

Pitney Bowes Fast Facts

Pitney Bowes is a global provider of mail processing equipment, software, hardware and integrated mail solutions. We offer a full suite of equipment, supplies, software, services and end-to-end solutions, which enable our customers to create both physical and digital communications and to manage and integrate those physical and digital communications channels.

Our company continues to grow and evolve. But we also remain true to our 91-year heritage: a foundation built on a passion for innovation, a belief in the power of diversity and a deep-rooted commitment to corporate responsibility, financial accountability and community. It is through these commitments that we will continue to deliver shareholder, customer and employee value.

World Headquarters:
1 Elmcroft Rd
Stamford, CT 06926-0700
203-356-5000

Company History

| | |
|--------------------|--------------------------------|
| Founded: | 1920 |
| Founders: | Arthur Pitney and Walter Bowes |
| NYSE Stock Symbol: | PBI – listed since 1950 |
| S&P500 | Member since 1957 |

Company Overview

| | |
|-----------|---|
| Employees | 28,700 |
| Business | Locations in More than 100 Countries |
| Market | Global Mailstream |
| Business | Mail and Document Management Solutions and Services |

Company Leadership

| | |
|------------------------|--------------------|
| President & CEO | Marc B. Lautenbach |
| Executive VP & CFO | Michael Monahan |
| Non-Executive Chairman | Michael I. Roth |

Reporting Segments

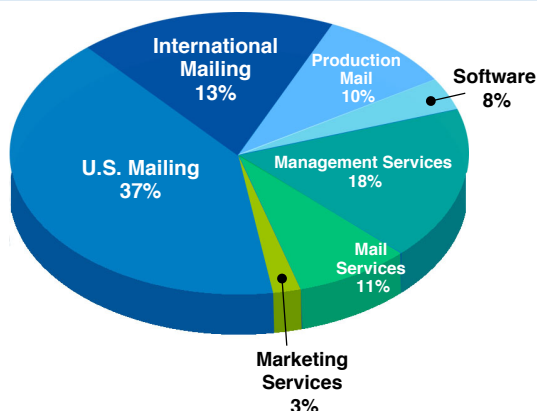
| | |
|---|-----------------------|
| Small & Medium Business Solutions Group (SMB) | North America Mailing |
| | International Mailing |
| Enterprise Business Solutions Group | Production Mail |
| | Software |
| | Management Services |
| | Mail Services |
| | Marketing Services |

Financial Overview*

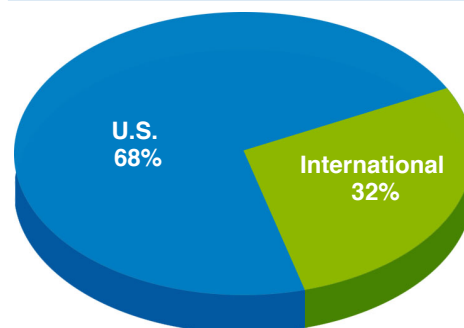
| | Full Year 2011 | Full Year 2010 | Full Year 2009 |
|--------------------------------------|----------------|----------------|----------------|
| Revenue (\$ billions) | \$5.3 | \$5.4 | \$5.6 |
| Assets (\$ billions) | \$8.1 | \$8.4 | \$8.6 |
| Free Cash Flow (\$ millions) | \$1,030 | \$962 | \$889 |
| Adjusted EPS | \$2.70 | \$2.23 | \$2.28 |
| GAAP EPS (continuing operations) | \$1.73 | \$1.50 | \$2.08 |
| Dividends | \$1.48 | \$1.46 | \$1.44 |
| Adjusted EBIT Margin | 17.0% | 16.9% | 17.1% |
| SG&A as a % of Revenue | 32.8% | 32.5% | 32.3% |
| Shares Outstanding (average diluted) | 202,765,947 | 206,752,872 | 207,332,440 |

* A reconciliation between adjusted and GAAP results can be found by clicking on the following link: [Reconciliation](#)

2011 Revenue by Business Segment



2011 Revenue by Geography



Dividend History

