

# FINANCIAL & OPERATING

## **STATEMENTS**

### July, FY 2005

July 1 - July 31, 2005

Prepared by: Financial Reporting and Analysis

|          |                           |          |                           |           |                              |   |                     |          |                           |                      | HIGHLIGHTS<br>July 2005 - FY 2005<br>(Millions)             |          |                               |          |                                    |               |  |   |                    |          |                               |                   |
|----------|---------------------------|----------|---------------------------|-----------|------------------------------|---|---------------------|----------|---------------------------|----------------------|---|----------|-------------------------------|----------|------------------------------------|---------------|--|---|--------------------|----------|-------------------------------|-------------------|
|          | Actual                    |          | Budget                    |           | Current<br>Var. to<br>Budget |   | od<br>Sudget        |          | SPLY                      | % SPLY               |   |          | Actual                        |          | e <mark>ar-to-Dat</mark><br>Budget | . 1           | t <mark>ober 1,</mark><br>/ar. to<br>udget |   | - July<br>udget    | 31,      | 2005)<br>SPLY                 | % SPLY            |
| \$       | 5,275.2<br>5,526.5        | \$       | 5,249.5<br><u>5,491.5</u> | \$<br>[   | 25.7<br>35.0]                | [ | 0.5<br>0.6 ]        | \$       | 5,445.5<br><u>5,464.7</u> | - 3.1<br>1.1         | Total Revenue<br>Total Expense                              | \$       | 58,264.4<br>56,805.8          |          | 57,154.7<br><u>56,878.1</u>        |               | I,109.7<br><u>- 72.3</u>                   |   | 1.9<br>- 0.1       | \$       | 57,561.0<br>54,773.5          | 1.2<br>3.7        |
| \$<br>\$ | (251.3)<br>352.4<br>115.5 | \$<br>\$ | (242.0)<br>250.4<br>116.1 | [\$<br>\$ | - 9.3 ]<br>102.0<br>- 0.6    |   | NM<br>40.7<br>- 0.5 | \$<br>\$ | ( 19.2)<br>166.3<br>118.4 | NM<br>111.9<br>- 2.5 | Net Income/(Loss)<br>Capital Commitments<br>Total Workhours | \$<br>\$ | 1,458.6<br>1,510.1<br>1,217.2 | \$<br>\$ | 276.6<br>1,495.3<br>1,202.7        | \$<br>\$<br>[ | l,182.0<br>14.8<br>14.5 ]                  | [ | NM<br>1.0<br>1.2 ] | \$<br>\$ | 2,787.5<br>1,244.9<br>1,211.3 | NM<br>21.3<br>0.5 |

[] = Unfavorable variance to budget

| Actual Number Of:                             | Current<br>Period | Last<br>Period | SPLY    |
|---|-------------------|----------------|---------|
| Post Offices                                  | 27,401            | 27,421         | 27,522  |
| Postal Owned Vehicles In Use                  |                   |                |         |
| Administrative                                | 6,307             | 6,155          | 5,832   |
| Operations                                    | 206,676           | 206,781        | 206,712 |
| Total Deliveries (000) *                      | 143,908           | 143,724        | 141,904 |
| City Delivery Routes                          | 164,412           | 164,442        | 164,459 |
| Rural Routes                                  | 72,119            | 71,841         | 70,533  |
| Career Employees (Excludes Inspector General) | 702,978           | 702,960        | 708,228 |
| Casual Employees                              | 20,121            | 22,358         | 20,237  |
| Transitional Employees                        | 8,708             | 8,985          | 9,686   |

\* 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 July 2005 - FY 2005 (\$ Millions)

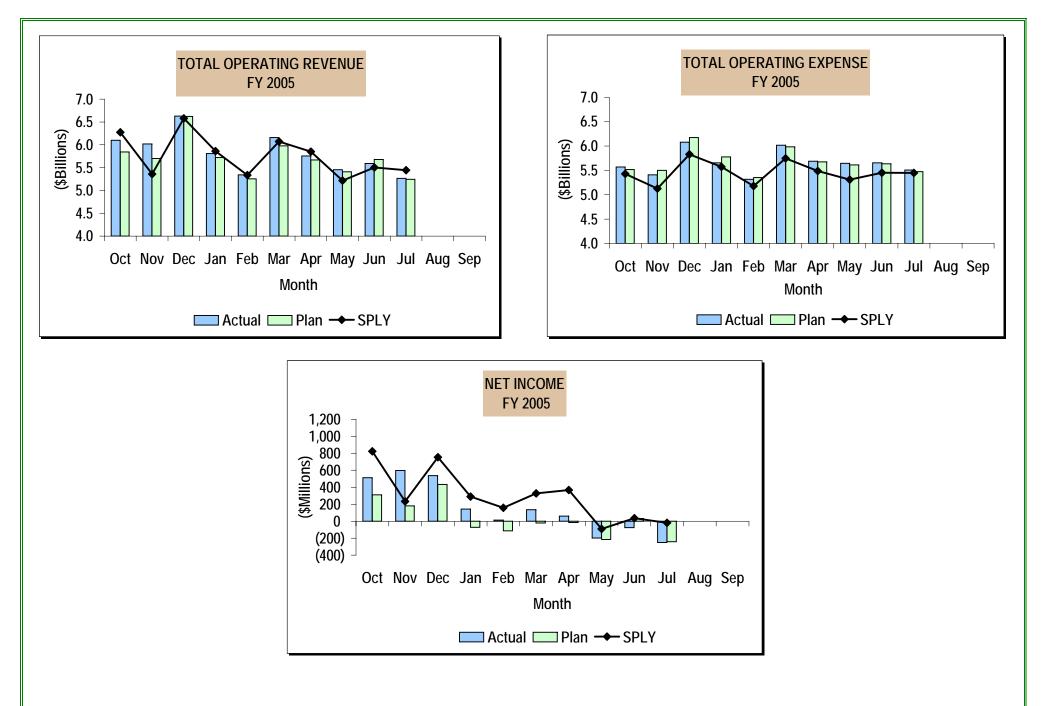
|              | Current                  | Period             |                    |  |             |             | Year-to-D         | ate      |             |        |
|--------------|--------------------------|--------------------|--------------------|--|-------------|-------------|-------------------|----------|-------------|--------|
| Actual       | Var. to<br>Budget Budget | % Budget SI        | PLY % SPLY         |  | Actual      | Budget      | Var. to<br>Budget | % Budget | SPLY        | % SPLY |
| \$ 5,265.9   | \$ 5,243.8 \$ 22.1       | 0.4 \$ 5           | 5,442.6 - 3.2      | Operating Revenue                              | \$ 58,197.6 | \$ 57,112.5 | \$ 1,085.1        | 1.9      | \$ 57,534.8 | 1.2    |
| 5,505.8      | <u> </u>                 | ] [ 0.6 ] <u>5</u> | <u>5,447.5</u> 1.1 | Operating Expense                              | 56,582.9    | 56,692.6    | - 109.7           | - 0.2    | 54,694.2    | 3.5    |
| \$ ( 239.9 ) | \$ (229.3) [\$ -10.6     | ] NM \$            | (4.9) NM           | Income/(Loss) From Operations                  | \$ 1,614.7  | \$ 419.9    | \$ 1,194.8        | NM       | \$ 2,840.6  | NM     |
| 9.3          | 5.7 3.6                  | 63.2               | 2.9 220.7          | Investment Income                              | 66.8        | 42.2        | 24.6              | 58.3     | 26.2        | 155.0  |
| -            | 0.3 - 0.3                | - 100.0            | - NM               | Interest Expense                               | 1.5         | 4.5         | - 3.0             | - 66.7   | 10.4        | - 85.6 |
| 20.7         | 18.1 [2.6                | ] [ 14.4 ]         | <u>17.2</u> 20.3   | Interest on Deferred<br>Retirement Obligations | 221.4       | 181.0       | [40.4]            | [ 22.3]  | 68.9        | 221.3  |
| \$ ( 251.3 ) | \$ (242.0) [\$ -9.3      | ] NM \$ (          | (19.2) NM          | Net Income/(Loss)                              | \$ 1,458.6  | \$ 276.6    | \$ 1,182.0        | NM       | \$ 2,787.5  | NM     |

[]=Unfavorable variance to budget

|                    |          |                     |          | IME - MAIL<br>in Thousar |                 |  |          |
|--------------------|----------|---------------------|----------|--------------------------|-----------------|--|----------|
|                    |          |                     | Curre    | ent Period               | •               | Year-to-Date                                     |          |
| CATEGORY           |          | July<br>FY 2005     |          | July<br>FY 2004          | % SPLY          | July July<br>FY 2005 FY 2004                     | % SPLY   |
| FIRST-CLASS        |          |                     |          |                          |                 |  |          |
| VOLUME             | ¢        | 7,565,661           | ¢        | 7,959,961                | - 5.0           | 82,281,871 82,392,52                             |          |
| REVENUE<br>REV/PC. | \$<br>\$ | 2,744,505<br>0.3628 | \$<br>\$ | 2,930,663<br>0.3682      | - 6.4<br>- 1.5  | \$ 30,235,495 \$ 30,626,54<br>\$ 0.3675 \$ 0.371 |          |
|                    | φ        | 0.3020              | φ        | 0.3002                   | - 1.5           | \$ 0.3073 \$ 0.371                               | - 1.1    |
| PRIORITY-MAIL      |          |                     |          |                          |                 |  |          |
| VOLUME             | •        | 64,635              | •        | 64,799                   | - 0.3           | 740,699 714,26                                   |          |
| REVENUE<br>REV/PC. | \$<br>\$ | 333,333<br>5.1572   | \$<br>\$ | 330,909<br>5.1067        | 0.7<br>1.0      | \$ 3,874,703 \$ 3,729,49<br>\$ 5.2311 \$ 5.221   |          |
| REV/PC.            | \$       | 5.157Z              | Þ        | 5.1007                   | 1.0             | \$ 5.2311 \$ 5.221                               | 5 0.2    |
| EXPRESS MAIL       |          |                     |          |                          |                 |  |          |
| VOLUME             |          | 4,426               |          | 4,457                    | - 0.7           | 46,105 45,31                                     |          |
| REVENUE            | \$       | 68,810              | \$       | 69,449                   | - 0.9           | \$ 725,855 \$ 715,01                             |          |
| REV/PC.            | \$       | 15.5468             | \$       | 15.5820                  | - 0.2           | \$ 15.7435 \$ 15.779                             | - 0.2    |
| PERIODICALS        |          |                     |          |                          |                 |  |          |
| VOLUME             |          | 720,646             |          | 707,930                  | 1.8             | 7,636,585 7,614,56                               |          |
| REVENUE            | \$       | 164,071             | \$       | 164,295                  | - 0.1           | \$ 1,807,432 \$ 1,817,86                         |          |
| REV/PC.            | \$       | 0.2277              | \$       | 0.2321                   | - 1.9           | \$ 0.2367 \$ 0.238                               | - 0.9    |
| STANDARD MAIL      |          |                     |          |                          |                 |  |          |
| VOLUME             |          | 7,691,116           |          | 7,527,482                | 2.2             | 83,102,314 78,630,37                             | 78 5.7   |
| REVENUE            | \$       | 1,424,724           | \$       | 1,415,459                | 0.7             | \$ 15,597,233 \$ 14,913,37                       | 4.6      |
| REV/PC.            | \$       | 0.1852              | \$       | 0.1880                   | - 1.5           | \$ 0.1877 \$ 0.189                               | 97 - 1.0 |
| PACKAGE SERVICES   |          |                     |          |                          |                 |  |          |
| VOLUME             |          | 91,050              |          | 93,667                   | - 2.8           | 959,315 938,02                                   | 28 2.3   |
| REVENUE            | \$       | 149,850             | \$       | 166,123                  | - 9.8           | \$ 1,838,185 \$ 1,852,12                         |          |
| REV/PC.            | \$       | 1.6458              | \$       | 1.7735                   | - 7.2           | \$ 1.9161 \$ 1.974                               |          |
| INTERNATIONAL      |          |                     |          |                          |                 |  |          |
| VOLUME             |          | 61,603              |          | 63,013                   | - 2.2           | 717,330 714,45                                   | 6 0.4    |
| REVENUE            | \$       | 132,409             | \$       | 136,032                  | - 2.2           | \$ 1,501,487 \$ 1,432,22                         |          |
| REV/PC.            | \$       | 2.1494              | \$       | 2.1588                   | - 0.4           | \$ 2.0932 \$ 2.004                               |          |
|                    | Ť        |                     |          |                          |                 |  |          |
| ALL OTHER          |          | 45.000              |          | F0 201                   | 10 F            | F02.047 400.47                                   | 7 10.0   |
| VOLUME<br>REVENUE  | \$       | 45,080<br>52        | \$       | 50,391<br>54             | - 10.5<br>- 3.4 | 583,947 489,46<br>\$ 707 \$ 59                   |          |
|                    | \$       | 52                  | ¢        | 54                       | - 3.4           | ۵۶ (۱۱) کې<br>                                   | 19./     |
| ALL MAIL           |          |                     |          |                          |                 |  |          |
| VOLUME             |          | 16,244,217          |          | 16,471,700               | - 1.4           | 176,068,165 171,538,99                           |          |
| REVENUE            | \$       | 5,017,755           | \$       | 5,212,983                | - 3.7           | \$ 55,581,097 \$ 55,087,23                       |          |
| REV/PC.            | \$       | 0.3089              | \$       | 0.3165                   | - 2.4           | \$ 0.3157 \$ 0.321                               | 1 - 1.7  |

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 data are reported on a calendar month basis. Quarterly RPW reports are now defined as the sum of three calendar months (e.g., quarter one corresponds to the time period of October 1-December 31). In order to provide a basis for comparison, FY 2004 data have been recast to reflect these reporting changes. The recast of FY 2004 data uses representative data from Accounting, PERMIT, the RPW sample and other input systems and can only provide an approximate basis for calculating changes to same period last year (SPLY) data. Therefore, the changes indicated in this report should be viewed as preliminary and subject to uncertainty. Analysts should use the FY 2005 quarterly reports for SPLY analysis when they are available. When interpreting RPW SPLY changes under monthly reporting, users must factor in the number and composition of business days in the relevant time periods.



|           |         |           |           |        | REVENUE BY SOURCE<br>July 2005 - FY 2005<br>(\$ Millions) |           |          |           |                 |        |
|-----------|---------|-----------|-----------|--------|---|-----------|----------|-----------|-----------------|--------|
|           | (       | Curre     | nt Period |        |   |           |          | Yea       | r-to-Date       |        |
|           | Actual  |           | SPLY      | % SPLY |   |           | Actual   |           | SPLY            | % SPLY |
| \$        | 1,877.0 | \$        | 2,011.9   | - 6.7  | Operating Revenue:<br>Metered Postage                     | \$        | 20,505.3 | \$        | 21,012.6        | - 2.4  |
|           | 786.0   |           | 845.6     | - 7.0  | Stamps and Stamped Paper                                  |           | 9,302.9  |           | 9,609.6         | - 3.2  |
|           | 1,347.8 |           | 1,337.9   | 0.7    | Permit Imprint  |           | 14,658.1 |           | 13,939.5        | 5.2    |
|           | 163.0   |           | 162.7     | 0.2    | Periodicals & Standard                                    |           | 1,793.9  |           | 1,801.5         | - 0.4  |
|           | 65.2    |           | 62.0      | 5.2    | Official Mail   |           | 681.7    |           | 719.2           | - 5.2  |
|           | 801.3   |           | 773.5     | 3.6    | Presort First-Class & Package Svc./Permit Imprint         |           | 8,669.6  |           | 7,963.8         | 8.9    |
|           | 66.3    |           | 69.8      | - 5.0  | Box Rents   |           | 657.5    |           | 670.9           | - 2.0  |
|           | 17.0    |           | 14.5      | 17.2   | Money Order Fees  |           | 173.4    |           | 148.1           | 17.1   |
| _         | 133.9   |           | 152.9     | - 12.4 | Other   |           | 1,674.4  |           | 1,549.7         | 8.0    |
| \$        | 5,257.5 | \$        | 5,430.8   | - 3.2  | Subtotal  | \$        | 58,116.8 | \$        | 57,414.9        | 1.2    |
|           | 8.4     |           | 11.8      | - 28.8 | Government Appropriations *                               |           | 80.8     | _         | 119.9           | - 32.6 |
| \$        | 5,265.9 | \$        | 5,442.6   | - 3.2  | Total Operating Revenue                                   | \$        | 58,197.6 | \$        | 57,534.8        | 1.2    |
| _         | 9.3     |           | 2.9       | 220.7  | Investment Income   |           | 66.8     |           | 26.2            | 155.0  |
| <u>\$</u> | 5,275.2 | <u>\$</u> | 5,445.5   | - 3.1  | Total Revenue   | <u>\$</u> | 58,264.4 | <u>\$</u> | <u>57,561.0</u> | 1.2    |

\* Variance to SPLY is due to lower Emergency Preparedness Program expenses that were offset by appropriation revenue in the amount of \$ -5.4 million in July and \$ -60 million YTD.

|    |                |           |                |         |           | REVENUE BY CATEGORY<br>July 2005 - FY 2005<br>(\$ Millions) |           |                 |           |                 |     |        |
|----|----------------|-----------|----------------|---------|-----------|---|-----------|-----------------|-----------|-----------------|-----|--------|
|    | (              | Curre     | ent Period     |         |           |   |           |                 | Yea       | r-to-Date       |     |        |
|    | Actual         |           | Budget         | %       | Budget    |   |           | Actual          |           | Budget          | % E | Budget |
| \$ | 2,353.6        | \$        | 2,269.6        |         | 3.7       | Commercial Revenue<br>Permit Revenue                        | \$        | 25,695.0        | \$        | 24,312.7        |     | 5.7    |
|    | 1,617.8        |           | 1,699.8        | [       | - 4.8]    | Other Commercial Accounts Revenue                           |           | 17,397.2        |           | 18,209.3        | [   | - 4.5] |
| \$ | 3,971.4        | \$        | 3,969.4        |         | 0.1       | Total Commercial Revenue                                    | \$        | 43,092.2        | \$        | 42,522.0        |     | 1.3    |
|    | 941.3          |           | 974.6          | [       | - 3.4 ]   | Retail Revenue<br>Retail Postage Revenue                    |           | 11,383.8        |           | 11,339.6        |     | 0.4    |
|    | 98.1           |           | 89.2           |         | 10.0      | Retail Services Revenue                                     |           | 979.7           |           | 960.3           |     | 2.0    |
|    | 16.2           |           | 12.9           |         | 25.6      | Retail Products Revenue                                     |           | 174.6           |           | 141.7           |     | 23.2   |
|    | 194.0          |           | 157.7          |         | 23.0      | Other Retail Channels Revenue                               | _         | 2,045.1         |           | 1,743.2         |     | 17.3   |
| \$ | 1,249.6        | \$        | 1,234.4        |         | 1.2       | Total Retail Revenue  | \$        | 14,583.2        | \$        | 14,184.8        |     | 2.8    |
| \$ | 5,221.0        | \$        | 5,203.8        |         | 0.3       | Total Commercial & Retail Revenue                           | \$        | 57,675.4        | \$        | 56,706.8        |     | 1.7    |
|    | 36.5           |           | 34.9           |         | 4.6       | Other Income  |           | 441.4           |           | 354.3           |     | 24.6   |
|    | 8.4            |           | 5.1            |         | 64.7      | Government Appropriations                                   |           | 80.8            |           | 51.4            |     | 57.2   |
| \$ | 5,265.9        | \$        | 5,243.8        |         | 0.4       | Total Operating Revenue                                     | \$        | 58,197.6        | \$        | 57,112.5        |     | 1.9    |
|    | 9.3            |           | 5.7            |         | 63.2      | Investment Income   | _         | 66.8            |           | 42.2            |     | 58.3   |
| \$ | <u>5,275.2</u> | <u>\$</u> | <u>5,249.5</u> |         | 0.5       | Total Revenue   | <u>\$</u> | <u>58,264.4</u> | <u>\$</u> | <u>57,154.7</u> |     | 1.9    |
|    | =Unfavorał     |           |                | -       |           |   |           |                 |           |                 |     |        |
| Se | ee accompa     | nyir      | ng Analysis    | s to tl | he Financ | cial and Operating Statements beginning o                   | n paç     | <b>j</b> e 16.  |           |                 |     |        |

|              |       |                       |               |                 |          |                        |        | EXPENSE ANALYSIS<br>July 2005 - FY 2005<br>(\$ Millions) |                    |                    |             |                  |          |                    |        |
|--------------|-------|-----------------------|---------------|-----------------|----------|------------------------|--------|--|--------------------|--------------------|-------------|------------------|----------|--------------------|--------|
|              |       |                       | Curr          | rent Per        | iod      |                        |        |  |                    |                    | ,           | Year-to-D        | Date     |                    |        |
| Act          | tual  | Budget                | Var.<br>Budg  |                 | % Budget | SPLY                   | % SPLY |  | Actual             | Budget             |             | /ar. to<br>udget | % Budget | SPLY               | % SPLY |
| \$ 4,        | 376.9 | \$ 4,394.0            | \$-17         | 7.1             | - 0.4    | \$ 4,370.5             | 0.1    | Personnel Compensation                                   | \$ 44,888.3        | \$ 44,769.0        | [\$         | 119.3]           | [ 0.3]   | \$ 43,526.8        | 3.1    |
|              |       |                       |               |                 |          |                        |        | Non-Personnel Expense:                                   |                    |                    |             |                  |          |                    |        |
|              | 426.7 | 421.4                 | [ 5           | 5.3] [          | 1.3]     | 407.9                  | 4.6    | Transportation   | 4,480.2            | 4,366.8            | [           | 113.4]           | [ 2.6]   | 4,095.4            | 9.4    |
|              | 204.9 | 172.6                 | [ 32          | 2.3] [          | 18.7]    | 178.4                  | 14.9   | Supplies & Services                                      | 1,930.5            | 2,081.4            |             | - 150.9          | - 7.2    | 1,852.8            | 4.2    |
|              | 497.3 | 485.1                 | [ 12          | <u>2.2]</u> [   | 2.5]     | 490.7                  | 1.3    | Other  | 5,283.9            | 5,475.4            |             | - 191.5          | - 3.5    | 5,219.2            | 1.2    |
| <u>\$ 1,</u> | 128.9 | <u>\$ 1,079.1</u>     | [\$ 49        | 9. <u>8</u> ] [ | 4.6 ]    | <u>\$ 1,077.0</u>      | 4.8    | Subtotal   | <u>\$ 11,694.6</u> | <u>\$ 11,923.6</u> | <u>\$</u> - | - 229.0          | - 1.9    | <u>\$ 11,167.4</u> | 4.7    |
| \$5,         | 505.8 | \$ 5,473.1            | [\$ 32        | 2.7] [          | 0.6]     | \$ 5,447.5             | 1.1    | Total Operating Expense                                  | \$ 56,582.9        | \$ 56,692.6        | \$ ·        | - 109.7          | - 0.2    | \$ 54,694.2        | 3.5    |
|              | -     | 0.3                   | - (           | 0.3             | - 100.0  | -                      | NM     | Interest Expense   | 1.5                | 4.5                |             | - 3.0            | - 66.7   | 10.4               | - 85.6 |
|              | 20.7  | 18.1                  | [             | <u>2.6</u> ] [  | 14.4]    | 17.2                   | 20.3   | Interest on Deferred<br>Retirement Obligations           | 221.4              | 181.0              | []          | 40.4]            | [ 22.3]  | 68.9               | 221.3  |
| <u>\$5,</u>  | 526.5 | <u>\$   5,491.5  </u> | <u>[\$ 35</u> | <u>5.0]</u> [   | 0.6]     | <u>\$    5,464.7  </u> | 1.1    | Total Expense  | <u>\$ 56,805.8</u> | <u>\$ 56,878.1</u> | <u>\$</u>   | - 72.3           | - 0.1    | <u>\$ 54,773.5</u> | 3.7    |

[]=Unfavorable variance to budget

|                |    |                |     |                |      |                |                | A            | NALYSIS OF OPERATING EXP<br>Personnel Compensation<br>July 2005 - FY 2005<br>(\$ Millions) | SES                |                  |     |                  |     |                |                  |            |
|----------------|----|----------------|-----|----------------|------|----------------|----------------|--------------|--|--------------------|------------------|-----|------------------|-----|----------------|------------------|------------|
|                |    |                | С   | urrent Pe      | riod |                |                |              |  |                    |                  |     | Year-to-D        | ate |                |                  |            |
|                |    |                | ľ   | /ar. to        |      |                |                |              |  |                    |                  | ١   | /ar. to          |     |                |                  |            |
| Actual         | 6  | Budget         | B   | Budget         | % Βι | udget          | SPLY           | % SPLY       | Total Compensation   | Actual             | Budget           | E   | Budget           | % E | Budget         | SPLY             | % SPLY     |
|                |    |                |     |                |      |                |                |              | Operations:  |                    |                  |     | _                | _   |                |                  |            |
| \$<br>34.0     | \$ | 33.2           | [\$ | 0.8]           | -    | 2.3]           |                | 6.7          | -Support   | \$<br>349.8        | \$ 334.9         | [\$ | 14.9]            |     | 4.5]           | \$ 318.2         | 10.0       |
| 922.7          |    | 905.8          | l   | 16.9]          | -    | 1.9]           | 922.5          | 0.0          | -Mail Processing   | 9,607.0            | 9,534.4          | l   | 72.6]            | l   | 0.8]           | 9,417.7          | 2.0        |
| 428.3          |    | 429.8          | r   | - 1.5          |      | - 0.3          | 408.6          | 4.8          | -Rural Delivery  | 4,243.4            | 4,245.8          | r   | - 2.4            | r   | - 0.1          | 3,931.9          | 7.9        |
| 1,377.4        |    | 1,350.6        | l   | 26.8]          | -    | 2.0]           | 1,371.9        | 0.4          | -City Delivery   | 13,935.3           | 13,709.9         | l   | 225.4]           | -   | 1.6]           | 13,362.7         | 4.3        |
| 97.1<br>245.6  |    | 95.5<br>245.8  | l   | 1.6 ]<br>- 0.2 | -    | 1.7 ]<br>- 0.1 | 97.7<br>243.9  | - 0.6<br>0.7 | -Vehicles Services<br>-Plant & Equip Maint   | 995.5<br>2,507.8   | 989.8<br>2,546.1 | l   | 5.8 ]<br>- 38.3  | l   | 0.6 ]<br>- 1.5 | 964.7<br>2,421.9 | 3.2<br>3.5 |
| 245.0<br>644.3 |    | 245.8<br>651.9 |     | - 0.2<br>- 7.6 |      | - 1.2          | 243.9<br>650.2 | - 0.9        | -Customer Services   | 2,307.8<br>6,709.2 | 6,645.9          | ſ   | - 30.3<br>63.3 ] | ſ   | 1.0            | 6,505.4          | 3.5<br>3.1 |
| 17.1           |    | 18.4           |     | - 7.0<br>- 1.4 |      | - 1.2<br>- 7.4 | 17.0           | - 0.9<br>0.4 | Finance  | 0,709.2<br>174.6   | 193.8            | l   | - 19.3           | l   | - 9.9          | 166.7            | 4.7        |
| 30.5           |    | 31.2           |     | - 0.7          |      | - 2.3          | 30.2           | 1.2          | Human Resources  | 316.4              | 310.6            | ſ   | 5.8]             | ſ   | 1.9]           | 298.3            | 6.1        |
| 40.8           |    | 42.7           |     | - 1.8          |      | - 4.3          | 46.5           | - 12.2       | Customer Service & Sales   | 427.2              | 437.8            | L   | - 10.6           | L   | - 2.4          | 464.2            | - 8.0      |
| 199.0          |    | 218.1          |     | - 19.1         |      | - 8.7          | 202.7          | - 1.8        | Administration - Field   | 2,093.2            | 2,099.8          |     | - 6.5            |     | - 0.3          | 2,036.7          | 2.8        |
| 94.0           |    | 114.1          |     | - 20.1         |      | 17.6           | 104.7          | - 10.2       | Other Salaries & Benefits  | 1,106.5            | 1,183.5          |     | - 77.0           |     | - 6.5          | 1,121.4          | - 1.3      |
| \$<br>         | \$ | 4,137.1        | \$  | - 6.3          |      | 0.2            | \$ 4,127.7     | 0.1          | Total Salaries & Benefits  | \$<br>42,465.9     | \$ 42,232.3      | [\$ | 233.6]           | [   | 0.6]           | \$ 41,009.8      | 3.6        |
| 95.8           |    | 104.9          |     | - 9.1          | -    | - 8.7          | 124.1          | - 22.8       | Workers' Compensation  | 953.7              | 1,057.9          |     | - 104.2          |     | - 9.8          | 1,240.1          | - 23.1     |
| 4.3            |    | 6.0            |     | - 1.7          | - 2  | 28.7           | - 2.7          | NM           | Unemployment Compensation  | 38.6               | 50.1             |     | - 11.5           | -   | - 23.0         | 58.1             | - 33.7     |
| 3.3            |    | 1.9            | [   | 1.4]           | [    | 73.7]          | 2.0            | 65.0         | Deferred Retirement Cost   | 20.4               | 19.0             | [   | 1.4]             | [   | 7.4]           | 8.2              | 148.8      |
| 131.1          |    | 129.7          | [   | 1.4]           | [    | 1.1]           | 110.2          | 19.0         | Annuitant Health Benefits  | 1,253.0            | 1,254.7          |     | - 1.7            |     | - 0.1          | 1,101.7          | 13.7       |
| <br>11.6       |    | 14.4           |     | - 2.8          | - '  | 19.4           | 9.2            | 26.1         | Other Compensation   | <br>156.7          | 155.0            | [   | 1.7]             | [   | 1.1]           | 108.9            | 43.9       |
| \$<br>4,376.9  | \$ | 4,394.0        | \$  | - 17.1         | -    | 0.4            | \$ 4,370.5     | 0.1          | Total Personnel Compensation   | \$<br>44,888.3     | \$ 44,769.0      | [\$ | 119.3]           | [   | 0.3]           | \$ 43,526.8      | 3.1        |

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

|    |         |            |     |                     |        |            | ANAI   | YSIS OF NON-PERSONNEL EXPJuly 2005 - FY 2005<br>July 2005 - FY 2005<br>(\$ Millions) | PENSES      |             |     |                   |          |             |        |
|----|---------|------------|-----|---------------------|--------|------------|--------|--|-------------|-------------|-----|-------------------|----------|-------------|--------|
|    |         |            |     | Current Per         | riod   |            |        | ]  |             |             |     | Year-to-          | Date     |             |        |
| A  | ctual   | Budget     |     | /ar. to<br>Budget % | Budget | SPLY       | % SPLY | Description  | Actual      | Budget      |     | Var. to<br>Budget | % Budget | SPLY        | % SPLY |
| \$ | 426.7   | \$ 421.4   | [\$ | 5.3][               | 1.3]   | \$ 407.9   | 4.6    | Transportation   | \$ 4,480.2  | \$ 4,366.8  | [\$ | 113.4]            | [ 2.6]   | \$ 4,095.4  | 9.4    |
|    | 204.9   | 172.6      | [   | 32.3]               | 18.7]  | 178.4      | 14.9   | Supplies & Services  | 1,930.5     | 2,081.4     |     | - 150.9           | - 7.2    | 1,852.8     | 4.2    |
|    | 175.5   | 178.2      | -   | - 2.7               | - 1.5  | 182.7      | - 3.9  | Depreciation   | 1,728.8     | 1,787.1     |     | - 58.3            | - 3.3    | 1,845.4     | - 6.3  |
|    | 81.8    | 86.8       |     | - 5.0               | - 5.7  | 81.1       | 0.9    | Rent   | 853.1       | 868.6       |     | - 15.5            | - 1.8    | 823.9       | 3.5    |
|    | 46.8    | 44.0       | [   | 2.8][               | 6.3]   | 36.9       | 26.8   | Utilities & Heating Fuel   | 467.5       | 462.8       | [   | 4.7]              | [ 1.0]   | 447.9       | 4.4    |
|    | 34.8    | 37.5       |     | - 2.6               | - 7.1  | 30.1       | 15.9   | Rural Carrier Equip Maint Allowance  | 357.9       | 389.9       |     | - 32.0            | - 8.2    | 326.7       | 9.6    |
|    | 45.9    | 37.0       | [   | 8.9][               | 23.9]  | 34.0       | 34.9   | Vehicle Maintenance Services   | 472.1       | 441.4       | [   | 30.7]             | [ 7.0]   | 413.6       | 14.2   |
|    | 24.7    | 48.4       |     | - 23.8              | - 49.1 | 28.7       | - 14.1 | Information Technology   | 276.3       | 388.3       |     | - 112.0           | - 28.8   | 341.7       | - 19.1 |
|    | 19.1    | 19.1       |     | - 0.0               | - 0.2  | 22.3       | - 14.4 | Building Projects Expensed   | 190.0       | 178.2       | [   | 11.8]             | [ 6.6]   | 212.5       | - 10.6 |
|    | 7.0     | 7.0        | [   | 0.0] [              | 0.3]   | 7.8        | - 10.4 | Contract Job Cleaners  | 72.6        | 72.3        | [   | 0.3]              | [ 0.4]   | 71.3        | 1.8    |
|    | 17.9    | 15.0       | [   | 2.9][               | 19.2]  | 16.6       | 8.3    | Travel & Relocation  | 189.3       | 174.1       | [   | 15.1]             | [ 8.7]   | 170.3       | 11.2   |
|    | 18.1    | 18.5       |     | - 0.4               | - 1.9  | 16.3       | 11.4   | Communications   | 185.6       | 185.8       |     | - 0.2             | - 0.1    | 177.0       | 4.9    |
|    | 6.1     | 6.9        |     | - 0.8               | - 11.2 | 6.0        | 2.0    | Contract Stations  | 62.2        | 65.5        |     | - 3.3             | - 5.1    | 59.5        | 4.5    |
|    | 1.2     | 2.8        |     | - 1.6               | - 58.0 | 1.4        | - 14.5 | Printing   | 19.2        | 25.4        |     | - 6.2             | - 24.4   | 15.7        | 22.3   |
|    | 4.4     | 5.6        |     | - 1.2               | - 21.3 | 3.7        | 19.6   | Training   | 47.3        | 57.8        |     | - 10.6            | - 18.3   | 36.7        | 28.8   |
|    | 2.4     | 2.8        |     | - 0.4               | - 15.0 | 3.2        | - 25.2 | Carfare & Tolls  | 25.0        | 28.6        |     | - 3.7             | - 12.9   | 28.5        | - 12.4 |
|    | 0.8     | 1.5        |     | - 0.7               | - 43.7 | 1.1        | - 22.7 | Vehicle Hire   | 12.3        | 15.4        |     | - 3.1             | - 19.9   | 15.7        | - 21.4 |
|    | 4.0     | 3.6        | [   | 0.4] [              | 10.7]  | 2.8        | 39.3   | Accident Costs   | 40.6        | 38.9        | [   | 1.6]              | [ 4.2]   | 41.9        | - 3.3  |
|    | 6.8     | - 29.6     | [   | 36.4]               | NM     | 16.0       | - 57.5 | Miscellaneous  | 284.1       | 295.3       | _   | - 11.2            | - 3.8    | 190.9       | 48.8   |
| \$ | 1,128.9 | \$ 1,079.1 | [\$ | 49.8] [             | 4.6]   | \$ 1,077.0 | 4.8    | Total Non-Personnel Expenses   | \$ 11,694.6 | \$ 11,923.6 | \$  | - 229.0           | - 1.9    | \$ 11,167.4 | 4.7    |

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

|   | STATEMENT OF FINAN<br>July 2005 - FY<br>(\$ Millions) | 2005            |           |                 |           |                    |
|---|---|-----------------|-----------|-----------------|-----------|--------------------|
| Assets  |   | uly 31,<br>2005 |           | uly 31,<br>2004 |           | ember 30,<br>2004* |
| Current Assets:   |   |                 |           |                 |           |                    |
| Cash and cash equivalents _1/                                       | \$  | 2,008           | \$        | 309             | \$        | 877                |
| Receivables:  |   |                 |           |                 |           |                    |
| Foreign countries   |   | 631             |           | 651             |           | 621                |
| U.S. Government   |   | 274             |           | 259             |           | 327                |
| Other   |   | 180             |           | 182             |           | 187                |
| Receivables before allowances                                       |   | 1,085           |           | 1,092           |           | 1,135              |
| Less allowances   |   | 114             |           | 97              |           | 111                |
| Total receivables, net  |   | 971             |           | 995             |           | 1,024              |
| Supplies, advances and prepayments                                  |   | 177_            |           | 359_            |           | 220                |
| Total Current Assets  |   | 3,156           |           | 1,663           |           | 2,121              |
| Other Assets, principally revenue forgone appropriations receivable |   | 361             |           | 365             |           | 361                |
| Property and Equipment, at Cost:                                    |   |                 |           |                 |           |                    |
| Buildings   |   | 20,368          |           | 20,109          |           | 20,171             |
| Equipment   |   | 18,558          |           | 17,252          |           | 17,277             |
| Land  |   | 2,807           |           | 2,821           |           | 2,810              |
| Leasehold improvements  |   | 1,143           |           | 1,124           |           | 1,103              |
|   |   | 42,876          |           | 41,306          |           | 41,361             |
| Less allowances for depreciation and amortization                   |   | 22,175          |           | 20,403          |           | 20,656             |
|   |   | 20,701          |           | 20,903          |           | 20,705             |
| Construction in progress  |   | 1,795           |           | 1,506           |           | 1,792              |
| Total property and equipment, net                                   |   | 22,496          |           | 22,409          |           | 22,497             |
| Total Assets  | <u>\$</u>   | 26,013          | <u>\$</u> | 24,437          | <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.

|   | STATEMENT OF FINANCIAL POSITION<br>July 2005 - FY 2005<br>(\$ Millions) | N                |               |
|---|---|------------------|---------------|
|   | July 31,  | July 31,         | September 30, |
| Liabilities and Net Capital                       | 2005  | 2004             | 2004*         |
| Current Liabilities:<br>Compensation and benefits | \$ 2,836  | \$ 3,139         | \$ 2,640      |
| Estimated prepaid postage                         | ⇒ 2,830<br>1,258  | \$               | \$            |
|   | 1,200   | דט, ו /          | 1,200         |
| Payables and accrued expenses:                    |   |                  |               |
| Commercial vendors & accrued expenses             | 1,309   | 1,425            | 1,739         |
| Foreign countries                                 | 739   | 760              | 778           |
| U.S. government                                   | 57  | 95               | 87            |
| Total payables and accrued expenses               | 2,105   | 2,280            | 2,604         |
| Customer deposit accounts                         | 1,655   | 1,564            | 1,606         |
| Outstanding postal money orders                   | 830   | 893              | 767           |
| Prepaid box rent & other deferred revenue<br>Debt | 405   | 385              | 397           |
| Dept  | <u> </u>  | 209              | 1,800         |
| Total Current Liabilities                         | 9,089   | 9,819            | 11,070        |
| Non-Current Liabilities:                          |   |                  |               |
| Workers' compensation                             | 7,597   | 7,566            | 6,651         |
| Employees' accumulated leave                      | 2,077   | 2,017            | 2,006         |
| Other   | 1,861   | 1,382            | 1,321         |
| Total Other Non-Current Liabilities               | 11,535  | 10,965           | 9,978         |
| Total Liabilities                                 | 20,624  | 20,784           | 21,048        |
| Net Capital:                                      |   |                  |               |
| Capital contributions of the U.S. government      | 3,034   | 3,034            | 3,034         |
| Retained earnings since reorganization            | 2,355   | 619              | 897           |
| Total Net Capital                                 | 5,389   | 3,653            | 3,931         |
| Total Liabilities and Net Capital                 | <u>\$ 26,013</u>  | <u>\$ 24,437</u> | \$ 24,979     |

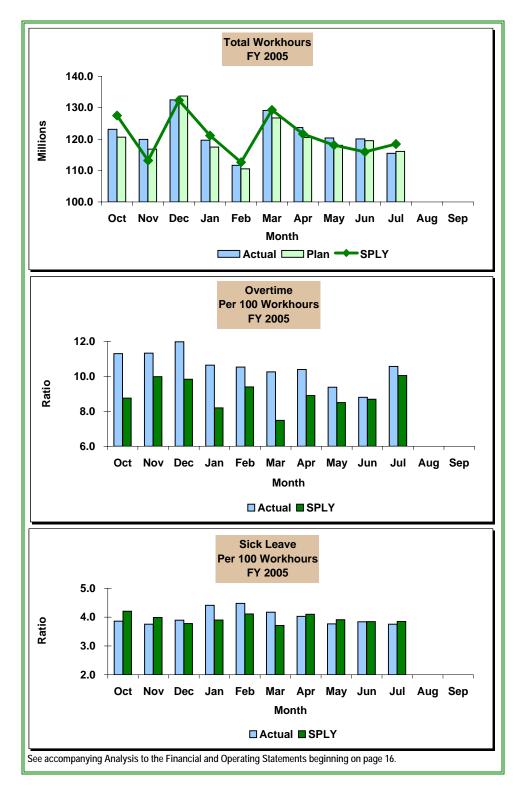
Certain reclassifications have been made to previously reported Balance Sheet amounts.

\* Audited year-end data.

| STATEMENT OF CASH FLOWS<br>Fiscal Year 2005 through July 31, 200<br>(\$ Millions)                      | 5  |                 |    |                  |      |               |
|--|----|-----------------|----|------------------|------|---------------|
|  |    | uly 31,<br>2005 |    | uly 31,<br>2004  | Sept | embe<br>2004* |
| Cash flows from operating activities:  |    |                 |    |                  |      |               |
| Net Income   | \$ | 1,458           | \$ | 2,788            | \$   | 3,            |
| Adjustments to reconcile net income to net cash provided by operating activities:                      |    |                 |    |                  |      |               |
| Depreciation and amortization  |    | 1,717           |    | 1,806            |      | 2,            |
| Loss on disposals of property and equipment, net   |    | 4               |    | 37               |      |               |
| Decrease in revenue forgone appropriations   |    | -               |    | -                |      |               |
| Increase in USPS workers' compensation liability   |    | 946             |    | 1,242            |      |               |
| Increase in employees' accumulated leave   |    | 71              |    | 85               |      |               |
| Increase in other liabilities  |    | 540             |    | 231              |      |               |
| Changes in current assets and liabilities:   |    |                 |    |                  |      |               |
| Decrease in receivables, net   |    | 53              |    | 196              |      |               |
| Decrease in supplies, advances and prepayments   |    | 43              |    | 7                |      |               |
| Increase in compensation and benefits  |    | 196             |    | 621              |      |               |
| Increase (decrease) in estimated prepaid postage   |    | 2               |    | -                |      |               |
| (Decrease) in payables and accrued expenses  |    | (499)           |    | (828)            |      | (             |
| Increase (decrease) in customers deposit accounts  |    | 49              |    | (2)              |      |               |
| Increase (decrease) in outstanding postal money orders   |    | 63              |    | 125              |      |               |
| Increase (decrease) in prepaid box rent & other deferred revenue                                       | _  | 8               | _  | (2)              |      |               |
| Net cash provided by operating activities  |    | 4,651           |    | 6,306            |      | 5             |
| Cash flows from investing activities:  |    |                 |    |                  |      |               |
| Purchase of property and equipment   |    | (1,745)         |    | (1,211)          |      | (1            |
| Proceeds from sale of property and equipment   |    | 25              |    | 12               |      |               |
| Net cash (used in) investing activities  |    | (1,720)         |    | (1,199)          |      | (1            |
| Cash flows from financing activities:  |    |                 |    |                  |      |               |
| U.S. government appropriation - expended   |    | -               |    | -                |      |               |
| Issuance of debt   |    | -               |    | -                |      |               |
| Payments on debt   |    | (1,800)         |    | (7,064)          |      | (5            |
| Net cash (used in) financing activities  |    | (1,800)         |    | (7,064)          |      | (5            |
| Net Increase (decrease) in cash and cash equivalents<br>Cash and cash equivalents at beginning of year |    | 1,131<br>877    |    | (1,957)<br>2,266 |      | (1<br>2       |
| Cash and cash equivalents at end of period   | \$ | 2,008           | \$ | 309              | \$   |               |

|  |   | TAL INVESTM<br>y 2005 - FY 20<br>(\$ Millions)         |   |  |  |   |  |
|--|---|--|---|--|--|---|--|
|  |   | COMMITMENTS  | 5   | C  | ASH OUTLAYS  |   |  |
|  |   | Year-to-Date   | 1   | Year-to-Date   |  |   |  |
| MAJOR CATEGORIES   | ACTUAL  | PLAN   | SPLY  | ACTUAL   | PLAN   | SPLY  |  |
| CONSTRUCTION AND BUILDING PURCHASE<br>BUILDING IMPROVEMENTS<br>MAIL PROCESSING EQUIPMENT<br>VEHICLES<br>RETAIL EQUIPMENT<br>POSTAL SUPPORT EQUIPMENT | \$ 165.0<br>246.8<br>298.4<br>239.5<br>1.0<br>559.4 | \$ 300.7<br>326.5<br>127.2<br>170.2<br>22.5<br>548.2   | \$ 70.6<br>230.1<br>592.5<br>170.4<br>28.8<br>152.5           | \$ 187.4<br>345.6<br>575.5<br>130.4<br>56.4<br>449.7 | \$ 185.0<br>185.6<br>749.5<br>107.8<br>46.6<br>285.3 | \$ 126.3<br>209.5<br>536.6<br>94.9<br>80.7<br>163.2 |  |
| TOTAL COMMITMENTS/CASH OUTLAYS   | \$ 1,510.1  | \$ 1,495.3   | \$ 1,244.9  | \$ 1,744.9   | \$ 1,559.7   | \$ 1,211.1  |  |
| Note: Totals may not sum due to rounding.  |   | RCES ON ORD<br>\$ Millions)                            | ER  |  |  |   |  |
| MAJOR CATEGORIES   | July 3  | 1, 2005  | September 30, 2004  |  |  |   |  |
| CONSTRUCTION AND BUILDING PURCHASE<br>BUILDING IMPROVEMENTS<br>MAIL PROCESSING EQUIPMENT<br>VEHICLES<br>RETAIL EQUIPMENT<br>POSTAL SUPPORT EQUIPMENT |   | \$ 165.2<br>259.8<br>1,296.3<br>229.0<br>39.6<br>528.0 | \$ 192.0<br>380.5<br>1,601.1<br>126.0<br>94.9<br><u>413.9</u> |  |  |   |  |
| TOTAL RESOURCES ON ORDER<br>See accompanying Analysis to the Financial and Opera   |   |  |   | \$ 2,517.9   |  | \$ 2,808.4  |  |

|                  |                |                 |                  |                 | (Data in Thousands)                        |                   |                      |                 |                  |            |
|------------------|----------------|-----------------|------------------|-----------------|--|-------------------|----------------------|-----------------|------------------|------------|
| Current Period   |                |                 |                  |                 | Year-to-Date                               |                   |                      |                 |                  |            |
|                  | Var. to        |                 | 001.14           |                 | <b>T</b> . 197 11                          |                   | Var. to              | ~ <b>D I I</b>  | 001.1/*          |            |
| Actual           | Budget         | % Budget        | SPLY *           | % SPLY          | Total Workhours                            | Actual            | Budget               | % Budget        | SPLY *           | % SPI      |
| 700              | 0              | 10              | 70/              | 1.0             | Operations:                                | 7 000             | r 0441 r             | 2.01            | 7 507            | -          |
| 739              | -9             | - 1.2           | 726              | 1.8             | -Support                                   | 7,920             | [ 244] [             | -               | 7,507            | 5          |
| 26,083           | [ 457]         |                 | 26,384           | - 1.1           | -Mail Processing                           | 281,267           | [ 6,303 ] [          | 2.3]            | 282,435          | - 0        |
| 14,898<br>27.662 | [ 228]         |                 | 14,837           | 0.4             | -Rural Delivery                            | 148,523           | [ 1,468] [           | -               | 142,478          | 4          |
| 37,662           | [ 172]<br>- 19 |                 | 38,681           | - 2.6<br>- 3.9  | -City Delivery<br>-Vehicles Services       | 391,520           | [ 6,338] [           | -               | 387,162          | 1          |
| 2,493            | - 19<br>- 238  | - 0.8           | 2,594<br>6 5 4 0 |                 |  | 26,515<br>47 295  | [ 51] [              | 0.2 ]<br>- 2.3  | 26,678           | - 0        |
| 6,363<br>18,105  | - 238<br>- 292 | - 3.6<br>- 1.6  | 6,549            | - 2.8<br>- 3.7  | -Plant & Equip Maint<br>-Customer Services | 67,285<br>194,658 | - 1,550              |                 | 67,790           | - 0<br>0   |
| 18,105<br>389    | - 292<br>- 63  | - 1.6<br>- 14.0 | 18,804<br>403    | - 3.7<br>- 3.5  | Finance                                    | 4,115             | [ 3,015 ] [<br>- 533 | 1.0 J<br>- 11.5 | 194,462<br>4,081 |            |
| 389<br>685       | - 03<br>- 25   |                 | 403<br>704       | - 3.5<br>- 2.6  | Human Resources                            |                   |                      |                 |                  | 0<br>2     |
| 085<br>1,030     | - 25<br>- 72   | - 3.6<br>- 6.5  | 704<br>1,192     | - 2.0<br>- 13.5 | Customer Service & Sales                   | 7,428<br>11,216   | [ 142] [<br>- 356    | 2.0 ]<br>- 3.1  | 7,277<br>12,325  | 2<br>- 9   |
| •                | - 72<br>- 400  | - 0.5<br>- 7.1  | •                | - 13.5<br>- 4.8 | Administration                             |                   |                      |                 | •                | - 9<br>- 0 |
| 5,240<br>1,780   | - 400<br>- 366 | - 7.1           | 5,506<br>2,063   | - 4.8<br>- 13.7 | Other                                      | 56,172<br>20,590  | [ 334 ] [<br>- 910   | 0.6 ]<br>- 4.2  | 56,311<br>22,838 | - 0<br>- 9 |
| 1,700            | - 300          | - 17.1          | 2,003            | - 13.7          | Other                                      | 20,390            | - 910                | - 4.2           | 22,030           | - 9        |
| 115,468          | - 628          | - 0.5           | 118,441          | - 2.5           | Total Workhours                            | 1,217,210         | [ 14,548 ] [         | 1.2 ]           | 1,211,344        | 0          |
|                  |                |                 |                  |                 | Overtime                                   |                   |                      |                 |                  |            |
|                  | Actual         | Budget          | SPLY             |                 |  | Actual            | Budget               | SPLY            |                  |            |
|                  | 10.6%          | 8.3%            | 10.0%            |                 | Overtime Ratio<br>Per 100 Workhours        | 10.5%             | 8.2%                 | 9.5%            |                  |            |
|                  |                |                 |                  |                 | Sick Leave                                 |                   |                      |                 |                  |            |
|                  | Actual         |                 | SPLY             |                 |  | Actual            |                      | SPLY            |                  |            |
|                  | 3.8%           |                 | 3.8%             |                 | Sick Leave Ratio<br>Per 100 Workhours      | 4.0%              |                      | 4.2%            |                  |            |



#### <u>July 2005 - FY 2005</u>

Information: For the month and year-to-date there was one less Monday through Friday business day than last year.

#### Analysis of the Financial and Operating Statements

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

For July, Total Revenue was \$26 million or 0.5% over plan, and \$170 million or 3.1% under same period last year (SPLY). Commercial Revenue was over plan by \$2 million or 0.1% and Retail Revenue was over plan \$15 million or 1.2%. In July, combined Total Commercial Revenue and Retail Revenue were \$176 million less than SPLY. Most of the decrease in revenue to SPLY for July was reflected in Metered Postage and Stamps and Stamped Paper, \$135 million and \$60 million under SPLY, respectively. Presort First-Class and Package Services/Permit Imprint was \$28 million more than SPLY.

Year-to-date, Total Revenue is \$1.1 billion or 1.9% over plan with the largest contributor being Permit Revenue at \$1.4 billion or 5.7% more than plan. Conversely, Other Commercial Accounts, \$812 million or 4.5% less than plan, is negatively impacting the Total Revenue performance to plan. YTD, Total Revenue is \$703 million over SPLY.

Beginning in FY 2005, money order escheatments are being reported on a monthly basis as opposed to reporting them on an annual basis at the end of year. This month's money order escheatments were \$4 million. YTD, they are \$32 million.

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

For July, Total Expenses were \$35 million or 0.6% above plan. Personnel costs were \$17 million or 0.4% below plan. Non-personnel costs were above plan by \$50 million or 4.6%. Supplies and Services were \$32 million above plan or 18.7%. Also, Transportation costs were \$5 million above plan or 1.3%. Compared to SPLY, this month's Total Expenses were increased by \$62 million or 1.1%. The drivers of this increase over SPLY included additional volume and deliveries, increased fuel prices, health benefits and COLA costs.

Year-to-date, personnel costs are \$119 million or 0.3% above plan and non-personnel expenses are \$229 million or 1.9% below plan. The largest contributor to the nonpersonnel plan underrun was Supplies & Services at \$151 million or 7.2% below plan. Some of this underrun in YTD is due to deferral of some planned spending for future months and reprioritization of funds, which will result in some plan shifts in the upcoming months. 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 increases in personnel compensation, which has resulted in a \$72 million below plan YTD savings in Total Expense. YTD Total Expenses are \$2.0 billion or 3.7% above SPLY.

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

#### Mail Volume and Revenue - Page 3

Total Mail Volume for July, FY 2005 was 227 million pieces or 1.4% under SPLY. First-Class Mail volume declined by 394 million pieces or 5.0%. Standard Mail volumes, at 164 million pieces or 2.2% over SPLY, continue to be positive primarily because of the increasing strength of direct marketing channels. Additionally, Periodicals were 13 million or 1.8% over SPLY.

Year-to-date, Total Mail Volume is 2.6% or 4.5 billion pieces over SPLY. Over 2.4 billion of the 4.5 billion pieces increase occurred in November 2004. The most significant mail volume increase over SPLY for YTD is in the lower revenue-per-piece Standard Mail category, which increased 4.5 billion pieces or 5.7%. YTD, First-Class Mail volume is 0.1% less than SPLY generating \$391 million or 1.3% less revenue than SPLY.

#### Capital Investments - Pages 1 and 13

The Fiscal Year 2005 Capital Commitments YTD through July 2005 are \$1,510 million compared to a plan of \$1,495 million. This represents a plan overrun of about \$15 million or 1.0%. This plan overrun can be attributed to vehicle committeents.

The Cash Outlays YTD are \$1,745 million versus a plan of \$1,560 million, representing a \$185 million overrun to plan. The plan overrun in Cash Outlays can be attributed to projects such as the Ventilation Filtration System and Biohazard Detection System projects, as well as repair and alterations to older postal facilities.

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

Total Workhours for July 2005 were 0.6 million hours or 0.5% below plan, and 3.0 million hours or 2.5% below July 2004. City Delivery posted the most significant workhour savings to SPLY, 1.0 million hours.

Total Workhours for July 2005 YTD are 14.5 million hours or 1.2% above plan, and 5.9 million hours above SPLY. The most significant plan overruns lie in Delivery Services by 7.8 million hours, Mail Processing by 6.3 million hours, and Customer Services by 3.0 million hours. These overruns in workhours are a reflection of growth in mail volume above plan and continued growth in delivery points. YTD, major contributors to the workhours growth to SPLY are City Delivery and Rural Delivery workhours. Combined these operations workhours are 10.4 million hours above SPLY.