

MARKET DOMINANT PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR
FISCAL YEAR 2017 (Oct. 1, 2016-Sep. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	8,728,693	9,467,308	(738,616)	(7.8)	17,832,264	18,927,713	(1,095,450)	(5.8)	533,992	577,636	(43,644)	(7.6)
Single-Piece Cards	234,091	282,545	(48,454)	(17.1)	670,952	796,372	(125,421)	(15.7)	4,299	5,085	(786)	(15.5)
Total Single-Piece Letters and Cards	8,962,784	9,749,853	(787,069)	(8.1)	18,503,215	19,724,086	(1,220,870)	(6.2)	538,290	582,721	(44,430)	(7.6)
Presort Letters	14,002,184	14,839,781	(837,597)	(5.6)	36,670,181	37,745,771	(1,075,590)	(2.8)	2,019,372	2,141,254	(121,882)	(5.7)
Presort Cards	547,549	576,737	(29,187)	(5.1)	2,125,273	2,197,374	(72,101)	(3.3)	17,358	17,947	(589)	(3.3)
Total Presort Letters and Cards	14,549,733	15,416,517	(866,784)	(5.6)	38,795,454	39,943,145	(1,147,691)	(2.9)	2,036,730	2,159,201	(122,471)	(5.7)
Flats	1,987,133	2,204,626	(217,492)	(9.9)	1,448,266	1,571,840	(123,574)	(7.9)	288,247	316,299	(28,052)	(8.9)
Parcels 2/	546,640	711,987	(165,347)	(23.2)	190,931	254,293	(63,363)	(24.9)	59,928	76,634	(16,706)	(21.8)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	231,102	262,497	(31,395)	(12.0)	152,094	172,309	(20,215)	(11.7)	8,540	9,322	(782)	(8.4)
Inbound Intl. Letter-Post Single-Piece & NSA Mail	706,482	590,606	115,876	19.6	643,499	605,259	38,239	6.3	235,496	204,861	30,635	15.0
First-Class Mail Fees	137,668	136,885	782	0.6	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	27,121,541	29,072,971	(1,951,430)	(6.7)	59,733,459	62,270,932	(2,537,474)	(4.1)	3,167,232	3,349,038	(181,806)	(5.4)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	1,089,166	1,075,265	13,900	1.3	7,093,856	6,991,880	101,977	1.5	241,205	256,572	(15,367)	(6.0)
High Density and Saturation Flats & Parcels	1,978,988	2,003,948	(24,960)	(1.2)	11,231,484	11,047,265	184,219	1.7	2,092,052	2,047,153	44,899	2.2
Carrier Route	1,858,951	1,792,838	66,113	3.7	7,133,004	6,642,325	490,679	7.4	1,529,335	1,462,876	66,459	4.5
Letters	9,574,162	10,134,361	(560,199)	(5.5)	46,973,209	48,858,797	(1,885,588)	(3.9)	2,338,927	2,451,814	(112,887)	(4.6)
Flats	1,900,058	2,367,719	(467,661)	(19.8)	4,944,063	6,306,794	(1,362,731)	(21.6)	1,237,673	1,592,546	(354,872)	(22.3)
Parcels	45,678	53,126	(7,448)	(14.0)	40,582	44,766	(4,185)	(9.3)	14,289	17,163	(2,874)	(16.7)
Every Door Direct Mail Retail	133,955	145,650	(11,695)	(8.0)	758,160	810,238	(52,078)	(6.4)	96,165	102,770	(6,606)	(6.4)
Domestic Negotiated Serv. Agreement Mail	47,050	54,136	(7,085)	(13.1)	195,484	227,868	(32,384)	(14.2)	41,762	46,828	(5,066)	(10.8)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
USPS Marketing Mail / Standard Mail Fees	43,811	48,043	(4,233)	(8.8)	-	-	-	-	-	-	-	-
USPS Marketing Mail / Standard Mail Dom. NSA Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail / Standard Mail	16,671,819	17,675,087	(1,003,268)	(5.7)	78,369,843	80,929,933	(2,560,090)	(3.2)	7,591,408	7,977,723	(386,314)	(4.8)
Periodicals Mail:												
In-County	56,866	60,977	(4,111)	(6.7)	516,432	534,172	(17,740)	(3.3)	141,189	149,903	(8,714)	(5.8)
Outside County	1,306,063	1,437,838	(131,775)	(9.2)	4,784,313	5,052,010	(267,697)	(5.3)	1,780,783	1,907,762	(126,979)	(6.7)
Periodicals Mail Fees	11,809	7,899	3,910	49.5	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,374,739	1,506,714	(131,975)	(8.8)	5,300,745	5,586,182	(285,437)	(5.1)	1,921,972	2,057,665	(135,693)	(6.6)
Package Services Mail:												
Alaska Bypass	33,694	33,523	172	0.5	1,306	1,282	24	1.8	87,974	86,407	1,566	1.8
Inbound Intl. Surface Parcel Post (at UPU Rates) 3/	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	200,292	208,585	(8,293)	(4.0)	264,493	264,935	(443)	(0.2)	429,995	424,949	5,046	1.2
Bound Printed Matter Parcels	297,160	288,674	8,487	2.9	277,594	249,957	27,637	11.1	614,646	571,731	42,915	7.5
Media and Library Mail	266,766	266,708	58	0.0	76,497	75,095	1,402	1.9	181,646	180,229	1,417	0.8
Package Services Mail Fees	3,219	2,225	994	44.7	-	-	-	-	-	-	-	-
Total Package Services Mail	801,131	799,715	1,417	0.2	619,888	591,269	28,619	4.8	1,314,260	1,263,316	50,944	4.0

MARKET DOMINANT PRODUCTS
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(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
U.S. Postal Service Mail	-	-	-	-	318,897	421,787	(102,890)	(24.4)	104,487	117,586	(13,099)	(11.1)
Free Mail	-	-	-	-	44,233	45,426	(1,193)	(2.6)	19,690	18,582	1,107	6.0
Total Market Dominant Mail	45,969,231	49,054,487	(3,085,256)	(6.3)	144,387,065	149,845,530	(5,458,465)	(3.6)	14,119,050	14,783,910	(664,860)	(4.5)
Ancillary Services:												
Certified Mail	666,790	671,683	(4,893)	(0.7)	199,302	198,127	1,175	0.6				
Collect on Delivery	4,171	4,214	(44)	(1.0)	395	405	(10)	(2.6)				
Delivery Confirmation	804	569	234	41.2	4,951,414	4,318,277	633,137	14.7				
Insurance	74,467	79,083	(4,616)	(5.8)	14,759	15,862	(1,104)	(7.0)				
Registered Mail	30,382	32,807	(2,425)	(7.4)	1,983	2,095	(113)	(5.4)				
Return Receipts	337,691	359,253	(21,562)	(6.0)	146,184	153,797	(7,613)	(5.0)				
Stamped Envelopes and Cards	13,115	9,688	3,427	35.4	-	-	-	-				
Other Domestic Ancillary Services	95,418	88,294	7,125	8.1	32,100	32,824	(724)	(2.2)				
International Ancillary Services	35,220	41,857	(6,637)	(15.9)	25,874	28,536	(2,662)	(9.3)				
Total Ancillary Services	1,258,057	1,287,448	(29,391)	(2.3)	5,372,010	4,749,924	622,086	13.1				
Special Services:												
Money Orders	146,813	153,097	(6,285)	(4.1)	86,835	90,289	(3,454)	(3.8)				
Post Office Box Service 3/	278,659	283,969	(5,310)	(1.9)	5,813	5,911	(98)	(1.7)				
Other Domestic Special Services	108,283	111,095	(2,812)	(2.5)	1,748	3,049	(1,301)	(42.7)				
Other International Special Services	0	1	-	-	0	81	-	-				
Total Additional Special Services	533,754	548,162	(14,407)	(2.6)	94,396	99,330	(4,934)	(5.0)				
Total Market Dominant Services	1,791,812	1,835,609	(43,798)	(2.4)	5,466,406	4,849,254	617,151	12.7				
Total Market Dominant Mail and Services	47,761,042	50,890,096	(3,129,054)	(6.1)								
Other Market Dominant Revenue 4/ 7/	1,109,934	1,106,383	3,550	0.3								
Deferred Revenue Change in Estimate 5/	0	948,500	-	-								
Total Market Dominant Revenue	48,870,976	52,944,979	(4,074,003)	(7.7)								
									Service Transactions			
									U.S. Postal Service Mail			
									FY 2017 1/			
										Ancillary Services		13,962
										Other Services		804
										Total		14,766

COMPETITIVE PRODUCTS
FINAL REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR FISCAL YEAR
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(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	765,969	809,399	(43,430)	(5.4)	29,763	33,042	(3,280)	(9.9)	33,779	36,815	(3,035)	(8.2)
First-Class Package Service:												
Total First Class Package Service 2/	2,786,807	2,070,403	716,404	34.6	959,629	773,376	186,253	24.1	392,825	293,927	98,898	33.6
USPS Retail Ground Mail:												
Total USPS Retail Ground	349,585	415,066	(65,481)	(15.8)	18,575	24,102	(5,527)	(22.9)	115,914	144,764	(28,850)	(19.9)
Priority Mail:												
Total Priority Mail	8,340,269	7,790,418	549,851	7.1	1,022,959	1,005,033	17,926	1.8	2,498,841	2,436,633	62,208	2.6
Parcel Select Mail:												
Total Parcel Select Mail	5,661,659	4,608,512	1,053,147	22.9	2,796,085	2,369,394	426,691	18.0	6,333,041	4,997,204	1,335,836	26.7
Parcel Return Service Mail:												
Total Parcel Return Service Mail	182,905	168,111	14,794	8.8	69,154	64,001	5,153	8.1	194,533	187,560	6,973	3.7
International Mail:												
Outbound Priority Mail International	441,487	537,373	(95,886)	(17.8)	7,696	9,590	(1,895)	(19.8)	51,403	64,734	(13,331)	(20.6)
Outbound International Expedited Services	219,917	171,829	48,088	28.0	2,903	2,549	354	13.9	18,766	14,679	4,087	27.8
Other Outbound International Mail	844,809	830,694	14,115	1.7	181,457	199,165	(17,708)	(8.9)	88,319	82,396	5,923	7.2
Inbound International	236,986	230,564	6,421	2.8	15,348	16,099	(751)	(4.7)	109,581	107,553	2,028	1.9
International Mail Fees	7	81	(74)	(91.4)	-	-	-	-	-	-	-	-
Total International Mail	1,743,206	1,770,542	(27,336)	(1.5)	207,404	227,404	(20,000)	(8.8)	268,069	269,363	(1,293)	(0.5)
Total Competitive Mail	19,830,400	17,632,451	2,197,949	12.5	5,103,569	4,496,352	607,216	13.5	9,837,002	8,366,265	1,470,737	17.6

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
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(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Fiscal Year		Change		Fiscal Year		Change		Fiscal Year		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Market Dominant and Competitive												
Total All Mail	65,799,631	66,686,938	(887,307)	(1.3)	149,490,633	154,341,882	(4,851,249)	(3.1)	23,956,052	23,150,175	805,877	3.5
Total All Services	2,651,328	2,677,625	(26,298)	(1.0)	5,558,164	4,940,553	617,610	12.5				
Total All Mail and Services	68,450,958	69,364,563	(913,605)	(1.3)								
Total All Other Revenue	1,243,644	1,217,362	26,282	2.2								
Total Deferred Revenue Change in Estimate 5/	0	948,500	-	-								
Total All Revenue	69,694,602	71,530,425	(1,835,823)	(2.6)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

2/ First-Class Mail Parcels within this category have been shifted to the First-Class Package Service competitive product category as of September 3, 2017.

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/ Includes an accounting adjustment for Money Order escheatment revenue of -\$12.1 million.

5/ The SPLY amount represents the reduction in Forever Stamp deferred liability for prior years due to a change in accounting estimate. See form 10-Q filed August 9, 2016.

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/ This amount includes the revenue recognized in FY16 due to a change in accounting estimation for Forever Stamps. See form 10-Q filed August 9, 2016.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

2/ First-Class Mail Parcels within this category have been shifted to the First-Class Package Service competitive product category as of September 3, 2017.

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.

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.