

# Pitney Bowes Presort Services Advances Nationwide Growth Through Strategic Expansion

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Acquisition of Royal Alliances' Presort Business Further Strengthens Pitney Bowes Presence Across the United States

STAMFORD, Conn.--(BUSINESS WIRE)-- 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 that it has acquired the presort business of Royal Alliances, Inc. ("Royal Alliances" or "RA"), a provider of technology-enabled shipping and mailing solutions, headquartered in Irving, Texas. This acquisition further strengthens the Pitney Bowes Presort Services network in the East, Central and West Regions.

Following the effective closing date on January 20, the acquisition is expected to add more than 100 million First-Class™ Mail pieces annually to the Pitney Bowes Presort Services Network. Royal Alliances will continue to operate its technology driven freight brokerage business as Direct Logistics.

"The acquisition of Royal Alliances' presort business is another strategic step forward for Pitney Bowes. We are excited to welcome Royal Alliances' valued clients to Pitney Bowes and look forward to the opportunities ahead," said Debbie Pfeiffer, Executive Vice President and President, Pitney Bowes Presort Services.

This acquisition underscores the Company's commitment to broadening its reach and delivering unparalleled value and efficiency to clients. The addition of Royal Alliances' presort business strengthens Pitney Bowes Presort Services ability to drive continued innovation within the mailing sector.

“This acquisition is the culmination of over a decade of innovation and growth from the Royal Alliances team, and I’m excited for the opportunities that this transaction will provide to our customers. We look forward to launching a new version of our logistics software platform early this year to further delight our customers,” said Aaron McDaniel, Chief Executive Officer of Royal Alliances.

The company will process the increased volume in several of its existing locations, including in Detroit, Salt Lake City, Orlando, Jacksonville, and Dallas, each a part of the more than 30 Pitney Bowes Presort Services operating centers located across the United States. Pitney Bowes Presort Services processes more than 15 billion pieces of mail each year.

Pitney Bowes Presort Services is the largest workshare partner of the USPS®, helping mailers of all sizes capture measurable postage savings while simplifying the complexity of sending mail and parcels.

### 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](http://www.pitneybowes.com/us/newsroom). For additional information, visit Pitney Bowes at [www.pitneybowes.com](http://www.pitneybowes.com).

### About Direct Logistics

Direct Logistics is a software-enabled freight brokerage platform that connects shippers and carriers to solve the drop shipping needs of the customer. The software platform is used by over 250 customers throughout the United States and processes more than 35,000 shipments per year. For additional information, please visit [www.directlogistics.com](http://www.directlogistics.com).

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