Preliminary Financial Results
January 2018

January YTD (4 Months) (Billions)	FY 2018	FY 2017
Total Revenue [1]	**$ 25.2**	**$ 25.1**
Controllable Expenses [1,2]	25.1	24.6
Controllable Income (Loss) [1,2]	**0.1**	**0.5**
RHB Unfunded Liability Amortization [3]	(0.4)	(0.3)
Workers' Comp. Fair Value Adj. and Other Non-Cash Adj.	0.6	1.5
FERS Unfunded Liability Amortization [3]	(0.3)	(0.1)
CSRS Unfunded Liability Amortization [3]	(0.6)	(0.4)
Net Income (Loss) [1]	**$ (0.6)**	**$ 1.2**

1 - January YTD has the same number of delivery days and 1.5 more retail days as compared to SPLY.

2 - Before RHB amortization, FERS and CSRS unfunded liability amortization, and non-cash adjustments to workers' compensation liabilities.

3 - This represents the OPM amortization expense related to the Federal Employee Retirement System (FERS), Civil Service Retirement System (CSRS), and Postal Service Retiree Health Benefit Fund (PSRHBF) liabilities. These are based on OPM's latest updates.

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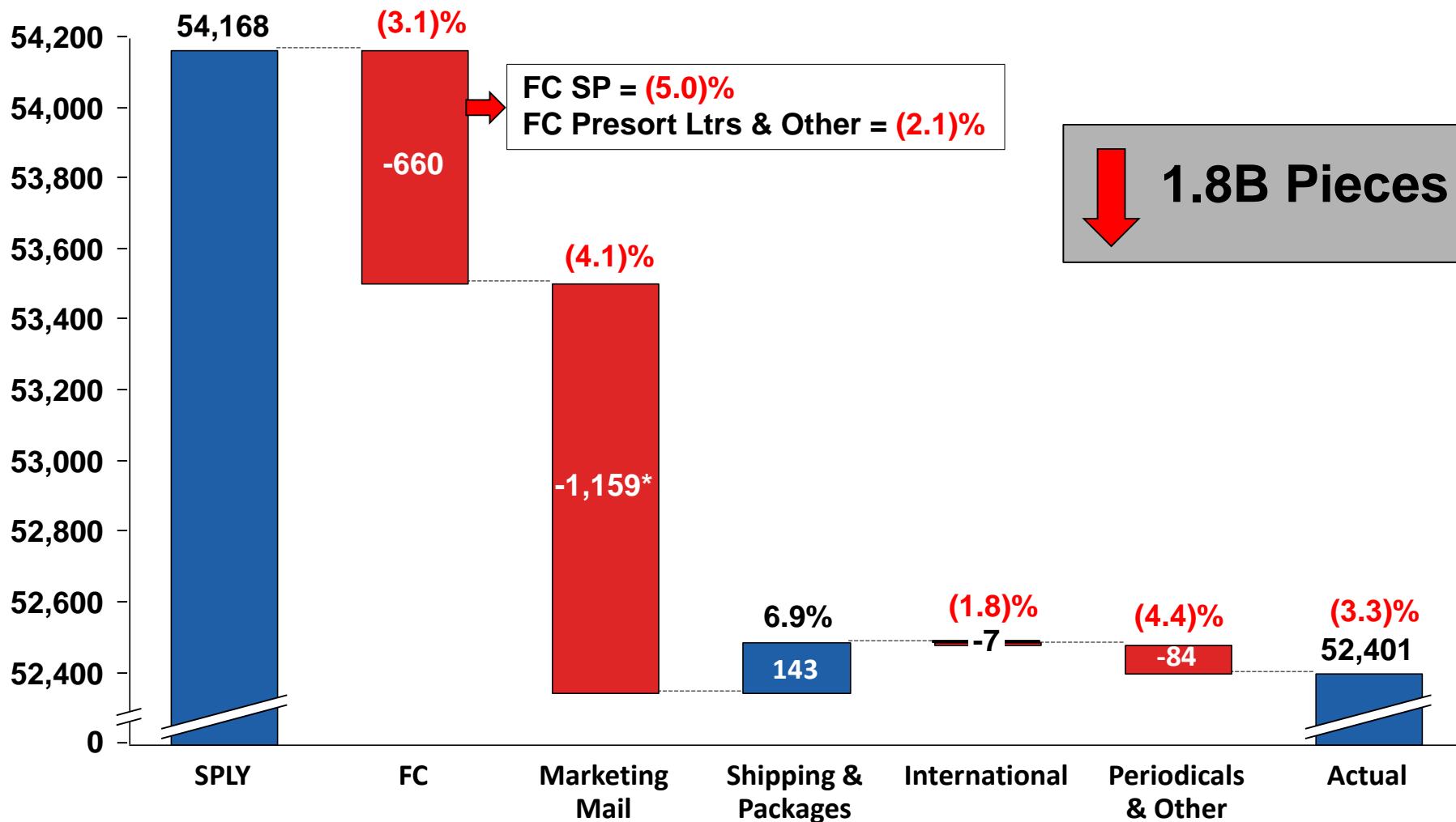
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Net Income (Loss) [1] **Excluding WC Fair Value Adj.**	**$ (1.2)**	**$ (0.3)**

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(Pieces – Millions)

FC SP = **(5.0)%**
FC Presort Ltrs & Other = **(2.1)%**

1.8B Pieces

|						
SPLY	**FC**	**Marketing Mail**	**Shipping & Packages**	**International**	**Periodicals & Other**	**Actual**
54,168	**(3.1)%** -660	**(4.1)%** -1,159*	**6.9%** 143	**(1.8)%** -7	**(4.4)%** -84	**(3.3)%** 52,401

*NOTE: Total Reduction in Political and Election Mail through January is 1.02 billion pieces.

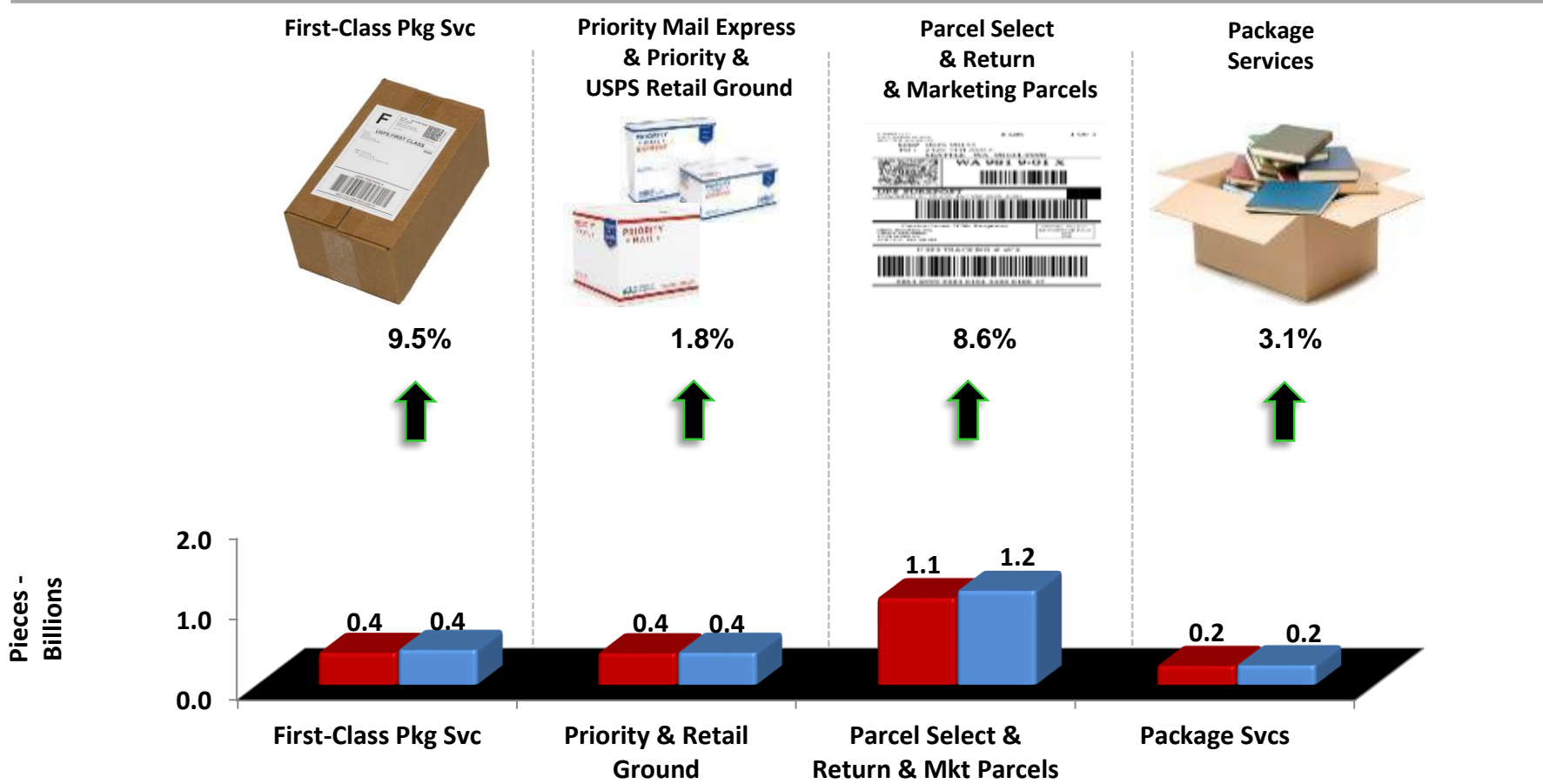January YTD has the same number of delivery days and 1.5 more retail days as compared to SPLY.

Actual versus SPLY
Preliminary FY2018 January YTD Revenue

($ – Millions)

⬆ $77M
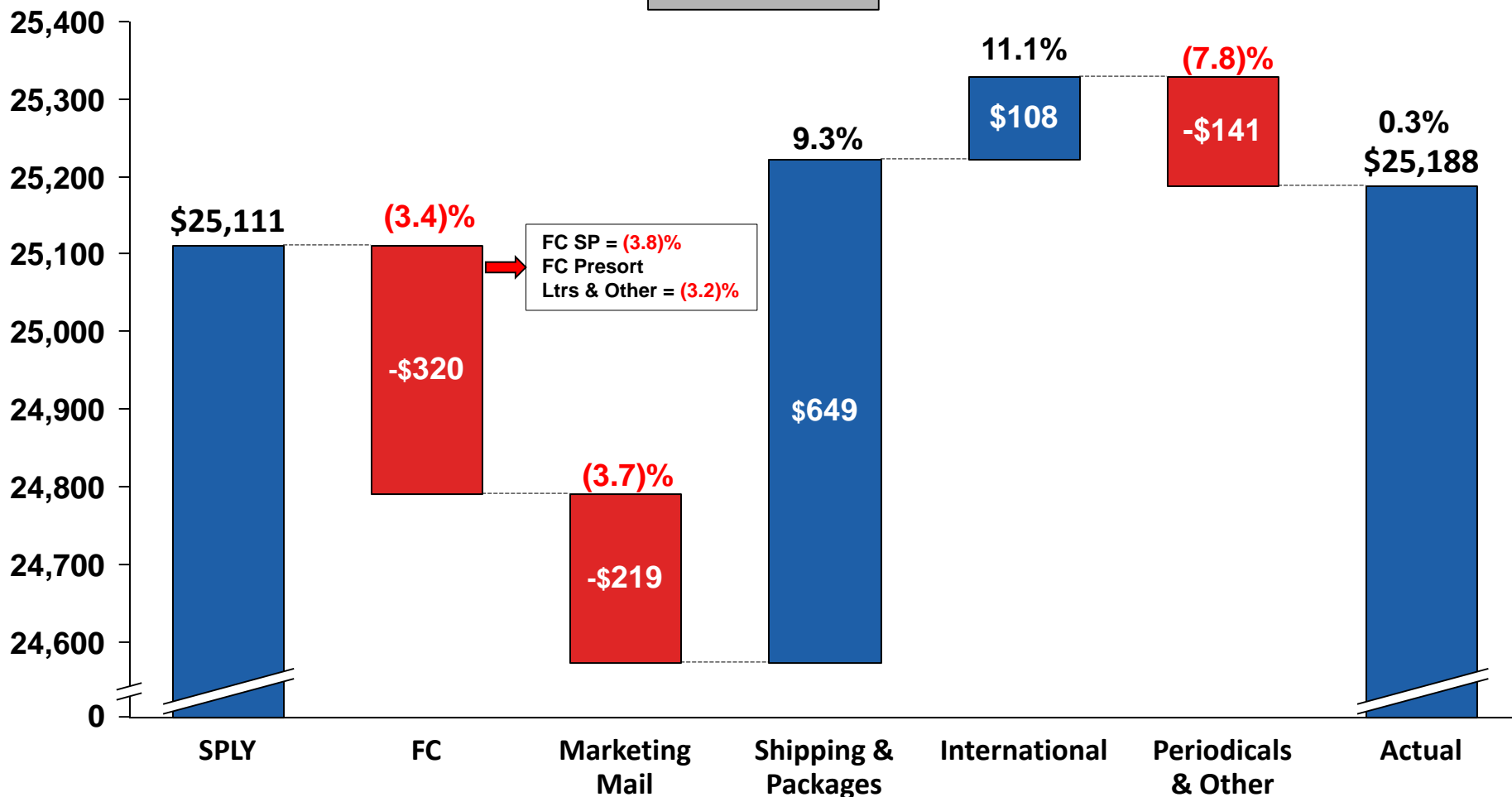
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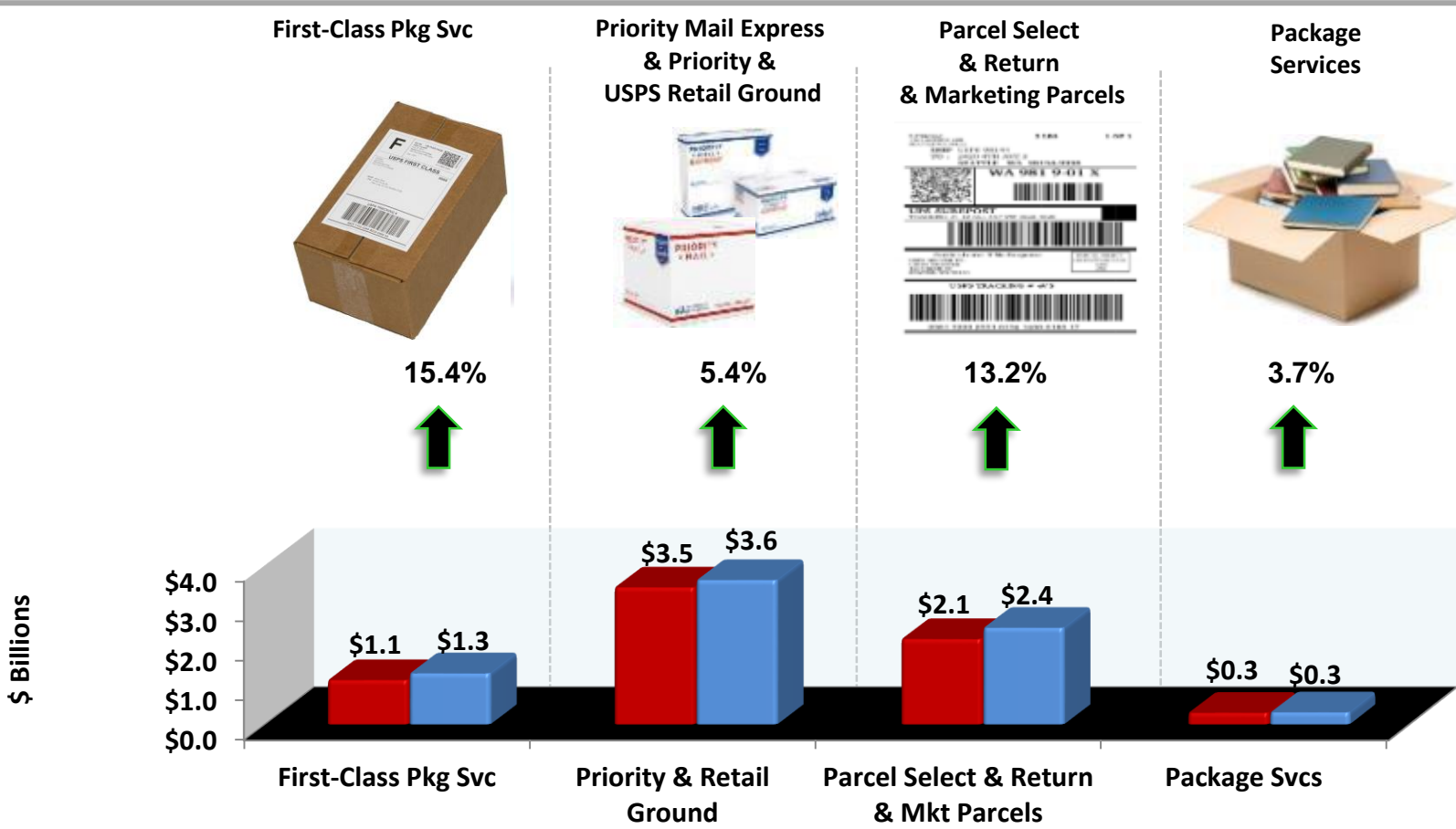
8

UNITED STATES POSTAL SERVICE ®

| FY2017 2.1B | ↑ 0.1B | FY2018 2.2B |

First-Class Pkg Svc	Priority Mail Express & Priority & USPS Retail Ground	Parcel Select & Return & Marketing Parcels	Package Services
9.5% ↑	1.8% ↑	8.6% ↑	3.1% ↑

Pieces - Billions

	First-Class Pkg Svc	Priority & Retail Ground	Parcel Select & Return & Mkt Parcels	Package Svcs
FY2017	0.4	0.4	1.1	0.2
FY2018	0.4	0.4	1.2	0.2

(Chart axis: 0.0, 1.0, 2.0)

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9

January YTD (4 Months) (Billions)	FY 2018	FY 2017
Compensation & Benefits [1,2]	$18.9	$18.6
Transportation	2.8	2.6
Depreciation	0.6	0.6
Supplies & Services	1.0	1.0
Rent, Utilities & Other	1.8	1.8
Controllable Expenses	$25.1	$24.6

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