



Use of Non-GAAP Financial Information



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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 the Brazilian elections systems business, 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.

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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:

- * the finalization of the company's financial statements for the three and six months ended June 30, 2013;
- * 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 and the approval of the potential settlement of the securities class action on the proposed terms;
- * 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 global FCPA review, including the approval of the potential settlement with the DOJ and SEC on the proposed terms;
- * the outcome of the company's assessment of its indirect tax compliance in Brazil, the work associated with which could result in revisions to the company's results reported in this earnings release; 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.

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Q2 2013
Business Overview

Andy W. Mattes
President & Chief Executive Officer

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Introduction



- *Results announced today are not in line with capabilities and potential as a company*
- *Areas of focus for today's call:*
 - *Review performance during the quarter*
 - *Level-set financial outlook and rationale behind guidance*
 - *Discuss actions we're taking to address our issues*

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Initial Observations



- *Multiple unique operating models and need to get underneath every piece of the operations*
- *Visited 3 of 5 geographies, which account for 70% of employees and 75% of revenue*
- *Meetings with 30 customers reaffirmed we have strong base of customers looking for us to help solve their business challenges*
- *Diebold has many strong assets, especially in service portfolio*
- *Turnaround opportunity*

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Initial Observations



- *Will get crisper regarding decisions, actions, and execution*
- *In process of closing out some pending legal and compliance issues*
- *Pay closer attention to reducing our cost structure and become more variable in nature and better aligned with industry peers*
- *Will sharpen focus on cash generation*
- *Will recruit top-tier talent and empower employees to drive change*
 - *Hired Stefan Merz, previously VP of Sales, Strategy and Operations, Enterprise Group at HP*
- *Will upgrade our service operations from a service delivery to a service business approach*

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Initial Observations



- *Will implement major overhaul to IT infrastructure*
 - *Requires heavy lifting; pressure on our near-term P&L*
- *Growth, a key area of focus:*
 - *Growth in electronic security encouraging, including GAS acquisition*
 - *Next step is to better leverage pockets of innovation in other markets, especially in managed services space*

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2013 Outlook



Rationale:

- *Significantly reduced our outlook for 2013*
- *Prior forecast too back-end loaded and dependent on major tenders in Brazil and up-tick in demand in the U.S. regional bank space*
- *Taken two prior assumptions out of current guidance*
- *Order book is encouraging but many will not revenue until late this year/early 2014*

Multi-Year Realignment Plan:

- *Identified \$150M of targeted savings and accelerating our efforts*
 - *Will freeze the company's defined-benefit pension plan for U.S. employees*
 - *Will offer early retirement to over 1,200 U.S. employees*

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Conclusion



- *Believe brand is strong and we have deep customer relationships on which to build*
- *Will focus on achieving appropriate cost structure and investing in systems necessary to support growth*
- *Getting cost out of the company will improve cash position and enable us to invest in the future*
- *Important to act decisively and address major issues*
- *Much of our success lies in our hands*
- *Lot of work in front of us, but feel deeply confident about our future*

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Q2 2013
Financial Overview

Brad Richardson
EVP & Chief Financial Officer

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Agenda



- *Brazil tax assessment update*
- *Second quarter financials overview*
- *Balance sheet strategy and cost savings impact*
- *Rationale behind 2013 revenue and earnings guidance*
- *Free cash flow outlook*
- *Conclusion*

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Brazil Tax Assessment Update



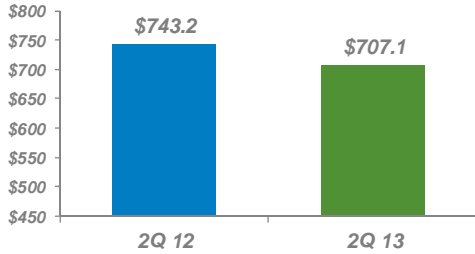
- Continue to evaluate impact of potential tax uncertainty from previously disclosed Brazil tax assessment
- As a result of the assessment and our previously disclosed material weakness, we undertook a review of our overall compliance with Brazil indirect tax regulations
 - As part of review, identified an adjustment of approximately \$23M impact to product cost of sales related to 2008-2012 prior periods
 - Adjustments are not related to the original tax assessment and prior period financial statements will be revised prospectively
- Continue to assess exposure to state indirect tax compliance in Brazil; possible that financial results for certain periods may need to be further revised or restated
- Therefore results shared today should be treated as preliminary and subject to change

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Total Revenue



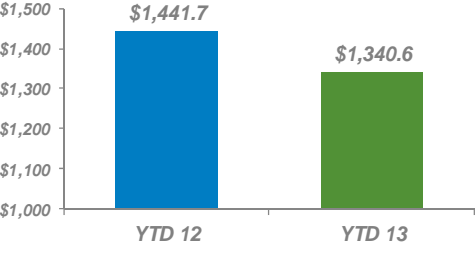
2012 vs. 2013 (\$Millions)



Period	Revenue (\$Millions)
2Q 12	\$743.2
2Q 13	\$707.1

Q2 Revenue Summary:

- Down \$36.1M or 4.9%
- Currency impact 1% mainly due to Brazilian real
- Service rev. increased 4.1%, product rev. decreased 15.1%
- Mix: service 58%, product 42%

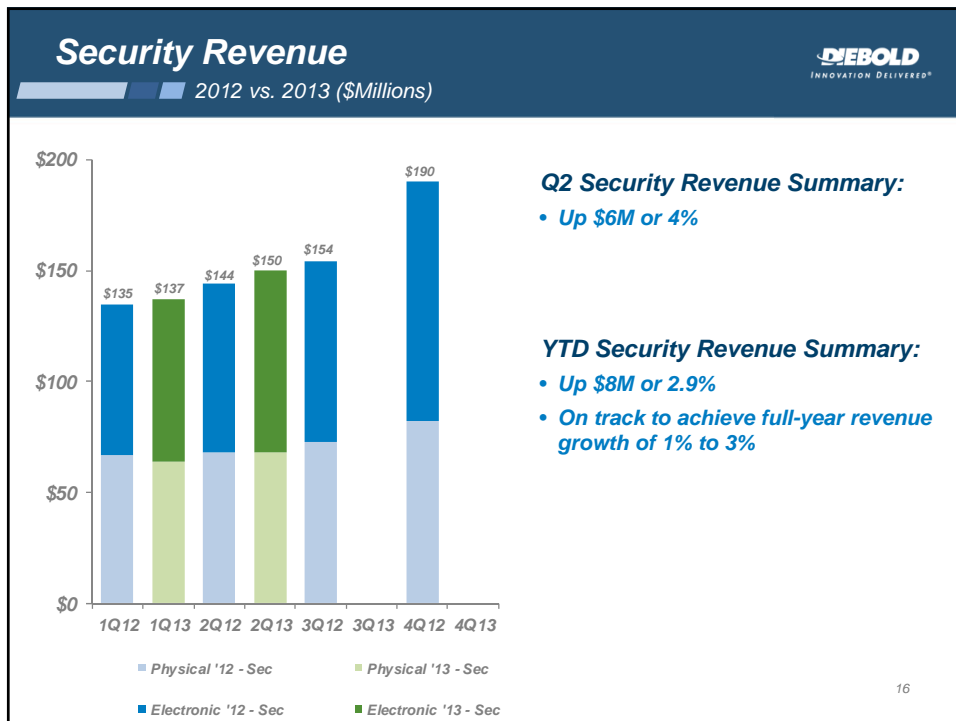
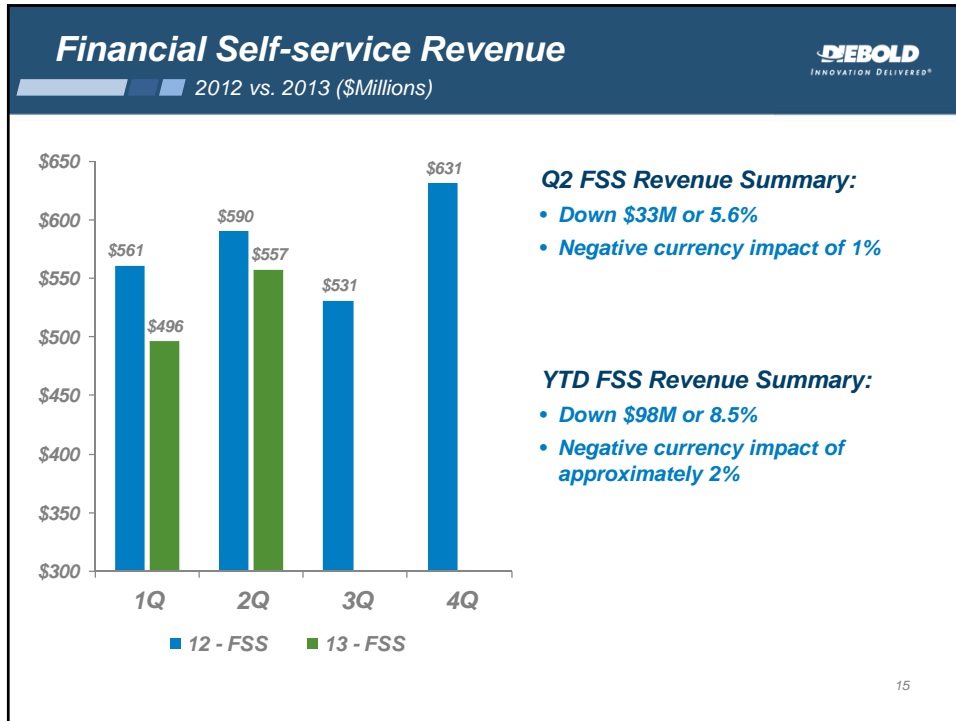


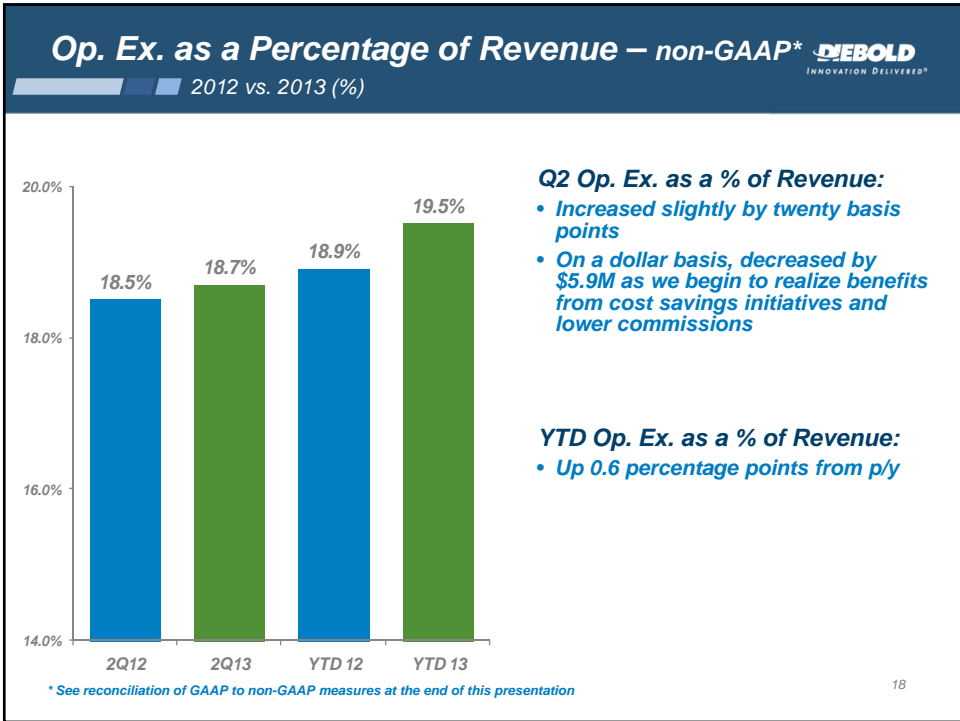
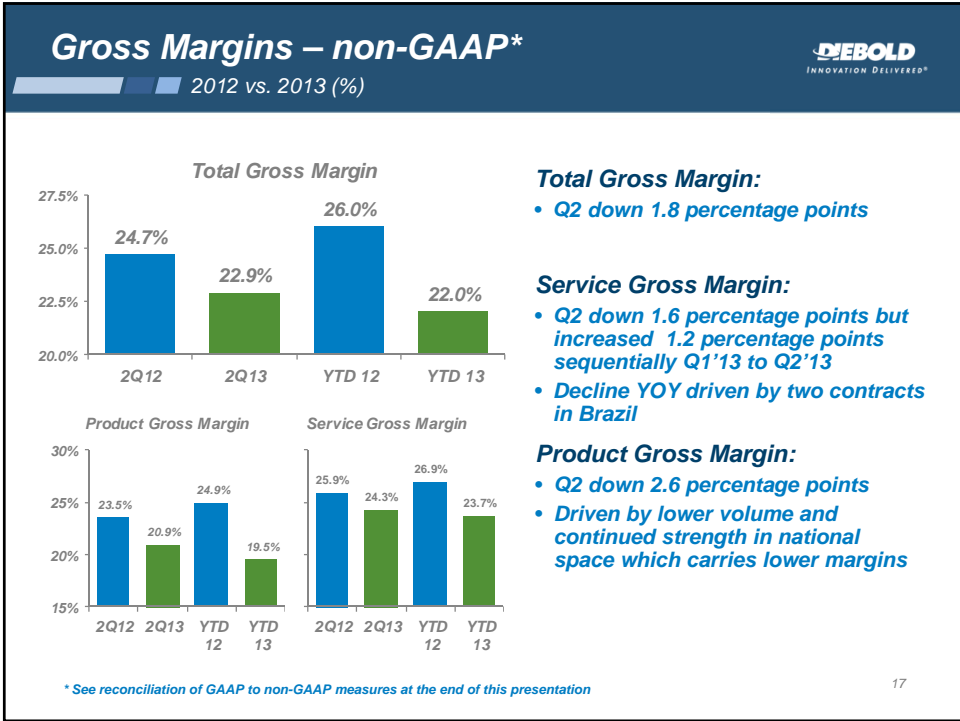
Period	Revenue (\$Millions)
YTD 12	\$1,441.7
YTD 13	\$1,340.6

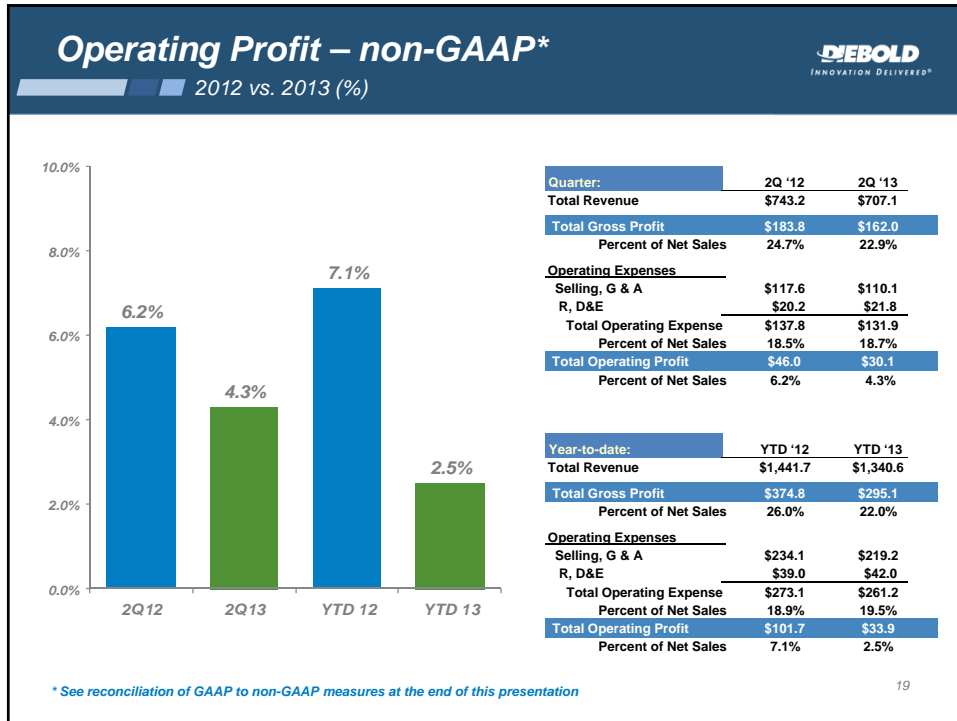
YTD Revenue Summary:

- Down \$101.1M or 7.0%
- Currency down 1%
- Service rev. increased 0.2%, product rev. decreased 15.9%
- Mix: service 59%, product 41%

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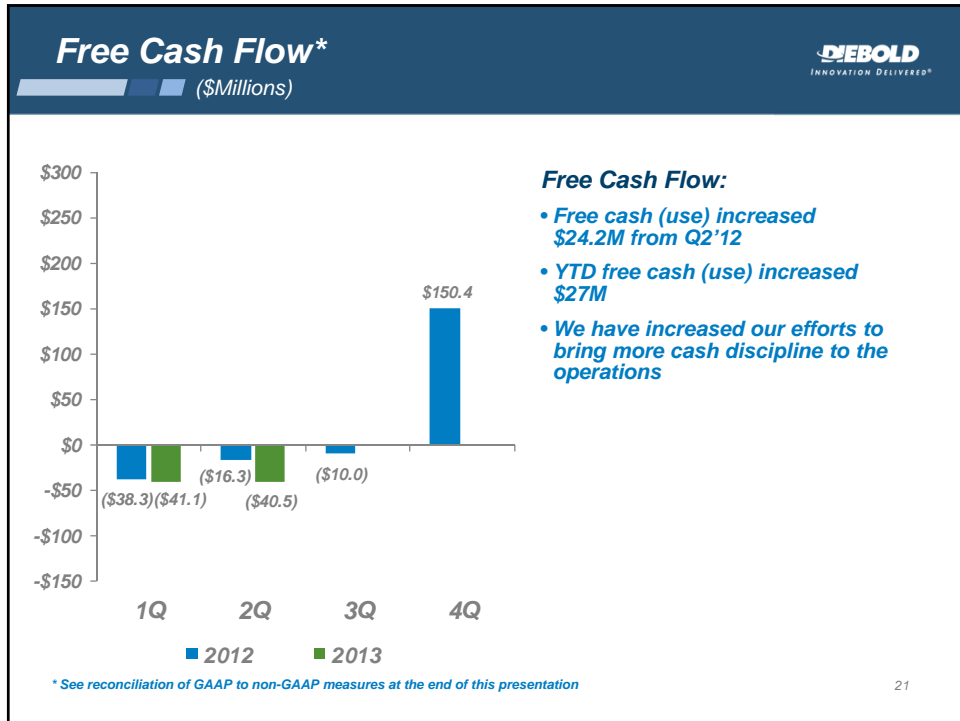




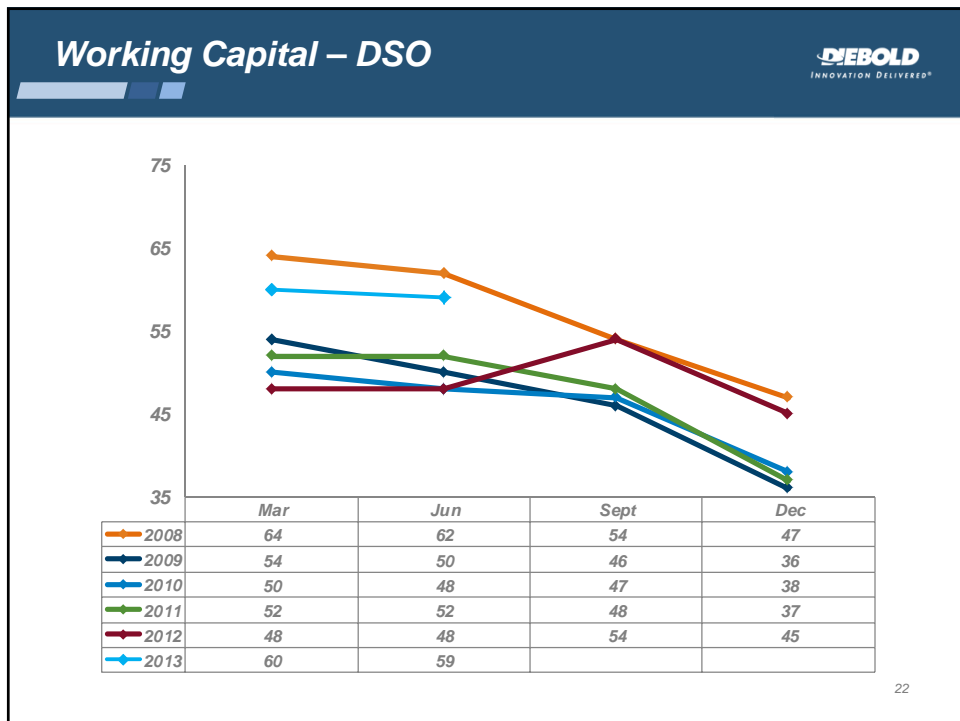
EPS Reconciliation

	Q2 '12	Q2 '13	YTD '12	YTD '13
EPS (GAAP)	\$0.39	(\$1.55)	\$1.09	(\$1.76)
Restructuring charges	0.01	0.08	0.02	0.17
Non-routine and Amortization expenses	0.00	0.55	0.01	0.65
Non-routine income	0.00	0.00	0.00	(0.02)
Impairment	0.07	0.00	0.07	0.00
Deferred tax expense on foreign cash repatriation	0.00	0.67	0.00	0.67
Total adjusted EPS (non-GAAP)	\$0.47	(\$0.25)	\$1.19	(\$0.29)
Tax valuation allowance	0.00	0.51	0.00	0.51
Total adjusted EPS (non-GAAP) excluding Brazil valuation allowance	\$0.47	\$0.26	\$1.19	\$0.23
Tax rate (non-GAAP), excluding tax valuation allowance	34.7%	37.4%	28.2%	47.7%

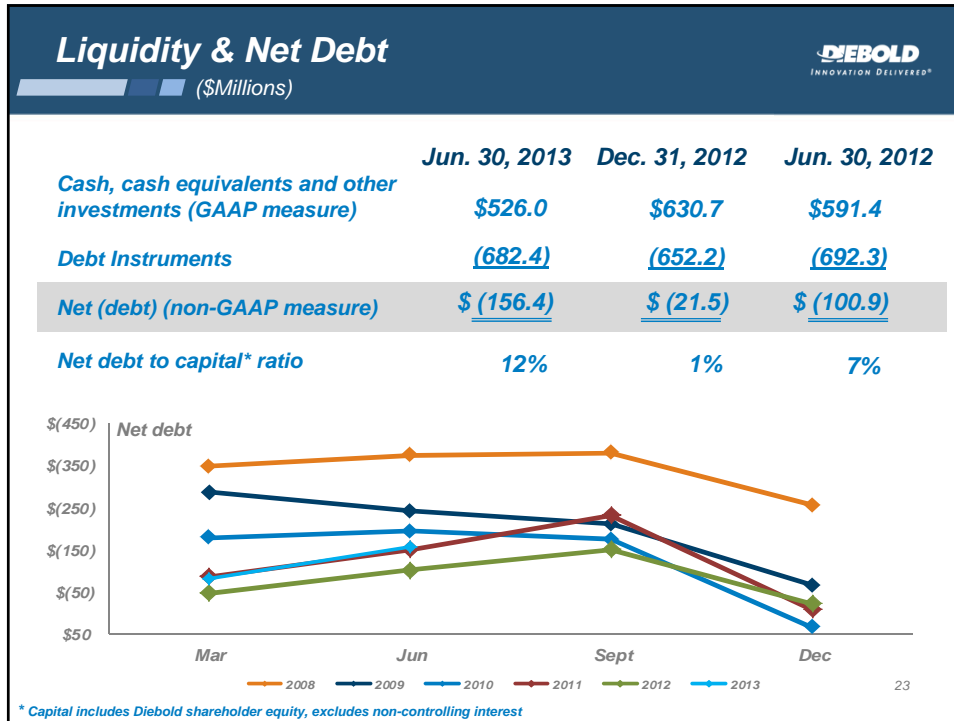
Note: The sums of the quarterly figures may not equal annual figures due to rounding or differences in the weighted-average number of shares outstanding during the respective periods.



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- ### Balance Sheet Strategy and Cost Savings Impact
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- Plan to repatriate \$250M of cash back to the U.S.
 - Placing approximately \$100M of debt in foreign jurisdictions
 - Savings associated with defined-benefit pension plan freeze for U.S. based employees estimated at \$30M
 - Expect underfunded status to reduce from ~\$150M down to about \$50M; no plans to voluntarily contribute to pension plan for the foreseeable future
 - Regarding VERP, will not know savings until take-up rate can be determined
 - Based on industry average take rate of 25%-45%, anticipate second half charge of \$40-\$70M, resulting in approx. \$15-\$25M annual savings on go forward basis
 - The pension and VERP provide strong underpinning to the \$150M in cost savings

2013 Guidance



Revenue	Previous Guidance	Current Guidance
<i>Total revenue</i>	<i>Relatively flat</i>	<i>(5%) – (7%)</i>
Earnings per share		
<i>2013 EPS (GAAP)</i>	<i>N/A</i>	<i>(\$1.60) – (\$1.10)</i>
<i>Restructuring charges</i>	<i>N/A</i>	<i>0.35 - 0.27</i>
<i>Non-routine expense & Amort.</i>	<i>N/A</i>	<i>1.39 - 1.07</i>
<i>Non-routine income</i>		<i>(0.02)</i>
<i>Impairment</i>	<i>N/A</i>	<i>-</i>
<i>Deferred tax expense on foreign cash repatriation</i>	<i>N/A</i>	<i>0.67</i>
<i>2013 EPS (non-GAAP)</i>	<i>Flat to moderately down</i>	<i>\$0.79 - \$0.89</i>
<i>Tax valuation allowance</i>	<i>N/A</i>	<i>0.51</i>
<i>2013 EPS (non-GAAP) excluding tax valuation allowance</i>	<i>N/A</i>	<i>\$1.30 - \$1.40</i>

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Free Cash Flow Outlook



- **Expect free cash (use) of approx. (\$25M) for the full year**
 - **Result of reduced earnings outlook coupled with potential class action lawsuit and FCPA settlements and tax expense associated with planned cash repatriation activities**
 - **Subject to variability in timing of large settlement payments**

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Conclusion

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- *Lot of work in front of us*
- *Working aggressively to resolve Brazil tax matter*
- *Moved aggressively to bring other compliance and legal issues towards closure*
- *Also working to restructure balance sheet, improve free cash flow and address cost structure, all critical to position company for growth*

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Q2 2013

Operational and Regional Overview

George S. Mayes, Jr.
EVP & Chief Operations Officer

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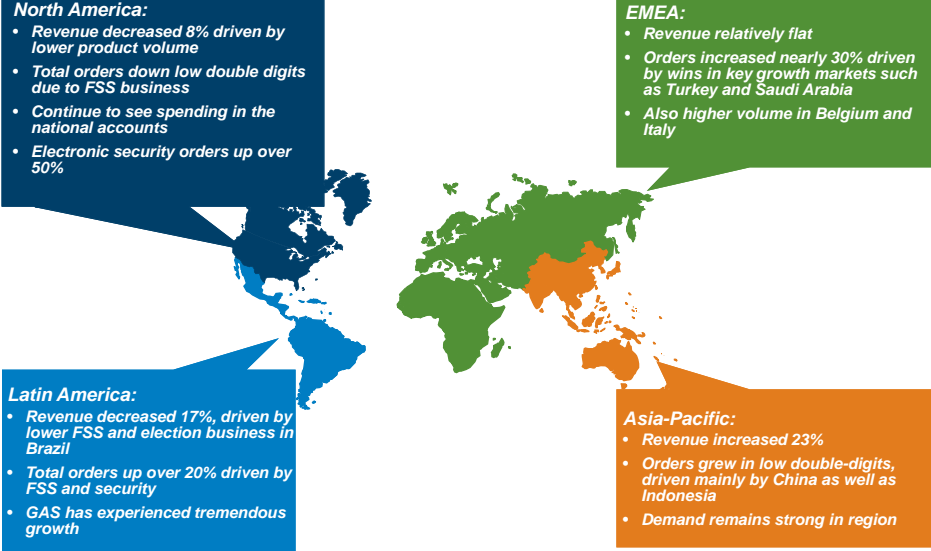
Agenda



- *Regional review*
- *Multi-year realignment initiatives update*
- *Conclusion*

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Q2 Regional Highlights

North America:

- Revenue decreased 8% driven by lower product volume
- Total orders down low double digits due to FSS business
- Continue to see spending in the national accounts
- Electronic security orders up over 50%

EMEA:

- Revenue relatively flat
- Orders increased nearly 30% driven by wins in key growth markets such as Turkey and Saudi Arabia
- Also higher volume in Belgium and Italy

Latin America:

- Revenue decreased 17%, driven by lower FSS and election business in Brazil
- Total orders up over 20% driven by FSS and security
- GAS has experienced tremendous growth

Asia-Pacific:

- Revenue increased 23%
- Orders grew in low double-digits, driven mainly by China as well as Indonesia
- Demand remains strong in region

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Multi-year Realignment Plan Update



- *Already identified \$150 million of targeted savings*
- *Initiatives discussed in Q1:*
 1. *Near-term actions (previously announced headcount reductions and discretionary spend)*
 2. *Globalizing service organization and processes*
 3. *Created unified global organization for solution development and management*
 4. *Transforming G&A cost structure and processes*
- *Additional actions:*
 1. *Voluntary early retirement program (VERP)*
 2. *Pension Freeze*
- *Accelerating efforts longer-term to identify additional savings above \$150M*

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Conclusion



- *Making good progress and remain committed to expectations set forth*
- *Andy has provided additional, valuable insights on operational improvement efforts*
- *Confident in leadership team's ability to expedite an effective transformation that will deliver value to shareholders*

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Supplemental Schedules

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Q2 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	\$707.1	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$707.1	\$0.0	\$707.1
Total Gross Profit	\$157.4	\$4.3	\$0.3	\$0.0	\$0.0	\$0.0	\$162.0	\$0.0	\$162.0
Percent of Net Sales	22.3%						22.9%		22.9%
Operating Expenses									
Selling, G & A	\$157.2	(\$1.6)	(\$45.9)	\$0.0	\$0.0	\$0.0	\$109.7	\$0.0	\$109.7
R, D & E	\$23.4	(\$1.6)	\$0.0	\$0.0	\$0.0	\$0.0	\$21.8	\$0.0	\$21.8
(Gain)/Loss on Assets	(\$0.2)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$0.2)	\$0.0	(\$0.2)
Impairment of Assets	\$0.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.6	\$0.0	\$0.6
Total Operating Expense	\$181.0	(\$3.2)	(\$45.9)	\$0.0	\$0.0	\$0.0	\$131.9	\$0.0	\$131.9
Percent of Net Sales	25.6%						18.7%		18.7%
Total Operating Profit	(\$23.6)	\$7.6	\$46.2	\$0.0	\$0.0	\$0.0	\$30.1	\$0.0	\$30.1
Percent of Net Sales	-3.3%						4.3%		4.3%
Other income/(expense)	(\$1.9)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$1.9)	\$0.0	(\$1.9)
Inc from Cont Ops before Tax	(\$25.5)	\$7.6	\$46.2	\$0.0	\$0.0	\$0.0	\$28.3	\$0.0	\$28.3
Income Taxes	(\$71.9)	(\$2.5)	(\$11.5)	\$0.0	\$42.8	\$0.0	(\$43.1)	\$32.7	(\$10.5)
Income from Cont Ops	(\$97.4)	\$5.0	\$34.7	\$0.0	\$42.8	\$0.0	(\$14.3)	\$32.7	\$17.5
Percent of Net Sales	-13.8%						-2.1%		2.5%
Noncontrol Interest - Net Tax	(\$1.2)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$1.2)	\$0.0	(\$1.2)
Inc from Cont Ops - Net Tax	(\$98.6)	\$5.0	\$34.7	\$0.0	\$42.8	\$0.0	(\$16.1)	\$32.7	\$16.6
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	(\$98.6)	\$5.0	\$34.7	\$0.0	\$42.8	\$0.0	(\$16.1)	\$32.7	\$16.6
Percent of Net Sales	-13.9%						-2.3%		2.3%

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Q2 2012 Profit & Loss Statement



Reconciliation GAAP to non-GAAP (\$Millions)

	2012 (GAAP)	Restructuring	Non-routine Expenses	Non-routine Income	Impairment	2012 (non-GAAP)
Total Revenue	\$743.2	\$0.0	\$0.0	\$0.0	\$0.0	\$743.2
Total Gross Profit	\$183.9	(\$0.1)	\$0.0	\$0.0	\$0.0	\$183.8
Percent of Net Sales	24.7%					24.7%
Operating Expenses						
Selling, G & A	\$118.8	(\$0.8)	(\$0.3)	\$0.0	\$0.0	\$117.6
R, D & E	\$20.2	\$0.0	\$0.0	\$0.0	\$0.0	\$20.2
Impairment of Assets	\$6.7	\$0.0	\$0.0	\$0.0	(\$6.7)	\$0.0
Total Operating Expense	\$145.7	(\$0.8)	(\$0.3)	\$0.0	(\$6.7)	\$137.8
Percent of Net Sales	19.6%					18.5%
Total Operating Profit	\$38.3	\$0.7	\$0.3	\$0.0	\$6.7	\$46.0
Percent of Net Sales	5.1%					6.2%
Other income/(expense)	\$2.1	\$0.0	\$0.0	\$0.0	\$0.0	\$2.1
Inc from Cont Ops before Tax	\$40.4	\$0.7	\$0.3	\$0.0	\$6.7	\$48.1
Income Taxes	(\$13.8)	(\$0.2)	(\$0.1)	\$0.0	(\$2.5)	(\$16.6)
Income from Cont Ops	\$26.6	\$0.5	\$0.2	\$0.0	\$4.2	\$31.5
Percent of Net Sales	3.6%					4.2%
Noncontrol Interest - Net Tax	(\$1.3)	\$0.0	\$0.0	\$0.0	\$0.0	(\$1.3)
Inc from Cont Ops - Net Tax	\$25.3	\$0.5	\$0.2	\$0.0	\$4.2	\$30.2
Loss from Disc Ops - Net Tax	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income	\$25.3	\$0.5	\$0.2	\$0.0	\$4.2	\$30.2
Percent of Net Sales	3.4%					4.1%

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Q2 2013 Product & Service Gross Profit



Reconciliation GAAP to non-GAAP (\$Millions)

	2013 (GAAP)	Restructuring	Non-routine & Amort. Expenses	2013 (non-GAAP)
Service Revenue	\$413.2	\$0.0	\$0.0	\$413.2
Product Revenue	\$293.9	\$0.0	\$0.0	\$293.9
Total Revenue	\$707.1	\$0.0	\$0.0	\$707.1
Service Gross Profit	\$96.1	\$4.2	\$0.3	\$100.6
Percent of Net Sales	23.3%			24.3%
Product Gross Profit	\$61.3	\$0.1	\$0.0	\$61.4
Percent of Net Sales	20.9%			20.9%
Total Gross Profit	\$157.4	\$4.3	\$0.3	\$162.0
Percent of Net Sales	22.3%			22.9%

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Q2 2012 Product & Service Gross Profit



Reconciliation GAAP to non-GAAP (\$Millions)

	2012 (GAAP)	Restructuring	Non-routine Expenses	2012 (non-GAAP)
Service Revenue	\$396.9	\$0.0	\$0.0	\$396.9
Product Revenue	\$346.3	\$0.0	\$0.0	\$346.3
Total Revenue	\$743.2	\$0.0	\$0.0	\$743.2
Service Gross Profit	\$102.8	(\$0.2)	\$0.0	\$102.6
Percent of Net Sales	25.9%			25.9%
Product Gross Profit	\$81.1	\$0.1	\$0.0	\$81.2
Percent of Net Sales	23.4%			23.5%
Total Gross Profit	\$183.9	(\$0.1)	\$0.0	\$183.8
Percent of Net Sales	24.7%			24.7%

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Q2 YTD 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	\$1,340.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$1,340.6	\$0.0	\$1,340.6
Total Gross Profit	\$287.4	\$7.1	\$0.6	\$0.0	\$0.0	\$0.0	\$295.1	\$0.0	\$295.1
Percent of Net Sales	21.4%						22.0%		22.0%
Operating Expenses									
Selling, G & A	\$282.7	(\$7.5)	(\$56.0)	\$0.0	\$0.0	\$0.0	\$219.2	\$0.0	\$219.2
R, D & E	\$44.4	(\$2.5)	\$0.0	\$0.0	\$0.0	\$0.0	\$42.0	\$0.0	\$42.0
(Gain)/Loss on Assets	(\$2.8)	\$0.0	\$0.0	\$2.2	\$0.0	\$0.0	(\$0.6)	\$0.0	(\$0.6)
Impairment of Assets	\$0.6	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.6	\$0.0	\$0.6
Total Operating Expense	\$325.0	(\$10.0)	(\$56.0)	\$2.2	\$0.0	\$0.0	\$261.2	\$0.0	\$261.2
Percent of Net Sales	24.2%						19.5%		19.5%
Total Operating Profit	(\$37.5)	\$17.1	\$56.6	(\$2.2)	\$0.0	\$0.0	\$33.9	\$0.0	\$33.9
Percent of Net Sales	-2.8%						2.5%		2.5%
Other income/(expense)	(\$5.0)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$5.0)	\$0.0	(\$5.0)
Inc from Cont Ops before Tax	(\$42.5)	\$17.1	\$56.6	(\$2.2)	\$0.0	\$0.0	\$28.9	\$0.0	\$28.9
Income Taxes	(\$68.8)	(\$6.1)	(\$15.4)	\$0.8	\$42.8	\$0.0	(\$46.5)	\$32.7	(\$13.9)
Income from Cont Ops	(\$111.3)	\$11.0	\$41.2	(\$1.4)	\$42.8	\$0.0	(\$17.6)	\$32.7	\$15.1
Percent of Net Sales	-8.3%						-1.3%		1.1%
Noncontrol Interest - Net Tax	(\$0.7)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	(\$0.7)	\$0.0	(\$0.7)
Inc from Cont Ops - Net Tax	(\$112.0)	\$11.0	\$41.2	(\$1.4)	\$42.8	\$0.0	(\$18.3)	\$32.7	\$14.3
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	(\$112.0)	\$11.0	\$41.2	(\$1.4)	\$42.8	\$0.0	(\$18.3)	\$32.7	\$14.3
Percent of Net Sales	-8.4%						-1.4%		1.1%

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Q2 YTD 2012 Profit & Loss Statement



Reconciliation GAAP to non-GAAP (\$Millions)

	2012 (GAAP)	Restructuring	Non-routine Expenses	Non-routine Income	Impairment	2012 (non-GAAP)
Total Revenue	\$1,441.7	\$0.0	\$0.0	\$0.0	\$0.0	\$1,441.7
Total Gross Profit	\$375.5	(\$0.8)	\$0.0	\$0.0	\$0.0	\$374.8
Percent of Net Sales	26.0%					26.0%
Operating Expenses						
Selling, G & A	\$238.6	(\$3.2)	(\$1.3)	\$0.0	\$0.0	\$234.1
R, D & E	\$39.0	\$0.0	\$0.0	\$0.0	\$0.0	\$39.0
Impairment of Assets	\$6.7	\$0.0	\$0.0	\$0.0	(\$6.7)	(\$0.0)
Total Operating Expense	\$284.3	(\$3.2)	(\$1.3)	\$0.0	(\$6.7)	\$273.1
Percent of Net Sales	19.7%					18.9%
Total Operating Profit	\$91.3	\$2.4	\$1.3	\$0.0	\$6.7	\$101.7
Percent of Net Sales	6.3%					7.1%
Other income/(expense)	\$6.9	\$0.0	\$0.0	\$0.0	\$0.0	\$6.9
Inc from Cont Ops before Tax	\$98.2	\$2.4	\$1.3	\$0.0	\$6.7	\$108.6
Income Taxes	(\$26.9)	(\$0.8)	(\$0.5)	\$0.0	(\$2.5)	(\$30.6)
Income from Cont Ops	\$71.3	\$1.6	\$0.8	\$0.0	\$4.2	\$78.0
Percent of Net Sales	4.9%					5.4%
Noncontrol Interest - Net Tax	(\$2.1)	\$0.0	\$0.0	\$0.0	\$0.0	(\$2.1)
Inc from Cont Ops - Net Tax	\$69.2	\$1.6	\$0.8	\$0.0	\$4.2	\$75.9
Loss from Disc Ops - Net Tax	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Net Income	\$69.2	\$1.6	\$0.8	\$0.0	\$4.2	\$75.9
Percent of Net Sales	4.8%					5.3%

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Q2 YTD 2013 Product & Service Gross Profit

Reconciliation GAAP to non-GAAP (\$Millions)

	2013 (GAAP)	Restructuring	Non-routine & Amort. Expenses	2013 (non-GAAP)
Service Revenue	\$795.4	\$0.0	\$0.0	\$795.4
Product Revenue	\$545.2	\$0.0	\$0.0	\$545.2
Total Revenue	\$1,340.6	\$0.0	\$0.0	\$1,340.6
Service Gross Profit	\$181.4	\$6.9	\$0.6	\$188.8
Percent of Net Sales	22.8%			23.7%
Product Gross Profit	\$106.0	\$0.2	\$0.0	\$106.3
Percent of Net Sales	19.5%			19.5%
Total Gross Profit	\$287.4	\$7.1	\$0.6	\$295.1
Percent of Net Sales	21.4%			22.0%

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Q2 YTD 2012 Product & Service Gross Profit

Reconciliation GAAP to non-GAAP (\$Millions)

	2012 (GAAP)	Restructuring	Non-routine Expenses	2012 (non-GAAP)
Service Revenue	\$793.8	\$0.0	\$0.0	\$793.8
Product Revenue	\$647.9	\$0.0	\$0.0	\$647.9
Total Revenue	\$1,441.7	\$0.0	\$0.0	\$1,441.7
Service Gross Profit	\$214.3	(\$0.9)	\$0.0	\$213.4
Percent of Net Sales	27.0%			26.9%
Product Gross Profit	\$161.3	\$0.1	\$0.0	\$161.4
Percent of Net Sales	24.9%			24.9%
Total Gross Profit	\$375.5	(\$0.8)	\$0.0	\$374.8
Percent of Net Sales	26.0%			26.0%

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