

USPS Financial Information (Unaudited)

January 2020¹

(\$ Millions)	Current Period					Year-to-Date				
	Actual	Plan	SPLY	% Plan	% SPLY	Actual	Plan	SPLY	% Plan	% SPLY
Revenue:										
Operating Revenue	\$6,074	\$6,166	\$6,055	-1.5%	0.3%	\$25,426	\$25,614	\$25,767	-0.7%	-1.3%
Other Revenue	1	-	2	NMF	-50.0%	4	2	6	100.0%	-33.3%
Total Revenue	\$6,075	\$6,166	\$6,057	-1.5%	0.3%	\$25,430	\$25,616	\$25,773	-0.7%	-1.3%
Operating Expenses:										
Personnel Compensation and Benefits	\$6,145	\$5,226	\$5,064	17.6%	21.3%	\$21,292	\$21,033	\$21,411	1.2%	-0.6%
Transportation	676	751	740	-10.0%	-8.6%	3,073	3,058	3,082	0.5%	-0.3%
Supplies and Services	251	230	221	9.1%	13.6%	1,020	983	970	3.8%	5.2%
Other Expenses	574	591	551	-2.9%	4.2%	2,342	2,391	2,337	-2.0%	0.2%
Total Operating Expenses	\$7,646	\$6,798	\$6,576	12.5%	16.3%	\$27,727	\$27,465	\$27,800	1.0%	-0.3%
Net Operating Loss	(\$1,571)	(\$632)	(\$519)			(\$2,297)	(\$1,849)	(\$2,027)		
Interest Income	\$14	\$14	\$14	0.0%	0.0%	\$55	\$53	\$48	3.8%	14.6%
Interest Expense	\$20	\$21	\$22	-4.8%	-9.1%	\$84	\$91	\$84	-7.7%	0.0%
Net Loss	(\$1,577)	(\$639)	(\$527)			(\$2,326)	(\$1,887)	(\$2,063)		
Other Operating Statistics:										
Mail Volume: (Millions)										
Total Market Dominant Products Volume ²	11,575	11,567	11,824	0.1%	-2.1%	47,565	47,109	50,230	1.0%	-5.3%
Total Competitive Products Volume ²	451	470	467	-4.0%	-3.4%	2,023	1,977	2,104	2.3%	-3.8%
Total International Products Volume	53	63	77	-15.9%	-31.2%	293	349	336	-16.0%	-12.8%
Total Mail Volume	12,079	12,100	12,368	-0.2%	-2.3%	49,881	49,435	52,670	0.9%	-5.3%
Total Workhours (Millions)	98	97	98	1.0%	0.0%	404	404	411	0.0%	-1.7%
Total Career Employees						493,294		495,631		-0.5%
Total Non-Career Employees						133,602		140,283		-4.8%

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² - Excludes International Volume

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

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

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USPS Financial Information (Unaudited)

January 2020 ¹ (Thousands)	Current Period			Year-to-Date		
	Actual	SPLY ²	% SPLY	Actual	SPLY ²	% SPLY
Market Dominant Products:						
<i>First Class:</i>						
Volume	5,173,301	5,381,099	-3.9%	19,491,487	20,269,601	-3.8%
Revenue	\$2,289,238	\$2,326,792	-1.6%	\$8,761,300	\$8,967,204	-2.3%
<i>Periodicals:</i>						
Volume	342,828	394,432	-13.1%	1,452,306	1,592,490	-8.8%
Revenue	\$87,481	\$98,182	-10.9%	\$374,235	\$408,839	-8.5%
<i>USPS Marketing Mail™:</i>						
Volume	5,986,102	5,965,712	0.3%	26,299,546	28,020,584	-6.1%
Revenue	\$1,308,278	\$1,276,920	2.5%	\$5,733,840	\$5,954,712	-3.7%
<i>Package Services:</i>						
Volume	52,594	57,780	-9.0%	206,552	231,658	-10.8%
Revenue	\$73,012	\$78,186	-6.6%	\$279,146	\$297,245	-6.1%
<i>All Other Market Dominant Mail:</i>						
Volume	20,462	25,320	-19.2%	114,524	115,616	-0.9%
Revenue	\$222,575	\$222,869	-0.1%	\$816,790	\$873,514	-6.5%
Total Market Dominant Products:²						
Volume	11,575,287	11,824,343	-2.1%	47,564,415	50,229,949	-5.3%
Revenue	\$3,980,584	\$4,002,949	-0.6%	\$15,965,311	\$16,501,514	-3.2%
Competitive Products:						
<i>Shipping and Package Services:</i>						
Volume	450,946	466,920	-3.4%	2,022,954	2,103,682	-3.8%
Revenue	\$1,823,169	\$1,773,387	2.8%	\$8,208,808	\$8,001,196	2.6%
<i>All Other Competitive Products:</i>						
Volume	-	-	0.0%	-	-	0.0%
Revenue	\$88,124	\$87,452	0.8%	\$365,079	\$358,136	1.9%
Total Competitive Products:²						
Volume	450,946	466,920	-3.4%	2,022,954	2,103,682	-3.8%
Revenue	\$1,911,293	\$1,859,839	2.8%	\$8,573,887	\$8,359,332	2.6%
International:						
Volume	53,129	76,624	-30.7%	293,343	336,033	-12.7%
Revenue	\$182,711	\$192,424	-5.0%	\$886,360	\$905,733	-2.1%
Total:						
Total Volume	12,079,362	12,367,887	-2.3%	49,880,712	52,669,664	-5.3%
Total Operating Revenue	\$6,074,588	\$6,055,212	0.3%	\$25,425,558	\$25,766,579	-1.3%

International by Category ³ :	Current Period			Year-to-Date		
	Actual	SPLY	% SPLY	Actual	SPLY	% SPLY
Market Dominant Products:						
Volume	16,251	62,332	-73.9%	213,462	275,347	-22.5%
Revenue	\$13,534	\$76,347	-82.3%	\$330,222	\$383,648	-13.9%
Competitive Products:						
Volume	36,878	14,292	158.0%	79,881	60,686	31.6%
Revenue	\$169,177	\$116,077	45.7%	\$556,138	\$522,085	6.5%
Total International:						
Total Volume	53,129	76,624	-30.7%	293,343	336,033	-12.7%
Total Revenue	\$182,711	\$192,424	-5.0%	\$886,360	\$905,733	-2.1%

¹ - January 2020 has the same number of delivery and retail days compared to January 2019. YTD has one more delivery and retail day compared to SPLY.

² - Excludes International Volume & Revenue

³ - International volume and revenue broken out by Market Dominant and Competitive.

⁴ - The differences in SPLY revenues and volume are due to additional statistical data available at each quarter-end and required by the regulator. The differences are only at the product level and do not impact Total Operating Revenue.

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

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USPS Expenses (Unaudited)
January 2020¹
(\$ Millions)

	Current Period					Year-to-Date				
	Actual	Plan	SPLY	% Plan	% SPLY	Actual	Plan	SPLY	% Plan	% SPLY
Personnel Compensation and Benefits:										
Salaries & Benefits:										
City Delivery	\$1,592	\$1,560	\$1,567	2.1%	1.6%	\$6,454	\$6,501	\$6,511	-0.7%	-0.9%
Mail Processing	719	713	732	0.8%	-1.8%	2,980	2,995	3,058	-0.5%	-2.6%
Operations - Customer Service	551	544	553	1.3%	-0.4%	2,246	2,246	2,289	0.0%	-1.9%
Rural Delivery	687	675	666	1.8%	3.2%	2,777	2,776	2,714	0.0%	2.3%
Other, including Plant and Vehicle Maintenance, Operational Support, Postmasters, and Administration	969	984	809	-1.5%	19.8%	3,494	3,515	3,318	-0.6%	5.3%
Total Salaries & Benefits	\$4,518	\$4,476	\$4,327	0.9%	4.4%	\$17,951	\$18,033	\$17,890	-0.5%	0.3%
Other Personnel Related Expenses:										
Retiree Health Benefits Normal Cost (d)	\$333	\$333	\$333	0.0%	0.0%	\$1,333	\$1,333	\$1,333	0.0%	0.0%
Workers Compensation Cash (a)	104	110	106	-5.2%	-2.3%	435	440	434	-1.1%	0.3%
All Other Personnel Related Expenses	2	9	9	-77.8%	-77.8%	24	35	32	-31.4%	-25.0%
Total Other Personnel Related Expenses	\$439	\$452	\$448	-2.8%	-2.1%	\$1,792	\$1,808	\$1,799	-0.9%	-0.4%
Controllable Personnel Compensation and Benefits	\$4,957	\$4,928	\$4,775	0.6%	3.8%	\$19,743	\$19,841	\$19,689	-0.5%	0.3%
RHB Unfunded Liabilities Amortization (b)	75	75	92	0.0%	-18.5%	300	300	367	0.0%	-18.3%
FERS Unfunded Liabilities Amortization (b)	88	88	80	0.0%	10.3%	353	353	319	0.0%	10.7%
CSRS Unfunded Liabilities Amortization (b)	135	135	120	0.0%	12.5%	539	539	480	0.0%	12.3%
Workers' Compensation (c)	890	-	(3)	NMF	NMF	357	-	556	NMF	-35.8%
Total Personnel Compensation and Benefits	\$6,145	\$5,226	\$5,064	17.6%	21.3%	\$21,292	\$21,033	\$21,411	1.2%	-0.6%
Non-Personnel Expenses:										
Transportation	\$676	\$751	\$740	-10.0%	-8.6%	\$3,073	\$3,058	\$3,082	0.5%	-0.3%
Supplies and Services	251	230	221	9.1%	13.6%	1,020	983	970	3.8%	5.2%
Depreciation and Amortization	139	141	142	-1.4%	-2.1%	570	563	559	1.2%	2.0%
Rent	104	99	97	5.1%	7.2%	431	377	374	14.3%	15.2%
Utilities and Heating Fuel	50	51	54	-2.0%	-7.4%	194	204	202	-4.9%	-4.0%
Vehicle Maintenance Service	50	51	50	-2.0%	0.0%	207	213	209	-2.8%	-1.0%
Vehicle Fuel	31	34	38	-8.8%	-18.4%	162	172	180	-5.8%	-10.0%
Information Technology	52	58	34	-10.3%	52.9%	172	224	195	-23.2%	-11.8%
Rural Carrier Equipment Maintenance Allowance	47	49	47	-4.1%	0.0%	204	194	205	5.2%	-0.5%
Other	101	108	89	-6.5%	13.5%	402	444	413	-9.5%	-2.7%
Total Non-Personnel Expenses	\$1,501	\$1,572	\$1,512	-4.5%	-0.7%	\$6,435	\$6,432	\$6,389	0.0%	0.7%
Total Operating Expenses	\$7,646	\$6,798	\$6,576	12.5%	16.3%	\$27,727	\$27,465	\$27,800	1.0%	-0.3%
Interest Expense	20	21	22	-4.8%	-9.1%	84	91	84	-7.7%	0.0%
Total Expenses	\$7,666	\$6,819	\$6,598	12.4%	16.2%	\$27,811	\$27,556	\$27,884	0.9%	-0.3%

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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 (PSRHF) liabilities. The actual invoices will be received between June 2020 and October 2020.

(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)

January 2020¹
(Thousands)

	Current Period				
	Actual	Plan	SPLY	% Plan	% SPLY
Workhours:					
City Delivery	35,566	35,550	35,872	0.0%	-0.9%
Mail Processing	16,453	16,269	16,904	1.1%	-2.7%
Customer Services	13,224	13,242	13,535	-0.1%	-2.3%
Rural Delivery	17,714	17,473	17,609	1.4%	0.6%
Other, including Plant and Vehicle Maintenance, Operational Support, Postmasters, and Administration	14,545	14,439	14,537	0.7%	0.1%
Total Workhours	97,502	96,973	98,457	0.5%	-1.0%

	Year-to-Date				
	Actual	Plan	SPLY	% Plan	% SPLY
City Delivery	147,698	148,213	151,223	-0.3%	-2.3%
Mail Processing	69,920	70,492	72,511	-0.8%	-3.6%
Customer Services	55,328	55,307	56,854	0.0%	-2.7%
Rural Delivery	73,076	72,389	72,745	0.9%	0.5%
Other, including Plant and Vehicle Maintenance, Operational Support, Postmasters, and Administration	57,674	57,481	57,764	0.3%	-0.2%
Total Workhours	403,696	403,882	411,097	0.0%	-1.8%

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