

ABOUT GRAYBAR



HISTORY

- Founded in 1869 by inventor Elisha Gray and entrepreneur Enos Barton
- Incorporated as Graybar Electric Company, Inc. on Dec. 11, 1925
- One of the largest employee-owned companies in North America since 1929

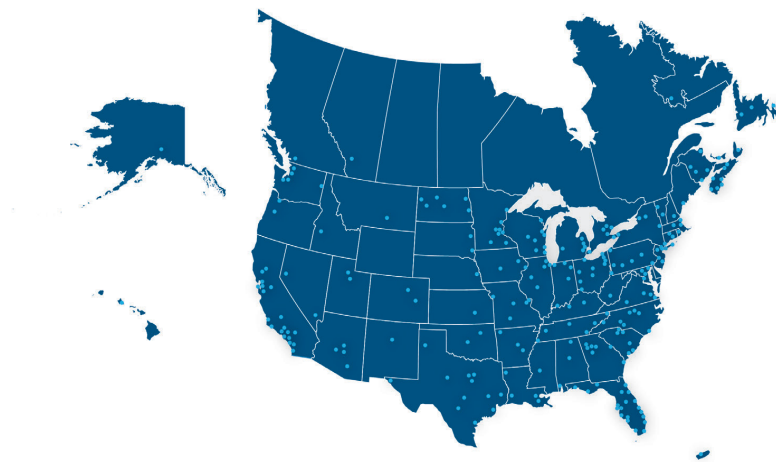
OUR BUSINESS

Graybar is a leading North American distributor of electrical, industrial, automation and connectivity products and a provider of supply chain management and logistics services. We primarily serve the construction market, the commercial, institutional and government (CIG) market, as well as the industrial and utility markets, with products and services that support new construction, infrastructure updates, building renovation, facility maintenance, repair and operations, and original equipment manufacturing.

LOCATIONS AND PEOPLE

Through a network of 355 locations across the United States and Canada, our 10,000 employees serve more than 150,000 customers. Our corporate headquarters is located in St. Louis, Mo.

FOR A COMPLETE LIST OF GRAYBAR LOCATIONS » graybar.com/locations

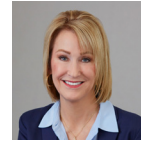


RANKINGS/RECOGNITIONS

- Named to the Fortune World's Most Admired Companies list for 24 years (2026)
- No. 342 on Fortune 500 (2026)
- No. 41 on Forbes America's Top Private Companies List (2025)
- No. 3 on the Electrical Wholesaling Top 100 List (2026)
- No. 14 on the Industrial Distribution Big 50 List (2025)
- Named one of America's Most Trusted Companies by Forbes (2026)
- Named a US Best Managed Company by Deloitte Private and the Wall Street Journal for three consecutive years (2026)
- Named one of the Best Companies to Sell for by Selling Power for 20 years (2025)
- Named one of America's Most Loved Workplaces for four consecutive years (2025)
- Named one of the Top Workplaces USA by Energage for six consecutive years (2026)
- Named one of the Top Workplaces in the distribution industry by Energage (2025)
- Named a Top Place for Women to Work by the Women's Foundation of Greater St. Louis (2025)

FOR A COMPLETE LIST OF GRAYBAR'S AWARDS AND RECOGNITIONS » graybar.com/about-us

BOARD OF DIRECTORS



Kathleen M. Mazzarella
Chairman, President and CEO
Joined Graybar in 1980



David A. Bender
*Senior Vice President -
North American Subsidiaries*
Joined Graybar in 1988



Brian P. Delaney
*Senior Vice President and
General Manager*
Joined Graybar in 2014



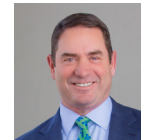
Matthew W. Geekie
*Senior Vice President -
Secretary and General Counsel*
Joined Graybar in 2008



Richard H. Harvey
Regional Vice President
Joined Graybar in 1983



Andy C. Ipson
*Senior Vice President -
Sales and Service*
Joined Graybar in 2008



William P. Mansfield
*Senior Vice President - Strategy
and Business Development*
Joined Graybar in 1987



David M. Meyer
*Senior Vice President and Chief
Financial Officer*
Joined Graybar in 2015



Beverly L. Propst
*Senior Vice President -
Human Resources*
Joined Graybar in 2002



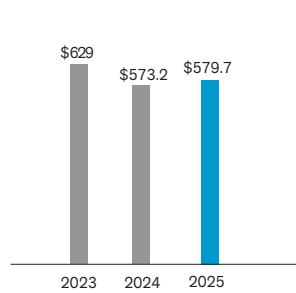
Danna B. Stone
*Senior Vice President -
Marketing*
Joined Graybar in 2014

COMPANY PERFORMANCE OVERVIEW

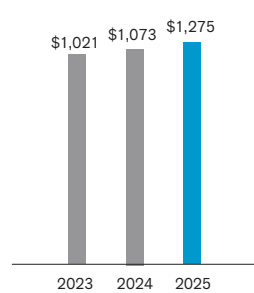
Net Sales (in billions)



Income Before Taxes (in millions)



Working Capital (in millions)



FOR MORE INFORMATION » graybar.com/secfilings

MISSION AND STRATEGY

As a leading North American distributor, Graybar operates with one clear mission: to serve as the vital link in the supply chain, adding value for customers and suppliers with innovative solutions and services.

Graybar's strategy is to sustain the organization as an independent and employee-owned company, while achieving the results that position the company as an industry leader and allows Graybar to work to the advantage of those it serves.

CORE VALUES

- Integrity
- Employee Ownership
- Long Term View
- Customer Focus

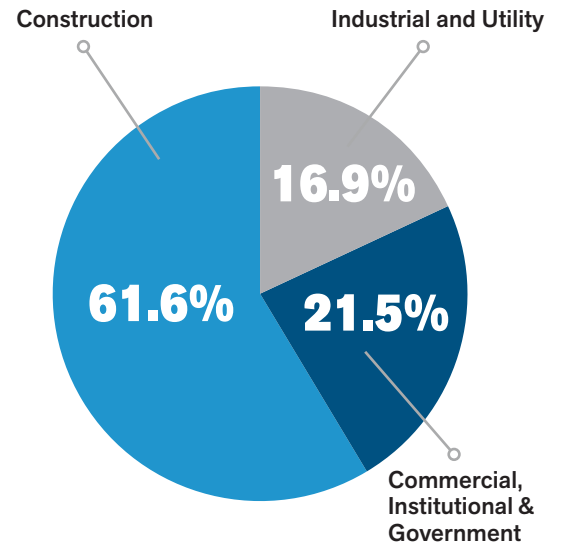
CORPORATE SOCIAL RESPONSIBILITY

At Graybar, we believe being a good corporate citizen is simply the right thing to do. As employee-owners, we make decisions with a long-term view in mind. We have a unique and personal responsibility to each other and the Company, to our customers and to our communities where we live and work. Holding ourselves accountable for delivering results in these three areas is something Graybar takes seriously.

SERVICES

- Logistics
- Inventory and materials management
- Process efficiency
- Complete building systems
- Business services

MARKETS SERVED



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 linkedin.com/company/graybar

 instagram.com/graybarelectric

MEDIA CONTACTS

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(revised October 2026)

Graybar is an Affirmative Action/Equal Opportunity Employer. We welcome job applications from qualified individuals without regard to race, color, religion, sex, gender identity, national origin, age, disability, ancestry, family care status, veteran status, marital status, sexual orientation or any other lawfully protected status. Minorities, women, disabled persons and veterans are encouraged to apply. (EEO is the Law.)

