

**USPS Financial Information (Unaudited)**

**Oct 2018\***

**(\$ Millions)**

	Current Period and Year-to-Date				
	Actual	Plan	SPLY	% Plan	% SPLY
Revenue:					
Operating Revenue	\$6,544	\$6,443	\$6,082	1.6%	7.6%
Other Revenue	1	-	1	100.0%	0.0%
<b>Total Revenue</b>	<b>\$6,545</b>	<b>\$6,443</b>	<b>\$6,083</b>	<b>1.6%</b>	<b>7.6%</b>
Operating Expenses:					
Personnel Compensation and Benefits	\$4,961	\$5,184	\$4,849	-4.3%	2.3%
Transportation	669	646	602	3.6%	11.1%
Supplies and Services	223	217	208	2.8%	7.2%
Other Expenses	597	549	539	8.7%	10.8%
<b>Total Operating Expenses</b>	<b>\$6,450</b>	<b>\$6,596</b>	<b>\$6,198</b>	<b>-2.2%</b>	<b>4.1%</b>
<b>Net Operating Income (Loss)</b>	<b>\$95</b>	<b>(\$153)</b>	<b>(\$115)</b>		
Interest Income	\$14	\$14	\$7	0.0%	100.0%
Interest Expense	\$24	\$25	\$21	-4.0%	14.3%
<b>Net Income (Loss)</b>	<b>\$85</b>	<b>(\$164)</b>	<b>(\$129)</b>		
Other Operating Statistics:					
Mail Volume: (Millions)					
Total Market Dominant Products Volumes <sup>1</sup>	14,602	13,851	13,304	5.4%	9.8%
Total Competitive Product Volumes <sup>1</sup>	476	511	423	-6.8%	12.5%
Total International Product Volumes	72	81	81	-11.1%	-11.1%
<b>Total Mail Volumes</b>	<b>15,150</b>	<b>14,443</b>	<b>13,808</b>	<b>4.9%</b>	<b>9.7%</b>
Total Workhours (Millions)	102	100	97	2.0%	5.2%
Total Career Employees	497,066		501,933		-1.0%
Total Non-Career Employees	136,332		142,550		-4.4%

\*October 2018 has one more delivery and retail day compared to October 2017.

\*\*Numbers may not add up due to rounding and/or adjustments. Percentages calculated using rounded numbers.

<sup>1</sup> - Excludes International Volumes

NMF=Not Meaningful Figure, percentages +/- 200% or greater

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**Mail Volume and Mail Revenue** (Source: Results derived from reclassified products based on Postal Service Revenue Pieces and Weights Reports)

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**Oct 2018\***

(Thousands)

**Market Dominant Products:**

*First Class:*

Volume  
Revenue

Current Period and Year-to-Date		
Actual	SPLY	% SPLY

4,851,274	4,944,882	-1.9%
\$2,150,124	\$2,151,436	-0.1%

*Periodicals:*

Volume  
Revenue

429,682	460,746	-6.7%
\$112,834	\$120,345	-6.2%

*USPS Marketing Mail™:*

Volume  
Revenue

9,227,473	7,807,912	18.2%
\$1,937,068	\$1,652,046	17.3%

*Package Services:*

Volume  
Revenue

66,127	62,735	5.4%
\$77,152	\$73,343	5.2%

*All Other Market Dominant Mail:*

Volume  
Revenue

27,024	27,564	-2.0%
\$192,701	\$210,280	-8.4%

**Total Market Dominant Products:<sup>1</sup>**

Volume  
Revenue

14,601,580	13,303,839	9.8%
\$4,469,879	\$4,207,449	6.2%

**Competitive Products:**

*Shipping and Package Services:*

Volume  
Revenue

476,082	421,923	12.8%
\$1,783,884	\$1,577,452	13.1%

*All Other Competitive Products:*

Volume  
Revenue

0	0	0.0%
\$77,745	\$78,837	-1.4%

**Total Competitive Products:<sup>1</sup>**

Volume  
Revenue

476,082	421,923	12.8%
\$1,861,629	\$1,656,289	12.4%

**International<sup>2</sup>:**

Volume  
Revenue

71,843	80,771	-11.1%
\$212,868	\$218,375	-2.5%

**Total:**

Total Volume  
Total Operating Revenue

15,149,505	13,806,533	9.7%
\$6,544,375	\$6,082,113	7.6%

\*October 2018 has one more delivery and retail day compared to October 2017.

\*\*The sampling portion of the RPW system is designed to be statistically valid on a quarterly and annual basis.

<sup>1</sup> - Excludes International Volume & Revenue

<sup>2</sup> - Includes Current Period Market Dominant Volume of 56,418 and Revenue of \$90,876; SPLY Market Dominant Volume of 64,267 and Revenue of \$89,378. Also includes Current Period Competitive Volume of 15,425 and Revenue of \$121,992; SPLY Competitive Volume of 16,504 and Revenue of \$128,996.

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**USPS Expenses (Unaudited)**
**Oct 2018\***
**(\$ Millions)**

	Curent Period and Year-to-Date				
	Actual	Plan	SPLY	% Plan	% SPLY
<b>Personnel Compensation and Benefits:</b>					
Salaries & Benefits:*					
City Delivery	\$1,609	\$1,571	\$1,483	2.4%	8.5%
Mail Processing	730	730	671	0.0%	8.8%
Operations - Customer Service	554	552	524	0.4%	5.7%
Rural Delivery	657	665	598	-1.2%	9.9%
Other, including Plant and Vehicle Maintenance, Operational Support, Postmasters, and Administration	888	915	896	-3.0%	-0.9%
<b>Total Salaries &amp; Benefits</b>	<b>\$4,438</b>	<b>\$4,433</b>	<b>\$4,172</b>	<b>0.1%</b>	<b>6.4%</b>
Other Personnel Related Expenses:					
Retiree Health Benefits Normal Cost (d)	\$333	\$333	\$292	0.0%	14.0%
Workers Compensation Cash (a)	109	120	108	-9.0%	0.8%
All Other Personnel Related Expenses	2	6	4	-64.5%	-45.0%
<b>Total Other Personnel Related Expenses</b>	<b>\$444</b>	<b>\$459</b>	<b>\$404</b>	<b>-3.2%</b>	<b>9.9%</b>
<b>Controllable Personnel Compensation and Benefits</b>	<b>\$4,882</b>	<b>\$4,892</b>	<b>\$4,576</b>	<b>-0.2%</b>	<b>6.7%</b>
RHB Unfunded Liabilities Amortization (b)	\$92	\$92	\$83	0.0%	10.5%
FERS Unfunded Liabilities Amortization (b)	\$80	\$80	76	0.0%	5.0%
CSRS Unfunded Liabilities Amortization (b)	\$120	\$120	145	0.0%	-17.2%
Workers' Compensation (c)	(213)	-	(31)	100.0%	NMF
<b>Total Personnel Compensation and Benefits</b>	<b>\$4,961</b>	<b>\$5,184</b>	<b>\$4,849</b>	<b>-4.3%</b>	<b>2.3%</b>
<b>Non-Personnel Expenses:</b>					
Transportation	\$669	\$646	\$602	3.6%	11.1%
Supplies and Services	223	217	208	2.8%	7.2%
Depreciation and Amortization	138	138	135	0.0%	2.2%
Rent	91	88	85	3.4%	7.1%
Utilities and Heating Fuel	59	53	49	11.3%	20.4%
Vehicle Maintenance Service	51	48	49	6.3%	4.1%
Vehicle Fuel	52	36	40	44.4%	30.0%
Information Technology	57	55	58	3.6%	-1.7%
Rural Carrier Equipment Maintenance Allowance	50	42	43	19.0%	16.3%
Other	99	89	80	11.2%	23.8%
<b>Total Non-Personnel Expenses</b>	<b>\$1,489</b>	<b>\$1,412</b>	<b>\$1,349</b>	<b>5.5%</b>	<b>10.4%</b>
<b>Total Operating Expenses</b>	<b>\$6,450</b>	<b>\$6,596</b>	<b>\$6,198</b>	<b>-2.2%</b>	<b>4.1%</b>
Interest Expense	24	25	21	-4.0%	14.3%
<b>Total Expenses</b>	<b>\$6,474</b>	<b>\$6,621</b>	<b>\$6,219</b>	<b>-2.2%</b>	<b>4.1%</b>

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(a) This amount includes cash outlays including administrative fees.

(b) This represents the estimated OPM amortization expense related to the actuarial revaluation of the Federal Employee Retirement System (FERS), Civil Service Retirement System (CSRS) and Postal Service Retiree Health Benefit Fund (PSRHBFB) liabilities. The actual invoices will be received between June 2019 and October 2019.

(c) This represents non-cash adjustments - the impact of discount & inflation rate changes and the actuarial revaluation of new and existing cases.

(d) This represents the accrual for normal costs for current employees, based on the beginning of the fiscal year estimates.

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**USPS Workhours (Unaudited)****Oct 2018\*****(Thousands)**

	<b>Current Period and Year-to-Date</b>				
	Actual	Plan	SPLY	% Plan	% SPLY
Workhours:*					
City Delivery	38,136	36,979	35,700	3.1%	6.8%
Mail Processing	16,991	16,808	15,786	1.1%	7.6%
Customer Services	13,806	13,620	13,184	1.4%	4.7%
Rural Delivery	17,935	17,474	16,396	2.6%	9.4%
Other, including Plant and Vehicle Maintenance, Operational Support, Postmasters, and Administration**	15,128	15,341	15,680	-1.4%	-3.5%
<b>Total Workhours</b>	<b>101,996</b>	<b>100,222</b>	<b>96,746</b>	<b>1.8%</b>	<b>5.4%</b>

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