Q1 2013

Investment Community
Conference Call – April 30, 2013

Use of Non-GAAP Financial Information

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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.

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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 ongoing securities class action and 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 global FCPA review and any actions taken by government agencies in connection with the company's self disclosure, including the pending DOJ and SEC investigations; and
* the company's ability to achieve benefits from its cost-reduction initiatives and other strategic changes, including its restructuring actions.

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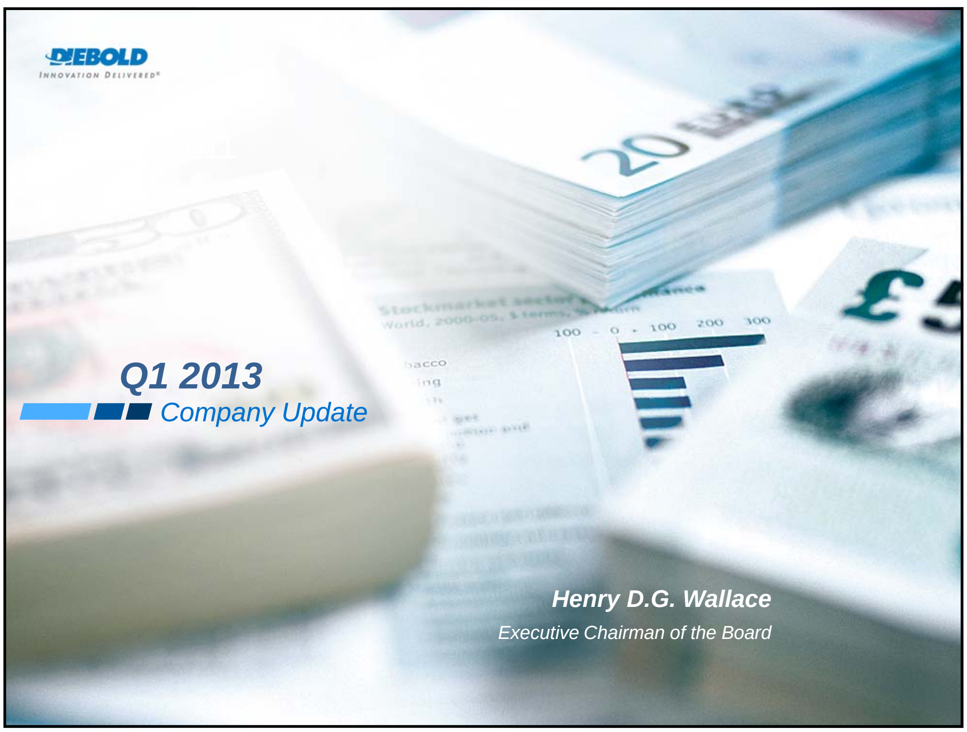

Company Update

- First quarter disappointing, but in line with internal forecasts
- Significant mix shift in North America, back-end loaded earnings expectation in AP and LA/Brazil and increasing need to reduce cost structure made for unusually weak first quarter
- In January, moved quickly to develop a plan to change trajectory of the company

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Performance Improvement Plan

- Implemented senior management changes
  - Searching for new CEO
  - Established COO position
- Identified key improvement areas to accelerate cost reduction efforts:
  1. Reorganized product development, service, and supply chain operations as global functions to drive operational excellence and lower cost
  2. Took short-term actions to reduce personnel, cost and discretionary spending to counteract declining profitability
  3. Developed transformational work streams to streamline company and provide the foundation for moving to a top performing company

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Conclusion

- Fundamentals of the company remain strong
  - Experienced senior management team leading our efforts
  - In both financial self-service and security, have global scale, unparalleled service capabilities and great product offerings
  - Deeply trusted by our customers
  - Strong balance sheet
- Focused on rapidly fixing financial position to generate cash to fund transformation initiatives and growth strategies and return cash to shareholders
- View 2013 as a year of rebuilding and positioning company for future profitable growth

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Introduction

- Moved quickly with increased sense of urgency to extract greater value
- Three key areas of change include organizational realignment, structural cost reductions and investments in growth
- Opportunities in the markets we serve and we continue to invest in these areas
- To realize positive acceleration, taking critical steps to shape long-term trajectory

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Multi-year Realignment Plan

Specific Actions

- Set target to reduce cost structure by $100-$150 million with targeted savings completed in 2014 and total savings fully realized in 2015
- Several near-term actions taken include:
  - Headcount reduced by 700 full-time positions; majority have taken place
  - Continued rationalizing manufacturing facilities by selling operations in Lynchburg, VA and Lexington, NC plants to supplier
  - Took additional actions to reduce discretionary spend
  - Created flat, centralized management structure
- Four long-term initiatives identified:
  1. Globalizing service organization and processes
  2. Created unified global organization for solution development and management
  3. Transforming G&A cost structure
  4. Focus on commercial effectiveness

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Transformation Management Office (TMO)

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Steering Team

Transformation Management Office

Rationalization/ Discretionary Spend Reduction

Global Service Efficiency & Effectiveness

Solution Development & Management

G&A Transformation

Commercial Effectiveness

Oracle Blueprint Transformation

Organizational Structure & Ecosystem

Communications

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Key Growth Strategies Update

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1. Branch Transformation, including deposit automation
   - Custom, in-lobby terminal for Bank of America which allows video conferencing with remote teller and provides cash recycling technology, a first in the U.S. market
2. Integrated Services
   - Approximately 20,000 ATMs under contract in North America alone
3. Electronic Security
   - Introduced new security management tool, SecureStat®, that will revolutionize how customers manage security operations
4. Emerging Market Opportunities
   - Leading market share in Brazil
   - A leading ATM supplier and the largest managed services provider in India
   - In Turkey, gained scale from service perspective through Altus acquisition

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Q1 Regional Highlights

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North America:
- Revenue decreased 17% driven by tough comps
- FSS decreased 24%, security flat
- Total orders down mid-single digits; record orders in nationals
- Ongoing mix shift negatively impacting profitability

EMEA:
- Revenue increased 2%, or 5% on constant currency
- Growth driven mainly by emerging markets, such as Turkey
- Orders decreased low double digits; continued focus on fewer key markets with better margins
- Flex Performance ATMs continue to gain traction
- Expect continued profit improvement

Latin America:
- Revenue decreased 10%, including 7% negative currency impact
- Security revenue up significantly
- Orders in LA/Brazil decreased more than 30% due to tough comp in Brazil
- In Brazil, won public bid for Caixa; optimistic on public tender for Banco do Brasil expected in May

Asia-Pacific:
- Revenue increased 17%
- Strong order growth of more than 30%, driven mainly by timing of product orders in China
- Demand remains strong and expect moderate top line growth in region

Conclusion

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- See opportunities in core markets
- Taken definitive action to improve performance
- Must continue focus on reducing cost structure to capitalize on opportunities and grow profitability
- Expect 2013 to be a rebuilding year
- Organization fully committed to making necessary changes to get company on more positive path and deliver value to shareholders

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Agenda

- *First quarter financial results*
- *Multi-year realignment cost savings details*
- *2013 outlook*

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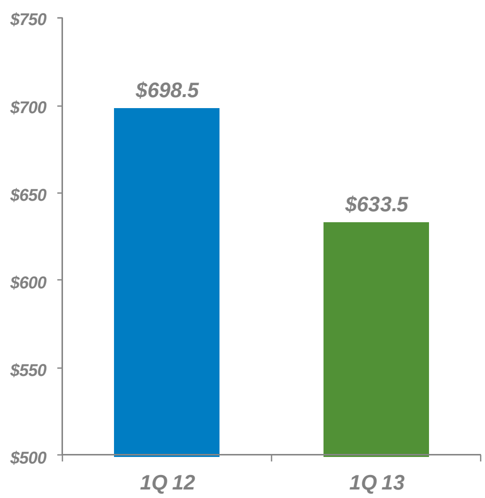
Total Revenue

2012 vs. 2013 ($Millions)



Q1 Revenue Summary:

- Down $65.0M or 9.3%
- Negative currency 2% mainly driven by the Brazilian real
- NA declined 17% off very tough comp due to ADA/PCI compliance
- LA down 10% due to timing of major tenders in Brazil
- Decline in Americas partially offset by growth in AP and EMEA
- Decrease in service rev. 3.7% and product rev. 16.7%
- Mix: service 60%, product 40%

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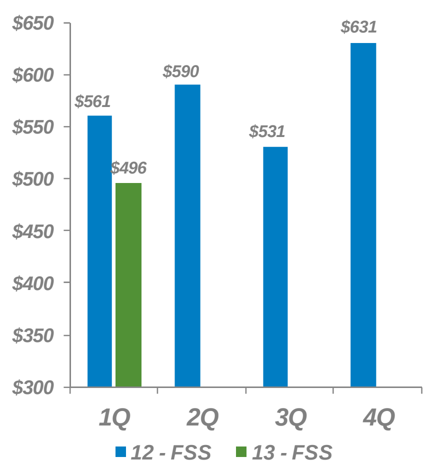
Financial Self-service Revenue

2012 vs. 2013 ($Millions)



Q1 FSS Revenue Summary:

- Down $65.0M or 11.6%
- Negative currency impact of 2%
- Decrease again due to ADA and PCI compliance volume in prior period in North America

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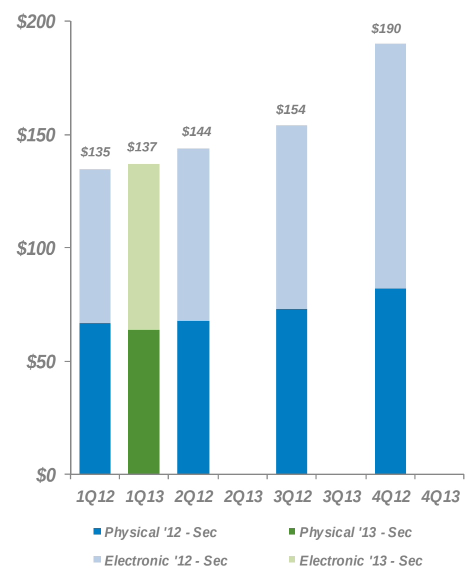
Security Revenue

2012 vs. 2013 ($Millions)



Q1 Security Revenue Summary:

- Up $2.0M or 1.8%
- Strong growth from electronic security of 7% and GAS acquisition in Brazil, partially offset by lower physical security

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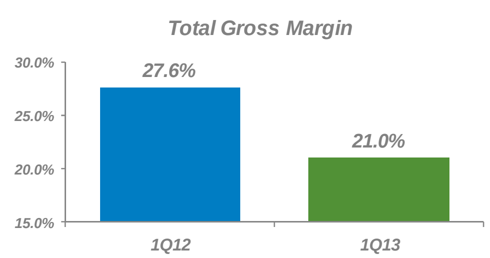
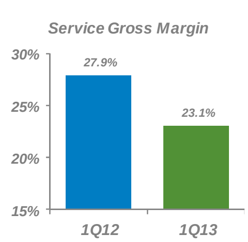
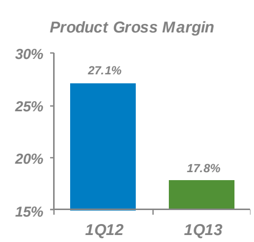
Gross Margins – non-GAAP*

2012 vs. 2013 (%)







Total Gross Margins:

- Q1 down 6.6 percentage points

Service Gross Margins:

- Q1 down 4.8 percentage points
- Decrease mostly due to lower installation volume in NA regional business and decreased utilization of fixed cost structure
- Expect full year 2013 service GM% to improve our 2012

Product Gross Margins:

- Q1 down 9.3 percentage points
- Almost all attributable to volume drop in NA and mix shift toward national accounts
- LA/Brazil also showed deterioration due to lower volume against fixed cost structure

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

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

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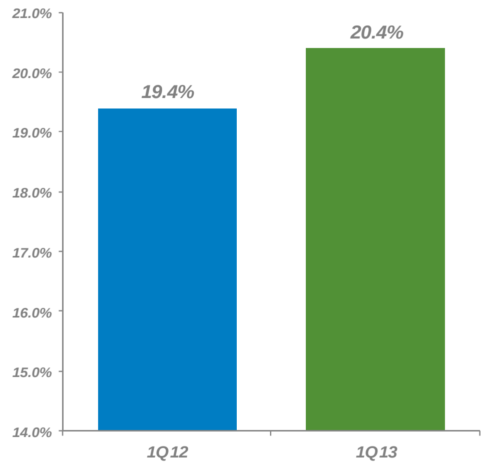
2012 vs. 2013 (%)



Q1 Op. Ex. as a % of Revenue:

- Up 1 percentage point from p/y due to decline in revenue
- Actual expense down $6.0M
- Continue to drive down spend in operating cost structure through transformation
- Expect full-year OpEx% to be down about 1 percentage point from 2012 reflecting absolute cost reductions of ~$30M

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Operating Profit – non-GAAP*

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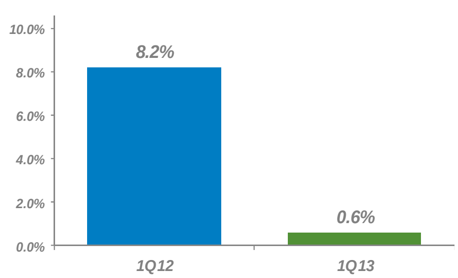
2012 vs. 2013 (%)



Quarter:	1Q '12	1Q '13
Total Revenue	$698.5	$633.5
Total Gross Profit	$192.6	$133.1
Percent of Net Sales	27.6%	21.0%
Operating Expenses		
Selling, G & A	$116.5	$109.1
R, D&E	$18.8	$20.2
Total Operating Expense	$135.3	$129.3
Percent of Net Sales	19.4%	20.4%
Total Operating Profit	$57.3	$3.8
Percent of Net Sales	8.2%	0.6%

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EPS Reconciliation

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	Q1 '12	Q1 '13
EPS (GAAP)	$0.71	($0.21)
Restructuring charges	0.02	0.09
Non-routine and Amortization expenses	0.01	0.10
Non-routine income	0.00	(0.02)
EPS (non-GAAP)	$0.74	($0.04)
Tax rate (non-GAAP)	23.1%	354.4%

Other (expense) income, net summary:	Q1 2013	Q1 2012
Miscellaneous, net	$(1,098)	$(90)
Foreign exchange gain (loss), net	$(2,214)	$545
Interest expense	$(7,343)	$(7,608)
Investment income	$7,551	$11,955
Total other (expense) income, net	$(3,104)	$4,802

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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Free Cash Flow*

($Millions)

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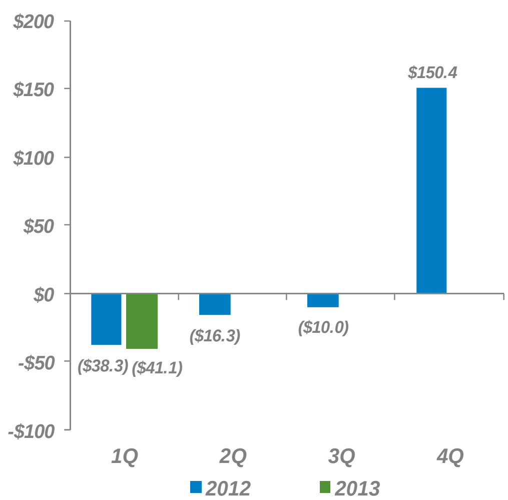

Free Cash Flow:

- FCF decreased $3M from Q1 '12
- Q1' 11 free cash (use) of $(101.1)M
- Given impact regional bank business had on Q1' 12 net income, pleased with position at this point in the year
- Well positioned to achieve full-year FCF guidance of more than $100M

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Working Capital

Cash Conversion Cycle

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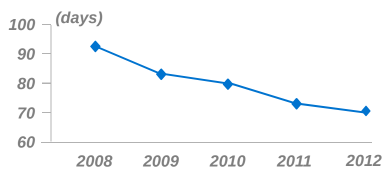
Cash Conversion Cycle - CCC



	2008	2009	2010	2011	2012
DSO	46.5	35.8	38.2	37.2	44.6
DIO	84.4	78.0	76.1	75.6	65.9
DPO	38.8	30.9	34.5	40.0	39.0
CCC	92.2	82.9	79.7	72.7	71.5

CCC: Considerable improvements in Q1 from 77 days to 72 days

Improvement areas:

- Processes around overall collection activity
- Payment terms with suppliers

CCC improvement frees up more cash

Driving improved ROCE

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Working Capital – DSO

(Days)

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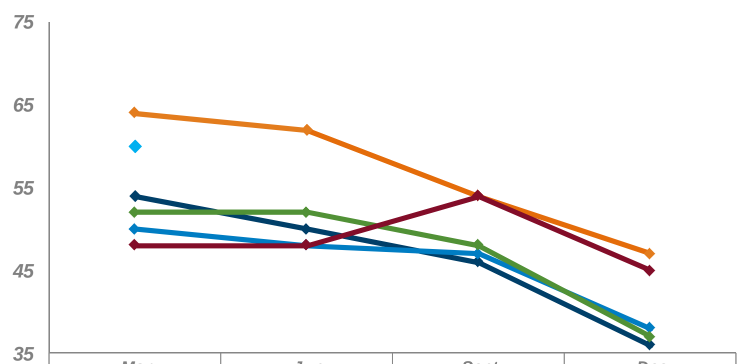

	Mar	Jun	Sept	Dec
2008	64	62	54	47
2009	54	50	46	36
2010	50	48	47	38
2011	52	52	48	37
2012	48	48	54	45
2013	60			

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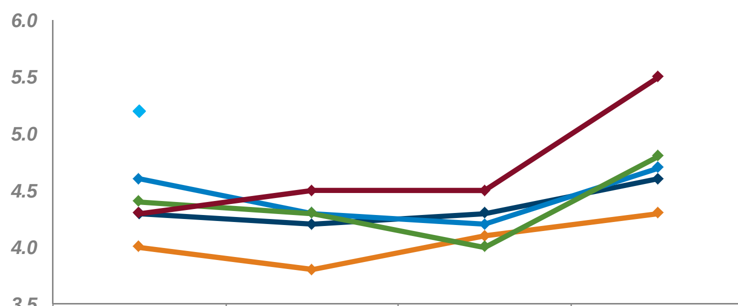
Working Capital – Inventory Turns

(Days)



	Mar	Jun	Sept	Dec
2008	4.0	3.8	4.1	4.3
2009	4.3	4.2	4.3	4.6
2010	4.6	4.3	4.2	4.7
2011	4.4	4.3	4.0	4.8
2012	4.3	4.5	4.5	5.5
2013	5.2			

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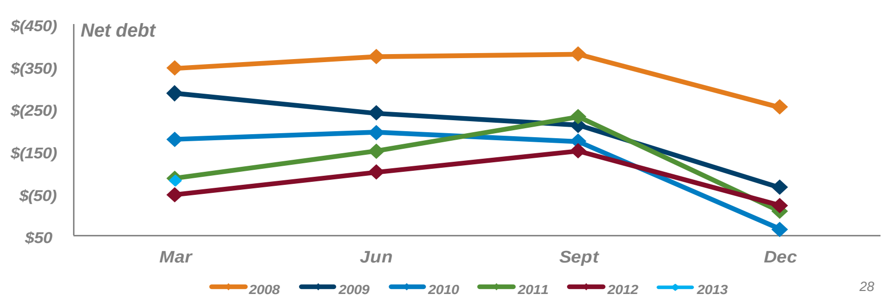
Liquidity & Net Debt

($Millions)

	March 31, 2013	Dec. 31, 2012	March 31, 2012
Cash, cash equivalents and other investments (GAAP measure)	$597.4	$630.7	$611.5
Debt Instruments	(679.1)	(652.2)	(658.1)
Net (debt) (non-GAAP measure)	$(81.7)	$ (21.5)	$ (46.6)
Net debt to capital* ratio	6%	1%	3%



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

Compliance Update

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- *Actively engaged with DOJ and SEC toward resolution of FCPA*
- *Continue to defend positions in relation to Brazil tax assessment and ongoing shareholder lawsuit related to the prior SEC restatement*
- *Resolution of matters could be material to financial results moving forward*

Multi-year Realignment Plan

Preceding Factors

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- *Decent revenue growth over past several years not translating to improved profitability*
- *Cumulative effect of following areas is slower revenue growth and erosion of profitability leading into this year*
  1. *North America – mature market with low revenue growth and highly cyclical regional business; company has become increasingly dependent on this market*
  2. *Asia-Pacific – increased competition and sustained price erosion creating significant margin pressure*
  3. *Brazil – loss of steady Bradesco business combined with large auction tenders leading to increased volatility and pricing pressure; in addition, cyclical lottery and elections business*
  4. *Administrative cost structure – U.S. centric, significant increases in pension expense and investments in legal, compliance and IT*

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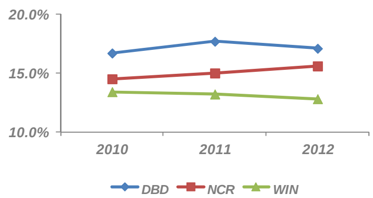
Multi-year Realignment Plan

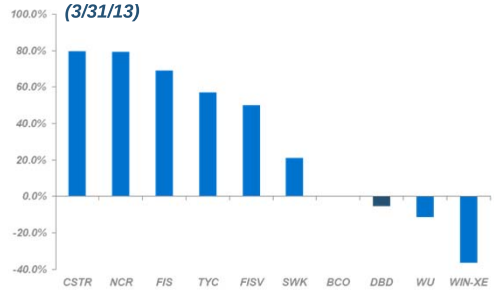
Cumulative Effect

- *Increased business volatility and price erosion*
- *High fixed cost structure that is not competitive*
- *Unacceptable shareholder returns that are underperforming against peers*

SG&A % Revenue (GAAP)



Three Year Share Price Performance (3/31/13)



Transformative action needed to put the company on the right trajectory

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Multi-year Realignment Plan

Actions Moving Forward

- *Developed plan to take transformative action to accelerate execution and improve*
- *Making necessary investments in core markets and emerging adjacencies to grow*
- *Critical that we address cost structure to improve competitive position and accelerate investments in growth*
- *Aim to reduce cost structure by $100-$150M*
- *Reviewed and assessed company-wide operating model including benchmarking costs with key peers*
- *Believe we can generate meaningful cost improvements*

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Multi-year Realignment Plan

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Estimated Costs and Savings

- ***Expect to reinvest portion of savings in R&D and IT***
- ***Remaining savings to improve profitability and offset price erosion, wage inflation in emerging markets and volatile commodity prices***
- ***Expect 50% of the savings to positively impact operating profit***
- ***Targeted savings to be completed year-end 2014 and total savings fully realized year-end 2015***
- ***Incurred restructuring charges of $10M in first quarter; estimate additional future costs of $15M-$30M related to the plan***
- ***Actions taken to date expected to account for $60M of overall savings plan which is included in 2013 outlook***
- ***Goal is to improve cash flow and generate investment capacity to execute on growth strategies***

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2013 Outlook

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- ***Reaffirming relatively flat revenue and EPS flat to down moderately***
- ***Increased confidence in outlook based on cost savings initiatives and order growth in U.S. national accounts, Asia-Pacific and electronic security***
- ***Brazil remains significant variable; won one large tender, still two other auctions yet to take place with uncertain outcome in terms of timing and profitability***
  - ***This has negatively impacted 2nd quarter forecast and risk remains for full year***

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Free Cash Flow Assumptions

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- Flat to moderately down earnings
- Relatively stable core working capital elements and prepayment activity versus a negative cash impact of $70M in 2012
- Slight increase in capital expenditures to ~$60M
- Business capable of generating free cash flow of at least $100M in 2013
- More than enough to sustain dividend and invest in growth initiatives

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Conclusion

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- Faced a challenging first quarter
- Confident that executing realignment plan will allow us to deliver on growth strategies
- Solid balance sheet positions us to capitalize on growth opportunities and deliver sustained shareholder value
- Leadership team fully invested and committed to company’s success

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Supplemental Schedules

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Q1 2013 Profit & Loss Statement

Reconciliation GAAP to non-GAAP ($Millions)

	2013 (GAAP)	Restructuring	Non-routine Expenses & Amort.	Impairment	Non-routine Income	2013 (non-GAAP)
Total Revenue	$633.5	$0.0	$0.0	$0.0	$0.0	$633.5
Total Gross Profit	$130.0	$2.8	$0.3	$0.0	$0.0	$133.1
Percent of Net Sales	20.5%					21.0%
Operating Expenses						
Selling, G & A	$125.5	($5.9)	($10.1)	$0.0	$0.0	$109.5
R , D & E	$21.0	($0.9)	$0.0	$0.0	$0.0	$20.2
(Gain)/Loss on Assets	($2.6)	$0.0	$0.0	$0.0	$2.2	($0.4)
Total Operating Expense	$143.9	($6.7)	($10.1)	$0.0	$2.2	$129.3
Percent of Net Sales	22.7%					20.4%
Total Operating Profit/(Loss)	($13.9)	$9.5	$10.4	$0.0	($2.2)	$3.8
Percent of Net Sales	-2.2%					0.6%
Other income/(expense)	($3.1)	$0.0	$0.0	$0.0	$0.0	($3.1)
Inc from Cont Ops before Tax	($17.0)	$9.5	$10.4	$0.0	($2.2)	$0.7
	-2.7%					0.1%
Income Taxes	$3.1	($3.5)	($3.8)	$0.0	$0.8	($3.4)
Income/(Loss) from Cont Ops	($13.9)	$6.0	$6.6	$0.0	($1.4)	($2.7)
Percent of Net Sales	-2.2%					-0.4%
Noncontrol Interest - Net Tax	$0.4	$0.0	$0.0	$0.0	$0.0	$0.4
Inc/(Loss) from Cont Ops - Net Tax	($13.4)	$6.0	$6.6	$0.0	($1.4)	($2.3)
Loss from Disc Ops - Net Tax	$0.0	$0.0	$0.0	$0.0	$0.0	-
Net Income/(Loss)	($13.4)	$6.0	$6.6	$0.0	($1.4)	($2.3)
Percent of Net Sales	-2.1%					-0.4%

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Q1 2012 Profit & Loss Statement

Reconciliation GAAP to non-GAAP ($Millions)

	2012 (GAAP)	Restructuring	Non-routine Expenses	Impairment	Non-routine Income	2012 (non-GAAP)
Total Revenue	$698.5	$0.0	$0.0	$0.0	$0.0	$698.5
Total Gross Profit	$193.2	($0.7)	$0.0	$0.0	$0.0	$192.6
Percent of Net Sales	27.7%					27.6%
Operating Expenses						
Selling, G & A	$119.8	($2.4)	($0.9)	$0.0	$0.0	$116.5
R , D & E	$18.8	$0.0	$0.0	$0.0	$0.0	$18.8
Total Operating Expense	$138.6	($2.4)	($0.9)	$0.0	$0.0	$135.3
Percent of Net Sales	19.8%					19.4%
Total Operating Profit	$54.6	$1.7	$0.9	$0.0	$0.0	$57.3
Percent of Net Sales	7.8%					8.2%
Other income/(expense)	$4.8	$0.0	$0.0	$0.0	$0.0	$4.8
Inc from Cont Ops before Tax	$59.4	$1.7	$0.9	$0.0	$0.0	$62.1
	8.5%					8.9%
Income Taxes	($13.5)	($0.6)	($0.3)	$0.0	$0.0	($14.4)
Income from Cont Ops	$46.0	$1.1	$0.6	$0.0	$0.0	$47.7
Percent of Net Sales	6.6%					6.8%
Noncontrol Interest - Net Tax	($0.8)	$0.0	$0.0	$0.0	$0.0	($0.8)
Inc from Cont Ops - Net Tax	$45.2	$1.1	$0.6	$0.0	$0.0	$46.9
Loss from Disc Ops - Net Tax	$0.0	$0.0	$0.0	$0.0	$0.0	-
Net Income	$45.2	$1.1	$0.6	$0.0	$0.0	$46.9
Percent of Net Sales	6.5%					6.7%

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Q1 2013 Product & Service Gross Profit

Reconciliation GAAP to non-GAAP ($Millions)

DIEBOLD Innovation Delivered®

	2013 (GAAP)	Restructuring	Non-routine Expenses & Amort.	2013 (non-GAAP)
Service Revenue	$382.2	$0.0	-	$382.2
Product Revenue	$251.3	$0.0	-	$251.3
Total Revenue	$633.5	$0.0	$0.0	$633.5
Service Gross Profit	$85.3	$2.6	$0.3	$88.2
Percent of Net Sales	22.3%			23.1%
Product Gross Profit	$44.7	$0.1	$0.0	$44.8
Percent of Net Sales	17.8%			17.8%
Total Gross Profit	$130.0	$2.8	$0.3	$133.1
Percent of Net Sales	20.5%			21.0%

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Q1 2012 Product & Service Gross Profit

Reconciliation GAAP to non-GAAP ($Millions)

DIEBOLD Innovation Delivered®

	2012 (GAAP)	Restructuring	2012 (non-GAAP)
Service Revenue	$396.9	$0.0	$396.9
Product Revenue	$301.6	$0.0	$301.6
Total Revenue	$698.5	$0.0	$698.5
Service Gross Profit	$111.5	($0.7)	$110.8
Percent of Net Sales	28.1%		27.9%
Product Gross Profit	$81.8	$0.0	$81.8
Percent of Net Sales	27.1%		27.1%
Total Gross Profit	$193.2	($0.7)	$192.6
Percent of Net Sales	27.7%		27.6%

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Free Cash Flow Reconciliation

($Millions)

	Q1 12	Q1 13
Net Cash provided (use) by operating activities (GAAP measure)	($26.0)	($31.8)
Capital expenditures	(12.3)	(9.3)
Free Cash Flow (use) (non-GAAP measure)	($38.3)	($41.1)

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