

Imperial Capital Security Investor Conference



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DIEBOLD[®]

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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.

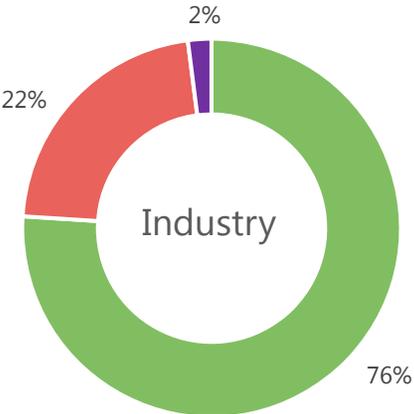
Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. Some of the risks, uncertainties & other factors that could cause actual results to differ materially from those expressed in or implied by the forward-looking statements include,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

competitive pressures, including pricing pressures and technological developments;

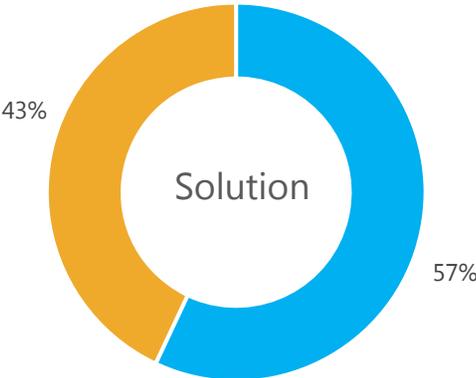
- changes in the company's relationships with customers, suppliers, distributors and/or partners in its business ventures;
- changes in political, economic or other factors such as currency exchange rates, inflation rates, recessionary or expansive trends, taxes and regulations and laws affecting the 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 finalization of the company's financial statements for the periods discussed in this release;
- the company's ability to maintain effective internal controls;
- changes in the company's intention to further repatriate cash and cash equivalents and short-term investments residing in international tax jurisdictions, which could negatively impact foreign and domestic taxes;
- unanticipated litigation, claims or assessments, as well as the outcome/impact of any current/pending litigation, claims or assessments, including with respect to the company's Brazil tax or Thailand customs disputes;
- 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 healthcare costs, including those that may result from government action;
- the amount and timing of repurchases of the company's common shares, if any; and
- the company's ability to achieve benefits from its cost-reduction initiatives and other strategic changes, including its multi-year realignment plan and other restructuring actions, as well as its business process outsourcing initiative with Accenture.

Diebold, Incorporated Overview

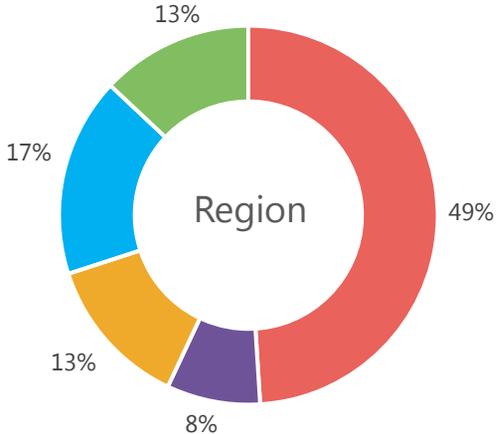
For over 150 years, Diebold has brought together innovation, expertise and quality service to become a global leader in providing integrated self-service, security systems and services.



- Financial Self-Service
- Security
- Brazil Election/Lottery



- Service
- Product



- North America
- Latin America
- Brazil
- Asia Pacific
- Europe, Middle East and Africa

A Rich Security History

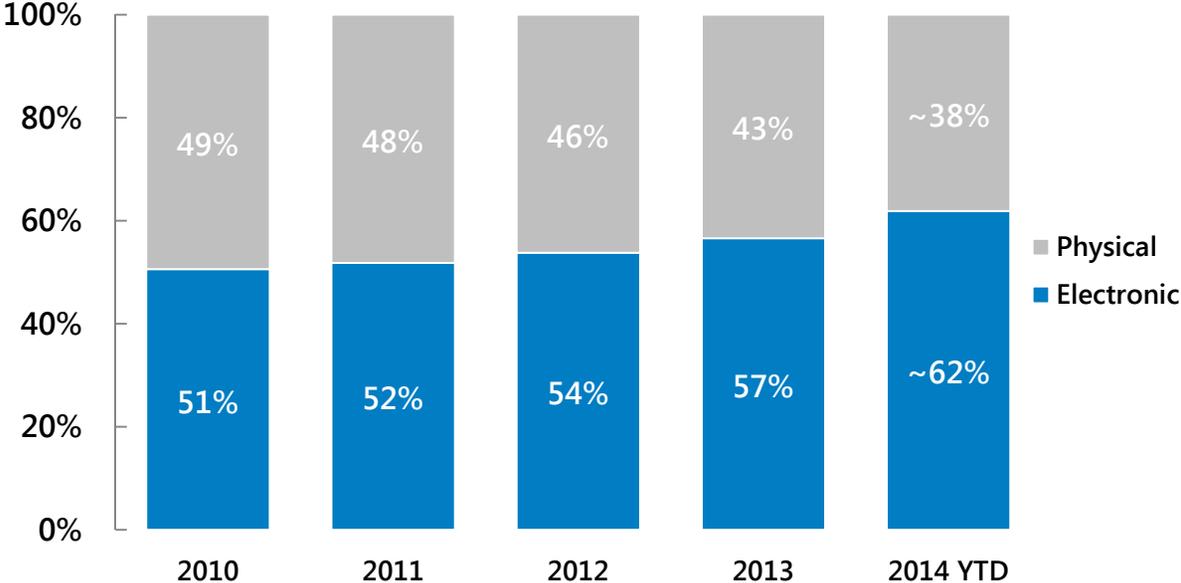
Diebold Security has a strong foundation for growth



Diebold Security

Global Security Revenue (Electronic / Physical)

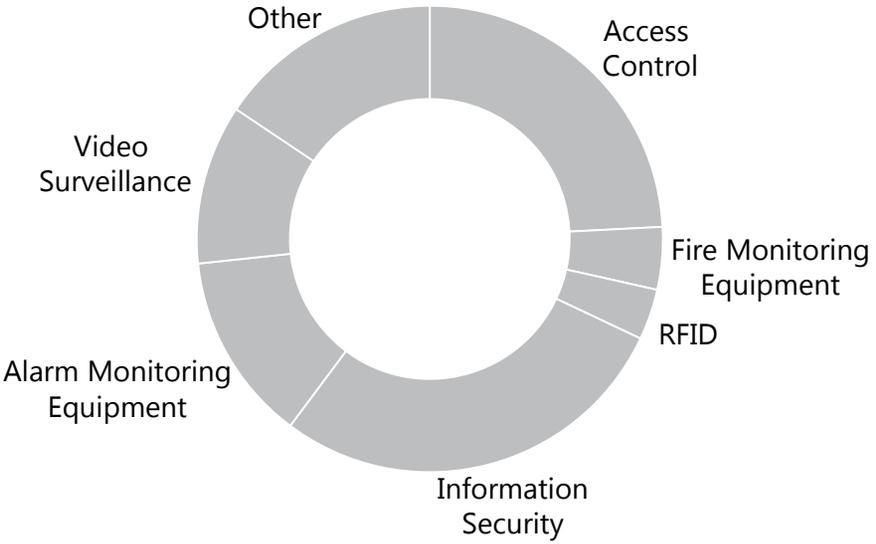
Electronic Security continues to become a larger piece of Diebold Security



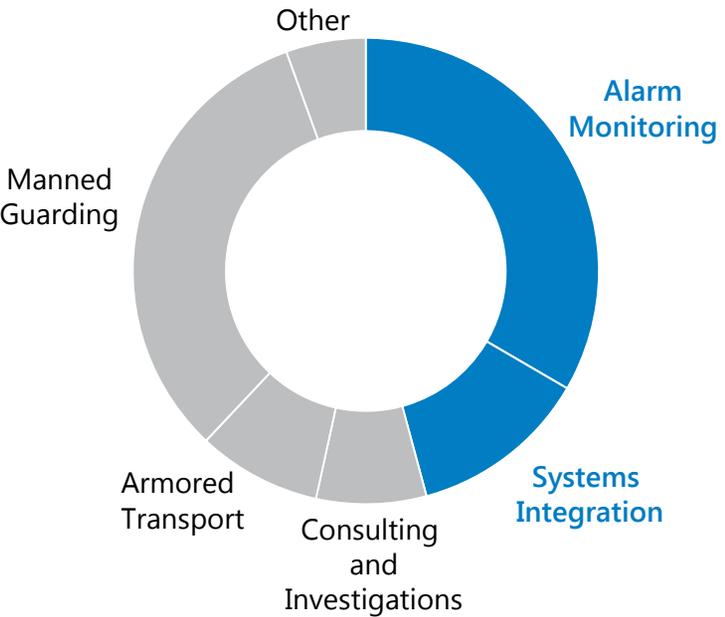
Global Security Overview

Pure-Play, product agnostic global commercial systems integrator and alarm monitoring services provider

Products



Services



Electronic Security Customer Markets

Diebold strategically focused on ~\$9B TAM amongst a highly fragmented, broader electronic security market

North America Market Size & Segmentation

Size (\$ Billions)	Customer Markets	Security Providers	
~6.4	Enterprise Integration	1,000 local integrators	} ~\$9B Total Addressable Market
~3.7	National and Regional Accounts	Handful of competitors	
~6.4	Local Commercial	10,000 local providers	
~2	Custom Residential	10,000 local providers	
~1.8	Mass Market Small Business	10,000 local providers	
~5	Mass Market Residential	10,000 local providers	



Source: IMS Research, SDM, Imperial Capital & Management Estimates



Diebold Electronic Security Overview

Exclusively focused on commercial security market

Specialization in regional, national & global multi-site commercial accounts, financial institutions & high-profile enterprise customers

Expertise in systems integration & alarm monitoring services

Global operations predominantly in North America, Latin America and Asia-Pacific

Monitoring operations serving North America & Latin America

Centers of Excellence in New York, Santiago & Mumbai

Industry Recognized Excellence

Awards recognizing alarm monitoring and systems integration capabilities and expertise

Integrated Installation of the Year

2013, Sammy Award - Security Sales & Integration

Systems Integrator of the Year

2011, SDM Magazine

Central Station of the Year

2007 and 2011, CSAA

Call Center Excellence Award

2010, International Quality & Productivity Center

Monitoring Company of the Year

2009 and 2010, Frost & Sullivan

CSAA Five Diamond Certified

We say what we do and we do what we say

Growth drivers introduced at last year's Analyst Day presentation

1 ✓
Continue
Financial
Market
Focus

2 ✓
Expand
Commercial
Market
Sales

3 ✓
Introduce
Customer
Web-Based
Solutions

4 ✓
Drive
Recurring
Monthly
Revenue (RMR)

Double-digit order entry and revenue growth expected in 2014

SecureStat® software platform

Key differentiator for growth

Open architecture design

API enables accelerated technology partner integrations

Product agnostic approach

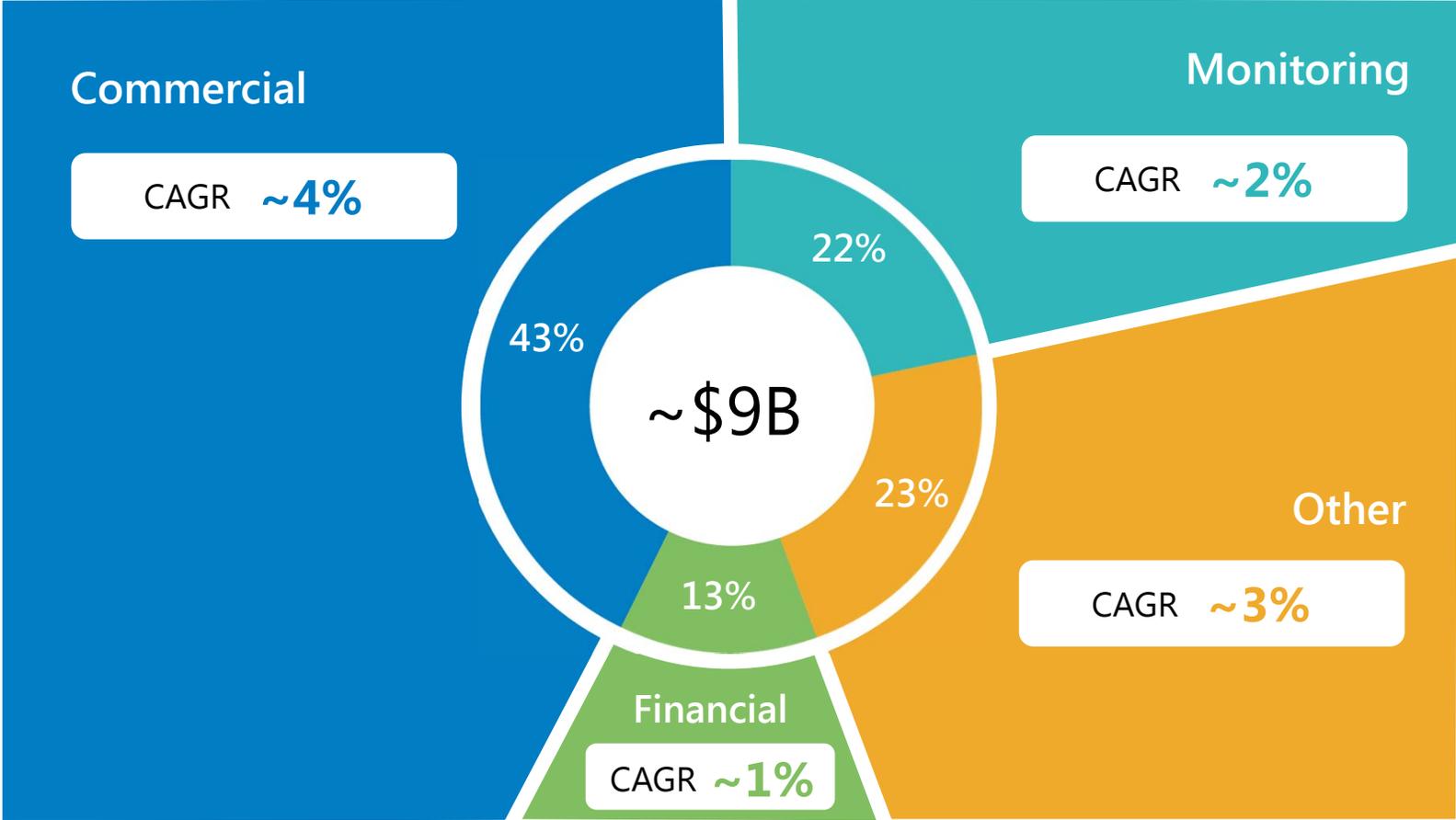
Empowers actionable insights by better connecting users with their security data

Secure and mobile web-based solutions generating recurring services



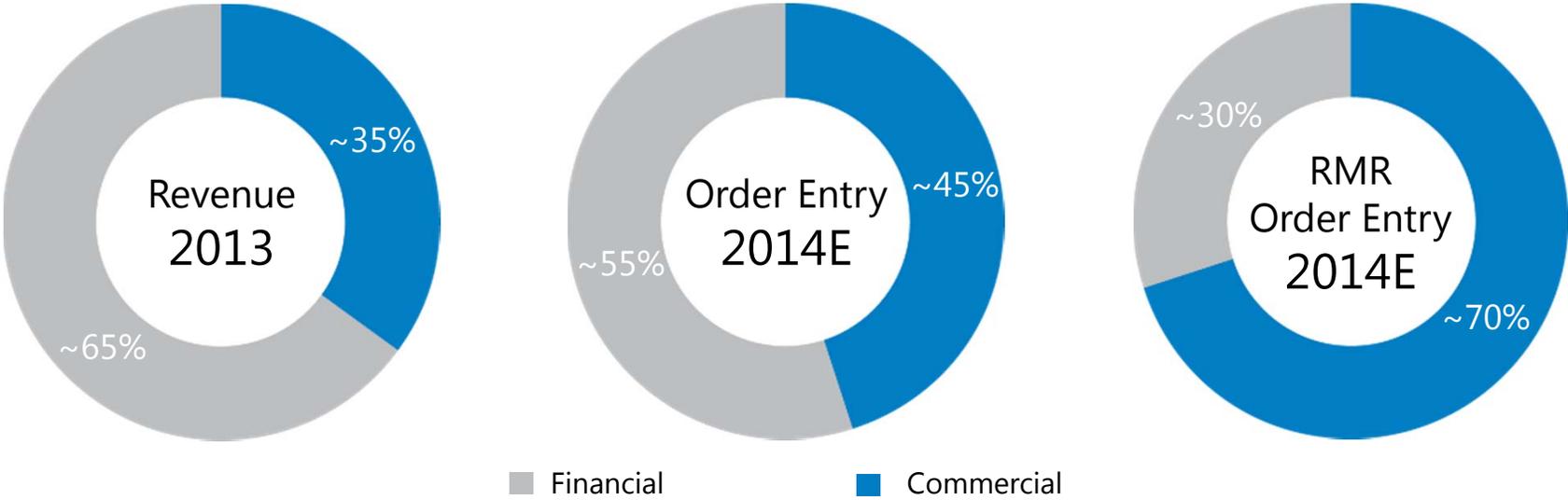
Electronic Security ~\$9B North America TAM

Diebold expands addressable market and outperforms TAM CAGR with strategic focus



Electronic Security Customer Mix

Success in portfolio diversification being driven by sales investments



Expansion in broader commercial market is key driver to RMR growth

Value proposition resonating with target customers

Growth strategy generating new customer wins and expanded services with existing customers



Over 70 new commercial logos added in 2014 YTD; exceeds 60 new logos in 2013

Success in alarm monitoring take-overs producing RMR growth

Expanding security solutions and share of wallet within legacy customers

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