

Price Change January 2021

Agenda

- Overview Market Dominant
 - First-Class Mail[®]
 - USPS Marketing Mail[®]
 - Periodicals[®]
 - Package Services
 - Special Services
 - Promotions

First-Class Mail – 2021 Price Change

1.8% overall increase

- One-ounce letter price unchanged at 55 cents
- Additional-ounce price for Single-piece Letters* increases to 20 cents

| Product | Percent Change |
|--|----------------|
| Single-Piece Letters & Cards | 1.4% |
| Flats | 1.3% |
| Presorted Letters & Cards | 2.2% |
| First-Class Mail International (outbound letters, cards, and flats) | 0.0% |



* Additional ounce for Flats remains at 20 cents.

First-Class Mail – 2021 Price Change

| First-Class Mail Single-Piece Prices | Current Price | New Price | Percent Change |
|--|----------------------|------------------|-----------------------|
| Stamp Price 1 Oz. | 0.55 | 0.55 | 0.0% |
| Stamp Price 2 Oz. | 0.70 | 0.75 | 6.7% |
| Meter Price 1 Oz. | 0.50 | 0.51 | 2.0% |
| Single-Piece Additional Ounce - Flats | 0.20 | 0.20 | 0.0% |
| Single-Piece Flats 1 Oz. | 1.00 | 1.00 | 0.0% |
| Single-Piece Cards | 0.35 | 0.36 | 2.9% |
| Share Mail Letters | 0.60 | 0.51 | -15% |
| Share Mail Cards | 0.45 | 0.36 | -20% |

First-Class Mail – 2021 Price Change

| First-Class Mail Commercial Prices | Current Price | New Price | Percent Change |
|---|----------------------|------------------|-----------------------|
| Mixed AADC Automation Letters | 0.439 | 0.450 | 2.5% |
| AADC Automation Letters | 0.419 | 0.428 | 2.1% |
| 5-Digit Automation Letters | 0.389 | 0.398 | 2.3% |
| Mixed ADC Automation Flats 2 oz. | 0.736 | 0.794 | 7.9% |
| 3-Digit Automation Flats 2 oz. | 0.597 | 0.638 | 6.9% |
| 5-Digit Automation Flats 2 oz. | 0.450 | 0.480 | 6.7% |

Notes:

Full Service IMb incentive remains at \$0.003.

New: Seamless Incentive at \$0.001. to eDoc submitter

Marketing Mail – 2021 Price Change

1.5% overall increase

| Product | Percent Change |
|-----------------------------|-----------------------|
| Letters | 0.8% |
| High Density Letters | 5.4% |
| Saturation Letters | 0.0% |
| Flats | 3.6% |
| Carrier Route Flats | 3.5% |
| High Density Flats | 3.6% |
| Saturation Flats | 0.0% |
| EDDM-Retail | 0.5% |
| Parcels | 16.8% |

Notes:

Full Service IMb incentive remains at \$0.003.

New: Seamless Incentive at \$0.001. to eDoc submitter

Marketing Mail – 2021 Price Change

| Marketing Mail Auto Commercial Letters | Current Price | New Price | \$ Difference | % Difference |
|--|---------------|-----------|---------------|--------------|
| Mixed Origin | \$0.299 | \$0.304 | \$0.005 | 1.67% |
| 5-Digit Origin | \$0.259 | \$0.259 | \$0.000 | 0.00% |
| 5-Digit DNDC | \$0.239 | \$0.239 | \$0.000 | 0.00% |
| 5-Digit DSCF | \$0.233 | \$0.235 | \$0.002 | 0.86% |
| HD DSCF | \$0.186 | \$0.196 | \$0.010 | 5.38% |
| Saturation Origin | \$0.191 | \$0.191 | \$0.000 | 0.00% |
| Saturation DNDC | \$0.172 | \$0.172 | \$0.000 | 0.00% |
| Saturation DSCF | \$0.168 | \$0.168 | \$0.000 | 0.00% |

Marketing Mail – 2021 Price Change

| Marketing Mail Auto Commercial Flats | Current Price | New Price | \$ Difference | % Difference |
|--------------------------------------|---------------|-----------|---------------|--------------|
| 5-Digit DSCF | \$0.364 | \$0.372 | \$0.008 | 2.20% |
| C-R Basic DSCF | \$0.265 | \$0.274 | \$0.009 | 3.40% |
| C-R on 5-Digit DSCF Pallets | \$0.246 | \$0.253 | \$0.007 | 2.85% |
| C-R on 5-Digit DDU Pallets | \$0.235 | \$0.246 | \$0.011 | 4.68% |
| HD DSCF (125 pieces) | \$0.205 | \$0.213 | \$0.008 | 3.90% |
| HD+ DSCF (300 pieces) | \$0.187 | \$0.187 | \$0.000 | 0.00% |
| Saturation DSCF (90%) | \$0.179 | \$0.179 | \$0.000 | 0.00% |
| Saturation DDU (90%) | \$0.163 | \$0.163 | \$0.000 | 0.00% |
| Saturation with DML | \$0.213 | \$0.223 | \$0.010 | 4.69% |

Detached Address Label (DAL) – price increased from \$0.045 to \$0.055

Detached Marketing Label (DML) - price increased from \$0.05 to \$0.06

Marketing Mail – 2021 Price Change

| Marketing Mail Pound-Rate Flats Rev/Pc – 8 oz. Auto Commercial Flats | Current Rev/Pc | New Rev/Pc | \$ Difference | % Difference |
|---|-----------------------|-------------------|----------------------|---------------------|
| 5-Digit DSCF | \$0.544 | \$0.545 | \$0.001 | 0.18% |
| C-R Basic DSCF | \$0.403 | \$0.417 | \$0.014 | 3.35% |
| C-R on 5-Digit DSCF Pallets | \$0.384 | \$0.396 | \$0.012 | 2.99% |
| C-R on 5-Digit DDU Pallets | \$0.363 | \$0.382 | \$0.019 | 5.24% |
| HD DSCF | \$0.311 | \$0.319 | \$0.008 | 2.57% |
| HD+ DSCF | \$0.293 | \$0.293 | \$0.000 | 0.00% |
| Saturation DSCF | \$0.285 | \$0.285 | \$0.000 | 0.00% |
| Saturation DDU | \$0.255 | \$0.255 | \$0.000 | 0.00% |

Periodicals – 2021 Price Change

1.5% overall increase

| Product | Percent Change |
|----------------|----------------|
| Outside County | 1.47% |
| Inside County | 1.20% |

- Introduced separate price for tubs below sack prices
- Most larger-circulation publications will pay 0.4% to 6% more in postage.
- Postage for larger Nonprofit publications will increase 0.8% to 1.2%.
- Smaller-circulation publications may see above-average increases due to less presorting, lighter-weight pieces, and a higher percentage of non machinable pieces.

Package Services – 2021 Price Change

1.46% overall increase

| Product | Percent Change |
|------------------------------------|-----------------------|
| Alaska Bypass | 1.43% |
| Media Mail and Library Mail | 3.58% |
| Bound Printed Matter | |
| Flats – Overall | 0.00% |
| Parcels – Overall | 0.00% |

Special Services – 2021 Price Change

1.46% overall increase

| Product | Percent Change |
|--|-----------------------|
| PO Boxes™ | 0.89% |
| Certified Mail® | 1.41% |
| Return Receipt | 0.91% |
| Certificate of Mailing | 2.76% |
| Address Correction Service | 2.29% |
| Address Management Services (overall) | 6.49% |
| Computerized Delivery Sequence | 8.33% |
| AIS Viewer | 5.16% |
| ZIP Move | 8.33% |
| AIS Unlimited License | 10.00% |

Competitive Products 2021 Price Change

| Competitive Prices | Jan. 2021 |
|--|-----------|
| Product | % Change |
| Priority Mail | |
| Priority Mail Commercial | 4.2% |
| Priority Mail Retail | 3.0% |
| Priority Mail Express | |
| Priority Mail Express Commercial | 2.5% |
| Priority Mail Express Retail | 1.0% |
| First-Class Package Service | |
| First-Class Package Service Commercial | 6.5% |
| First-Class Package Service Retail | 4.8% |
| USPS Retail Ground | 3.0% |

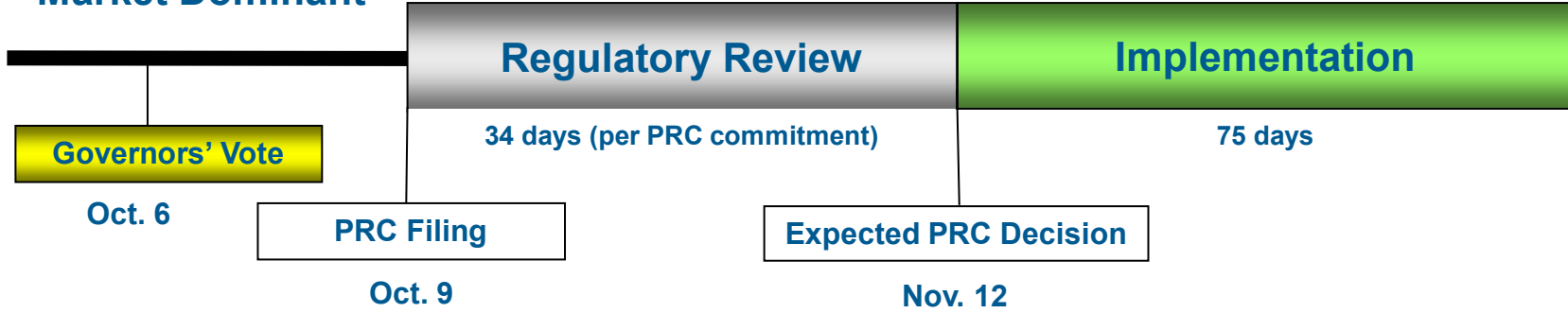
Competitive Products 2021 Price Change

| Competitive Prices | Jan. 2021 |
|-----------------------------------|-----------|
| Product | % Change |
| Parcel Select (Non-Lightweight) | |
| DDU | 4.9% |
| DSCF | 10.7% |
| DNDC | 9.7% |
| Parcel Select Ground (End-to-End) | 1.3% |
| Parcel Select Lightweight (PSLW) | 20.0% |
| Parcel Return Service (PRS) | 4.9% |

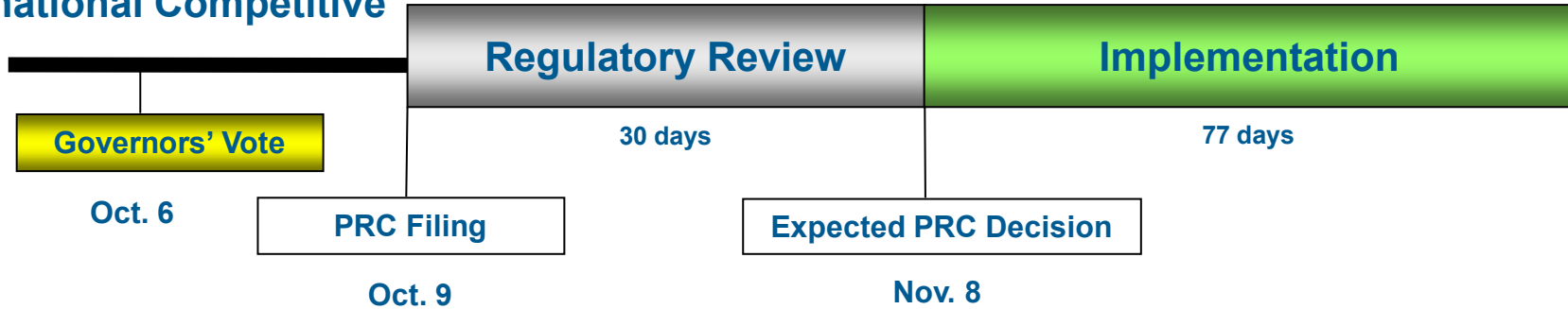
- Continuing DIM weight pricing for Parcel Select over 1 cubic foot, using a divisor of 166.

Timeline

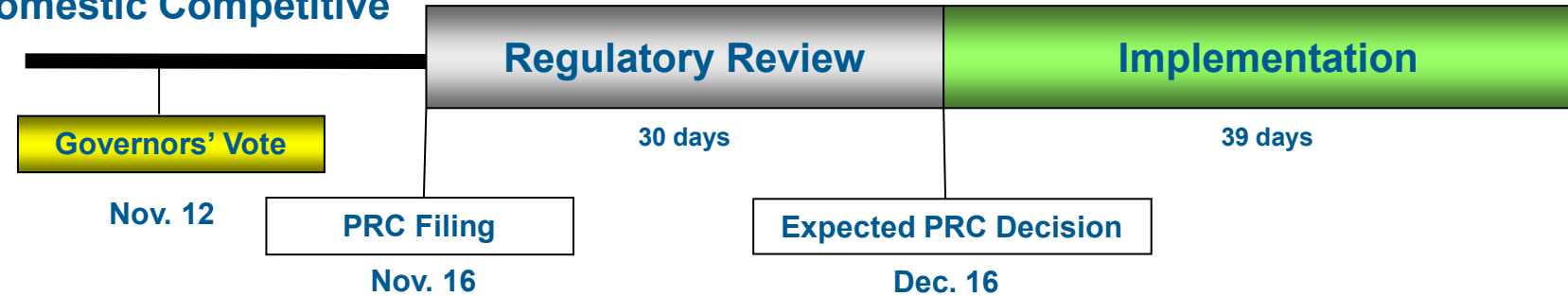
Market Dominant



International Competitive



Domestic Competitive



Prices Change
Jan 24, 2021

Promotions

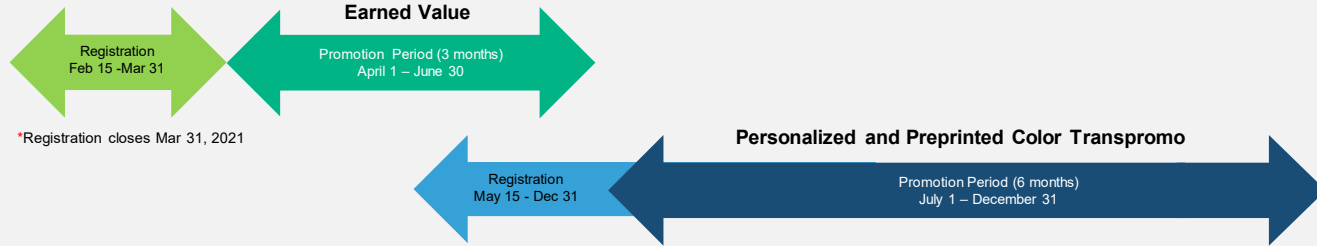
JAN – FEB – MAR

APRIL – MAY – JUNE

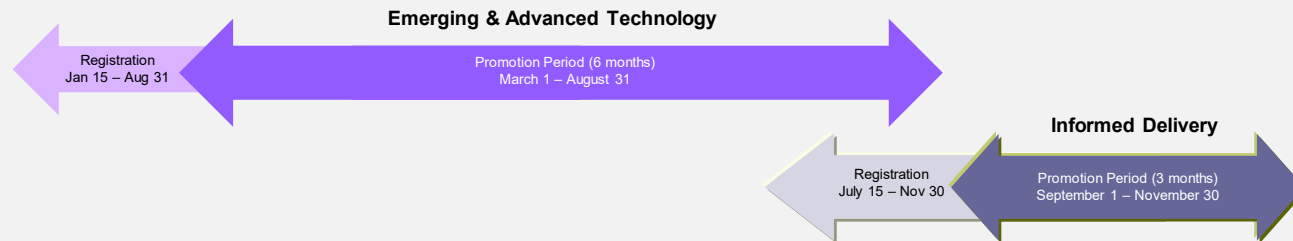
JUL – AUG – SEP

OCT – NOV – DEC

FIRST-CLASS MAIL



MARKETING MAIL AND FIRST-CLASS MAIL



MARKETING MAIL



Earned Value promotion will no longer have a mailer-specific volume threshold

Resources

Online

Postal Explorer® — pe.usps.com

- Current and new prices, in Excel and CSV formats, and draft Notice 123 (Pricelist)
- *Federal Register* notices detailing the price and classification changes
- *Domestic Mail Manual & International Mail Manual*

DMM® *Advisory* — on Postal Explorer, also special e-mail updates

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Questions?