

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2019 (Jan. 1, 2019-Mar. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

| Service Category | REVENUE 6/ | | | | PIECES 6/ | | | | WEIGHT (Pounds) 6/ | | | |
|-------------------------------------------------|------------|-----------|-----------|---------|------------|------------|-----------|---------|--------------------|-----------|-----------|---------|
| | Quarter 2 | | Change | | Quarter 2 | | Change | | Quarter 2 | | Change | |
| | FY 2019 | FY 2018 | Amount | Percent | FY 2019 | FY 2018 | Amount | Percent | FY 2019 | FY 2018 | Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Letters | 2,001,160 | 2,084,716 | (83,555) | (4.0) | 3,889,305 | 4,196,271 | (306,965) | (7.3) | 111,688 | 122,190 | (10,502) | (8.6) |
| Single-Piece Cards | 47,828 | 53,509 | (5,681) | (10.6) | 133,031 | 150,120 | (17,089) | (11.4) | 856 | 965 | (109) | (11.3) |
| Total Single-Piece Letters and Cards | 2,048,988 | 2,138,224 | (89,236) | (4.2) | 4,022,336 | 4,346,390 | (324,054) | (7.5) | 112,544 | 123,155 | (10,611) | (8.6) |
| Presort Letters | 3,641,108 | 3,691,299 | (50,191) | (1.4) | 9,360,377 | 9,577,033 | (216,656) | (2.3) | 541,091 | 520,990 | 20,101 | 3.9 |
| Presort Cards | 129,042 | 131,190 | (2,148) | (1.6) | 494,181 | 502,748 | (8,567) | (1.7) | 4,037 | 4,106 | (69) | (1.7) |
| Total Presort Letters and Cards | 3,770,150 | 3,822,489 | (52,339) | (1.4) | 9,854,558 | 10,079,782 | (225,223) | (2.2) | 545,128 | 525,097 | 20,031 | 3.8 |
| Flats | 424,477 | 497,840 | (73,363) | (14.7) | 329,972 | 357,110 | (27,138) | (7.6) | 68,239 | 70,193 | (1,954) | (2.8) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | 0 | - | 0 | 0 | 0 | - | 0 | 0 | 0 | - |
| Outbound First-Class Mail International | 44,589 | 45,639 | (1,050) | (2.3) | 29,686 | 29,929 | (243) | (0.8) | 1,596 | 1,690 | (94) | (5.5) |
| Inbound Intl. Letter-Post Single-Piece & NSA Ma | 196,309 | 218,729 | (22,420) | (10.3) | 133,277 | 164,214 | (30,937) | (18.8) | 56,603 | 60,376 | (3,773) | (6.2) |
| First-Class Mail Fees | 31,671 | 34,766 | (3,095) | (8.9) | - | - | - | - | - | - | - | - |
| Total First-Class Mail | 6,516,185 | 6,757,688 | (241,503) | (3.6) | 14,369,829 | 14,977,424 | (607,595) | (4.1) | 784,110 | 780,510 | 3,600 | 0.5 |
| USPS Marketing Mail: | | | | | | | | | | | | |
| High Density and Saturation Letters | 293,339 | 284,807 | 8,532 | 3.0 | 1,772,117 | 1,790,619 | (18,501) | (1.0) | 70,612 | 60,284 | 10,329 | 17.1 |
| High Density and Saturation Flats & Parcels | 477,509 | 484,504 | (6,995) | (1.4) | 2,694,744 | 2,787,717 | (92,972) | (3.3) | 468,819 | 509,899 | (41,081) | (8.1) |
| Carrier Route | 364,031 | 432,048 | (68,017) | (15.7) | 1,352,537 | 1,618,571 | (266,035) | (16.4) | 301,695 | 362,546 | (60,851) | (16.8) |
| Letters | 2,279,668 | 2,337,077 | (57,408) | (2.5) | 10,765,856 | 11,245,839 | (479,983) | (4.3) | 532,394 | 556,140 | (23,746) | (4.3) |
| Flats | 379,220 | 407,096 | (27,876) | (6.8) | 898,376 | 977,511 | (79,136) | (8.1) | 232,070 | 254,972 | (22,902) | (9.0) |
| Parcels | 11,905 | 10,274 | 1,631 | 15.9 | 8,932 | 8,468 | 464 | 5.5 | 3,643 | 3,296 | 347 | 10.5 |
| Every Door Direct Mail Retail | 29,509 | 32,342 | (2,833) | (8.8) | 159,955 | 181,918 | (21,963) | (12.1) | 20,289 | 23,074 | (2,786) | (12.1) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | - | - | 0 | 0 | - | - | 0 | 0 | - | - |
| USPS Marketing Mail Fees | 9,458 | 10,252 | (794) | (7.7) | - | - | - | - | - | - | - | - |
| Total USPS Marketing Mail | 3,844,640 | 3,998,400 | (153,759) | (3.8) | 17,652,517 | 18,610,644 | (958,126) | (5.1) | 1,629,521 | 1,770,211 | (140,691) | (7.9) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 12,823 | 13,198 | (375) | (2.8) | 118,532 | 124,079 | (5,547) | (4.5) | 28,050 | 30,080 | (2,030) | (6.7) |
| Outside County | 283,928 | 289,367 | (5,439) | (1.9) | 1,044,363 | 1,060,788 | (16,425) | (1.5) | 358,455 | 373,690 | (15,236) | (4.1) |
| Periodicals Mail Fees | 1,263 | 1,485 | (222) | (14.9) | - | - | - | - | - | - | - | - |
| Total Periodicals Mail | 298,014 | 304,050 | (6,036) | (2.0) | 1,162,895 | 1,184,867 | (21,972) | (1.9) | 386,505 | 403,770 | (17,265) | (4.3) |
| Package Services Mail: | | | | | | | | | | | | |
| Alaska Bypass | 7,746 | 7,659 | 87 | 1.1 | 311 | 313 | (2) | (0.7) | 20,919 | 21,056 | (136) | (0.6) |
| Bound Printed Matter Flats | 51,005 | 48,380 | 2,625 | 5.4 | 64,750 | 61,555 | 3,195 | 5.2 | 112,281 | 103,215 | 9,066 | 8.8 |
| Bound Printed Matter Parcels | 82,326 | 81,582 | 744 | 0.9 | 71,931 | 74,678 | (2,747) | (3.7) | 155,019 | 164,640 | (9,621) | (5.8) |
| Media and Library Mail | 69,518 | 68,703 | 815 | 1.2 | 19,783 | 19,871 | (88) | (0.4) | 41,338 | 43,471 | (2,133) | (4.9) |
| Package Services Mail Fees | 231 | 249 | (17) | (7.0) | - | - | - | - | - | - | - | - |
| Total Package Services Mail | 210,826 | 206,573 | 4,253 | 2.1 | 156,775 | 156,416 | 358 | 0.2 | 329,557 | 332,381 | (2,824) | (0.8) |

COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2019 (Jan. 1, 2019-Mar. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

| Service Category | REVENUE 6/ | | | | PIECES 6/ | | | | WEIGHT (Pounds) 6/ | | | |
|-------------------------------------------|------------|-----------|--------------------------------|---------------------------------|-----------|-----------|--------------------------------|---------------------------------|--------------------|-----------|--------------------------------|---------------------------------|
| | Quarter 2 | | Change | | Quarter 2 | | Change | | Quarter 2 | | Change | |
| | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2019 over FY 2018 Percent | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2019 over FY 2018 Percent | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2019 over FY 2018 Percent |
| Priority Mail Express: | | | | | | | | | | | | |
| Total Priority Mail Express Mail | 173,396 | 188,635 | (15,239) | (8.1) | 6,368 | 6,965 | (597) | (8.6) | 6,755 | 7,550 | (795) | (10.5) |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service | 1,082,210 | 924,073 | 158,137 | 17.1 | 339,081 | 300,201 | 38,880 | 13.0 | 127,161 | 117,062 | 10,100 | 8.6 |
| USPS Retail Ground Mail: | | | | | | | | | | | | |
| Total USPS Retail Ground | 60,267 | 66,659 | (6,392) | (9.6) | 2,711 | 3,385 | (673) | (19.9) | 18,451 | 21,874 | (3,423) | (15.6) |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 2,296,686 | 2,242,312 | 54,375 | 2.4 | 265,402 | 264,752 | 649 | 0.2 | 671,365 | 663,230 | 8,135 | 1.2 |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail | 1,552,825 | 1,494,039 | 58,786 | 3.9 | 670,857 | 702,123 | (31,266) | (4.5) | 1,553,527 | 1,620,689 | (67,162) | (4.1) |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 53,119 | 55,253 | (2,134) | (3.9) | 19,463 | 22,320 | (2,856) | (12.8) | 51,658 | 58,826 | (7,168) | (12.2) |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | 79,656 | 94,947 | (15,291) | (16.1) | 1,302 | 1,596 | (294) | (18.4) | 8,422 | 10,484 | (2,062) | (19.7) |
| Outbound International Expedited Services | 22,271 | 26,348 | (4,077) | (15.5) | 263 | 317 | (55) | (17.3) | 1,455 | 1,802 | (347) | (19.3) |
| Other Outbound International Mail | 164,150 | 203,122 | (38,973) | (19.2) | 37,398 | 42,739 | (5,341) | (12.5) | 19,261 | 22,410 | (3,150) | (14.1) |
| Inbound International | 59,898 | 59,094 | 804 | 1.4 | 3,470 | 3,771 | (301) | (8.0) | 25,253 | 26,117 | (864) | (3.3) |
| International Mail Fees | 2 | 1 | 0 | 37.3 | - | - | - | - | - | - | - | - |
| Total International Mail | 325,976 | 383,512 | (57,536) | (15.0) | 42,432 | 48,423 | (5,991) | (12.4) | 54,390 | 60,813 | (6,423) | (10.6) |
| Total Competitive Mail | 5,544,479 | 5,354,483 | 189,996 | 3.5 | 1,346,315 | 1,348,168 | (1,853) | (0.1) | 2,483,308 | 2,550,044 | (66,736) | (2.6) |

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2
FISCAL YEAR 2019 (Jan. 1, 2019-Mar. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)**

| Service Category | REVENUE 6/ | | | | PIECES 6/ | | | | WEIGHT (Pounds) 6/ | | | |
|---------------------------------------|------------|------------|--------------------------------|--------------------|------------|------------|--------------------------------|--------------------|--------------------|-----------|--------------------------------|--------------------|
| | Quarter 2 | | Change | | Quarter 2 | | Change | | Quarter 2 | | Change | |
| | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2018 Percent | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2018 Percent | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2018 Percent |
| Total Market Dominant and Competitive | | | | | | | | | | | | |
| Total All Mail | 16,414,144 | 16,621,192 | (207,049) | (1.2) | 34,757,165 | 36,347,966 | (1,590,801) | (4.4) | 5,640,078 | 5,869,899 | (229,822) | (3.9) |
| Total All Services | 657,687 | 667,426 | (9,739) | (1.5) | 1,426,621 | 1,433,711 | (7,090) | (0.5) | | | | |
| Total All Mail and Services | 17,071,831 | 17,288,619 | (216,788) | (1.3) | | | | | | | | |
| Total All Other Revenue | 462,299 | 240,961 | 221,337 | 91.9 | | | | | | | | |
| Total All Revenue | 17,534,130 | 17,529,580 | 4,550 | 0.0 | | | | | | | | |

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.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

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.

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2019 (Oct. 1, 2018-Mar. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

| Service Category | REVENUE 6/ | | | | PIECES 6/ | | | | WEIGHT (Pounds) 6/ | | | |
|-------------------------------------------------|---------------|------------|-----------|---------|---------------|------------|-------------|---------|--------------------|-----------|-----------|---------|
| | Quarter 2 YTD | | Change | | Quarter 2 YTD | | Change | | Quarter 2 YTD | | Change | |
| | FY 2019 | FY 2018 | Amount | Percent | FY 2019 | FY 2018 | Amount | Percent | FY 2019 | FY 2018 | Amount | Percent |
| First-Class Mail: | | | | | | | | | | | | |
| Single-Piece Letters | 4,446,561 | 4,554,239 | (107,677) | (2.4) | 8,733,683 | 9,202,867 | (469,185) | (5.1) | 255,164 | 273,077 | (17,913) | (6.6) |
| Single-Piece Cards | 106,371 | 114,925 | (8,554) | (7.4) | 295,471 | 324,785 | (29,314) | (9.0) | 1,895 | 2,085 | (190) | (9.1) |
| Total Single-Piece Letters and Cards | 4,552,932 | 4,669,163 | (116,231) | (2.5) | 9,029,153 | 9,527,652 | (498,499) | (5.2) | 257,059 | 275,161 | (18,102) | (6.6) |
| Presort Letters | 7,110,912 | 7,166,494 | (55,581) | (0.8) | 18,339,578 | 18,697,771 | (358,193) | (1.9) | 1,056,865 | 1,019,894 | 36,970 | 3.6 |
| Presort Cards | 260,971 | 286,055 | (25,084) | (8.8) | 999,329 | 1,104,089 | (104,760) | (9.5) | 8,164 | 9,021 | (857) | (9.5) |
| Total Presort Letters and Cards | 7,371,883 | 7,452,549 | (80,666) | (1.1) | 19,338,907 | 19,801,860 | (462,953) | (2.3) | 1,065,028 | 1,028,915 | 36,113 | 3.5 |
| Flats | 910,575 | 1,007,623 | (97,048) | (9.6) | 688,055 | 730,373 | (42,318) | (5.8) | 139,705 | 143,112 | (3,407) | (2.4) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 0 | - | - | 0 | 0 | - | - | 0 | 0 | - | - |
| Outbound First-Class Mail International | 112,597 | 119,673 | (7,077) | (5.9) | 74,674 | 80,351 | (5,677) | (7.1) | 3,752 | 4,257 | (504) | (11.8) |
| Inbound Intl. Letter-Post Single-Piece & NSA Ma | 424,461 | 439,494 | (15,033) | (3.4) | 294,327 | 339,307 | (44,979) | (13.3) | 128,973 | 130,728 | (1,755) | (1.3) |
| First-Class Mail Fees | 63,303 | 67,781 | (4,478) | (6.6) | - | - | - | - | - | - | - | - |
| Total First-Class Mail | 13,435,751 | 13,756,283 | (320,532) | (2.3) | 29,425,117 | 30,479,543 | (1,054,427) | (3.5) | 1,594,518 | 1,582,173 | 12,344 | 0.8 |
| USPS Marketing Mail: | | | | | | | | | | | | |
| High Density and Saturation Letters | 607,133 | 590,617 | 16,515 | 2.8 | 3,746,515 | 3,751,475 | (4,959) | (0.1) | 148,370 | 125,070 | 23,300 | 18.6 |
| High Density and Saturation Flats & Parcels | 1,059,993 | 1,006,151 | 53,842 | 5.4 | 6,053,494 | 5,762,518 | 290,976 | 5.0 | 1,039,252 | 1,080,359 | (41,107) | (3.8) |
| Carrier Route | 977,099 | 1,006,839 | (29,740) | (3.0) | 3,751,547 | 3,852,472 | (100,926) | (2.6) | 746,562 | 858,510 | (111,948) | (13.0) |
| Letters | 4,936,824 | 4,869,634 | 67,189 | 1.4 | 23,729,977 | 23,723,809 | 6,167 | 0.0 | 1,163,289 | 1,187,086 | (23,798) | (2.0) |
| Flats | 836,934 | 862,075 | (25,141) | (2.9) | 2,075,130 | 2,127,205 | (52,075) | (2.4) | 512,467 | 548,452 | (35,985) | (6.6) |
| Parcels | 25,178 | 22,334 | 2,845 | 12.7 | 19,471 | 18,806 | 665 | 3.5 | 7,443 | 6,921 | 521 | 7.5 |
| Every Door Direct Mail Retail | 60,122 | 64,054 | (3,932) | (6.1) | 331,936 | 361,079 | (29,143) | (8.1) | 42,103 | 45,799 | (3,697) | (8.1) |
| Domestic Negotiated Serv. Agreement Mail | 0 | 15,024 | (15,024) | (100.0) | 0 | 68,445 | (68,445) | (100.0) | 0 | 14,508 | (14,508) | (100.0) |
| USPS Marketing Mail Fees | 19,309 | 20,894 | (1,585) | (7.6) | - | - | - | - | - | - | - | - |
| Total USPS Marketing Mail | 8,522,591 | 8,457,621 | 64,970 | 0.8 | 39,708,070 | 39,665,809 | 42,261 | 0.1 | 3,659,485 | 3,866,706 | (207,222) | (5.4) |
| Periodicals Mail: | | | | | | | | | | | | |
| In-County | 27,429 | 27,606 | (177) | (0.6) | 246,174 | 252,701 | (6,527) | (2.6) | 64,042 | 67,100 | (3,057) | (4.6) |
| Outside County | 577,639 | 609,438 | (31,799) | (5.2) | 2,114,617 | 2,246,531 | (131,914) | (5.9) | 741,587 | 809,675 | (68,089) | (8.4) |
| Periodicals Mail Fees | 3,586 | 3,563 | 24 | 0.7 | - | - | - | - | - | - | - | - |
| Total Periodicals Mail | 608,655 | 640,607 | (31,952) | (5.0) | 2,360,791 | 2,499,232 | (138,440) | (5.5) | 805,629 | 876,775 | (71,146) | (8.1) |
| Package Services Mail: | | | | | | | | | | | | |
| Alaska Bypass | 16,052 | 15,533 | 519 | 3.3 | 649 | 638 | 11 | 1.7 | 43,679 | 42,928 | 752 | 1.8 |
| Bound Printed Matter Flats | 105,845 | 103,409 | 2,435 | 2.4 | 141,143 | 138,308 | 2,835 | 2.1 | 236,061 | 226,693 | 9,369 | 4.1 |
| Bound Printed Matter Parcels | 165,920 | 169,018 | (3,098) | (1.8) | 147,873 | 157,061 | (9,188) | (5.9) | 314,412 | 346,358 | (31,946) | (9.2) |
| Media and Library Mail | 140,913 | 140,500 | 412 | 0.3 | 40,251 | 40,511 | (260) | (0.6) | 86,322 | 91,274 | (4,951) | (5.4) |
| Package Services Mail Fees | 657 | 526 | 131 | 25.0 | - | - | - | - | - | - | - | - |
| Total Package Services Mail | 429,387 | 428,986 | 400 | 0.1 | 329,916 | 336,518 | (6,602) | (2.0) | 680,475 | 707,252 | (26,777) | (3.8) |

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FISCAL YEAR 2019 (Oct. 1, 2018-Mar. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)

| Service Category | REVENUE 6/ | | | | PIECES 6/ | | | | WEIGHT (Pounds) 6/ | | | |
|-------------------------------------------|-------------------|-------------------|--------------------------------|---------------------------------|------------------|------------------|--------------------------------|---------------------------------|--------------------|------------------|--------------------------------|---------------------------------|
| | Quarter 2 YTD | | Change | | Quarter 2 YTD | | Change | | Quarter 2 YTD | | Change | |
| | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2019 over FY 2018 Percent | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2019 over FY 2018 Percent | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2019 over FY 2018 Percent |
| Priority Mail Express: | | | | | | | | | | | | |
| Total Priority Mail Express Mail | 360,334 | 386,659 | (26,325) | (6.8) | 13,229 | 14,414 | (1,185) | (8.2) | 14,781 | 16,583 | (1,802) | (10.9) |
| First-Class Package Service: | | | | | | | | | | | | |
| Total First Class Package Service | 2,236,645 | 1,902,964 | 333,681 | 17.5 | 717,383 | 628,672 | 88,712 | 14.1 | 273,463 | 248,734 | 24,728 | 9.9 |
| USPS Retail Ground Mail: | | | | | | | | | | | | |
| Total USPS Retail Ground | 144,585 | 175,223 | (30,637) | (17.5) | 6,615 | 8,740 | (2,125) | (24.3) | 45,504 | 57,741 | (12,237) | (21.2) |
| Priority Mail: | | | | | | | | | | | | |
| Total Priority Mail | 5,006,505 | 4,780,982 | 225,523 | 4.7 | 575,861 | 561,141 | 14,720 | 2.6 | 1,451,542 | 1,402,097 | 49,445 | 3.5 |
| Parcel Select Mail: | | | | | | | | | | | | |
| Total Parcel Select Mail | 3,586,454 | 3,326,205 | 260,249 | 7.8 | 1,582,714 | 1,577,262 | 5,452 | 0.3 | 3,858,919 | 3,705,677 | 153,241 | 4.1 |
| Parcel Return Service Mail: | | | | | | | | | | | | |
| Total Parcel Return Service Mail | 113,533 | 109,532 | 4,001 | 3.7 | 42,644 | 43,817 | (1,173) | (2.7) | 114,621 | 120,898 | (6,277) | (5.2) |
| International Mail: | | | | | | | | | | | | |
| Outbound Priority Mail International | 189,384 | 217,145 | (27,761) | (12.8) | 3,106 | 3,668 | (563) | (15.3) | 20,564 | 24,816 | (4,252) | (17.1) |
| Outbound International Expedited Services | 50,059 | 58,288 | (8,229) | (14.1) | 589 | 701 | (112) | (16.0) | 3,519 | 4,267 | (749) | (17.5) |
| Other Outbound International Mail | 364,202 | 444,932 | (80,730) | (18.1) | 77,344 | 89,493 | (12,149) | (13.6) | 41,328 | 48,472 | (7,144) | (14.7) |
| Inbound International | 134,930 | 127,780 | 7,149 | 5.6 | 7,880 | 8,202 | (322) | (3.9) | 57,565 | 58,479 | (913) | (1.6) |
| International Mail Fees | 3 | 20 | (17) | (83.3) | - | - | - | - | - | - | - | - |
| Total International Mail | 738,579 | 848,166 | (109,587) | (12.9) | 88,919 | 102,064 | (13,146) | (12.9) | 122,977 | 136,034 | (13,058) | (9.6) |
| Total Competitive Mail | 12,186,635 | 11,529,730 | 656,905 | 5.7 | 3,027,364 | 2,936,109 | 91,255 | 3.1 | 5,881,806 | 5,687,765 | 194,041 | 3.4 |

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PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 2 YTD
FISCAL YEAR 2019 (Oct. 1, 2018-Mar. 31, 2019) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2018
(Data in Thousands)**

| Service Category | REVENUE 6/ | | | | PIECES 6/ | | | | WEIGHT (Pounds) 6/ | | | |
|---------------------------------------|---------------|------------|--------------------------------|--------------------|---------------|------------|--------------------------------|--------------------|--------------------|------------|--------------------------------|--------------------|
| | Quarter 2 YTD | | Change | | Quarter 2 YTD | | Change | | Quarter 2 YTD | | Change | |
| | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2018 Percent | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2018 Percent | FY 2019 | FY 2018 | FY 2019 over FY 2018 Amount | FY 2018 Percent |
| Total Market Dominant and Competitive | | | | | | | | | | | | |
| Total All Mail | 35,183,019 | 34,813,227 | 369,791 | 1.1 | 75,006,881 | 76,078,103 | (1,071,222) | (1.4) | 12,680,651 | 12,786,797 | (106,147) | (0.8) |
| Total All Services | 1,330,811 | 1,321,163 | 9,648 | 0.7 | 3,185,575 | 3,093,201 | 92,374 | 3.0 | | | | |
| Total All Mail and Services | 36,513,829 | 36,134,390 | 379,439 | 1.1 | | | | | | | | |
| Total All Other Revenue | 771,065 | 581,329 | 189,736 | 32.6 | | | | | | | | |
| Total All Revenue | 37,284,894 | 36,715,719 | 569,176 | 1.6 | | | | | | | | |

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.

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.

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.

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.