

Pitney Bowes (NYSE:PBI) is a global technology company providing commerce solutions that power billions of transactions. Clients around the world, including 90 percent of the Fortune 500, rely on the accuracy and precision delivered by Pitney Bowes solutions, analytics, and APIs in the areas of ecommerce fulfillment, shipping and returns; cross-border ecommerce; presort services; office mailing and shipping; location data; and software. For nearly 100 years Pitney Bowes has been innovating and delivering technologies that remove the complexity of getting commerce transactions precisely right.

For additional information visit Pitney Bowes, the Craftsmen of Commerce, at www.pitneybowes.com.

World Headquarters: 3001 Summer Street Stamford, CT 06926-0700 203-356-5000

Company Profile

Founded 1920

Founders Arthur Pitney and Walter Bowes

NYSE Stock Symbol PBI – listed since 1950

Company Overview

Employees 13,300 (as of December 31, 2018)

Markets Mail Processing, Software, Technology, Ecommerce,

Equipment Financing and Business Services

Company Leadership

President, CEO Marc B. Lautenbach Executive VP, CFO Stanley J. Sutula III Non-Executive Chairman Michael I. Roth

Reporting Groups & Segments

Small & Medium Business
(SMB) Solutions Group
North America Mailing
International Mailing

Commerce
Services Group
Global Ecommerce
Presort Services

Software Solutions



Financial Overview *

	Full Year <u>2018</u>	Full Year <u>2017</u>
Revenue (\$ billions)	\$3.5	\$3.1
GAAP EPS	\$1.19	\$1.39
Adj EPS from continuing operations*	\$1.16	\$1.18
Dividend Per Share	\$0.75	\$0.75

^{*} On July 2, 2018, the Company announced that it completed the sale of its Document Messaging Technologies production mail and supporting software business. The Company has recast its historical income statements, segment information and reconciliations of non-GAAP measures to reflect the sale of DMT as discontinued operations. A reconciliation between GAAP and Non-GAAP items can be found by clicking on the following link: Reconciliation



North America Mailing, 36% Software, 10% Software, 10% Services, 15%

2018 Revenue by Line



