
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

SCHEDULE 14A
Proxy Statement Pursuant to Section 14(a) of the
Securities Exchange Act of 1934

Filed by the Registrant ☒

Filed by a Party other than the Registrant ☐

Check the appropriate box:

- ☐ Preliminary Proxy Statement
- ☐ **Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))**
- ☐ Definitive Proxy Statement
- ☒ Definitive Additional Materials
- ☐ Soliciting Material under §240.14a-12

Pitney Bowes Inc.
(Name of Registrant as Specified In Its Charter)

(Name of Person(s) Filing Proxy Statement, if other than the Registrant)

Payment of Filing Fee (Check all boxes that apply):

- ☒ No fee required
- ☐ Fee paid previously with preliminary materials
- ☐ Fee computed on table in exhibit required by Item 25(b) per Exchange Act Rules 14a-6(i)(1) and 0-11
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In connection with its 2023 annual meeting of stockholders (the “Annual Meeting”), Pitney Bowes Inc. (the “Company”) posted the following on LinkedIn on April 11, 2023:

The Pitney Bowes Board is comprised of a strong, engaged, and diverse set of directors, with a balanced mix of experience, skills, leadership expertise, and new perspectives. Learn more about each of our nominees for the Annual Meeting below. bit.ly/3ZNVzKG



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Robert M. ("Bob") Bell
Chairman
Former Executive Chair, Tech Data
Director since 2018

Mr. Bell is the Non-Executive Chair of the Board and has been a steadfast strategic and commercial leader on the Board since 2018, helping drive our strategic Company transformation.

Key Experience/Qualifications:

- Executive Chairman of the Chair and CEO of several public tech companies in other industries, including one of the world's largest, allowing him to provide an invaluable perspective to Pitney Bowes related to finance, management, operations, and risk.
- Extensive global public business, industry, and operational experience and is highly skilled at steering the technology industry from a variety of perspectives.
- Extensive corporate governance expertise, having served on nine public company boards throughout his career.
- Served as the Chair of five public companies and CEO of three.

Other Affiliations(s):

- US Trade-Rest Executive Chair of the Board
- Regional Senior Partner (Director)
- The Ramsey Company (Director)

Mr. Lauterbach possesses substantial operational experience, including in technology services, software solutions, education development, and infrastructure management as well as marketing, sales, and product development, the leadership to execute our future success.

Key Experience/Qualifications:

- Extensive experience working with a breadth of client segments, including the small- and medium-sized business segment and public and enterprise clients, and possesses significant international experience.
- Overseen the Company's strategic transformation and taken decisive action to create long-term value for shareholders by transforming the Company from a provider of single devices to a provider of solutions.
- Worked with our Board and management team over the past 10 years to reduce our debt by \$1.1 billion, eliminate several hundred million dollars of expenses, return 10% to 15% to shareholders in the form of dividends and share repurchases, and drive \$2.1 billion of non-core, slow-growth businesses.
- Improved the Company's revenue CAGR from 2015 Year 2007 - 2012, the years prior to Mr. Lauterbach joining the Company to a 40% from 2017 - 2022.

Other Affiliations(s):

- Completed Long Company (Director)

Mr. Bell had a successful career in logistics, operations, marketing, sales, and strategy, positioning him as an industry expert and a valued member of our enhanced Board. He brings deep expertise in the business of the logistics industry.

Key Experience/Qualifications:

- Joined from JPM in 2020, where he led several as the President of Corporate Strategy, working on the long-term direction of the company to drive sustainable profitable growth. This included developing strategic initiatives as well as organic and M&A integration across global markets, businesses, and verticals.
- Over 15 years experience in logistics and e-commerce, serving in a variety of transformational leadership roles at JPM, including the head of a \$1 billion+ retail initiative program that funded the company's investment in Redwood e-commerce. Small & Medium Size Business and International expansion.
- Prior to this, he served as the Vice President of Global Retail and E-Com Strategy, where he led the organization's transition to a results of company revenue and continued JPM for growth.



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Anna H. Bousquet
President, AHS Advisors, LLC
Director since 2020

Ms. Bousquet is a prominent business leader with a long track record of success and has been a vocal member of the Pitney Bowes Board. She has led the Commercial Customers efforts to offset the Board's diversity goals.

Key Experience/Qualifications:

- 10 years of experience as a senior public company executive in interactive services, financial services, digital and business development, and marketing in leading companies, including Microsoft, Google, and Facebook.
- Responsible for her substantial operational experience, including in international markets, marketing channels, emerging technologies and services, and product development.
- Served on eight public company boards throughout her career.

Other Affiliations(s):

- Chief Operating Officer, Medical Transportation-Billing Group (Director)
- Star Group (Director)

Ms. Goffredo brings vital knowledge and expertise as a financial industry executive as well as having a wealth of experience in research.

Key Experience/Qualifications:

- Financial Services executive for 15 years on Wall Street, including at JP Morgan Chase, and other financial services firms. Her research industry experience, serving on the Board of CNA Financial Services, a registered company since 2012.
- Current expertise through positions as Treasurer, CFO, CEO, Chief of Strategy, and as a private placement, that provide Pitney Bowes with expertise and resources to drive industry, accounting, risk management, and adding, with her expertise in various merger integration, financial management, and strategic planning positions.
- Extensive experience serving on Board Audit Committees, including the Pitney Bowes, in her capacity as Chair of the Audit Committee for The Metropolitan Group of Companies (MetLife, MetLife Auto, respectively, and a CNA - which she continues to maintain).
- Served on a total of seven public company boards throughout her career.

Other Affiliations(s):

- The Metropolitan Group of Companies, Inc. (Director)
- CNA Financial Services (Director)
- MetLife Auto (Director)

Ms. Sanford brings a wide range of expertise to the Board and has extensive knowledge as a senior executive in a global technology company. She leads our Commercial Customers efforts to ensure Pitney Bowes has better in place that better aligns with performance culture.

Key Experience/Qualifications:

- Joined from JPM as President of Enterprise Transformation at JPM, where she was responsible for leading across JPM to transform core business processes and create an infrastructure to support and strategic process globally.
- President of JPM, responsible for technology and global operations and is a member of the Women in Technology International Hall of Fame and the National Academy of Engineering.
- Led the transformation of a highly volatile business that is a key growth for JPM and her deep operational experience in technology and banking businesses.
- Served on five public company boards throughout her career.

Other Affiliations(s):

- Comcast Group, Inc. (Director)
- The Metropolitan Group of Companies, Inc. (Director)

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The Pitney Bowes Board is comprised of a strong, engaged, and diverse set of directors, with a balanced mix of experience, skills, leadership expertise, and new perspectives. Learn more about each of our nominees for the Annual Meeting below. bit.ly/3ZNVxG

Shirley R. Stangor
Former Pitney Bowes Executive Director since 2018

Key Experience/Qualifications:

- Significant experience in commercial banking and capital markets, retail and medium-risk businesses, risk management and operational matters.
- Extensive knowledge from diverse roles in regulatory inquiries and government affairs, business transformation and corporate governance.
- Served on five public company boards throughout her career and has over 15 years of leadership experience. This includes serving as the Chair of the Finance and Audit Committee of the Board of Directors, as well as on Nominating Committee, Compensation, Risk and Audit and Finance Committees of boards.

Other Affiliations:

- AIA President (Elected)
- AIAA President (Elected)

Samuel Thomas
Senior Vice President and General Counsel, Pitney Bowes, Inc. Director since 2012

Key Experience/Qualifications:

- Served multiple roles, including working in banking with Commercial Bank Securities, Bank of New York, Wells Fargo Bank, and Citigroup Bank, where he held various capital markets and corporate finance roles.
- Significant legal experience, including as the General Counsel of Pitney Bowes, Inc., former President, Senior Managing Attorney and General Counsel, Pitney Bowes, Inc.
- Served as Vice President and General Counsel of Pitney Bowes, Inc., having previously held several senior finance positions including Treasurer.
- Extensive deep understanding of capital allocation, liquidity and risk management.

Other Affiliations:

- Board Member, AIA (Elected)
- Board Member, Pitney Bowes, Inc. (Elected)
- Board Member, Pitney Bowes, Inc. (Elected)

Katie May
Senior Vice President and General Counsel, Pitney Bowes, Inc. Director since 2012

Key Experience/Qualifications:

- Ms. May has relevant industry experience and interpersonal qualities that make her a key contributor to our Board.
- Ms. May served as Senior Vice President and General Counsel for over 15 years.
- Served as Vice President and General Counsel of Pitney Bowes, Inc. and Executive Director from 2005 until 2012, until her role in New York.
- Served in a variety of marketing and financial roles at Pitney Bowes, Pitney Bowes, and Pitney Bowes & Company.

Other Affiliations:

- Board Member, Pitney Bowes, Inc. (Elected)
- Board Member, Pitney Bowes, Inc. (Elected)
- Board Member, Pitney Bowes, Inc. (Elected)

We also recommend shareholders vote for one of Pitney's nominees, Katie May, as we believe her experience and background will be valuable to the Board.

About Pitney Bowes

Pitney Bowes (NYSE: PBI) is a global shipping and mailing company that provides technology, logistics, and financial services to more than 90 percent of the Fortune 500. Small business, retail, enterprise, and government clients around the world rely on Pitney Bowes to remove the complexity of sending mail and parcels. For the latest news, corporate announcements and financial results visit <https://www.pitneybowes.com/us/newsroom.html>. For additional information visit Pitney Bowes at www.pitneybowes.com.

Forward-Looking Statements

The above materials contain “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) as well as the risk of a global recession, and the effects that they may have on our and our clients’ business. Other factors which could cause future financial performance to differ materially from expectations, and which may also be exacerbated by Covid-19 or the risk of a global recession 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, United States Postal Service (USPS) commercial programs, or our contractual relationships with the 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 2022 Form 10-K Annual Report and other reports filed with the Securities and Exchange Commission (the “SEC”). Pitney Bowes assumes no obligation to update any forward-looking statements contained in this document as a result of new information, events or developments.

Important Additional Information and Where to Find It

Pitney Bowes has filed a definitive proxy statement (the “Proxy Statement”) and other documents with the SEC in connection with its solicitation of proxies from shareholders in respect of Pitney Bowes’ 2023 annual meeting of shareholders. BEFORE MAKING ANY VOTING DECISION, INVESTORS AND SECURITY HOLDERS ARE URGED TO READ ALL RELEVANT DOCUMENTS, INCLUDING PITNEY BOWES’ PROXY STATEMENT AND ANY AMENDMENTS AND SUPPLEMENTS THERETO AND THE ACCOMPANYING GOLD PROXY CARD, FILED WITH THE SEC WHEN THEY BECOME AVAILABLE BECAUSE THEY CONTAIN, OR WILL CONTAIN, IMPORTANT INFORMATION ABOUT PITNEY BOWES. Shareholders may obtain free copies of the Proxy Statement and other relevant documents that Pitney Bowes files with the SEC and on Pitney Bowes’ website at <http://www.pitneybowes.com> or from the SEC’s website at <http://www.sec.gov>.
