

FY 2005 AUDITED FINANCIAL STATEMENTS

December 6, 2005

Robert F. Rider Chairman, Audit and Finance Committee

Richard J. Strasser, Jr. Chief Financial Officer & Executive Vice President



Audit and Finance Committee

October 31st Meeting

Conducted Executive Sessions

November 16th Meeting

- Audit Report from Ernst & Young
- Board Accepted Financial Statements



(\$Millions)

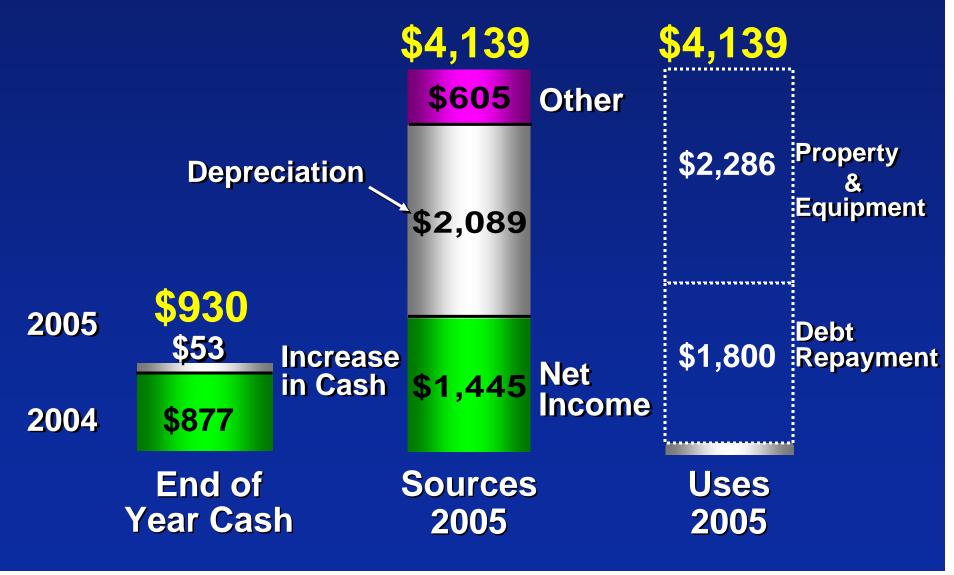
AUDITED FINANCIAL STATEMENTS

Statement of Operations

TOSTAL STAVICE	2005	Chg 2004
		<u> 2004</u>
Operating Revenue	\$69,907	1.3%
Operating Expense	68,283	3.7%
Income From Operations	\$ 1,624	
Investment Income	86	
Interest Expense	<u>(265)</u>	
Net Income	\$ 1,445	-\$1,620



Cash Flow – Sources and Uses





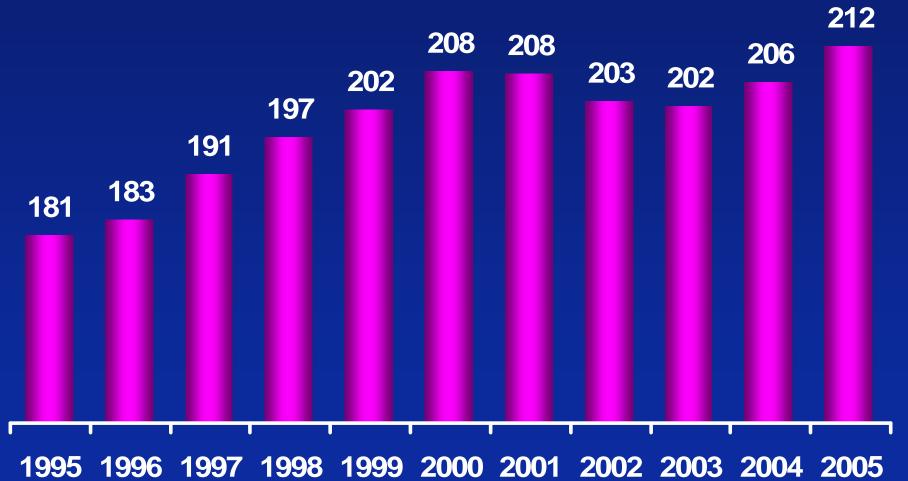
Build the Business – Revenue

Revenue \$1.7B Over Plan





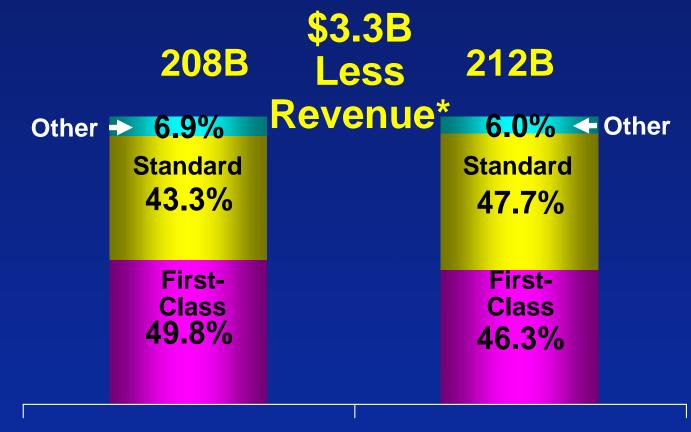
Build the Business – Mail Volume



1995 1996 1997 1998 1999 2000 2001 2002 2003 2004 2005 (Billions)



Build the Business – Mail Volume



FY 2000

FY 2005

*At 2005 Rates



Volume

	FY 2005	Chg 2004
First-Class	98,071	0.1%
FC Single Piece	45,898	-3.8%
FC Workshare	52,173	3.9%
Express Mail	55	2.5%
Priority	887	4.6%
Standard	100,942	5.6%
Periodicals	9,070	-0.7%
Package Services	1,166	3.0%
International	852	0.9%
Total (Millions)	211,743	2.7%



\$437M

\$758M

Manage Inflation

FY 2005

\$3,330M 5.0% over FY 2004

\$315M ← Other Non-Personnel

\$319M ← Fuel

\$433M Additional Volume

& Deliveries

--- Health Benefits

\$499M ← Retirement

Cost of Living
Adjustments



Manage Inflation

FY 2005

\$746M

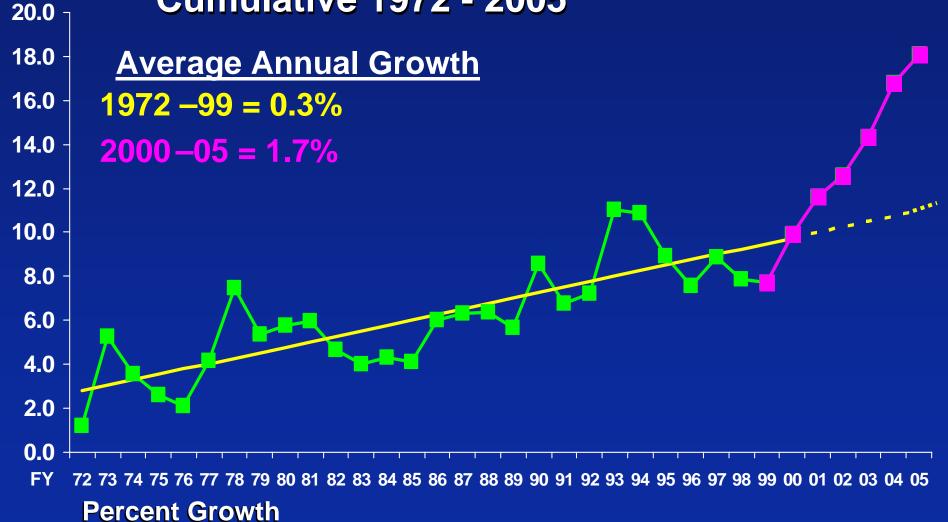
\$2,584M

Productivity Impact



Total Factor Productivity

Cumulative 1972 - 2005





AUDITED FINANCIAL STATEMENTS FY 2005 Summary

- Built the Business
- Eliminated Debt Financially Sound Position
- Sixth Consecutive Year of Increased Productivity
- Delivered Record Volume of 212B Pieces to an Additional 2 Million Addresses



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