UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

Current Report

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

February 11, 2025
Date of Report (Date of earliest event reported)

Pitney Bowes Inc.

(Exact name of registrant as specified in its charter)

Delaware	**1-3579**	**06-0495050**
(State or other jurisdiction of incorporation or organization)	(Commission file number)	(I.R.S. Employer Identification No.)

Address:	**3001 Summer Street,**	**Stamford,**	**Connecticut**	**06926**
Telephone Number:	**(203) 356-5000**			

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of Each Class	Trading Symbol(s)	Name of Each Exchange on Which Registered
Common Stock, $1 par value per share	PBI	New York Stock Exchange
6.70% Notes due 2043	PBI.PRB	New York Stock Exchange

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).
Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Securities Act. ☐

ITEM 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On February 11, 2025, the Registrant issued a press release setting forth its financial results, including consolidated statements of income, supplemental information, and a reconciliation of reported results to adjusted results for the three and twelve months ended December 31, 2024 and 2023, and consolidated balance sheets at December 31, 2024 and 2023. A copy of the press release is attached hereto as Exhibit 99.1 and hereby incorporated by reference.

ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS

(d) Exhibits

99.1	Press release of Pitney Bowes Inc. dated February 11, 2025.
104	The cover page of Pitney Bowes Inc.'s Current Report on Form 8-K, formatted in Inline XBRL.

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Pitney Bowes Inc.

By: /s/ Lance Rosenzweig
Name: Lance Rosenzweig
Title: Chief Executive Officer

Date: February 11, 2025

Exhibit 99.1

Press Release

pitney bowes

Pitney Bowes Announces Financial Results for Fourth Quarter and Full Year 2024

Believes Strong Full Year Results Reinforce the Company is Well-Positioned to Grow Cash Flow and Earnings

Outlines Comprehensive Capital Allocation Framework That Includes a New $150 Million Share Repurchase Authorization and Dividend Increase

Shares Full Year 2025 Guidance of $1.95 Billion to $2.0 Billion of Revenue and $450 Million to $480 Million of Adjusted EBIT

STAMFORD, Conn, February 11, 2025 – Pitney Bowes Inc. (NYSE: PBI) ("Pitney Bowes" or the "Company"), a technology-driven company that provides SaaS shipping solutions, mailing innovation, and financial services to clients around the world, today announced its financial results for the fourth quarter and full year ended December 31, 2024. The Company also delivered an update on the strategic initiatives announced on May 22, 2024, and provided guidance for 2025.

Full Year 2024 Financial Highlights

- Revenue was $2.027 billion, down 3% year-over-year
- GAAP EPS was a loss of $1.12, including a loss of $1.68 per share from discontinued operations tied to the Global Ecommerce ("GEC") sale
- Adjusted EPS was $0.82, an improvement of $0.21 or 34% over the prior year
- GAAP net loss of $204 million, including a loss of $306 million from discontinued operations tied to the GEC sale
- Adjusted EBIT was $385 million, up $77 million or 25% over the prior year
- GAAP cash from operating activities was $276 million
- Free Cash Flow was $290 million and excludes $86 million of restructuring payments

Fourth Quarter 2024 Financial Highlights

- Revenue was $516 million, down 2% year-over-year
- GAAP EPS was a loss of $0.21, including a non-cash pension settlement charge of $0.37 per share and GEC exit costs of $0.12 per share
- Adjusted EPS was $0.32, an improvement of $0.12 or 60% over the prior year period
- GAAP net loss of $37 million
- Adjusted EBIT was $114 million, up $28 million or 33% versus the prior year period
- GAAP cash from operating activities was $132 million
- Free Cash Flow was $145 million and excludes $32 million of restructuring payments

Returning Capital to Shareholders

- Pitney Bowes is committed to significantly increasing the amount of capital that it consistently returns to shareholders.
- Pitney Bowes believes that share repurchases currently represent the most efficient way to return capital to shareholders. To that end, the Pitney Bowes Board of Directors (the "Board") has authorized a share repurchase program in the amount of $150 million.
- The Company is increasing its quarterly dividend to $0.06, and the Board will evaluate potential additional increases on a quarterly basis.

Update on Strategic Initiatives

- **GEC Exit**: The wind-down process is quickly nearing completion. Based on the most recent developments, the Company is revising its expectations for associated one-time costs from $150 million to approximately $165 million. At year end, $120 million of exit costs had been paid. Exiting the business is expected to improve go-forward earnings by eliminating the losses generated by GEC, which were $136 million in 2023.

  Notably, the Company recorded a $164 million tax asset in 2024 related to this reorganization. The Company expects to benefit from lower cash taxes over the next three years as this asset is realized. Of note, the cash benefit of the tax asset will almost entirely offset expected cash exit costs, thanks to the significant work leadership put into developing an exit strategy that effectively optimized the trade-off between the exit costs and tax asset retention of various potential paths.

- **Cost Rationalization**: The Company continued to identify and execute cost reduction initiatives and removed approximately $30 million in annualized costs during the fourth quarter. This brings the Company's run-rate exiting 2024 to approximately $120 million in annualized savings. The Company now expects to achieve a total of $170 million to $190 million in net annualized cost savings, up from its previously announced target of $150 million to $170 million, with the remainder occurring over the course of 2025 and into 2026.

- **Cash Optimization:** Pitney Bowes is reducing cash needs through three core initiatives.
  - First, the Company is reducing cash held for working capital purposes by (i) exiting GEC, the losses of which required the Company to hold significant cash, (ii) significantly improving internal cash forecasting, and (iii) managing liquidity instead of cash.
  - Second, the Company implemented an overseas cash pooling system which has reduced the amount of international cash it needs to hold from approximately $140 million to approximately $50 million.
  - Third, the Pitney Bowes Bank Receivables Purchase Program has accelerated the net realization of $41 million of cash from leases in 2024, freeing up approximately that amount of cash to flow to the parent Company.
  - Overall, these initiatives have unlocked more than $200 million that can be utilized to reduce debt, return capital to shareholders, and invest in high-return organic growth opportunities and tuck-in acquisitions.

- **Balance Sheet Deleveraging**: As previously announced, the Company's strong cash flow and

cash optimization efforts have allowed Pitney Bowes to retire the Oaktree Capital Management, L.P. (collectively with its affiliates, "Oaktree") senior secured notes ("2028 Notes"). The Company also refinanced its 2026 Term Loan A, its 2026 Revolving Credit Facility ("RCF") and its 2028 Term Loan B through the issuance of a new $265 million 2028 RCF, a $160 million 2028 Term Loan A and a $615 million 2032 Term Loan B.

These actions have resulted in (i) an extension of maturities, (ii) a reduction of the interest rate on the Term Loan B and (iii) a significant loosening of debt covenants.

Moving forward, the Company will continue to pursue a disciplined capital allocation strategy that balances attractive investments in the business, high-return/low-risk acquisitions, reducing its leverage ratio to 3.0x over the next 24 months, and returning capital to shareholders.

The Company also announced that Robert (Bob) Gold has been appointed Executive Vice President & Chief Financial Officer, effective March 10, 2025. Additional details are available in a separate press release issued today.

Lance Rosenzweig, Chief Executive Officer and a member of the Board, commented:

"Last year was a transformational one for Pitney Bowes. By continuing to successfully execute our four key priorities, we have positioned the Company to be more efficient and profitable. We have significantly improved free cash flow and strengthened our balance sheet – and now have no debt maturing over the next 24 months. We now have ample runway to return capital to shareholders – something that will be a core part of our capital allocation framework going forward. The team will continue its hard work in 2025 to improve cash flow in a sustainable manner – and we will benefit greatly from having Bob Gold on board as our new CFO to help drive these efforts. We are optimistic about the business and the potential to create enhanced value for our shareholders."

Earnings per share results are summarized in the table below:

	Fourth Quarter		Full Year	
	2024	**2023**	**2024**	**2023**
GAAP EPS	**($0.21)**	**($1.27)**	**($1.12)**	**($2.20)**
Loss from discontinued operations, net of tax	($0.03)	$0.92	$1.68	$1.85
Restructuring charges	$0.05	$0.08	$0.32	$0.22
Pension settlement	$0.37	-	$0.37	-
Foreign currency (gain) / loss on intercompany loans	($0.10)	$0.02	($0.04)	$0.02
Strategic review costs	$0.01	-	$0.07	-
Asset impairment charge	-	-	$0.06	-
Charges in connection with GEC Restructuring	$0.12	-	$0.28	-
Tax benefit from affiliate reorganization	-	-	($0.90)	-
Tax on settlement of investment securities	$0.05	-	$0.05	-
Goodwill impairment	-	$0.45	-	$0.68
Loss (gain) on debt refinancing	$0.04	-	$0.05	($0.01)
Proxy solicitation fees	-	-	-	$0.05
Adjusted EPS	**$0.32**	**$0.20**	**$0.82**	**$0.61**

Business Segment Reporting

SendTech Solutions

SendTech Solutions offers physical and digital shipping and mailing technology solutions, financing, services, supplies and other applications for small and medium businesses, retail, enterprise, and government clients around the world to help simplify and save on the sending, tracking and receiving of letters, parcels and flats.

	Fourth Quarter			Full Year		
($ millions)	**2024**	**2023**	**% Change Reported**	**2024**	**2023**	**% Change Reported**
Revenue	$320	$338	(5%)	$1,280	$1,328	(4%)
Adj. Segment EBITDA	$106	$126	(16%)	$442	$446	(1%)
Adj. Segment EBIT	$95	$116	(18%)	$402	$408	(2%)

In the fourth quarter, revenue decline was driven by near-term headwinds related to the Company's product migration, continued decline in the mailing install base and a difficult year-over-year comparison from a large government deal with $8 million in upfront revenue in the prior year. Shipping-related revenue grew 18% and drove a 27% increase in business services revenue.

The declines in Adjusted Segment EBITDA and EBIT for the quarter were driven by lower revenue and non-recurring expenses but were partially offset by cost reductions. Non-recurring expenses include $11 million associated with variable compensation and a $4 million net termination fee as part of the Company's broader strategic initiatives.

Presort Services

Presort Services provides sortation services that enable clients to qualify for USPS workshare discounts in First Class Mail, Marketing Mail, Marketing Mail Flats and Bound Printed Matter.

	Fourth Quarter			Full Year		
($ millions)	**2024**	**2023**	**% Change Reported**	**2024**	**2023**	**% Change Reported**
Revenue	$180	$163	10%	$663	$618	7%
Adj. Segment EBITDA	$61	$43	43%	$202	$145	39%
Adj. Segment EBIT	$52	$34	52%	$166	$111	49%

Higher revenue per piece from pricing and mix drove revenue growth.

Adjusted Segment EBITDA and EBIT growth were also driven by higher revenue per piece, in addition to continued labor and transportation cost productivity and cost reductions.

Full Year 2025 Guidance

Pitney Bowes provided the following guidance for total revenue, Adjusted EBIT, Adjusted EPS and

free cash flow.

The Company expects to generate full year revenue of $1.95 billion to $2.0 billion.

The Company also expects to generate full year Adjusted EBIT of $450 million to $480 million.

2025 adjusted EPS is expected to range from $1.10 to $1.30.

Free cash flow for 2025, which excludes restructuring payments and capital expenditures, is expected to be in the range of $330 million to $370 million.

Conference Call and Webcast

Management of Pitney Bowes will discuss the Company's results in a webcast today at 5:00 p.m. ET. Instructions for accessing the earnings results call are available on the Investor Relations page of the Company's website at www.pitneybowes.com.

About Pitney Bowes

Pitney Bowes (NYSE: PBI) is a technology-driven company that provides SaaS shipping solutions, mailing innovation, and financial services to clients around the world – including more than 90 percent of the Fortune 500. Small businesses to large enterprises, and government entities rely on Pitney Bowes to reduce the complexity of sending mail and parcels. For the latest news, corporate announcements, and financial results, visit www.pitneybowes.com/us/newsroom. For additional information, visit Pitney Bowes at www.pitneybowes.com.

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Adjusted Segment EBIT
Adjusted Segment EBIT is the primary measure of profitability and operational performance at the segment level. Adjusted Segment EBIT includes segment revenues and related costs and expenses attributable to the segment, but excludes interest, taxes, restructuring charges, goodwill and asset impairment charges, corporate expenses, and other items not allocated to a business segment. We also report Adjusted Segment EBITDA as an additional useful measure of segment profitability and operational performance, which is calculated as Adjusted Segment EBIT plus depreciation and amortization expense of the segment.

Use of Non-GAAP Measures
Pitney Bowes' financial results are reported in accordance with generally accepted accounting principles (GAAP). Pitney Bowes also discloses certain non-GAAP measures, such as revenue growth on a constant currency basis, adjusted earnings before interest and taxes (Adjusted EBIT), adjusted earnings before interest, taxes, depreciation and amortization (Adjusted EBITDA), adjusted earnings per share (Adjusted EPS) and free cash flow.

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 a better understanding of the underlying revenue performance.

Adjusted EBIT, Adjusted EBITDA and Adjusted EPS exclude the impact of restructuring charges, goodwill and asset impairment charges, foreign currency gains and losses on intercompany loans, certain costs associated with the Ecommerce Restructuring, gains and losses on debt redemptions and other unusual items that we believe are not indicative to our core business operations.

Beginning in the third quarter of 2024, as a result of the Ecommerce Restructuring, we also exclude from these measures the operating results of GEC operations that we are also in the process of exiting that did not qualify for discontinued operations reporting. These operations individually did not qualify for discontinued operations but were part of management's strategic review to exit the GEC business. These operations have either been fully dissolved or are expected to be completely dissolved by the end of the first half of 2025. We believe that excluding these amounts improves the usefulness of these measures as these results are not consistent with our ongoing operations. Previously reported periods have been revised to conform to the current period presentation.

Free cash flow adjusts cash flow from operations calculated in accordance with GAAP for capital expenditures, restructuring payments and other special items. Management believes free cash flow provides better insight into the amount of cash available for other discretionary uses.

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:
https://www.investorrelations.pitneybowes.com/

Forward-Looking Statements
This document contains "forward-looking statements" about the Company's expected or potential future business and financial performance, including, but not limited to, statements about future revenue and earnings guidance, future events or conditions, capital allocation strategy and expected cost savings, elimination of future losses, and anticipated deleveraging in connection with Pitney Bowes' announced

strategic initiatives. 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. Factors which could cause future financial performance to differ materially from expectations include, without limitation, 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; accelerated or sudden decline in physical mail volumes; inability to compete effectively with our Sending Technology Solutions competitors; the loss of some of Pitney Bowes' larger clients in the Presort Services segment; inability to successfully execute on our strategic initiatives; changes in government contracting regulations and inability to comply; risks and uncertainties associated with the GEC exit and wind-down on the Company's operations; risk of the Company's worldwide cost reduction initiative causing loss of continuity, experience and knowledge and loss of key employees; changes in trade policies, tariffs and regulations; changes in current economic conditions including recessionary periods, labor shortages, interest rate increases and/or inflation; and other factors as more fully outlined in the Company's 2023 Form 10-K Annual Report and other reports filed with the Securities and Exchange Commission during 2024. Pitney Bowes assumes no obligation to update any forward-looking statements contained in this document as a result of new information, events, or developments.

Financial Presentation

On August 8, 2024, we entered into a series of transactions designed to facilitate an orderly wind-down of a majority our GEC reporting segment, which culminated in what we refer to as the "Ecommerce Restructuring." As a result of the Ecommerce Restructuring, certain revenues, expenses, assets and liabilities are now reported as discontinued operations. Amounts of the former GEC segment that did not qualify for discontinued operations treatment primarily relate to operations that were dissolved or sold, certain shared services functions and a cross-border services contract. Prior periods have been recast to conform to the current period presentation.

Note: Consolidated statements of income; revenue, adjusted segment EBIT and adjusted segment EBITDA by business segment; and reconciliations of GAAP to non-GAAP measures for the three and twelve months ended December 31, 2024 and 2023, and consolidated balance sheets at December 31, 2024 and December 31, 2023 are attached. We have not provided a reconciliation of our future expectations as to Adjusted EBIT, Adjusted EPS or free cash flow as such reconciliations are not available without unreasonable efforts.

Pitney Bowes Inc.

Consolidated Statements of Operations

(Unaudited; in thousands, except per share amounts)

	Three months ended December 31		Year ended December 31	
	2024	2023	2024	2023
Revenue:				
Business services	$ 234,652	$ 218,931	$ 886,041	$ 857,646
Support services	93,270	100,281	374,571	410,734
Financing	66,077	68,874	269,893	271,197
Equipment sales	71,026	84,973	287,600	323,739
Supplies	35,587	36,674	143,245	147,709
Rentals	15,509	16,683	65,248	67,900
Total revenue	516,121	526,416	2,026,598	2,078,925
Costs and expenses:				
Cost of business services	129,002	135,978	515,533	560,640
Cost of support services	28,670	32,486	123,506	137,676
Financing interest expense	14,937	17,170	63,600	63,281
Cost of equipment sales	51,665	57,454	203,613	223,757
Cost of supplies	9,981	10,740	40,585	43,347
Cost of rentals	4,265	4,754	17,461	19,614
Selling, general and administrative	148,269	198,437	717,894	781,609
Research and development	9,492	8,106	31,957	29,486
Restructuring charges	12,056	17,645	76,915	52,412
Goodwill impairment	-	80,365	-	123,574
Interest expense, net	26,771	27,947	110,094	98,769
Other components of net pension and postretirement income	90,774	(2,112)	89,044	(8,256)
Other expense (income)	38,436	-	88,723	(3,064)
Total costs and expenses	564,318	588,970	2,078,925	2,122,845
(Loss) income before taxes	(48,197)	(62,554)	(52,327)	(43,920)
(Benefit) provision for income taxes	(6,134)	(984)	(154,829)	17,347
(Loss) income from continuing operations	(42,063)	(61,570)	102,502	(61,267)
Income (loss) from discontinued operations, net of tax	4,690	(162,268)	(306,099)	(324,360)
Net loss	$ (37,373)	$ (223,838)	$ (203,597)	$ (385,627)
Basic earnings (loss) per share				
Continuing operations	$ (0.23)	$ (0.35)	$ 0.57	$ (0.35)
Discontinued operations	0.03	(0.92)	(1.71)	(1.85)
Net loss	$ (0.21)	$ (1.27)	$ (1.13)	$ (2.20)
Diluted earnings (loss) per share:				
Continuing operations	$ (0.23)	$ (0.35)	$ 0.56	$ (0.35)
Discontinued operations	0.03	(0.92)	(1.68)	(1.85)
Net loss	$ (0.21)	$ (1.27)	$ (1.12)	$ (2.20)
Weighted-average shares used in diluted earnings per share	182,006,126	176,341,606	182,525,719	175,639,669

(1) 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)

	December 31, 2024	December 31, 2023
Assets		
Current assets:		
Cash and cash equivalents	$ 469,726	$ 600,054
Short-term investments	16,374	22,166
Accounts and other receivables, net	159,951	200,242
Short-term finance receivables, net	535,608	563,536
Inventories	59,836	63,048
Current income taxes	10,429	564
Other current assets and prepayments	66,030	76,039
Assets held for sale	-	532,441
Total current assets	1,317,954	2,058,090
Property, plant and equipment, net	218,657	254,078
Rental property and equipment, net	24,587	23,583
Long-term finance receivables, net	610,316	653,085
Goodwill	721,003	734,409
Intangible assets, net	15,780	20,400
Operating lease assets	113,357	126,492
Noncurrent income taxes	99,773	60,995
Other assets	276,089	341,053
Total assets	$ 3,397,516	$ 4,272,185
Liabilities and stockholders' deficit		
Current liabilities:		
Accounts payable and accrued liabilities	$ 873,626	$ 829,419
Customer deposits at Pitney Bowes Bank	645,860	640,323
Current operating lease liabilities	26,912	29,882
Current portion of long-term debt	53,250	58,931
Advance billings	70,131	76,258
Current income taxes	2,948	6,523
Liabilities of assets held for sale	-	257,106
Total current liabilities	1,672,727	1,898,442
Long-term debt	1,866,458	2,087,101
Deferred taxes on income	49,187	211,477
Tax uncertainties and other income tax liabilities	13,770	19,091
Noncurrent operating lease liabilities	100,804	126,568
Noncurrent customer deposits at Pitney Bowes Bank	57,977	73,972
Other noncurrent liabilities	215,026	224,110
Total liabilities	3,975,949	4,640,761
Stockholders' deficit:		
Common stock	270,338	270,338
Retained earnings	2,671,868	3,077,988
Accumulated other comprehensive loss	(839,171)	(851,245)
Treasury stock, at cost	(2,681,468)	(2,865,657)
Total stockholders' deficit	(578,433)	(368,576)
Total liabilities and stockholders' deficit	$ 3,397,516	$ 4,272,185

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

	Three months ended December 31			Year ended December 31		
	2024	2023	% Change	2024	2023	% Change
Sending Technology Solutions	$ 319,511	$ 337,512	**(5%)**	$ 1,279,866	$ 1,327,873	**(4%)**
Presort Services	179,555	163,139	**10%**	662,587	617,599	**7%**
Total reportable segments	499,066	500,651	**(0%)**	1,942,453	1,945,472	**(0%)**
Other operations	17,055	25,765	**(34%)**	84,145	133,453	**(37%)**
Total revenue, as reported	**516,121**	**526,416**	**(2%)**	**2,026,598**	**2,078,925**	**(3%)**
Impact of currency on revenue	438			419		
Total revenue, constant currency	$ 516,559	$ 526,416	**(2%)**	$ 2,027,017	$ 2,078,925	**(3%)**

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

	Three months ended December 31							
	2024			2023			% change	
	Adjusted Segment EBIT [1]	D&A	Adjusted Segment EBITDA	Adjusted Segment EBIT [1]	D&A	Adjusted Segment EBITDA	Adjusted Segment EBIT	Adjusted Segment EBITDA
Sending Technology Solutions	$ 95,327	$ 10,713	$ 106,040	$ 116,386	$ 9,652	$ 126,038	(18%)	(16%)
Presort Services	52,228	9,103	61,331	34,464	8,470	42,934	52%	43%
Total reportable segments	$ 147,555	$ 19,816	167,371	$ 150,850	$ 18,122	168,972	(2%)	(1%)
Reconciliation of Adjusted Segment EBITDA to Income from continuing operations:								
Other operations (2)			593			653		
Depreciation and amortization - reportable segments			(19,816)			(18,122)		
Interest expense, net			(41,708)			(45,117)		
Corporate expenses			(33,710)			(65,169)		
Restructuring charges			(12,056)			(17,645)		
Goodwill impairment			-			(80,365)		
Pension settlement			(91,339)			-		
Foreign currency gain (loss) on intercompany loans			23,724			(5,761)		
Strategic review costs			(2,820)			-		
Charges in connection with the Ecommerce Restructuring			(29,686)			-		
Loss on debt refinancing			(8,750)			-		
Loss from continuing operations before taxes			$ (48,197)			$ (62,554)		

	Year ended December 31							
	2024			2023			% change	
	Adjusted Segment EBIT [1]	D&A	Adjusted Segment EBITDA	Adjusted Segment EBIT [1]	D&A	Adjusted Segment EBITDA	Adjusted Segment EBIT	Adjusted Segment EBITDA
Sending Technology Solutions	$ 401,800	$ 39,993	$ 441,793	$ 408,091	$ 37,981	$ 446,072	(2%)	(1%)
Presort Services	165,784	35,825	201,609	110,997	33,642	144,639	49%	39%
Total reportable segments	$ 567,584	$ 75,818	643,402	$ 519,088	$ 71,623	590,711	9%	9%
Reconciliation of Adjusted Segment EBITDA to Income from continuing operations:								
Other operations (2)			(4,232)			(439)		
Depreciation and amortization - reportable segments			(75,818)			(71,623)		
Interest expense, net			(173,694)			(162,050)		
Corporate expenses			(178,141)			(210,931)		
Restructuring charges			(76,915)			(52,412)		
Pension settlement			(91,339)			-		
Goodwill impairment			-			(123,574)		
Foreign currency gain (loss) on intercompany loans			10,243			(5,761)		
Strategic Review costs			(17,110)			-		
Asset impairment charge			(10,000)			-		
Charges in connection with the GEC Exit			(67,831)			-		
(Loss) gain on debt refinancing			(10,892)			3,064		
Proxy solicitation fees			-			(10,905)		
Loss from continuing operations before taxes			$ (52,327)			$ (43,920)		

(1) Adjusted segment EBIT excludes interest, taxes, general corporate expenses, restructuring charges, impairment charges, foreign currency gains and losses from the revaluation of intercomapny 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. These operations represent previous operations that were dissolved or sold, shared services functions and a cross-border services contract.

Pitney Bowes Inc.

Reconciliation of Reported Consolidated Results to Adjusted Results

(Unaudited; in thousands, except per share amounts)

	Three months ended December 31		Year ended December 31	
	2024	2023	2024	2023
Reconciliation of reported net loss to adjusted EBIT and adjusted EBITDA				
Net loss	$ (37,373)	$ (223,838)	$ (203,597)	$ (385,627)
(Income) loss from discontinued operations, net of tax	(4,690)	162,268	306,099	324,360
(Benefit) provision for income taxes	(6,134)	(984)	(154,829)	17,347
Loss before taxes	(48,197)	(62,554)	(52,327)	(43,920)
Restructuring charges	12,056	17,645	76,915	52,412
Pension settlement	91,339	-	91,339	-
Foreign currency (gain) loss on intercompany loans	(23,724)	5,761	(10,243)	5,761
Strategic review costs	2,820	-	17,110	-
Asset impairment charge	-	-	10,000	-
Charges in connection with the Ecommerce Restructuring	29,686	-	67,831	-
Goodwill impairment	-	80,365	-	123,574
Loss (gain) on debt refinancing	8,750	-	10,892	(3,064)
Proxy solicitation fees	-	-	-	10,905
Adjusted net income before tax	72,730	41,217	211,517	145,668
Interest, net	41,708	45,117	173,694	162,050
Adjusted EBIT	114,438	86,334	385,211	307,718
Depreciation and amortization	28,588	28,224	114,485	112,724
Adjusted EBITDA	$ 143,026	$ 114,558	$ 499,696	$ 420,442
Reconciliation of reported diluted loss per share to adjusted diluted earnings per share				
Diluted loss per share	$ (0.21)	$ (1.27)	$ (1.12)	$ (2.20)
(Income) loss from discontinued operations, net of tax	(0.03)	0.92	1.68	1.85
Restructuring charges	0.05	0.08	0.32	0.22
Pension settlement	0.37	-	0.37	-
Foreign currency (gain) loss on intercompany loans	(0.10)	0.02	(0.04)	0.02
Strategic review costs	0.01	-	0.07	-
Asset impairment charge	-	-	0.06	-
Charges in connection with the Ecommerce Restructuring	0.12	-	0.28	-
Tax benefit from affiliate reorganization	-	-	(0.90)	-
Tax on settlement of investment securities	0.05	-	0.05	-
Goodwill impairment	-	0.45	-	0.68
Loss (gain) on debt refinancing	0.04	-	0.05	(0.01)
Proxy solicitation fees	-	-	-	0.05
Adjusted diluted earnings per share	$ 0.32	$ 0.20	$ 0.82	$ 0.61

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

Reconciliation of reported net cash from operating activities to free cash flow				
Net cash from operating activities - continuing operations	$ 131,837	$ 162,714	$ 276,453	$ 234,596
Capital expenditures	(19,088)	(20,241)	(72,403)	(78,109)
Restructuring payments	32,104	9,291	86,023	34,443
Proxy solicitation fees paid	-	-	-	10,905
Free cash flow	$ 144,853	$ 151,764	$ 290,073	$ 201,835