

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FULL YEAR
FISCAL YEAR 2023 (Oct. 1, 2022-Sep. 30, 2023) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2022
(Data in Thousands)

| Service Category | REVENUE 6/ | | | | PIECES 6/ | | | | WEIGHT (Pounds) 6/ | | | |
|---|------------|------------|-----------------------------|------------------------------|------------|------------|-----------------------------|------------------------------|--------------------|-----------|-----------------------------|------------------------------|
| | Full Year | | Change | | Full Year | | Change | | Full Year | | Change | |
| | FY 2023 | FY 2022 | FY 2023 over FY 2022 Amount | FY 2023 over FY 2022 Percent | FY 2023 | FY 2022 | FY 2023 over FY 2022 Amount | FY 2023 over FY 2022 Percent | FY 2023 | FY 2022 | FY 2023 over FY 2022 Amount | FY 2023 over FY 2022 Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Letters | 7,095,086 | 7,171,478 | (76,392) | (1.1) | 11,394,947 | 12,458,356 | (1,063,409) | (8.5) | 337,938 | 371,543 | (33,604) | (9.0) |
| Single-Piece Cards | 179,068 | 175,461 | 3,607 | 2.1 | 368,629 | 414,102 | (45,473) | (11.0) | 2,385 | 2,670 | (285) | (10.7) |
| Total Single-Piece Letters and Cards | 7,274,154 | 7,346,939 | (72,785) | (1.0) | 11,763,576 | 12,872,458 | (1,108,881) | (8.6) | 340,324 | 374,213 | (33,889) | (9.1) |
| Presort Letters | 14,697,552 | 14,115,186 | 582,366 | 4.1 | 30,806,845 | 32,170,065 | (1,363,220) | (4.2) | 1,797,917 | 1,847,977 | (50,060) | (2.7) |
| Presort Cards | 855,482 | 891,602 | (36,120) | (4.1) | 2,437,327 | 2,822,236 | (384,909) | (13.6) | 19,937 | 23,088 | (3,151) | (13.6) |
| Total Presort Letters and Cards | 15,553,034 | 15,006,789 | 546,246 | 3.6 | 33,244,172 | 34,992,301 | (1,748,129) | (5.0) | 1,817,854 | 1,871,065 | (53,211) | (2.8) |
| Flats | 1,634,825 | 1,595,364 | 39,460 | 2.5 | 971,600 | 1,095,326 | (123,726) | (11.3) | 203,496 | 224,619 | (21,123) | (9.4) |
| Domestic NSA Mail | - | - | - | - | - | - | - | - | - | - | - | - |
| Outbound Single-Piece First-Class Mail Intl | 179,158 | 186,906 | (7,747) | (4.1) | 99,068 | 111,057 | (11,989) | (10.8) | 5,151 | 5,714 | (563) | (9.9) |
| Inbound Intl Letter Post (Letters & Flats) & NSA Mail | 52,609 | 58,025 | (5,417) | (9.3) | 73,595 | 78,140 | (4,545) | (5.8) | 6,819 | 7,382 | (563) | (7.6) |
| First-Class Mail Fees | 43,221 | 41,410 | 1,811 | 4.4 | - | - | - | - | - | - | - | - |
| Total First-Class Mail | 24,737,000 | 24,235,433 | 501,568 | 2.1 | 46,152,011 | 49,149,282 | (2,997,271) | (6.1) | 2,373,644 | 2,482,993 | (109,349) | (4.4) |
| USPS Marketing Mail: | | | | | | | | | | | | |
| High Density Letters | 739,717 | 741,665 | (1,949) | (0.3) | 3,342,512 | 3,702,102 | (359,590) | (9.7) | 111,995 | 123,755 | (11,759) | (9.5) |
| Saturation Letters | 401,326 | 388,342 | 12,984 | 3.3 | 2,258,364 | 2,342,739 | (84,375) | (3.6) | 107,021 | 109,438 | (2,417) | (2.2) |
| High Density Flats & Parcels | 447,108 | 432,040 | 15,068 | 3.5 | 1,804,078 | 1,877,414 | (73,336) | (3.9) | 290,005 | 342,340 | (52,335) | (15.3) |
| Saturation Flats & Parcels | 1,331,230 | 1,356,138 | (24,908) | (1.8) | 7,082,307 | 7,563,157 | (480,850) | (6.4) | 931,065 | 1,064,507 | (133,442) | (12.5) |
| Carrier Route | 1,334,056 | 1,433,222 | (99,166) | (6.9) | 4,023,554 | 4,718,228 | (694,674) | (14.7) | 808,339 | 979,200 | (170,861) | (17.4) |
| Letters | 9,491,628 | 10,226,743 | (735,115) | (7.2) | 38,116,703 | 43,682,480 | (5,565,777) | (12.7) | 1,778,940 | 2,076,244 | (297,304) | (14.3) |
| Flats | 1,203,933 | 1,296,116 | (92,183) | (7.1) | 2,226,933 | 2,693,530 | (466,597) | (17.3) | 555,042 | 667,311 | (112,269) | (16.8) |
| Parcels | 58,705 | 52,466 | 6,239 | 11.9 | 25,398 | 29,415 | (4,017) | (13.7) | 11,586 | 12,709 | (1,123) | (8.8) |
| Every Door Direct Mail Retail | 105,787 | 100,796 | 4,991 | 5.0 | 555,570 | 512,153 | 43,417 | 8.5 | 70,468 | 64,961 | 5,507 | 8.5 |
| Domestic NSA Mail | - | - | - | - | - | - | - | - | - | - | - | - |
| USPS Marketing Mail Fees | 21,440 | 21,442 | (2) | (0.0) | - | - | - | - | - | - | - | - |
| Total USPS Marketing Mail | 15,134,930 | 16,048,970 | (914,040) | (5.7) | 59,435,419 | 67,121,219 | (7,685,799) | (11.5) | 4,664,462 | 5,440,466 | (776,004) | (14.3) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 59,618 | 50,809 | 8,809 | 17.3 | 451,367 | 434,754 | 16,613 | 3.8 | 95,811 | 94,614 | 1,197 | 1.3 |
| Outside County | 858,287 | 903,694 | (45,407) | (5.0) | 2,541,304 | 2,965,610 | (424,306) | (14.3) | 787,315 | 960,619 | (173,304) | (18.0) |
| Periodicals Mail Fees | 159 | 150 | 9 | 5.7 | - | - | - | - | - | - | - | - |
| Total Periodicals Mail | 918,063 | 954,653 | (36,590) | (3.8) | 2,992,671 | 3,400,364 | (407,693) | (12.0) | 883,126 | 1,055,232 | (172,106) | (16.3) |
| Package Services Mail: | | | | | | | | | | | | |
| Alaska Bypass | 39,064 | 38,539 | 525 | 1.4 | 1,253 | 1,340 | (87) | (6.5) | 84,422 | 90,337 | (5,916) | (6.5) |
| Bound Printed Matter Flats | 107,521 | 119,148 | (11,627) | (9.8) | 114,829 | 137,776 | (22,947) | (16.7) | 152,188 | 210,988 | (58,800) | (27.9) |
| Bound Printed Matter Parcels | 316,992 | 297,557 | 19,434 | 6.5 | 226,422 | 241,140 | (14,718) | (6.1) | 483,167 | 495,645 | (12,478) | (2.5) |
| Media and Library Mail | 428,975 | 402,765 | 26,211 | 6.5 | 92,173 | 95,091 | (2,918) | (3.1) | 188,281 | 200,457 | (12,176) | (6.1) |
| Package Services Mail Fees | 455 | 464 | (9) | (2.0) | - | - | - | - | - | - | - | - |
| Total Package Services Mail | 893,007 | 858,474 | 34,533 | 4.0 | 434,676 | 475,348 | (40,671) | (8.6) | 908,058 | 997,428 | (89,371) | (9.0) |

COMPETITIVE PRODUCTS
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| Service Category | REVENUE 6/ | | | | PIECES 6/ | | | | WEIGHT (Pounds) 6/ | | | |
|--|------------|------------|--------------------------------|---------------------------------|-----------|-----------|--------------------------------|---------------------------------|--------------------|-----------|--------------------------------|---------------------------------|
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| | FY 2023 | FY 2022 | FY 2023 over FY 2022 Amount | FY 2023 over FY 2022 Percent | FY 2023 | FY 2022 | FY 2023 over FY 2022 Amount | FY 2023 over FY 2022 Percent | FY 2023 | FY 2022 | FY 2023 over FY 2022 Amount | FY 2023 over FY 2022 Percent |
| Priority Mail Express: | | | | | | | | | | | | |
| Total Priority Mail Express | 713,455 | 766,920 | (53,464) | (7.0) | 24,014 | 27,256 | (3,242) | (11.9) | 24,026 | 27,918 | (3,892) | (13.9) |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service | 5,848,235 | 7,810,974 | (1,962,739) | (25.1) | 1,366,693 | 1,961,870 | (595,178) | (30.3) | 534,277 | 749,768 | (215,491) | (28.7) |
| Retail Ground Mail: | | | | | | | | | | | | |
| Total Retail Ground | 447,475 | 367,513 | 79,962 | 21.8 | 23,437 | 16,947 | 6,490 | 38.3 | 105,996 | 93,714 | 12,283 | 13.1 |
| USPS Ground Advantage: | | | | | | | | | | | | |
| Total USPS Ground Advantage | 2,312,741 | 0 | - | - | 447,827 | 0 | - | - | 382,450 | 0 | - | - |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 10,804,435 | 11,962,517 | (1,158,082) | (9.7) | 1,055,719 | 1,184,865 | (129,145) | (10.9) | 2,802,023 | 3,142,642 | (340,618) | (10.8) |
| Parcel Select & Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Select & Parcel Return Service Mail | 10,562,860 | 9,497,662 | 1,065,198 | 11.2 | 3,679,730 | 3,536,424 | 143,306 | 4.1 | 8,703,776 | 8,462,083 | 241,693 | 2.9 |

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|---|------------|------------|--------------------------------|---------------------------------|-----------|-----------|--------------------------------|---------------------------------|--------------------|------------|--------------------------------|---------------------------------|
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| | FY 2023 | FY 2022 | FY 2023 over FY 2022 Amount | FY 2023 over FY 2022 Percent | FY 2023 | FY 2022 | FY 2023 over FY 2022 Amount | FY 2023 over FY 2022 Percent | FY 2023 | FY 2022 | FY 2023 over FY 2022 Amount | FY 2023 over FY 2022 Percent |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | 235,875 | 250,824 | (14,949) | (6.0) | 3,155 | 3,560 | (405) | (11.4) | 19,987 | 23,016 | (3,029) | (13.2) |
| Outbound International Expedited Services | 59,589 | 94,987 | (35,398) | (37.3) | 630 | 981 | (351) | (35.8) | 3,014 | 5,579 | (2,565) | (46.0) |
| Other Outbound International Mail | 468,394 | 490,927 | (22,532) | (4.6) | 59,835 | 68,480 | (8,645) | (12.6) | 45,591 | 50,250 | (4,659) | (9.3) |
| Inbound International | 537,715 | 587,821 | (50,106) | (8.5) | 85,648 | 92,559 | (6,911) | (7.5) | 145,172 | 155,153 | (9,981) | (6.4) |
| International Mail Fees | 0 | 2 | (1) | (74.7) | - | - | - | - | - | - | - | - |
| Total International Mail | 1,301,574 | 1,424,561 | (122,987) | (8.6) | 149,268 | 165,580 | (16,312) | (9.9) | 213,764 | 233,998 | (20,234) | (8.6) |
| Total Competitive Mail | 31,990,775 | 31,830,146 | 160,629 | 0.5 | 6,746,688 | 6,892,942 | (146,254) | (2.1) | 12,766,313 | 12,710,123 | 56,190 | 0.4 |

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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|---------------------------------------|------------|------------|-----------|---------|-------------|-------------|--------------|---------|--------------------|------------|-------------|---------|
| | Full Year | | Change | | Full Year | | Change | | Full Year | | Change | |
| | FY 2023 | FY 2022 | Amount | Percent | FY 2023 | FY 2022 | Amount | Percent | FY 2023 | FY 2022 | Amount | Percent |
| Total Market Dominant and Competitive | | | | | | | | | | | | |
| Total All Mail | 73,673,776 | 73,927,675 | (253,899) | (0.3) | 116,146,468 | 127,444,016 | (11,297,548) | (8.9) | 21,666,488 | 22,774,434 | (1,107,946) | (4.9) |
| Total All Services | 3,261,771 | 3,100,640 | 161,131 | 5.2 | 473,633 | 498,306 | (24,673) | (5.0) | | | | |
| Total All Mail and Services | 76,935,547 | 77,028,315 | (92,769) | (0.1) | | | | | | | | |
| Total All Other Revenue | 2,388,404 | 1,782,878 | 605,526 | 34.0 | | | | | | | | |
| Total All Revenue | 79,323,951 | 78,811,194 | 512,757 | 0.7 | | | | | | | | |

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

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

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