Pitney Bowes Expands Marketing Mail Flats Capabilities

STAMFORD, Conn., March 17, 2023 – Pitney Bowes (NYSE: PBI), a global shipping and mailing company that provides technology, logistics, and financial services, today initiated a campaign to attract new Marketing Mail Flats clients to its industry leading Presort Services business amid plans by DHL to discontinue its SmartMail Flats product.

“There are a number of direct mailers and mail service providers impacted by the business decisions of carriers they have come to rely on, particularly when it comes to processing Marketing Mail Flats. Pitney Bowes and its world-class Presort Services business want those mailers, large and small, to know that we are here for them and eager to present our service offerings and the savings we can deliver,” **said Debbie Pfeiffer, President, Pitney Bowes Presort Services**.

“The same high standards for client service and reliability that have come to define our industry-leading position in processing billions of mailpieces annually, is also available to help mailers reduce the challenge of preparing and mailing flats,” **Pfeiffer said**. “We are excited about the opportunity to serve new clients in this growing space in our business.”

The company makes mailing Marketing Mail Flats easy with:

- competitive all-in-one pricing with no peak surcharges or accessorial fees
- reduced labor and transportation costs
- the postage savings advantages of commingling mail
- a presort services network that moves and inducts mail closest to its final destination
- four new sorters added in Q1 dedicated exclusively to meet demand for flats
- a dedicated flats team providing sales and client support, product development and operational execution.

In 2022, Pitney Bowes doubled its annual volume of Marketing Mail Flats processed. The company added additional space in its Las Vegas Mega Center and in Philadelphia to support the continued growth of this service which now operates out of seven regional locations, speeding both processing and delivery times.

The largest workshare partner of the USPS®, Pitney Bowes Presort Services helps mailers of all sizes capture measurable postage savings while simplifying the complexity of sending mail and parcels. In 2022, the company presorted more than 16 billion pieces of mail and parcels, making it the #2 mail handler in the world behind only the USPS®.

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.

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