

Pitney Bowes Investor Relations Overview

July 2022

Forward Looking Statements

This document contains “forward-looking statements” about the Company’s expected or potential future business and financial performance. Forward-looking statements include, but are not limited to, statements about future revenue and earnings guidance and future events or conditions. 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. In particular, we continue to navigate the impacts of the Covid-19 pandemic (Covid-19), and the effect that its unpredictability is having on our, and our client’s business, financial performance and results of operations. Other factors which could cause future financial performance to differ materially from expectations, and which may also be exacerbated by Covid-19 or a negative change in the economy, include, without limitation, declining physical mail volumes; 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; the loss of, or significant changes to, our contractual relationships with the United States Postal Service (USPS) or USPS’ performance under those contracts; our ability to continue to grow and manage volumes, gain additional economies of scale and improve profitability within our Global Ecommerce segment; changes in labor and transportation availability and costs; and other factors as more fully outlined in the Company’s 2021 Form 10-K Annual Report and other reports filed with the Securities and Exchange Commission. Pitney Bowes assumes no obligation to update any forward-looking statements contained in this document as a result of new information, events or developments.



“
We are building a foundation to give Pitney Bowes the opportunity for long-term success. Today, we are a streamlined, global technology company focused on shipping, mailing and related financial services that operates in markets where we have true competitive advantage.”

Pitney Bowes

Pitney Bowes is a global technology company helping clients succeed in commerce by removing the complexity of shipping and mailing, and offering flexible financing options

Leading for the long-term

Driving portfolio to growth markets

Pitney Bowes by the Numbers

Financial Snapshot:
FY 2021 Adjusted Results

% of Revenue from Shipping
Products & Capabilities

SG&A % of Revenue

<div>\$3.7_{Bn}</div> <div>2021 Revenue</div>	<div>\$366_{MM}</div> <div>2021 Adjusted EBITDA</div>	<div>\$154_{MM}</div> <div>2021 Free Cash Flow</div>
<div>24%</div> <div>2017</div>	<div>39%</div> <div>2019</div>	<div>50%</div> <div>2021</div>
<div>37%</div> <div>2017</div>	<div>31%</div> <div>2019</div>	<div>25%</div> <div>2021</div>

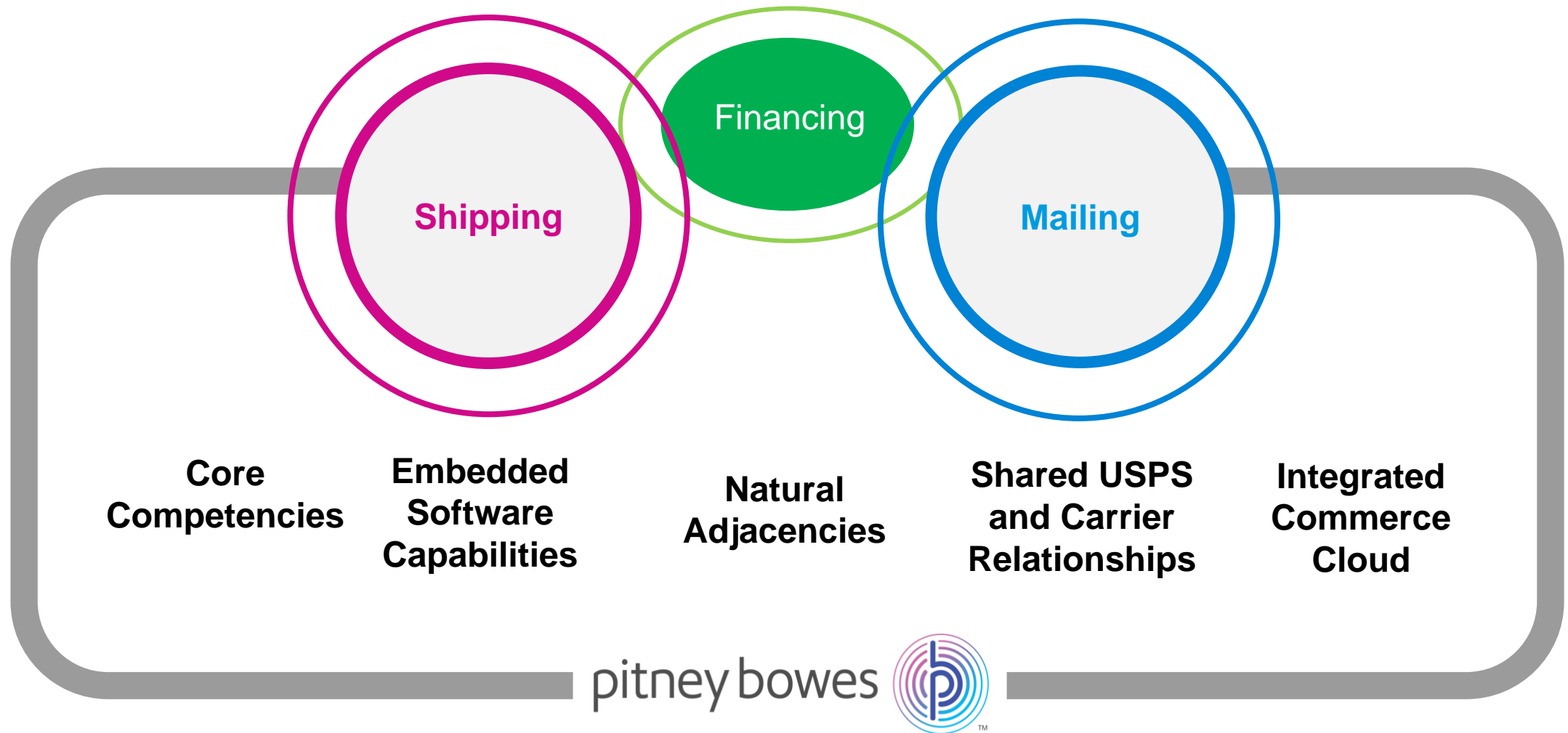
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Who we are



A Simplified and Focused Business Model



Domestic Parcel Services

Delivery



- Combining **proprietary delivery network** with **cost-effective** USPS last-mile delivery

Returns



- **Proprietary** label technology enables **faster processing** and **advance planning** for merchants

Fulfillment



- **National fulfillment network** with **proximity** to customers
- **Real-time visibility** of operations

Cross Border Services & Expedited/Digital

Expedited / Digital



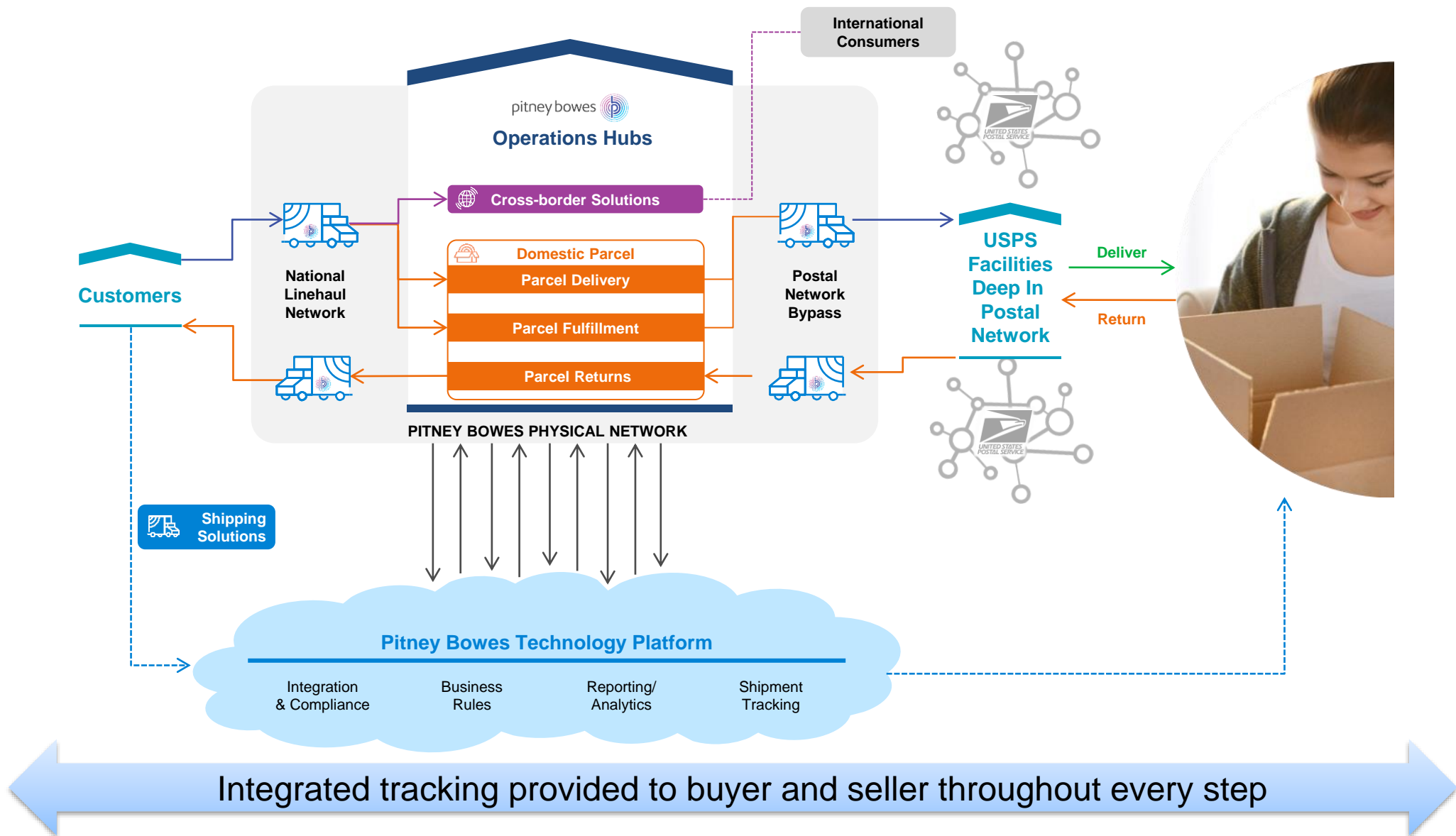
- **Easy to integrate** with USPS and other private carriers
- **3-day delivery guarantee** offering
- **Flexible** developer portal

Cross-border delivery services



- **Guaranteed quotes** for international checkout
- Ability to handle **prepaid** and/or **postpaid** duties and taxes
- **Diversified carrier network**

Global Ecommerce Network



NOTE: PBI operations hub diagram for illustration purposes only.

Competitive Advantage

100% focused on Ecommerce

- Consumer first
- Helping our clients grow their business
- Removing complexity from post-purchase experience

Differentiated client experience

- Purpose-built network
- Focus on mid-size and born-on-the-web retailers
- Integrated and customized services
- Transparent fee structure

Technology is at the core of what we do

- Data and AI enhance offerings and create new services

Path to Profitability

Scale

- Platform business
- Continued growth in volumes
- Mix of business
- Pricing - general rate increase (GRI), surcharges

Operational improvement

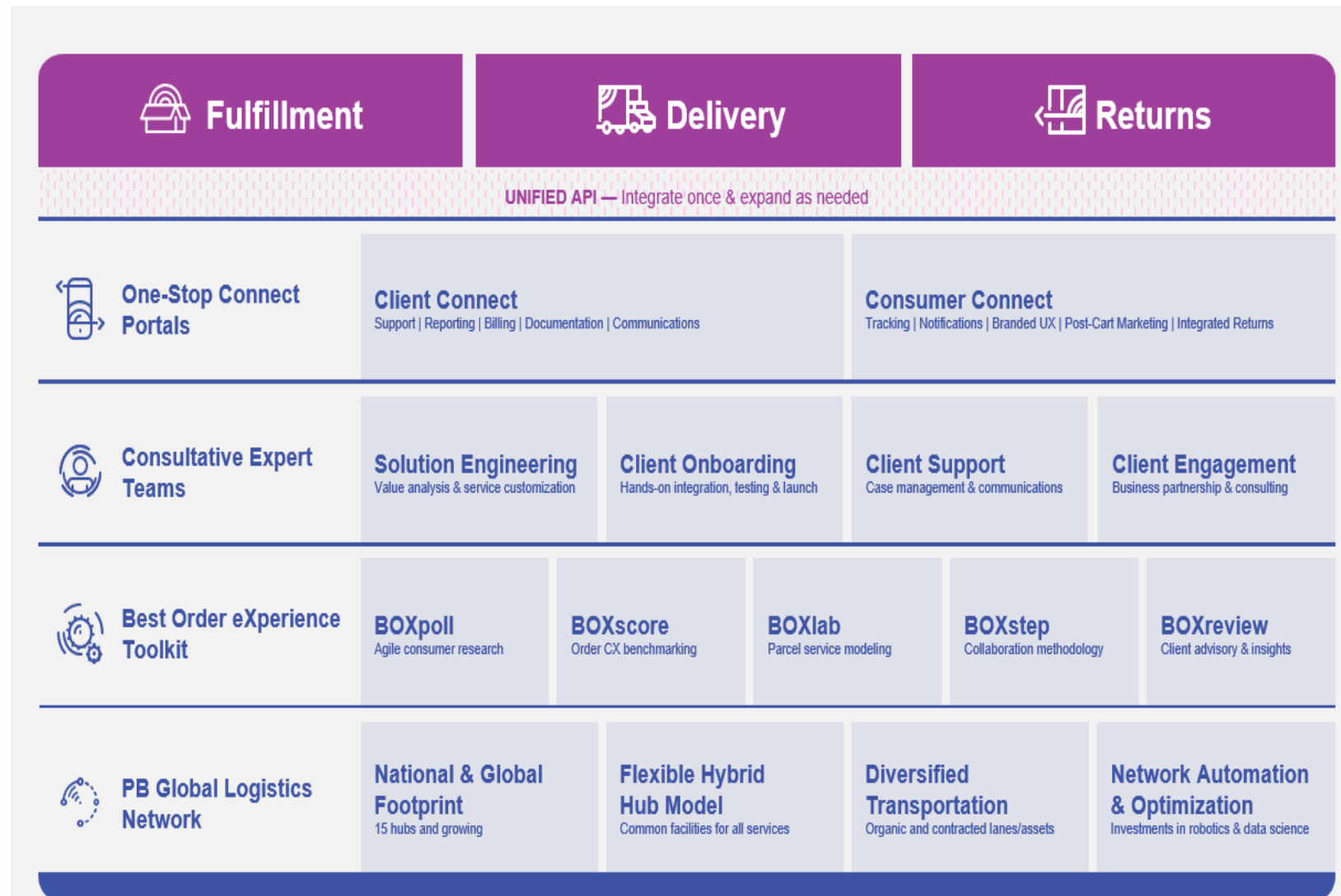
- Automation
- Technology
- Upgrade facilities

Synergies

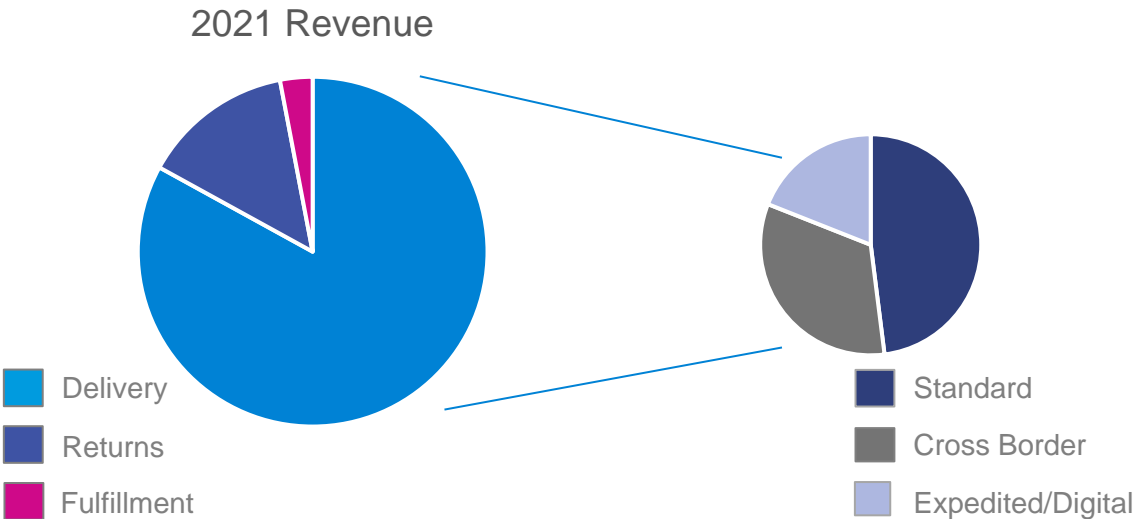
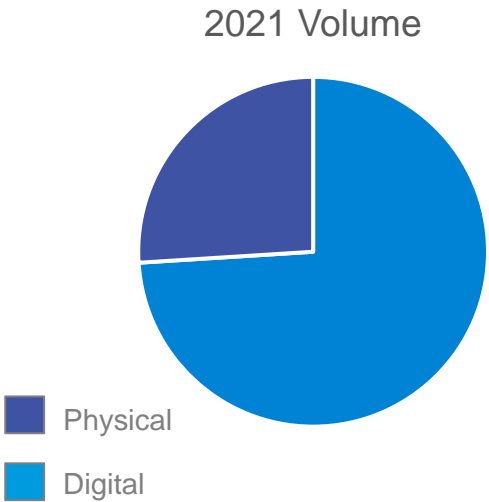
- Streamline processes/systems across organization

Global Ecommerce - Purpose-built network and services for B2C ecommerce logistics

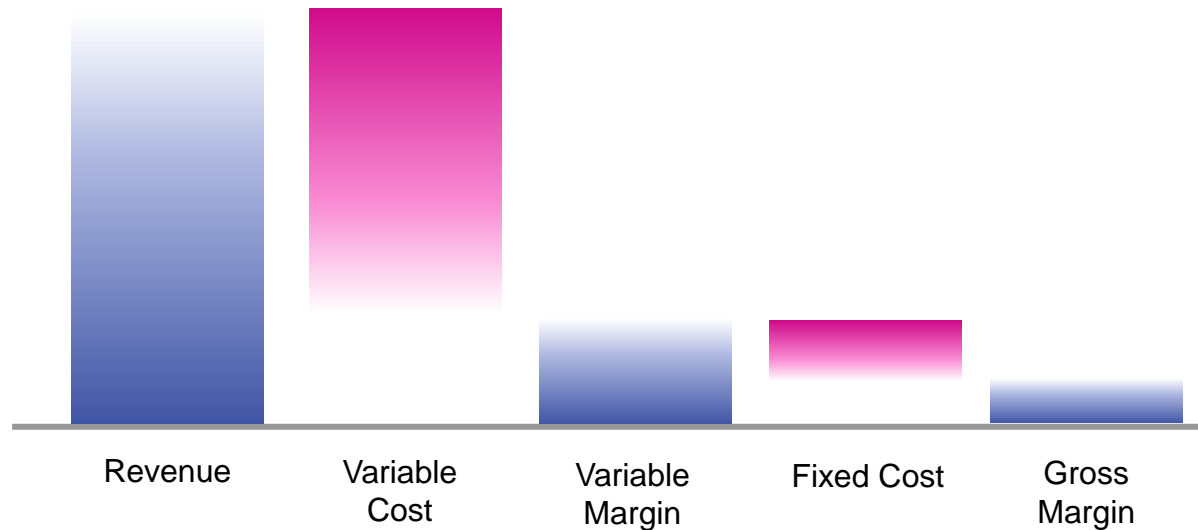
- Using tech, data science, AI and robotics to improve Service Level Agreements (SLA) and underlying cost
- Optimizing postal penetration and bolt-on higher-margin services
- Improving transportation leverage with targeted owned infrastructure
- Single API integration for easier client access and services bundling



Global Ecommerce - Active Portfolio of Integrated Services



Global Ecommerce – Roadmap to tackle key cost drivers



- Reposition fixed/variable cost structure to capture leverage on volume increases
- Operational efficiency/execution – transportation, warehouse capacity and postal costs
 - ❑ Transportation – Investing in owned fleet capabilities to provide cost leverage balanced with a growing partner ecosystem to maintain flexibility and excellent client/consumer experience.
 - ❑ Warehouse / Labor – Balancing investment in traditional automation and advanced robotic/AI capabilities to improve cost leverage and work quality
 - ❑ Postal / Final Mile - Optimizing network for best balance of service SLA at lowest cost

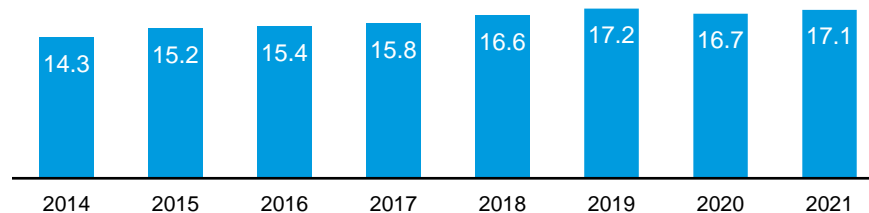
Presort Services

First Class & Marketing Mail



- **Proprietary** software enabling the **best possible postal discount**, optimizing customers' postage spend
- Full-service **USPS compliance**

Presort Volumes Processed (Bn)



- Volumes processed 78% First Class / 22% Marketing Mail

Marketing Mail Flats and Bound Printed Matter



- **Expanded** mail class coverage
- **Automation** eliminates manual processes and **improves time to market**

- New and growing service capabilities in multiple facilities
- Potential to participate in specialized ecommerce markets, such as books or other flat parcels
- 2021 Marketing Mail Flats and Bound Printed Matter volumes grew 5% over 2020

Presort Services

Key Value Propositions

Largest workshare partner of the USPS

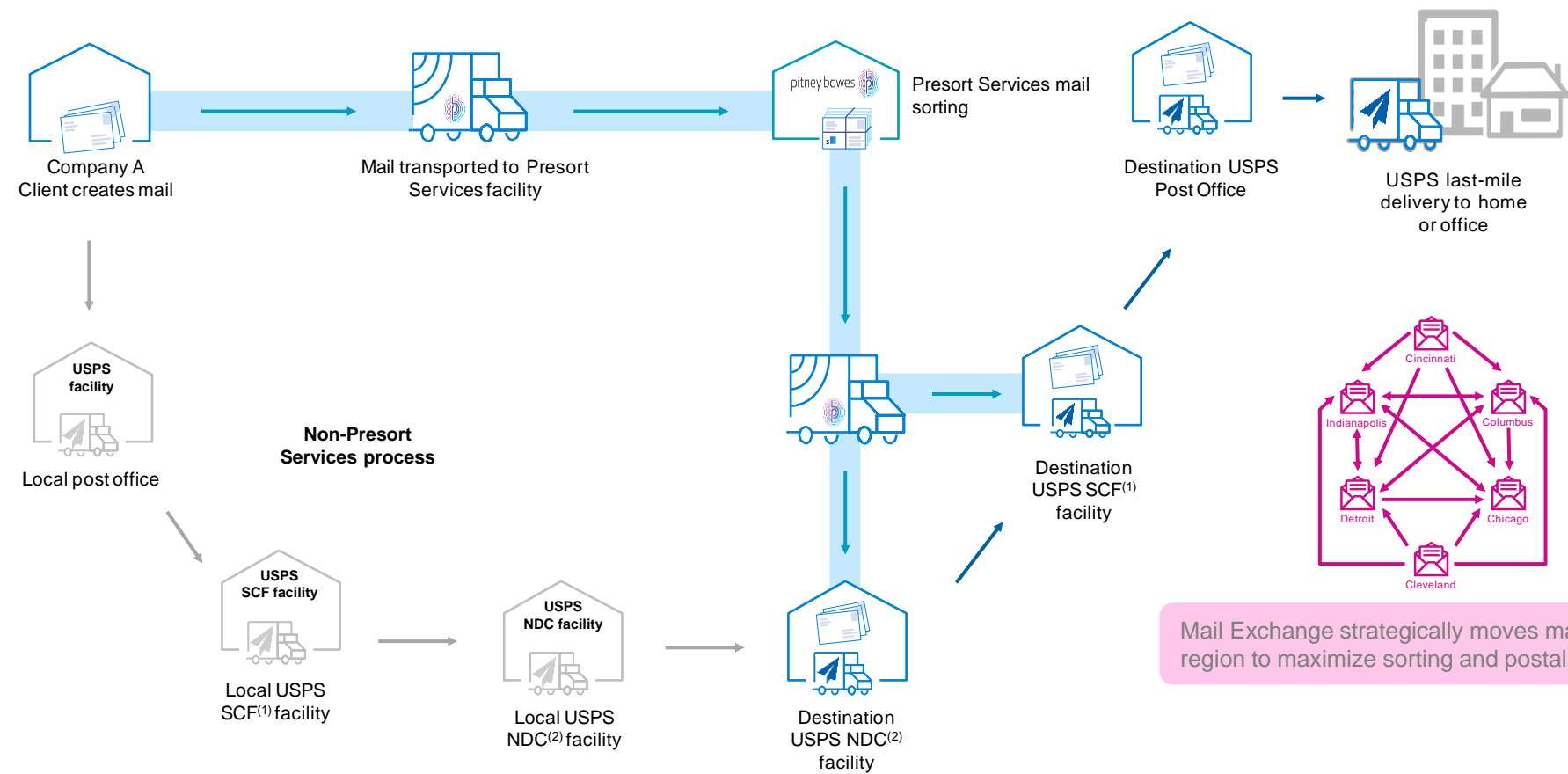
Reduce mailing costs through scale and commingling

Minimize internal equipment and labor expenses for clients

Improve delivery times through proprietary Presort network



Presort Services Network



(1) Sectional Center Facilities (SCF) serve as Processing and Distribution Center (PDC) for Post Offices in a designated geographic area.

Sending Technology Solutions (SendTech)



Market leader in capturing US metered postage spend



Installed base of **800k+** postage meters with **100k+** SaaS cloud users accessing shipping and mailing through the cloud



700k+ SendTech clients with average relationship of **8+ years**

#1 global meter market provider



Direct operations in **9 countries**

80%+ of transactions generated through tele/web sales channel

New product introduction



Sending Technology Solutions (SendTech)

Meter Product Refresh

- Enhanced revenue streams
- Client loyalty
- Significant penetration opportunities

Adjacent Space Opportunities

- Leverage core assets
- Address new workplace environment

Growth from new capabilities offsetting core mailing declines

- Improved retention
- Expand value proposition

Strong growth indicators in Adjacencies

Double-digit growth YoY in Shipping Capabilities

\$46MM funded via Wheeler Financial through year-end 2021

Expanded E2E Sending Value Proposition

Complete Portfolio – Shipping, Receiving, Mailing, Analytics

GFS Financing for client's Accounts Receivables

Well positioned for the 'new normal' hybrid workplace

IoT connected SaaS based Sending solutions accessible from any where and on any device

~52% Increase in SendPro Online paid subscribers ('21 vs '20)

SendPro Online SaaS Shipping Solution launched in UK & AU

Launched New Same Day Delivery & Delivery Assurance

Financing

Provide integral support to SendTech services

Equipment

Enable ~85% of customers to purchase the products that PBI manufactures and sells



Captive financier



State chartered bank



Deposit taking & FDIC Insured



Lending institution



Issuer & merchant servicer



Operating Industrial Loan Company (ILCs)

Postage

~75% of customers utilize a deposit account or credit line from PB Bank to pay for postage

Shipping

Provide financing for SMB shipping needs

Robust portfolio performance

- Customer /sector diversification
- Proactive portfolio monitoring
- Favorable write-off trends

Stabilization of lease receivable base

- Rate of asset reduction improved pre-COVID
- Continued improvement with new capabilities

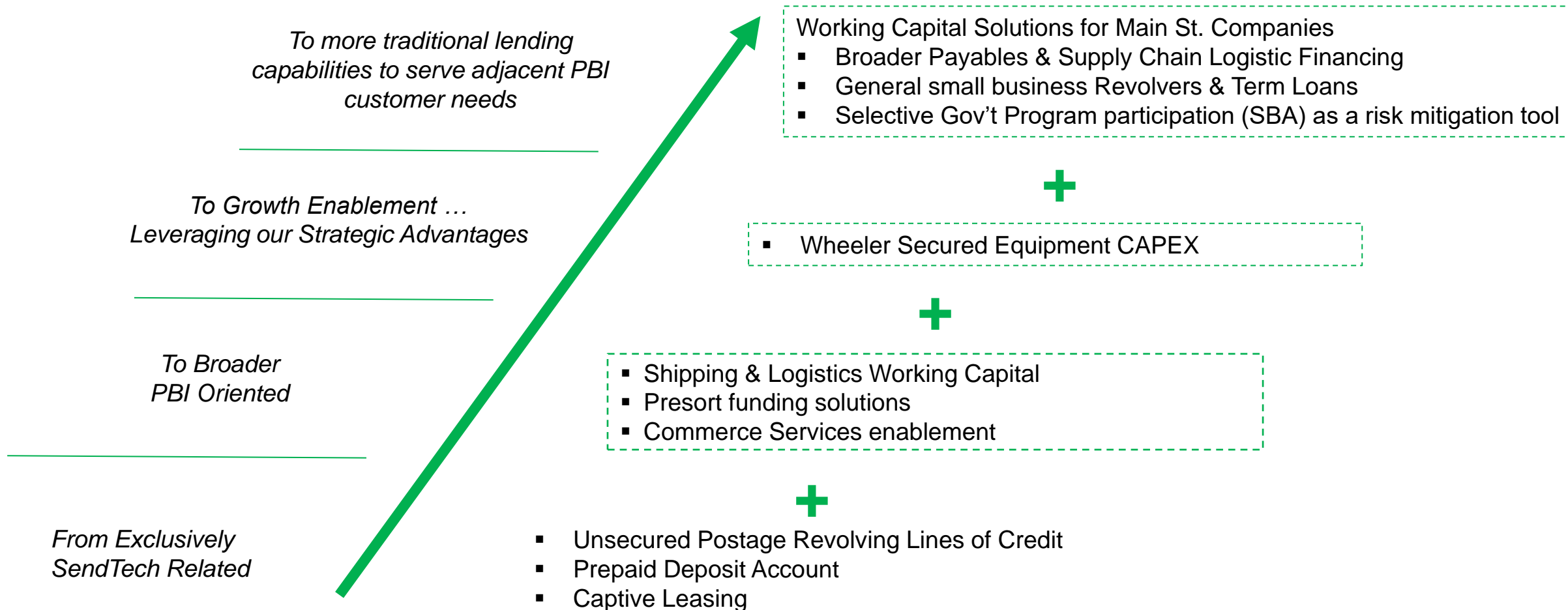
New product offerings

- Deepening client relationships
- Enhancing return on capital

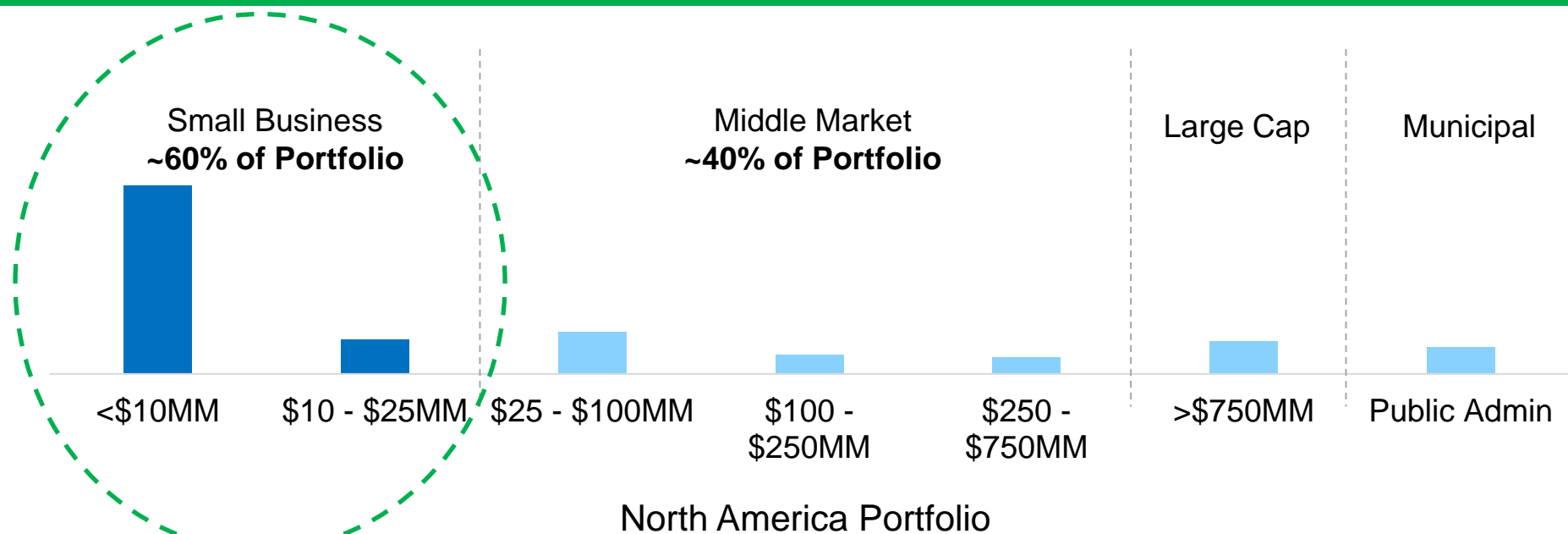
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Financing – Expanding Financial Services to Important Adjacencies will Deepen Our Client Relationships and Enhance our Return on Capital



Financing – A Significant Middle Market Customer Base, and Small Business Exposure Concentrated in Core Services and Capabilities, Mitigate Credit Risk



~15%
Healthcare
Physicians
Dentist
Labs

~18%
Professional
Svcs
Law Offices
Accountants
Consultants

~10%
Finance &
Insurance
Insurance
Mortgage Svcs
Title Agencies

~10%
Other
Services
Auto Repair
Churches
Non-Profits

~6%
Education
Public / Private
Schools
Small Colleges &
Universities

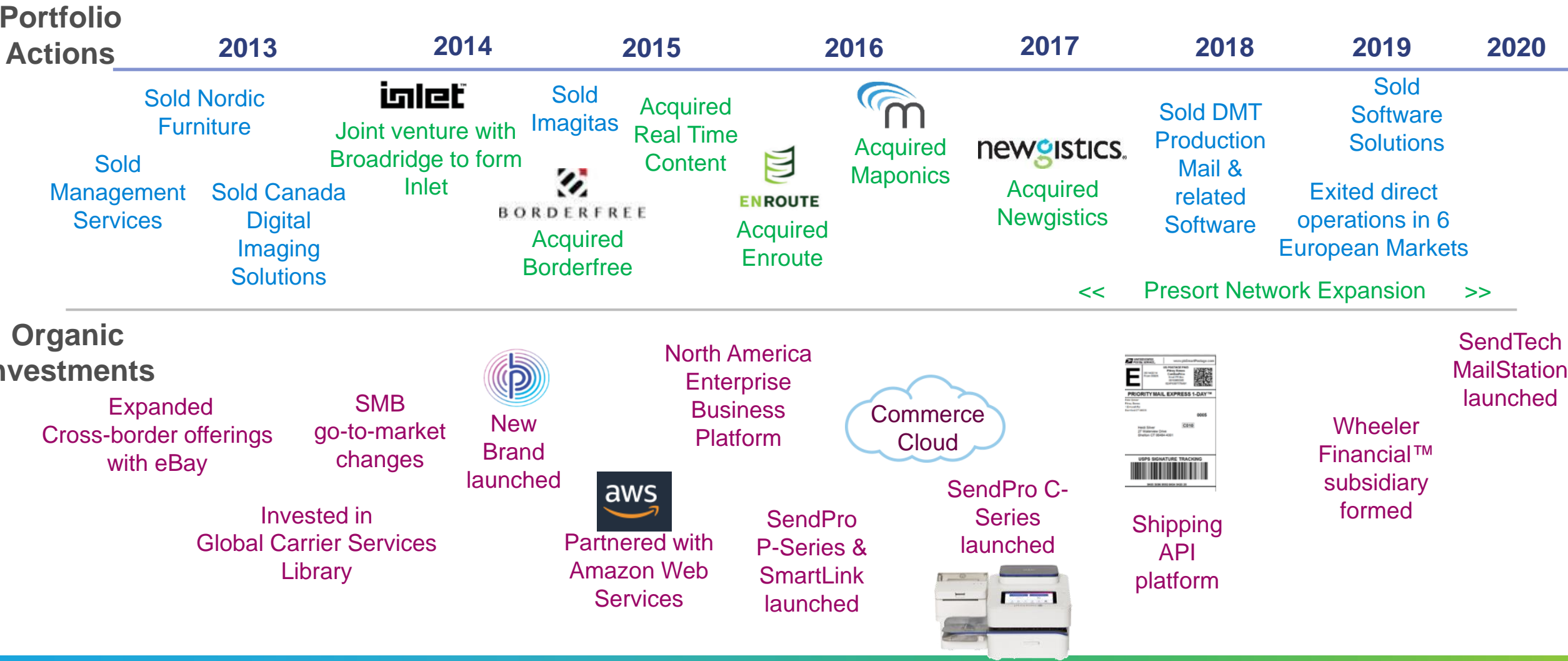
~6%
Waste
Remediation
Waste Mgmt.
Sanitation Svcs

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Progress

Continued Active Portfolio Management and Organic Investments support the Company's Transformation, Creating a Simplified, Focused Business Model



Progress



2021: 5th consecutive year of constant currency revenue growth



Long Term: continued revenue growth expected as portfolio shifts to shipping and expands financing offerings



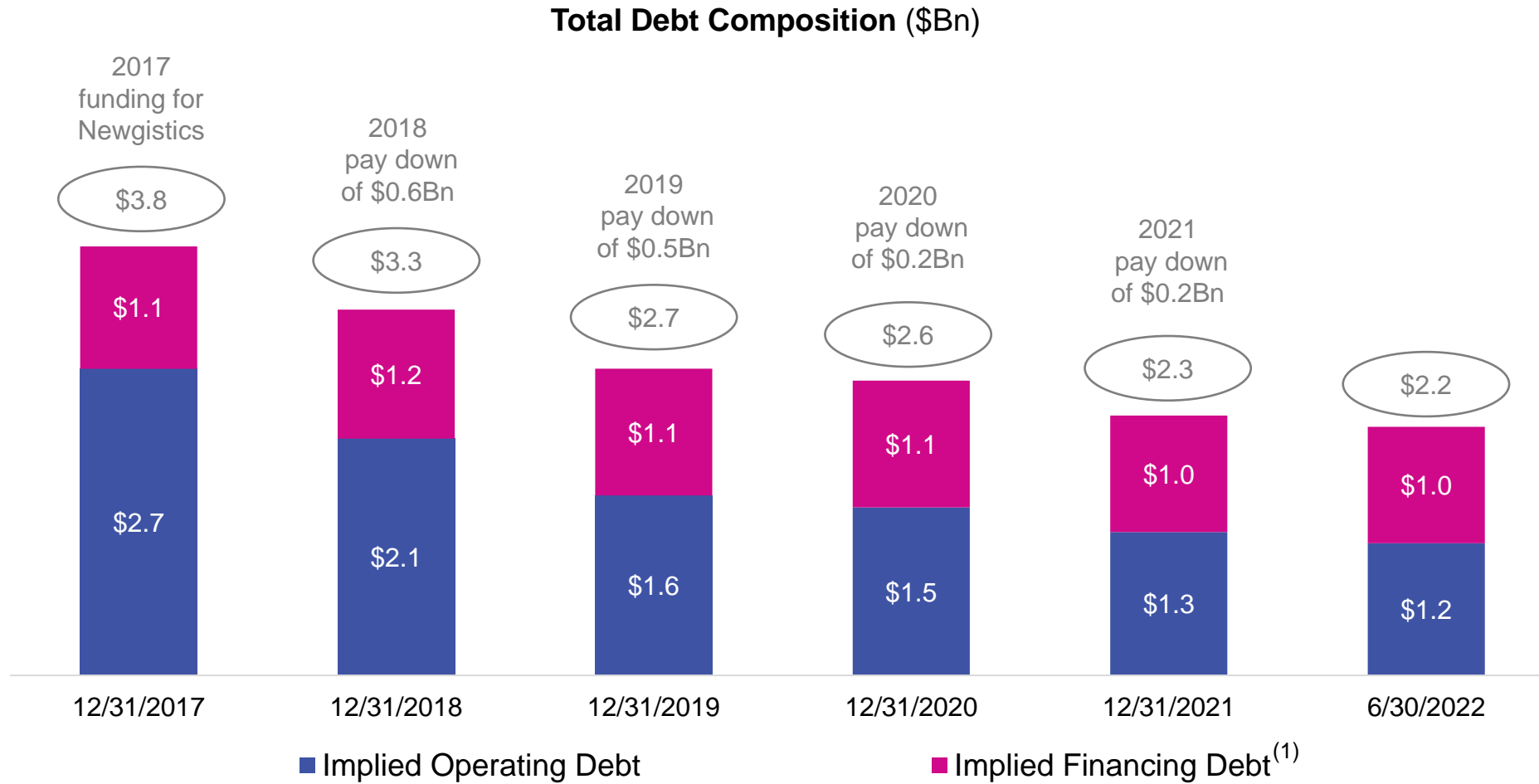
2013-2021: \$2.0Bn reduction in debt-related obligations



2013-2021: \$1.5Bn returned to shareholders in the form of dividends and share buybacks

Capital Allocation

Reduced Total Debt more than \$1.5Bn since 2017



(1) Total Finance Receivables at 10:1 debt:equity ratio for 2017-2018 and 8:1 for 2019-2022

Committed to Maintaining a Strong Balance Sheet

Debt Composition at 6/30/2022 (\$ Billions)

Total Debt	\$ 2.22
- Implied Financing Related Debt ⁽¹⁾	- 1.04
Implied Operating Company Debt	\$ 1.18
- Cash & S/T Investments	- 0.58
Implied Net Debt	\$ 0.59

Capital Structure (\$ Millions)

	Interest Rate	12/31/2021	6/30/2022
Cash & S/T Investments		\$746.9	\$582.2
Revolver - (\$500mm)		0.0	0.0
Term Loan A due March 2026	LIBOR + 1.75%	370.5	361.0
Term Loan B due March 2028	LIBOR + 4.00%	446.6	444.4
Subtotal: Secured Debt		817.1	805.4
Notes due April 2023	6.20%	90.3	0.0
Notes due March 2024	4.625%	242.6	238.4
Notes due March 2027	6.875%	400.0	400.0
Notes due March 2029	7.25%	350.0	350.0
Notes due January 2037	5.25%	35.8	35.8
Notes due March 2043	6.70%	425.0	425.0
Other debt		3.7	3.1
Subtotal: Unsecured Debt		1,547.4	1,452.4
Principal Debt⁽²⁾		\$2,364.5	\$2,257.7
Net Debt⁽²⁾		\$1,617.6	\$1,675.5

Manageable debt profile; next bond maturity 2024

(1) Total Finance Receivables at 8:1 debt:equity ratio

(2) Excludes \$41 million and \$38 million of unamortized costs, net as of 12/31/2021 and 6/30/2022, respectively

Appendix



Use of Non-GAAP Measures

The Company's financial results are reported in accordance with generally accepted accounting principles (GAAP); however, in its disclosures the Company uses certain non-GAAP measures, such as adjusted earnings before interest and taxes (EBIT), adjusted earnings before interest, taxes, depreciation and amortization (EBITDA), adjusted earnings per share (EPS), revenue growth on a constant currency basis and free cash flow.

Adjusted EBIT, Adjusted EBITDA and Adjusted EPS exclude the impact of discontinued operations, restructuring charges, gains, losses and costs related to acquisitions and dispositions, asset impairment charges, goodwill impairment charges and other unusual or one-time items. Such items are often inconsistent in amount and frequency and as such, the Company believes that these non-GAAP measures provide investors greater insight into the underlying operating trends of the business.

In addition, revenue growth is presented on a constant currency basis to exclude the impact of changes in foreign currency exchange rates since the prior period under comparison. Constant currency is calculated by converting the current period non-U.S. dollar denominated revenue using the prior year's exchange rate for the comparable quarter. We believe that excluding the impacts of currency exchange rates provides investors a better understanding of the underlying revenue performance.

Use of Non-GAAP Measures

Free cash flow adjusts cash from operations calculated in accordance with GAAP for discontinued operations, capital expenditures, restructuring payments, changes in customer deposits held at the Pitney Bowes Bank, transaction costs and other special items. The Company reports free cash flow to provide investors insight into the amount of cash that management could have available for other discretionary uses.

Segment EBIT is the primary measure of profitability and operational performance at the segment level and is determined by deducting from segment revenue the related costs and expenses attributable to the segment. Segment EBIT excludes interest, taxes, unallocated corporate expenses, restructuring charges and other unusual or one-time items. The Company also reports segment EBITDA as an additional useful measure of segment profitability and operational performance.

Complete 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 www.pb.com/investorrelations

Consolidated Statement of Operations *(in thousands, except per share amounts)*

	Three months ended June 30,		Twelve months ended December 31,	
	2022	2021	2021	2020
Revenue:				
Business services	\$ 551,478	\$ 567,022	\$ 2,334,674	\$ 2,191,306
Support services	107,625	115,156	460,888	473,292
Financing	67,298	73,453	294,418	341,034
Equipment sales	89,986	86,267	350,138	314,882
Supplies	38,245	38,655	159,438	159,282
Rentals	16,863	18,650	74,005	74,279
Total revenue	871,495	899,203	3,673,561	3,554,075
Costs and expenses:				
Cost of business services	477,544	482,814	2,034,477	1,904,078
Cost of support services	37,711	37,679	149,706	149,988
Financing interest expense	12,533	11,773	47,059	48,162
Cost of equipment sales	63,815	61,561	251,914	235,153
Cost of supplies	11,028	10,467	43,980	41,679
Cost of rentals	7,473	6,013	24,427	25,600
Selling, general and administrative	226,638	236,190	924,163	963,323
Research and development	11,254	11,059	46,777	38,384
Restructuring charges	4,224	4,844	19,003	20,712
Goodwill impairment	-	-	-	198,169
Interest expense, net	21,007	24,346	96,886	105,753
Other components of net pension and postretirement expense (income)	958	312	1,010	(1,708)
Other expense (income), net	-	(13,646)	41,574	8,151
Total costs and expenses	874,185	873,412	3,680,976	3,737,444
Income (loss) from continuing operations before taxes	(2,690)	25,791	(7,415)	(183,369)
(Benefit) provision for income taxes	(7,026)	4,915	(10,922)	7,122
Income (loss) from continuing operations	4,336	20,876	3,507	(190,491)
(Loss) income from discontinued operations, net of tax	-	(1,020)	(4,858)	10,115
Net income (loss)	\$ 4,336	\$ 19,856	\$ (1,351)	\$ (180,376)
Basic earnings (loss) per share ⁽¹⁾ :				
Continuing operations	\$ 0.02	\$ 0.12	\$ 0.02	\$ (1.11)
Discontinued operations	-	(0.01)	(0.03)	0.06
Net income (loss)	\$ 0.02	\$ 0.11	\$ (0.01)	\$ (1.05)
Diluted earnings (loss) per share ⁽¹⁾ :				
Continuing operations	\$ 0.02	\$ 0.12	\$ 0.02	\$ (1.11)
Discontinued operations	-	(0.01)	(0.03)	0.06
Net income (loss)	\$ 0.02	\$ 0.11	\$ (0.01)	\$ (1.05)
Weighted-average shares used in diluted earnings per share	176,969	178,979	179,105	171,519

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

Consolidated Balance Sheet *(in thousands)*

Assets

Current assets:

Cash and cash equivalents
Short-term investments
Accounts and other receivables, net
Short-term finance receivables, net
Inventories
Current income taxes
Assets held for sale
Other current assets and prepayments

Total current assets

Property, plant and equipment, net

Rental property and equipment, net

Long-term finance receivables, net

Goodwill

Intangible assets, net

Operating lease assets

Noncurrent income taxes

Other assets

Total assets

Liabilities and stockholders' equity

Current liabilities:

Accounts payable and accrued liabilities
Customer deposits at Pitney Bowes Bank
Current operating lease liabilities
Current portion of long-term debt
Advance billings
Liabilities held for sale
Current income taxes

Total current liabilities

Long-term debt

Deferred taxes on income

Tax uncertainties and other income tax liabilities

Noncurrent operating lease liabilities

Other noncurrent liabilities

Total liabilities

Stockholders' equity:

Common stock
Additional paid-in-capital
Retained earnings
Accumulated other comprehensive loss
Treasury stock, at cost

Total stockholders' equity

Total liabilities and stockholders' equity

	June 30, 2022	December 31, 2021
	\$	\$
Cash and cash equivalents	570,697	732,480
Short-term investments	11,519	14,440
Accounts and other receivables, net	268,722	334,630
Short-term finance receivables, net	557,571	560,680
Inventories	82,797	78,588
Current income taxes	15,875	13,894
Assets held for sale	108,677	36,394
Other current assets and prepayments	151,090	120,947
Total current assets	1,766,948	1,892,053
Property, plant and equipment, net	427,438	429,162
Rental property and equipment, net	30,889	34,774
Long-term finance receivables, net	592,928	587,427
Goodwill	1,060,452	1,135,103
Intangible assets, net	82,770	132,442
Operating lease assets	242,452	208,428
Noncurrent income taxes	62,849	68,398
Other assets	410,865	471,084
Total assets	\$ 4,677,591	\$ 4,958,871
Accounts payable and accrued liabilities	\$ 827,639	\$ 922,543
Customer deposits at Pitney Bowes Bank	616,150	632,062
Current operating lease liabilities	42,253	40,299
Current portion of long-term debt	24,752	24,739
Advance billings	96,573	99,280
Liabilities held for sale	18,700	-
Current income taxes	2,865	9,017
Total current liabilities	1,628,932	1,727,940
Long-term debt	2,194,767	2,299,099
Deferred taxes on income	268,416	286,445
Tax uncertainties and other income tax liabilities	31,643	31,935
Noncurrent operating lease liabilities	227,238	192,092
Other noncurrent liabilities	282,441	308,728
Total liabilities	4,633,437	4,846,239
Common stock	323,338	323,338
Additional paid-in-capital	-	2,485
Retained earnings	5,137,248	5,169,270
Accumulated other comprehensive loss	(850,053)	(780,312)
Treasury stock, at cost	(4,566,379)	(4,602,149)
Total stockholders' equity	44,154	112,632
Total liabilities and stockholders' equity	\$ 4,677,591	\$ 4,958,871

Business Segment Financials *(in thousands)*

	Three months ended June 30,			Twelve months ended December 31,		
	2022	2021	% Change	2021	2020	% Change
Segment Revenue						
Global Ecommerce	\$ 393,770	\$ 418,429	(6%)	\$ 1,702,580	\$ 1,618,897	5%
Presort Services	138,934	134,619	3%	573,480	521,212	10%
Sending Technology Solutions	338,791	346,155	(2%)	1,397,501	1,413,966	(1%)
Total revenue - GAAP	871,495	899,203	(3%)	3,673,561	3,554,075	3%
Currency impact on revenue	10,775	-		(27,910)	-	
Revenue, at constant currency	\$ 882,270	\$ 899,203	(2%)	\$ 3,645,651	\$ 3,554,075	3%

	Three months ended June 30,						Twelve months ended December 31,					
	2022			2021			2021			2020		
	EBIT ⁽¹⁾	D&A	EBITDA	EBIT ⁽¹⁾	D&A	EBITDA	EBIT ⁽¹⁾	D&A	EBITDA	EBIT ⁽¹⁾	D&A	EBITDA
Global Ecommerce	\$ (28,825)	\$ 21,480	\$ (7,345)	\$ (10,831)	\$ 19,060	\$ 8,229	\$ (98,673)	\$ 79,128	\$ (19,545)	\$ (82,894)	\$ 69,676	\$ (13,218)
Presort Services	12,851	7,000	19,851	16,134	6,798	22,932	79,721	27,243	106,964	55,799	31,769	87,568
Sending Technology Solutions	95,565	7,908	103,473	107,121	7,537	114,658	429,415	29,951	459,366	442,648	34,316	476,964
Segment Total	\$ 79,591	\$ 36,388	115,979	\$ 112,424	\$ 33,395	145,819	\$ 410,463	\$ 136,322	546,785	\$ 415,553	\$ 135,761	551,314

Reconciliation of Segment EBITDA to Net Income:

Segment depreciation and amortization	(36,388)	(33,395)	(136,322)	(135,761)
Unallocated corporate expenses	(40,761)	(56,316)	(207,774)	(200,406)
Restructuring charges	(4,224)	(4,844)	(19,003)	(20,712)
Gain on sale of assets/business	-	11,635	11,635	11,908
Loss on debt redemption/refinancing	-	(989)	(56,209)	(36,987)
Goodwill impairment	-	-	-	(198,169)
Transaction costs	(3,756)	-	(2,582)	(641)
Interest, net	(33,540)	(36,119)	(143,945)	(153,915)
Benefit (provision) for income taxes	7,026	(4,915)	10,922	(7,122)
Income (loss) from continuing operations	4,336	20,876	3,507	(190,491)
Income (loss) from discontinued operations, net of tax	-	(1,020)	(4,858)	10,115
Net income	\$ 4,336	\$ 19,856	\$ (1,351)	\$ (180,376)

(1) Segment EBIT excludes interest, taxes, general corporate expenses, restructuring charges, and other items that are not allocated to a particular business segment. In 2022, we refined the methodology for allocating transportation costs between Global Ecommerce and Presort Services, resulting in a \$3 million increase in Global Ecommerce EBIT and corresponding decrease in Presort Services EBIT

Reconciliation of Reported Consolidated Results to Adjusted Results *(in thousands)*

	Three months ended June 30,		Twelve months ended December 31,	
	2022	2021	2021	2020
Reconciliation of reported net income (loss) to adjusted EBIT and EBITDA				
Net income (loss)	\$ 4,336	\$ 19,856	\$ (1,351)	\$ (180,376)
Loss (income) from discontinued operations, net of tax	-	1,020	4,858	(10,115)
Provision (benefit) for income taxes	(7,026)	4,915	(10,922)	7,122
Income (loss) from continuing operations before taxes	(2,690)	25,791	(7,415)	(183,369)
Restructuring charges	4,224	4,844	19,003	20,712
Gain on sale of assets/business	-	(11,635)	(11,635)	(11,908)
Loss on debt refinancing	-	989	56,209	36,987
Goodwill impairment	-	-	-	198,169
Transaction costs	3,756	-	2,582	641
Adjusted net income before tax	5,290	19,989	58,744	61,232
Interest, net	33,540	36,119	143,945	153,915
Adjusted EBIT	38,830	56,108	202,689	215,147
Depreciation and amortization	43,470	39,822	162,859	160,625
Adjusted EBITDA	\$ 82,300	\$ 95,930	\$ 365,548	\$ 375,772
Reconciliation of reported diluted earnings (loss) per share to adjusted diluted earnings per share ⁽¹⁾				
Diluted earnings (loss) per share	\$ 0.02	\$ 0.11	\$ (0.01)	\$ (1.05)
Loss from discontinued operations, net of tax	-	0.01	0.03	(0.06)
Restructuring charges	0.02	0.02	0.08	0.09
Gain on sale of assets/business	-	(0.03)	(0.03)	(0.05)
Loss on debt refinancing	-	-	0.24	0.16
Goodwill impairment	-	-	-	1.13
Tax on surrender of investment securities	-	-	-	0.07
Tax benefit on sale of business	(0.03)	-	-	-
Transaction costs	0.02	-	0.01	-
Adjusted diluted earnings per share	\$ 0.02	\$ 0.11	\$ 0.32	\$ 0.31
Reconciliation of reported net cash from operating activities to free cash flow				
Net cash provided by operating activities	\$ 35,132	\$ 78,806	\$ 301,515	\$ 301,972
Net cash (provided by) used in operating activities - discontinued operations	-	-	-	37,912
Capital expenditures	(31,619)	(40,375)	(184,042)	(104,987)
Restructuring payments	4,970	4,870	21,990	20,014
Change in customer deposits at PB Bank	(2,953)	43,427	14,862	26,082
Transaction costs paid	-	-	-	2,117
Free cash flow	\$ 5,530	\$ 86,728	\$ 154,325	\$ 283,110

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

Disclosures using Social Media

Pitney Bowes announces material information to its investors using SEC filings, press releases, public conference calls and webcasts. The Company already makes frequent use of its investor relations website to disseminate material information, as well as social media platforms, including Twitter, Facebook and LinkedIn. Investors, buy and sell-side analysts, media and influencers should note that the Company plans to continue to announce material financial information using the Pitney Bowes investor relations website, SEC filings, and press releases, public conference calls and webcasts. Pitney Bowes is notifying investors, media and others interested in the Company that in the future, the Company may choose to communicate material information through its social media channels, or it is possible that information it discloses through social media channels may be deemed to be material. Therefore, Pitney Bowes encourages investors, the media, and others interested in the Company to review the information posted on the Company's investor relations site (<https://www.investorrelations.pitneybowes.com/>), Twitter (<https://twitter.com/PBnews> and <https://twitter.com/PitneyBowes>), Facebook (<https://www.facebook.com/PitneyBowes/>), and LinkedIn (<https://www.linkedin.com/company/pitney-bowes/>). The Company may communicate on social media platforms not listed here as well as create new accounts in the future. Any updates to the list of social media channels Pitney Bowes will use to announce material information will be posted on the Investor Relations page.

The information presented in this document is the Company's best estimate as of July 2022. The Company does not have an obligation to update this information.