

In the third quarter of 2024, the Company entered into a series of transactions designed to facilitate an orderly wind-down of a majority of the Global Ecommerce reporting segment. As a result, certain revenues, expenses, assets and liabilities are now reported as discontinued operations. Amounts of the former Global Ecommerce segment that did not qualify for discontinued operations treatment primarily relate to operations that were dissolved or sold, shared services functions that are expected to wind-down by the end of 2024 and a cross-border services contract. The remaining portion of Global Ecommerce in continuing operations is now reported as "Other."

The attached schedules present the Company's historical results on a continuing operations basis.

Note the sum of certain amounts may not equal the totals shown due to rounding.

PITNEY BOWES INC.
SEGMENT DATA

(Dollars in millions)

	Mar 2023	Jun 2023	Sep 2023	Dec 2023	FY2023	Mar 2024	Jun 2024	Sep 2024	YTD 2024
Revenue									
SendTech Solutions	\$335	\$328	\$327	\$338	\$1,328	\$327	\$320	\$313	\$960
Presort Services	159	143	152	163	618	170	147	166	483
Other operations	55	29	24	26	133	24	23	20	67
Total	\$549	\$501	\$503	\$526	\$2,079	\$521	\$490	\$499	\$1,510
Gross Profit and Gross Profit Margin									
SendTech Solutions	\$218	\$214	\$218	\$224	\$874	\$218	\$214	\$209	\$641
Gross margin %	65.0%	65.2%	66.6%	66.4%	65.8%	66.6%	66.8%	66.8%	66.7%
Presort Services	\$46	\$39	\$48	\$52	\$185	\$62	\$46	\$64	\$172
Gross margin %	29.2%	27.3%	31.3%	32.0%	30.0%	36.8%	31.4%	38.3%	35.7%
Segment Gross Profit	\$264	\$253	\$265	\$276	\$1,059	\$280	\$260	\$273	\$813
Gross margin %	48.2%	50.5%	52.8%	52.5%	50.9%	53.8%	53.1%	54.6%	53.8%

**PITNEY BOWES INC.
SEGMENT DATA**

	Mar 2023	Jun 2023	Sep 2023	Dec 2023	FY2023	Mar 2024	Jun 2024	Sep 2024	YTD 2024
Adjusted Segment EBIT									
SendTech Solutions	\$96	\$97	\$99	\$116	\$408	\$101	\$101	\$104	\$306
EBIT margin	28.5%	29.5%	30.3%	34.5%	30.7%	30.9%	31.5%	33.3%	31.9%
Presort Services	\$27	\$20	\$29	\$34	\$111	\$40	\$27	\$46	\$114
EBIT margin	16.9%	14.3%	19.1%	21.1%	18.0%	23.7%	18.4%	27.8%	23.5%
Adjusted segment EBIT	\$123	\$117	\$128	\$151	\$519	\$142	\$128	\$150	\$420
EBIT margin	22.3%	23.4%	25.5%	28.7%	25.0%	27.2%	26.1%	30.1%	27.8%
Corporate expense	(\$56)	(\$48)	(\$42)	(\$65)	(\$211)	(\$50)	(\$51)	(\$43)	(\$144)
Other operations	\$2	(\$0)	(\$3)	\$1	(\$0)	\$1	(\$2)	(\$4)	(\$5)
PBI Adjusted EBIT	\$68	\$69	\$84	\$86	\$308	\$93	\$75	\$103	\$271
EBIT margin	12.4%	13.8%	16.7%	16.4%	14.8%	17.9%	15.2%	20.6%	17.9%

PITNEY BOWES INC.
SEGMENT DATA AND NON-GAAP RECONCILIATION

(Dollars in millions)

	Mar 2023	Jun 2023	Sep 2023	Dec 2023	FY 2023	Mar 2024	Jun 2024	Sep 2024	YTD 2024
Adjusted Segment EBITDA									
SendTech Solutions	\$105	\$106	\$109	\$126	\$446	\$111	\$111	\$114	\$336
EBITDA margin	31.4%	32.4%	33.2%	37.3%	33.6%	34.0%	34.6%	36.4%	35.0%
Presort Services	\$35	\$29	\$37	\$43	\$145	\$49	\$36	\$55	\$140
EBITDA margin	22.3%	20.1%	24.6%	26.3%	23.4%	28.9%	24.5%	33.2%	29.0%
Adjusted segment EBITDA	\$141	\$135	\$146	\$169	\$591	\$160	\$147	\$169	\$476
EBITDA margin	25.6%	27.0%	29.1%	32.1%	28.4%	30.8%	29.9%	33.8%	31.5%
PBI Adjusted EBITDA	\$96	\$97	\$112	\$115	\$420	\$122	\$103	\$131	\$357
EBITDA margin	17.6%	19.4%	22.3%	21.8%	20.2%	23.4%	21.1%	26.3%	23.6%
Reconciliation of Non-GAAP Measures									
Adjusted segment EBITDA	\$141	\$135	\$146	\$169	\$591	\$160	\$147	\$169	\$476
Segment depreciation and amortization	(18)	(18)	(18)	(18)	(72)	(19)	(19)	(19)	(56)
Other operations	2	(0)	(3)	1	(0)	1	(2)	(4)	(5)
Corporate expenses	(56)	(48)	(42)	(65)	(211)	(50)	(51)	(43)	(144)
PBI Adjusted EBIT	68	69	84	86	308	93	75	103	271
Interest expense, net	(36)	(37)	(43)	(45)	(162)	(44)	(44)	(44)	(132)
Restructuring charges and asset impairments	(4)	(17)	(14)	(18)	(52)	(4)	(30)	(31)	(65)
Goodwill impairment	-	(43)	-	(80)	(124)	-	-	-	-
Foreign currency gain (loss) on intercompany loans	-	-	-	(6)	(6)	5	1	(19)	(13)
(Loss) gain on debt redemption/refinancing	3	0	-	-	3	-	-	(2)	(2)
Charges in connection with GEC Exit	-	-	-	-	-	-	-	(38)	(38)
Strategic Review costs	-	-	-	-	-	(3)	(9)	(3)	(14)
Asset impairment	-	-	-	-	-	-	-	(10)	(10)
Proxy solicitation fees	(6)	(5)	-	-	(11)	-	-	-	-
Net income (loss) from continuing operations before taxes	24	(33)	27	(63)	(44)	48	(8)	(44)	(4)
PBI Adjusted EBITDA	\$96	\$97	\$112	\$115	\$420	\$122	\$103	\$131	\$357
Depreciation and amortization	(28)	(28)	(28)	(28)	(113)	(29)	(28)	(29)	(86)
PBI Adjusted EBIT	\$68	\$69	\$84	\$86	\$308	\$93	\$75	\$103	\$271