CONFIDENTIAL

SOLICITING DEALER FORM

Pitney Bowes Inc.

Offers to Purchase for Cash

Up to $50,000,000 in Aggregate Principal Amount of the Outstanding Securities below

Pursuant to the Offer to Purchase (as defined below)

The Tender Offers (as defined below) will expire at 5:00 p.m., New York City time, at the end of the day on September 18, 2026 (such date and time, as it may be extended, the "Expiration Time"), unless earlier terminated. Eligible Holders (as defined below) must validly tender their Securities (as defined below) on or prior to the Expiration Time to receive the Tender Offer Consideration (as defined in the Offer to Purchase). Tenders of Securities may be validly withdrawn at any time at or prior to 5:00 p.m., New York City time, on September 10, 2026, unless extended by us, but tenders will thereafter be irrevocable, except in certain limited circumstances where additional withdrawal rights are required by law.

The Tender Agent for the Tender Offers Is:

Global Bondholder Services Corporation

By Facsimile Transmission:
(for Eligible Institutions only)
(212) 430-3775/3779

(Please provide callback telephone number on fax coversheet for confirmation)
To confirm by telephone:
(212) 430-3774

By Mail, Hand or Overnight Courier:
65 Broadway—Suite 404

New York, New York 10006
Attn: Corporate Actions
E-mail: contact@gbsc-usa.com

Banks and Brokers Call:
(212) 430-3774
All Others Call Toll Free:
(855) 654-2014

The Information Agent for the Tender Offers is:

Global Bondholder Services Corporation

65 Broadway—Suite 404
New York, New York 10006
United States of America
Attn: Corporate Actions

Banks and Brokers call: (212) 430-3774
Toll-Free: (855) 654-2014

Email: contact@gbsc-usa.com

This form must be delivered to the Information Agent/Tender Agent, as set forth above. The instructions contained herein should be read carefully before this form is completed.

All capitalized terms used herein and not defined herein shall have the meanings ascribed to them in the Offer to Purchase, dated August 20, 2026 (as it may be amended, supplemented, extended or otherwise modified from time to time, the "Offer to Purchase"), of Pitney Bowes Inc., a Delaware corporation (the "Company"), relating to the Company's offers to purchase (collectively, the "Tender Offers") up to

$50,000,000 in aggregate principal amount (excluding accrued and unpaid interest from the applicable last interest payment date up to, but not including, the settlement date) of its outstanding 6.70% Notes due 2043 (CUSIP No. 724479506) (the "2043 Notes") and 5.250% Medium-Term Notes due 2037 (CUSIP No. 72447XAB3) (together with the 2043 Notes, the "Securities") at the prices set forth in the Offer to Purchase. The Tender Offers are open to all registered holders (individually, a "Holder," collectively, the "Holders") of the applicable series of Securities as of the date of the Offer to Purchase.

IN ORDER TO BE ELIGIBLE TO RECEIVE THE SOLICITING DEALER FEE (AS DEFINED BELOW), A PROPERLY COMPLETED SOLICITING DEALER FORM MUST BE RECEIVED BY THE TENDER AGENT AND INFORMATION AGENT PRIOR TO THE EXPIRATION TIME. THE COMPANY SHALL, IN ITS SOLE DISCRETION, DETERMINE WHETHER A SOLICITING DEALER HAS SATISFIED THE CRITERIA FOR BEING ELIGIBLE TO RECEIVE A SOLICITING DEALER FEE (INCLUDING, WITHOUT LIMITATION, THE SUBMISSION OF THE APPROPRIATE DOCUMENTATION WITHOUT DEFECTS OR IRREGULARITIES AND IN RESPECT OF BONA FIDE TENDERS). THE PAYMENT OF SOLICITING DEALER FEE TO ELIGIBLE DEALERS IS SUBJECT TO CONSUMMATION OF THE TENDER OFFERS UPON THE TERMS SET FORTH IN THE OFFER TO PURCHASE. NO SOLICITING DEALER FEES WILL BE PAID IF THE TENDER OFFERS ARE NOT CONSUMMATED, AND SUCH FEE WILL BE PAYABLE UPON THE CONSUMMATION OF THE TENDER OFFERS ONLY UPON REQUEST BY THE SOLICITING DEALERS AND PRESENTATION OF SUCH SUPPORTING DOCUMENTATION WHICH THE COMPANY MAY REASONABLY REQUEST. THE COMPANY WILL ALSO REIMBURSE BROKERAGE HOUSES AND OTHER CUSTODIANS, NOMINEES AND FIDUCIARIES FOR THEIR REASONABLE OUT-OF-POCKET EXPENSES INCURRED IN FORWARDING COPIES OF THE OFFER TO PURCHASE AND RELATED DOCUMENTS TO THE BENEFICIAL OWNERS OF THE SECURITIES. THE COMPANY WILL PAY ALL TRANSFER TAXES, IF ANY, WITH RESPECT TO THE TENDERED SECURITIES. YOU MUST RETURN THE SOLICITING DEALER FORM SET FORTH ON ANNEX A HERETO TO THE TENDER AGENT AND INFORMATION AGENT TO RECEIVE THE SOLICITING DEALER FEE.

ANNEX A

SOLICITING DEALER FORM

As described in the Offer to Purchase, the Company has agreed, upon consummation of the Tender Offers, to pay a soliciting dealer fee equal to $0.125 for each $25 principal amount of 2043 Notes and $5.00 for each $1,000 principal amount of 2037 Notes, in each case, that are validly tendered, not withdrawn and accepted for purchase by the Company after proration pursuant to the Tender Offers (the "**Soliciting Dealer Fee**") to retail brokers that are appropriately designated by their beneficial holder clients to receive this fee, provided that such fee will only be paid with respect to tenders by beneficial holders whose aggregate principal amount of Securities is $250,000 or less. Soliciting Dealer Fees will only be paid to retail brokers upon consummation of the Tender Offers upon the terms set forth in the Offer to Purchase. The Company reserves the right to audit any soliciting dealer to confirm bona fide submission of this form. The Company shall, in its sole discretion, determine whether a soliciting dealer has satisfied the criteria for being eligible to receive a Soliciting Dealer Fee (including, without limitation, the submission of the appropriate documentation without defects or irregularities and in respect of Securities that are validly tendered and accepted for purchase pursuant to the Tender Offers).

Name of Firm: ____

Attention: ____

Address: ____

Phone Number: ____

Taxpayer Identification: ____

Signature: ____

By signing this form you hereby confirm that your request for the Soliciting Dealer Fee is bona fide and has been made on behalf of accounts for separate individual beneficial holders whose aggregate principal amount of Securities is $250,000 or less and that validly tendered their Securities. Failure to properly complete and execute this form will render the form defective and the Company will not honor your request. **Any questions as to what constitutes beneficial ownership should be directed to the Tender Agent and Information Agent.**

The delivery of this form by a soliciting dealer will constitute a representation by it that (1) it has complied with the applicable requirements of the Securities Exchange Act of 1934, as amended, and the applicable rules and regulations thereunder, in connection with such solicitation; (2) it is eligible to receive such compensation for such solicitation under the terms and conditions of the Offer to Purchase; (3) in soliciting tenders of Securities, it has used no solicitation materials other than those furnished by the Company; (4) each Holder that it has solicited has received a copy of the Offer to Purchase, or concurrently with such solicitation it provided the Holder with a copy of the Offer to Purchase; (5) it is either (i) a broker or dealer in securities which is a member of any national securities exchange in the United States or of FINRA or (ii) a bank or trust company located in the United States; and (6) no Soliciting Dealer Fee has been requested or paid with respect to Securities as to which a tender was made for its own account.

SOLICITING DEALERS SHOULD TAKE CARE TO ENSURE THAT PROPER RECORDS ARE KEPT TO DOCUMENT THEIR ELIGIBILITY TO RECEIVE ANY SOLICITING DEALER FEE. THE COMPANY AND THE TENDER AGENT AND INFORMATION AGENT RESERVE THE RIGHT TO REQUIRE ADDITIONAL INFORMATION AT THEIR DISCRETION, AS DEEMED WARRANTED.

If the space provided in the table below is inadequate, the required information should be listed on a separate schedule and attached to this form.

Security Tendered	CUSIP No.	Participant Number	VOI Number	Quantity
6.70% Notes due 2043	724479506			
6.70% Notes due 2043	724479506			
6.70% Notes due 2043	724479506			
6.70% Notes due 2043	724479506			
6.70% Notes due 2043	724479506			
6.70% Notes due 2043	724479506			
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6.70% Notes due 2043	724479506			
6.70% Notes due 2043	724479506			
6.70% Notes due 2043	724479506			

Security Tendered	CUSIP No.	Participant Number	VOI Number	Quantity
5.250% Medium-Term Notes due 2037	72447XAB3			
5.250% Medium-Term Notes due 2037	72447XAB3			
5.250% Medium-Term Notes due 2037	72447XAB3			
5.250% Medium-Term Notes due 2037	72447XAB3			
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5.250% Medium-Term Notes due 2037	72447XAB3			
5.250% Medium-Term Notes due 2037	72447XAB3			

(Medallion Stamp Required)

RETAIL PROCESSING FEE PAYMENT INSTRUCTIONS

WIRE TRANSFER INSTRUCTIONS

Name of Firm:	______________________________
Bank Name:	______________________________
Address:	______________________________
ABA or Bank No.:	______________________________
Swift Code:	______________________________
Account Name:	______________________________
Account No.:	______________________________
Re:	______________________________