

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; office mailing and shipping; presort services; location data; customer information and engagement software; services; and financing. 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 at [www.pitneybowes.com](http://www.pitneybowes.com)

Pitney Bowes - World Headquarters:  
3001 Summer Street  
Stamford, CT 06926-0700

### Company Profile

Founded	1920
Founders	Arthur Pitney and Walter Bowes
NYSE Stock Symbol	PBI – listed since 1950
Employees	13,300 - as of December 31, 2018
Markets	Ecommerce, Shipping, Mail Processing, Technology, 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

### Pitney Bowes by the Numbers

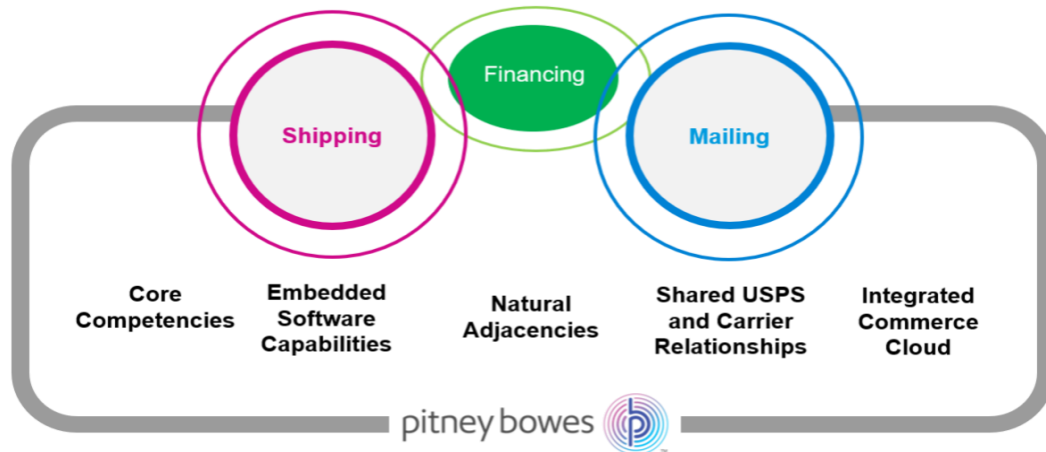
Financial Snapshot:  
FY 2018 Adjusted Results

\$3.2 <sup>Bn</sup> 2018 Revenue	\$563 <sup>MM</sup> 2018 Adjusted EBITDA	\$301 <sup>MM</sup> 2018 Free Cash Flow
20% 2017	35% 2018	>50% Long-Term
36.6% 2017	30.3% 2018	Improve 500+bps 2018-2022

% of Revenue from Shipping  
Products & Capabilities

SG&A % of Revenue

## A Simplified and Focused Business Model



### Shipping

From the critical post-purchase experience driven by industry-leading delivery, returns and fulfillment to unmatched reach in cross-border ecommerce, we partner with our clients to sell farther, ship faster and deliver experiences that consumers love.

Innovative technology solutions to help office and retail shippers send and track packages and parcels domestically and internationally.

Our solutions help:

- Send packages, parcels, freights and flats across multiple carriers.
- Simplify inbound package tracking.
- Automate parcel sorting with modular and flexible solutions.
- Achieve international expansion with global retail made easy.



### Mailing

Mailing technology and services for creating, sorting and sending mail, including:

- Postage Meters
- Online postage
- Inserters & Printers
- Presort Mailing Services
- Address validation

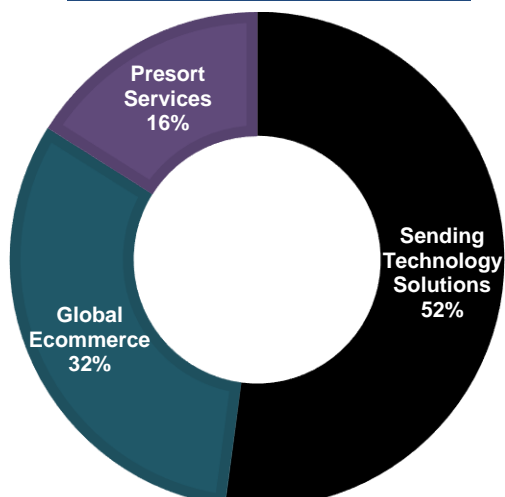


### Financing

We offer flexible financial solutions to meet our clients' mailing and shipping needs.

We provide the capital needed for Pitney Bowes and non-Pitney Bowes critical equipment purchases.

## 2018 Revenue by Segment



## 2018 Revenue by Line

