

# REVENUE TIER DISCOUNTS\*

<b>Service Category</b>	<b>Baseline \$0-\$9M</b>	<b>Tier 1 \$10-34M</b>	<b>Tier 2 \$ 35-74M</b>	<b>Tier 3 \$75-149M</b>	<b>Tier 4 \$150-199M</b>	<b>Tier 5 \$200M+</b>
Express Next <b>Day</b> First AM	MAS	MAS	MAS	MAS	MAS	MAS
Express Next <b>Day</b> Mid-Morning	MAS	21.9%	24.0%	26.9%	29.2%	<b>30.2%</b>
Express Next <b>Day</b> Afternoon	MAS	21.9%	24.0%	26.9%	29.2%	30.2%
<b>Express Second Day</b>	MAS	21.9%	24.0%	26.9%	29.2%	30.2%
Express Third <b>Day</b>	MAS	21.9%	24.0%	26.9%	29.2%	<b>30.2%</b>
Intl Priority - Puerto Rico	MAS	MAS	MAS	MAS	MAS	MAS
Intl <b>Economy</b> - Puerto Rico	MAS	MAS	MAS	MAS	MAS	MAS
<b>Same Day Service</b>	MAS	MAS	MAS	MAS	MAS	MAS
<b>Standard Ground**</b>	MAS	1.7%	4.8%	13.2%	15.2%	17.3%
Ground \$4,000 - <b>\$40,000**</b>	Not Offered	4.8%	11.1%	15.2%	17.3%	27.9%
Ground \$40,000+"	Not Offered	39.2%	39.2%	39.2%	39.2%	39.2%

\*Discounts shown EXCLUDE the waiver of fuel surcharges and are thus understated

\*\*Ground discounts represent an average and vary by zone

\*\*\*MAS = Multiple Award Schedule