



Investment Community Conference Call



Fourth Quarter and Full Year Earnings Results

2-13-14

Use of Non-GAAP Financial Information

Diebold has included non-GAAP financial measures in this presentation to supplement Diebold's consolidated, condensed financial statements presented on a GAAP basis. Definitions of these non-GAAP financial measures and reconciliations of these non-GAAP financial measures to the most directly comparable GAAP financial measures are included elsewhere in this presentation.

Diebold's management uses non-GAAP product, service and total gross margins, non-GAAP operating expense, non-GAAP operating profit, non-GAAP tax rate, non-GAAP net earnings, and non-GAAP diluted earnings per share, and excludes losses or other charges that are considered by Diebold's management to be outside of Diebold's core business segment operating results. Net debt and free cash flow are liquidity measures that provide useful information to management about the amount of cash available for investment in Diebold's businesses, funding strategic acquisitions, repurchasing stock and other purposes.

These non-GAAP financial measures may have limitations as analytical tools, and these measures should not be considered in isolation or as a substitute for analysis of Diebold's results as reported under GAAP. Items such as impairment of goodwill and intangible asset though not directly affecting Diebold's cash position, represent the loss in value of goodwill and intangible assets over time. The impairment expense associated with this loss in value is not included in non-GAAP operating profit, non-GAAP net earnings, non-GAAP diluted earnings per share and therefore does not reflect the full economic effect of the loss in value of those goodwill and intangible assets. In addition, items such as restructuring charges and non-routine expenses that are excluded from non-GAAP gross profit, non-GAAP operating expense, non-GAAP operating profit, non-GAAP net earnings, and non-GAAP diluted earnings per share can have a material impact on cash flows and earnings per share. In addition, free cash flow does not represent the total increase or decrease in the cash balance for the period. The non-GAAP financial information that we provide also may differ from the non-GAAP information provided by other companies.

We compensate for the limitations on our use of these non-GAAP financial measures by relying primarily on our GAAP financial statements and using non-GAAP financial measures only supplementally. We also provide robust and detailed reconciliations of each non-GAAP financial measure to the most directly comparable GAAP measure, and we encourage investors to review carefully those reconciliations.

We believe that providing these non-GAAP financial measures in addition to the related GAAP measures provides investors with greater transparency to the information used by Diebold's management in its financial and operational decision-making and allows investors to see Diebold's results "through the eyes" of management. We further believe that providing this information better enables investors to understand Diebold's operating performance and to evaluate the efficacy of the methodology and information used by management to evaluate and measure such performance.



Forward-looking Statements

In this presentation, statements that are not reported financial results or other historical information are "forward-looking statements". Forward-looking statements give current expectations or forecasts of future events and are not guarantees of future performance. These forward-looking statements relate to, among other things, the company's future operating performance, the company's share of new and existing markets, the company's short- and long-term revenue and earnings growth rates, and the company's implementation of cost-reduction initiatives and measures to improve pricing, including the optimization of the company's manufacturing capacity.

The use of the words "will," "believes," "anticipates," "expects," "intends" and similar expressions is intended to identify forward-looking statements that have been made and may in the future be made by or on behalf of the company. Although the company believes that these forward-looking statements are based upon reasonable assumptions regarding, among other things, the economy, its knowledge of its business, and on key performance indicators that impact the company, these forward-looking statements involve risks, uncertainties and other factors that may cause actual results to differ materially from those expressed in or implied by the forward-looking statements. The company is not obligated to update forward-looking statements, whether as a result of new information, future events or otherwise.

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. Some of the risks, uncertainties & other factors that could cause actual results to differ materially from those expressed in or implied by the forward-looking statements include, but are not limited to:

- * competitive pressures, including pricing pressures and technological developments;
- * changes in the company's relationships with customers, suppliers, distributors and/or partners in its business ventures;
- * changes in political, economic or other factors such as currency exchange rates, inflation rates, recessionary or expansive trends, taxes and regulations and laws affecting the worldwide business in each of the company's operations, including Brazil, where a significant portion of the company's revenue is derived;
- * global economic conditions, including any additional deterioration and disruption in the financial markets, including the bankruptcies, restructurings or consolidations of financial institutions, which could reduce our customer base and/or adversely affect our customers' ability to make capital expenditures, as well as adversely impact the availability and cost of credit;
- * acceptance of the company's product and technology introductions in the marketplace;
- * the company's ability to maintain effective internal controls;
- * changes in the company's intention to repatriate cash and cash equivalents and short-term investments residing in international tax jurisdictions could negatively impact foreign and domestic taxes;
- * unanticipated litigation, claims or assessments, as well as the outcome/impact of any current/pending litigation, claims or assessments, including with respect to the company's Brazilian tax dispute;
- * variations in consumer demand for financial self-service technologies, products and services;
- * potential security violations to the company's information technology systems;
- * the investment performance of our pension plan assets, which could require us to increase our pension contributions, and significant changes in health care costs, including those that may result from government action;
- * the amount and timing of repurchases of the company's common shares, if any;
- * the outcome of the company's assessment of its indirect tax compliance in Brazil; and
- * the company's ability to achieve benefits from its cost-reduction initiatives and other strategic changes, including its recently announced multi-year realignment plan and other restructuring actions.

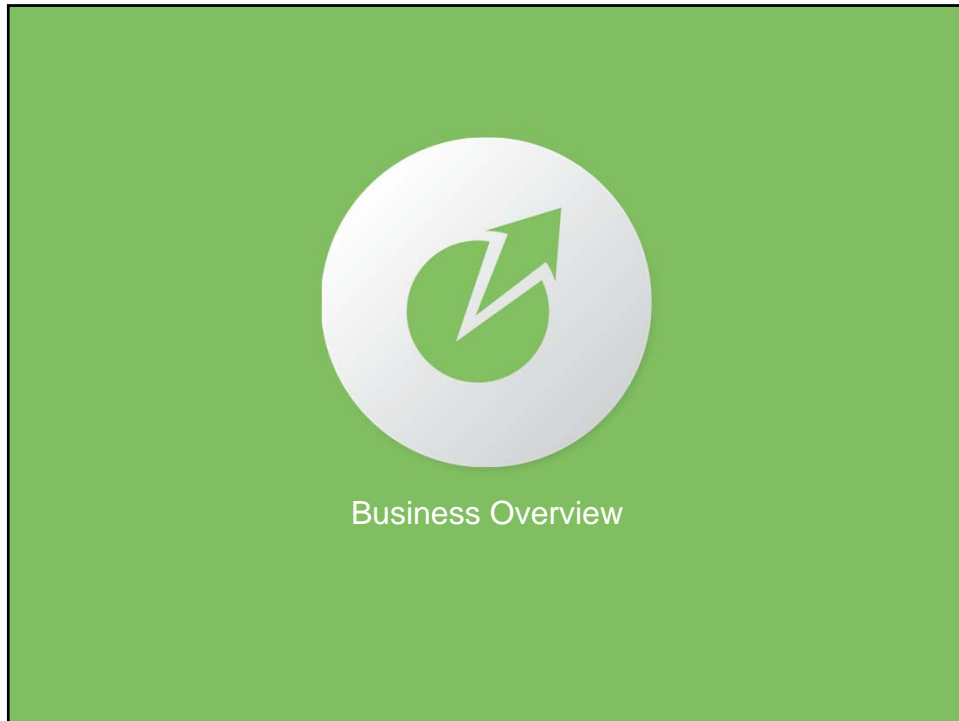


Andy Mattes



President and Chief Executive Officer





Agenda

Key takeaways from results

Regional update

Diebold 2.0 turnaround strategy update

2014 outlook and conclusion

Key Takeaways from Results

- Cost and cash play in crawl stage of our turnaround
- Operating profit came in near higher end of expectations
- Finished well within full-year revenue and EPS guidance even with higher-than-expected full-year non-GAAP effective tax rate
- Improved total gross margin by ~150 basis points in second half 2013 compared with prior-year comparable period
- Significant improvements in working capital enabled us to generate strong free cash flow in second half of year



Regional Update*

- North America:**
- Q4 orders increased 7%
 - Q4 security orders grew 1% with growth in electronic security partially offset by decline in physical security
 - Q4 FSS orders up 10%
 - Branch transformation and Windows 7 having positive impact

- EMEA:**
- Q4 orders increased 15%, or 13% constant currency
 - Branch transformation having positive impact
 - Orders and revenue up double digits for both the full year and quarter

- Latin America:**
- Q4 orders down 15%
 - Ended year with improved backlog which positions us well for growth in 2014

- Brazil:**
- Q4 orders more than doubled on constant currency basis
 - Excluding large lottery deal, orders up 16% constant currency

- Asia-Pacific:**
- Q4 orders decreased 26%, or 23% on constant currency, due to several very large orders from India in prior year period
 - Full year orders up 4%, or 6% constant currency

* Total orders include both product and service

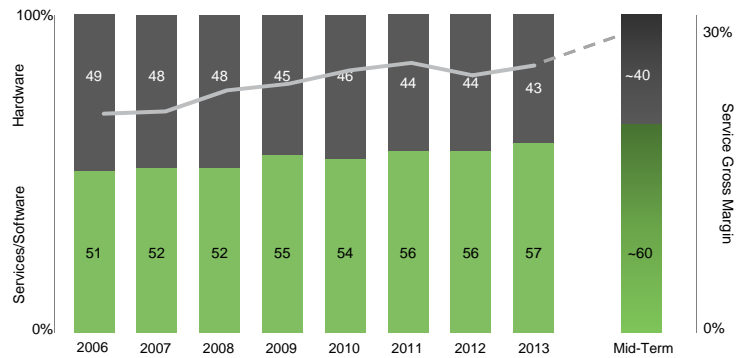


Electronic Security Highlights

- Continued to grow in both commercial and financial space
- More than 60 new commercial customers added by end of 2013
- Closed key wins in the financial space related to security monitoring
- SecureStat gaining traction with ~200 new customers and ~10,000 sites



En Route to a Services-Based Company Enabled by Software



Sales (\$Billions)		2006	2007	2008	2009	2010	2011	2012	2013	Mid-Term
■ Hardware		1.3	1.4	1.5	1.2	1.3	1.3	1.3	1.2	
■ Services/Software		1.4	1.5	1.6	1.5	1.5	1.5	1.7	1.7	
Total		2.7	2.9	3.1	2.7	2.8	2.8	3.0	2.9	+3.0
— Service Gross Margin		20.5%	20.8%	23.7%	24.5%	26.4%	27.4%	25.7%	27.0%	+30%

Diebold 2.0: Four Pillars and Eight Point Program

1	2	3	4
Establish competitive cost structure	Drive sustainable improvement in free cash flow	Improve sales effectiveness and coverage	Increase speed and agility
✓ \$60M gross cost savings and \$30M net savings achieved in 2013	✓ Ended annual decline in free cash flow since 2009	✓ Simplified number of sales compensation plans from 80 to 10	
5	6	7	8
Instill a winning culture grounded in execution	Collaborate with customers and partners to drive innovative solutions	Further leverage services and software	Generate long-term, profitable growth
✓ Heavy change management communication			
✓ Bonus program implemented based on company performance for all 6,000 North America employees			
✓ Turnaround performance share grants for about 80 top global managers			

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2014 Outlook and Conclusion

Stabilization		Transformation	
CRAWL build foundation	WALK automate and enable	RUN accelerate and grow	
2013	2014	2015	2016

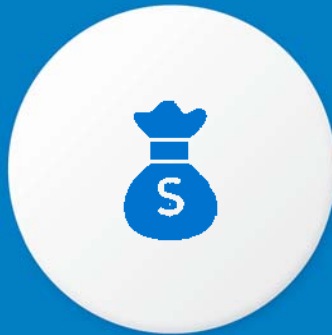
- Leadership roles being filled
- Reaffirming 2014 full-year outlook
- Transformation underway
- Delivered on expectations set
- Focus moving forward on controlling costs, generating more cash, attracting, retaining and energizing top talent to generate long-term, profitable growth
- Continue to adhere to motto "We say what we will do and we will do what we say."

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Chris Chapman



Vice President, Global Finance & Interim Principal Financial Officer



Financial Overview

Agenda

Fourth quarter financial performance

Legal / compliance update

2014 outlook

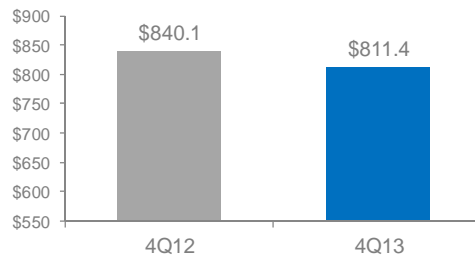
Dividend strategy

Conclusion



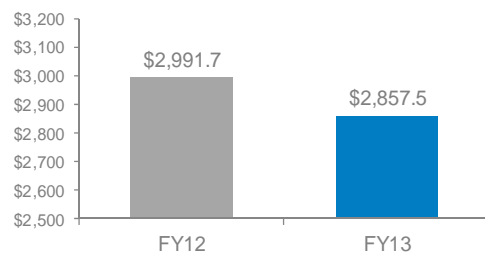
Total Revenue

2012 vs. 2013 (\$ Millions)



Q4 Revenue Summary:

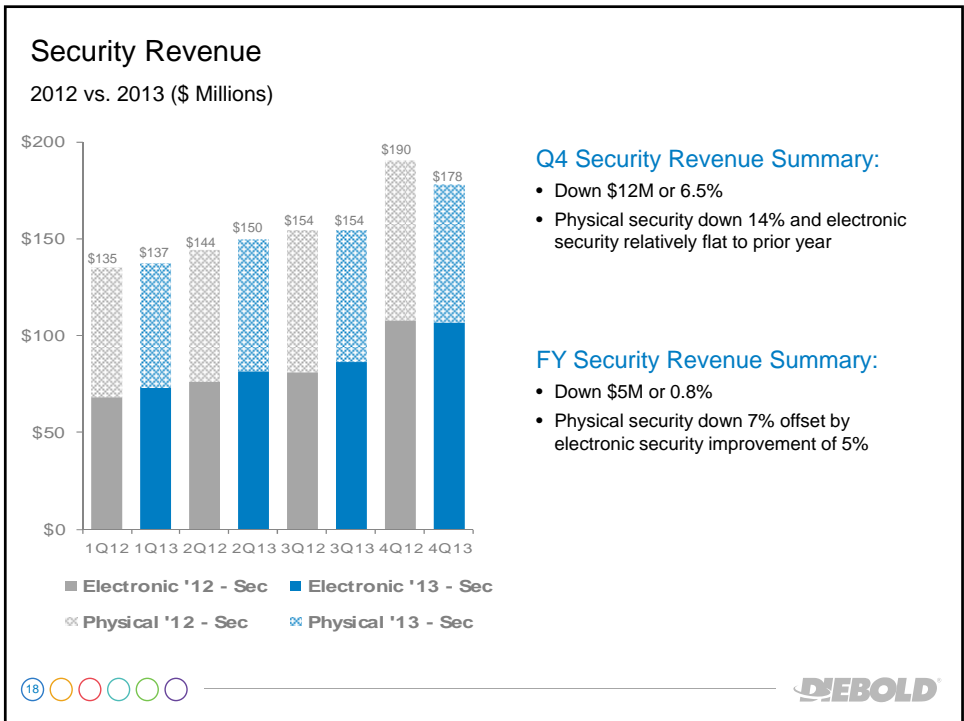
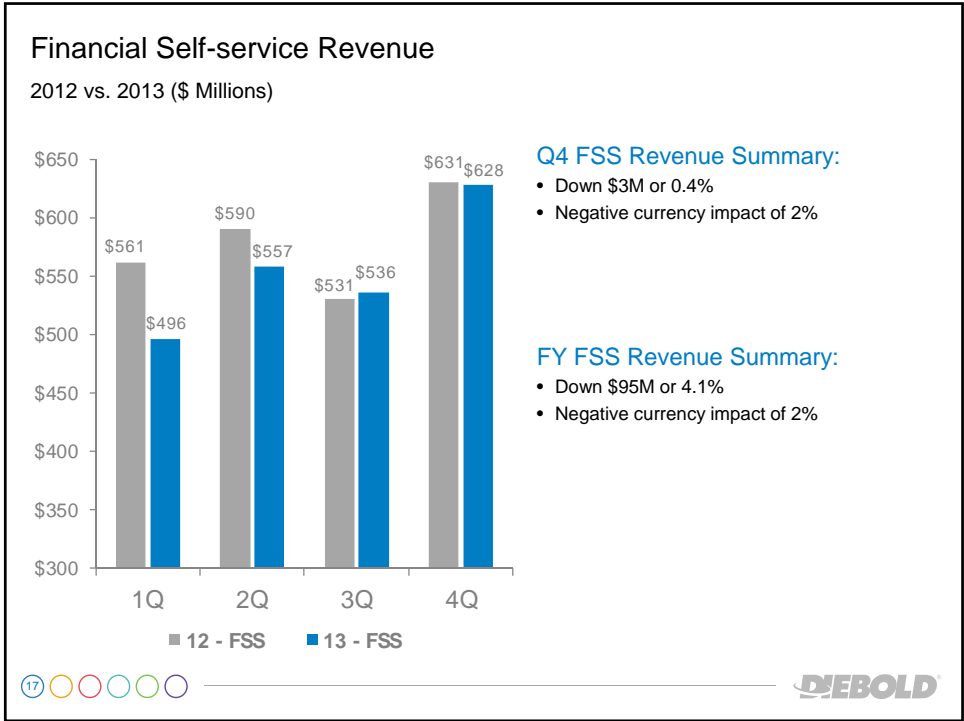
- Down \$28.7M or 3.4%
- Negative currency impact of 2% mainly due to Brazilian real
- Service rev. increased 1.4%, product rev. decreased 8.4%
- Mix: service 54%, product 46%



FY Revenue Summary:

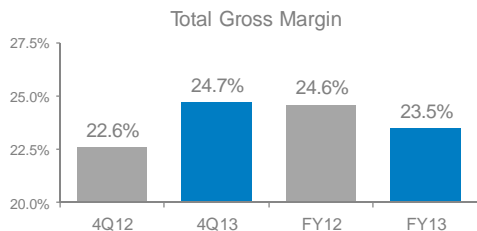
- Down \$134.2M or 4.5%
- Unfavorable currency impact of approximately 2% driven by Brazilian real
- Service rev. increased 0.6%, product rev. decreased 10.6%
- Mix: service 57%, product 43%





Gross Margins – non-GAAP*

2012 vs. 2013 (\$ Millions)

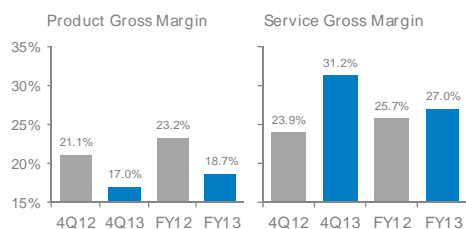


Total Gross Margin:

- Q4 up 2.1 percentage points

Product Gross Margin:

- Q4 down 4.1 percentage points
- FY down 4.5 percentage points



Service Gross Margin:

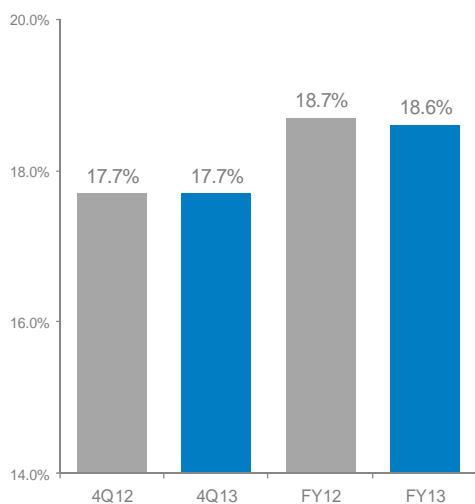
- Q4 up 7.3 percentage points
- FY up 1.3 percentage points

* See reconciliation of GAAP to non-GAAP measures at the end of this presentation



Op. Ex. as a Percentage of Revenue – non-GAAP*

2012 vs. 2013 (\$ Millions)



Q4 Op. Ex. as a % of Revenue:

- Flat to prior year
- Down \$5.3M on a dollar basis

FY Op. Ex. as a % of Revenue:

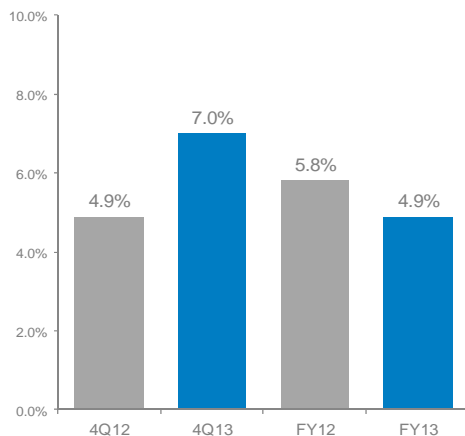
- Flat to prior year
- On a dollar basis, decreased by \$28.3M

* See reconciliation of GAAP to non-GAAP measures at the end of this presentation



Operating Profit – non-GAAP*

2012 vs. 2013 (\$ Millions)



Quarter:	4Q '12	4Q '13
Total Revenue	\$840.1	\$811.4
Total Gross Profit	\$189.5	\$200.1
Percent of Net Sales	22.6%	24.7%

Operating Expenses		
Selling, G & A	\$124.7	\$121.0
R, D&E	\$24.0	\$22.4
Total Operating Expense	\$148.7	\$143.4
Percent of Net Sales	17.7%	17.7%
Total Operating Profit	\$40.8	\$56.8
Percent of Net Sales	4.9%	7.0%

Full Year:	FY '12	FY '13
Total Revenue	\$2,991.7	\$2,857.5
Total Gross Profit	\$734.8	\$670.6
Percent of Net Sales	24.6%	23.5%

Operating Expenses		
Selling, G & A	\$476.1	\$445.7
R, D&E	\$84.1	\$86.2
Total Operating Expense	\$560.2	\$531.9
Percent of Net Sales	18.7%	18.6%
Total Operating Profit	\$174.6	\$138.7
Percent of Net Sales	5.8%	4.9%

* See reconciliation of GAAP to non-GAAP measures at the end of this presentation



New Segment Reporting Structure – non-GAAP*

Operating Profit by Reporting Segment

Operating Profit (\$000)	2013	2012	\$ Change	% Change
NA	\$252,737	\$294,996	\$(42,259)	(14.3%)
AP	62,760	62,414	346	0.6%
EMEA	44,507	28,659	15,848	55.3%
LA	35,218	44,472	(9,254)	(20.8%)
Brazil	6,321	3,304	3,017	91.3%
Total Segment Operating Profit	\$401,543	\$433,845	\$(32,302)	(7.4%)
Global/Corporate charges not allocated to segments*	(262,840)	(259,259)	(3,581)	1.4%
Total Non-GAAP Operating Profit	\$138,703	\$174,586	\$(35,883)	(20.6%)

*Global/corporate charges not allocated to segments include headquarter based costs associated with manufacturing administration, procurement, human resources, compensation and benefits, finance and accounting, global development/engineering, global strategy/mergers and acquisitions, global information technology, tax, treasury and legal



EPS Reconciliation

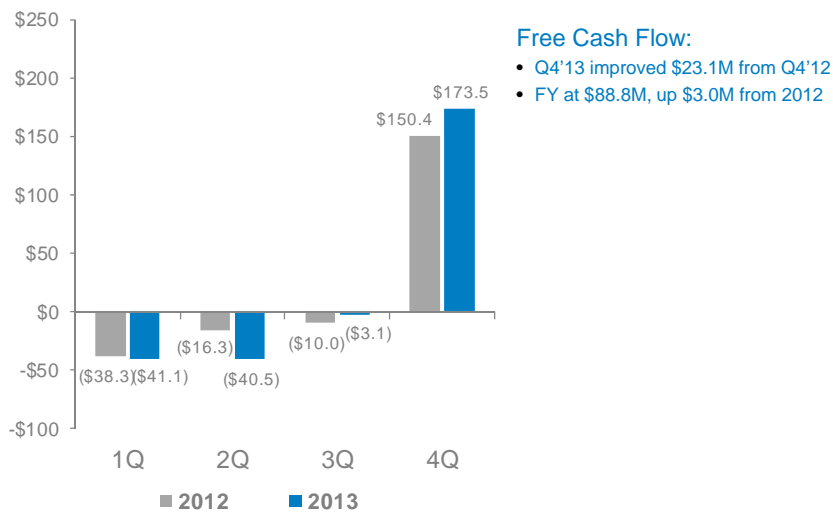
	Q4 '12	Q4 '13	FY '12	FY '13
EPS (GAAP)	\$ (0.14)	\$ (0.65)	\$ 1.20	\$ (2.85)
Restructuring charges	0.12	0.36	0.17	0.59
Non-routine and Amortization expenses	0.44	0.72	0.45	1.41
Non-routine income	0.00	0.00	0.00	(0.02)
Impairment	0.01	0.02	0.17	0.86
Deferred tax expense on foreign cash repatriation	0.00	0.12	0.00	0.76
Total adjusted EPS (non-GAAP)	\$ 0.43	\$ 0.57	\$ 1.99	\$ 0.75
Tax valuation allowance	0.00	0.00	0.00	0.61
Total adjusted EPS (non-GAAP) excluding Brazil valuation allowance	\$ 0.43	\$ 0.57	\$ 1.99	\$ 1.36
Tax rate (non-GAAP), excluding tax valuation allowance	24.0%	31.9%	27.8%	32.7%

Note: The sums of the quarterly figures may not equal annual figures due to rounding or differences in the weighted-average number of shares outstanding during the respective periods.



Free Cash Flow*

2012 vs. 2013 (\$ Millions)

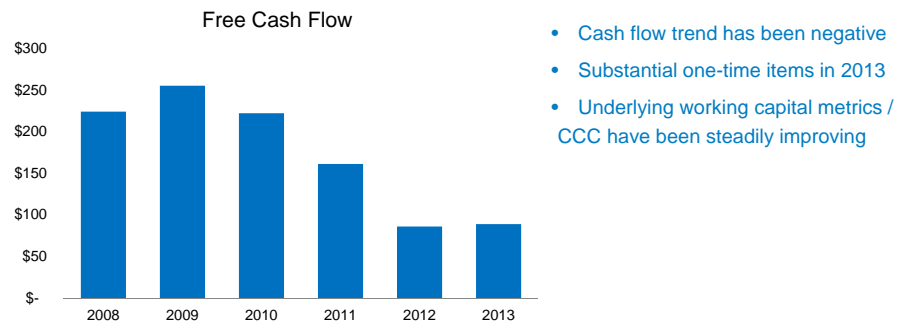


* See reconciliation of GAAP to non-GAAP measures at the end of this presentation



Multi-Year Free Cash Flow Comparison*

2008 – 2013 (\$ Millions)

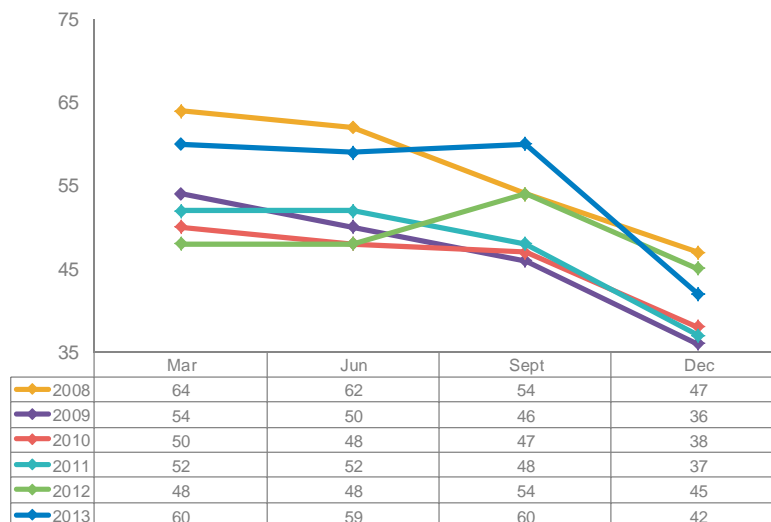


- Cash flow trend has been negative
- Substantial one-time items in 2013
- Underlying working capital metrics / CCC have been steadily improving

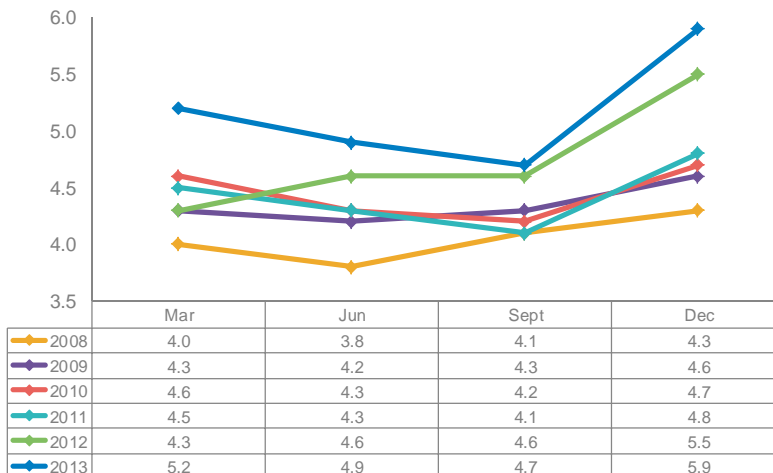
* See reconciliation of GAAP to non-GAAP measures at the end of this presentation



Working Capital – DSO



Working Capital – Inventory Turns

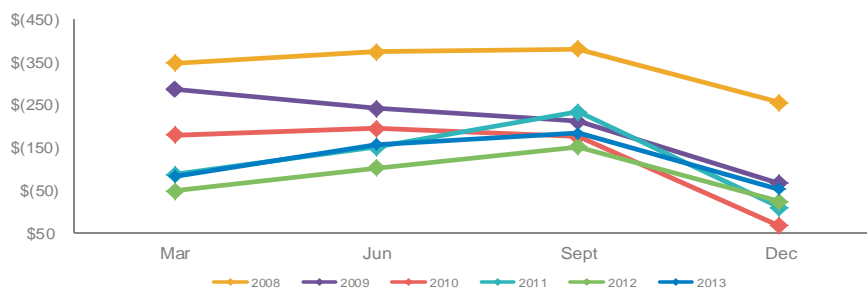


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Liquidity & Net Debt

(\$ Millions)

	Dec. 31, 2013	Dec. 31, 2012	Dec. 31, 2011
Cash, cash equivalents and other investments (GAAP measure)	\$473.7	\$630.7	\$620.8
Debt Instruments	(524.5)	(652.2)	(628.5)
Net (debt) (non-GAAP measure)	\$(50.8)	\$(21.5)	\$(7.7)
Net debt to capital* ratio	5%	2%	1%



* Capital includes Diebold shareholder equity, excludes non-controlling interest

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Legal / Compliance Update

- Company reached agreement with SEC/DOJ on terms of settlement for FCPA; included combined payments of \$48M made in Q4
- As previously disclosed, will have compliance monitor for minimum period of 18 months
- Made considerable improvements to compliance program and will implement enhancements as need is identified
- No change in status of Brazil tax assessment and continue to feel strongly about our legal position

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2014 Outlook

Revenue	
Total revenue	Up low single-digits
Earnings per share	
2014 EPS (GAAP)	\$1.25 – \$1.55
Restructuring charges; non-routine expenses & amortization	0.40 – 0.30
2014 EPS (non-GAAP)	\$1.65 – \$1.85
Tax Rate	
Non-GAAP Effective Tax Rate	~30%

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2014 Free Cash Flow Outlook

- Forecasting for the year \$80-\$100M
 - Includes approx. \$35M increase in capital expenditures as make strategic reinvestments in business



Dividend Strategy

- Committed to maintaining strong dividend
- Board of directors declared Q1 dividend 28.75 cents per share which is \$1.15 per share on an annualized basis
- Confident in ability to generate more than enough cash to support dividend and reinvest
- Long-term target payout ratio is ~35% of non-GAAP, after-tax earnings
- Confident in ability to maintain dividend and grow into payout ratio over time



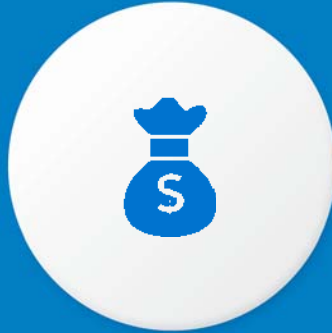
Conclusion

- Lot of work in front of us
- Committed to continuous improvements to strengthen control environment
- Operationally reducing costs and improving working capital
- Continue to strengthen capacity to reinvest and position company for future growth



Thank You





Supplemental Schedules

Q4 2013 Profit & Loss Statement

Reconciliation GAAP to non-GAAP (\$ Millions)

	2013 (GAAP)	Restructuring	Non-routine & Amort. Expenses	Non-routine Income	Tax Assertion	Impairment	2013 (non-GAAP)
Total Revenue	\$811.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$811.4
Total Gross Profit	\$180.1	\$19.0	\$1.1	\$0.0	\$0.0	\$0.0	\$200.1
Percent of Net Sales	22.2%						24.7%
Operating Expenses							
Selling, G & A	\$202.3	(\$13.2)	(\$69.0)	\$0.0	\$0.0	\$0.0	\$120.1
R, D & E	\$25.9	(\$3.5)	\$0.0	\$0.0	\$0.0	\$0.0	\$22.4
(Gain)/Loss on Assets	\$1.0	\$0.0	(\$0.1)	\$0.0	\$0.0	\$0.0	\$0.9
Impairment of Assets	\$1.4	\$0.0	\$0.0	\$0.0	\$0.0	(\$1.4)	\$0.0
Total Operating Expense	\$230.6	(\$16.7)	(\$69.2)	\$0.0	\$0.0	(\$1.4)	\$143.4
Percent of Net Sales	28.4%						17.7%
Total Operating Profit	(\$50.5)	\$35.6	\$70.2	\$0.0	\$0.0	\$1.4	\$56.8
Percent of Net Sales	-6.2%						7.0%
Other income/(expense)	\$1.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$1.3
Inc from Cont Ops before Tax	(\$49.2)	\$35.6	\$70.2	\$0.0	\$0.0	\$1.4	\$58.1
Percent of Net Sales	-6.1%						7.2%
Income Taxes	\$10.6	(\$12.3)	(\$24.5)	(\$0.0)	\$7.9	\$0.0	(\$18.4)
Income from Cont Ops	(\$38.6)	\$23.3	\$45.7	(\$0.0)	\$7.9	\$1.4	\$39.7
Percent of Net Sales	-4.8%						4.9%
Noncontrol Interest - Net Tax	(\$2.9)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$2.9)
Inc from Cont Ops - Net Tax	(\$41.4)	\$23.3	\$45.7	(\$0.0)	\$7.9	\$1.4	\$36.8
Loss from Disc Ops - Net Tax	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income	(\$41.4)	\$23.3	\$45.7	(\$0.0)	\$7.9	\$1.4	\$36.8
Percent of Net Sales	-5.1%						4.5%

Q4 2012 Profit & Loss Statement

Reconciliation GAAP to non-GAAP (\$ Millions)

	2012 (GAAP)	Restructuring	Non-routine & Amort. Expenses	Non-routine Income	Impairment	2012 (non-GAAP)
Total Revenue	\$840.1	\$0.0	\$0.0	\$0.0	\$0.0	\$840.1
Total Gross Profit	\$182.5	\$6.2	\$0.8	\$0.0	\$0.0	\$189.5
Percent of Net Sales	21.7%					22.6%
Operating Expenses						
Selling, G & A	\$168.3	(\$3.4)	(\$39.6)	\$0.0	\$0.0	\$125.3
R, D & E	\$24.7	(\$0.7)	\$0.0	\$0.0	\$0.0	\$24.0
(Gain)/Loss on Assets	(\$0.8)	\$0.0	\$0.0	\$0.1	\$0.0	(\$0.7)
Impairment of Assets	\$1.2	\$0.0	\$0.0	\$0.0	(\$1.0)	\$0.1
Total Operating Expense	\$193.4	(\$4.1)	(\$39.6)	\$0.1	(\$1.0)	\$148.7
Percent of Net Sales	23.0%					17.7%
Total Operating Profit	(\$10.9)	\$10.3	\$40.4	(\$0.1)	\$1.0	\$40.8
Percent of Net Sales	-1.3%					4.9%
Other income/(expense)	(\$0.7)	\$0.0	\$0.0	\$0.0	\$0.0	(\$0.7)
Inc from Cont Ops before Tax	(\$11.5)	\$10.3	\$40.4	(\$0.1)	\$1.0	\$40.2
	-1.4%					4.8%
Income Taxes	\$6.0	(\$2.7)	(\$12.1)	\$0.0	(\$0.4)	(\$9.1)
Income from Cont Ops	(\$5.5)	\$7.6	\$28.3	(\$0.0)	\$0.6	\$31.0
Percent of Net Sales	-0.7%					3.7%
Noncontrol Interest - Net Tax	(\$3.2)	\$0.0	\$0.0	\$0.0	\$0.0	(\$3.2)
Inc from Cont Ops - Net Tax	(\$8.7)	\$7.6	\$28.3	(\$0.0)	\$0.6	\$27.8
Loss from Disc Ops - Net Tax	(\$3.1)	\$0.0	\$0.0	\$0.0	\$0.0	(\$3.1)
Net Income	(\$11.9)	\$7.6	\$28.3	(\$0.0)	\$0.6	\$24.7



Q4 2013 Product & Service Gross Profit

Reconciliation GAAP to non-GAAP (\$ Millions)

	2013 (GAAP)	Restructuring	Non-routine & Amort. Expenses	2013 (non-GAAP)
Service Revenue	\$436.4	\$0.0	\$0.0	\$436.4
Product Revenue	\$375.1	\$0.0	\$0.0	\$375.1
Total Revenue	\$811.4	\$0.0	\$0.0	\$811.4
Service Gross Profit	\$117.9	\$18.1	\$0.3	\$136.3
Percent of Net Sales	27.0%			31.2%
Product Gross Profit	\$62.2	\$0.8	\$0.8	\$63.9
Percent of Net Sales	16.6%			17.0%
Total Gross Profit	\$180.1	\$19.0	\$1.1	\$200.1
Percent of Net Sales	22.2%			24.7%



Q4 2012 Product & Service Gross Profit

Reconciliation GAAP to non-GAAP (\$ Millions)

	2012 (GAAP)	Restructuring	Non-routine & Amort. Expenses	2012 (non-GAAP)
Service Revenue	\$430.4	\$0.0	\$0.0	\$430.4
Product Revenue	\$409.7	\$0.0	\$0.0	\$409.7
Total Revenue	\$840.1	\$0.0	\$0.0	\$840.1
Service Gross Profit	\$96.0	\$6.1	\$0.8	\$103.0
Percent of Net Sales	22.3%			23.9%
Product Gross Profit	\$86.5	\$0.1	\$0.0	\$86.6
Percent of Net Sales	21.1%			21.1%
Total Gross Profit	\$182.5	\$6.2	\$0.8	\$189.5
Percent of Net Sales	21.7%			22.6%

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Full Year 2013 Profit & Loss Statement

Reconciliation GAAP to non-GAAP (\$ Millions)

	2013 (GAAP)	Restructuring	Non-routine & Amort. Expenses	Non-routine Income	Tax Assertion	Impairment	2013 (non-GAAP)	Valuation Allowance	Adjusted 2013 (non-GAAP)
Total Revenue	\$2,857.5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$2,857.5	\$0.0	\$2,857.5
Total Gross Profit	\$640.4	\$28.4	\$1.9	\$0.0	\$0.0	\$0.0	\$670.6	\$0.0	\$670.6
Percent of Net Sales	22.4%						23.5%		23.5%
Operating Expenses									
Selling, G & A	\$596.7	(\$22.6)	(\$128.7)	\$0.0	\$0.0	\$0.0	\$445.4	\$0.0	\$445.4
R, D & E	\$92.3	(\$6.1)	\$0.0	\$0.0	\$0.0	\$0.0	\$86.2	\$0.0	\$86.2
(Gain)/Loss on Assets	(\$2.4)	\$0.0	(\$0.1)	\$2.2	\$0.0	\$0.0	(\$0.3)	\$0.0	(\$0.3)
Impairment of Assets	\$72.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$71.4)	\$0.6	\$0.0	\$0.6
Total Operating Expense	\$758.6	(\$28.7)	(\$128.9)	\$2.2	\$0.0	(\$71.4)	\$531.9	\$0.0	\$531.9
Percent of Net Sales	26.5%						18.6%		18.6%
Total Operating Profit	(\$118.3)	\$57.0	\$130.8	(\$2.2)	\$0.0	\$71.4	\$138.7	\$0.0	\$138.7
Percent of Net Sales	-4.1%						4.9%		4.9%
Other income/(expense)	(\$1.5)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$1.5)	\$0.0	(\$1.5)
Inc from Cont Ops before Tax	(\$119.8)	\$57.0	\$130.8	(\$2.2)	\$0.0	\$71.4	\$137.2	\$0.0	\$137.2
Income Taxes	(\$56.7)	(\$19.3)	(\$41.3)	\$0.8	\$48.8	(\$16.2)	(\$84.0)	\$39.1	(\$44.9)
Income from Cont Ops	(\$176.5)	\$37.7	\$89.5	(\$1.4)	\$48.8	\$55.1	\$53.1	\$39.1	\$92.3
Percent of Net Sales	-6.2%						1.9%		3.2%
Noncontrol Interest - Net Tax	(\$5.1)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$5.1)	\$0.0	(\$5.1)
Inc from Cont Ops - Net Tax	(\$181.6)	\$37.7	\$89.5	(\$1.4)	\$48.8	\$55.1	\$48.0	\$39.1	\$87.2
Loss from Disc Ops - Net Tax	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income	(\$181.6)	\$37.7	\$89.5	(\$1.4)	\$48.8	\$55.1	\$48.0	\$39.1	\$87.2
Percent of Net Sales	-6.4%						1.7%		3.1%

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Full Year 2012 Profit & Loss Statement

Reconciliation GAAP to non-GAAP (\$ Millions)

	2012 (GAAP)	Restructuring	Non-routine & Amort. Expenses	Non-routine Income	Impairment	2012 (non-GAAP)
Total Revenue	\$2,991.7	\$0.0	\$0.0	\$0.0	\$0.0	\$2,991.7
Total Gross Profit	\$729.6	\$4.4	\$0.8	\$0.0	\$0.0	\$734.8
Percent of Net Sales	24.4%					24.6%
Operating Expenses						
Selling, G & A	\$527.7	(\$9.0)	(\$41.5)	\$0.0	\$0.0	\$477.1
R, D & E	\$85.9	(\$1.8)	\$0.0	\$0.0	\$0.0	\$84.1
(Gain)/Loss on Assets	(\$1.2)	\$0.0	\$0.0	\$0.1	\$0.0	(\$1.1)
Impairment of Assets	\$15.8	\$0.0	\$0.0	\$0.0	(\$15.6)	\$0.1
Total Operating Expense	\$628.2	(\$10.9)	(\$41.5)	\$0.1	(\$15.6)	\$560.2
Percent of Net Sales	21.0%					18.7%
Total Operating Profit	\$101.4	\$15.2	\$42.3	(\$0.1)	\$15.6	\$174.6
Percent of Net Sales	3.4%					5.8%
Other income/(expense)	\$9.5	\$0.0	\$0.0	\$0.0	\$0.0	\$9.5
Inc from Cont Ops before Tax	\$110.9	\$15.2	\$42.3	(\$0.1)	\$15.6	\$184.1
Percent of Net Sales	3.7%					6.2%
Income Taxes	(\$28.2)	(\$4.5)	(\$12.8)	\$0.0	(\$5.1)	(\$50.6)
Income from Cont Ops	\$82.7	\$10.7	\$29.5	(\$0.0)	\$10.6	\$133.4
Percent of Net Sales	2.8%					4.5%
Noncontrol Interest - Net Tax	(\$5.9)	\$0.0	\$0.0	\$0.0	\$0.0	(\$5.9)
Inc from Cont Ops - Net Tax	\$76.7	\$10.7	\$29.5	(\$0.0)	\$10.6	\$127.5
Loss from Disc Ops - Net Tax	(\$3.1)	\$0.0	\$0.0	\$0.0	\$0.0	(\$3.1)
Net Income	\$73.6	\$10.7	\$29.5	(\$0.0)	\$10.6	\$124.4
Percent of Net Sales	2.5%					4.2%

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Full Year 2013 Product & Service Gross Profit

Reconciliation GAAP to non-GAAP (\$ Millions)

	2013 (GAAP)	Restructuring	Non-routine & Amort. Expenses	2013 (non-GAAP)
Service Revenue	\$1,637.1	\$0.0	\$0.0	\$1,637.1
Product Revenue	\$1,220.4	\$0.0	\$0.0	\$1,220.4
Total Revenue	\$2,857.5	\$0.0	\$0.0	\$2,857.5
Service Gross Profit	\$414.4	\$27.1	\$1.1	\$442.6
Percent of Net Sales	25.3%			27.0%
Product Gross Profit	\$226.0	\$1.3	\$0.8	\$228.1
Percent of Net Sales	18.5%			18.7%
Total Gross Profit	\$640.4	\$28.4	\$1.9	\$670.6
Percent of Net Sales	22.4%			23.5%

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Full Year 2012 Product & Service Gross Profit

Reconciliation GAAP to non-GAAP (\$ Millions)

	2012 (GAAP)	Restructuring	Non-routine & Amort. Expenses	2012 (non-GAAP)
Service Revenue	\$1,626.5	\$0.0	\$0.0	\$1,626.5
Product Revenue	\$1,365.2	\$0.0	\$0.0	\$1,365.2
Total Revenue	\$2,991.7	\$0.0	\$0.0	\$2,991.7
Service Gross Profit	\$410.8	\$6.2	\$0.8	\$417.9
Percent of Net Sales	25.3%			25.7%
Product Gross Profit	\$318.8	(\$1.8)	\$0.0	\$316.9
Percent of Net Sales	23.4%			23.2%
Total Gross Profit	\$729.6	\$4.4	\$0.8	\$734.8
Percent of Net Sales	24.4%			24.6%

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Free Cash Flow Reconciliation

(\$ Millions)

	Q4 '12	Q4 '13	FY '12	FY '13
Net cash provided (use) by operating activities	\$164.3	\$183.3	\$135.5	\$124.2
Capital expenditures	\$(13.9)	\$(9.8)	\$(49.7)	\$(35.4)
Free cash flow (use) (non-GAAP measure)	\$150.4	\$173.5	\$85.8	\$88.8

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Free Cash Flow Reconciliation

(\$ Millions)

	2008	2009	2010	2011	2012	2013	2014 Outlook
Net cash provided by (used in) operating activities (GAAP measure)	\$282	\$297	\$273	\$215	\$136	\$124	\$140 to \$170
Capital expenditures	(\$58)	(\$44)	(\$51)	(\$54)	(\$50)	(\$35)	(\$60) to (\$70)
Free cash flow / (use) (non-GAAP measure)	\$224	\$253	\$222	\$161	\$86	\$89	\$80 to \$100