

## Pitney Bowes Inc.

### Consolidated Statements of Operations

(Unaudited; in thousands, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
Revenue:				
Services	\$ 290,423	\$ 297,253	\$ 608,855	\$ 619,943
Products	90,880	108,262	184,070	222,386
Financing and other	80,606	84,230	162,404	168,685
Total revenue	<u>461,909</u>	<u>489,745</u>	<u>955,329</u>	<u>1,011,014</u>
Costs and expenses:				
Cost of services	144,240	158,196	300,113	322,677
Cost of products	54,487	60,672	105,406	123,426
Cost of financing and other	15,656	20,398	33,163	41,685
Selling, general and administrative	170,542	192,804	336,457	379,636
Research and development	3,601	7,259	8,364	14,885
Restructuring charges	13,806	30,399	15,206	34,165
Interest expense, net	24,937	28,253	49,207	55,559
Other components of net pension and postretirement cost	1,947	(382)	3,801	(769)
Other (income) expense	(6,578)	-	17,609	-
Total costs and expenses	<u>422,638</u>	<u>497,599</u>	<u>869,326</u>	<u>971,264</u>
Income (loss) from continuing operations before taxes	39,271	(7,854)	86,003	39,750
Provision for income taxes	9,296	2,271	20,606	17,771
Income (loss) from continuing operations	<u>29,975</u>	<u>(10,125)</u>	<u>65,397</u>	<u>21,979</u>
Loss from discontinued operations, net of tax	-	(14,742)	-	(49,731)
Net income (loss)	<u>\$ 29,975</u>	<u>\$ (24,867)</u>	<u>\$ 65,397</u>	<u>\$ (27,752)</u>
Basic earnings (loss) per share:				
Continuing operations	\$ 0.17	\$ (0.06)	\$ 0.36	\$ 0.12
Discontinued operations	-	(0.08)	-	(0.28)
Net income (loss)	<u>\$ 0.17</u>	<u>\$ (0.14)</u>	<u>\$ 0.36</u>	<u>\$ (0.16)</u>
Diluted earnings (loss) per share:				
Continuing operations	\$ 0.17	\$ (0.06)	\$ 0.36	\$ 0.12
Discontinued operations	-	(0.08)	-	(0.27)
Net income (loss)	<u>\$ 0.17</u>	<u>\$ (0.14)</u>	<u>\$ 0.36</u>	<u>\$ (0.15)</u>
Weighted-average shares used in diluted earnings per share	<u>181,005</u>	<u>178,696</u>	<u>182,708</u>	<u>181,342</u>

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

**Pitney Bowes Inc.**  
**Consolidated Balance Sheets**  
(Unaudited; in thousands)

<b>Assets</b>	<b>June 30, 2025</b>	<b>December 31, 2024</b>
Current assets:		
Cash and cash equivalents	\$ 285,177	\$ 469,726
Short-term investments	15,606	16,374
Accounts and other receivables, net	155,317	159,951
Short-term finance receivables, net	506,989	535,608
Inventories	79,001	59,836
Current income taxes	1,300	10,429
Other current assets and prepayments	82,600	66,030
Total current assets	<u>1,125,990</u>	<u>1,317,954</u>
Property, plant and equipment, net	193,264	218,657
Rental property and equipment, net	23,004	24,587
Long-term finance receivables, net	638,625	610,316
Goodwill	748,530	721,003
Intangible assets, net	16,767	15,780
Operating lease assets	113,136	113,357
Noncurrent income taxes	103,767	99,773
Other assets	275,755	276,089
Total assets	<u>\$ 3,238,838</u>	<u>\$ 3,397,516</u>
<b>Liabilities and stockholders' deficit</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$ 742,804	\$ 873,626
Customer deposits at Pitney Bowes Bank	608,937	645,860
Current operating lease liabilities	27,276	26,912
Current portion of long-term debt	15,150	53,250
Advance billings	76,231	70,131
Current income taxes	18,508	2,948
Total current liabilities	<u>1,488,906</u>	<u>1,672,727</u>
Long-term debt	1,881,565	1,866,458
Deferred taxes on income	41,063	49,187
Tax uncertainties and other income tax liabilities	12,538	13,770
Noncurrent operating lease liabilities	100,244	100,804
Noncurrent customer deposits at Pitney Bowes Bank	51,977	57,977
Other noncurrent liabilities	199,354	215,026
Total liabilities	<u>3,775,647</u>	<u>3,975,949</u>
Stockholders' deficit:		
Common stock	270,338	270,338
Retained earnings	2,669,992	2,671,868
Accumulated other comprehensive loss	(764,276)	(839,171)
Treasury stock, at cost	(2,712,863)	(2,681,468)
Total stockholders' deficit	<u>(536,809)</u>	<u>(578,433)</u>
Total liabilities and stockholders' deficit	<u>\$ 3,238,838</u>	<u>\$ 3,397,516</u>

**Pitney Bowes Inc.**  
**Business Segment Revenue**  
(Unaudited; in thousands)

	Three Months Ended June 30,			Six Months Ended June 30,		
	2025	2024	% Change	2025	2024	% Change
Sending Technology Solutions	\$ 311,716	\$ 339,273	(8%)	\$ 627,322	\$ 686,094	(9%)
Presort Services	150,193	146,858	2%	328,007	316,665	4%
Total reportable segments	461,909	486,131	(5%)	955,329	1,002,759	(5%)
Other	-	3,614	(100%)	-	8,255	(100%)
Total revenue, as reported	461,909	489,745	(6%)	955,329	1,011,014	(6%)
Impact of currency on revenue	(2,686)			(551)		
Total revenue, constant currency	\$ 459,223	\$ 489,745	(6%)	\$ 954,778	\$ 1,011,014	(6%)

**Pitney Bowes Inc.**  
**Adjusted Segment EBIT & EBITDA**  
(Unaudited; in thousands)

	Three Months Ended June 30,								
	2025			2024			% change		
	Adjusted Segment EBIT <sup>(1)</sup>	D&A	Adjusted Segment EBITDA	Adjusted Segment EBIT <sup>(1)</sup>	D&A	Adjusted Segment EBITDA	Adjusted Segment EBIT	Adjusted Segment EBITDA	
Sending Technology Solutions	\$ 101,255	\$ 11,731	\$ 112,986	\$ 96,023	\$ 11,524	\$ 107,547	5%	5%	
Presort Services	35,940	9,139	45,079	27,048	8,955	36,003	33%	25%	
Total reportable segments	<u>\$ 137,195</u>	<u>\$ 20,870</u>	<u>158,065</u>	<u>\$ 123,071</u>	<u>\$ 20,479</u>	<u>143,550</u>	<u>11%</u>	<u>10%</u>	

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

Other operations <sup>(2)</sup>	-	(4,121)
Depreciation and amortization - reportable segments	(20,870)	(20,479)
Interest expense, net	(37,499)	(44,218)
Corporate expenses	(34,902)	(44,293)
Restructuring charges	(13,806)	(30,399)
Foreign currency (loss) gain on intercompany loans	(17,029)	712
Transaction and Strategic review costs	(1,266)	(8,606)
Benefit in connection with Ecommerce Restructuring	6,296	-
Gain on debt redemption/refinancing	282	-
Income (loss) from continuing operations before taxes	<u>\$ 39,271</u>	<u>\$ (7,854)</u>

	Six Months Ended June 30,								
	2025			2024			% change		
	Adjusted Segment EBIT <sup>(1)</sup>	D&A	Adjusted Segment EBITDA	Adjusted Segment EBIT <sup>(1)</sup>	D&A	Adjusted Segment EBITDA	Adjusted Segment EBIT	Adjusted Segment EBITDA	
Sending Technology Solutions	\$ 198,282	\$ 23,412	\$ 221,694	\$ 191,937	\$ 23,429	\$ 215,366	3%	3%	
Presort Services	90,719	18,408	109,127	67,377	17,713	85,090	35%	28%	
Total reportable segments	<u>\$ 289,001</u>	<u>\$ 41,820</u>	<u>330,821</u>	<u>\$ 259,314</u>	<u>\$ 41,142</u>	<u>300,456</u>	<u>11%</u>	<u>10%</u>	

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

Other operations <sup>(2)</sup>	-	(4,831)
Depreciation and amortization - reportable segments	(41,820)	(41,142)
Interest expense, net	(75,384)	(88,127)
Corporate expenses	(67,019)	(86,495)
Restructuring charges	(15,206)	(34,165)
Foreign currency (loss) gain on intercompany loans	(24,624)	5,350
Transaction and Strategic review costs	(3,156)	(11,296)
Benefit in connection with Ecommerce Restructuring	6,755	-
Loss on debt redemption/refinancing	(24,364)	-
Income from continuing operations before taxes	<u>\$ 86,003</u>	<u>\$ 39,750</u>

(1) 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.

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

## Pitney Bowes Inc.

### Reconciliation of Reported Consolidated Results to Adjusted Results

(Unaudited; in thousands, except per share amounts)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2025	2024	2025	2024
<b>Reconciliation of reported net income (loss) to adjusted EBIT and adjusted EBITDA</b>				
Net income (loss)	\$ 29,975	\$ (24,867)	\$ 65,397	\$ (27,752)
Loss from discontinued operations, net of tax	-	14,742	-	49,731
Provision for income taxes	9,296	2,271	20,606	17,771
Income (loss) from continuing operations before taxes	39,271	(7,854)	86,003	39,750
Restructuring charges	13,806	30,399	15,206	34,165
Foreign currency loss (gain) on intercompany loans	17,029	(712)	24,624	(5,350)
Transaction and Strategic review costs	1,266	8,606	3,156	11,296
Benefit in connection with Ecommerce Restructuring	(6,296)	-	(6,755)	-
(Gain) loss on debt redemption/refinancing	(282)	-	24,364	-
Adjusted net income before tax	64,794	30,439	146,598	79,861
Interest, net	37,499	44,218	75,384	88,127
Adjusted EBIT	102,293	74,657	221,982	167,988
Depreciation and amortization	28,762	28,483	57,086	57,332
Adjusted EBITDA	\$ 131,055	\$ 103,140	\$ 279,068	\$ 225,320
<b>Reconciliation of reported diluted earnings (loss) per share to adjusted diluted earnings per share</b>				
Diluted earnings (loss) per share	\$ 0.17	\$ (0.14)	\$ 0.36	\$ (0.15)
Loss from discontinued operations, net of tax	-	0.08	-	0.27
Restructuring charges	0.06	0.13	0.06	0.15
Foreign currency loss (gain) on intercompany loans	0.07	-	0.10	(0.02)
Transaction and Strategic review costs	0.01	0.04	0.01	0.05
Benefit in connection with Ecommerce Restructuring	(0.03)	-	(0.03)	-
Loss on debt redemption/refinancing	-	-	0.10	-
Adjusted diluted earnings per share	\$ 0.27	\$ 0.11	\$ 0.61	\$ 0.29
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	\$ 111,388	\$ 79,910	\$ 94,709	\$ 78,895
Capital expenditures	(13,343)	(16,466)	(30,230)	(30,783)
Restructuring payments	8,412	11,708	21,518	26,697
Free cash flow	\$ 106,457	\$ 75,152	\$ 85,997	\$ 74,809