MARKET DOMINANT PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FISCAL YEAR 2021 (Oct. 1, 2020-Sep. 30, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2020 (Data in Thousands)

		REVE				PIECES		WEIGHT (Pounds) 6/				
Carries Category	Fiscal Year		Change FY 2021 over FY 2020 Amount Percent		Fiscal Year FY 2021 FY 2020		Change FY 2021 over FY 2020		Fiscal Year		Change FY 2021 over FY 2020 Amount Percent	
Service Category	FY 2021	FY 2020		=======		F1 2020	Amount	Percent	FY 2021	FY 2020		
First-Class Mail:												
Single-Piece Letters	7,399,400	7,954,750	(555, 350)	(7.0)	13,459,695	14,690,740	(1,231,045)	(8.4)	400,346	432,254	(31,908)	(7.4)
Single-Piece Cards	163,848	177,412	(13,564)	(7.6)	435,467	486,071	(50,603)	(10.4)	2,804	3,124	(320)	(10.2)
Total Single-Piece Letters and Cards	7,563,248	8,132,162	(568,914)	(7.0)	13,895,163	15,176,811	(1,281,649)	(8.4)	403,150	435,378	(32,228)	(7.4)
Presort Letters	13,475,924	13,452,900	23,024	0.2	33,344,345	34,166,802	(822,457)	(2.4)	1,897,005	1,948,872	(51,866)	(2.7)
Presort Cards	622,471	546,209	76,262	14.0	2,277,582	2,079,692	197,890	9.5	18,623	16,995	1,628	9.6
Total Presort Letters and Cards	14,098,395	13,999,109	99,286	0.7	35,621,927	36,246,494	(624,567)	(1.7)	1,915,629	1,965,867	(50,238)	(2.6)
Flats	1,536,966	1,543,998	(7,031)	(0.5)	1,177,688	1,204,223	(26,535)	(2.2)	232,660	243,047	(10,387)	(4.3)
Domestic NSA Mail	-	-		`- '	· · · · -	· · · · ·		` - '	· -	-	· - ′	`- ′
Outbound Single-Piece First-Class Mail Intl	157,722	175,837	(18,115)	(10.3)	96,297	109,988	(13,690)	(12.4)	5,434	6,206	(771)	(12.4)
Inbound Intl Letter Post (Letters & Flats) & NSA Mail 4/	60,221	274,145	(213,925)	(78.0)	81,839	219,878	(138,039)	(62.8)	7,882	82,730	(74,848)	(90.5)
First-Class Mail Fees	82,752	105,304	(22,551)	(21.4)	· -	· -	` - '	` - '	, <u>-</u>	· -	. , ,	` - ′
Total First-Class Mail	23,499,304	24,230,555	(731,250)	(3.0)	50,872,914	52,957,394	(2,084,480)	(3.9)	2,564,755	2,733,227	(168,472)	(6.2)
USPS Marketing Mail:												
High Density and Saturation Letters	1,127,693	1,100,343	27,350	2.5	6,541,018	6,532,835	8,183	0.1	237,416	250,999	(13,582)	(5.4)
High Density and Saturation Flats & Parcels	1,785,392	1,861,932	(76,540)	(4.1)	9,984,861	10,287,609	(302,748)	(2.9)	1,538,567	1,681,921	(143,355)	(8.5)
Carrier Route	1,362,355	1,338,237	24,118	1.8	5.041.567	5,047,509	(5,942)	(0.1)	1.014.260	1,036,723	(22,463)	(2.2)
Letters	8,972,095	8,139,146	832,948	10.2	41,224,033	38,407,623	2,816,410	7.3	1,992,499	1,876,936	115,563	6.2
Flats	1,238,239	1,342,289	(104,050)	(7.8)	2,866,973	3,199,130	(332,158)	(10.4)	708,423	800,491	(92,068)	(11.5)
Parcels	55.429	49.705	5,724	11.5	36,272	36,715	(443)	(1.2)	14.353	14,709	(355)	(2.4)
Every Door Direct Mail Retail	104,181	98,719	5,724	5.5	541,716	529,699	12,017	2.3	68.711	67,187	1,524	2.3
Domestic NSA Mail	104,181	90,719	5,402	5.5	0	029,099	12,017	2.3	00,711	07,187	1,524	2.3
USPS Marketing Mail Fees	(470)	28,781	(29,251)	(101.6)	U	U	-	-	U	U	-	-
	(- /	,	(29,251) 685,762	4.9	-		2,195,319	3.4	5,574,229	- - 700 000		(2.7)
Total USPS Marketing Mail	14,644,915	13,959,153	080,762	4.9	66,236,440	64,041,121	2,195,319	3.4	5,574,229	5,728,966	(154,736)	(2.7)
Periodicals Mail:												
In-County	48,123	50,372	(2,249)	(4.5)	447,172	469,363	(22,190)	(4.7)	98,099	107,073	(8,973)	(8.4)
Outside County	891,050	968,523	(77,474)	(8.0)	3,231,853	3,536,716	(304,864)	(8.6)	1,061,693	1,176,309	(114,616)	(9.7)
Periodicals Mail Fees	3,103	4,940	(1,836)	(37.2)	-	-	-	-	-	-	-	-
Total Periodicals Mail	942,276	1,023,835	(81,560)	(8.0)	3,679,025	4,006,079	(327,054)	(8.2)	1,159,792	1,283,382	(123,590)	(9.6)
Package Services Mail:												
Alaska Bypass	34,868	32,199	2,669	8.3	1,336	1,264	71	5.7	90,000	85,149	4,851	5.7
Bound Printed Matter Flats	139,684	161,042	(21,358)	(13.3)	181,487	211,204	(29,717)	(14.1)	329,221	372,925	(43,703)	(11.7)
Bound Printed Matter Parcels	259,335	288,787	(29,452)	(10.2)	227,242	260,591	(33,350)	(12.8)	425,933	499,282	(73,349)	(14.7)
Media and Library Mail	399,429	349,226	50,204	14.4	107,203	97,785	9,418	9.6	222,862	202,049	20,812	10.3
Package Services Mail Fees	1,223	977	246	25.2	,		5,.10	-	,002			
Total Package Services Mail	834,539	832,230	2,309	0.3	517,268	570,845	(53,577)	(9.4)	1,068,016	1,159,405	(91,389)	(7.9)
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MARKET DOMINANT PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FISCAL YEAR 2021 (Oct. 1, 2020-Sep. 30, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2020 (Data in Thousands)

Service Category		REVE	NUE 6/		PIECES	6/	WEIGHT (Pounds) 6/					
	Fisc FY 2021	al Year FY 2020	Cha FY 2021 ov Amount	er FY 2020 Percent	Fisca FY 2021	I Year FY 2020	Chang FY 2021 over Amount	FY 2020 Percent		al Year FY 2020	Chan FY 2021 ove Amount	ge
U.S. Postal Service Mail	-	-	-	-	280,533	440,575	(160,042)	(36.3)	97,160	109,900	(12,740)	(11.6)
Free Mail	-	-	-	-	19,818	25,178	(5,360)	(21.3)	8,698	9,961	(1,263)	(12.7)
Total Market Dominant Mail	39,921,034	40,045,773	(124,739)	(0.3)	121,605,997	122,041,192	(435,195)	(0.4)	10,472,650	11,024,840	(552,190)	(5.0)
Ancillary Services:												
Certified Mail	567,348	597,730	(30,382)	(5.1)	155,942	167,917	(11,975)	(7.1)				
Collect on Delivery	3,472	3,462	11	0.3	268	292	(24)	(8.3)				
Delivery Confirmation	614	645	(31)	(4.8)	2,869	1,565,093	(1,562,224)	(99.8)				
Insurance	105,226	92,740	12,487 [°]	13.5	17,390	16,824	566	3.4				
Registered Mail	22,276	20,583	1,693	8.2	1,187	1,152	34	3.0				
Return Receipts	261,857	279,929	(18,072)	(6.5)	109,816	119,693	(9,877)	(8.3)				
Stamped Envelopes and Cards	12,172	12,700	(529)	(4.2)	-	-	-	-				
Other Domestic Ancillary Services	120,437	93,738	26,698	28.5	38,359	30,533	7,826	25.6				
International Ancillary Services	9,053	22,453	(13,400)	(59.7)	783	8.938	(8,155)	(91.2)				
Other NSA Ancillary Services	2,328	4,993	(2,665)	(53.4)	942	2,103	(1,161)	(55.2)				
Total Ancilliary Services	1,104,784	1,128,974	(24,190)	(2.1)	327,557	1,912,546	(1,584,989)	(82.9)				
Special Services:												
Money Orders	146,936	145,786	1,150	0.8	71,483	76,571	(5,088)	(6.6)				
Post Office Box Service 3/	299,262	298,145	1,116	0.4	5,407	5,585	(178)	(3.2)				
Other Domestic Special Services	102,517	101,563	955	0.9	1,072	733	340	46.3				
Other International Special Services	0	0	-	_	0	0	-	_				
Total Additional Special Services	548,715	545,494	3,221	0.6	77,962	82,889	(4,927)	(5.9)				
Total Market Dominant Services	1,653,499	1,674,469	(20,970)	(1.3)	405,519	1,995,435	(1,589,916)	(79.7)		Service Transa U.S. Postal Ser		
Total Market Dominant Mail and Services	41,574,534	41,720,242	(145,708)	(0.3)						Quarter, FY 20	021 1/	
Other Market Dominant Revenue	1,105,585	810,508	295,078	36.4						Ancillary Services		 15,215 0
Total Market Dominant Revenue	42,680,119	42,530,750	149,369	0.4						Total		15,215

COMPETITIVE PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FISCAL YEAR 2021 (Oct. 1, 2020-Sep. 30, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2020 (Data in Thousands)

		REVENUE 6/				PIECES (6/		WEIGHT (Pounds) 6/			
	Fisc	Fiscal Year		Change FY 2021 over FY 2020		Fiscal Year		Change FY 2021 over FY 2020		Fiscal Year		nge er FY 2020
Service Category	FY 2021 =======	FY 2020 =========	Amount	Percent	FY 2021	FY 2020	Amount	Percent	FY 2021	FY 2020	Amount	Percent
Priority Mail Express: Total Priority Mail Express	819,751	696,690	123,061	17.7	28,722	24,106	4,616	19.1	33,770	28,811	4,959	17.2
First-Class Package Service: Total First Class Package Service	7,386,199	6,227,133	1,159,066	18.6	2,055,841	1,848,026	207,816	11.2	786,534	696,389	90,145	12.9
Retail Ground Mail: Total Retail Ground	306,201	302,354	3,847	1.3	11,068	12,532	(1,464)	(11.7)	78,563	84,689	(6,125)	(7.2)
Priority Mail: Total Priority Mail	13,208,613	11,527,857	1,680,756	14.6	1,393,927	1,261,449	132,477	10.5	3,681,146	3,300,528	380,618	11.5
Parcel Select Mail: Total Parcel Select Mail	9,168,676	8,690,260	478,416	5.5	3,463,111	3,499,625	(36,514)	(1.0)	9,472,763	8,698,174	774,589	8.9
Parcel Return Service Mail: Total Parcel Return Service Mail	233,616	202,370	31,246	15.4	71,546	71,850	(304)	(0.4)	172,893	180,623	(7,730)	(4.3)

COMPETITIVE PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FISCAL YEAR 2021 (Oct. 1, 2020-Sep. 30, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2020 (Data in Thousands)

Service Category		REVE	NUE 6/			PIECES 6	6/		WEIGHT (Pounds) 6/			
	FY 2021	FY 2020	Change FY 2021 over FY 2020 Amount Percent		FY 2021	FY 2020	Change FY 2021 over FY 2020 Amount Percent		FY 2021	FY 2020	Change FY 2021 over FY 2020 Amount Percent	
	=======	=======	=======	=======	=======	=======	=======	======	========	=======	=======	=======
International Mail:												
Outbound Priority Mail International 7/	370,844	341,386	29,458	8.6	5,601	5,533	69	1.2	34,534	32,755	1,779	5.4
Outbound International Expedited Services 7/	88,377	78,835	9,542	12.1	948	898	50	5.5	5,692	4,581	1,110	24.2
Other Outbound International Mail 7/	724,384	686,252	38,131	5.6	93,212	129,412	(36,201)	(28.0)	67,029	75,500	(8,471)	(11.2)
Inbound International 4/5/	778,542	785,470	(6,929)	(0.9)	130,784	276,369	(145,586)	(52.7)	190,725	230,148	(39,423)	(17.1)
International Mail Fees	29	7	22	337.9	-	-	- 1	` - ´	-	· -		` - '
Total International Mail	1,962,175	1,891,950	70,225	3.7	230,545	412,213	(181,668)	(44.1)	297,979	342,984	(45,005)	(13.1)
Total Competitive Mail	33,085,231	29,538,615	3,546,616	12.0	7,254,759	7,129,801	124,958	1.8	14,523,648	13,332,198	1,191,450	8.9

COMPETITIVE PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FISCAL YEAR 2021 (Oct. 1, 2020-Sep. 30, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2020 (Data in Thousands)

			NUE 6/			PIECES 6		WEIGHT (Pounds) 6/				
Service Category	Fiscal Year		Change FY 2021 over FY 2020		Fiscal Year		Change FY 2021 over FY 2020		Fiscal Year		Change FY 2021 over FY 2020	
	FY 2021	FY 2020	Amount	Percent	FY 2021	FY 2020	Amount	Percent	FY 2021	FY 2020	Amount	Percent
Ancillary Services:												
Other Domestic Ancillary Services	61,434	20,949	40,485	193.3	8,707	2,918	5,789	198.4				
International Ancillary Services	33,600	42,887	(9,286)	(21.7)	18,311	25,075	(6,764)	(27.0)				
Total Ancillary Services		63,836	31,198	48.9	27,019	25,075 27,994						
Total Ancillary Services	95,034	63,636	31,190	40.9	27,019	21,994	(975)	(3.5)				
Special Services:												
Premium Forwarding Service	22,420	25,894	(3,474)	(13.4)	928	1,100	(172)	(15.6)				
Intl. Money Orders & Money Transfer Service	325	400	(75)	(18.8)	22	32	(10)	(30.4)				
Other Domestic Special Services 3/	1,055,012	957,080	97,932	10.2	69,962	80,638	(10,676)	(13.2)				
Other International Special Services	· · · -	· -	· -	-	· -	· -	` _ ′	` - '				
Total Special Services	1,077,756	983,373	94,383	9.6	70,912	81,769	(10,857)	(13.3)				
	.,,	,	- 1,		,	- 1,1 - 2	(,)	(1010)				
Total Competitive Services	1,172,791	1,047,209	125,581	12.0	97,931	109,763	(11,832)	(10.8)				
Total Compatitive Mail and Sandage	24 259 022	20 595 924	3,672,198	12.0								
Total Competitive Mail and Services	34,258,022	30,585,824	3,072,190	12.0								
Other Competitive Revenue	130,178	107,245	22,933	21.4								
•												
Total Competitive Revenue	34,388,200	30,693,069	3,695,131	12.0								

TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FISCAL YEAR 2021 (Oct. 1, 2020-Sep. 30, 2021) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2020 (Data in Thousands)

	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
Service Category	Fiscal Year		Change FY 2021 over FY 2020		Fiscal Year		Change FY 2021 over FY 2020		Fiscal Year		Change FY 2021 over FY 2020	
	FY 2021	FY 2020	Amount	Percent	FY 2021	FY 2020	Amount	Percent	FY 2021	FY 2020	Amount	Percent
	=======			=======							=======	=======
Total Market Dominant and Competitive												
Total All Mail	73,006,265	69,584,388	3,421,877	4.9	128,860,757	129,170,993	(310,236)	(0.2)	24,996,298	24,357,038	639,260	2.6
Total All Services	2,826,290	2,721,678	104,612	3.8	503,450	2,105,198	(1,601,748)	(76.1)				
Total All Mail and Services	75,832,555	72,306,066	3,526,489	4.9								
Total All Other Revenue	1,235,763	917,753	318,011	34.7								
Total All Revenue	77,068,319	73,223,819	3,844,500	5.3								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

- 1/ Not included elsewhere in this report.
- 3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.
- 4/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).
- 5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).
- 6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.
- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

- 3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.
- 4/ See Order Approving the transfer of Market Dominant Negotiated Service Agreements to the Competitive Product List, Order No. 5437, PRC Docket No. MC2020-73 (February 19, 2020).
- 5/ See Order Granting Postal Service's Motion and Approving Prices for Inbound Letter Post Small Packets and Bulky Letters, Order No. 5372, PRC Docket Nos. MC2019-17 & CP2019-155 (December 19, 2019) (approving motion to effectuate the transfer as of January 1, 2020).
- 6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.
- 7/ The percent change calculation was updated in the Q4 report. This update had no impact on revenue, pieces, weight, or change amount.
- Report totals may not sum due to rounding.