Pitney Bowes Advances Long-Term Growth Strategy in Europe

STAMFORD, Conn., October 21, 2014 - Pitney Bowes Inc. (NYSE:PBI) today announced that several recent actions in Europe have advanced its long-term strategy to grow client and shareholder value. The company exited a non-core product line in Norway, transitioned to a dealer sales network for its mailing businesses in six European markets where it had a smaller presence, and continued to shift additional client accounts to inside sales channels in major European markets. These moves enable the Company to simultaneously improve client service for its entire portfolio throughout Europe in markets it serves directly and those it serves indirectly through partners.

At the end of the second quarter the Company entered an agreement to transfer a portion of its operations in Norway that sold and serviced multi-functional devices and related software, AV equipment and retail solutions. In September the Company transitioned its operations in Austria, Belgium, Luxembourg, Netherlands, Portugal, and Spain to a dealer network. Both of these actions are part of the Company's implementation of its new go-to-market strategies and geographic coverage models. They allow the Company to deploy its resources in Europe in a more effective way and bring more focus to its clients. In aggregate these business activities accounted for more than $50 million in revenue in 2013.

The Company is in the midst of a previously announced global, multi-year transformation to deliver more value to clients and shareholders by focusing on areas where it can lead and grow. The actions in Europe are consistent with steps the Company is taking worldwide to align its business portfolio, focus on core products, and enhance go-to-market strategies and processes to enable the cost-efficient delivery of products and services. Previously, for example, the company sold its furniture operations in Norway and its portfolio of imaging equipment and services in Canada.

Pitney Bowes Management is scheduled to discuss the company's third quarter results in a broadcast over the Internet at 8 am EDT on October 30th. Instructions for listening to the earnings results via the Web are available on the Investor Relations page of the Company's web site at www.pb.com.

About Pitney Bowes

Pitney Bowes provides technology solutions for small, mid-size and large firms that help them connect with customers to build loyalty and grow revenue. Many of the company's solutions are delivered on open platforms to best organize, analyze and apply both public and proprietary data to two-way customer communications. Pitney Bowes includes direct mail, transactional mail and call center communications in its solution mix along with digital channel messaging for the Web, email and mobile applications.

This document contains "forward-looking statements" about its expected or potential future business and financial performance. For us forward-looking statements include, but are not limited to, statements about its future revenue and earnings guidance and other statements about 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. These risks and uncertainties include, but are not limited to: mail volumes; the uncertain economic environment; timely development, market acceptance and regulatory approvals, if needed, of new products; fluctuations in customer demand; changes in postal regulations; interrupted use of key information systems; management of outsourcing arrangements; the implementation of a new enterprise resource planning system; changes in business portfolio; foreign currency exchange rates; changes in our credit ratings; management of credit risk; changes in interest rates; the financial health of national posts; and other factors beyond its control as more fully outlined in the Company's 2013 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.