

USPS Financial Information (Unaudited)

July 2020¹
(\$ Millions)

	Current Period					Year-to-Date				
	Actual	Plan	SPLY	% Plan	% SPLY	Actual	Plan	SPLY	% Plan	% SPLY
Revenue:										
Operating Revenue	\$6,160	\$5,646	\$5,640	9.1%	9.2%	\$60,991	\$60,389	\$59,929	1.0%	1.8%
Other Revenue	2	1	1	100.0%	100.0%	8	15	17	-46.7%	-52.9%
Total Revenue	\$6,162	\$5,647	\$5,641	9.1%	9.2%	\$60,999	\$60,404	\$59,946	1.0%	1.8%
Operating Expenses:										
Personnel Compensation and Benefits	\$5,648	\$5,034	\$4,820	12.2%	17.2%	\$53,704	\$50,671	\$51,282	6.0%	4.7%
Transportation	731	676	637	8.1%	14.8%	7,317	7,140	6,948	2.5%	5.3%
Supplies and Services	228	231	195	-1.3%	16.9%	2,554	2,340	2,298	9.1%	11.1%
Other Expenses	576	590	592	-2.4%	-2.7%	5,829	5,991	5,833	-2.7%	-0.1%
Total Operating Expenses	\$7,183	\$6,531	\$6,244	10.0%	15.0%	\$69,404	\$66,142	\$66,361	4.9%	4.6%
Net Operating Loss	(\$1,021)	(\$884)	(\$603)			(\$8,405)	(\$5,738)	(\$6,415)		
Interest Income	\$3	\$13	\$11	-76.9%	-72.7%	\$86	\$132	\$121	-34.8%	-28.9%
Interest Expense	\$14	\$21	\$17	-33.3%	-17.6%	\$186	\$214	\$190	-13.1%	-2.1%
Net Loss	(\$1,032)	(\$892)	(\$609)			(\$8,505)	(\$5,820)	(\$6,484)		
Other Operating Statistics:										
Mail Volume: (Millions)										
Total Market Dominant Products Volume ²	9,220	10,431	10,705	-11.6%	-13.9%	102,151	110,808	114,576	-7.8%	-10.8%
Total Competitive Products Volume ²	657	422	436	55.7%	50.7%	5,541	4,550	4,653	21.8%	19.1%
Total International Products Volume	48	41	62	17.1%	-22.6%	617	648	738	-4.8%	-16.4%
Total Mail Volume	9,925	10,894	11,203	-8.9%	-11.4%	108,309	116,006	119,967	-6.6%	-9.7%
Total Workhours (Millions)	98	95	96	3.2%	2.1%	980	970	982	1.0%	-0.2%
Total Career Employees						497,233		497,562		-0.1%
Total Non-Career Employees						144,547		139,232		3.8%

¹ - July 2020 has the same number of delivery days and 0.75 more retail days compared to July 2019. YTD has two more delivery days and 2.75 more retail days compared to SPLY.

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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July 2020 ¹ (Thousands)	Current Period			Year-to-Date		
	Actual	SPLY ²	% SPLY	Actual	SPLY ²	% SPLY
Market Dominant Products:						
<i>First Class:</i>						
Volume	4,147,406	4,360,466	-4.9%	44,678,877	46,585,246	-4.1%
Revenue	\$1,878,541	\$1,937,646	-3.1%	\$20,206,194	\$20,718,173	-2.5%
<i>Periodicals:</i>						
Volume	279,169	350,050	-20.2%	3,389,938	3,893,675	-12.9%
Revenue	\$70,403	\$88,699	-20.6%	\$867,352	\$999,171	-13.2%
<i>USPS Marketing Mail™:</i>						
Volume	4,723,278	5,924,895	-20.3%	53,333,215	63,313,614	-15.8%
Revenue	\$1,021,845	\$1,297,655	-21.3%	\$11,636,683	\$13,694,475	-15.0%
<i>Package Services:</i>						
Volume	44,929	43,114	4.2%	481,656	511,349	-5.8%
Revenue	\$70,726	\$62,034	14.0%	\$691,805	\$677,037	2.2%
<i>All Other Market Dominant Mail:</i>						
Volume	25,377	26,488	-4.2%	267,772	272,549	-1.8%
Revenue	\$196,301	\$222,109	-11.6%	\$1,934,140	\$2,434,798	-20.6%
Total Market Dominant Products:²						
Volume	9,220,159	10,705,013	-13.9%	102,151,458	114,576,433	-10.8%
Revenue	\$3,237,816	\$3,608,143	-10.3%	\$35,336,174	\$38,523,653	-8.3%
Competitive Products:						
<i>Shipping and Package Services:</i>						
Volume	656,780	436,054	50.6%	5,540,678	4,653,077	19.1%
Revenue	\$2,630,511	\$1,777,439	48.0%	\$22,710,610	\$18,434,671	23.2%
<i>All Other Competitive Products:</i>						
Volume	-	-	0.0%	-	-	0.0%
Revenue	\$94,727	\$82,510	14.8%	\$944,471	\$886,615	6.5%
Total Competitive Products:²						
Volume	656,780	436,054	50.6%	5,540,678	4,653,077	19.1%
Revenue	\$2,725,237	\$1,859,949	46.5%	\$23,655,081	\$19,321,286	22.4%
<i>International:</i>						
Volume	48,084	62,386	-22.9%	617,072	737,595	-16.3%
Revenue	\$197,185	\$171,600	14.9%	\$1,999,672	\$2,084,245	-4.1%
Total:						
Total Volume	9,925,023	11,203,453	-11.4%	108,309,208	119,967,105	-9.7%
Total Operating Revenue	\$6,160,237	\$5,639,692	9.2%	\$60,990,927	\$59,929,184	1.8%

International by Category ³	Current Period			Year-to-Date		
	Actual	SPLY	% SPLY	Actual	SPLY	% SPLY
Market Dominant Products:						
Volume	11,620	49,190	-76.4%	292,637	596,163	-50.9%
Revenue	\$13,057	\$64,980	-79.9%	\$414,975	\$904,372	-54.1%
Competitive Products:						
Volume	36,464	13,196	176.3%	324,435	141,432	129.4%
Revenue	\$184,128	\$106,620	72.7%	\$1,584,697	\$1,179,873	34.3%
Total International:						
Total Volume	48,084	62,386	-22.9%	617,072	737,595	-16.3%
Total Revenue	\$197,185	\$171,600	14.9%	\$1,999,672	\$2,084,245	-4.1%

¹ - July 2020 has the same number of delivery days and 0.75 more retail days compared to July 2019. YTD has two more delivery days and 2.75 more retail days 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) July 2020 ¹ (\$ Millions)	Current Period					Year-to-Date				
	Actual	Plan	SPLY	% Plan	% SPLY	Actual	Plan	SPLY	% Plan	% SPLY
	Personnel Compensation and Benefits:									
Salaries & Benefits:										
City Delivery	\$1,636	\$1,539	\$1,524	6.3%	7.3%	\$15,980	\$15,565	\$15,533	2.7%	2.9%
Mail Processing	701	691	667	1.4%	5.1%	7,162	7,037	7,123	1.8%	0.5%
Operations - Customer Service	570	557	538	2.3%	5.9%	5,525	5,457	5,449	1.2%	1.4%
Rural Delivery	708	696	662	1.7%	6.9%	6,829	6,850	6,591	-0.3%	3.6%
Other, including Plant and Vehicle Maintenance, Operational Support, Postmasters, and Administration	802	800	772	0.2%	3.9%	8,145	8,152	7,937	-0.1%	2.6%
Total Salaries & Benefits	\$4,417	\$4,283	\$4,163	3.1%	6.1%	\$43,641	\$43,061	\$42,633	1.3%	2.4%
Other Personnel Related Expenses:										
Retiree Health Benefits Normal Cost (d)	\$333	\$333	\$333	0.0%	0.0%	\$3,333	\$3,333	\$3,333	0.0%	0.0%
Workers Compensation Cash (a)	96	110	105	-12.7%	-8.6%	1,102	1,203	1,134	-8.4%	-2.8%
All Other Personnel Related Expenses	4	10	6	-60.0%	-33.3%	80	93	79	-14.0%	1.3%
Total Other Personnel Related Expenses	\$433	\$453	\$444	-4.4%	-2.5%	\$4,515	\$4,629	\$4,546	-2.5%	-0.7%
Controllable Personnel Compensation and Benefits	\$4,850	\$4,736	\$4,607	2.4%	5.3%	\$48,156	\$47,690	\$47,179	1.0%	2.1%
RHB Normal Cost Actuarial Revaluation (e)	(\$13)	\$0	(\$19)	NMF	-31.6%	(\$125)	\$0	(\$187)	NMF	-33.2%
RHB Unfunded Liabilities Amortization (f)	\$68	\$75	\$66	-9.3%	3.0%	\$675	\$750	\$658	-10.0%	2.6%
FERS Unfunded Liabilities Amortization (b)	107	88	80	21.6%	33.8%	1,071	883	798	21.3%	34.2%
CSRS Unfunded Liabilities Amortization (b)	150	135	120	11.1%	25.0%	1,499	1,348	1,200	11.2%	24.9%
Workers' Compensation (c)	486	-	(34)	NMF	NMF	2,428	-	1,634	NMF	48.6%
Total Personnel Compensation and Benefits	\$5,648	\$5,034	\$4,820	12.2%	17.2%	\$53,704	\$50,671	\$51,282	6.0%	4.7%
Non-Personnel Expenses:										
Transportation	\$731	\$676	\$637	8.1%	14.8%	\$7,317	\$7,140	\$6,948	2.5%	5.3%
Supplies and Services	228	231	195	-1.3%	16.9%	2,554	2,340	2,298	9.1%	11.1%
Depreciation and Amortization	150	145	147	3.4%	2.0%	1,433	1,432	1,418	0.1%	1.1%
Rent	90	92	93	-2.2%	-3.2%	987	922	914	7.0%	8.0%
Utilities and Heating Fuel	52	49	50	6.1%	4.0%	472	508	503	-7.1%	-6.2%
Vehicle Maintenance Service	48	47	45	2.1%	6.7%	515	529	516	-2.6%	-0.2%
Vehicle Fuel	35	38	45	-7.9%	-22.2%	361	421	417	-14.3%	-13.4%
Information Technology	58	60	73	-3.3%	-20.5%	532	589	535	-9.7%	-0.6%
Rural Carrier Equipment Maintenance Allowance	47	51	48	-7.8%	-2.1%	496	492	488	0.8%	1.6%
Other	96	108	91	-11.1%	5.5%	1,033	1,098	1,042	-5.9%	-0.9%
Total Non-Personnel Expenses	\$1,535	\$1,497	\$1,424	2.5%	7.8%	\$15,700	\$15,471	\$15,079	1.5%	4.1%
Total Operating Expenses	\$7,183	\$6,531	\$6,244	10.0%	15.0%	\$69,404	\$66,142	\$66,361	4.9%	4.6%
Interest Expense	14	21	17	-33.3%	-17.6%	186	214	190	-13.1%	-2.1%
Total Expenses	\$7,197	\$6,552	\$6,261	9.8%	14.9%	\$69,590	\$66,356	\$66,551	4.9%	4.6%

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- (a) This amount includes cash outlays including administrative fees.
- (b) This represents the estimated OPM amortization expense related to the Federal Employee Retirement System (FERS) and Civil Service Retirement System (CSRS). The invoices will be received between August 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.
- (e) This reflects the actuarial revaluation on Retiree Health Benefits (RHB) normal costs obligations to the Postal Service Retirement Health Benefits Fund (PSRHBF) based on the invoice received from OPM in July 2020.
- (f) This represents the prorated amortization expense of the PSRHBF based on the invoice received from OPM in July 2020.

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USPS Workhours (Unaudited)

July 2020¹

(Thousands)

	Current Period				
	Actual	Plan	SPLY	% Plan	% SPLY
Workhours:					
City Delivery	35,761	34,695	35,509	3.1%	0.7%
Mail Processing	15,827	14,895	15,251	6.3%	3.8%
Customer Services	13,488	12,736	13,214	5.9%	2.1%
Rural Delivery	18,470	17,799	17,791	3.8%	3.8%
Other, including Plant and Vehicle Maintenance, Operational Support, Postmasters, and Administration	14,373	14,660	14,431	-2.0%	-0.4%
Total Workhours	97,919	94,785	96,196	3.3%	1.8%

	Year-to-Date				
	Actual	Plan	SPLY	% Plan	% SPLY
City Delivery	359,862	354,215	361,863	1.6%	-0.6%
Mail Processing	162,706	159,801	165,450	1.8%	-1.7%
Customer Services	133,401	130,920	134,824	1.9%	-1.1%
Rural Delivery	180,901	176,906	176,485	2.3%	2.5%
Other, including Plant and Vehicle Maintenance, Operational Support, Postmasters, and Administration	143,579	148,240	143,854	-3.1%	-0.2%
Total Workhours	980,449	970,082	982,476	1.1%	-0.2%

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