Diebold Nixdorf

DieboldNixdorf.com

Investor Relations Update

February, 2019



Use of non-GAAP Financial Information

To supplement our condensed consolidated financial statements presented in accordance with GAAP, the company considers certain financial measures that are not prepared in accordance with GAAP, including non-GAAP results, adjusted diluted earnings per share, free cash flow/(use), net investment/(debt), EBITDA, adjusted EBITDA, return on invested capital, non-GAAP effective tax rate and constant currency results. The company calculates constant currency by translating the prior year results at the current year exchange rate. The company uses these non-GAAP financial measures, in addition to GAAP financial measures, to evaluate our operating and financial performance and to compare such performance to that of prior periods and to the performance of our competitors. Also, the company uses these non-GAAP financial measures in making operational and financial decisions and in establishing operational goals. The company also believes providing these non-GAAP financial measures to investors, as a supplement to GAAP financial measures, helps investors evaluate our operating and financial performance and trends in our business, consistent with how management evaluates such performance and trends. The company also believes these non-GAAP financial measures may be useful to investors in comparing its performance to the performance of other companies, although its non-GAAP financial measures are specific to the company and the non-GAAP financial measures of other companies may not be calculated in the same manner. We provide EBITDA and Adjusted EBITDA because we believe that investors and securities analysts will find EBITDA and adjusted EBITDA to be useful measures for evaluating our operating performance and comparing our operating performance with that of similar companies that have different capital structures and for evaluating our ability to meet our future debt service, capital expenditures, and working capital requirements. We are also providing EBITDA and adjusted EBITDA in light of our credit agreement and the issuance of our 8.5% senior notes due 2024.

Forward-looking Statements

This document contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding anticipated adjusted revenue growth, adjusted internal revenue growth, adjusted diluted earnings per share and adjusted earnings per share growth. Statements can generally be identified as forward looking because they include words such as "believes," "anticipates," "expects," "could," "should" or words of similar meaning. Statements that describe the company's future plans, objectives or goals are also forward-looking statements. Forward-looking statements are subject to assumptions, risks and uncertainties that may cause actual results to differ materially from those contemplated by such forward-looking statements. The factors that may affect the company's results include, among others: the ultimate impact of the domination and profit and loss transfer agreement with Diebold Nixdorf AG ("DPLTA") and the outcome of the appraisal proceedings initiated in connection with the implementation of the DPLTA; the ultimate outcome and results of integrating the operations of the company and Diebold Nixdorf AG; the ultimate outcome of the company's pricing, operating and tax strategies applied to Diebold Nixdorf AG and the ultimate ability to realize cost reductions and synergies; the company's ability to successfully operate its strategic alliances in China; the changes in political, economic or other factors such as interest rates, 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 the impact of the Tax Act; the company's reliance on suppliers and any potential disruption to the company's global supply chain; changes in the company's relationships with customers, suppliers, distributors and/or partners in its business ventures; the impact of market and economic conditions on the financial services and retail industries; the capacity of the company's technology to keep pace with a rapidly evolving marketplace; pricing and other actions by competitors; the effect of legislative and regulatory actions in the United States and internationally; the company's ability to comply with government regulations; the impact of a security breach or operational failure on the company's business; the company's ability to successfully integrate acquisitions into its operations; the company's ability to achieve benefits from its cost-reduction initiatives and other strategic initiatives, such as DN Now, including its planned restructuring actions, as well as its business process outsourcing initiatives; unanticipated litigation, claims or assessments, as well as the outcome/impact of any current/pending litigation, claims or assessments; the company's success in divesting, reorganizing or exiting non-core and/or non-accretive businesses; the company's ability to comply with covenants contained in the agreements governing its debt; and other factors included in the company's filings with the SEC, including its Annual Report on Form 10-K for the year ended December 31, 2017 and in other documents that the company files with the SEC. You should consider these factors carefully in evaluating forward-looking statements and are cautioned not to place undue reliance on such statements. The company assumes no obligation to update any forward-looking statements, which speak only to the date of this document.

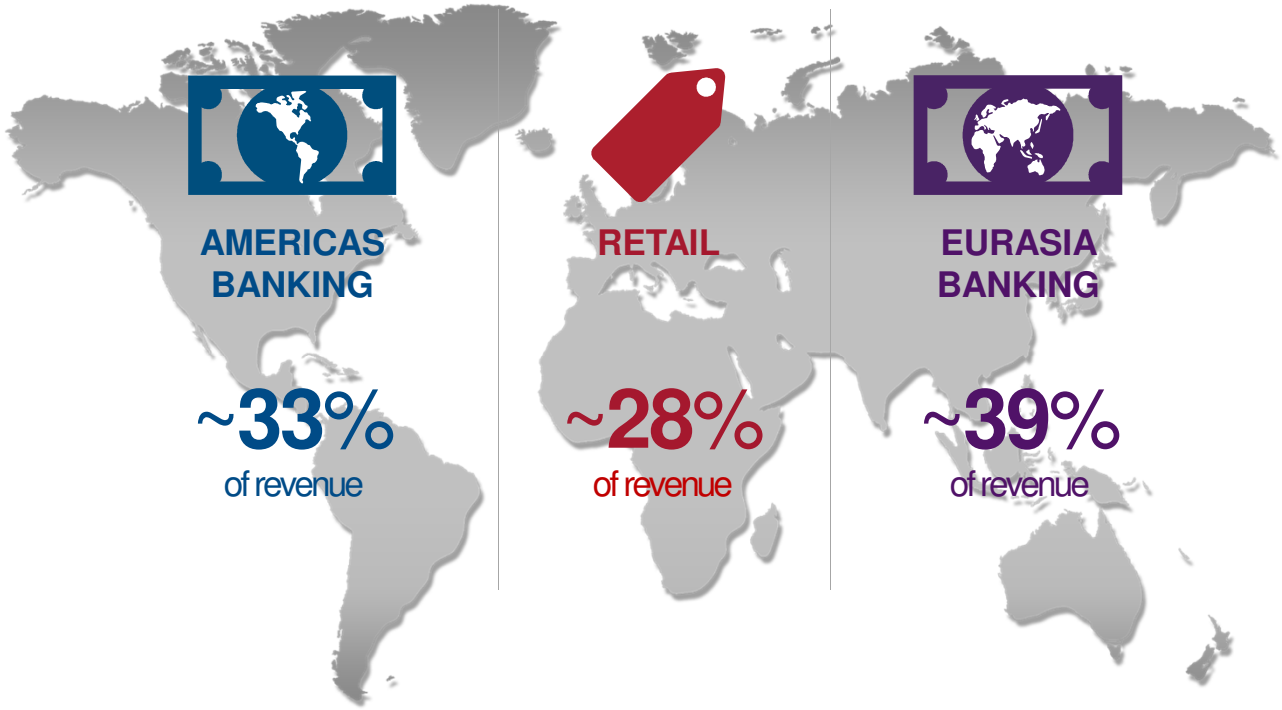
Diebold Nixdorf – the Global Leader in Connected Commerce

~$4.6 billion in revenue [1]

Presence in more than 100 countries

~23,000 Employees

Enabling >275M consumer retail transactions each day



Note 1) Annual revenue for the twelve months ended December 31, 2018
Note 2) Segment revenue percentages are based on the twelve months ended December 31, 2018

What is Connected Commerce?

We are shaping the future of banking and shopping experiences



Single Function to
Seamless Journeys

DIY to
XaaS

Transactions to
Connections

Microcosm to
Ecosystem

Diebold Nixdorf is a strategic provider of Connected Commerce Solutions for **Banking** and **Retail** Customers

Banking

- Branch Transformation
- Mobile Banking
- Cash Cycle Management
- End-to End Security
- Consumer Centric Experiences



Retail

- Checkout Automation
- Store Lifecycle Management
- Consumer Engagement & Loyalty
- Digital Innovations
- Storevolution

BANKING – Business at a Glance

#1 in **ATMs installed globally***



Serving nearly all of the top 100 Financial Institutions Globally

~$3.3 billion in revenue

#1 ATM multivendor monitoring software*

#2 total ATM application software*

Ranked #6 on the **2018** Financial Insights FinTech Ranking

>10,000 Service Technicians

Resolving >10M customer calls each year

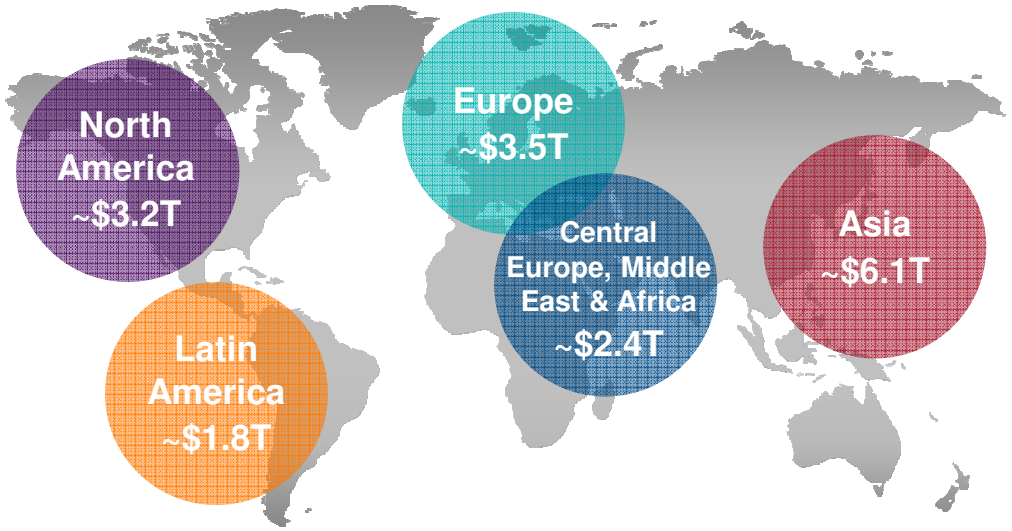


Gold Award for **Innovation** from **ATMIA**, for **Leadership** in **mobile-based card-less ATM transactions**

Sources: Diebold Nixdorf – Banking revenue for the twelve months ended December 31, 2018
* RBR 2018, ATM Software Market – ibase 2017 ; * RBR 2017, Global ATM market and forecasts to 2022 – ibase 2016
Financial Insights 2018 FinTech Rankings

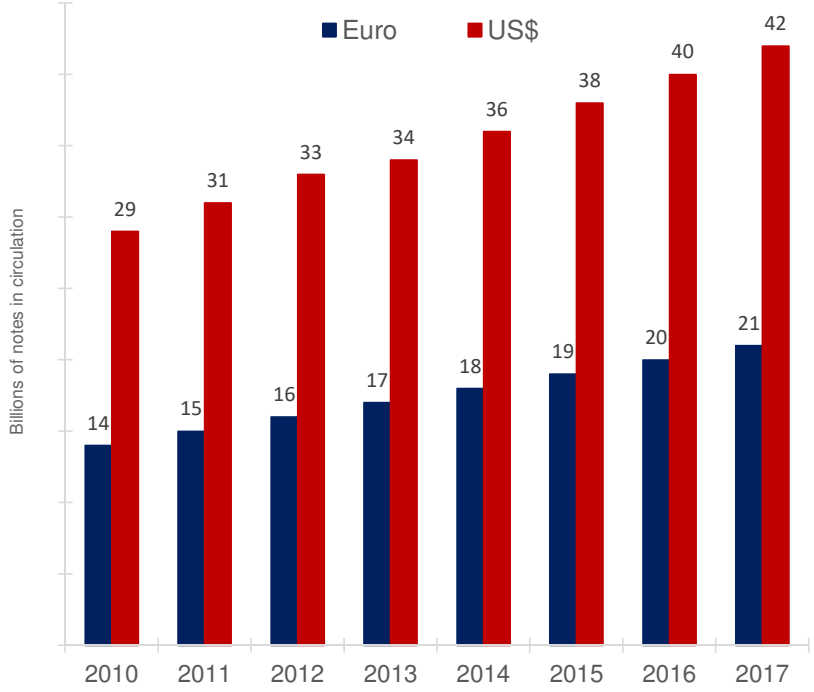
Physical Currency Plays a Vital Role in the Global Economy

Cash and checks underpin ~$17 Trillion of global transactions



Source: Visa analysis of 2016 data from Oxford Economics, Nilson Report, Euromonitor, Haver Analytics, UK Card Association, Central Bank of the Russian Federation, Norges Bank, Swiss National Bank, Bank of Thailand, Reserve Bank of Australia, Federal Reserve, Statistics New Zealand, Saudi Arabia Monetary Agency and Central Bank of Ireland.

Physical currency growth of 5 – 6% CAGR



Source: U.S. Federal Reserve and Statistical Data Warehouse

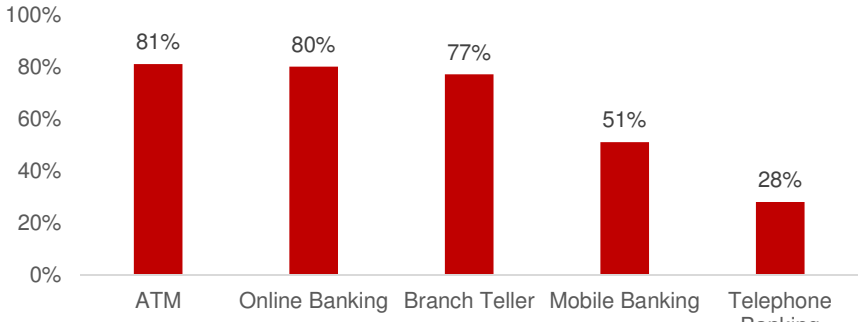
Key Banking Trends in the United States

From 2010 - 2017, large publicly-traded banks:

- **reduced the number of branches by 2.4% annually**
- **maintained the total number of ATMs in use**
- **increased ATMs per branch from 2.1 to 2.4**

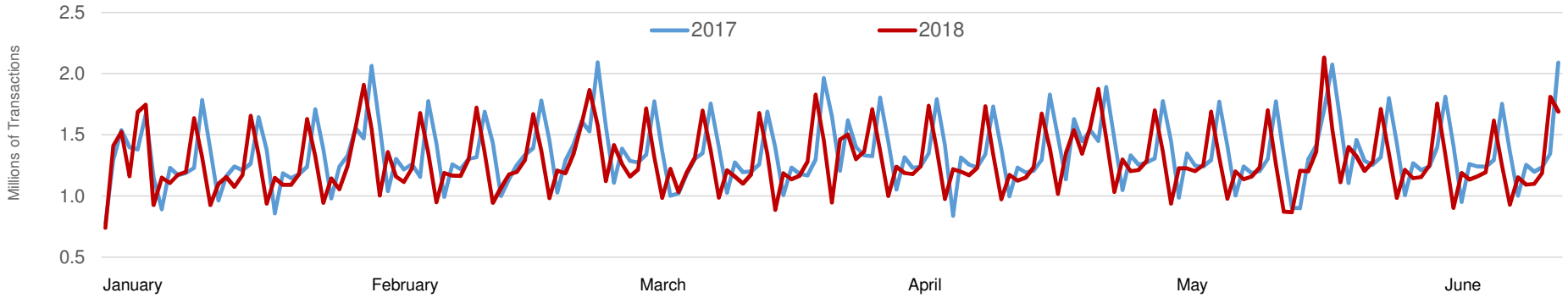
Source: Annual Reports from Bank of America, BB&T, Citigroup, Citizens Financial Group, Fifth Third Bancorp, JP Morgan Chase, PNC Bank, Regions Bank, SunTrust Banks, U.S. Bancorp and Wells Fargo.

ATMs & Online Banking Are the Most Popular Ways to Access Bank Accounts



Source: Federal Reserve, Credit Suisse estimates for 2017

ATM Transactions Mirror Bi-weekly Paycheck Cycle



Source: Diebold Nixdorf information from a top 10 financial institution in the United States

Banking - Market Drivers

CONTINUED DEMAND FOR PHYSICAL CURRENCY

Continued use of cash for majority of transactions in both developing and developed economies

AUTOMATION IN THE BRANCH

Optimizing the branch footprint and customer touchpoints while **increasingly digitizing** the consumer experience

EXPANDING THE TRANSACTION SET

New features such as cardless transactions, enhanced security, account set-up, recycling, video-teller, and advanced cash management

FINANCIAL INCLUSION

Expanding financial services to millions of un-banked and under-served customers

DN is at the forefront of providing innovative solutions to financial institutions

Banking Customer References

	Regional Bank	DBS BANK	Garanti	bankdata	مصرف الراجحي Al Rajhi Bank
WHO	▪ ~2,500 branch locations ▪ HQ in North America	▪ 280 branches across 50 Asian cities ▪ HQ in Singapore	▪ 14.5 million customers across > 950 branches ▪ HQ in Turkey	▪ IT solutions provider for 11 Danish banks ▪ HQ in Denmark	▪ Largest Islamic bank with > 1000 locations ▪ HQ in Saudia Arabia
WHAT	▪ ~5,000 ATMs & 150 ILTs ▪ Vynamic Suite w/Vista Terminal Application SW ▪ AllConnect Managed Services	▪ Cash recycling systems ▪ Automated teller safes ▪ Vynamic View & Cash Management	▪ Cash recycling systems ▪ Vynamic Portfolio ▪ Total Implementation Services	▪ DN AllConnect Fleet Management Services ▪ Vynamic View & Security	▪ Custom self-service kiosks ▪ Biometric authentication
WHERE	▪ Americas	▪ Asia Pacific	▪ EMEA	▪ EMEA	▪ EMEA
BENEFITS	▪ Improved operational efficiency ▪ Up-to-date security & compliance requirements met ▪ SPOC to manage entire fleet of self-service systems	▪ Transformed branch cash ecosystems ▪ 10% YOY cost reductions ▪ Customer complaints reduced by 90% since 2012	▪ Omnichannel portfolio integration with self-service ▪ Optimized analytics & remote resolutions drive efficiency ▪ SPOC for delivery & installation	▪ Outsourced management of ~460 multivendor systems ▪ Proactive responses for terminal availability ▪ Software updates via remote distribution	▪ Improved customer experience with reduces line queues ▪ Routine transactions migrated to self-service ▪ Reduced costs per transaction

Integrated **BANKING** Solutions

SERVICES

Maintenance and Availability Services
Exceed the demands of an "always on" world

Total Implementation Services
Rely on trusted experts to deploy technology

Self-Service Fleet Management
Achieve the highest possible return on resources

Branch Lifecycle Management
Continually transform and streamline operations

ATM as a Service
Complete services solution with simplified billing

SOFTWARE

VYNAMIC™ CONNECTION POINTS
World leading self-service application software

VYNAMIC™ TRANSACTION ENGINE
Automation tools to converge channels

VYNAMIC™ OPERATIONS
End-to-end support for your network

VYNAMIC™ ENGAGEMENT
Personalization and customization tools

VYNAMIC™ ANALYTICS
Actionable intelligence from multichannel data

VYNAMIC™ DIGITAL
Open, future proof solutions for the modern era

PRODUCTS

Cash Dispensers
Ideal for high-growth areas with mass-market applications

Intelligent Deposit
Offering rich transaction sets and advanced functionality

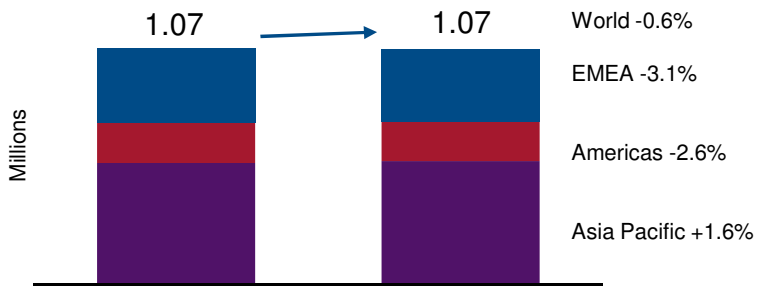
Cash Recyclers
Well suited for high-traffic, high-transaction-volume areas

Teller Automation
Streamlining processes to reduce costs and increase security

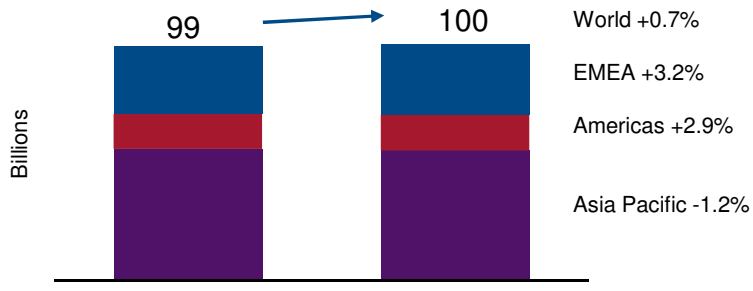
Kiosks
Optimizing branch staff capabilities while providing customer convenience

ATM Trends by Geographic Region

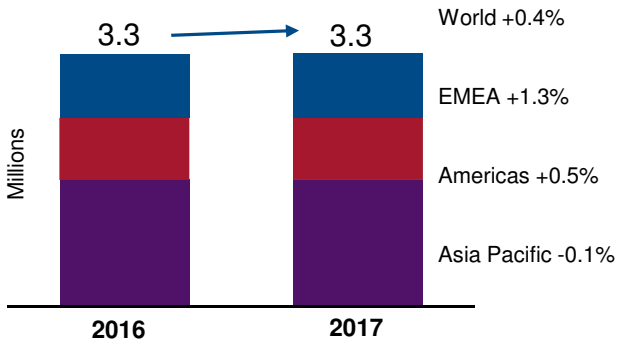
Number of Bank Branches



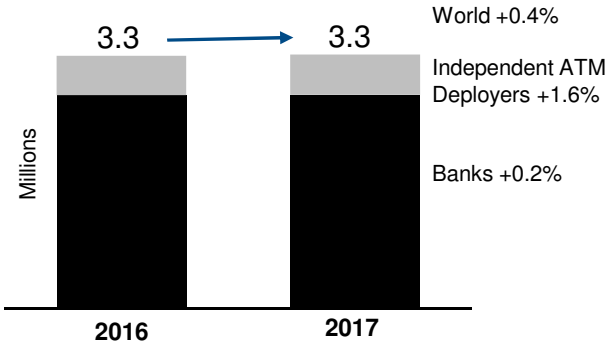
Volume of Cash Withdrawals



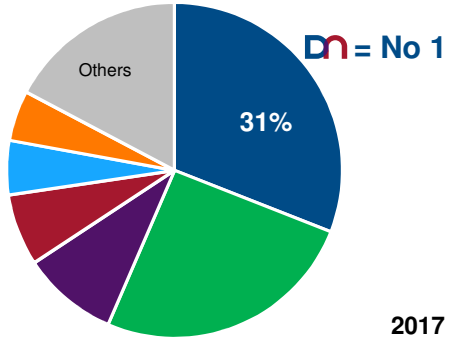
Installed Base of ATMs by Region



Installed Base of ATMs by Deployer



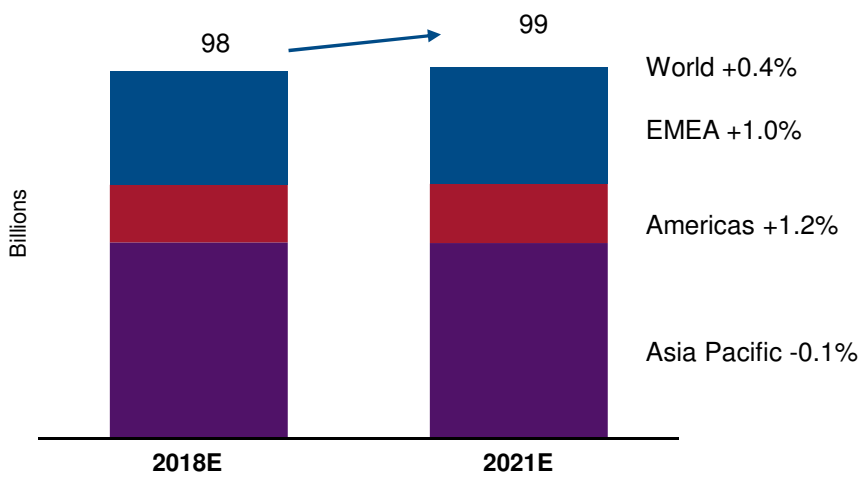
Market Share of Installed Base



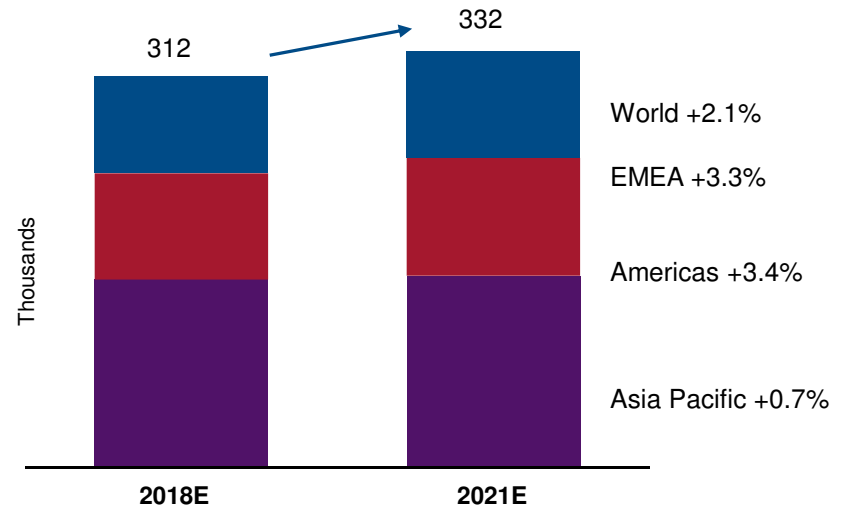
Source: RBR 2018, based on Global ATM Market and Forecasts to 2023

Cash Withdrawal and ATM Shipment Forecasts

Volume of Cash Withdrawals and 3-year CAGR



ATM Shipment Forecast and 3-year CAGR



Source: RBR 2018 – based on Global ATM Market and Forecasts to 2023

RETAIL – Business at a Glance

#2
in Europe in retail software license sales**



Store Lifecycle MANAGEMENT
Unique global offering
STORE CLOSURE
MARKET ENTRY
STORE RENEWAL
STORE OPENING
STORE OPERATIONS

~$1.3
billion
in revenue

24
of **Top 25** retailers in Europe are our customers

Over **1 M** **EPOS systems installed worldwide***

Self-Checkout eXpress Checkout Kiosk
reddot award winner



10 of 10
Global Fortune 500 petroleum companies are Diebold Nixdorf customers

TOP SUPPLIER RETAIL 2018
TOP SUPPLIER RETAIL 2017
TOP SUPPLIER RETAIL 2016
TOP SUPPLIER RETAIL 2015

Sources: Diebold Nixdorf -- Retail revenue for the twelve months ended December 31, 2018
RBR 2018: *Global EPOS & SCO and **Global POS Software – POS software licenses iBase for General Merchandise mid-2018.
Top retail supplier awards are presented by Lebensmittel Zeitung and by the EHI Retail Institute.

Transforming Stores and the Consumer Shopping Experience







Join the Storevolution™



Consumer Centricity | **Store Digitalization** | **High Connectivity** | **Store as a Service**

- Mobility Solutions
- Peripherals
- Interactive Kiosks
- Self-Checkout
- POS Systems
- Pay Tower
- Retail Cash Management
- Payment Solutions
- Security
- Reverse Vending
- Fuel Solutions

DN Vynamic™ Retail Software Suite

Diebold Nixdorf AllConnect Services℠







Retail - Market Drivers

CONSUMER CONNECTEDNESS HAS ALTERED EXPECTATIONS

Mobile and **social** have placed **information and power in the consumers' hands**

CONTINUED IMPORTANCE OF THE PHYSICAL STORE

Physical stores still remain relevant with ~**90%** of global transactions

PERSONALIZATION AND CUSTOMER EXPERIENCE

Retailers understand future relevance and loyalty means rethinking the customer journey and **increasingly digitizing** the consumer experience

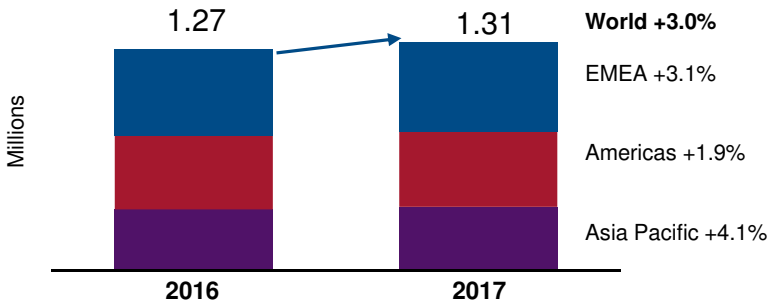
CONNECTED COMMERCE

Orchestrating **channel-agnostic journeys** requires data-driven and consumer-centric approaches to ensuring **secure and 'always on'** touchpoints

DN is at the forefront of providing innovative solutions to retailers

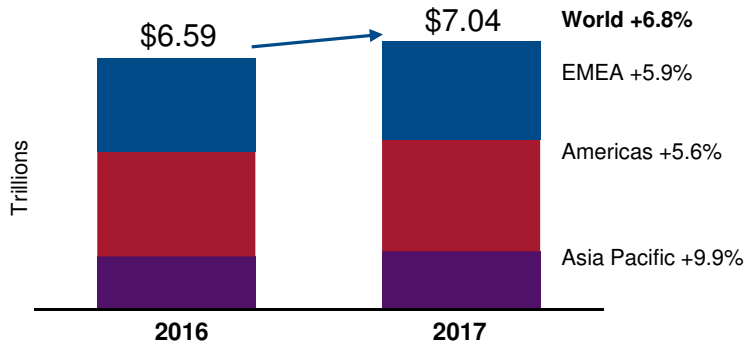
ePOS Trends by Geographic Region

Number of Retail Outlets



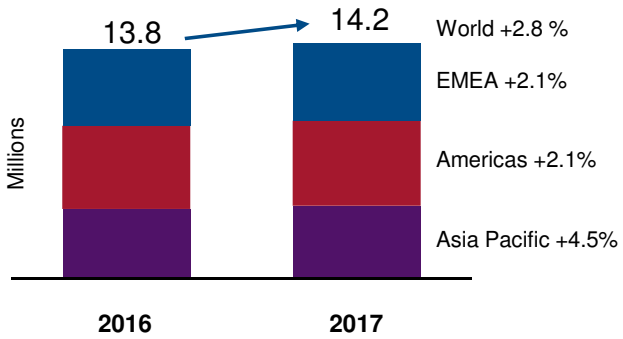
Source: Planet Retail 2018

Total Banner Sales



Source: Planet Retail 2018

Installed Base of ePOS by Region



Source: RBR 2018, Global EPOS and Self-Checkout

Installed Base of ePOS by Customer

Tier 1 retailers employ >5,000 POS

Large supermarkets/hypermarkets

Tier 2 retailers employ 1,000 – 5,000 POS

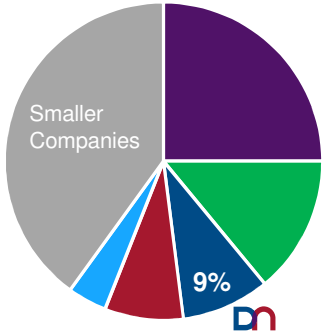
Inter-National store networks

Tier 3 retailers employ <1,000 POS

Specialty stores

Source: Diebold Nixdorf segmentation

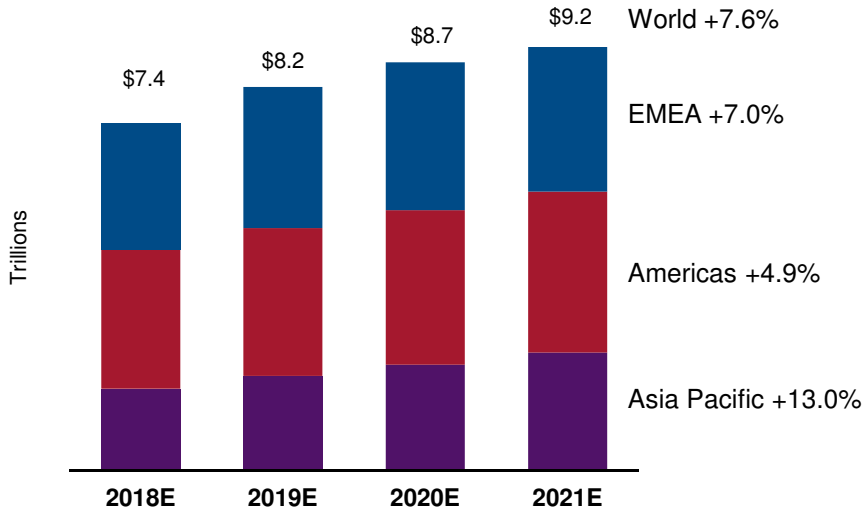
Market Share of Installed Base 2017



Source: RBR 2018, Global EPOS and Self-Checkout

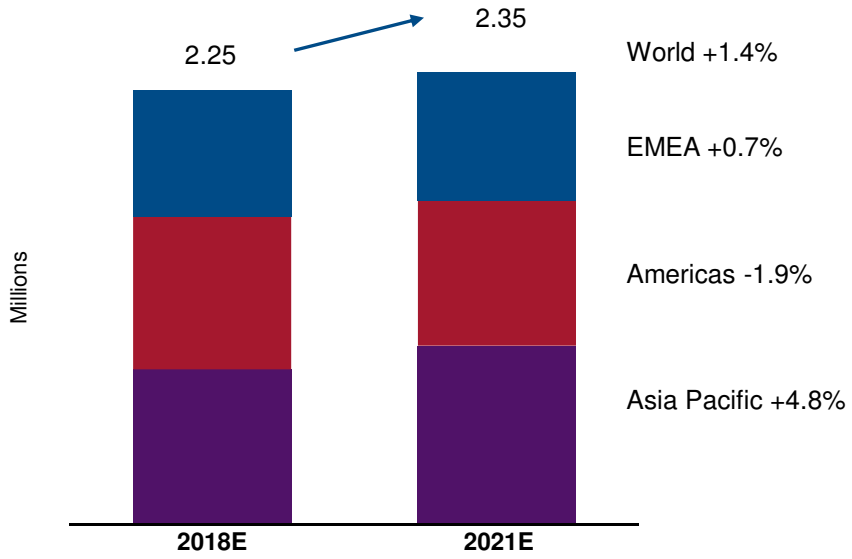
Total Banner Sales, ePOS & SCO Shipment Growth to 2021E

Total Banner Sales and CAGR



Source: Planet Retail RNG

ePOS & SCO Shipment Forecast and CAGR



Source: RBR 2018, Global EPOS and Self-Checkout

Retail Customer References

	Shell	TESCO	IKEA	Fashion Retailer	Quick Service Restaurant
WHO	▪ Leading petroleum company ▪ active in 80+ countries	▪ Food & general merchandiser ▪ HQ in UK, multi-national focus	▪ Home furnishing products ▪ HQ in Sweden	▪ Fashion Retailer ▪ multi-national focus ▪ HQ in Nordics; > 1,000 stores in 24 countries	▪ Quick Service Restaurant ▪ active in +100 countries ▪ HQ in Midwest of USA
WHAT	▪ NAMOS software licenses > 4,000 POS > 8,000 OPT > 14,000 Payment ▪ Cash Management ▪ EPOS	▪ 55,000 EPOS systems ▪ Managed Service ▪ Cash management ▪ Store Lifecycle Management	▪ 14,000 EPOS & SCOs ▪ Vynamic Retail SW Suite ▪ Retail Cash Management ▪ Store Lifecycle Management	▪ > 4,000 POS systems ▪ Vynamic Retail SW Suite ▪ Store Lifecycle Management	▪ Kiosk ▪ Store Lifecycle Management
WHERE	▪ EMEA ▪ Asia Pacific ▪ Americas	▪ EMEA ▪ Asia Pacific	▪ EMEA ▪ Asia Pacific ▪ Americas	▪ EMEA ▪ Asia Pacific ▪ Americas	▪ EMEA ▪ Asia Pacific ▪ Americas
BENEFITS	▪ Standardized and **global SW Platform** covering E2E processes ▪ **Higher efficiency and significant cost savings** due to process automation ▪ Better **customer experience**	▪ **Significant cost savings** due to process automation and optimization ▪ **Merging digital and physical** to improve the customer experience ▪ **Innovation** of customer checkout journey	▪ **Automation** of store-, checkout- and cash management processes ▪ **Lower project costs** thanks to one end-to-end solution partner	▪ **End-to-end services** for high store availability ▪ Seamless **global** expansion via efficient project processes ▪ **Seamless** shopper experience	▪ Better **consumer experience** ▪ **Higher sales** – checks per person are on average 15-20% higher ▪ **Higher efficiency** due to process automation

Integrated **RETAIL** Solutions

SERVICES

Maintenance and Availability Services
Exceed the demands of an always-on world.

Total Implementation Services
Rely on trusted experts to deploy your technology.

Managed Mobility Services
Realize the opportunities of a highly connected enterprise.

Store Lifecycle Management
Continually transform and streamline operations.

SOFTWARE

VYNAMIC™ CONNECTION POINTS
World leading self-service application software

VYNAMIC™ TRANSACTION ENGINE
Automation tools to converge channels

VYNAMIC™ OPERATIONS
End-to-end support for your network

VYNAMIC™ ENGAGEMENT
Personalization and customization tools

VYNAMIC™ ANALYTICS
Actionable intelligence from multichannel data

VYNAMIC™ DIGITAL
Open, future proof solutions for the modern era

PRODUCTS

POS Systems
Reliable, future-proven and outstanding POS technology

Interactive Kiosks
Rich, relevant information at the touch of a button

Self-Checkout
Empower consumers to complete their own retail journeys

Pay Tower
Offer comprehensive payment options for various checkout scenarios

Retail Cash Management
Enable secure, cost-effective cash management for any retail-store format

Reverse Vending
The modular platform concept for the newest generation of Reverse Vending Machines

Electronic Shelf Labeling
A complete portfolio of segmented and graphic shelf labels in a variety of sizes

Peripherals
The holistic portfolio of ruggedized peripherals designed for the POS

DN Leadership Team



Gerrard Schmid
President and Chief Executive Officer

RETAIL AND BANKING SEGMENTS



Octavio Marquez
Banking
Americas



Neil Emerson
Banking
Eurasia



Hermann Wimmer
Retail
Global

PRODUCT AND SERVICES GROUPS



Ulrich Näher
Systems



Alan Kerr
Software and
Revenue



Olaf Heyden
Services

ENABLEMENT FUNCTIONS



Jeffrey Rutherford
Finance



David Caldwell
Strategy & Corporate
Development

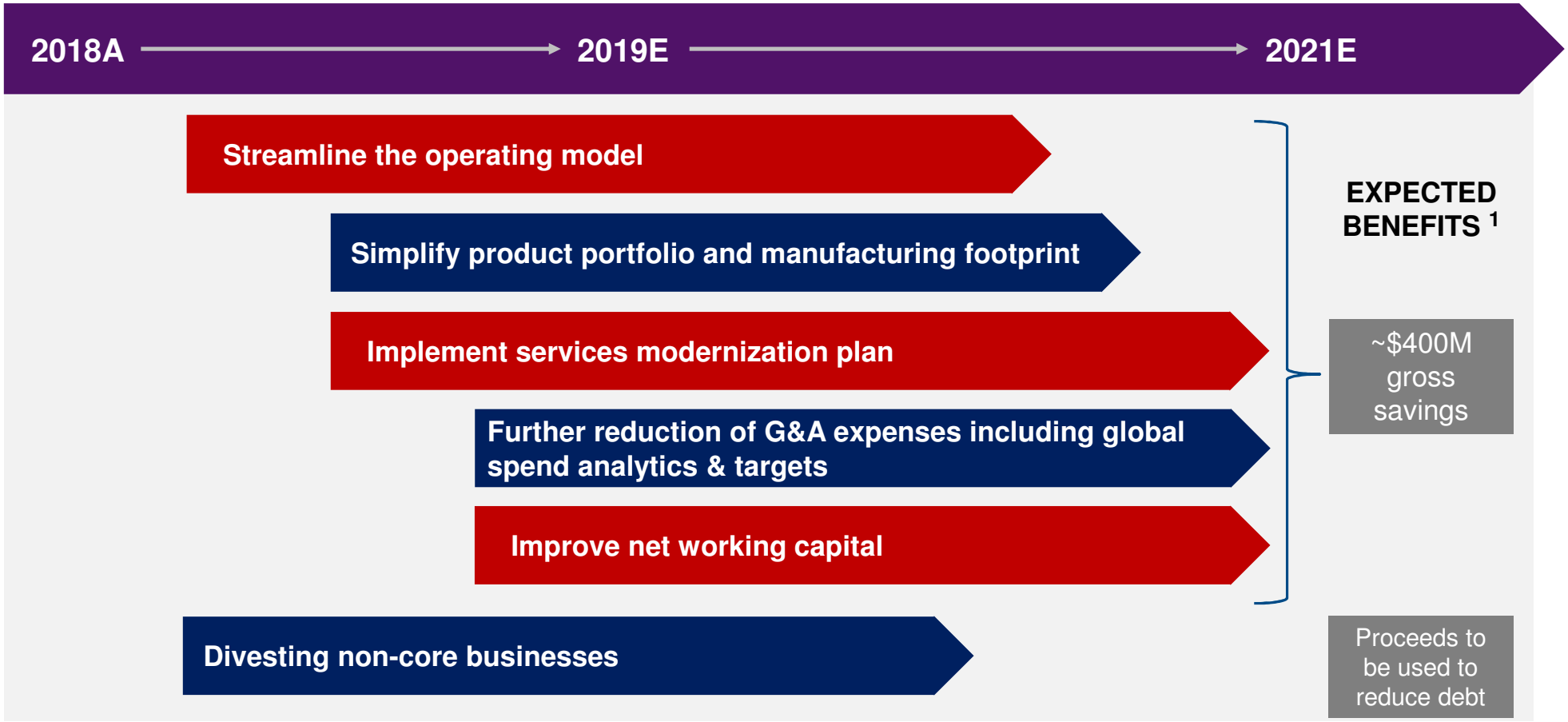


Julian Sparks
Digital / IT



Jon Leiken
Legal

DN NOW Savings Target Increased from ~$250 Million to ~$400 Million

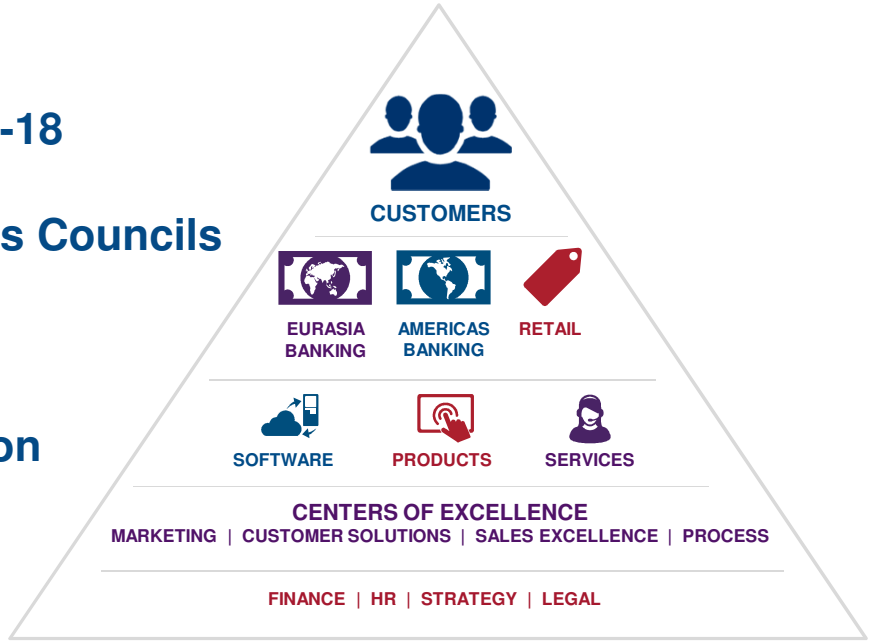


1) Cost reductions through the year 2021
2) Expected benefits as of February 13, 2019

DN NOW New Operating Model to Generate ~$130M Savings [1]

New Customer-Centric Model

- **Implemented in September, 2018**
- **Initial workforce alignment benefits realized in Q4-18**
- **Agreements reached with several European Works Councils**
- **Completion expected by mid-2019**
- **Incents more agile decision-making & collaboration**



1) Expected annual cost savings of ~$130M savings through the year 2021
2) Savings target as of February 13, 2019

DN NOW Services Modernization Plan

- Designing a globally-consistent approach to Service delivery and management
- Leverages advanced technology, standard processes and best practices to increase service levels, profitability and customer satisfaction
- Key actions

Upgrading customer touchpoints (ATM or POS)	Automating incident reporting & response	Standardizing processes

- Targeting Gross Service Margins[1] of >27% by 2021

1) Target as of February 13, 2019

G&A and Net Working Capital Initiatives

Further reduction of G&A expenses

- Finance
- Real Estate
- Information Technology
- Global spend analytics and standard processes
- Targeting a reduction of SG&A as a percent of revenue[1] to 13% - 14% by 2021

Harvesting net working capital

- Management focus and incentives aligned
- Establish inventory targets for spare parts, finished goods and raw materials at country level
- Improved contracting, monitoring and reporting of receivables and payables
- Harvesting net working capital[1] to fund the company's restructuring needs through 2021

1) Targets as of February 13, 2019

Diebold Nixdorf

DieboldNixdorf.com

Investment Community Conference Call

Fourth Quarter 2018 Earnings



February 13, 2019

Q4-18 Results

non-GAAP

Order & Backlog Growth

- YoY order growth of +10% in constant currency
- Strong growth in Americas Banking
- Eurasia Banking declines in Asia Pacific partially offset by growth in EMEA
- Strong Retail growth in all markets, most notably from North America and EMEA
- Backlog growth of 1% YoY in constant currency

Revenue Growth

- Total revenue growth of +7% YoY in constant currency
  - ✓ Retail growth of +19% YoY from products, software and services
  - ✓ Americas Banking growth of +10% YoY from products and software
  - ✓ Eurasia Banking -3% YoY due to Asia Pacific declines partially offset by growth in EMEA

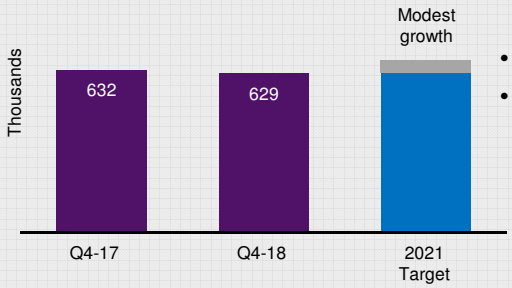
Adjusted EBITDA of $127M
Free Cash Flow of $250M

- YoY adjusted EBITDA growth of +21%
- YoY gross profit growth of +2%
- SG&A expense as a percent of revenue declined to 13.8%
- Initial benefits of DN Now realized
- Free cash flow growth driven by higher profits and better inventory management



DN Now - Key Success Metrics

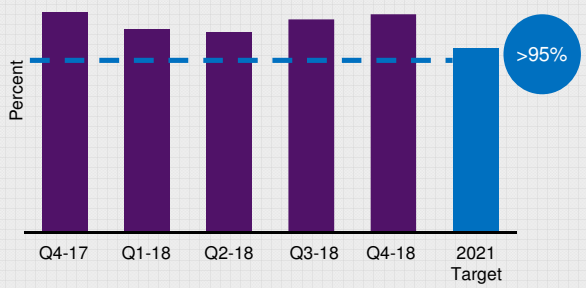
ATM Service Contract Base [1]



Key expectations

- Modest increases in the Americas & EMEA
- Modest decreases in Asia
- Further differentiate Services offering via Services Modernization Plan and DN AllConnect Engine

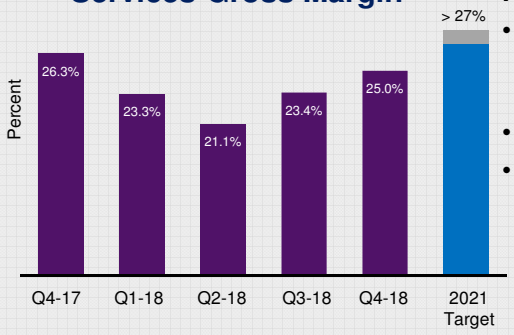
TTM Renewal Rates [2, 4]



Key expectations

- Customer-centric operating model
- Improved service levels achieved through Services Modernization Plan
- Greater focus on deal review processes

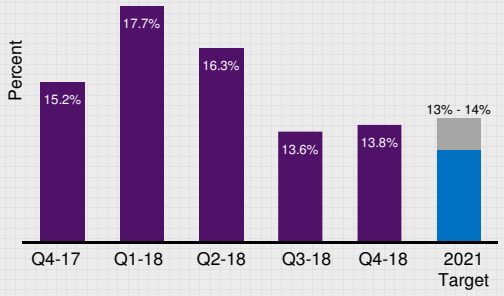
Services Gross Margin [3]



Key expectations

- Steady progress from the Services Modernization Plan
- Globally-consistent KPI's
- Standard reporting

SG&A as a % of Revenue [3, 4]



Key expectations

- Further reduction of G&A expenses including global spend analytics & targets
- Normalized compensation for 2019 will cause a near-term headwind

1) Contract base for cash-based products under second line maintenance or managed service contract
2) Calculated as total contract value (US$) of successful service renewals divided by as total contract value (US$) of contracts up for renewal
3) non-GAAP metric
4) Trailing 12-month calculation
5) All targets as of Feb 13, 2019.

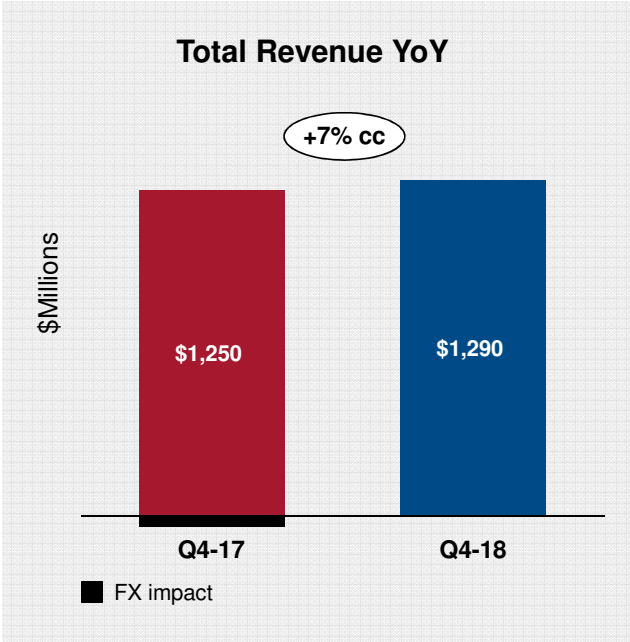
Bridge to 2019 Outlook – as of February 13, 2019

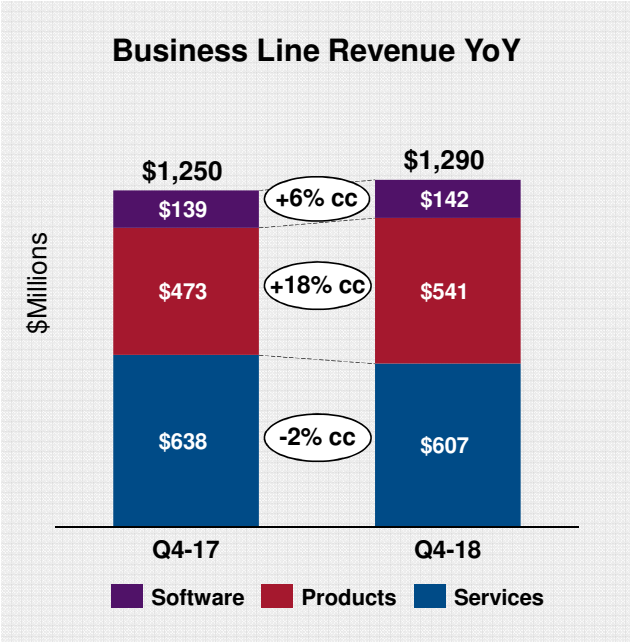
	2018A	Key expectations [2]	2019E [4]
Total revenue	$4.579B	+ Growth in Americas Banking and Retail – Decline in Eurasia Banking reflecting stability in EMEA and similar YoY declines in Asia	$4.4 – $4.5B
Adjusted EBITDA [1]	$331M 7.2% margin	+ $160M savings from DN Now initiatives – $60M inflation & normalized compensation net of expected benefits from near-term divestitures – $20M of non-recurring benefits from 2018 [3]	$380 - $420M ~9% margin
Free cash flow [1]	~($163M)	+ Adjusted EBITDA growth + Improved working capital + Lower integration costs – Higher interest expense – Higher restructuring expense – Higher capital expenditures	Break Even

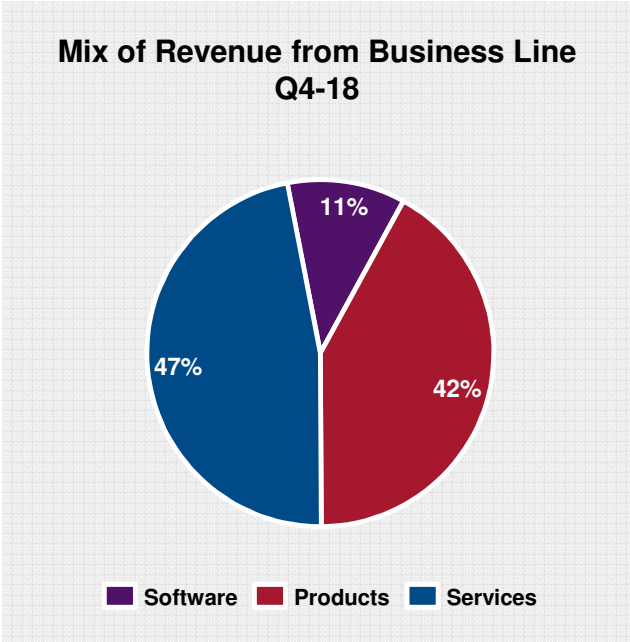
1) non-GAAP metrics
2) Key expectations represent approximate YoY changes
3) Mark-to-market accounting and bonus reversal benefits in 2018
4) As of February 13, 2019

YoY Revenue Variance and Mix for Q4

non-GAAP



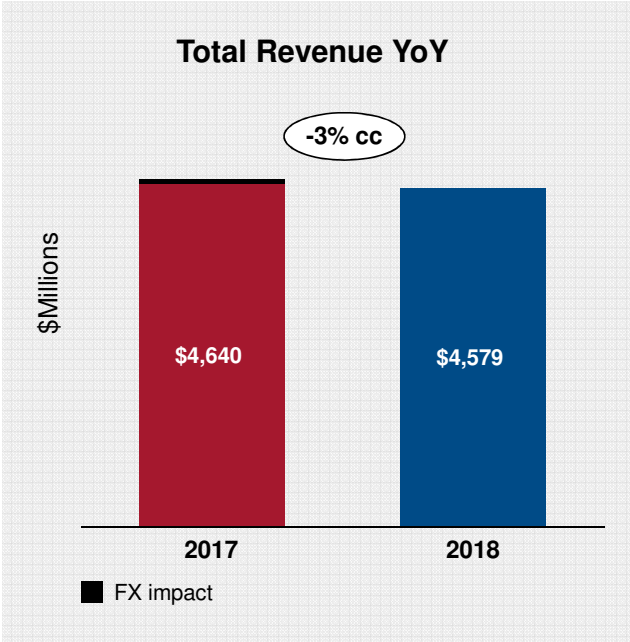


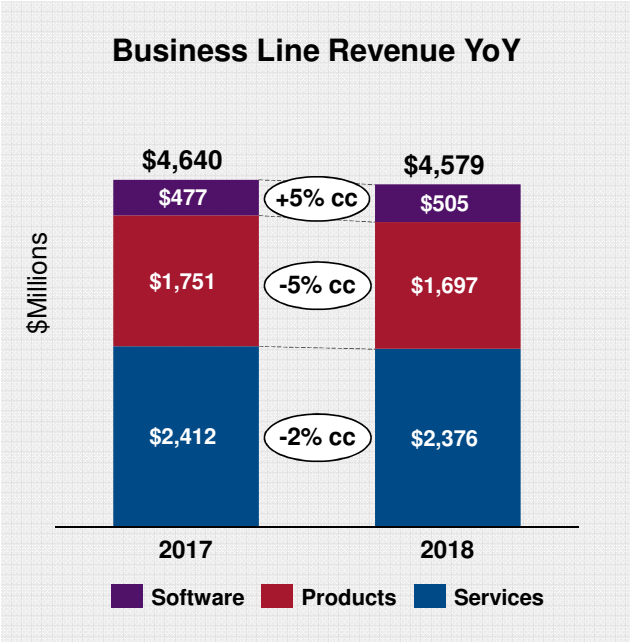


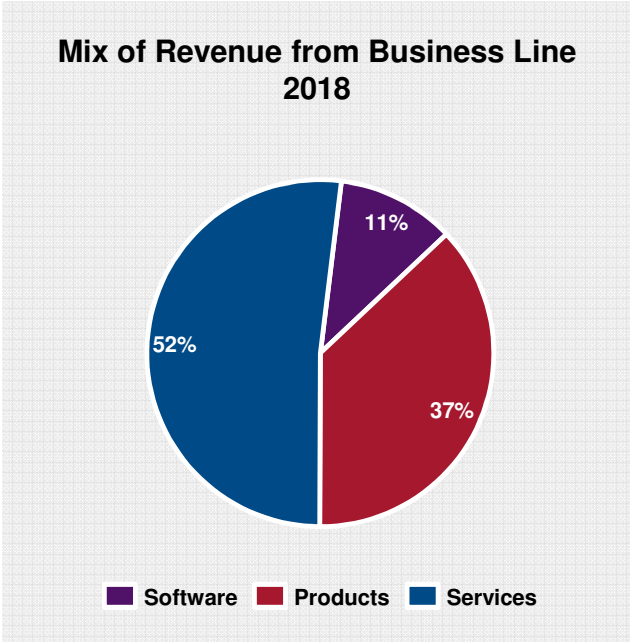
 Note: Differences may occur due to rounding.

YoY Revenue Variance and Mix for 2018

non-GAAP

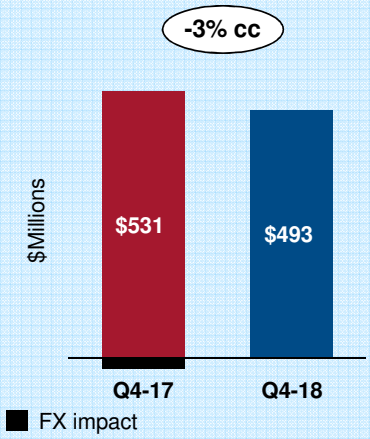






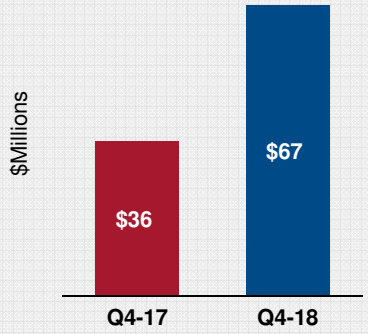
 Note: Differences may occur due to rounding.

Eurasia Banking – Highlights for Q4-18 and Full Year 2018
non-GAAP



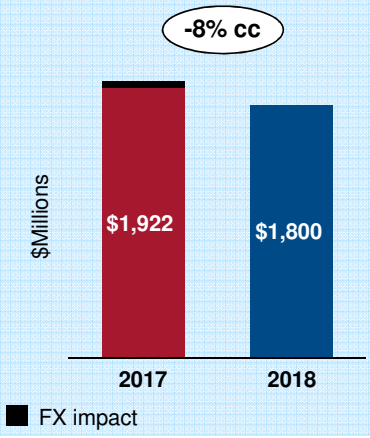
Revenue

- Revenue decreased 3% YoY in constant currency excluding ~4% unfavorable impact from currency
- Declines in Asia Pacific are masking growth in EMEA



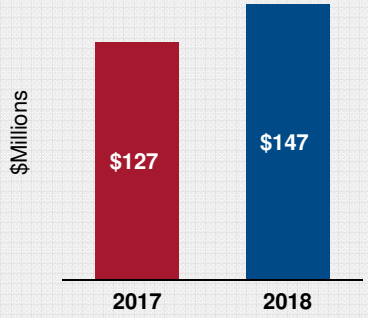
Operating Profit

- YoY increase driven by
  - Improved product gross margins due to a better solution mix
  - Initial DN Now savings



Revenue

- Revenue decreased 8% YoY in constant currency excluding ~2% favorable impact from currency
- Declines in Asia Pacific are masking growth in EMEA

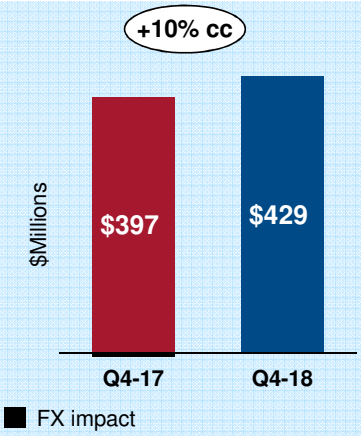


Operating Profit

- YoY increase driven by
  - Improved product gross margins due to a better customer and solution mix
  - Initial DN Now savings

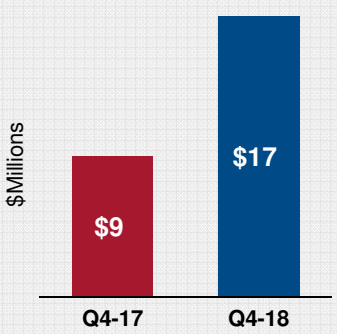
 Note: Differences may occur due to rounding.

Americas Banking – Highlights Q4-18 and Full Year 2018
non-GAAP



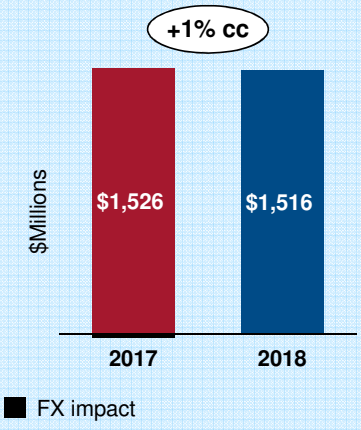
Revenue

- Revenue increased ~10% YoY in constant currency excluding ~2% unfavorable impact from currency
- Product and Software growth in North America and Latin America
- Services was down slightly YoY



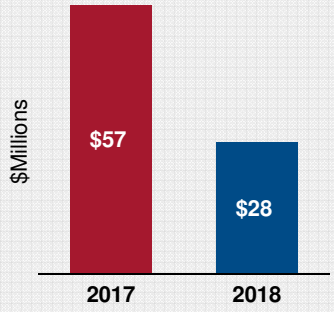
Operating Profit

- YoY increase due to
  - Initial DN Now savings



Revenue

- Revenue increased ~1% YoY in constant currency excluding ~1% unfavorable impact from currency
- Services was down versus prior year
- Product revenue increased slightly YoY
- Software increased YoY due to additional project activity in North America and licenses in Latin America

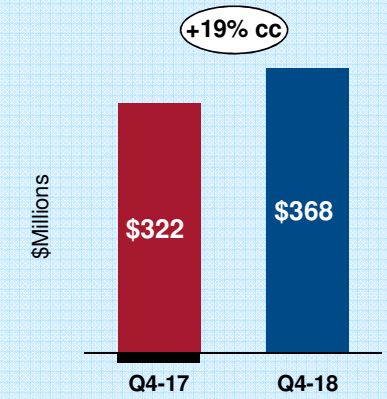


Operating Profit

- YoY decrease due to
  - Higher services delivery costs
  - Higher freight costs
  - Unfavorable customer mix
- Partially offset by lower SG&A expense

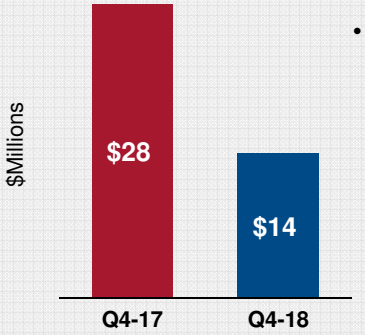
 Note: Differences may occur due to rounding.

Retail – Highlights Q4-18 and Full Year 2018
non-GAAP



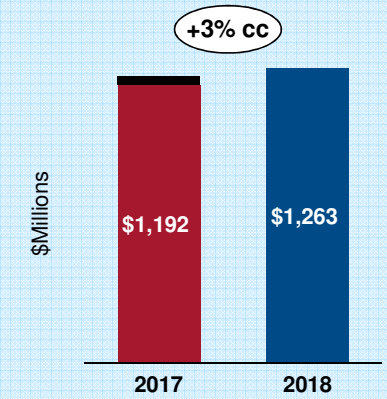
Revenue

- Revenue increased 19% YoY in constant currency excluding ~4% unfavorable currency impact
- Product, services and software growth



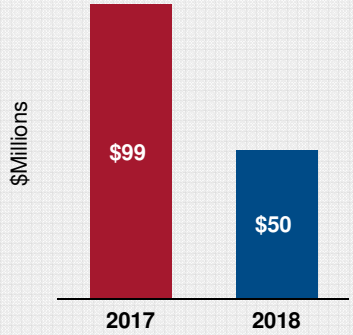
Operating Profit

- YoY decrease due to
  - Unfavorable solution mix
  - Underperformance of non-core businesses
  - One-off bad debt expense from a contract dispute offset DN Now savings



Revenue

- Revenue increased 3% YoY in constant currency excluding ~3% favorable currency impact
- Modest growth in EMEA and Asia
- Strong growth in North America from a small base

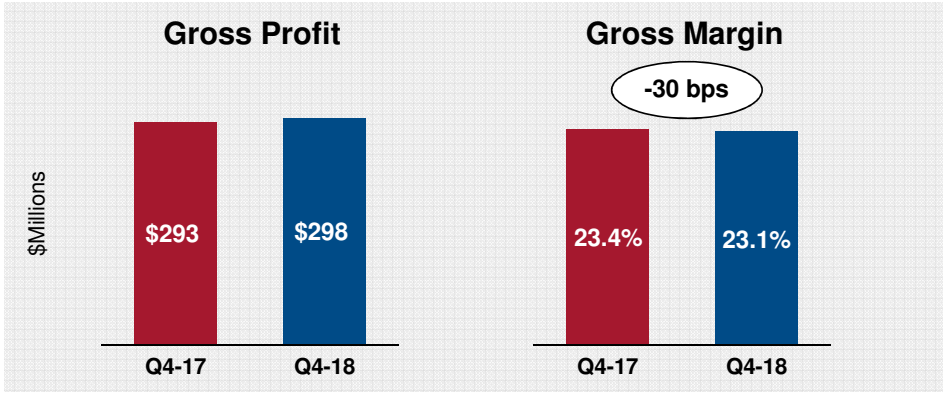


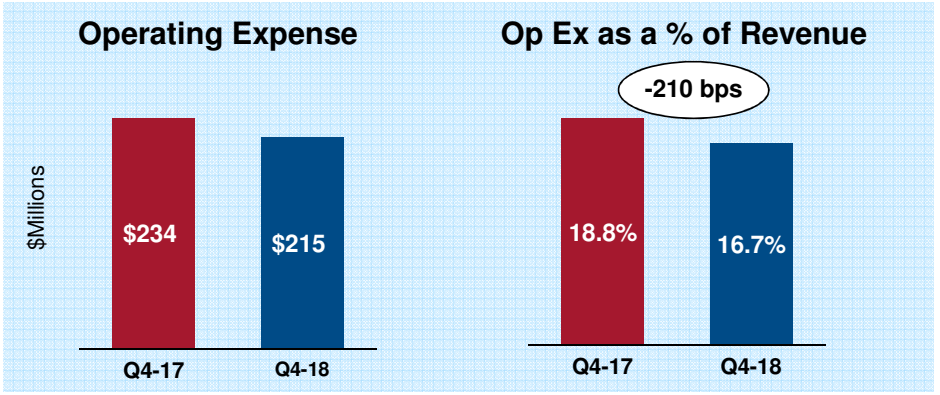
Operating Profit

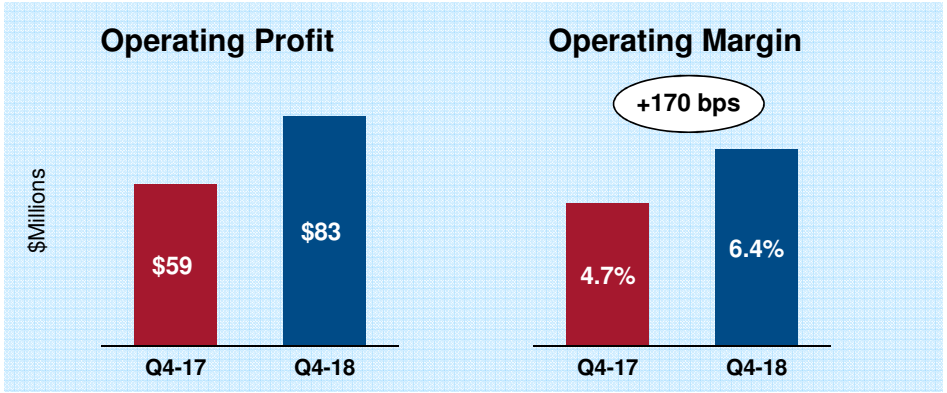
- YoY decrease due to
  - Unfavorable solution mix
  - Underperformance of non-core businesses
  - Higher software R&D and selling costs to support growth in North America

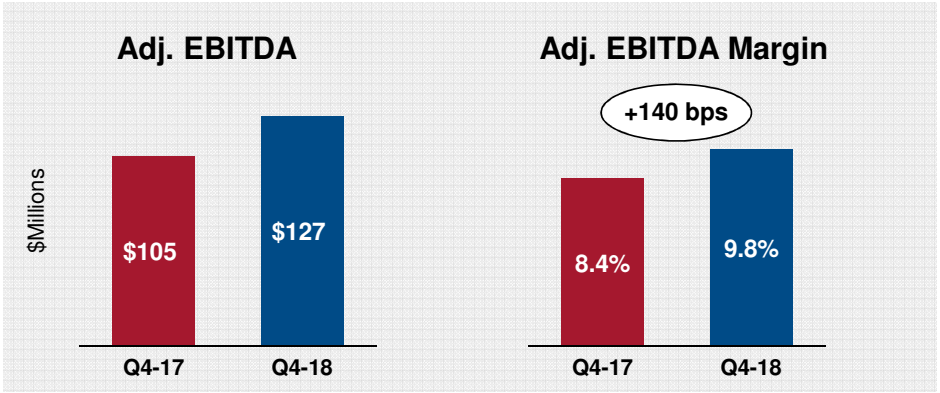
 Note: Differences may occur due to rounding.

Q4-18 Profitability
non-GAAP



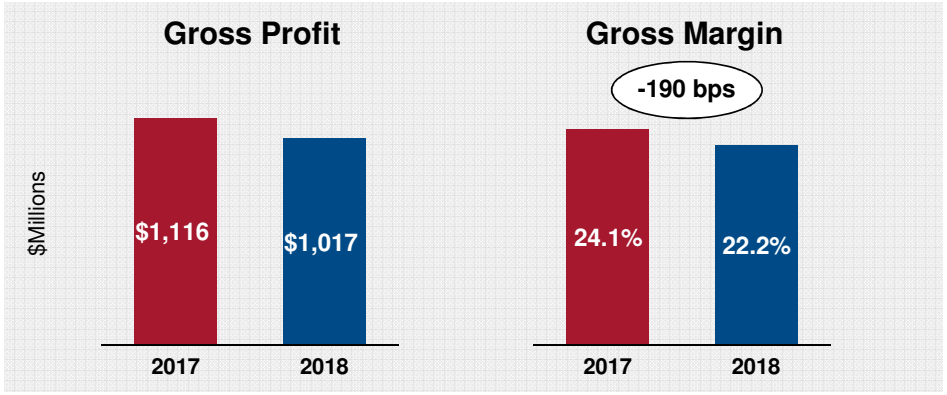


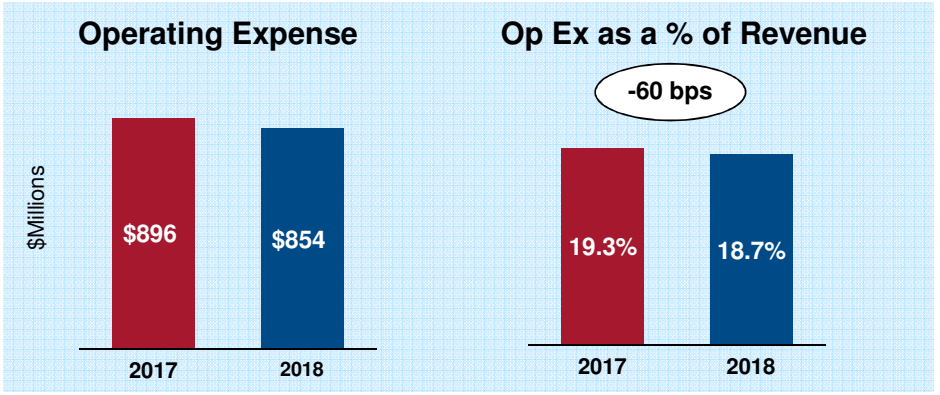


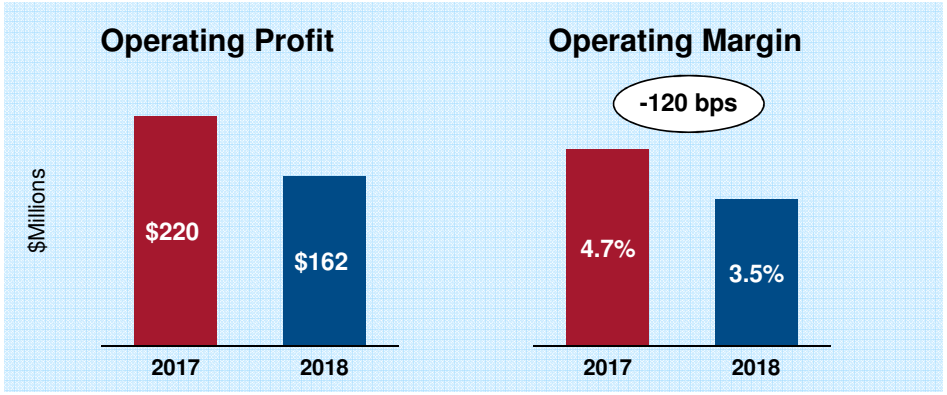


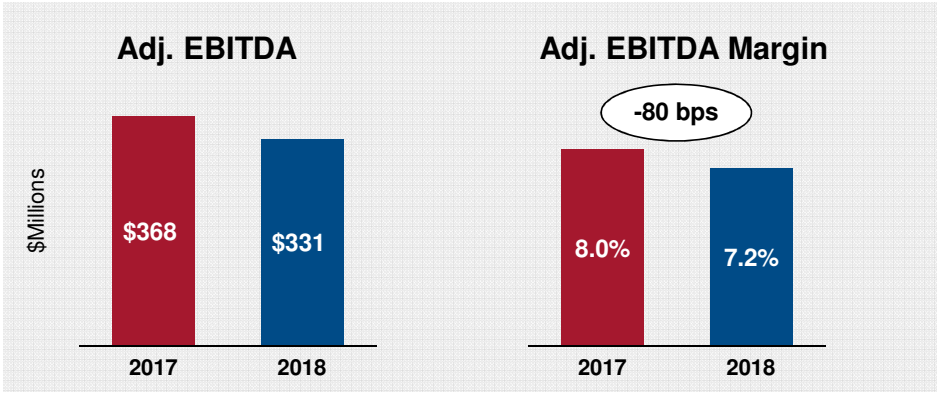
 Note: Differences may occur due to rounding.

Full Year 2018 Profitability
non-GAAP





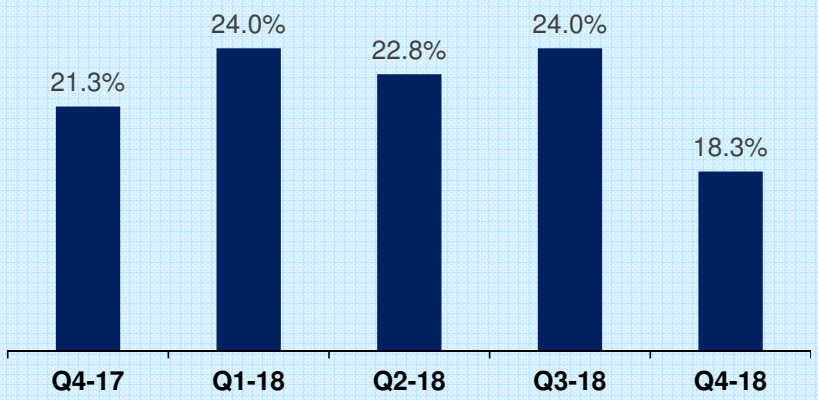




 Note: Differences may occur due to rounding.

Net Working Capital and Free Cash Flow

Net Working Capital as a % of TTM Sales

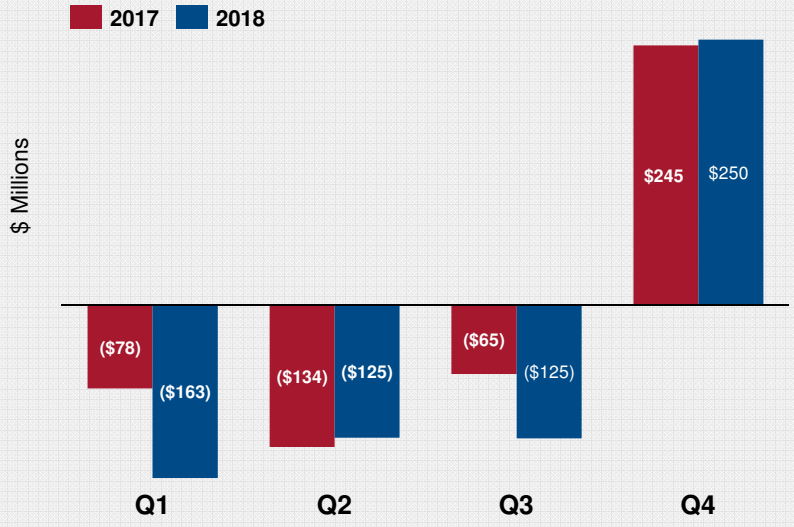


Key expectations for future improvements

- Management focus and incentives aligned
- Establish inventory targets for spare parts, finished goods and raw materials at country level
- Improved contracting, monitoring and reporting of receivables and payables

Note: Net working capital is the sum of the cash impact from trade receivables, inventories, accounts payable, and deferred revenue.

Free Cash Flow



Q4 Free cash flow of ~$250M increased by $5M YoY

- Higher adjusted EBITDA
- Improved inventory management
- Cash use from accounts payable
- Higher interest expense and restructuring

Note: Free cash flow is a non-GAAP financial measure defined as net cash provided by (used in) operations less capital expenditures. Differences may occur due to rounding.

Liquidity and Capital Structure

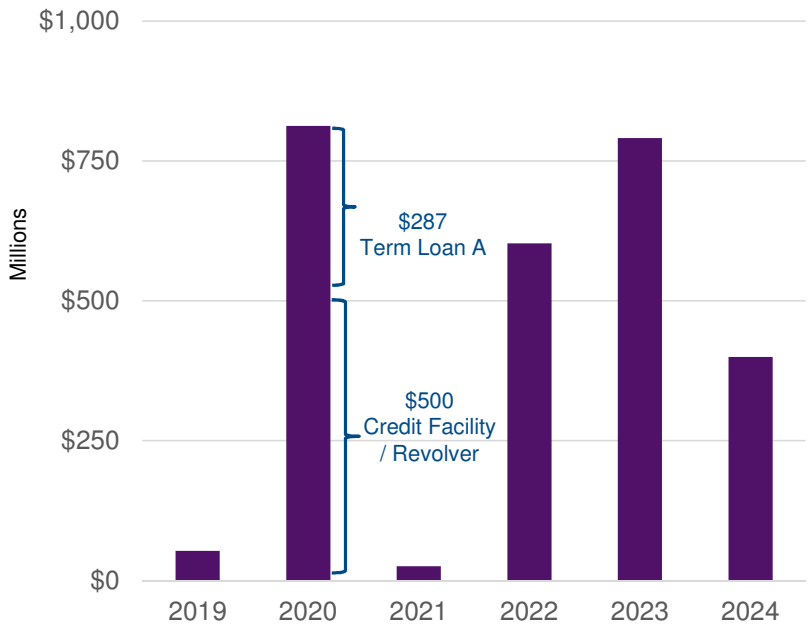
Capital Structure / Net Debt

$ Millions	Dec 31, 2017	Dec 31, 2018
Cash, cash equivalents, restricted cash & other investments (GAAP Measure)	**$625**	**$492**
Debt Instruments	**($1,854)**	**($2,240)**
Net Debt (non-GAAP measure)	**($1,229)**	**($1,748)**
Undrawn credit facility/revolver	**$445**	**$347**

Net debt to TTM adjusted EBITDA ~5.3x

Bank covenant maximum 7.0x

Debt Maturity Schedule



Outlook for 2019 & Targets for 2021 - as of February 13, 2019

2019 Outlook

Revenue	**$4.4 - $4.5 billion**
Adjusted EBITDA[1]	**$380 - $420 million**
Adjusted EBITDA margin[1]	**~9%**

Key expectations for break-even free cash flow[1,2]

(in millions)

Adjusted EBITDA[1] mid-point	$400	Net interest expense	($190)
Net working capital	$100	Restructuring cash outflows	($130)
Integration expense	$0	Capital expenditures	($80)
		Cash taxes	($60)
		Other	($40)

2021 Targets

Annual revenue growth	**2% – 4%**
Operating profit margin[1]	**~9%**
Adjusted EBITDA margin[1]	**~12%**

Free cash flow[1]	**>$200 million**
Leverage ratio[1,3]	**< 3 times**
ROIC[1,4]	**mid-teens**

1) non-GAAP metric
2) Key expectations represent approximate amounts
3) Net debt to trailing 12-months adjusted EBITDA
4) Return on invested capital (ROIC) is defined as tax-affected non-GAAP operating profit divided by invested capital

Diebold Nixdorf



Supplemental Schedules

Adjusted EBITDA Reconciliation

GAAP to non-GAAP ($Millions)

	Q1 2017	Q2 2017	Q3 2017	Q4 2017	FY 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018
Net income (loss)	**($55)**	**($24)**	**($33)**	**($103)**	**($214)**	**($66)**	**($128)**	**($245)**	**($128)**	**($566)**
Income tax (benefit) expense	(23)	(37)	(1)	89	28	19	(30)	45	3	37
Interest income	(6)	(5)	(4)	(5)	(20)	(4)	(2)	(2)	(1)	(9)
Interest expense	31	32	28	27	117	26	28	45	55	155
Depreciation & amortization	56	55	66	64	242	65	61	60	59	245
EBITDA	**$3**	**$22**	**$56**	**$73**	**$153**	**$41**	**($71)**	**($96)**	**($12)**	**($138)**
Share-based compensation	7	8	8	11	34	14	7	7	9	37
Foreign exchange gain (loss), net	3	5	(3)	(1)	4	1	3	(2)	0	2
Miscellaneous, net	(2)	(1)	1	(0)	(3)	0	3	1	(0)	4
Equity in earnings (loss) of unconsolidated subsidiaries, net	1	(1)	1	(7)	(6)	(1)	(1)	(3)	18	13
Restructuring expenses	13	14	17	5	49	4	2	38	21	65
Non-routine expenses, net	47	23	41	24	136	6	100	150	90	347
Adjusted EBITDA	**$72**	**$70**	**$121**	**$105**	**$368**	**$65**	**$43**	**$96**	**$127**	**$331**
Adjusted EBITDA % GAAP revenue	6.5%	6.2%	10.8%	8.4%	8.0%	6.1%	3.9%	8.6%	9.8%	7.2%

Adjusted EBITDA outlook[1] for 2019 of $380 million - $420 million

With respect to the company's non-GAAP adjusted EBITDA outlook for 2019, it is not providing a reconciliation to the most directly comparable GAAP financial measure because it is unable to predict with reasonable certainty those items that may affect such measures calculated and presented in accordance with GAAP without unreasonable effort. These measures primarily exclude the future impact of restructuring actions and net non-routine items. These reconciling items are uncertain, depend on various factors and could significantly impact, either individually or in the aggregate, net income calculated and presented in accordance with GAAP. Please see "Use of Non-GAAP Financial Measures" for additional information regarding our use of non-GAAP financial measures.

1) As of February 13, 2019

Note: Differences may occur due to rounding.

Revenue and Operating Profit – Segment View

Revenue

$Millions	Q1-17	Q2-17	Q3-17	Q4-17	2017	Q1-18	Q2-18	Q3-18	Q4-18	2018
Eurasia Banking	444	480	467	531	1,922	435	438	434	493	1,800
Americas Banking	382	370	377	397	1,526	334	371	383	429	1,516
Retail	287	294	289	322	1,192	295	298	302	368	1,263
Total Operational Segments	**$1,113**	**$1,144**	**$1,132**	**$1,250**	**$4,640**	**$1,064**	**$1,106**	**$1,119**	**$1,290**	**$4,579**
PPA Def. Rev.* - Banking	(6)	(6)	(6)	-	(18)	-	-	-	-	-
PPA Def. Rev.* - Retail	(4)	(4)	(4)	-	(12)	-	-	-	-	-
Total Diebold Nixdorf (GAAP)	**$1,103**	**$1,134**	**$1,123**	**$1,250**	**$4,609**	**$1,064**	**$1,106**	**$1,119**	**$1,290**	**$4,579**

Operating Profit

$Millions	Q1-17	Q2-17	Q3-17	Q4-17	2017	Q1-18	Q2-18	Q3-18	Q4-18	2018
Eurasia Banking	21	30	40	36	127	19	18	43	67	147
Americas Banking	24	9	15	9	57	7	(1)	4	17	28
Retail	18	26	27	28	99	11	6	19	14	50
Total Operational Segments	**$63**	**$65**	**$82**	**$73**	**$283**	**$37**	**$23**	**$66**	**$98**	**$225**
Corporate	(23)	(26)	(0)	(14)	(63)	(19)	(18)	(10)	(15)	(63)
Total Restructuring Expense	(13)	(14)	(17)	(5)	(49)	(4)	(2)	(38)	(21)	(65)
Total Non-Routine Expense	(79)	(56)	(76)	(53)	(264)	(37)	(130)	(178)	(115)	(460)
Total Restructuring & Non-Routine Expense	(92)	(70)	(93)	(58)	(314)	(41)	(132)	(217)	(135)	(525)
Total Diebold Nixdorf (GAAP)	**($51)**	**($31)**	**($12)**	**$1**	**($93)**	**($24)**	**($127)**	**($160)**	**($52)**	**($363)**

Note: Differences may occur due to rounding.

Q1 2018 Profit & Loss Statement
Reconciliation GAAP to non-GAAP ($Millions)

	2018 (GAAP)	% of Net Sales	Restructuring	Legal / Consulting and deal expense	Acq. integration	Wincor Nixdorf purchase accounting adjustments	Inventory provision	Other non-routine inc/exp	2018 (non-GAAP)	% of Net Sales
Services	592.2	55.7%	-	-	-	-	-	-	592.2	55.7%
Products	352.5	33.1%	-	-	-	-	-	-	352.5	33.1%
Software	119.5	11.2%	-	-	-	-	-	-	119.5	11.2%
Total Revenue	**1,064.2**	**100.0%**	**-**	**-**	**-**	**-**	**-**	**-**	**1,064.2**	**100.0%**
Services	134.4	22.7%	1.5	-	1.0	-	1.0	0.2	138.0	23.3%
Products	68.0	19.3%	0.6	-	-	3.5	0.3	(3.7)	68.7	19.5%
Software	36.0	30.1%	0.4	-	-	3.9	0.5	0.0	40.8	34.1%
Total Gross Profit	238.4	22.4%	2.6	-	1.0	7.4	1.7	(3.5)	247.5	23.3%
Operating Expenses										
Selling, G & A	227.8		(1.3)	(0.3)	(14.2)	(23.8)	-	(0.1)	188.0	
R , D & E	41.7		-	-	-	-	-	-	41.7	
(Gain)/Loss on Assets	(7.7)		-	3.3	-	-	-	4.5	0.1	
Impairment of Assets	-		-	-	-	-	-	-	-	
Total Operating Expense	261.9	**24.6%**	(1.3)	3.0	(14.2)	(23.8)	-	4.4	229.9	**21.6%**
Total Operating Profit (loss)	(23.5)	-2.2%	3.9	(3.0)	15.2	31.2	1.7	(7.9)	17.6	1.7%

Q2 2018 Profit & Loss Statement
Reconciliation GAAP to non-GAAP ($Millions)

	2018 (GAAP)	% of Net Sales	Restructuring	Impairment	Legal / Consulting and deal expense	Acq. integration	Wincor Nixdorf purchase accounting adjustments	Inventory provision	Other non-routine inc/exp	2018 (non-GAAP)	% of Net Sales
Services	593.5	53.7%	-	-	-	-	-	-	-	593.5	53.7%
Products	389.3	35.2%	-	-	-	-	-	-	-	389.3	35.2%
Software	122.8	11.1%	-	-	-	-	-	-	-	122.8	11.1%
Total Revenue	**1,105.6**	**100.0%**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**1,105.6**	**100.0%**
Services	123.4	20.8%	(0.4)	-	-	1.1	-	0.8	0.3	125.1	21.1%
Products	62.8	16.1%	(0.5)	-	-	0.0	3.4	0.3	-	66.0	17.0%
Software	31.5	25.6%	0.2	-	-	-	3.8	0.1	0.0	35.5	28.9%
Total Gross Profit	217.7	19.7%	(0.7)	-	-	1.1	7.2	1.1	0.3	226.6	20.5%
Operating Expenses											
Selling, G & A	219.9		(3.1)	-	(0.5)	(13.3)	(22.3)	-	(0.0)	180.7	
R , D & E	40.6		0.1	-	-	-	-	-	-	40.7	
(Gain)/Loss on Assets	0.8		-	-	(1.0)	-	-	-	0.2	(0.0)	
Impairment of Assets	83.1		-	(83.1)	-	-	-	-	-	-	
Total Operating Expense	344.3	**31.1%**	(3.0)	(83.1)	(1.6)	(13.3)	(22.3)	-	0.2	221.4	**20.0%**
Total Operating Profit (loss)	(126.6)	-11.5%	2.2	83.1	1.6	14.5	29.4	1.1	0.0	5.3	0.5%

Q3 2018 Profit & Loss Statement
Reconciliation GAAP to non-GAAP ($Millions)

	2018 (GAAP)	% of Net Sales	Restructuring	Impairment	Legal / Consulting and deal expense	Acq. integration	Wincor Nixdorf purchase accounting adjustments	Inventory provision	Other non-routine inc/exp	2018 (non-GAAP)	% of Net Sales
Services	583.9	52.2%	-	-	-	-	-	-	-	583.9	52.2%
Products	414.7	37.1%	-	-	-	-	-	-	-	414.7	37.1%
Software	120.5	10.8%	-	-	-	-	-	-	-	120.5	10.8%
Total Revenue	**1,119.1**	**100.0%**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**1,119.1**	**100.0%**
Services	131.7	22.6%	3.6	-	-	0.7	-	0.3	0.1	136.5	23.4%
Products	66.0	15.9%	3.0	-	-	0.3	3.0	0.7	-	72.9	17.6%
Software	29.2	24.2%	2.2	-	-	-	3.4	0.1	0.0	34.9	29.0%
Total Gross Profit	227.0	20.3%	8.7	-	-	1.0	6.3	1.2	0.2	244.4	21.8%
Operating Expenses											
Selling, G & A	216.2		(28.6)	-	(4.3)	(9.3)	(21.7)	-	-	152.3	
R , D & E	36.6		(1.0)	-	-	-	-	-	-	35.6	
(Gain)/Loss on Assets	0.1		-	-	-	-	-	-	-	0.1	
Impairment of Assets	134.4		-	(134.4)	-	-	-	-	-	-	
Total Operating Expense	387.3	**34.6%**	(29.6)	(134.4)	(4.3)	(9.3)	(21.7)	-	-	188.0	**16.8%**
Total Operating Profit (loss)	(160.3)	-14.3%	38.3	134.4	4.3	10.3	28.0	1.2	0.2	56.4	5.0%

Q4 2018 Profit & Loss Statement
Reconciliation GAAP to non-GAAP ($Millions)

	2018 (GAAP)	% of Net Sales	Restructuring	Legal / Consulting and deal expense	Acq. integration	Wincor Nixdorf purchase accounting adjustments	Inventory special charges	Other non-routine inc/exp	2018 (non-GAAP)	% of Net Sales
Services	606.5	47.0%	-	-	-	-	-	-	606.5	47.0%
Products	541.1	42.0%	-	-	-	-	-	-	541.1	42.0%
Software	142.2	11.0%	-	-	-	-	-	-	142.2	11.0%
Total Revenue	**1,289.8**	**100.0%**	**-**	**-**	**-**	**-**	**-**	**-**	**1,289.8**	**100.0%**
Services	113.6	18.7%	10.4	-	0.4	-	25.2	2.0	151.7	25.0%
Products	54.1	10.0%	6.5	-	0.1	1.6	44.3	(4.8)	101.9	18.8%
Software	40.2	28.3%	1.1	-	0.0	1.8	1.0	0.6	44.7	31.4%
Total Gross Profit	207.9	16.1%	18.1	-	0.6	3.4	70.5	(2.2)	298.3	23.1%
Operating Expenses										
Selling, G & A	221.8		(0.4)	(13.2)	(6.6)	(21.3)	-	(2.5)	177.9	
R , D & E	38.4		(2.1)	-	-	-	-	-	36.3	
(Gain)/Loss on Assets	0.0		-	0.9	-	-	-	-	1.0	
Impairment of Assets	-		-	-	-	-	-	(0.0)	(0.0)	
Total Operating Expense	260.3	**20.2%**	(2.5)	(12.2)	(6.6)	(21.3)	-	(2.5)	215.2	**16.7%**
Total Operating Profit (loss)	(52.4)	-4.1%	20.5	12.2	7.2	24.7	70.5	0.3	83.0	6.4%

2018 Profit & Loss Statement
Reconciliation GAAP to non-GAAP ($Millions)

	2018 (GAAP)	% of Net Sales	Restructuring	Impairment	Legal / Consulting and deal expense	Acq. integration	Wincor Nixdorf purchase accounting adjustments	Inventory special charges	Other non-routine inc/exp	2018 (non-GAAP)	% of Net Sales
Services	2,376.2	51.9%	-	-	-	-	-	-	-	2,376.2	51.9%
Products	1,697.5	37.1%	-	-	-	-	-	-	-	1,697.5	37.1%
Software	505.0	11.0%	-	-	-	-	-	-	-	505.0	11.0%
Total Revenue	**4,578.6**	**100.0%**	**-**	**-**	**-**	**-**	**-**	**-**	**-**	**4,578.6**	**100.0%**
Services	503.1	21.2%	15.1	-	-	3.3	-	27.2	2.6	551.3	23.2%
Products	251.0	14.8%	9.6	-	-	0.5	11.4	45.6	(8.5)	309.6	18.2%
Software	136.9	27.1%	3.9	-	-	0.0	12.9	1.7	0.6	156.0	30.9%
Total Gross Profit	890.9	19.5%	28.6	-	-	3.8	24.3	74.5	(5.3)	1,016.8	22.2%
Operating Expenses											
Selling, G & A	885.7		(33.4)	-	(18.3)	(43.4)	(89.1)	-	(2.7)	698.9	
R , D & E	157.4		(3.0)	-	-	-	-	-	-	154.4	
(Gain)/Loss on Assets	(6.7)		-	-	3.2	-	-	-	4.8	1.2	
Impairment of Assets	217.5		-	(217.5)	-	-	-	-	-	(0.0)	
Total Operating Expense	1,253.9	**27.4%**	(36.3)	(217.5)	(15.1)	(43.4)	(89.1)	-	2.1	854.5	**18.7%**
Total Operating Profit (loss)	(362.9)	-7.9%	65.0	217.5	15.1	47.2	113.4	74.5	(7.5)	162.3	3.5%

Q1 2017 Profit & Loss Statement
Reconciliation GAAP to non-GAAP ($Millions)

	2017 (GAAP)	% of Net Sales	Restructuring	Impairment	Legal / Consulting and deal expense	Acq. integration	Wincor Nixdorf purchase accounting adjustments	Inventory provision	Other non-routine inc/exp	2017 (non-GAAP)	% of Net Sales
Services	573.2	52.0%	-	-	-	-	5.2	-	-	578.4	52.0%
Products	419.2	38.0%	-	-	-	-	5.2	-	-	424.4	38.1%
Software	110.4	10.0%	-	-	-	-	-	-	-	110.4	9.9%
Total Revenue	**1,102.9**	**100.0%**	**-**	**-**	**-**	**-**	**10.4**	**-**	**-**	**1,113.3**	**100.0%**
Services	135.7	23.7%	3.2	-	-	0.2	5.2	0.7	0.6	145.6	25.2%
Products	64.0	15.3%	0.7	-	0.6	0.4	18.0	0.4	0.3	84.3	19.9%
Software	40.1	36.3%	(0.3)	-	-	-	-	-	0.0	39.9	36.1%
Total Gross Profit	239.8	21.7%	3.6	-	0.6	0.6	23.2	1.1	0.9	269.8	24.2%
Operating Expenses											
Selling, G & A	246.9		(8.4)	-	(17.8)	(12.3)	(19.0)	-	0.0	189.4	
R , D & E	41.4		(0.9)	-	(0.5)	-	-	-	(0.0)	40.0	
(Gain)/Loss on Assets	(0.4)		-	-	-	-	-	-	-	(0.4)	
Impairment of Assets	3.1		-	(3.1)	-	-	-	-	-	(0.0)	
Total Operating Expense	291.1	**26.4%**	(9.3)	(3.1)	(18.3)	(12.3)	(19.0)	-	0.0	229.0	**20.6%**
Total Operating Profit (loss)	(51.3)	-4.6%	12.9	3.1	18.9	12.8	42.2	1.1	0.9	40.7	3.7%

Q2 2017 Profit & Loss Statement
Reconciliation GAAP to non-GAAP ($Millions)

	2017 (GAAP)	% of Net Sales	Restructuring	Legal / Consulting and deal expense	Acq. integration	Brazil indirect tax	Wincor Nixdorf purchase accounting adjustments	Inventory provision	Other non-routine inc/exp	2017 (non-GAAP)	% of Net Sales
Services	580.2	51.2%	-	-	-	-	5.1	-	-	585.4	51.2%
Products	446.0	39.3%	-	-	-	-	2.4	-	-	448.3	39.2%
Software	107.7	9.5%	-	-	-	-	2.8	-	-	110.5	9.7%
Total Revenue	**1,133.9**	**100.0%**	**-**	**-**	**-**	**-**	**10.3**	**-**	**-**	**1,144.2**	**100.0%**
Services	125.7	21.7%	12.7	-	0.8	-	5.1	(1.0)	0.4	143.7	24.6%
Products	85.9	19.3%	0.9	(0.0)	0.3	0.2	2.8	0.3	(0.0)	90.5	20.2%
Software	25.4	23.6%	(0.0)	-	-	-	14.6	-	0.0	40.0	36.2%
Total Gross Profit	237.0	20.9%	13.6	(0.0)	1.1	0.2	22.6	(0.6)	0.4	274.3	24.0%
Operating Expenses											
Selling, G & A	236.9		(2.5)	1.4	(21.0)	-	(20.2)	-	(0.0)	194.6	
R , D & E	38.8		1.6	0.2	-	-	-	-	-	40.6	
(Gain)/Loss on Assets	(7.7)		-	7.4	-	-	-	-	-	(0.3)	
Impairment of Assets	0.0		-	-	-	-	-	-	-	0.0	
Total Operating Expense	268.0	**23.6%**	(0.8)	8.9	(21.0)	-	(20.2)	-	(0.0)	234.9	**20.5%**
Total Operating Profit (loss)	(30.9)	-2.7%	14.4	(8.9)	22.1	0.2	42.8	(0.6)	0.4	39.4	3.4%

Q3 2017 Profit & Loss Statement
Reconciliation GAAP to non-GAAP ($Millions)

	2017 (GAAP)	% of Net Sales	Restructuring	Legal / Consulting and deal expense	Acq. integration	Wincor Nixdorf purchase accounting adjustments	Inventory provision	Other non-routine inc/exp	2017 (non-GAAP)	% of Net Sales
Services	605.8	54.0%	-	-	-	4.9	-	-	610.7	53.9%
Products	397.0	35.4%	-	-	-	7.7	-	-	404.7	35.7%
Software	119.8	10.7%	-	-	-	(2.8)	-	-	117.0	10.3%
Total Revenue	**1,122.6**	**100.0%**	**-**	**-**	**-**	**9.7**	**-**	**-**	**1,132.4**	**100.0%**
Services	132.3	21.8%	13.5	-	1.0	4.9	2.5	0.3	154.4	25.3%
Products	68.8	17.3%	1.2	-	(0.0)	13.3	0.4	(0.0)	83.6	20.7%
Software	35.8	29.9%	0.5	-	-	4.7	-	0.0	41.0	35.1%
Total Gross Profit	236.9	21.1%	15.2	-	0.9	22.9	2.8	0.3	279.0	24.6%
Operating Expenses										
Selling, G & A	208.7		(2.5)	(0.9)	(18.9)	(23.9)	-	-	162.5	
R , D & E	34.2		0.4	-	-	-	-	-	34.6	
(Gain)/Loss on Assets	5.7		-	(5.2)	-	-	-	-	0.5	
Impairment of Assets	-		-	-	-	-	-	-	-	
Total Operating Expense	248.6	**22.1%**	(2.2)	(6.1)	(18.9)	(23.9)	-	-	197.6	**17.4%**
Total Operating Profit (loss)	(11.7)	-1.0%	17.4	6.1	19.8	46.8	2.8	0.3	81.5	7.2%

Q4 2017 Profit & Loss Statement
Reconciliation GAAP to non-GAAP ($Millions)

	2017 (GAAP)	% of Net Sales	Restructuring	Legal / Consulting and deal expense	Acq. integration	Wincor Nixdorf purchase accounting adjustments	Inventory provision	Other non-routine inc/exp	2017 (non-GAAP)	% of Net Sales
Services	638.0	51.0%	-	-	-	-	-	(0.0)	638.0	51.0%
Products	473.2	37.9%	-	-	-	-	-	0.0	473.2	37.9%
Software	138.6	11.1%	-	-	-	-	-	-	138.6	11.1%
Total Revenue	**1,249.9**	**100.0%**	**-**	**-**	**-**	**-**	**-**	**(0.0)**	**1,249.9**	**100.0%**
Services	168.9	26.5%	(3.0)	-	1.2	-	0.6	0.2	168.0	26.3%
Products	76.7	16.2%	(0.9)	-	0.4	3.4	0.3	(0.0)	79.9	16.9%
Software	40.5	29.2%	0.8	-	-	3.8	0.1	0.0	45.2	32.6%
Total Gross Profit	286.2	22.9%	(3.1)	-	1.6	7.2	1.0	0.3	293.1	23.4%
Operating Expenses										
Selling, G & A	241.1		(7.8)	(0.1)	(15.6)	(21.8)	-	(5.4)	190.4	
R , D & E	41.0		-	-	-	-	-	-	41.0	
(Gain)/Loss on Assets	3.5		-	-	-	-	-	(0.4)	3.1	
Impairment of Assets	0.0		-	-	-	-	-	-	0.0	
Total Operating Expense	285.7	**22.9%**	(7.8)	(0.1)	(15.6)	(21.8)	-	(5.8)	234.5	**18.8%**
Total Operating Profit (loss)	0.5	0.0%	4.7	0.1	17.2	29.0	1.0	6.1	58.6	4.7%

2017 Profit & Loss Statement
Reconciliation GAAP to non-GAAP ($Millions)

	2017 (GAAP)	% of Net Sales	Restructuring	Impairment	Legal / Consulting and deal expense	Acq. integration	Wincor Nixdorf purchase accounting adjustments	Inventory provision	Other non-routine inc/exp	2017 (non-GAAP)	% of Net Sales
Services	2,397.3	52.0%	-	-	-	-	15.2	-	-	2,412.5	52.0%
Products	1,735.4	37.7%	-	-	-	-	15.3	-	-	1,750.7	37.7%
Software	476.5	10.3%	-	-	-	-	-	-	-	476.5	10.3%
Total Revenue	**4,609.3**	**100.0%**	**-**	**-**	**-**	**-**	**30.4**	**-**	**-**	**4,639.7**	**100.0%**
Services	562.6	23.5%	26.5	-	-	3.2	15.2	2.7	1.5	611.7	25.4%
Products	295.4	17.0%	1.8	-	0.6	1.1	37.6	1.4	0.4	338.4	19.3%
Software	141.8	29.8%	0.9	-	-	-	23.1	0.1	0.2	166.1	34.8%
Total Gross Profit	999.9	21.7%	29.2	-	0.6	4.3	75.9	4.2	2.1	1,116.2	24.1%
Operating Expenses											
Selling, G & A	933.7		(21.3)	-	(17.4)	(67.7)	(85.0)	-	(5.4)	736.9	
R , D & E	155.5		1.1	-	(0.3)	-	-	-	-	156.3	
(Gain)/Loss on Assets	1.0		-	-	2.2	-	-	-	(0.4)	2.8	
Impairment of Assets	3.2		-	(3.1)	-	-	-	-	-	0.0	
Total Operating Expense	1,093.3	**23.7%**	(20.2)	(3.1)	(15.5)	(67.7)	(85.0)	-	(5.8)	896.0	**19.3%**
Total Operating Profit (loss)	(93.5)	-2.0%	49.4	3.1	16.2	72.0	160.8	4.2	7.9	220.2	4.7%

Free Cash Flow Reconciliation from Continuing Operations
($Millions)

	1Q17	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18
Net cash provided by (used in) operating activities - continuing	($66)	($119)	($50)	$272	($142)	($114)	($115)	$268
Capital expenditures - continuing	(12)	(14)	(15)	(28)	(20)	(10)	(10)	(18)
Free cash flow (use) (non-GAAP measure)	**(78)**	**(134)**	**(65)**	**245**	**(163)**	**(125)**	**(125)**	**250**

	2017	2018	2019 Guidance [1]
Net cash provided by (used in) operating activities - continuing	$37	($104)	~$80
Capital expenditures - continuing	(69)	(59)	~(80)
Free cash flow (use) (non-GAAP measure)	**($32)**	**($163)**	**Break even**

1) As of February 13, 2019

Note: Differences may occur due to rounding.


Diebold Nixdorf