



DieboldNixdorf.com

Investment Community Conference Call

Second Quarter, 2018 Earnings

August 1, 2018

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 debt, EBITDA, adjusted EBITDA 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 press release 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 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; 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 impact of the company's strategic initiatives, including DN Now; the company's success in divesting, reorganizing or exiting non-core businesses; 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 release.



Positive customer feedback...

DN is a valued technology partner helping to navigate the changing consumer landscape

BANKING

RETAIL

Outreach

- US, Canada, Mexico, Singapore and Western Europe

- Western Europe

Feedback

- ATMs to remain important customer touchpoints over foreseeable future
- Highly strategic asset
- Use cloud-based software & open API's to better understand consumer behaviors
- Standardization needed to reduce total cost of ownership

- Investing in technology to enhance the customer experience
 - ✓ mobile apps
 - ✓ websites and
 - ✓ physical stores
- Integrated, ordering, provisioning, payment and consumer loyalty programs

Q2-18 Results

Orders and new services contracts

- Windows 10 order momentum continues in the North America
- New 3-year managed services contract with major French home improvement retailer across 220 stores
- \$42M competitive win for multi-year maintenance services with leading Canadian financial institution
- 3-year frame agreement with major French bank for branch automation services and products
- New, 5-year managed services and products contract with the Central Bank of India
- Initial orders for self-service kiosks and services at large quick-serve restaurant in North America

Revenue stabilizing

- Modest YoY growth in Americas Banking
- Sequential revenue growth improved versus prior year
- Total revenue down 6% YoY in constant currency
- Revising 2018 revenue guidance to approximately \$4.5B

Non-GAAP operating profit of \$6M reflects higher costs & complexity

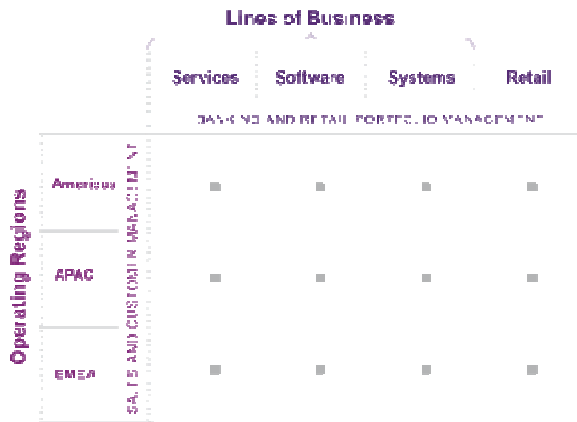
- Higher service costs in banking and retail
- Higher shipping costs tied to supply chain delays
- DN Now business improvement plan to minimize complexity, improve profitability and net leverage while enhancing customer relationships



New operating model to generate ~\$100M savings by Q3 2019

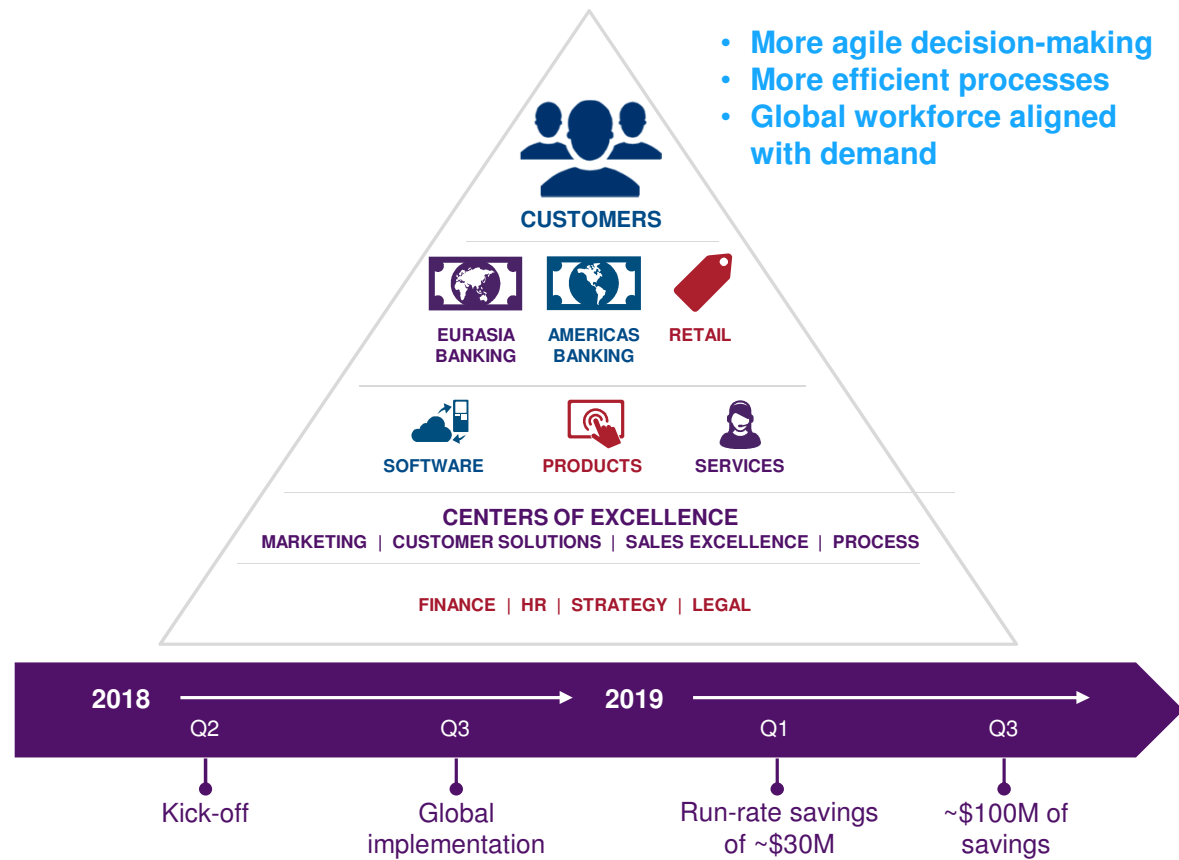
Prior Model

- Matrix structure from Business Combination Agreement
- Overly-complex interaction between lines of business & regions
- Customer interests were under-represented



New Customer-Centric Model

- More agile decision-making
- More efficient processes
- Global workforce aligned with demand



Current Actions – DN Now

Activity

Status and Expected Benefits

New, streamlined operating model

- Savings of ~\$100M to be realized by Q3-19
- Actions to date are expected to yield ~\$30M savings run-rate exiting Q1-19
- Started in April; global implementation in Q3-18

Simplifying ATM product portfolio

- Expect to exit 2018 with ~30% fewer ATM models
- Changes communicated to sales teams
- Expected benefits include shorter lead times, reduced complexity & economies of scale

Plans to divest non-core businesses

- Targeting approximately 5% - 10% of net sales for divestiture
- Proceeds to be used to improve capital structure
- Process is underway

Additional initiatives - DN Now

Activity

Status and Expected Benefits

Services improvement plan

- Third party diagnostic completed in Q2-18
- Detailed execution plan to be rolled out in 2H -18
- Focus on globally consistent KPI's

Supply chain stabilization

- On-site engagement with critical suppliers
- Working to continue to improve component availability
- Diversification efforts underway for certain components

Strengthen IT environment

- Rationalize core infrastructure and IT application platforms
- Supports higher employee productivity

Product platform investments

- R&D spend on next generation product capabilities and cloud-based software offerings
- Increased differentiation and competitive cost structure

Change of Reporting Segments¹

Primary Reporting Segment

- Revenue
- Gross Profit
- Operating Profit

Secondary Reporting

- Revenue

Prior

3 Lines of Business

SERVICES SYSTEMS SOFTWARE



AMERICAS



EMEA



APAC



2 Solutions

BANKING
RETAIL

Current

3 Segments

EURASIA
BANKING



40% of net sales²

AMERICAS
BANKING



33% of net sales²

RETAIL



27% of net sales²

2 Business Lines

SERVICES & SOFTWARE



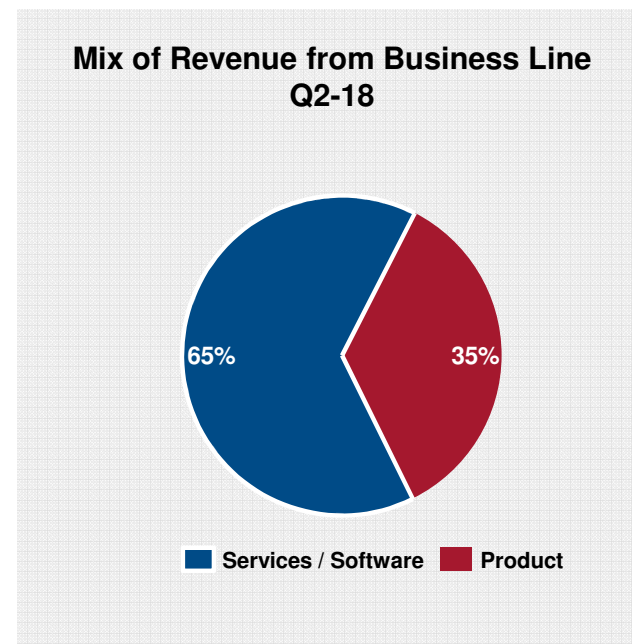
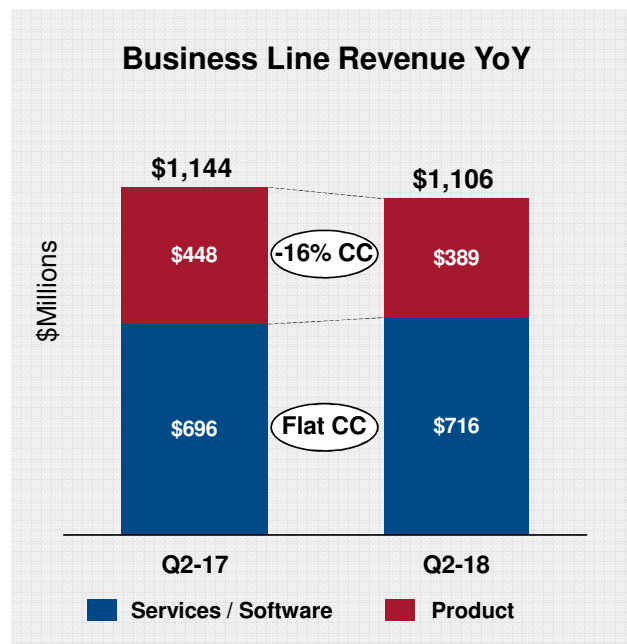
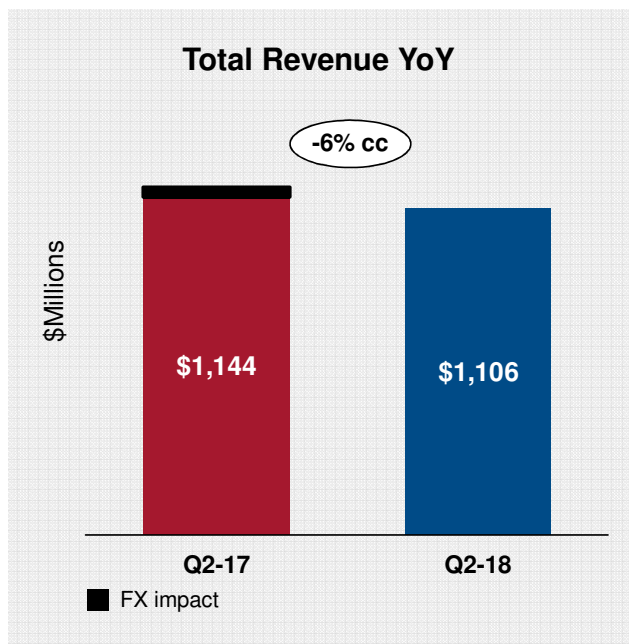
PRODUCTS



Note 1) announced on May 2, 2018
Note 2) second quarter, 2018

YoY Revenue Variance and Mix for Q2 non-GAAP

- Non-GAAP revenue was down 6% on a constant currency basis
- Product down 16% YoY in constant currency
- Services / Software flat YoY in a constant currency

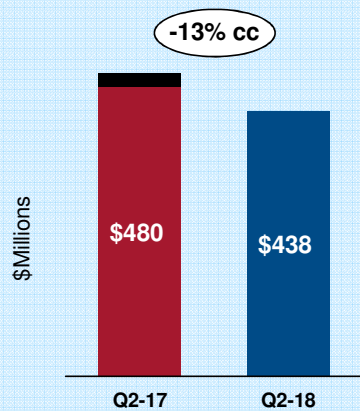


Note: Differences may occur due to rounding.

Eurasia Banking – Highlights

non-GAAP

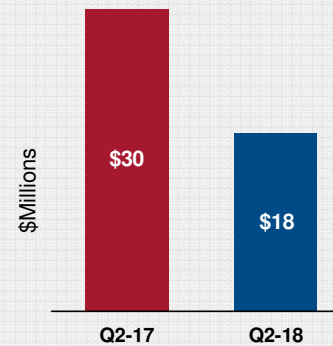
Revenue



- Revenue decreased 9% YoY including ~4% benefit from currency
- Services & Software down ~6% YoY in constant currency with the decrease primarily due to a contract roll-off in India
- Product down ~24% YoY in constant currency - more pronounced in Asia Pacific

■ FX impact

Operating Profit

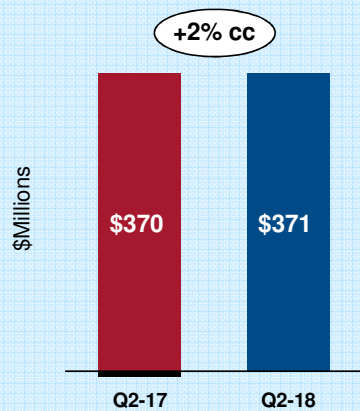


- YoY decrease from lower product volume and unfavorable software mix partially offset by lower SG&A

Americas Banking – Highlights

non-GAAP

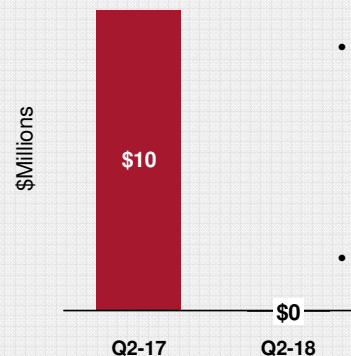
Revenue



- Revenue was flat YoY including ~2% negative impact from currency
- Services & Software increased ~5% YoY in constant currency largely due to North America
- Product decreased ~6% YoY in constant currency due to declines in Brazil

■ FX impact

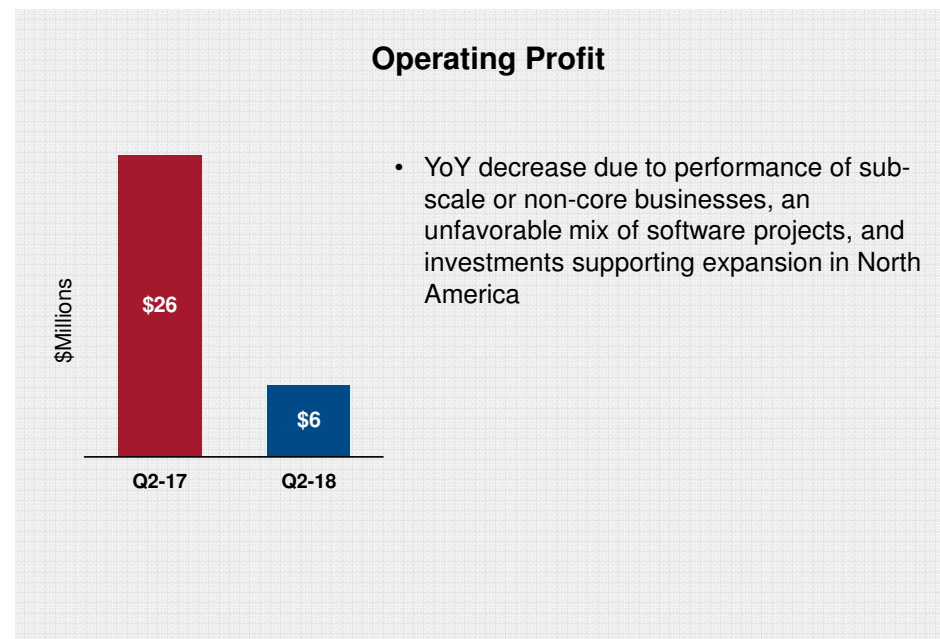
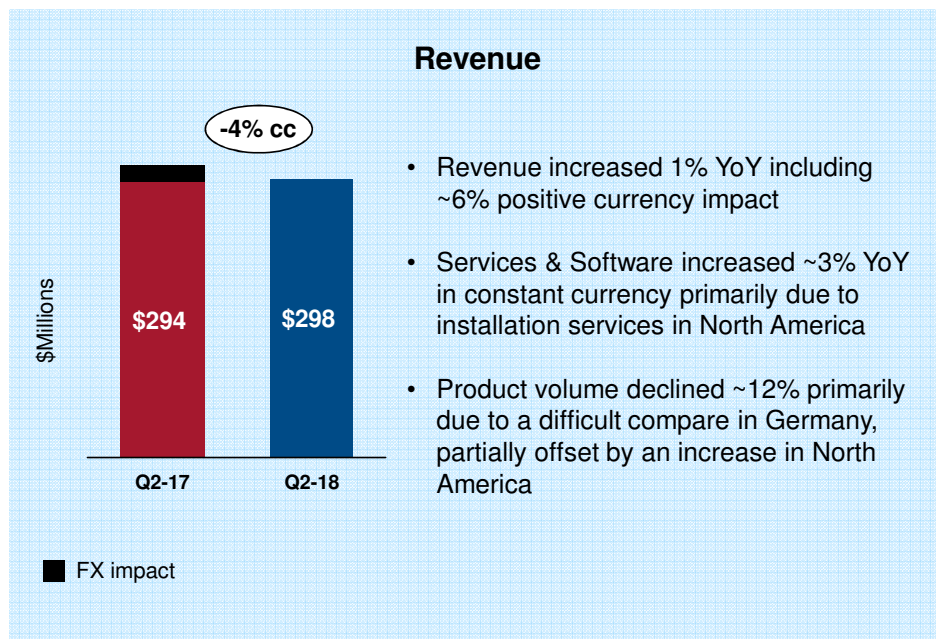
Operating Profit



- YoY decline due to higher services costs
 - Inflationary pressure – labor and fuel
 - Slower than anticipated realization of efficiency gains
 - Discreet costs in Brazil service operation
- Increased freight costs

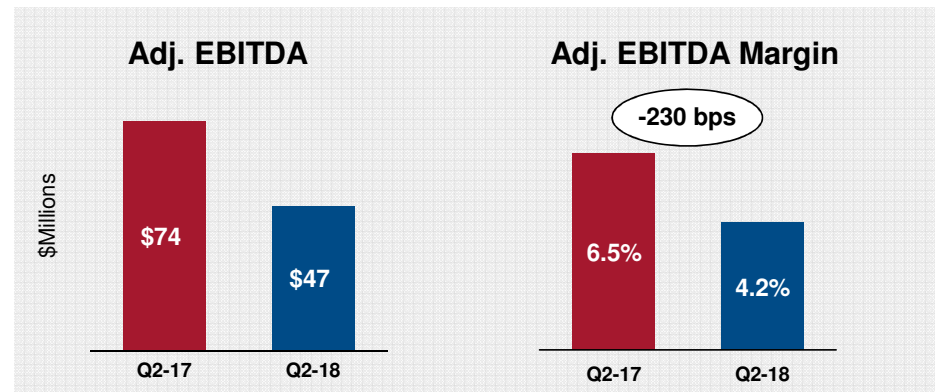
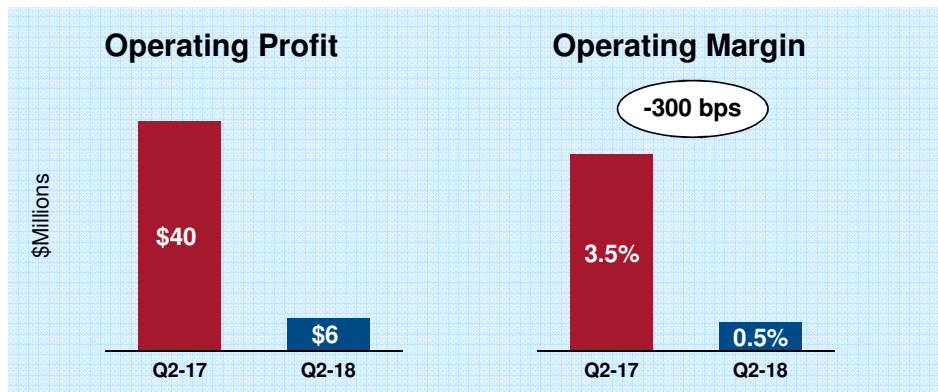
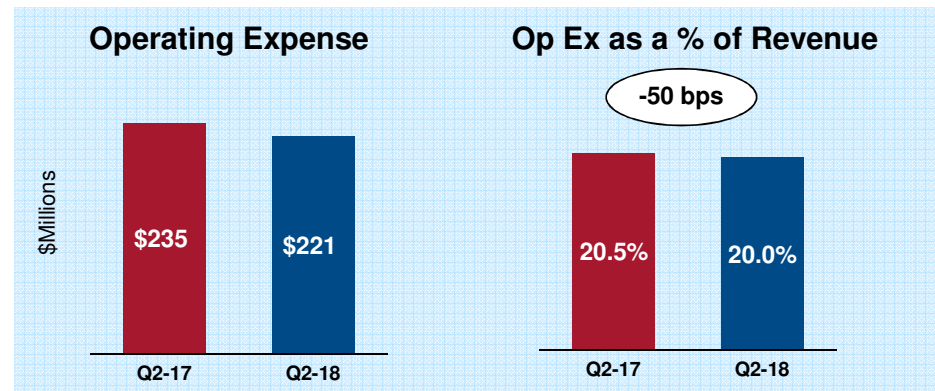
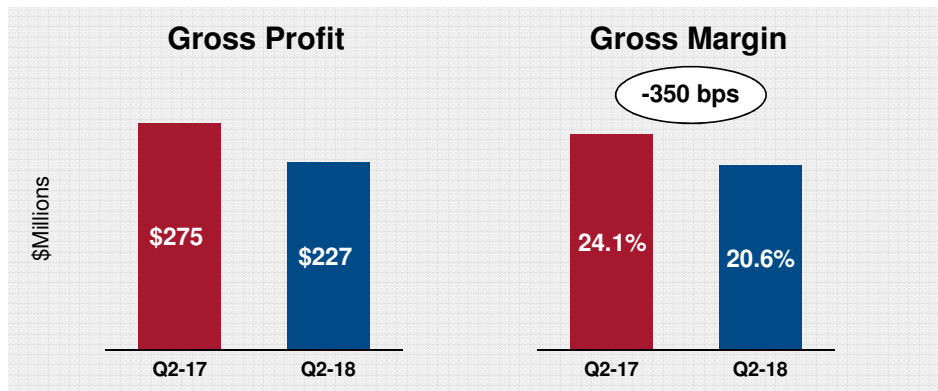
Retail - Highlights

non-GAAP



Q2-18 Profitability

non-GAAP



Note: Differences may occur due to rounding.

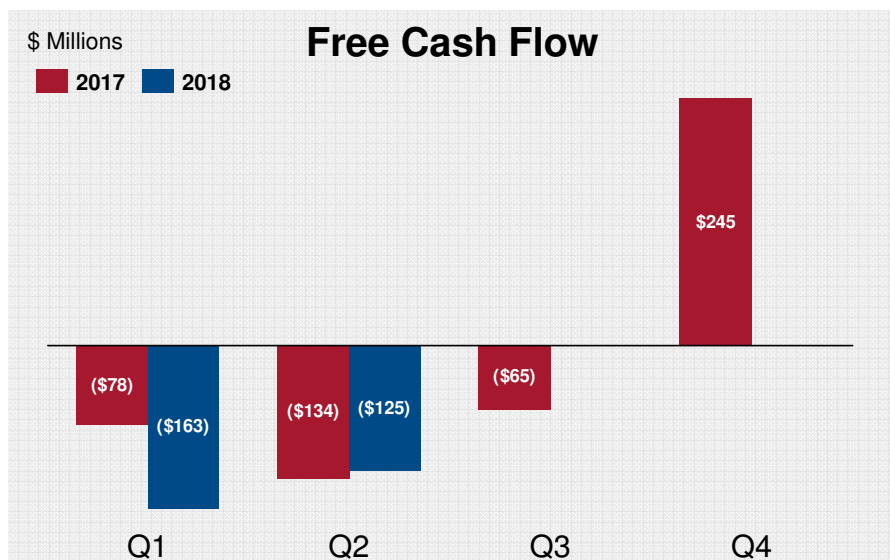


EPS Reconciliation

	Q2 2017	Q2 2018	Q2 2017 YTD	Q2 2018 YTD
Total diluted EPS from the income (loss) attributable to DN, net of tax (GAAP measure)	(\$0.41)	(\$1.82)	(\$1.19)	(\$2.76)
Restructuring	\$0.19	\$0.03	\$0.36	\$0.08
Non-routine (income)/expense:				
Impairment	\$0.00	\$1.19	\$0.04	\$1.19
Legal / Acquisition and divestiture expense	(\$0.08)	\$0.02	\$0.17	(\$0.02)
Acquisition integration	\$0.29	\$0.19	\$0.46	\$0.39
Gain on asset sale	\$0.00	(\$0.00)	\$0.00	(\$0.06)
Wincor Nixdorf purchase accounting adjustments	\$0.56	\$0.39	\$1.11	\$0.80
Other	\$0.01	\$0.00	\$0.03	(\$0.05)
Total non-routine (income)/expense	\$0.78	\$1.78	\$1.81	\$2.25
Tax impact (inclusive of allocation of discrete tax items)	(\$0.48)	(\$0.20)	(\$0.82)	\$0.10
Total adjusted EPS (non-GAAP measure)	\$0.08	(\$0.21)	\$0.16	(\$0.33)
Non-GAAP Tax Rate	-2.7%	46.2%	18.4%	40.0%

Note: The restructuring and non-routine items EPS impact as shown are based on gross amounts without adjustment for taxes associated with these items. The cumulative tax EPS impact for restructuring and non-routine items is represented in the tax impact line. Differences may occur due to rounding.

Free Cash Flow and Capital Structure



- Free cash flow improvement of \$9M YoY
 - Better performance on collections
 - Reduced capital expenditures
 - Partially offset by lower GAAP earnings
- Initiatives underway to improve DIO

Capital Structure

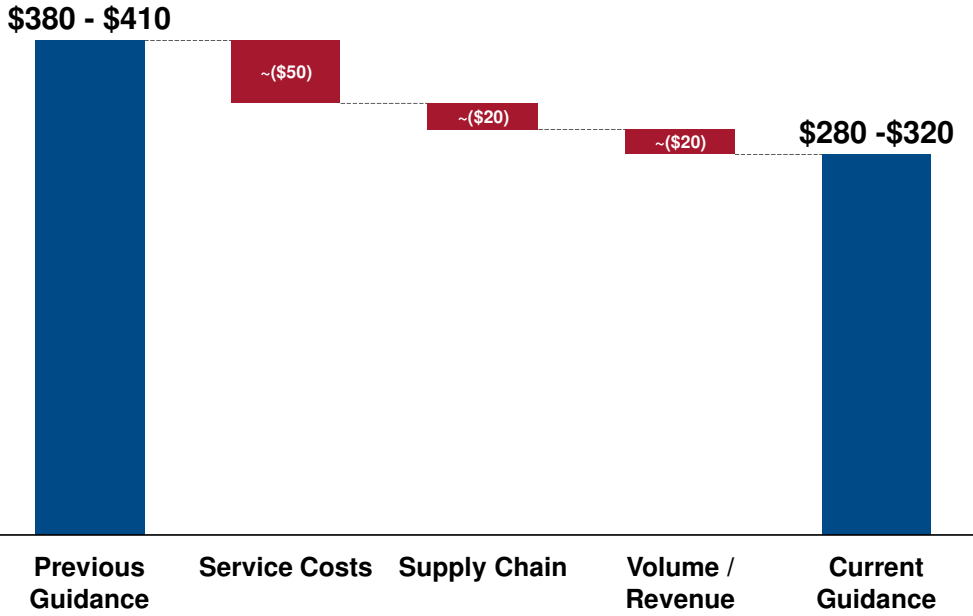
\$ Millions	Dec 31, 2017	Jun 30, 2018
Cash, cash equivalents & other investments (GAAP Measure)	\$617	\$313
Debt Instruments	(\$1,854)	(\$1,885)
Net Debt (non-GAAP measure)	(\$1,237)	(\$1,572)

- Net Debt to TTM adjusted EBITDA 4.5x

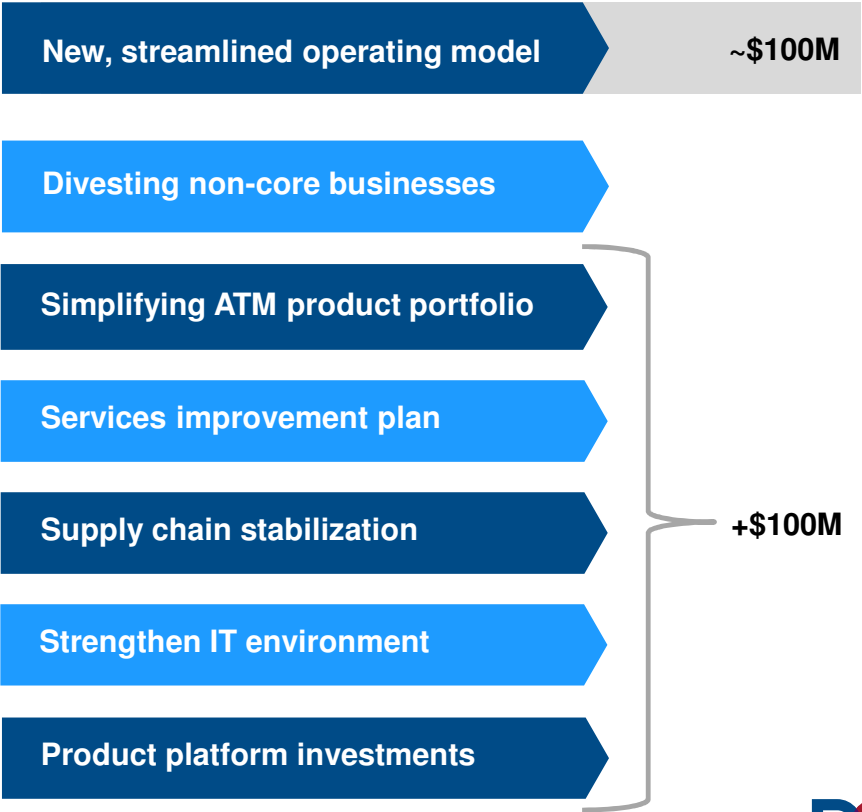
Note: Free cash flow is a non-GAAP financial measure defined as net cash provided by (used in) operations less capital expenditures.

2018 Adjusted EBITDA Bridge & DN Now Actions

2018 Outlook Adj. EBITDA Bridge (\$M)



DN Now Cost Actions to Deliver +\$200M Benefits



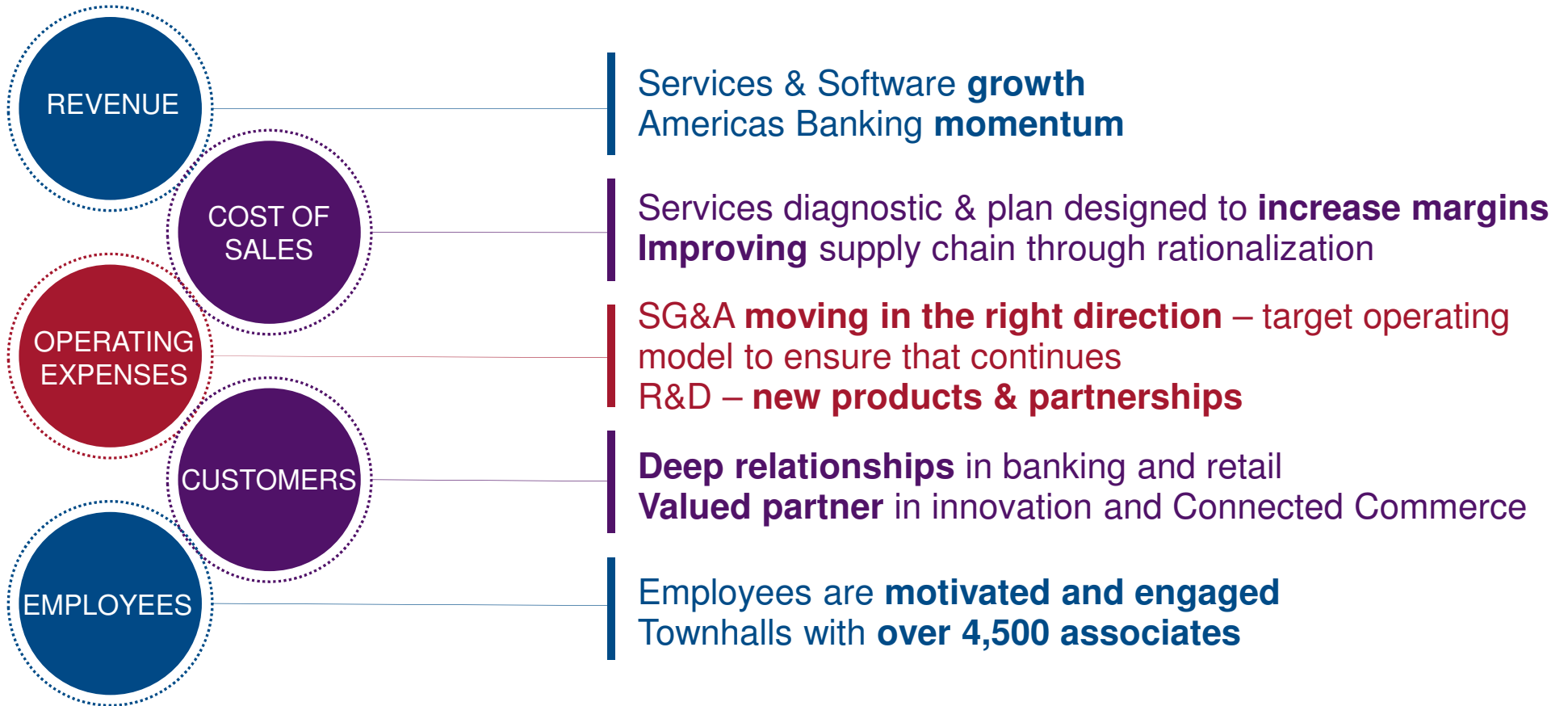
2018 Outlook

	Previous Guidance	Current Guidance
Total Revenue	\$4.5 - \$4.7 billion	~\$4.5 billion
Net Income (Loss) attributable to DN	\$(95) - \$(75) million	\$(365) - \$(325) million
Adjusted EBITDA (non-GAAP)	\$380 - \$410 million	\$280 - \$320 million

Other Select Items \$Millions	Previous	Current
Adjusted Depreciation & Amortization	~\$130	~\$140
Share Based Compensation	~\$35	~\$35
PPA Intangible Asset Amortization	~\$115	~\$115
Goodwill Impairment	--	~\$90
Restructuring Expense	~\$30	~\$100
Integration Expense	~\$60	~\$60
Free Cash Flow	~\$50 Source	~\$100 Use

NOTE: With respect to the company's non-GAAP adjusted EBITDA outlook for 2018, it is not providing 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, net non-routine items, acquisition, divestiture and integration-related expenses, purchase accounting fair value adjustments and impairment. 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.

Looking forward





Supplemental Schedules

Adjusted EBITDA Reconciliation GAAP to non-GAAP (\$Millions)

\$Millions	Q2 2017	Q2 2018	Q2 YTD 2017	Q2 YTD 2018
Net income (loss)	(\$24)	(\$133)	(\$76)	(\$197)
Income tax (benefit) expense	(36)	(30)	(59)	(10)
Interest income	(5)	(2)	(12)	(5)
Interest expense	32	28	63	54
Depreciation & amortization	58	64	117	131
EBITDA	\$25	(\$73)	\$33	(\$27)
Share-based compensation	8	7	15	20
Foreign exchange loss, net	5	3	8	5
Miscellaneous, net	(2)	2	(3)	1
Restructuring expenses	14	2	27	6
Non-routine expenses, net	23	106	69	110
Adjusted EBITDA	\$74	\$47	\$149	\$115
Adjusted EBITDA % GAAP revenue	6.5%	4.2%	6.7%	5.3%

Note: Differences may occur due to rounding.



Q2 2018 Profit & Loss Statement

Reconciliation GAAP to non-GAAP (\$Millions)

	2018 (GAAP)	% of Net Sales	Restructuring	Impairment	Legal / Acquisition and divestiture expense	Gain/(Loss) on sale of assets	Acq. integration	Brazil indirect tax	Wincor Nixdorf purchase accounting adjustments	Tax discrete items	Other non-routine inc/exp	2018 (non-GAAP)	% of Net Sales
Services / Software	716.3	64.8%	-	-	-	-	-	-	-	-	-	716.3	64.8%
Products	389.3	35.2%	-	-	-	-	-	-	-	-	-	389.3	35.2%
Total Revenue	1,105.6	100.0%	-	-	-	-	-	-	-	-	-	1,105.6	100.0%
Services / Software	156.6	21.9%	(0.3)	-	-	-	1.1	-	3.8	-	0.0	161.2	22.5%
Products	63.1	16.2%	(0.5)	-	-	-	0.0	-	3.4	-	0.0	66.0	17.0%
Total Gross Profit	219.7	19.9%	(0.7)	-	-	-	1.1	-	7.2	-	0.0	227.2	20.6%
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)	(0.0)	
Impairment of Assets	90.0		-	(90.0)	-	-	-	-	-	-	-	-	
Total Operating Expense	351.2	31.8%	(3.0)	(90.0)	(1.6)	0.2	(13.3)	-	(22.3)	-	(0.0)	221.4	20.0%
Total Operating Profit (loss)	(131.5)	-11.9%	2.2	90.0	1.6	(0.2)	14.5	-	29.4	-	0.0	5.9	0.5%
Other income/(expense)	(31.5)		-	-	-	-	-	-	-	-	-	(31.5)	
Inc/(Loss) from Cont Ops before Tax	(163.1)	-14.8%	2.2	90.0	1.6	(0.2)	14.5	-	29.4	-	0.0	(25.6)	-2.3%
Tax Rate	18.2%		27.1%	0.0%	80.7%	-54.0%	22.3%	0.0%	35.3%	0.0%	N/M	57.4%	
Income Tax (expense) benefit	29.7		(0.6)	-	(1.3)	(0.1)	(3.2)	(0.9)	(10.4)	1.6	0.0	14.7	
Income (loss) from Cont Ops, net of tax	(133.4)	-12.1%	1.6	90.0	0.3	(0.4)	11.2	(0.9)	19.0	1.6	0.0	(10.9)	-1.0%
Income (loss) from Disc Ops, net of tax	-		-	-	-	-	-	-	-	-	-	-	
Net Income (loss)	(133.4)	-12.1%	1.6	90.0	0.3	(0.4)	11.2	(0.9)	19.0	1.6	0.0	(10.9)	-1.0%
Noncontrol Interest, net of tax	(5.1)		-	-	-	-	-	-	-	-	-	(5.1)	
Net Income (loss) attributable to Diebold Nixdorf, Inc.	(138.4)	-12.5%	1.6	90.0	0.3	(0.4)	11.2	(0.9)	19.0	1.6	0.0	(16.0)	-1.4%
Tax Rate	17.2%											46.2%	

Note: Differences may occur due to rounding.

Q2 2017 Profit & Loss Statement

Reconciliation GAAP to non-GAAP (\$Millions)

	2017 (GAAP)	% of Net Sales	Restructuring	Legal / Acquisition and divestiture expense	Acq. integration	Brazil indirect tax	Wincor Nixdorf purchase accounting adjustments	Tax discrete items	Other non-routine inc/exp	2017 (non-GAAP)	% of Net Sales
Services / Software	687.9	60.7%	-	-	-	-	7.9	-	(0.0)	695.9	60.8%
Products	446.0	39.3%	-	-	-	-	2.4	-	0.0	448.3	39.2%
Total Revenue	1,133.9	100.0%	-	-	-	-	10.3	-	0.0	1,144.2	100.0%
Services / Software	151.5	22.0%	12.6	-	0.8	-	19.8	-	(0.0)	184.7	26.5%
Products	86.3	19.3%	0.9	(0.0)	0.3	0.2	2.8	-	0.0	90.5	20.2%
Total Gross Profit	237.8	21.0%	13.6	(0.0)	1.1	0.2	22.6	-	0.0	275.3	24.1%
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)	(30.2)	-2.7%	14.4	(8.9)	22.1	0.2	42.8	-	0.0	40.4	3.5%
Other income/(expense)	(29.8)		-	2.7	-	-	-	-	-	(27.0)	
Inc/(Loss) from Cont Ops before Tax	(59.9)	-5.3%	14.4	(6.2)	22.1	0.2	42.8	-	0.0	13.4	1.2%
Tax Rate	60.6%		19.7%	-25.9%	35.2%	0.0%	30.0%	0.0%	N/M	1.5%	
Income Tax (expense) benefit	36.3		(2.8)	(1.6)	(7.8)	-	(12.8)	(19.0)	7.5	(0.2)	
Income (loss) from Cont Ops, net of tax	(23.6)	-2.1%	11.6	(7.8)	14.3	0.2	30.0	(19.0)	7.5	13.2	1.2%
Income (loss) from Disc Ops, net of tax	-		-	-	-	-	-	-	-	-	
Net Income (loss)	(23.6)	-2.1%	11.6	(7.8)	14.3	0.2	30.0	(19.0)	7.5	13.2	1.2%
Noncontrol Interest, net of tax	(7.0)		-	-	-	-	-	-	-	(7.0)	
Net Income (loss) attributable to Diebold Nixdorf, Inc.	(30.6)	-2.7%	11.6	(7.8)	14.3	0.2	30.0	(19.0)	7.5	6.1	0.5%
Tax Rate	54.5%									-2.7%	

Note: Differences may occur due to rounding.



Q2 2018 YTD Profit & Loss Statement

Reconciliation GAAP to non-GAAP (\$Millions)

	2018 (GAAP)	% of Net Sales	Restructuring	Impairment	Legal / Acquisition and divestiture expense	Gain/(Loss) on sale of assets	Acq. integration	Brazil indirect tax	Wincor Nixdorf purchase accounting adjustments	Tax discrete items	Other non-routine inc/exp	2018 (non-GAAP)	% of Net Sales
Services / Software	1,428.0	65.8%	-	-	-	-	-	-	-	-	-	1,428.0	65.8%
Products	741.7	34.2%	-	-	-	-	-	-	-	-	-	741.7	34.2%
Total Revenue	2,169.8	100.0%	-	-	-	-	-	-	-	-	-	2,169.8	100.0%
Services / Software	329.1	23.0%	1.7	-	-	-	2.1	-	7.7	-	0.0	340.7	23.9%
Products	131.5	17.7%	0.1	-	-	-	0.0	(3.7)	6.8	-	0.0	134.7	18.2%
Total Gross Profit	460.6	21.2%	1.8	-	-	-	2.1	(3.7)	14.5	-	0.0	475.4	21.9%
Operating Expenses													
Selling, G & A	447.7		(4.4)	-	(0.8)	-	(27.5)	-	(46.1)	-	(0.1)	368.7	
R, D & E	82.3		0.1	-	-	-	-	-	-	-	-	82.4	
(Gain)/Loss on Assets	(6.9)		-	-	2.2	4.8	-	-	-	-	(0.0)	0.1	
Impairment of Assets	90.0		-	(90.0)	-	-	-	-	-	-	-	-	
Total Operating Expense	613.1	28.3%	(4.3)	(90.0)	1.4	4.8	(27.5)	-	(46.1)	-	(0.1)	451.2	20.8%
Total Operating Profit (loss)	(152.5)	-7.0%	6.1	90.0	(1.4)	(4.8)	29.7	(3.7)	60.6	-	0.1	24.1	1.1%
Other income/(expense)	(54.4)		-	-	-	-	-	-	-	-	-	(54.4)	
Inc/(Loss) from Cont Ops before Tax	(206.9)	-9.5%	6.1	90.0	(1.4)	(4.8)	29.7	(3.7)	60.6	-	0.1	(30.3)	-1.4%
Tax Rate	5.0%		25.8%	0.0%	-37.9%	21.0%	23.7%	0.0%	30.0%	0.0%	N/M	58.6%	
Income Tax (expense) benefit	10.3		(1.6)	-	(0.5)	1.0	(7.0)	-	(18.2)	33.8	(0.0)	17.7	
Income (loss) from Cont Ops, net of tax	(196.7)	-9.1%	4.5	90.0	(1.9)	(3.8)	22.6	(3.7)	42.4	33.8	0.1	(12.5)	-0.6%
Income (loss) from Disc Ops, net of tax	-		-	-	-	-	-	-	-	-	-	-	
Net Income (loss)	(196.7)	-9.1%	4.5	90.0	(1.9)	(3.8)	22.6	(3.7)	42.4	33.8	0.1	(12.5)	-0.6%
Noncontrol Interest, net of tax	(12.7)		-	-	-	-	-	-	-	-	-	(12.7)	
Net Income (loss) attributable to Diebold Nixdorf, Inc.	(209.4)	-9.6%	4.5	90.0	(1.9)	(3.8)	22.6	(3.7)	42.4	33.8	0.1	(25.2)	-1.2%
Tax Rate	4.3%											40.0%	

Note: Differences may occur due to rounding.



Q2 2017 YTD Profit & Loss Statement

Reconciliation GAAP to non-GAAP (\$Millions)

	2017 (GAAP)	% of Net Sales	Restructuring	Impairment	Legal / Acquisition and divestiture expense	Acq. integration	Brazil indirect tax	Wincor Nixdorf purchase accounting adjustments	Tax discrete items	Other non-routine inc/exp	2017 (non-GAAP)	% of Net Sales
Services / Software	1,371.6	61.3%	-	-	-	-	-	13.1	-	(0.0)	1,384.7	61.3%
Products	865.2	38.7%	-	-	-	-	-	7.6	-	0.0	872.8	38.7%
Total Revenue	2,236.7	100.0%	-	-	-	-	-	20.7	-	0.0	2,257.5	100.0%
Services / Software	329.7	24.0%	15.6	-	-	1.0	-	25.0	-	(0.0)	371.2	26.8%
Products	150.6	17.4%	1.6	-	0.6	0.7	0.4	20.8	-	(0.0)	174.8	20.0%
Total Gross Profit	480.3	21.5%	17.2	-	0.6	1.7	0.4	45.8	-	(0.0)	546.1	24.2%
Operating Expenses												
Selling, G & A	483.8		(10.9)	-	(16.4)	(33.2)	-	(39.2)	-	(0.0)	384.1	
R, D & E	80.2		0.7	-	(0.3)	-	-	-	-	(0.0)	80.6	
(Gain)/Loss on Assets	(8.1)		-	-	7.4	-	-	-	-	-	(0.8)	
Impairment of Assets	3.2		-	(3.1)	-	-	-	-	-	-	0.0	
Total Operating Expense	559.0	25.0%	(10.2)	(3.1)	(9.3)	(33.2)	-	(39.2)	-	(0.0)	463.9	20.6%
Total Operating Profit (loss)	(78.7)	-3.5%	27.3	3.1	10.0	35.0	0.4	85.0	-	0.0	82.1	3.6%
Other income/(expense)	(56.0)		-	-	2.7	-	-	-	-	-	(53.3)	
Inc/(Loss) from Cont Ops before Tax	(134.7)	-6.0%	27.3	3.1	12.7	35.0	0.4	85.0	-	0.0	28.9	1.3%
Tax Rate	43.7%		23.2%	37.9%	59.1%	35.2%	0.0%	30.0%	0.0%	N/M	11.6%	
Income Tax (expense) benefit	58.9		(6.3)	(1.2)	(7.5)	(12.3)	-	(25.5)	(16.9)	7.5	(3.3)	
Income (loss) from Cont Ops, net of tax	(75.8)	-3.4%	21.0	2.0	5.2	22.6	0.4	59.5	(16.9)	7.5	25.5	1.1%
Income (loss) from Disc Ops, net of tax	-		-	-	-	-	-	-	-	-	-	
Net Income (loss)	(75.8)	-3.4%	21.0	2.0	5.2	22.6	0.4	59.5	(16.9)	7.5	25.5	1.1%
Noncontrol Interest, net of tax	(13.6)		-	-	-	-	-	-	-	-	(13.6)	
Net Income (loss) attributable to Diebold Nixdorf, Inc.	(89.4)	-4.0%	21.0	2.0	5.2	22.6	0.4	59.5	(16.9)	7.5	11.9	0.5%
Tax Rate	40.0%										18.4%	

Note: Differences may occur due to rounding.



External Segments OP Bridge

(\$Millions)

<u>\$Millions</u>	Q1-17	Q2-17	Q2-17 YTD	Q1-18	Q2-18	Q2-18 YTD
Eurasia Banking	21	30	51	19	18	37
Americas Banking	25	10	35	8	(0)	8
Retail	18	26	44	11	6	17
Total Operational Segments	\$64	\$66	\$130	\$38	\$24	\$61
Corporate	(23)	(26)	(48)	(19)	(18)	(37)
Total Restructuring & Non-Routine Expense	(90)	(71)	(161)	(39)	(137)	(177)
Total Diebold Nixdorf (GAAP)	(\$49)	(\$30)	(\$79)	(\$21)	(\$132)	(\$153)

Note: Differences may occur due to rounding.



Historical Revenue Trends

\$Millions					2017		
	Q1-17	Q2-17	Q3-17	Q4-17	Actual	Q1-18	Q2-18
Eurasia Banking	444	480	467	531	1,922	435	438
Americas Banking	382	370	377	397	1,526	334	371
Retail	287	294	289	322	1,192	295	298
Total Operational Segments	\$1,113	\$1,144	\$1,132	\$1,250	\$4,640	\$1,064	\$1,106
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

*PPA Def. Rev. - Purchase Price Accounting Deferred Revenue

Note: Differences may occur due to rounding.



Free Cash Flow Reconciliation from Continuing Operations (\$Millions)

	<u>1Q17</u>	<u>2Q17</u>	<u>3Q17</u>	<u>4Q17</u>	<u>1Q18</u>	<u>2Q18</u>	<u>3Q18</u>	<u>4Q18</u>
Net cash provided by (used in) operating activities - continuing	(\$66)	(\$119)	(\$50)	\$272	(\$142)	(\$114)	(\$111)	\$288
Capital expenditures - continuing	<u>(12)</u>	<u>(14)</u>	<u>(15)</u>	<u>(28)</u>	<u>(20)</u>	<u>(10)</u>	<u>(14)</u>	<u>(16)</u>
Free cash flow (use) (non-GAAP measure)	(\$78)	(\$134)	(\$65)	\$245	(\$163)	(\$125)	(\$125)	\$273

	<u>2017</u>	<u>2018 Outlook</u>
Net cash provided by (used in) operating activities - continuing	\$37	~(25)
Capital expenditures - continuing	<u>(69)</u>	<u>~(\$75)</u>
Free cash flow (use) (non-GAAP measure)	(\$32)	~(\$100)

Note: Differences may occur due to rounding.

