



Pitney Bowes, the Viable Technology Provider

Financial Fact Sheet

The viability of technology providers is a critical consideration in selecting firms to provide solutions and services. At Pitney Bowes, we manage our business to deliver smart and secure solutions backed by our financial strength in order to grow with our customers for the long term.

- Pitney Bowes is one of the largest companies in the global mailstream industry. In 2009, annual revenue was USD\$5.6 billion.
- Free cash flow for 2009 was USD\$889 million, and the company estimates it will generate between USD\$650 and USD\$750 million in free cash flow in 2010.
- Pitney Bowes maintains an A credit rating and has had continuous access to credit globally during this and previous economic slowdowns.
- For more than 20 years, Pitney Bowes Financial Services International (PBFSI), a wholly owned subsidiary, has been providing high-quality financial services for Pitney Bowes offerings to Pitney Bowes customers throughout the international marketplace.
- The company has *increased* its dividend each year for the past 28 years, including 2010.
- Pitney Bowes continues to invest in R&D. In 2009, our R&D investment was USD\$182 million. Advanced technology is a key to the firm's success, and it continues to be on the forefront of innovation as a result of this financial commitment.
- The company ranks as number 395 in the 2009 Fortune 500 – the annual ranking of America's largest firms. Pitney Bowes first joined the Fortune 500 in 1962.
- As of December 31, 2009, 71 percent of Pitney Bowes revenues were generated in the United States, and 29 percent in the rest of the world.
- Pitney Bowes has been listed on the New York Stock Exchange since 1950, and have been a component of the S&P 500 Stock Index continually since 1957.
- Pitney Bowes has a large and diverse customer base with two million customers worldwide.
- 2010 is the 90th Anniversary of incorporation of Pitney Bowes.