

# **Financial Results**

## **Quarter 1 of Fiscal Year 2016**

**Media Call**  
**February 9, 2016**



# Financial Results: December YTD (3 Months)

(Billions)	FY 2016	FY 2015
<b>Revenue (Excluding Temporary Exigent Surcharge)</b>	\$ 18.8	\$ 18.2
Temporary Exigent Surcharge <sup>1</sup>	<u>0.6</u>	<u>0.6</u>
<b>Total Revenue</b>	<b>19.4</b>	<b>18.8</b>
<b>Controllable Expenses <sup>2</sup></b>	<u>18.1</u>	<u>17.7</u>
<b>Controllable Income (Loss) <sup>2</sup></b>	<b>1.3</b>	<b>1.1</b>
<b>Retiree Health Benefits Pre-Funding</b>	(1.4)	(1.4)
<b>FERS Unfunded Liability Amortization</b>	(0.1)	-
<b>Workers' Comp. Fair Value Adj.</b>	0.4	(0.8)
<b>Workers' Comp. Other Non-Cash Adj.</b>	<u>0.1</u>	<u>0.3</u>
<b>Net Income (Loss)</b>	<b><u>\$ 0.3</u></b>	<b><u>\$ (0.8)</u></b>

1 - Estimated.

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





**FCM Single-Piece**



(3.4)%



**FCM Presort Letters & Other**



(1.5)%



**Standard Mail**



(3.0)%



**Other (incl. Periodicals)**



(1.3)%



**Total Shipping & Package**



16.3%



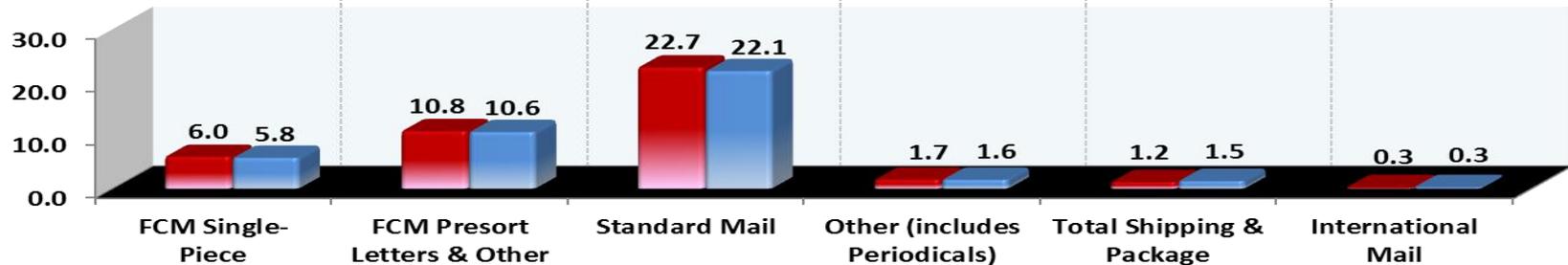
**International Mail**



10.4%



Pieces - Billions



FY2016 Q1 has the same number of weekdays, Saturdays, & Sundays as compared to FY2015.



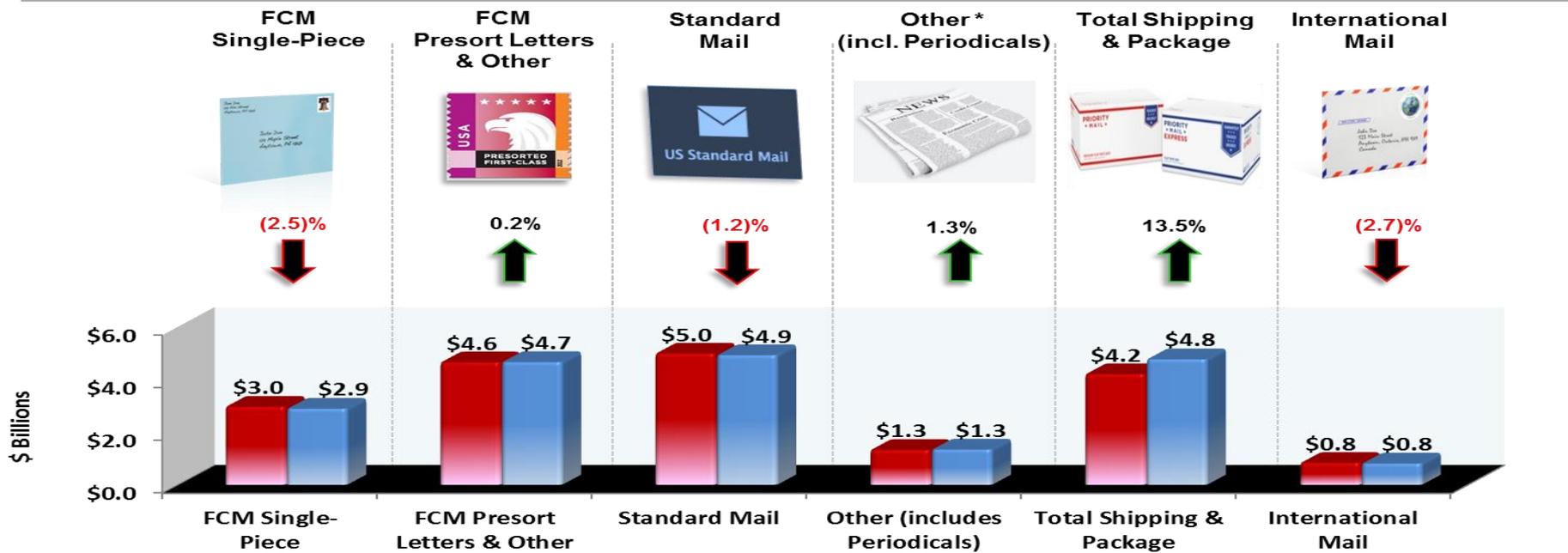
# Revenue including Exigent Surcharge:

## FY2016 Q1 vs. FY2015 Q1

**FY2015**  
\$18.8B

↑ \$0.6B

**FY2016**  
\$19.4B



FY2016 Q1 has the same number of weekdays, Saturdays, & Sundays as compared to FY2015.

\* FY2015 excludes a one time non-reoccurring accounting adjustment



# Controllable Expenses

<b>December YTD (3 Months) (Billions)</b>	<b>FY 2016</b>	<b>FY 2015</b>
<b>Compensation &amp; Benefits<sup>1,2</sup></b>	<b>\$13.8</b>	<b>\$13.5</b>
<b>Transportation</b>	<b>1.9</b>	<b>1.8</b>
<b>Depreciation</b>	<b>0.4</b>	<b>0.4</b>
<b>Supplies &amp; Services</b>	<b>0.7</b>	<b>0.7</b>
<b>Rent, Utilities &amp; Other</b>	<b><u>1.3</u></b>	<b><u>1.3</u></b>
<b>Controllable Expenses</b>	<b>\$18.1</b>	<b>\$17.7</b>
<b>Workhours (Millions)<sup>1,2</sup></b>	<b>301</b>	<b>293</b>

1 - Delivery days were even compared to SPLY.

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

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# Questions ?

**Please Press \*1 On Your  
Telephone Keypad**



Complete Financial results are in the Form 10-Q:  
<http://about.usps.com/who-we-are/financials/welcome.htm>

Additional questions can be emailed to:  
[Sarah.A.Ninivaggi@usps.gov](mailto:Sarah.A.Ninivaggi@usps.gov)

