

# FINANCIAL & OPERATING

## **STATEMENTS**

## December, FY 2005

### December 1 - December 31, 2004

**Prepared by: Financial Reporting and Analysis** 

								HIGHLIGHTS December 2004 - FY 2009 (Millions)	5								
			Current Var. to	Perio	od					Y	′ear	-to-Date (0	October 1, 20 Var. to	04 - Decemb	er 3	31, 2004)	
Actual	Budget	E	Budget	% E	Budget	SPLY*	% SPLY			Actual		Budget	Budget	% Budget		SPLY *	% SPLY
\$ 6,632.9	\$ 6,625.8	\$	7.1		0.1	\$ 6,582.7	0.8	Total Revenue	\$	18,796.8	\$	18,170.5	\$ 626.3	3.4	\$	18,216.6	3.2
 6,096.7	 6,192.1		- 95.4		- 1.5	 5,829.8	4.6	Total Expense		17,114.8		17,246.4	- 131.6	- 0.8		16,399.9	4.4
\$ 536.2	\$ 433.7	\$	102.5		-	\$ 752.9	-	Net Income/(Loss)	\$	1,682.0	\$	924.1	\$ 757.9	-	\$	1,816.7	-
\$ 360.5	\$ 410.9	[\$	- 50.4 ]	[	- 12.3 ]	\$ 151.4	138.1	Capital Commitments	\$	422.0	\$	527.7	[\$ - 105.7]	[ - 20.0]	\$	211.7	99.3
132.5	133.8		- 1.3		- 0.9	132.4	0.1	Total Workhours		375.8		371.7	[ 4.2]	[ 1.1]		373.3	0.7

[] = Unfavorable variance to budget Note: Totals may not sum due to rounding.

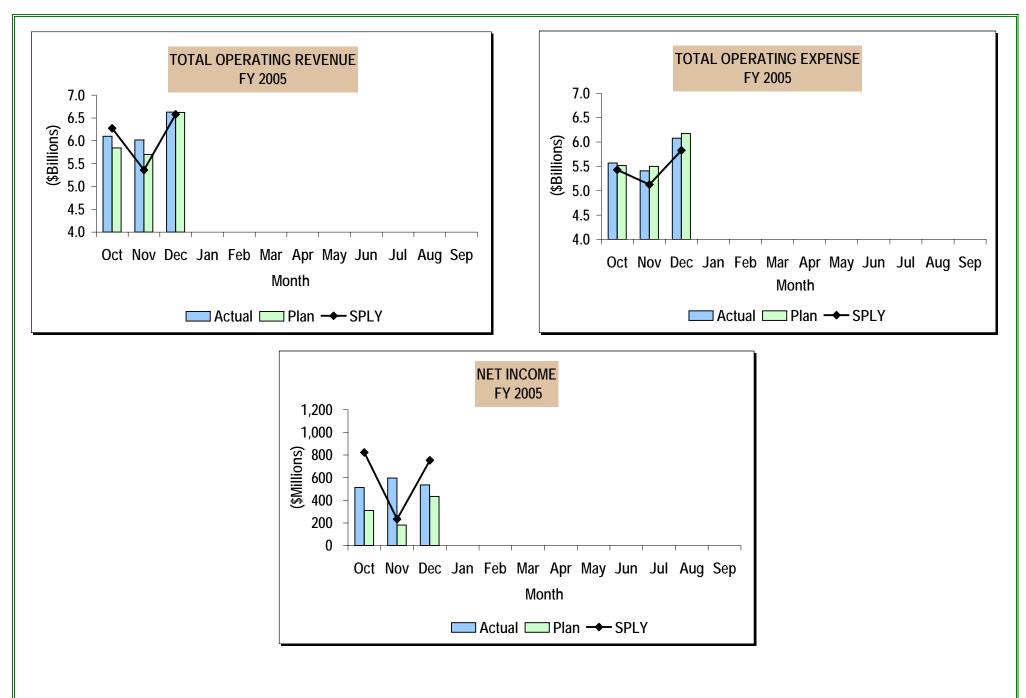
Actual Number Of:	Current Period	Last Period	SPLY
Post Offices	27.400	27 504	27 427
Post Offices Postal Owned Vehicles In Use	27,499	27,506	27,637
Administrative	5,742	5,752	5,517
Operations	206,813	206,644	206,706
Total Deliveries (000) *	142,816	142,639	141,033
City Delivery Routes	164,545	164,473	164,695
Rural Routes	71,180	71,045	69,919
Career Employees (Excludes Inspector General)	705,363	705,432	719,850
Casual Employees	20,283	19,520	23,328
Transitional Employees	10,779	10,580	11,823

\* At the end of 2004, we adjusted our reporting of rural and highway contract deliveries to customers who have their mail forwarded to a Post Office Box as an alternative to a physical address. Prior to 2004, we included both addresses in our count of "possible" delivery points. We also no longer count a vacant delivery point on rural and highway routes as "possible" delivery points. The real growth of deliveries did not change, however, these adjustments reduced our total delivery points. Monthly SPLY deliveries are estimated based on this new methodology. For further information, please see the 2004 Annual Report on USPS.com.

#### **STATEMENT OF INCOME & EXPENSE** December 2004 - FY 2005 (\$ Millions) **Current Period** Year-to-Date Var. to Var. to % SPLY Budget SPLY % SPLY Budget SPLY Actual Budget % Budget Budget % Budget Actual **Operating Revenue** 6,628.2 \$ 6,622.6 \$ 5.6 0.1 \$ 6,580.1 0.7 \$ 18,786.1 \$ 18,162.3 \$ 623.8 3.4 \$ 18,208.3 3.2 \$ **Operating Expense** 6,078.6 6,173.7 - 95.1 - 1.5 5,827.5 4.3 17,059.0 17,189.8 - 130.8 - 0.8 16,390.9 4.1 Income/(Loss) From Operations \$ 549.6 \$ 448.9 \$ 100.7 752.6 \$ 1,727.1 \$ 972.5 \$ 754.6 - \$ 1,817.4 - \$ --4.7 46.9 Investment Income 10.7 3.2 1.5 2.6 80.8 8.2 2.5 30.5 8.3 28.9 Interest Expense 0.0 0.3 - 0.3 - 100.0 2.3 - 100.0 1.5 2.3 - 0.8 - 34.8 9.0 - 83.3 Interest on Deferred Retirement Costs 54.3 18.1 18.1 54.3 ------ Net Income/(Loss) 536.2 433.7 \$ 102.5 752.9 \$ 1,682.0 924.1 \$ 757.9 1,816.7 \$ \$ - \$ \$ - \$ -

[]=Unfavorable variance to budget Note: Totals may not sum due to rounding.

MAIL VOLUME - MAIL REVENUE (Data in Thousands)					
		YEAR-	[0-D/	ATE	
CATEGORY		Qtr. 1 FY 2005		Qtr. 1 FY 2004	% SPLY
FIRST-CLASS VOLUME REVENUE REV/PC.	\$ \$	26,428,207 9,747,989 0.3688		25,887,702 9,661,632 0.3732	2.1 0.9 - 1.2
PRIORITY-MAIL VOLUME REVENUE REV/PC.	\$ \$	239,616 1,293,977 5.4002	\$ \$	233,920 1,272,530 5.4400	2.4 1.7 - 0.7
EXPRESS MAIL VOLUME REVENUE REV/PC.	\$ \$	13,517 217,514 16.0919	\$ \$	13,432 216,850 16.1443	0.6 0.3 - 0.3
PERIODICALS VOLUME REVENUE REV/PC.	\$ \$	2,340,169 563,485 0.2408	\$ \$	2,316,182 562,025 0.2427	1.0 0.3 - 0.8
STANDARD MAIL VOLUME REVENUE REV/PC.	\$ \$	26,954,372 5,053,902 0.1875		24,663,658 4,685,930 0.1900	9.3 7.9 - 1.3
PACKAGE SERVICES VOLUME REVENUE REV/PC.	\$ \$	314,685 645,939 2.0527	\$ \$	319,071 658,925 2.0651	- 1.4 - 2.0 - 0.6
INTERNATIONAL VOLUME REVENUE REV/PC.	\$ \$	249,094 507,507 2.0374	\$ \$	242,111 475,199 1.9627	2.9 6.8 3.8
ALL OTHER VOLUME REVENUE	\$	219,349 187	\$	143,882 159	52.5 17.2
ALL MAIL VOLUME REVENUE REV/PC.	\$ \$	56,759,009 18,030,500 0.3177		53,819,957 17,533,251 0.3258	5.5 2.8 - 2.5
NOTE: Totals may not sum due to rounding. NOTE: RPW data are reported on a new Fiscal Year basis (October 1-September 30). In addition, RPW Quarterly RPW reports are now defined as the sum of three calendar months (e.g., quarter one corresp In order to provide a basis for comparison, FY 2004 data have been recast to reflect these reporting ch data from Accounting, PERMIT, the RPW sample and other input systems and can only provide an app last year (SPLY) data. Therefore, the changes indicated in this report should be viewed as preliminary FY 2005 quarterly reports for SPLY analysis when they are available. When interpreting RPW SPLY ch the number and composition of business days in the relevant time periods.	bonds to the time penanges. The recast proximate basis for and subject to unc	eriod of Octo of FY 2004 d calculating c ertainty. An	ber 1- ata us hange alysts	December 31). ses representati es to same perio should use the	bd



					REVENUE BY SOURCE December 2004 - FY 2005 (\$ Millions)					
	(	Curre	nt Period					Year	-to-Date	
	Actual		SPLY	% SPLY			Actual		SPLY	% SPLY
\$	2,379.2	\$	2,416.0	- 1.5	Operating Revenue: Metered Postage	\$	6,439.1	\$	6,494.7	- 0.9
	1,403.8		1,452.2	- 3.3	Stamps and Stamped Paper		3,333.0		3,341.8	- 0.3
	1,357.9		1,297.8	4.6	Permit Imprint		4,739.1		4,373.7	8.4
	185.0		180.2	2.7	Periodicals & Standard		558.3		556.8	0.3
	85.3		83.9	1.7	Official Mail		216.8		217.9	- 0.5
	944.8		877.4	7.7	Presort First-Class & Package Svc./Permit Imprint		2,734.9		2,501.7	9.3
	84.1		76.9	9.4	Box Rents		197.3		189.1	4.3
	17.9		15.3	17.0	Money Order Fees		53.2		44.7	19.0
. <u> </u>	162.9		177.4	- 8.2	Other		496.8		478.8	3.8
\$	6,620.9	\$	6,577.1	0.7	Subtotal	\$	18,768.5	\$	18,199.2	3.1
	7.3		3.0	143.3	Government Appropriation		17.6		9.1	93.4
\$	6,628.2	\$	6,580.1	0.7	Total Operating Revenue	\$	18,786.1	\$	18,208.3	3.2
	4.7		2.6	80.8	Investment Income		10.7		8.3	28.9
<u>\$</u>	<u>6,632.9</u>	<u>\$</u>	<u>6,582.7</u>	0.8	Total Revenue	<u>\$</u>	<u> 18,796.8</u>	<u>\$</u>	<u> 18,216.6</u>	3.2

Note: Totals may not sum due to rounding.

						REVENUE BY CATEGORY December 2004 - FY 2005 (\$ Millions)						
	C	Curre	nt Period						Year	r-to-Date		
	Actual		Budget	%	Budget			Actual		Budget	%	Budget
\$	2,548.0	\$	2,493.5		2.2	Commercial Revenue Permit Revenue	\$	8,228.5	\$	7,604.8		8.2
\$	1,824.0 <b>4,372.0</b>	\$	1,915.3 <b>4,408.8</b>	]	- 4.8 ] <b>- 0.8 ]</b>	Other Commercial Accounts Revenue Total Commercial Revenue	\$	5,347.6 <b>13,576.1</b>	\$	5,542.0 <b>13,146.8</b>	[	- 3.5 <b>3.3</b>
	1,771.8		1,765.5		0.4	Retail Revenue Retail Postage Revenue		4,032.4		3,946.4		2.2
	112.3		123.4	[	- 9.0]	Retail Services Revenue		280.7		293.9	[	- 4.5
	27.6		30.1	[	- 8.3 ]	Retail Products Revenue		58.4		52.3		11.7
	300.1		251.2		19.5	Other Retail Channels Revenue		699.1		579.0		20.7
\$	2,211.8	\$	2,170.2		1.9	Total Retail Revenue	\$	5,070.6	\$	4,871.6		4.1
\$	6,583.8	\$	6,579.0		0.1	Total Commercial & Retail Revenue	\$	18,646.7	\$	18,018.4		3.5
	37.1		38.5	[	- 3.6]	Other Income		121.8		128.5	[	- 5.2
	7.3		5.1		43.1	Government Appropriation		17.6		15.4		14.3
\$	6,628.2	\$	6,622.6		0.1	Total Operating Revenue	\$	18,786.1	\$	18,162.3		3.4
	4.7		3.2		46.9	Investment Income		10.7		8.2		30.5
\$	<u>6,632.9</u>	<u>\$</u>	6,625.8		0.1	Total Revenue	<u>\$</u>	18,796.8	<u>\$</u>	<u>18,170.5</u>		3.4
	Unfavorable te: Totals m				nding.							

							EXPENSE ANALYSIS December 2004 - FY 2005 (\$ Millions)						
			Current F	Period			]			Year-to-E	Date		
	Actual	Budget	Var. to Budget	% Budget	SPLY	% SPLY		Actual	Budget	Var. to Budget	% Budget	SPLY	% SPLY
\$	4,775.8	\$ 4,861.3	\$ - 85.5	- 1.8	\$ 4,584.2	4.2	Personnel Compensation	\$ 13,641.2	\$ 13,630.7	[\$ 10.5]	[ 0.1]	\$ 13,130.0	3.9
							Non-Personnel Expense:						
	561.2	497.2	[ 64.0]	[ 12.9]	483.1	16.2	Transportation	1,418.6	1,288.7	[ 129.9]	[ 10.1]	1,177.4	20.5
	209.9	259.3	- 49.4	- 19.1	211.6	- 0.8	Supplies & Services	477.4	628.0	- 150.6	- 24.0	515.0	- 7.3
-	531.7	555.9	- 24.2	- 4.4	548.6	- 3.1	Other	1,521.8	1,642.4	- 120.6	- 7.3	1,568.5	- 3.0
<u>\$</u>	1,302.8	<u>\$ 1,312.4</u>	<u>\$-9.6</u>	- 0.7	<u>\$ 1,243.3</u>	4.8	Subtotal	<u>\$ 3,417.8</u>	<u>\$ 3,559.1</u>	<u>\$ - 141.3</u>	- 4.0	<u>\$ 3,260.9</u>	4.8
\$	6,078.6	\$ 6,173.7	\$-95.1	- 1.5	\$ 5,827.5	4.3	Total Operating Expense	\$ 17,059.0	\$ 17,189.8	\$ - 130.8	- 0.8	\$ 16,390.9	4.1
	0.0	0.3	- 0.3	- 100.0	2.3	- 100.0	Interest Expense	1.5	2.3	- 0.8	- 34.8	9.0	- 83.3
-	18.1	18.1		-		NM	Interest on Deferred Retirement Costs	54.3	54.3		-		NM
<u>\$</u>	6,096.7	<u>\$ 6,192.1</u>	<u>\$-95.4</u>	- 1.5	<u>\$ 5,829.8</u>	4.6	Total Expense	<u>\$ 17,114.8</u>	<u>\$ 17,246.4</u>	<u>\$ - 131.6</u>	- 0.8	<u>\$ 16,399.9</u>	4.4

[]=Unfavorable variance to budget Note: Totals may not sum due to rounding.

						A	VALYSIS OF OPERATING EXP Personnel Compensation December 2004 - FY 2005 (\$ Millions)							
			Current	Period							Year-to-Da	ate		
			Var. to								Var. to			
	Actual	Budget	Budget	% Budget	SPLY	% SPLY	Total Compensation	Actual	Budget	E	Budget	% Budget	SPLY	% SPLY
						_	Operations:							
\$		\$ 33.0	[\$ 0.2]			5.4	-Support	\$ 97.6	\$ 96.5	[\$	1.2]	[ 1.2]		6.5
	1,069.9	1,099.0	- 29.1	- 2.7	1,033.9	3.5	-Mail Processing	2,996.4	2,987.2	l	9.2]	[ 0.3]	2,918.5	2.7
	446.9	459.2	- 12.3	- 2.7	409.2	9.2	-Rural Delivery	1,256.8	1,265.3	r	- 8.6	- 0.7	1,158.6	8.5
	1,457.3	1,480.3	- 23.0	- 1.6	1,375.7	5.9	-City Delivery	4,230.6	4,179.6	l	51.0]	[ 1.2]	3,976.4	6.4
	109.1 262.6	108.4 274.2	[ 0.7] - 11.6	[ 0.6] - 4.2	103.9 250.1	4.9 5.0	-Vehicles Services -Plant & Equip Maint	301.8 751.0	302.5 773.2		- 0.7 - 22.2	- 0.2 - 2.9	288.0 719.7	4.8 4.4
	202.0 739.7	743.7	- 11.0 - 4.0	- 4.2 - 0.5	703.7	5.0 5.1	-Customer Services	2,060.2	2,038.4	r	- 22.2 21.9]	- 2.9	1,961.0	4.4 5.1
	17.5	19.0	- 4.0	- 8.0	16.8	3.8	Finance	2,000.2	2,030.4	L	- 4.6	- 8.2	49.5	2.6
	31.1	31.2	- 0.1	- 0.2	30.0	3.8	Human Resources	90.8	91.5		- 4.0	- 0.2 - 0.8	86.5	4.9
	43.6	48.7	- 5.1	- 10.4	47.3	- 7.8	Customer Service & Sales	126.9	143.0		- 16.1	- 11.3	136.4	- 7.0
	211.1	218.6	- 7.5	- 3.4	212.9	- 0.8	Administration - Field	612.5	617.3		- 4.8	- 0.8	593.5	3.2
	107.8	104.9	[ 2.8]		118.5	- 9.1	Other Salaries & Benefits	327.9	357.0		- 29.1	- 8.1	396.5	- 17.3
\$		\$ 4,620.2	\$ - 90.4	- 2.0	\$ 4,333.6	4.5	Total Salaries & Benefits	\$ 12,903.2	\$ 12,906.8	\$	- 3.6	- 0.0	\$ 12,376.2	4.3
	107.9	104.2	[ 3.7]	[ 3.5]	124.1	- 13.0	Workers' Compensation	323.6	312.6	[	11.0]	[ 3.5]	372.0	- 13.0
	4.5	6.6	- 2.1	- 31.6	7.1	- 36.5	Unemployment Compensation	13.6	19.7		- 6.2	- 31.3	21.3	- 36.2
	1.9	1.9	0.0	0.0	0.0	NM	Deferred Retirement Cost	5.7	5.7		0.0	0.0	0.0	NM
	118.1	115.7	[ 2.5]	[ 2.1]	110.2	7.2	Annuitant Health Benefits	353.7	347.0	[	6.7]	[ 1.9]	330.5	7.0
_	13.6	12.7	[ 0.9	[ 6.9]	9.2	47.0	Other Compensation	41.5	38.9	[]	2.6]	[ 6.7]	30.0	38.0
\$	4,775.8	\$ 4,861.3	\$ - 85.5	- 1.8	\$ 4,584.2	4.2	Total Personnel Compensation	\$ 13,641.2	\$ 13,630.7	[\$	10.5]	[ 0.1]	\$ 13,130.0	3.9

[]=Unfavorable variance to budget Note: Totals may not sum due to rounding.

A					AN	ALYSIS OF NON-PERSONNEL EX December 2004 - FY 2005 (\$ Millions)		NSES						
		Current	Period			]	Year-to-Date							
Var. to Actual Budget Budget % Budget SPLY % SPLY					Description		Actual	Dudgot		Var. to	% Dudget	SPLY	% SPLY	
Actual	Бийует	Бийдег	% buuyei	SPLI	% SPLT	Description		Actual	Budget		Budget	% Budget	SPLI	% SPL1
\$ 561.2	\$ 497.2	[\$ 64.0]	[ 12.9]	] \$ 483.1	16.2	Transportation	\$	1,418.6	\$ 1,288.7	[\$	129.9]	[ 10.1]	\$ 1,177.4	20.5
209.9	259.3	- 49.4	- 19.1	211.6	- 0.8	Supplies & Services		477.4	628.0		- 150.6	- 24.0	515.0	- 7.3
167.1	178.9	- 11.8	- 6.6	187.6	- 10.9	Depreciation		499.0	543.6		- 44.6	- 8.2	566.0	- 11.8
90.4	89.8	[ 0.6]	[ 0.7]	] 88.1	2.6	Rent		258.7	261.0		- 2.3	- 0.9	246.7	4.9
45.1	46.3	- 1.2	- 2.6	45.2	- 0.2	Fuel & Utilities		124.1	127.1		- 3.0	- 2.3	121.4	2.2
35.5	36.2	- 0.8	- 2.1	30.4	16.5	Rural Carrier Equip Maint Allowance		98.8	119.5		- 20.7	- 17.3	105.1	- 5.9
51.9	43.3	[ 8.6]	[ 19.9]	] 43.6	18.9	Vehicle Maintenance		137.7	115.3	[	22.3]	[ 19.4]	113.7	21.0
26.7	42.5	- 15.7	- 37.0	49.3	- 45.8	Information Technology		70.1	152.8		- 82.7	- 54.1	111.9	- 37.4
28.3	21.3	[ 7.0]	[ 32.9	] 22.9	23.7	Building Projects Expensed		66.4	52.9	[	13.6]	[ 25.7]	60.8	9.3
6.7	8.2	- 1.5	- 18.1	6.8	- 0.7	Contract Job Cleaners		20.5	22.6		- 2.1	- 9.3	21.7	- 5.6
19.3	14.8	[ 4.5]	[ 30.3	] 15.1	28.0	Travel & Relocation		53.4	43.9	[	9.5]	[ 21.7]	46.5	14.8
19.7	19.0	[ 0.6]	[ 3.3]	] 25.0	- 21.4	Communications		51.8	54.9		- 3.1	- 5.7	54.4	- 4.8
6.7	7.1	- 0.4	- 5.5	6.8	- 1.5	Contract Stations		18.3	19.1		- 0.8	- 3.9	17.3	6.0
2.2	2.3	- 0.1	- 4.4	1.7	25.4	Printing		8.0	6.1	[	1.9]	[ 31.0]	3.7	116.2
3.4	5.8	- 2.4	- 40.8	2.3	47.9	Training		11.4	15.7		- 4.4	- 27.6	7.8	45.3
2.6	3.1	- 0.6	- 17.7	1.6	55.5	Carfare & Tolls		7.0	8.9		- 1.9	- 21.1	5.7	22.8
1.1	1.5	- 0.4	- 28.8	1.4	- 20.1	Vehicle Hire		3.4	4.7		- 1.3	- 26.8	4.6	- 25.2
4.8	4.8	- 0.0	- 0.8	4.1	16.0	Accident Cost		13.5	12.7	[	0.8]	[ 6.5]	12.4	8.7
20.4	31.2	- 10.8	- 34.5	16.8	21.6	Miscellaneous		79.7	81.7		- 2.0	- 2.4	68.9	15.7
\$ 1,302.8	\$ 1,312.4	- 9.6	- 0.7	\$ 1,243.3	4.8	Total Non-Personnel Expenses	\$	3,417.8	\$ 3,559.1	\$	- 141.3	- 4.0	\$ 3,260.9	4.8

[]=Unfavorable variance to budget

Totals may not sum due to rounding.

STATEMENT OF FINANCIAL POSITION December 2004 - FY 2005 (\$ Millions)											
Assets		nber 31, 104		ember 31, 2003		ember 30, 2004*					
Current Assets:											
Cash and cash equivalents _1/	\$	737	\$	559	\$	877					
Receivables:											
Foreign countries		676		777		62					
U.S. Government		296		384		32					
Other		242		198		18					
Receivables before allowances		1,214		1,359		1,13					
Less allowances		114		106		11					
Total receivables, net		1,100		1,253		1,02					
Supplies, advances and prepayments		178_		345		22					
otal Current Assets		2,015		2,157		2,12					
Revenue forgone appropriations receivable		361		364		36					
Property and Equipment, at Cost:											
Buildings		20,220		19,812		20,17					
Equipment		17,592		17,295		17,27					
Land		2,809		2,814		2,81					
Leasehold improvements		1,108		577		1,10					
		41,729		40,498		41,36					
Less allowances for depreciation and amortization		21,116		18,719		20,65					
		20,613		21,779		20,70					
Construction in progress		1,955		1,082		1,79					
Total property, plant and equipment, net		22,568		22,861		22,49					
Total Assets	<u>\$</u>	24,944	<u>\$</u>	25,382	<u>\$</u>	24,979					

\_1/ Includes securities with maturities of 90 days or less in accordance with Statement of Financial Accounting Standards (SFAS) No. 95.

\* Audited year-end data.

Certain reclassifications have been made to previously reported Balance Sheet amounts.

	isbilition and Net Capital 2004 - STATEMENT OF FINANCIAL POSITION December 2004 - FY 2005 (\$ Millions) December 31, December 31, September 30, 2004 2003 2004*												
Liabilities and Net Capital	2004	2003	2004*										
Current Liabilities:													
Compensation and benefits	\$ 2,336	\$ 3,823	\$ 2,640										
Estimated prepaid postage	1,244	1,349	1,256										
Payables and accrued expenses:													
Commercial vendors & accrued expenses	1,502	1,625	1,73										
Foreign countries	825	963	77										
U.S. government	68_	117_											
Total payables and accrued expenses	2,395	2,705	2,60										
Customer deposit advances	1,765	1,590	1,60										
Outstanding postal money orders	786	771	76										
Prepaid box rent & other deferred revenue	389	387	39										
Debt	0_	2,251_	1,80										
Total Current Liabilities	8,915	12,876	11,07										
Non-Current Liabilities:													
Workers' compensation	6,963	6,697	6,65										
Employees' accumulated leave	2,132	2,016	2,00										
Other	1,321_	1,113	1,32										
Total Other Non-Current Liabilities	10,416	9,826	9,97										
Total Liabilities	19,331	22,702	21,04										
Net Capital:													
Capital contributions of the U.S. government	3,034	3,034	3,03										
Retained earnings (deficit) since reorganization	2,579	(354)	89										
Fotal Net Capital	5,613	2,680	3,93										
otal Liabilities and Net Capital	<u>\$ 24,944</u>	<u>\$ 25,382</u>	<u>\$ 24.97</u>										

Certain reclassifications have been made to previously reported Balance Sheet amounts.

\* Audited year-end data.

STATEMENT OF CASH FLOWS Fiscal Year 2005 through December 31, 2004 (\$ Millions)				
		ember 31,	-	ember 30
Cash flows from operating activities:		2004	2	2004*
Net Income	\$	1,682	\$	3,065
Adjustments to reconcile net income to net cash provided by operating activities:	Ψ	1,002	Ψ	0,000
Depreciation and amortization		499		2,145
Loss on disposals of property and equipment, net		4		-,
Decrease in revenue forgone appropriations		-		4
Increase in USPS workers' compensation liability		312		343
Increase in employees' accumulated leave		126		74
Increase in other liabilities		-		170
Changes in current assets and liabilities:				
(Increase) decrease in receivables, net		(76)		167
Decrease in supplies, advances and prepayments		42		146
(Decrease) increase in compensation and benefits		(304)		106
(Decrease) in estimated prepaid postage		(12)		(93
(Decrease) in payables and accrued expenses		(207)		(412
Increase in customers deposits accounts		159		40
Increase (decrease) in outstanding postal money orders		19		(1
(Decrease) increase in prepaid box rent & other deferred revenue		(8)		10
Net cash provided by operating activities		2,236		5,835
Cash flows from investing activities:				
Purchase of property and equipment		(576)		(1,685
Proceeds from sale of property and equipment		2		26
Net cash used in investing activities		(574)		(1,659
Cash flows from financing activities:				
U.S. government appropriations expended		(2)		(92
Issuance of debt		-		
Payments on debt	_	(1,800)		(5,473
Net cash (used in) provided by financing activities		(1,802)		(5,565
Net (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of year		(140) 877		(1,389 2,266
Cash and cash equivalents at end of period	\$	737	\$	877

			nber	INVESTM 2004 - FN Aillions)				_				
			COM	MITMENTS	5			C	ASH	OUTLAYS		
			Yea	r-to-Date					Year	-to-Date		
MAJOR CATEGORIES	AC	CTUAL		PLAN		SPLY	A	CTUAL		PLAN		SPLY
CONSTRUCTION AND BUILDING PURCHASE BUILDING IMPROVEMENTS MAIL PROCESSING EQUIPMENT VEHICLES RETAIL EQUIPMENT POSTAL SUPPORT EQUIPMENT TOTAL COMMITMENTS/CASH OUTLAYS	\$		\$ RCES (\$ Mill	42.8 55.9 31.4 10.9 5.9 <u>380.7</u> 527.7	\$ [ \$	12.2 29.7 - 9.5 ] 130.4 25.8 23.1 <b>211.7</b>	\$	61.2 100.3 192.0 52.7 39.6 130.5 <b>576.4</b>	\$	53.5 81.2 251.6 54.6 23.0 132.4 596.3	\$	35.3 60.5 162.6 32.7 18.3 75.8 385.1
MAJOR CATEGORIES						Decembe	r 31, 2	2004		Septembe	r 30,	2004
CONSTRUCTION AND BUILDING PURCHASE BUILDING IMPROVEMENTS MAIL PROCESSING EQUIPMENT VEHICLES RETAIL EQUIPMENT POSTAL SUPPORT EQUIPMENT							\$	160.4 303.1 1,392.9 67.5 57.1 631.7			\$	192.0 380.5 1,601.1 126.0 94.9 <u>413.9</u>
TOTAL RESOURCES ON ORDER							\$	2,612.7			\$	2,808.4

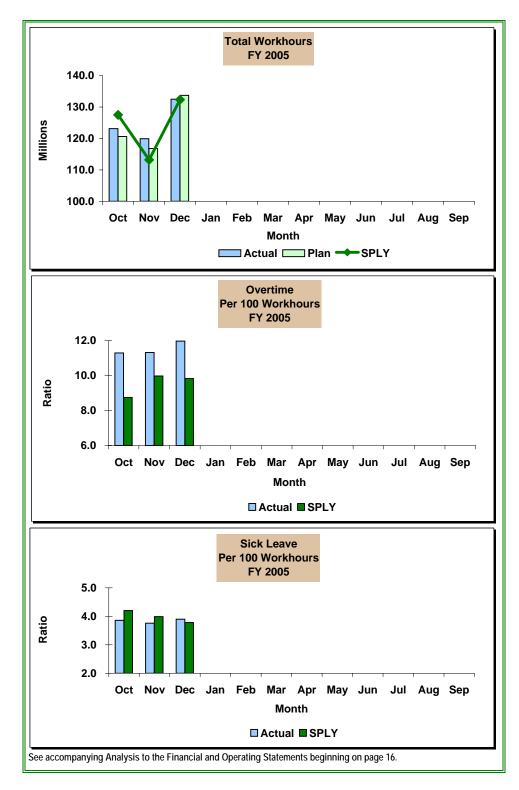
Note: Totals may not sum due to rounding. See accompanying Analysis to the Financial and Operating Statements beginning on page 16.

				WORK	HOURS & OVERTIME/SIC December 2004 - FY (Data in Thousand	2005	rios	5			
Current Period					1	Year-to-Date					
Var. to						Var. to					
Actual	Budget	% Budget	SPLY *	% SPLY	Total Workhours	Actual	E	Budget	% Budget	SPLY *	% SPLY
					Operations:						
751	- 3	- 0.4	755	- 0.5	-Support	2,239	[	21]		2,215	1.1
32,892	[ 13]	[ 0.0]	33,117	- 0.7	-Mail Processing	90,276	[	1,889]		90,739	- 0.5
15,799	- 71	- 0.4	14,858	6.3	-Rural Delivery	44,727	[	698]		42,304	5.7
41,246	- 482	- 1.2	40,934	0.8	-City Delivery	119,895	[	1,936 ]		117,557	2.0
2,933	[ 8]	[ 0.3]	2,963	- 1.0	-Vehicles Services	8,134		- 26	- 0.3	8,146	- 0.2
7,007	- 425	- 5.7	7,117	- 1.5	-Plant & Equip Maint	20,307		- 838	- 4.0	20,570	- 1.3
21,725	[ 66]	[ 0.3]	21,628	0.5	-Customer Services	60,520	[	1,218 ]		59,636	1.5
413	- 61	- 12.8	421	- 1.9	Finance	1,214		- 176	- 12.7	1,234	- 1.7
724	[ 4]	[ 0.5]	738	- 1.9	Human Resources	2,172	[	42 ]		2,176	- 0.2
1,139	- 111	- 8.9	1,270	- 10.3	Customer Service & Sales	3,353		- 352	- 9.5	3,692	- 9.2
5,800	- 1	- 0.0	6,027	- 3.8	Administration	16,738	[	269]		16,757	- 0.1
2,061	- 199	- 8.8	2,536	- 18.7	Other	6,252		- 505	- 7.5	8,246	- 24.2
132,491	- 1,264	- 0.9	132,364	0.1	Total Workhours	375,827	[	4,177 ]	[ 1.1]	373,270	0.7
	Overtime									T	
	Actual	Budget	SPLY			Actual	E	Budget	SPLY		
	12.0%		9.8%		Overtime Ratio Per 100 Workhours	11.5%		8.6%	10.2%	•	
					Sick Leave					ļ	
	Actual		SPLY			Actual			SPLY	Į	
	3.9%		3.8%		Sick Leave Ratio Per 100 Workhours	3.9%			4.4%		

[ ]=Unfavorable variance to budget

Note: Totals may not sum due to rounding.

\*SPLY data may differ from previous reports due to subsequent adjustments.



#### December 2004 - FY 2005

Information: There is one less Saturday and one more weekday for the month of December compared to same period last year (SPLY). Year-to-date had one more non-holiday weekday than last year, and one less non-holiday Saturday. Because weekday revenues are significantly larger than Saturday revenues, this calendar shift had a positive affect on revenue.

#### Analysis of the Financial and Operating Statements

#### Revenue - Pages 1, 2, 3, 4, 5 and 6

For December, Total Revenue was \$7 million or 0.1% over plan. Commerical Revenue was under plan by \$37 million or 0.8% and Retail Revenue was over plan \$42 million or 1.9%. In December, Total Revenue was \$50 million or 0.8% over SPLY. Combined Commercial Revenue and Retail Revenue were \$40 million more than SPLY. Permit Imprint Revenue for December was 4.6% (\$60 million) greater than SPLY.

Year-to-date (YTD), Total Revenue is \$626 million or 3.4% over plan with the largest contributor being Permit Revenue at \$624 million more than plan. Conversely, Other Commercial Accounts, driven by customer meter revenue, is \$194 million or 3.5% less than plan negatively impacting the Total Revenue performance to plan. YTD Total Revenue is \$580 million over SPLY.

#### Expenses - Pages 1, 2, 4, 7, 8 and 9

For December, Total Expenses were \$95 million or 1.5% below plan. Personnel costs were \$86 million or 1.8% below plan. Non-personnel costs were also below plan by \$10 million or 0.7%. absorbing overruns in transportation costs caused by increased jet fuel prices. Transportation costs at \$64 million above plan were counter-balanced by reductions in Supplies and Services, \$49 million below plan. Despite increased volume during December, Total Expenses were below plan, which indicates that a major portion of the resulting workload was absorbed. Total Expenses were \$267 million or 4.6% above SPLY during December.

Year-to-date, personnel costs are \$11 million or 0.1% over plan and non-personnel expenses are \$141 million below plan. The largest contributors to the non-personnel plan underruns are Supplies & Services, Information Technology, Depreciation, and Rural Carrier Equipment Maintenance Allowance. Combined, these line items were \$295 below plan YTD. Transformation Plan initiatives, Supply Chain Management, and other cost containment initiatives are continuing to drive most of our savings. Non-personnel expense cost containment activities have assisted in offsetting cost inreases in personnel compensation, which has resulted in a \$132 million below plan YTD savings in Total Expense, despite increased volume. YTD Total Expenses are \$715 million or 4.4% above SPLY.

#### Analysis of the Financial and Operating Statements (Continued)

#### Mail Volume and Revenue - Page 3

Total Mail Volume for Quarter I, FY 2005 was 2.9 billion pieces or 5.5% above SPLY. The mail volumes in all major mail category lines were above SPLY levels, except Package Services. Mail volume growth was aided considerably by the impact of the quadrennial election cycle, as well as being driven by the increasing strength of direct marketing channels, surges in credit card marketing, and a calendar shift that added two days to the holiday marketing and mailing season between Thanksgiving and Christmas. First-Class Mail and Standard Mail volumes were 0.5 billion and 2.3 billion pieces over SPLY, respectively.

#### Capital Investments - Pages 1 and 13

The Fiscal Year 2005 Capital Commitments YTD through December 31, 2004 are \$422 million compared to a plan of \$528 million. This represents a plan underrun of about \$106 million or 20.0%.

The Cash Outlays YTD are \$576 million versus a plan of \$596 million, representing a \$20 million underrun to plan.

#### Workhours - Pages 1, 14 and 15

Total workhours for December 2004 were 1.3 million hours or 0.9% below plan and slightly above December 2003. The City Delivery and Rural Delivery operations posted the most significant workhour growth to SPLY, 0.9 million hours and 0.3 million hours, respectively. Conversely, Other Workhours and Mail Processing workhours combined were 0.7 million less than SPLY.

Total workhours for December, 2004 YTD are 2.6 million hours or 0.7% above SPLY. This increase in workhours is a reflection of the growth in mail volumes. YTD, the largest contributors to the workhours growth to SPLY were in City Delivery and Rural Delivery workhours. Combined, these operations were 4.8 million hours above SPLY.

For further information, please refer to the Quarter I, FY 2005 report at: <u>http://www.usps.com/financials/fcr/welcome.htm</u>