



# Pitney Bowes Third Quarter Earnings

October 29, 2025



This document contains “forward-looking statements” about the Company’s expected or potential future business and financial performance, including, but not limited to, statements about future revenue and profitability, earnings guidance, future events or conditions, capital allocation strategy, expected cost savings and efficiency improvements, and strategic initiatives and priorities. 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. Factors which could cause future performance to differ materially from expectations include, without limitation, 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; declines in physical mail volumes or shipping volumes; the loss of customers, including some of our larger clients; changes in trade policies, tariffs and regulations; global supply chain issues adversely impacting our third party suppliers’ ability to provide us products and services; periods of difficult economic conditions, the impacts of inflation and rising prices, higher interest rates and a slow-down in economic activity, including a global recession, or a prolonged U.S. government shutdown, to the Company and our clients; changes in foreign currency exchange rates; changes in labor and transportation availability and costs; inability to successfully execute on our strategic initiatives; and other factors as more fully outlined in the Company’s Annual Report on Form 10-K for the year ended December 31, 2024 and other reports filed with the Securities and Exchange Commission during 2025. Pitney Bowes assumes no obligation to update any forward-looking statements contained in this document as a result of new information, events, or developments, except as required by law.

## Adjusted Segment EBIT

Adjusted Segment EBIT is the primary measure of profitability and operational performance at the segment level. Adjusted Segment EBIT includes segment revenues and related costs and expenses attributable to the segment, but excludes interest, taxes, general corporate expenses, restructuring charges, and other items not allocated to a business segment. We also report Adjusted Segment EBITDA as an additional useful measure of segment profitability and operational performance, which is calculated as Adjusted Segment EBIT plus depreciation and amortization expense of the segment.

## Use of Non-GAAP Measures

Pitney Bowes' financial results are reported in accordance with generally accepted accounting principles (GAAP). Pitney Bowes also discloses certain non-GAAP measures, such as revenue growth on a constant currency basis, adjusted earnings before interest and taxes (Adjusted EBIT), adjusted earnings before interest, taxes, depreciation and amortization (Adjusted EBITDA), adjusted earnings per share (Adjusted EPS) and free cash flow.

Revenue growth on a constant currency basis excludes the impact of changes in currency exchange rates from the prior period under comparison. Constant currency change is calculated by converting the current period non-U.S. dollar denominated revenue using the prior year's exchange rate. We believe that excluding the impacts of currency exchange rates provides a better understanding of the underlying revenue performance.

Adjusted EBIT, Adjusted EBITDA and Adjusted EPS exclude the impact of restructuring charges, foreign currency gains and losses on intercompany loans, certain costs associated with the Ecommerce Restructuring, gains and losses on debt redemptions and other unusual items that we believe are not indicative to our core business operations.

Free cash flow adjusts cash flow from operations calculated in accordance with GAAP for capital expenditures, restructuring payments and other special items. Management believes free cash flow provides better insight into the amount of cash available for other discretionary uses.

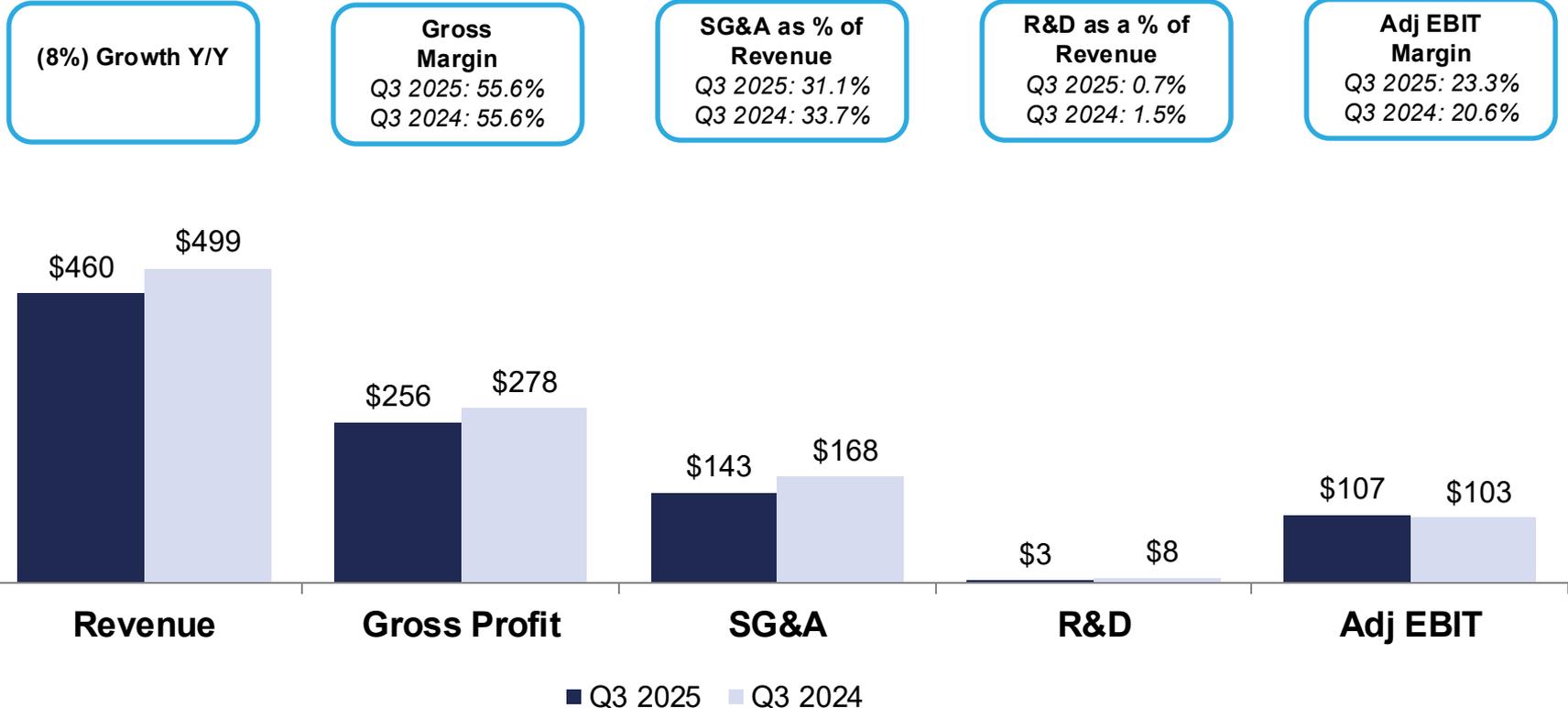
Reconciliations of non-GAAP measures to comparable GAAP measures can be found in the attached financial schedules and at the Company's web site at: <https://www.investorrelations.pitneybowes.com/>. We do not provide a reconciliation of forward-looking non-GAAP measures to the most comparable GAAP measures because items necessary for such reconciliation are not available on a reasonable basis without unreasonable efforts.

# Business Overview and Financial Results

- **Revenue was \$460 million**, down 8% year-over-year
- **GAAP EPS was \$0.30**, an improvement of \$1.06 year over year
- **Adjusted EPS was \$0.31**, an improvement of \$0.10 year over year
- **GAAP net income of \$52 million**, an improvement of \$190 million year over year
- **Adjusted EBIT was \$107 million**, an improvement of \$5 million year over year
- **GAAP cash from operating activities was \$67 million**, an improvement of \$1 million year over year
- **Free Cash Flow was \$60 million** and excluded \$9 million of restructuring payments

# Third Quarter – Results vs. Prior Year

\$ millions



# Third Quarter – SendTech Solutions

*SendTech Solutions offers physical and digital shipping and mailing technology solutions, financing, services, supplies and other applications for small and medium businesses, retail, enterprise, and government clients around the world to help simplify and save on the sending, tracking and receiving of letters, parcels and flats.*

(\$ millions)	Q3 2025	Q3 2024	% Change Reported
Revenue	\$311	\$331	(6%)
Adjusted Segment EBITDA	\$112	\$112	0%
Adjusted Segment EBIT	\$101	\$102	(1%)

## Key Drivers:

- **SendTech revenue declined due to the impact of prior year product migration and a decrease in the mailing install base.**
- **Adjusted Segment EBITDA was flat year-over-year. The decline in Adjusted Segment EBIT was driven by lower revenue and was partially offset by cost reduction initiatives.**

# Third Quarter – Presort Services

*Presort Services provides sortation services that enable clients to qualify for USPS workshare discounts in First Class Mail, Marketing Mail, Marketing Mail Flats and Bound Printed Matter.*

(\$ millions)	Q3 2025	Q3 2024	% Change Reported
Revenue	\$149	\$166	(11%)
Adjusted Segment EBITDA	\$42	\$55	(24%)
Adjusted Segment EBIT	\$33	\$46	(29%)

## Key Drivers:

- Lower volumes due to client losses tied to a prior rigid pricing strategy under former management and broader market decline drove the decrease in revenue.
- Adjusted Segment EBITDA and EBIT declined due to the decrease in revenue and reduced operating leverage from lower volumes.

# Guidance and Outlook

## Guidance

Pitney Bowes now expects to achieve near the low-end of the previously disclosed guidance range for Revenue, Adjusted EBIT, and Free Cash Flow.

The Company also now expects to achieve near the midpoint of its previously disclosed guidance range for Adjusted EPS.

For reference, the Company's previously disclosed guidance ranges were:

<b><i>\$ millions, except EPS</i></b>	<b>Low</b>	<b>High</b>
<b>Revenue</b>	\$1,900	\$1,950
<b>Adjusted EBIT</b>	\$450	\$465
<b>Adjusted EPS</b>	\$1.20	\$1.40
<b>Free Cash Flow</b>	\$330	\$370

# Appendix

# Third Quarter 2025 – Debt Profile

Total debt consisted of the following:

(\$000s)	Interest Rate	9/30/2025	12/31/2024
Term loan due March 2026	SOFR + 2.25%	-	\$ 235,000
Notes due March 2027	6.875%	<b>355,500</b>	380,000
Notes due March 2028	SOFR + 6.9%	-	96,563
Term loan due March 2028	SOFR + 4.0%	-	433,125
Term loan due March 2028	SOFR + 1.85%	<b>156,000</b>	-
Notes due March 2029	7.25%	<b>326,000</b>	350,000
Convertible Note due August 2032	1.50%	<b>230,000</b>	-
Term loan due March 2032	SOFR + 3.75%	<b>611,925</b>	-
Notes due January 2037	5.25%	<b>35,841</b>	35,841
Notes due March 2043	6.70%	<b>425,000</b>	425,000
Principal amount		<b>2,140,266</b>	<b>1,955,529</b>

# Appendix: Financial Information

## Consolidated Statements of Operations

(Unaudited; in thousands, except per share amounts)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
Revenue:				
Services	\$ 289,476	\$ 312,747	\$ 898,331	\$ 932,690
Products	89,712	101,846	273,782	324,232
Financing and other	80,487	84,870	242,891	253,555
Total revenue	<u>459,675</u>	<u>499,463</u>	<u>1,415,004</u>	<u>1,510,477</u>
Costs and expenses:				
Cost of services	146,394	158,690	446,507	481,367
Cost of products	54,294	59,126	159,700	182,552
Cost of financing and other	14,708	20,174	47,871	61,859
Selling, general and administrative	144,154	189,989	480,611	569,625
Research and development	3,409	7,580	11,773	22,465
Restructuring charges	1,836	30,694	17,042	64,859
Interest expense, net	26,072	27,764	75,279	83,323
Other components of net pension and postretirement cost	1,645	(961)	5,446	(1,730)
Other (income) expense	(981)	50,287	16,628	50,287
Total costs and expenses	<u>391,531</u>	<u>543,343</u>	<u>1,260,857</u>	<u>1,514,607</u>
Income (loss) from continuing operations before taxes	68,144	(43,880)	154,147	(4,130)
Provision (benefit) for income taxes	16,181	(166,466)	36,787	(148,695)
Income from continuing operations	51,963	122,586	117,360	144,565
Loss from discontinued operations, net of tax	-	(261,058)	-	(310,789)
Net income (loss)	<u>\$ 51,963</u>	<u>\$ (138,472)</u>	<u>\$ 117,360</u>	<u>\$ (166,224)</u>
Basic earnings (loss) per share:				
Continuing operations	\$ 0.31	\$ 0.68	\$ 0.66	\$ 0.81
Discontinued operations	-	(1.45)	-	(1.74)
Net income (loss)	<u>\$ 0.31</u>	<u>\$ (0.77)</u>	<u>\$ 0.66</u>	<u>\$ (0.93)</u>
Diluted earnings (loss) per share:				
Continuing operations	\$ 0.30	\$ 0.67	\$ 0.66	\$ 0.79
Discontinued operations	-	(1.42)	-	(1.70)
Net income (loss)	<u>\$ 0.30</u>	<u>\$ (0.75)</u>	<u>\$ 0.66</u>	<u>\$ (0.91)</u>
Weighted-average shares used in diluted earnings per share	<u>170,370</u>	<u>183,838</u>	<u>178,375</u>	<u>182,445</u>

The sum of the earnings per share amounts may not equal the totals due to rounding.

# Appendix: Financial Information

## Consolidated Balance Sheets

(Unaudited; in thousands)

### Assets

#### Current assets:

	September 30, 2025	December 31, 2024
Cash and cash equivalents	\$ 320,994	\$ 469,726
Short-term investments	14,978	16,374
Accounts and other receivables, net	161,696	159,951
Short-term finance receivables, net	497,573	535,608
Inventories	75,699	59,836
Current income taxes	4,313	10,429
Other current assets and prepayments	74,290	66,030
<b>Total current assets</b>	<b>1,149,543</b>	<b>1,317,954</b>
Property, plant and equipment, net	184,043	218,657
Rental property and equipment, net	22,605	24,587
Long-term finance receivables, net	624,496	610,316
Goodwill	746,525	721,003
Intangible assets, net	16,019	15,780
Operating lease assets	107,457	113,357
Noncurrent income taxes	101,738	99,773
Other assets	302,785	276,089
<b>Total assets</b>	<b>\$ 3,255,211</b>	<b>\$ 3,397,516</b>

### Liabilities and stockholders' deficit

#### Current liabilities:

Accounts payable and accrued liabilities	\$ 698,686	\$ 873,626
Customer deposits at Pitney Bowes Bank	602,189	645,860
Current operating lease liabilities	27,030	26,912
Current portion of long-term debt	16,150	53,250
Advance billings	72,766	70,131
Current income taxes	4,909	2,948
<b>Total current liabilities</b>	<b>1,421,730</b>	<b>1,672,727</b>
Long-term debt	2,087,966	1,866,458
Deferred taxes on income	70,165	49,187
Tax uncertainties and other income tax liabilities	724	13,770
Noncurrent operating lease liabilities	94,260	100,804
Noncurrent customer deposits at Pitney Bowes Bank	46,000	57,977
Other noncurrent liabilities	195,904	215,026
<b>Total liabilities</b>	<b>3,916,749</b>	<b>3,975,949</b>

#### Stockholders' deficit:

Common stock	270,338	270,338
Retained earnings	2,657,001	2,671,868
Accumulated other comprehensive loss	(765,354)	(839,171)
Treasury stock, at cost	(2,823,523)	(2,681,468)
<b>Total stockholders' deficit</b>	<b>(661,538)</b>	<b>(578,433)</b>
<b>Total liabilities and stockholders' deficit</b>	<b>\$ 3,255,211</b>	<b>\$ 3,397,516</b>

## Business Segment Revenue

(Unaudited; in thousands)

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2025	2024	% Change	2025	2024	% Change
Sending Technology Solutions	\$ 310,782	\$ 331,376	(6%)	\$ 938,104	\$ 1,017,470	(8%)
Presort Services	148,893	166,367	(11%)	476,900	483,032	(1%)
Total reportable segments	459,675	497,743	(8%)	1,415,004	1,500,502	(6%)
Other	-	1,720	(100%)	-	9,975	(100%)
Total revenue, as reported	459,675	499,463	(8%)	1,415,004	1,510,477	(6%)
Impact of currency on revenue	(2,101)			(2,652)		
Total revenue, constant currency	\$ 457,574	\$ 499,463	(8%)	\$ 1,412,352	\$ 1,510,477	(6%)

# Appendix: Financial Information

## Adjusted Segment EBIT & EBITDA

(Unaudited; in thousands)

	Three Months Ended September 30,						% change	
	2025			2024			Adjusted Segment EBIT	Adjusted Segment EBITDA
	Adjusted Segment EBIT <sup>(1)</sup>	D&A	Adjusted Segment EBITDA	Adjusted Segment EBIT <sup>(1)</sup>	D&A	Adjusted Segment EBITDA		
Sending Technology Solutions	\$ 101,059	\$ 11,190	\$ 112,249	\$ 101,980	\$ 10,294	\$ 112,274	(1%)	(0%)
Presort Services	32,626	9,242	41,868	46,179	9,008	55,187	(29%)	(24%)
Total reportable segments	<u>\$ 133,685</u>	<u>\$ 20,432</u>	154,117	<u>\$ 148,159</u>	<u>\$ 19,302</u>	167,461	<u>(10%)</u>	<u>(8%)</u>

### Reconciliation of Adjusted Segment EBITDA to income or loss from continuing operations before taxes:

Other operations <sup>(2)</sup>			-			(7,312)		
Depreciation and amortization - reportable segments			(20,432)			(19,302)		
Corporate expenses			(26,350)			(38,062)		
Restructuring charges			(1,836)			(30,694)		
Interest expense, net			(37,287)			(43,859)		
Loss on debt redemption/refinancing			(82)			(2,142)		
Foreign currency gain (loss) on intercompany loans			3,390			(18,831)		
Transaction and Strategic review costs			(4,439)			(2,994)		
Asset impairment charge			-			(10,000)		
Benefit (charge) in connection with Ecommerce Restructuring			1,063			(38,145)		
Income (loss) from continuing operations before taxes			<u>\$ 68,144</u>			<u>\$ (43,880)</u>		

	Nine Months Ended September 30,						% change	
	2025			2024			Adjusted Segment EBIT	Adjusted Segment EBITDA
	Adjusted Segment EBIT <sup>(1)</sup>	D&A	Adjusted Segment EBITDA	Adjusted Segment EBIT <sup>(1)</sup>	D&A	Adjusted Segment EBITDA		
Sending Technology Solutions	\$ 299,341	\$ 34,602	\$ 333,943	\$ 293,917	\$ 33,721	\$ 327,638	2%	2%
Presort Services	123,345	27,649	150,994	113,556	26,722	140,278	9%	8%
Total reportable segments	<u>\$ 422,686</u>	<u>\$ 62,251</u>	484,937	<u>\$ 407,473</u>	<u>\$ 60,443</u>	467,916	<u>4%</u>	<u>4%</u>

### Reconciliation of Adjusted Segment EBITDA to income or loss from continuing operations before taxes:

Other operations <sup>(2)</sup>			-			(12,142)		
Depreciation and amortization - reportable segments			(62,251)			(60,443)		
Corporate expenses			(93,369)			(124,557)		
Restructuring charges			(17,042)			(64,859)		
Interest expense, net			(112,671)			(131,986)		
Loss on debt redemption/refinancing			(24,446)			(2,142)		
Foreign currency loss on intercompany loans			(21,234)			(13,481)		
Transaction and Strategic review costs			(7,595)			(14,291)		
Asset impairment charge			-			(10,000)		
Benefit (charge) in connection with Ecommerce Restructuring			7,818			(38,145)		
Income (loss) from continuing operations before taxes			<u>\$ 154,147</u>			<u>\$ (4,130)</u>		

<sup>(1)</sup> Adjusted segment EBIT excludes interest, taxes, general corporate expenses, restructuring charges, foreign currency gains and losses from the revaluation of intercompany loans and other items that are not allocated to a business segment.

<sup>(2)</sup> Other operations includes the revenue and related expenses of our former Global Ecommerce business that did not qualify for discontinued operations treatment.

# Appendix: Financial Information

## Reconciliation of Reported Consolidated Results to Adjusted Results (Unaudited; in thousands, except per share amounts)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
<b>Reconciliation of reported net income (loss) to adjusted EBIT and adjusted EBITDA</b>				
Net income (loss)	\$ 51,963	\$ (138,472)	\$ 117,360	\$ (166,224)
Loss from discontinued operations, net of tax	-	261,058	-	310,789
Provision for income taxes	16,181	(166,466)	36,787	(148,695)
Income (loss) from continuing operations before taxes	68,144	(43,880)	154,147	(4,130)
Restructuring charges	1,836	30,694	17,042	64,859
Foreign currency (gain) loss on intercompany loans	(3,390)	18,831	21,234	13,481
Transaction and Strategic review costs	4,439	2,994	7,595	14,291
Asset impairment charge	-	10,000	-	10,000
(Benefit) charge in connection with Ecommerce Restructuring	(1,063)	38,145	(7,818)	38,145
Loss on debt redemption/refinancing	82	2,142	24,446	2,142
Adjusted net income before tax	70,048	58,926	216,646	138,788
Interest, net	37,287	43,859	112,671	131,986
Adjusted EBIT	107,335	102,785	329,317	270,774
Depreciation and amortization	27,418	28,564	84,503	85,897
Adjusted EBITDA	\$ 134,753	\$ 131,349	\$ 413,820	\$ 356,671
<b>Reconciliation of reported diluted earnings (loss) per share to adjusted diluted earnings per share</b>				
Diluted earnings (loss) per share	\$ 0.30	\$ (0.75)	\$ 0.66	\$ (0.91)
Loss from discontinued operations, net of tax	-	1.42	-	1.70
Restructuring charges	0.01	0.13	0.07	0.27
Foreign currency (gain) loss on intercompany loans	(0.02)	0.08	0.09	0.06
Transaction and Strategic review costs	0.02	0.01	0.03	0.06
Loss on debt redemption/refinancing	-	0.01	0.10	0.01
(Benefit) charge in connection with Ecommerce Restructuring	(0.01)	0.16	(0.03)	0.16
Asset impairment charge	-	0.05	-	0.06
Tax benefit from affiliate reorganization	-	(0.89)	-	(0.90)
Adjusted diluted earnings per share	\$ 0.31	\$ 0.21	\$ 0.92	\$ 0.50

The sum of the earnings per share amounts may not equal the totals due to rounding.

<b>Reconciliation of reported net cash from operating activities to free cash flow</b>				
Net cash from operating activities - continuing operations	\$ 66,848	\$ 65,721	\$ 161,557	\$ 144,616
Capital expenditures	(15,797)	(19,438)	(46,027)	(50,221)
Restructuring payments	9,325	27,222	30,843	53,919
Free cash flow	\$ 60,376	\$ 73,505	\$ 146,373	\$ 148,314

Thank You