

# Pitney Bowes

J.P. Morgan Global High Yield & Leveraged Finance Conference  
March 6, 2023



# Forward Looking Statements

*This document contains “forward-looking statements” about the Company’s expected or potential future business and financial performance. Forward-looking statements include, but are not limited to, statements about future revenue and earnings guidance and future events or conditions. Forward-looking statements are not guarantees of future performance and involve risks and uncertainties that could cause actual results to differ materially from those projected. While conditions related to the COVID-19 pandemic have improved, the pandemic continues to be dynamic, and near-term challenges across the economy remain and the effects that they may have on our, and our clients' businesses remain uncertain. Other factors which could cause future financial performance to differ materially from expectations include, without limitation, declining physical mail volumes; changes in postal regulations or the operations and financial health of posts in the U.S. or other major markets or changes to the broader postal or shipping markets; the loss of, or significant changes to, United States Postal Service (USPS) commercial programs, or our contractual relationships with the USPS or their performance under those contracts; our ability to continue to grow volumes, gain additional economies of scale and improve profitability within our Global Ecommerce segment; the impacts of inflation and rising prices, higher interest rates and a slow-down in economic activity, including a global recession, to the company, our clients and retail consumers, and the loss of some of our larger clients in our Global Ecommerce and Presort Services segments; and other factors as more fully outlined in the Company's 2022 Form 10-K Annual Report and other reports filed with the Securities and Exchange Commission during 2022. Pitney Bowes assumes no obligation to update any forward-looking statements contained in this document as a result of new information, events or developments.*

Pitney Bowes: *We provide technology, logistics, and financial services to businesses of all sizes – which reduce the complexity of sending mail and parcels*



## SendTech

Digital & Physical: Ship | Mail | Analytics



\$1.36 Billion  
**38%**  
of 2022 revenue



## Presort Services

Commingled: First Class & Marketing Mail | Flats



\$602 Million  
**17%**  
of 2022 revenue



## Global Ecommerce

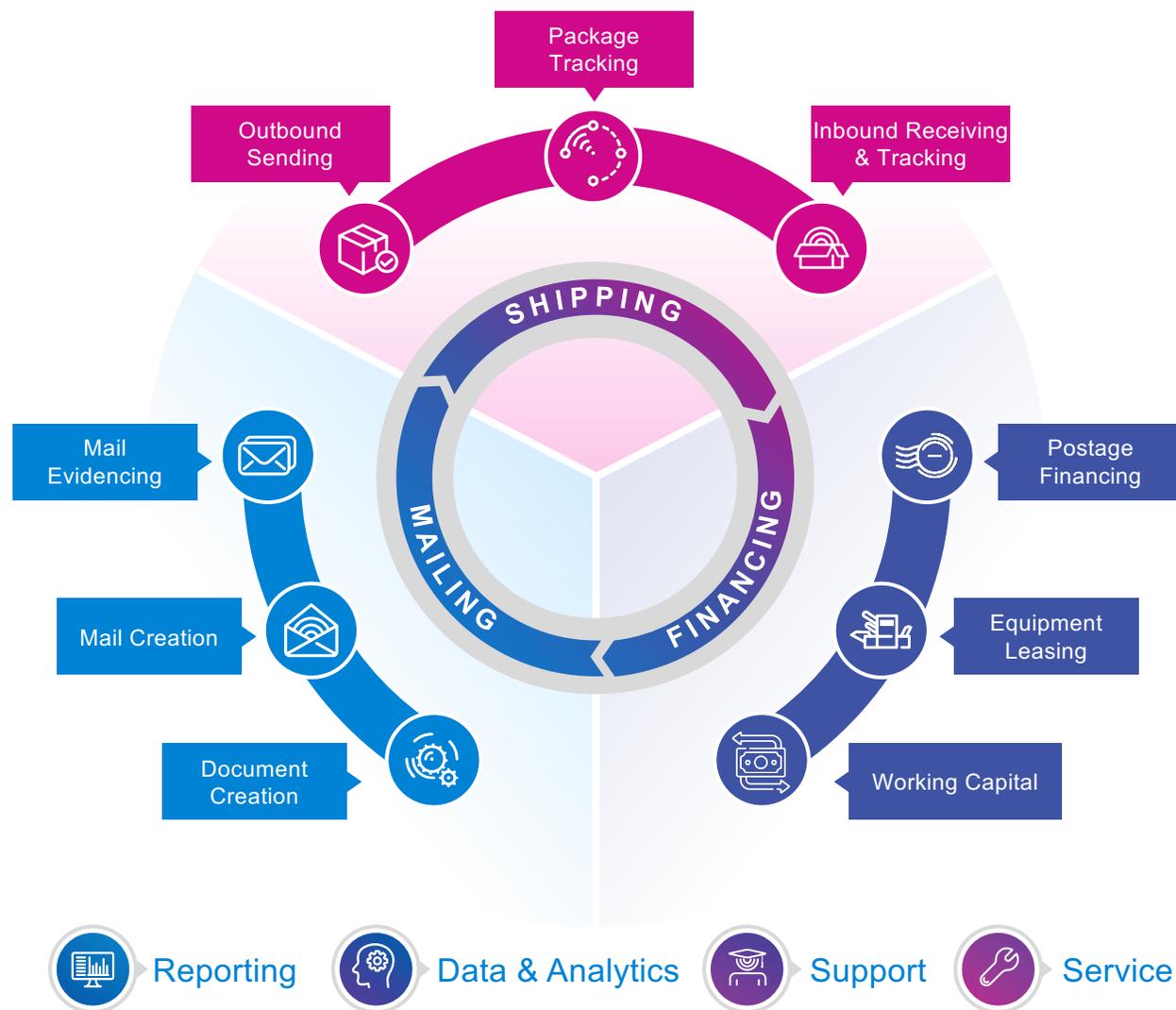
Domestic and Cross-Border Parcel Services



\$1.58 Billion  
**45%**  
of 2022 revenue

**Financing Solutions Across Our Business Portfolio**

# SendTech – Global technology solutions provider that simplifies shipping and mailing



- ✓ Global leader in capturing metered postage spend
- ✓ Outperforming market in both core and growth businesses
- ✓ 900K+ sending devices and SaaS solutions
- ✓ 600K+ clients with 8+ years average relationship and 90% retention rate
- ✓ \$1.2BN equipment financing and lending portfolio
- ✓ ~\$1.4BN business with 65-70% recurring revenue and ~30% EBIT margins
- ✓ Growth initiatives growing at 20%+ and expected to comprise ~30% of total revenue by 2026

# SendTech – Shipping is a natural extension of our world-class mailing franchise; complementary, recurring-revenue business model that expands our TAM

## Mailing Highlights

Equipment sales provide  
~25% of Total Revenue

~\$1.2BN Finance Receivables,  
providing ~20% of segment revenue  
*For equipment sales average lease of ~4.5 years*

Professional Services provide  
~35% of Total Revenue  
*Solution implementation and workflow optimization*

Supplies sales provide  
~10% of Total Revenue  
*Over 75% of clients buy supplies via PB*

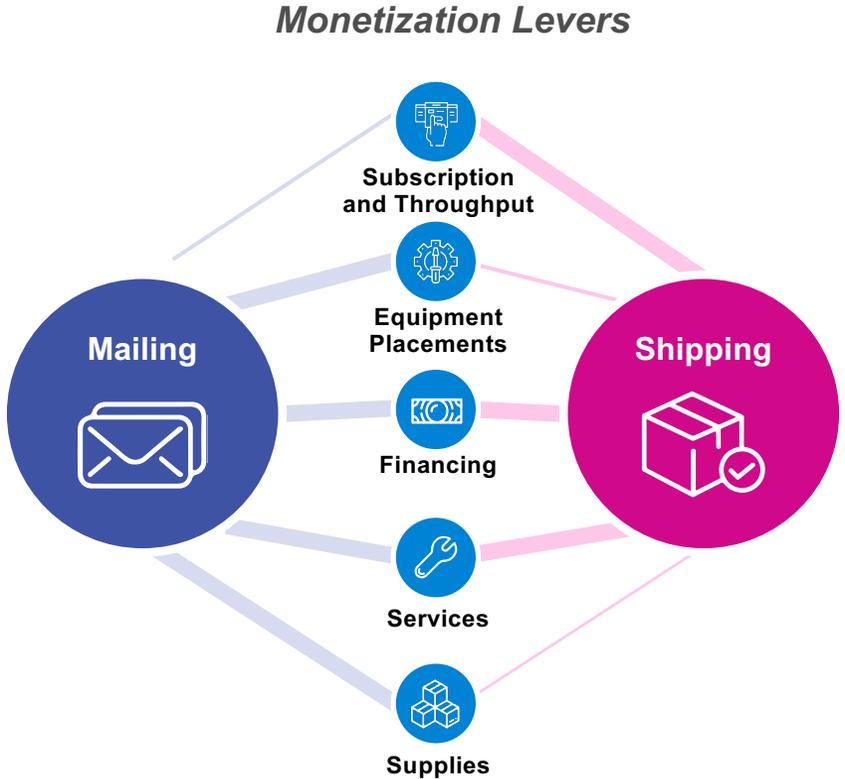
## Shipping Highlights

~150K Paid SaaS Subscriptions;  
growing at 20%+  
*Subscription fees for SaaS based sending products;  
~470K total subscriptions incl. free*

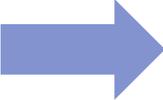
2022 Shipping volume of ~\$180M;  
growing in mid-teens %  
*Partner income from carrier rebates*

3,300+ Enterprise clients with Shipping  
solutions integrated into  
their complex workflows

\$3.7BN addressable market size  
growing at 5% p.a.



High Margin  
Cash Flow



**A durable business model with  
predictable & recurring cash flow**



Growing Recurring  
Revenue

# SendTech – Providing a comprehensive set of shipping capabilities in targeted verticals with complex workflows to deliver differentiated value

## Select Client Workflows



# SendTech – Key Takeaways



**We are a proven business with exciting new possibilities (new growing markets, new value propositions)**

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**We have a compelling and unrivalled end-to-end value proposition in our target markets**

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**We have a durable and profitable business model; growth initiatives expected to be ~30% of segment revenue by 2026**

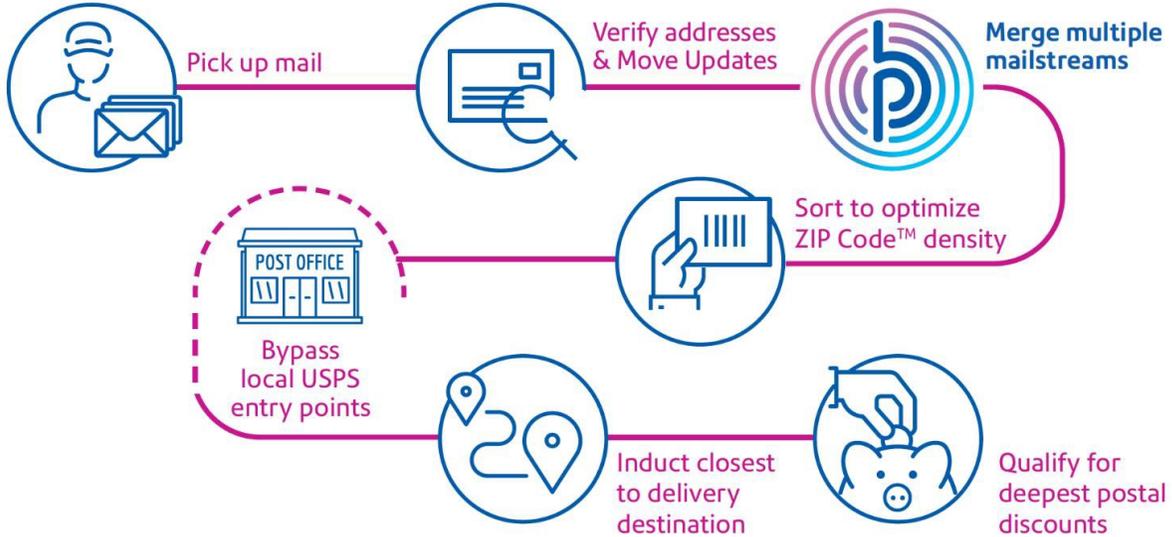
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**Continued execution against the strategy means our greatest opportunity is still ahead of us**

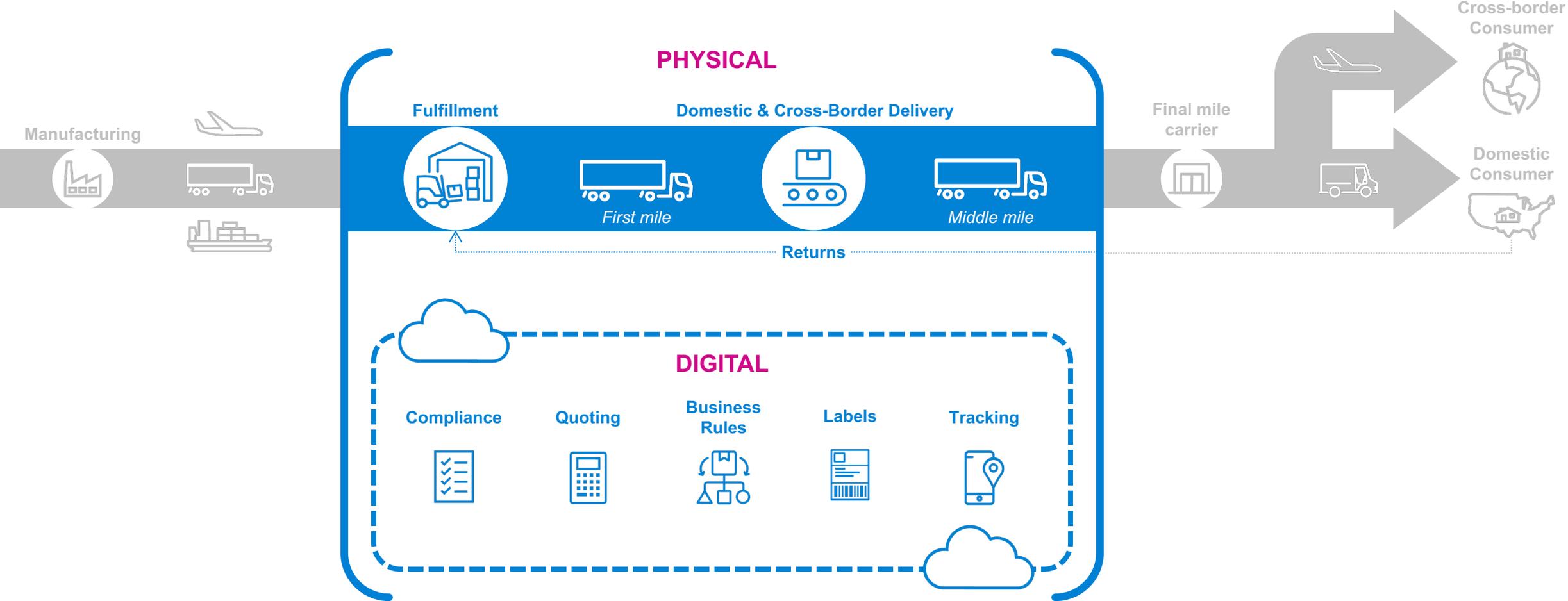
# Presort – Scaled and market-leading business with a predictable financial profile

-  Largest workshare partner of the USPS with network of 35 operating centers
-  Processed over 16 billion pieces of mail in 2022, making the Presort segment the 2<sup>nd</sup> largest mail handler in the world
-  Diversified client base of 2,500+ in verticals including financial services, mail/marketing service, non-profit, and education
-  2019-22 revenue CAGR of 4.4% despite secular headwinds
-  Attractive long-term EBIT margin profile of ~15%



*Presort Services maximize mailing speed and mail density by zip code to minimize cost for shippers*

# Global Ecommerce logistics services – powered by best-in-class technology and data science

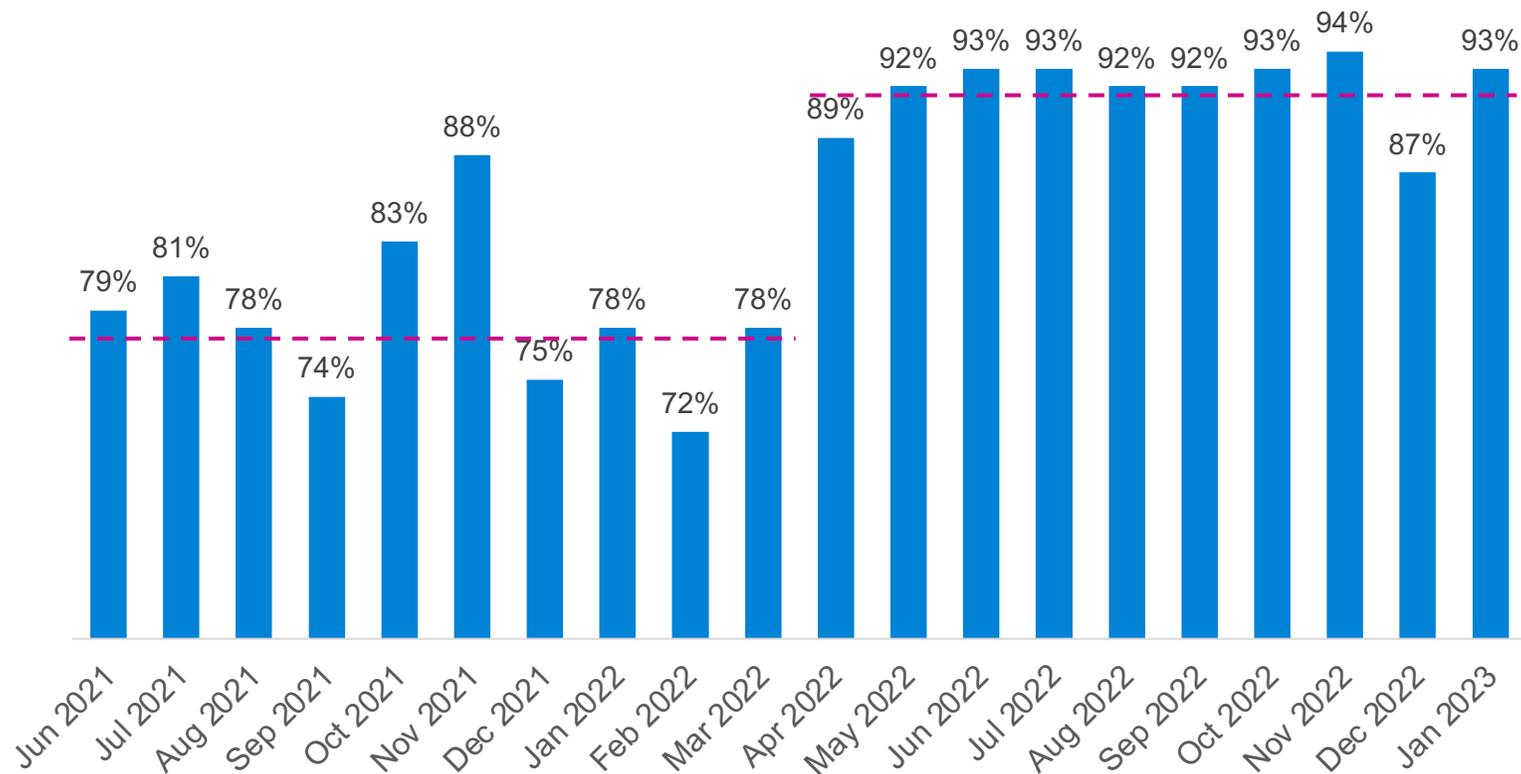


# Global Ecommerce – What's changed and why are we optimistic?

- The two core platforms – Domestic Parcel Services and Cross Border Services – are powered by best-in-class logistics technology and data science
- Post pandemic, both platforms are operating with predictable costs & reliable, market competitive service levels
- With the Domestic Network build-out largely complete; future investment focused on network optimization, transportation efficiencies and the development of new services
- Better service levels are driving much improved NPS scores, and lower client and volume churn
- Our consultative approach and flexible services, built for B2C ecommerce, differentiate us from competitors
- With stability around our core services, we are quickly bringing new services to market to meet client demand: Canada, regional and local US delivery services, and guaranteed delivery services
- Investments in our operational management team and talent – has been crucial in driving improved operating performance

# Global Ecommerce – The completion of our Domestic Parcel network and improvements achieved in 2022 position us well for growth and margin expansion

## Domestic Parcel – On Time Delivery



## Domestic Parcel Highlights

**\$0.34 unit gross profit improvement**  
2022 vs. 2021

**23 point improvement in NPS score**  
2022 vs. 2021

**8% revenue churn**  
in 2022 vs. 17% in 2021

**90+ new contract signings**  
in 2022

**2.0 days faster average domestic delivery time**  
2022 vs. 2021

*With our network now operating with predictable cost and reliable service, we are well positioned for growth and margin expansion as volumes increase*

# Global Ecommerce – Path Forward

## **Improvements in Domestic Parcel service levels, volumes, and efficiency expected to drive positive EBITDA for GEC in 2023; Long-term EBIT margins of 6% to 8%**

- Overall financial performance for the segment is expected to be driven by improvements in Domestic Parcel volumes and margin expansion
  - Run-rate volumes exiting 2022 were ~200 million; additional uplift expected in 2023 from existing implementation pipeline and new client additions
  - We expect Domestic Parcel gross margin improvement of up to 400 basis points in 2023, driven by:
    - Incremental volumes, increasing operating leverage
    - Improved volume mix towards higher yielding parcels
    - Continued transportation efficiency
- International macroeconomic weakness and cross-border business conditions expected to present near-term challenges
- Longer-term we expect:
  - To achieve 6% to 8% EBIT margins in 2026 based on our current product mix
  - Capex levels to be approximately 20% of segment EBITDA

# Fourth Quarter 2022 Financial Results

## Financial and Business Highlights

- Revenue in the quarter was \$909 million, a decrease of 8 percent on a reported basis and flat on a comparable basis
- GAAP EPS was \$0.04 and Adjusted EPS was \$0.06 in the quarter versus \$0.01 and \$0.06, respectively, in fourth quarter 2021
- SendTech revenue was flat on comparable Y/Y basis with growth in equipment sales and service revenues offset by declines in financing revenue and supplies sales
  - Shipping-related revenues grew 30% and now represent 14% of total SendTech revenue
- Presort revenue grew 1% on a Y/Y basis and improved EBIT margins by 440 basis points vs. Q3 2022
  - Revenue growth from better revenue per piece and new client additions; partially offset by lower volumes from existing clients
  - Margin improvement from higher revenue per piece and productivity gains from investments in automation
- Within Global Ecommerce, continued improvement in Domestic Parcel was offset by weakness in Cross-border
  - Domestic Parcel volumes grew 16% Y/Y to 54 million in the quarter
  - Domestic Parcel unit gross margin improved \$0.21 versus third quarter 2022; although a higher-than-expected mix of light weight parcels contributed to lower-than-expected profitability

## Segment Financials (\$ Millions)<sup>(1)</sup>

Segment Revenue	Q4 2022 Revenue	Y/Y % Change Reported	Y/Y % Change Comparable Basis
SendTech	\$341	(4%)	0%
Presort	\$158	1%	1%
Global Ecommerce	\$410	(13%)	0%

Segment EBITDA	Q4 2022 EBITDA	Y/Y % Change Reported	Y/Y % Change Comparable Basis
SendTech	\$113	(3%)	
Presort	\$37	22%	
Global Ecommerce	(\$6)	72%	

Segment EBIT	Q4 2022 EBIT	Y/Y % Change Reported	Y/Y % Change Comparable Basis
SendTech	\$106	(3%)	
Presort	\$29	25%	
Global Ecommerce	(\$23)	43%	

(1) Reconciliation to Comparable Basis the Appendix

# In 2022, we made progress against initiatives in each of our business units that are key to our long-term objectives

## Business Highlights

- **SendTech delivered solid performance with equipment sales and shipping revenue growth offsetting the impact of install base decline**
  - Equipment sales grew 4% constant currency versus prior year; growth in 7 of last 8 quarters
  - Introduced Shipping 360 Platform and PitneyShip Pro, which helped grow shipping-related revenue 22%; now comprise 14% of segment revenue
- **Global Ecommerce made strides in Domestic Parcel with higher service levels and better economics; macro headwinds, especially in Cross-Border, offset Domestic Parcel gains**
  - Domestic Parcel improved service levels from high 70s to low 90s
  - Run-rate annual volumes exited 2022 at ~200 million
  - Domestic Parcel expanded unit margins by \$0.34 vs. prior year
- **Presort grew annual revenue above \$600 million for the first time and substantially improved productivity**
  - Investment in automation and sorter refresh resulted in better productivity and drove EBIT improvement, especially in H2
- **Increased Finance Receivables by \$44 million to \$1.2 billion**
- **Reduced debt by \$124 million during the year**

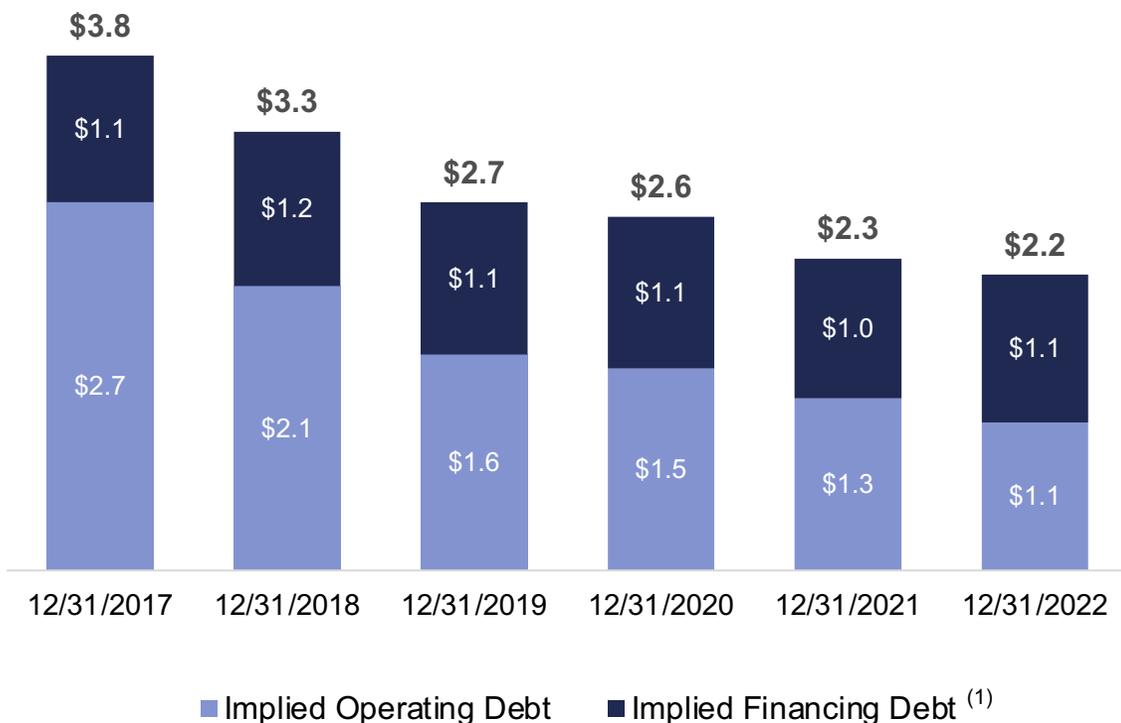
## 2022 Financial Highlights

(\$ Millions)

<b>Revenue:</b>	\$3,538
<b>EBITDA:</b>	\$343
<b>EBITDA Margin:</b>	9.7%
<b>Capex:</b>	\$125
<b>Free Cash Flow:</b>	\$68

# Significantly improved and manageable debt profile

**Total Debt Composition (\$ Billions)**



**Capital Structure as of 12/31/2022 (\$ Millions)**

	Interest Rate	12/31/2021	12/31/2022
<b>Cash &amp; S/T Investments</b>		<b>\$746.9</b>	<b>\$681.2</b>
Revolver - (\$500mm)		0.0	0.0
Term Loan A due March 2026	SOFR + 2.00%	370.5	351.5
Term Loan B due March 2028	SOFR + 4.00%	446.6	442.1
<b>Subtotal: Secured Debt</b>		<b>817.1</b>	<b>793.6</b>
Notes due April 2023	6.20%	90.3	0.0
Notes due March 2024	4.625%	242.6	236.7
Notes due March 2027	6.875%	400.0	396.8
Notes due March 2029	7.25%	350.0	350.0
Notes due January 2037	5.25%	35.8	35.8
Notes due March 2043	6.70%	425.0	425.0
Other debt		3.7	2.4
<b>Subtotal: Unsecured Debt</b>		<b>1,547.4</b>	<b>1,446.8</b>
<b>Principal Debt<sup>(2)</sup></b>		<b>\$2,364.5</b>	<b>\$2,240.4</b>
<b>Net Debt<sup>(2)</sup></b>		<b>\$1,617.6</b>	<b>\$1,559.3</b>

**Reduced our principal debt by ~\$380 million over the past two years  
and by ~\$1.6 billion over the past five years**

(1) Total Finance Receivables at 10:1 debt:equity ratio for 2017-2018 and 8:1 for 2019-2022

(2) Excludes \$41 million and \$35 million of unamortized costs, net as of 12/31/2021 and 12/31/2022, respectively

# Compelling Debt and Equity Investment Thesis



**SendTech and Presort have leading market positions with tangible avenues for growth**



**Global Ecommerce expected to achieve meaningful margin improvement in 2023**



**Solid cash flow generation and healthy liquidity provide excellent credit support**



**Deep and experienced management team**

***SendTech and Presort provide a strong foundation with upside opportunity from Global Ecommerce***

# Appendix

## Consolidated Statements of Operations

(Unaudited; in thousands, except per share amounts)

	Three months ended December 31,		Twelve months ended December 31,	
	2022	2021	2022	2021
Revenue:				
Business services	\$ 582,674	\$ 645,814	\$ 2,249,941	\$ 2,334,674
Support services	112,572	113,622	438,191	460,888
Financing	67,424	71,217	274,508	294,418
Equipment sales	92,150	93,834	354,960	350,138
Supplies	37,425	40,348	154,186	159,438
Rentals	16,446	18,877	66,256	74,005
Total revenue	<u>908,691</u>	<u>983,712</u>	<u>3,538,042</u>	<u>3,673,561</u>
Costs and expenses:				
Cost of business services	500,732	579,913	1,934,206	2,034,477
Cost of support services	37,366	37,060	148,829	149,706
Financing interest expense	13,962	11,690	51,789	47,059
Cost of equipment sales	65,662	66,292	253,843	251,914
Cost of supplies	10,704	11,597	43,778	43,980
Cost of rentals	6,053	5,487	25,105	24,427
Selling, general and administrative	226,571	224,847	905,570	924,163
Research and development	11,257	13,781	43,657	46,777
Restructuring charges	6,043	7,569	18,715	19,003
Interest expense, net	23,164	23,070	89,980	96,886
Other components of net pension and postretirement expense	1,079	302	4,308	1,010
Other (income) expense, net	(1,319)	633	(21,618)	41,574
Total costs and expenses	<u>901,274</u>	<u>982,241</u>	<u>3,498,162</u>	<u>3,680,976</u>
Income (loss) from continuing operations before taxes	7,417	1,471	39,880	(7,415)
Provision (benefit) for income taxes	1,121	(320)	2,940	(10,922)
Income from continuing operations	6,296	1,791	36,940	3,507
Loss from discontinued operations, net of tax	-	(524)	-	(4,858)
Net income (loss)	<u>\$ 6,296</u>	<u>\$ 1,267</u>	<u>\$ 36,940</u>	<u>\$ (1,351)</u>
Basic earnings (loss) per share:				
Continuing operations	\$ 0.04	\$ 0.01	\$ 0.21	\$ 0.02
Discontinued operations	-	-	-	(0.03)
Net income (loss)	<u>\$ 0.04</u>	<u>\$ 0.01</u>	<u>\$ 0.21</u>	<u>\$ (0.01)</u>
Diluted earnings (loss) per share:				
Continuing operations	\$ 0.04	\$ 0.01	\$ 0.21	\$ 0.02
Discontinued operations	-	-	-	(0.03)
Net income (loss)	<u>\$ 0.04</u>	<u>\$ 0.01</u>	<u>\$ 0.21</u>	<u>\$ (0.01)</u>
Weighted-average shares used in diluted earnings per share	<u>177,999</u>	<u>179,506</u>	<u>177,252</u>	<u>179,105</u>

## Consolidated Balance Sheets

(Unaudited; in thousands)

### Assets

Current assets:

Cash and cash equivalents  
 Short-term investments  
 Accounts and other receivables, net  
 Short-term finance receivables, net  
 Inventories  
 Current income taxes  
 Other current assets and prepayments

Total current assets

Property, plant and equipment, net

Rental property and equipment, net

Long-term finance receivables, net

Goodwill

Intangible assets, net

Operating lease assets

Noncurrent income taxes

Other assets

Total assets

### Liabilities and stockholders' equity

Current liabilities:

Accounts payable and accrued liabilities  
 Customer deposits at Pitney Bowes Bank  
 Current operating lease liabilities  
 Current portion of long-term debt  
 Advance billings  
 Current income taxes

Total current liabilities

Long-term debt

Deferred taxes on income

Tax uncertainties and other income tax liabilities

Noncurrent operating lease liabilities

Other noncurrent liabilities

Total liabilities

Stockholders' equity:

Common stock  
 Additional paid-in-capital  
 Retained earnings  
 Accumulated other comprehensive loss  
 Treasury stock, at cost

Total stockholders' equity

Total liabilities and stockholders' equity

	<u>December 31, 2022</u>	<u>December 31, 2021</u>
	\$	\$
	669,981	732,480
	11,172	14,440
	343,557	334,630
	564,972	560,680
	83,720	78,588
	8,790	13,894
	<u>115,824</u>	<u>157,341</u>
	1,798,016	1,892,053
	420,672	429,162
	27,487	34,774
	627,124	587,427
	1,066,951	1,135,103
	77,944	132,442
	296,129	208,428
	47,662	68,398
	<u>380,419</u>	<u>471,084</u>
	<u>\$ 4,742,404</u>	<u>\$ 4,958,871</u>
	\$	\$
	907,083	922,543
	628,072	632,062
	52,576	40,299
	32,764	24,739
	105,207	99,280
	<u>3,150</u>	<u>9,017</u>
	1,728,852	1,727,940
	2,172,502	2,299,099
	263,131	286,445
	23,841	31,935
	265,696	192,092
	<u>227,729</u>	<u>308,728</u>
	<u>4,681,751</u>	<u>4,846,239</u>
	323,338	323,338
	-	2,485
	5,125,677	5,169,270
	(835,564)	(780,312)
	<u>(4,552,798)</u>	<u>(4,602,149)</u>
	<u>60,653</u>	<u>112,632</u>
	<u>\$ 4,742,404</u>	<u>\$ 4,958,871</u>

## Business Segment Revenue

(Unaudited; in thousands)

	Three months ended December 31,			Twelve months ended December 31,		
	2022	2021	% Change	2022	2021	% Change
<b>Global Ecommerce</b>						
Revenue, as reported	\$ 409,725	\$ 473,054	(13%)	\$ 1,576,348	\$ 1,702,580	(7%)
Impact of change in revenue presentation		(44,228)			(44,228)	
Impact of Borderfree divestiture		(16,384)			(30,024)	
Comparable revenue before currency <sup>(1)</sup>	409,725	412,442	(1%)	1,576,348	1,628,328	(3%)
Impact of currency on revenue	4,726			12,643		
Comparable revenue	\$ 414,451	\$ 412,442	0%	\$ 1,588,991	\$ 1,628,328	(2%)
<b>Presort Services</b>						
Revenue, as reported	\$ 157,714	\$ 156,439	1%	\$ 602,016	\$ 573,480	5%
Impact of currency on revenue	-			-		
Revenue at constant currency	\$ 157,714	\$ 156,439	1%	602,016	\$ 573,480	5%
<b>Sending Technology Solutions</b>						
Revenue, as reported	\$ 341,252	\$ 354,219	(4%)	\$ 1,359,678	\$ 1,397,501	(3%)
Impact of change in revenue presentation		(3,102)			(3,102)	
Comparable revenue before currency <sup>(1)</sup>	341,252	351,117	(3%)	1,359,678	1,394,399	(2%)
Impact of currency on revenue	8,311			28,517		
Comparable revenue	\$ 349,563	\$ 351,117	(0%)	\$ 1,388,195	\$ 1,394,399	(0%)
<b>Consolidated</b>						
Revenue, as reported	\$ 908,691	\$ 983,712	(8%)	\$ 3,538,042	\$ 3,673,561	(4%)
Impact of change in revenue presentation		(47,330)			(47,330)	
Impact of Borderfree divestiture		(16,384)			(30,024)	
Comparable revenue before currency <sup>(1)</sup>	908,691	919,998	(1%)	3,538,042	3,596,207	(2%)
Impact of currency on revenue	13,037			41,160		
Comparable revenue	\$ 921,728	\$ 919,998	0%	\$ 3,579,202	\$ 3,596,207	(0%)

<sup>(1)</sup> Revenue on a comparable basis before currency for 2021 excludes the impact of the change in revenue presentation for certain services from a gross basis to net basis for the fourth quarter of 2021 and the revenue from the Borderfree business for the third and fourth quarters of 2021.

## Business Segment EBIT & EBITDA

(Unaudited; in thousands)

	Three months ended December 31,							
	2022			2021			% change	
	EBIT <sup>(1)</sup>	D&A	EBITDA	EBIT <sup>(1)</sup>	D&A	EBITDA	EBIT	EBITDA
Global Ecommerce	\$ (22,906)	\$ 17,390	\$ (5,516)	\$ (40,516)	\$ 20,957	\$ (19,559)	43%	72%
Presort Services	29,386	7,438	36,824	23,474	6,711	30,185	25%	22%
Sending Technology Solutions	105,535	7,330	112,865	108,874	7,116	115,990	(3%)	(3%)
Segment total	<u>\$ 112,015</u>	<u>\$ 32,158</u>	144,173	<u>\$ 91,832</u>	<u>\$ 34,784</u>	126,616	<u>22%</u>	<u>14%</u>

### Reconciliation of Segment EBITDA to Net Income:

Segment depreciation and amortization		(32,158)		(34,784)
Unallocated corporate expenses		(62,748)		(44,817)
Restructuring charges		(6,043)		(7,569)
Gain (loss) on sale of businesses, including transaction costs		1,319		(2,582)
Loss on debt redemption/refinancing		-		(633)
Interest, net		(37,126)		(34,760)
(Provision) benefit for income taxes		(1,121)		320
Income from continuing operations		6,296		1,791
Loss from discontinued operations, net of tax		-		(524)
Net income		<u>\$ 6,296</u>		<u>\$ 1,267</u>

	Twelve months ended December 31,							
	2022			2021			% change	
	EBIT <sup>(1)</sup>	D&A	EBITDA	EBIT <sup>(1)</sup>	D&A	EBITDA	EBIT	EBITDA
Global Ecommerce	\$ (100,308)	\$ 78,296	\$ (22,012)	\$ (98,673)	\$ 79,128	\$ (19,545)	(2%)	(13%)
Presort Services	82,430	28,039	110,469	79,721	27,243	106,964	3%	3%
Sending Technology Solutions	400,909	29,489	430,398	429,415	29,951	459,366	(7%)	(6%)
Segment Total	<u>\$ 383,031</u>	<u>\$ 135,824</u>	518,855	<u>\$ 410,463</u>	<u>\$ 136,322</u>	546,785	<u>(7%)</u>	<u>(5%)</u>

### Reconciliation of Segment EBITDA to Net Income (Loss):

Segment depreciation and amortization		(135,824)		(136,322)
Unallocated corporate expenses		(204,251)		(207,774)
Restructuring charges		(18,715)		(19,003)
Gain on sale of assets		14,372		1,434
Gain on sale of business, including transaction costs		12,205		7,619
Loss on debt redemption/refinancing		(4,993)		(56,209)
Interest, net		(141,769)		(143,945)
(Provision) benefit for income taxes		(2,940)		10,922
Income from continuing operations		36,940		3,507
Loss from discontinued operations, net of tax		-		(4,858)
Net income (loss)		<u>\$ 36,940</u>		<u>\$ (1,351)</u>

(1) Segment EBIT excludes interest, taxes, general corporate expenses, restructuring charges, and other items that are not allocated to a particular business segment. In 2022, we refined the methodology for allocating transportation costs between Global Ecommerce and Presort Services, resulting in an increase in Global Ecommerce EBIT and a corresponding decrease in Presort Services EBIT of \$1 million and \$10 million for the three and twelve months ended December 31, 2022, respectively.

## Reconciliation of Reported Consolidated Results to Adjusted Results

(Unaudited; in thousands, except per share amounts)

	Three months ended December 31,		Twelve months ended December 31,	
	2022	2021	2022	2021
<b>Reconciliation of reported net income (loss) to adjusted EBIT and EBITDA</b>				
Net income (loss)	\$ 6,296	\$ 1,267	\$ 36,940	\$ (1,351)
Loss from discontinued operations, net of tax	-	524	-	4,858
Provision (benefit) for income taxes	1,121	(320)	2,940	(10,922)
Income (loss) from continuing operations before taxes	7,417	1,471	39,880	(7,415)
Restructuring charges	6,043	7,569	18,715	19,003
Gain on sale of assets	-	-	(14,372)	(1,434)
(Gain) loss on sale of businesses, including transaction costs	(1,319)	2,582	(12,205)	(7,619)
Loss on debt redemption/refinancing	-	633	4,993	56,209
Adjusted net income before tax	12,141	12,255	37,011	58,744
Interest, net	37,126	34,760	141,769	143,945
Adjusted EBIT	49,267	47,015	178,780	202,689
Depreciation and amortization	39,064	41,634	163,816	162,859
Adjusted EBITDA	\$ 88,331	\$ 88,649	\$ 342,596	\$ 365,548
<b>Reconciliation of reported diluted earnings (loss) per share to adjusted diluted earnings per share</b>				
Diluted earnings (loss) per share	\$ 0.04	\$ 0.01	\$ 0.21	\$ (0.01)
Restructuring charges	0.03	0.03	0.08	0.08
Gain on sale of assets	-	-	(0.06)	(0.01)
(Gain) loss on sale of businesses, including transaction costs	(0.01)	0.01	(0.09)	(0.01)
Loss on debt redemption/refinancing	-	-	0.02	0.24
Loss from discontinued operations, net of tax	-	-	-	0.03
Adjusted diluted earnings per share <sup>(1)</sup>	\$ 0.06	\$ 0.06	\$ 0.15	\$ 0.32
<b>Reconciliation of reported net cash from operating activities to free cash flow</b>				
Net cash from operating activities	\$ 166,754	\$ 85,341	\$ 175,983	\$ 301,515
Capital expenditures	(27,307)	(43,135)	(124,840)	(184,042)
Restructuring payments	3,645	7,143	15,406	21,990
Change in customer deposits at PB Bank	(35,349)	(10,650)	(3,990)	14,862
Transaction costs paid	379	-	5,779	-
Free cash flow	\$ 108,122	\$ 38,699	\$ 68,338	\$ 154,325

<sup>(1)</sup> The sum of the earnings per share amounts may not equal the totals due to rounding.