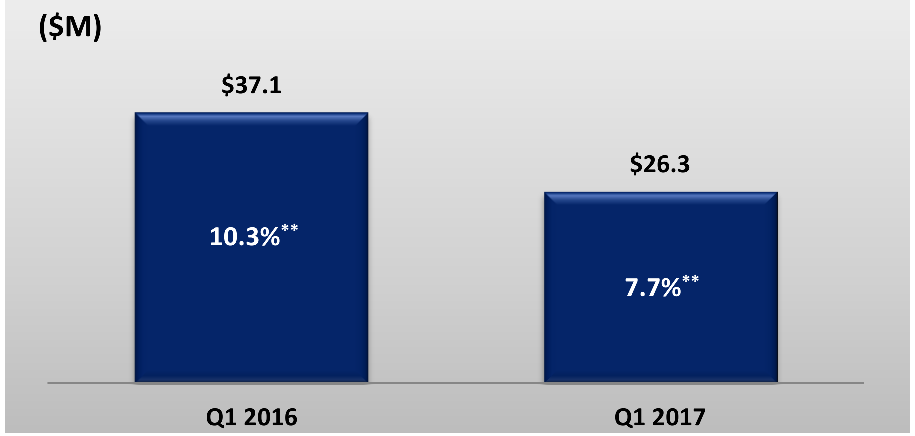
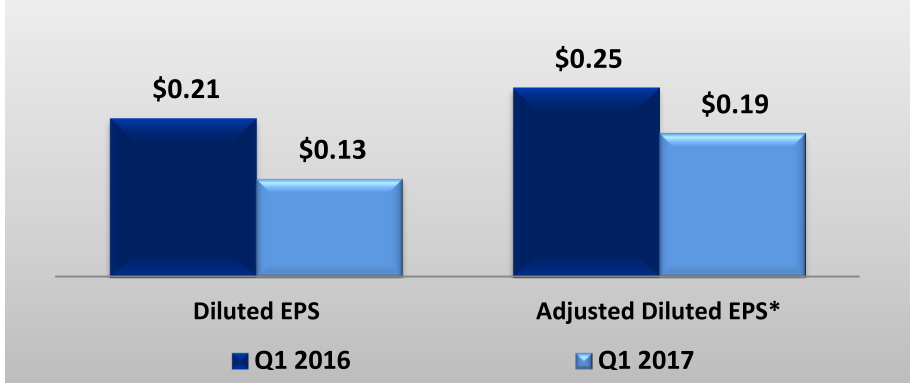
Income from Operations



Diluted Earnings Per Share



Operating margin decline of 260 bps

SG&A as % of sales up 210 bps – lower sales and investment to support growth

SG&A higher – planned higher people and systems costs, including ~$2M to support growth

Gross margin down 50 bps – changes in mix

Lower tax expense on discrete tax items – partially offset decline in operating profit

Adjusted EBITDA margin down 260 bps*

* See appendix for reconciliation and information regarding non-GAAP measures.
** As a percentage of net sales

1Q17 Segments – North America

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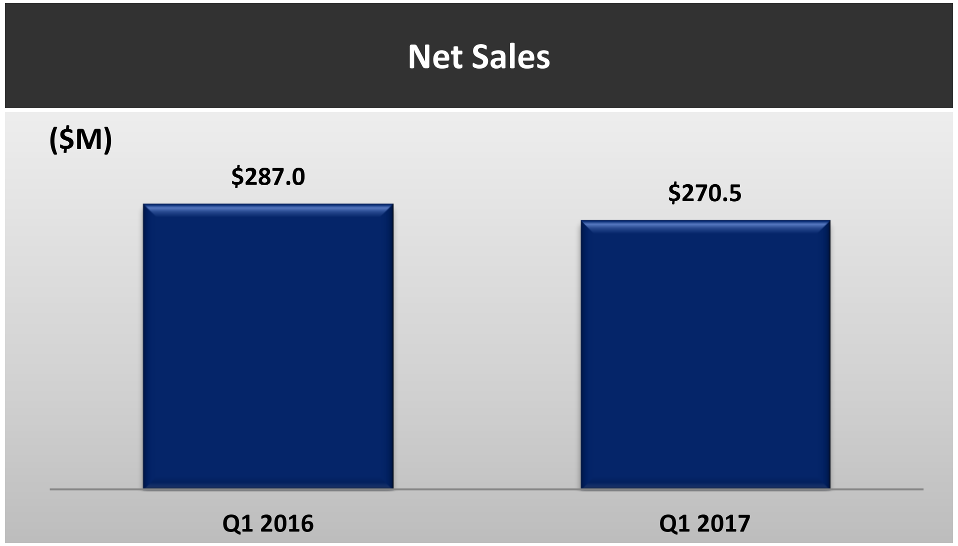

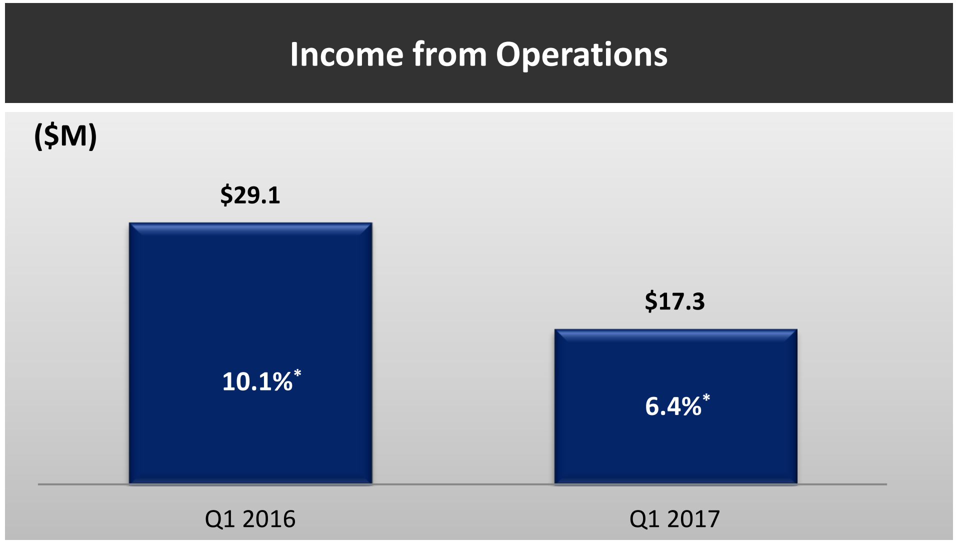

* As a percentage of net sales

Net sales decrease of 6%

Lower ad-hoc and contract sales

Impact from temporary customer disruptions, schedule changes by commercial OE customer

Contract sales decline partially offset by new business growth

Operating margin down 370 bps

SG&A as % of sales up 280 bps – lower sales volumes, investment

Gross margin decline of 90 bps – changes in mix

1Q17 Segments – Rest of World

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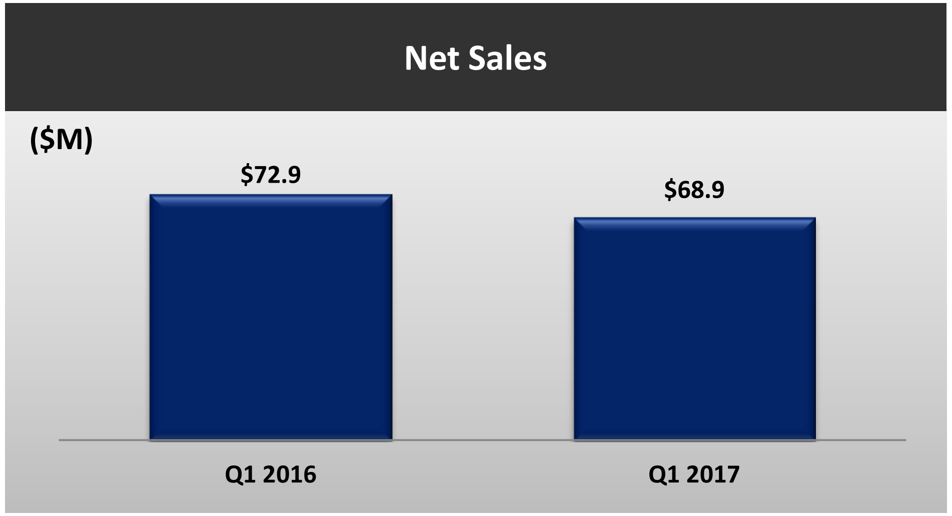

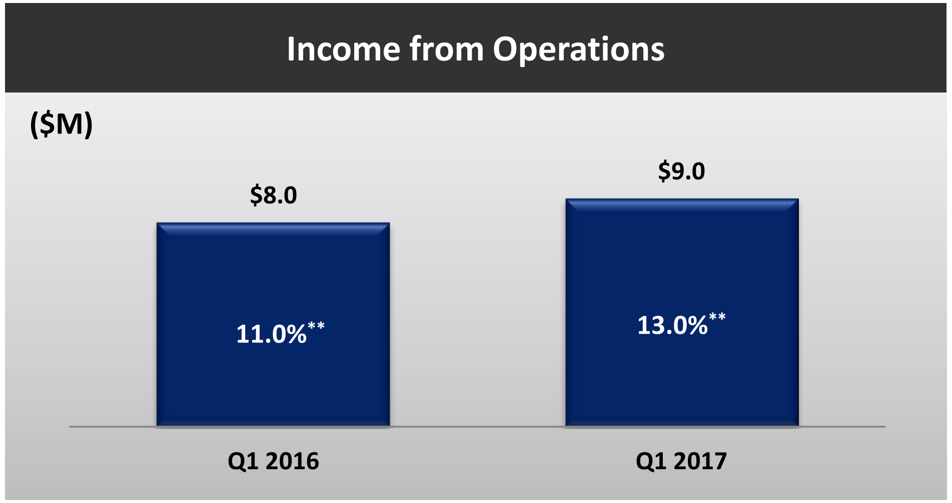

Net sales decrease of 5%

Negative currency impact of $14M

Constant-currency sales up 13%*

Growth in ad hoc and contract sales

Operating margin 200 bps higher

Gross margin increase of 100 bps – changes in mix

SG&A as % of net sales down 110 bps

Establishment of new U.K. legal entity on track

* See appendix for reconciliation and information regarding non-GAAP measures.
** As a percentage of net sales

Financial Summary

(Dollars in Millions)	Dec. 31, 2016	Sept. 30, 2016	Dec. 31, 2015
At period end:			
Cash and cash equivalents	$51.2	$77.1	$85.7
Accounts receivable	247.3	249.2	238.1
Net inventory	751.7	713.5	723.6
Accounts payable	173.1	181.7	165.8
Total debt*	843.2	834.3	938.6
Stockholders' equity	889.7	882.9	834.3

* Total debt at Dec. 31, 2016 and 2015 includes current portion of $40.0M and $3.6M, respectively.

Cash Flow Summary

(Dollars in Millions)	Dec. 31, 2016	Sept. 30, 2016	Dec. 31, 2015
Quarter ended:			
Net income	$13.1	$23.3	$20.6
Adjustments to reconcile to operating cash flow	12.4	20.0	11.1
Working capital change	(53.6)	7.6	(21.0)
Net cash (used in) provided by operating activities	(28.1)	50.9	10.7
Purchase of property and equipment	(1.3)	(2.9)	(1.2)
Free cash flow	(29.4)	48.0	9.5
Net income	13.1	23.3	20.6
Free cash flow conversion	NM	206%	46%

NM – not meaningful

Fiscal 2017 Outlook

	Outlook As Of	
	Nov 17, 2016	Feb 7, 2017
Net sales growth (constant-currency)*	3% – 5%*	3% – 5%*
Significant new business secured in fiscal 2016 and 2017 Greater sales increase in 2H17 – timing of implementations		
Adjusted diluted earnings per share**	$1.15 – $1.20	$1.15 – $1.20
Gross margin improvement from growth and cost efficiency Manage SG&A cost base; balance leverage with new business investment		
Free cash flow conversion**	90% – 95%	~50%
Increased inventory investment to support growth – greater impact in 1H17 Updated business implementation schedule expected to reduce collections		
Other items		
Interest expense – continued debt paydown	$35-40M	$35-40M
Capital expenditures – ongoing investment in systems and growth	$10-14M	~$12M
Effective tax rate – shift in income mix; discrete items; timing	28-30%	28-30%

*** Constant-currency results are determined by translating current-period results at prior-period exchange rates.**
**** Non-GAAP financial measure – see appendix for reconciliation of GAAP to non-GAAP results.**

Summary

Focus on driving growth and improving margins

Underlying business strength not fully reflected in Q1 results

Addressing FX translational impact; recovering from temporary consumption disruption

Booking new business and renewals at an accelerated pace – driving sales results

Expect pace of sales realization to quicken in fiscal 2017 – subject to implementation timing

Greater investment in inventory to support growth

Growth and Investment Expected to Deliver Long-Term Value

APPENDIX

Non-GAAP Financial Information

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‘‘Adjusted EBITDA’’ represents Net Income (Loss) before: (i) income tax provision (benefit), (ii) net interest expense, (iii) depreciation and amortization and (iv) unusual or non-recurring items; “Adjusted EBITDA Margin” represents Adjusted EBITDA divided by Net Sales.

‘‘Adjusted Net Income’’ represents Net Income (Loss) before: (i) amortization of intangible assets, (ii) amortization or write-off of deferred financing costs, (iii) unusual or non-recurring items and (iv) the tax effect of items (i) through (iii) above calculated using an estimated effective tax rate.

“Adjusted Basic EPS” represents Basic EPS calculated using Adjusted Net Income as opposed to Net Income.

“Adjusted Diluted EPS” represents Diluted EPS calculated using Adjusted Net Income as opposed to Net Income.

“Constant-Currency Sales” represent net sales for the fiscal 2017 first quarter translated at the corresponding fiscal 2016 periodical average exchange rates. For the fiscal 2017 outlook, constant-currency results are determined by translating current-period results at prior-period exchange rates.

“Free Cash Flow” represents net cash (used in) provided by operating activities less purchases of property and equipment; “Free Cash Flow Conversion” represents Free Cash Flow divided by Net Income.

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Non-GAAP Financial Information

Wesco Aircraft – Investor Relations

Wesco Aircraft Holdings, Inc.
Non-GAAP Financial Information (UNAUDITED)
(In thousands, except share data)

	Three Months Ended December 31, 2016	Three Months Ended December 31, 2015
Net Sales	$ 339,371	$ 359,843
EBITDA & Adjusted EBITDA		
Net income (loss)	$ 13,107	$ 20,609
Provision for income taxes	2,364	8,379
Interest expense, net	11,073	8,997
Depreciation and amortization	6,729	6,997
EBITDA	33,273	44,982
Unusual or non-recurring items (1)	1,015	629
Adjusted EBITDA	$ 34,288	$ 45,611
Adjusted EBITDA margin	10.1%	12.7%
Adjusted Net Income (Loss)		
Net income (loss)	$ 13,107	$ 20,609
Amortization of intangible assets	3,721	3,963
Amortization of deferred financing costs	3,202	828
Unusual or non-recurring items (1)	1,015	629
Adjustments for tax effect	(2,547)	(1,856)
Adjusted net income	$ 18,498	$ 24,173
Adjusted Basic Earnings Per Share		
Weight-average number of basic share outstanding	98,319,926	97,217,924
Adjusted net incomer per basic share	$ 0.19	$ 0.25
Adjusted Diluted Earnings Per Share		
Weight-average number of diluted shares outstanding	98,821,794	97,939,423
Adjusted net income per diluted shares	$ 0.19	$ 0.25

[1] Unusual and non-recurring items in the first quarter of fiscal 2017 consisted of business realignment and other expenses of $1.0 million. Unusual and non-recurring items in the first quarter of fiscal 2016 consisted of integration and other related expenses of $0.4 million, as well as business realignment and other expenses of $0.2 million.

Non-GAAP Financial Information

Wesco Aircraft – Investor Relations

Wesco Aircraft Holdings, Inc.
Non-GAAP Financial Information (UNAUDITED)
(Dollars In thousands)

	Three Months Ended			
	December 31, 2016	December 31, 2015	Increase / (Decrease)	Percent Change
Consolidated				
Net sales	$ 339,371	$ 359,843	$ (20,472)	-5.7%
Currency translation impact	13,606	-	13,606	
Constant-currency sales	$ 352,977	$ 359,843	$ (6,866)	-1.9%
Rest of World				
Net sales	$ 68,902	$ 72,883	$ (3,981)	-5.5%
Currency translation impact	13,606	-	13,606	
Constant-currency sales	$ 82,508	$ 72,883	$ 9,625	13.2%

Non-GAAP Financial Information

Wesco Aircraft – Investor Relations

Wesco Aircraft Holdings, Inc.
Non-GAAP Financial Information - Fiscal 2017 Outlook (UNAUDITED)
(In thousands, except share data)

	Fiscal 2017 Outlook
Diluted earnings per share	$1.00 - $1.05
Amortization of intangible assets	0.15
Amortization of deferred financing costs	0.05
Unusual or non-recurring items [2]	0.02
Adjustments for tax effect	(0.07)
Adjusted diluted earnings per share	$1.15 - $1.20
Cash provided by operating activities	~ $62,000
Purchase of property and equipment	~ ($12,000)
Free cash flow	~ $50,000
Free cash flow conversion	~ 50%

[2] Primarily facility network realignment costs.

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