

FINANCIAL & OPERATING STATEMENTS







September, FY 2006 September 1 – September 30, 2006

Prepared by: Financial Reporting and Analysis

HIGHLIGHTS September 2006 - FY 2006 (Millions)

| | Current Period | | | | | | | Year-to-Date (October 1, 2005 - September 30, 2006) | | | | | | | |
|-----------------|--|--------------------------------------|------------------------------------|-----------------------|---------------------------------------|------------------|--|---|--|----------|--------------|--------------------------------------|---------------------|------------------------------------|------------------|
| | Actual | Budget | Var. to Budget | % Budget | SPLY | % SPLY | | | Actual | Budg | et | Var. to Budget | % Budget | SPLY | % SPLY |
| \$ - \$ | 6,062.1 6,411.5 (349.4) 208.0 | \$ 6,030.4 6,072.6 \$ (42.2) | \$ 31.7 [338.9] [\$ -307.2] | 0.5 [5.6] NM 5 | \$ 5,824.1 6,153.7 \$ (329.6) | 4.1 4.2 NM | Total Revenue Total Expense Net Gain/(Deficiency)Loss Before Escrow Allocation * Escrow Allocation * | | 72,817.5 71,917.0 900.5 2,958.0 | \$ 72,34 | | \$ 477.5 [847.6] [\$ - 370.1] | 0.7 [1.2] NM | 69,992.9 68,547.5 \$ 1,445.4 | 4.0 4.9 NM |
| <u>\$</u> \$ | 525.3 118.9 | \$ 986.8 122.1 | [\$ - 461.5] - 3.2 | [- 46.8] : - 2.6 | \$ 1,268.0 120.2 | - 58.6 - 1.1 | Net Gain/(Deficiency) After Escrow Allocation * Capital Commitments Total Workhours | \$ | 1,922.3 1,458.7 | | 91.7 45.7 | [\$ - 969.4] [13.1] | [- 33.5] [0.9] | \$ 2,920.7 1,463.3 | - 34.2 - 0.3 |

| | Current | Last | |
|---|---------|---------|---------|
| Actual Number Of: | Period | Period | SPLY |
| | | | |
| Post Offices | 27,318 | 27,319 | 27,385 |
| Postal Owned Vehicles In Use | | | |
| Administrative | 6,219 | 6,261 | 6,366 |
| Operations | 209,070 | 209,307 | 206,808 |
| Total Deliveries (000) | 146,174 | 145,996 | 144,326 |
| City Delivery Routes | 163,412 | 163,388 | 164,419 |
| Rural Routes | 74,871 | 74,663 | 72,695 |
| Career Employees (excludes Inspector General) | 695,067 | 695,705 | 703,873 |
| Casual Employees | 22,518 | 19,833 | 19,182 |
| Transitional Employees | 5,133 | 5,249 | 8,460 |

^{*}Public Law (PL) 108-18, The Postal Civil Service Retirement System Funding Reform Act of 2003 requires that the U. S.Postal Service, beginning in FY 2006 hold in escrow an amount equal to the difference between the CSRS retirement costs before and after the implementation of this law. The Office of Personnel Management (OPM) calculates this amount and based on their latest estimate we are allocating \$250 million per month for purposes of assessing our financial position.

STATEMENT OF INCOME & EXPENSE September 2006 - FY 2006 (\$ Millions)

| | | Current | Period | | | | Year-to-Date | | | | | | |
|-------------|------------|-------------------|----------|-------------|--------------|--|--------------|------------|-------------|-------------------|----------|-------------|---------------|
| Actual | Budget | Var. to Budget | % Budget | SPLY | % SPLY | | | Actual | Budget | Var. to Budget | % Budget | SPLY | % SPLY |
| \$ 6,046.5 | \$ 6,013.0 | \$ 33.5 | 0.6 | \$ 5,815.9 | 4.0 | Operating Revenue | \$ | 72,650.5 | \$ 72,154.8 | \$ 495.7 | 0.7 | \$ 69,907.4 | 3.9 |
| 6,391.6 | 6,051.2 | [340.4] | [5.6] | 6,132.9 | 4.2 | Operating Expense | | 71,683.7 | 70,806.0 | [877.7_] | [1.2] | 68,282.9 | 5.0 |
| \$ (345.1) | \$ (38.2) | [\$ - 306.9] | NM | \$ (317.0) | NM | Income/(Loss) From Operations | \$ | 966.8 | \$ 1,348.8 | [\$ - 382.0] | NM | \$ 1,624.5 | NM |
| 15.6 | 17.4 | [-1.8] | [-10.3] | 8.2 | 90.2 | Investment Income | | 167.0 | 185.2 | [-18.2] | [- 9.8] | 85.5 | 95.3 |
| 0.6 | 0.1 | [0.5] | NM | - | NM | Interest Expense | | 2.0 | 2.3 | - 0.3 | - 13.0 | 1.6 | 25.0 |
| 19.3 | 21.3 | - 2.0 | - 9.4 | 20.8 | <u>- 7.2</u> | Interest on Deferred Retirement Obligations | _ | 231.3 | 261.1 | - 29.8 | - 11.4 | 263.0 | <u>- 12.1</u> |
| \$ (349.4) | \$ (42.2) | [\$ - 307.2] | NM | \$ (329.6) | NM | Net Income Before Escrow Allocation * | \$ | 900.5 | \$ 1,270.6 | [\$ - 370.1] | NM | \$ 1,445.4 | NM |
| 208.0 | | | | | | Escrow Allocation * | | 2,958.0 | | | | | |
| \$ (557.4) | | | | | | Net Gain/(Deficiency) After Escrow Allocation * | \$ | (2,057.5) | | | | | |

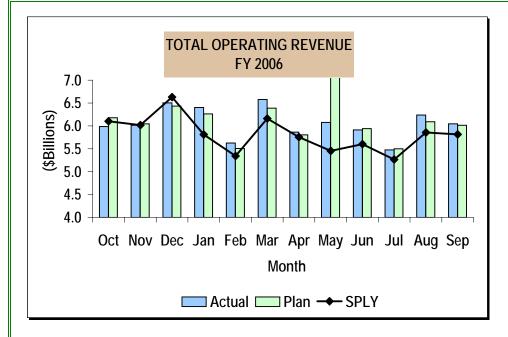
[]=Unfavorable variance to budget

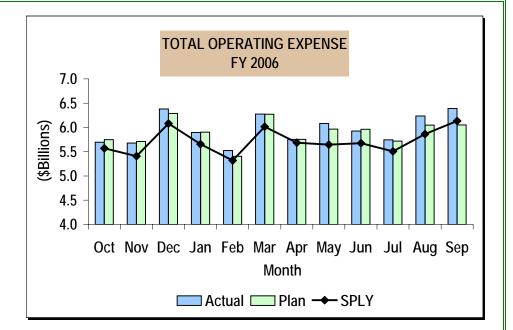
^{*} See footnote on page 1.

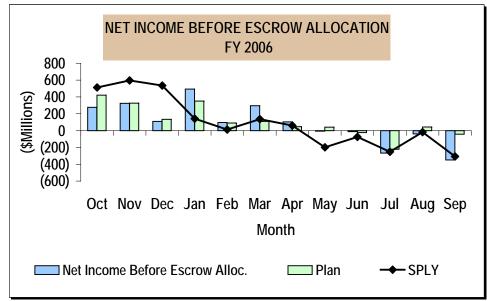
| | MAIL VOLUME - MAIL REVENUE (Data in Thousands) | |
|---|---|---|
| | CURRENT PERIOD | YEAR-TO-DATE |
| CATEGORY | Quarter 4 Quarter 4 FY 2006 FY 2005 % SPLY | September 30, September 30, 2006 2005 % SPLY |
| FIRST-CLASS VOLUME REVENUE REV/PC. | 23,168,293 23,343,686 - 0.8 \$ 8,880,190 \$ 8,565,358 3.7 \$ 0.3833 \$ 0.3669 4.5 | 97,617,451 98,070,956 - 0.5 \$ 37,038,834 \$ 36,061,780 2.7 \$ 0.3794 \$ 0.3677 3.2 |
| PRIORITY-MAIL VOLUME REVENUE REV/PC. | 212,862 211,396 0.7 \$ 1,166,386 \$ 1,091,865 6.8 \$ 5.4795 \$ 5.1650 6.1 | 924,219 887,477 4.1 \$ 5,042,475 \$ 4,633,607 8.8 \$ 5.4559 \$ 5.2211 4.5 |
| EXPRESS MAIL VOLUME REVENUE REV/PC. | 13,337 13,796 - 3.3 \$ 220,628 \$ 215,237 2.5 \$ 16.5426 \$ 15.6014 6.0 | 55,950 55,475 0.9 \$ 918,122 \$ 872,282 5.3 \$ 16.4097 \$ 15.7239 4.4 |
| PERIODICALS VOLUME REVENUE REV/PC. | 2,159,254 2,156,027 0.1 \$ 541,151 \$ 516,029 4.9 \$ 0.2506 \$ 0.2393 4.7 | 9,022,562 9,070,003 - 0.5 \$ 2,215,162 \$ 2,160,763 2.5 \$ 0.2455 \$ 0.2382 3.1 |
| Standard Mail Volume Revenue Rev/PC. | 25,599,491 25,538,424 0.2 \$ 5,011,010 \$ 4,778,686 4.9 \$ 0.1957 \$ 0.1871 4.6 | 102,459,559 100,942,091 1.5 \$ 19,876,798 \$ 18,953,471 4.9 \$ 0.1940 \$ 0.1878 3.3 |
| PACKAGE SERVICES VOLUME REVENUE REV/PC. | 294,556 297,193 - 0.9 \$ 541,198 \$ 512,140 5.7 \$ 1.8373 \$ 1.7233 6.6 | 1,174,554 1,165,534 0.8 \$ 2,258,966 \$ 2,201,085 2.6 \$ 1.9233 \$ 1.8885 1.8 |
| INTERNATIONAL VOLUME REVENUE REV/PC. | 181,301 195,712 - 7.4 \$ 375,946 \$ 411,349 - 8.6 \$ 2.0736 \$ 2.1018 - 1.3 | 792,928 851,631 - 6.9 \$ 1,793,687 \$ 1,764,913 1.6 \$ 2.2621 \$ 2.0724 9.2 |
| ALL OTHER VOLUME | 216,663 160,278 35.2 | 1,090,480 697,648 56.3 |
| ALL MAIL VOLUME REVENUE REVIPC. | 51,845,757 51,916,512 - 0.1 \$ 16,736,508 \$ 16,090,663 4.0 \$ 0.3228 \$ 0.3099 4.2 | 213,137,703 211,740,815 0.7 \$ 69,144,044 \$ 66,647,901 3.7 \$ 0.3244 \$ 0.3148 3.1 |

NOTE: Totals may not sum due to rounding.

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 September 2006 - FY 2006 (\$ Millions)

| | C | Curre | nt Period | | | | | Yea | r-to-Date | |
|-----------|---------|-----------|-----------|---------|---|-----------|----------|-----------|-----------|--------|
| | Actual | | SPLY | % SPLY | | | Actual | | SPLY | % SPLY |
| \$ | 1,946.8 | \$ | 1,963.6 | - 0.9 | Operating Revenue: Metered Postage | \$ | 24,801.0 | \$ | 24,490.0 | 1.3 |
| | 847.3 | | 849.8 | - 0.3 | Stamps and Stamped Paper | | 11,001.9 | | 11,044.6 | - 0.4 |
| | 1,692.6 | | 1,622.2 | 4.3 | Permit Imprint | | 18,842.1 | | 17,842.6 | 5.6 |
| | 193.0 | | 169.4 | 13.9 | Periodicals & Standard | | 2,195.5 | | 2,141.7 | 2.5 |
| | 76.9 | | 72.7 | 5.8 | Official Mail | | 846.6 | | 817.0 | 3.6 |
| | 956.7 | | 854.5 | 12.0 | Presort First-Class & Package Svc./Permit Imprint | | 11,609.8 | | 10,378.3 | 11.9 |
| | 71.4 | | 69.3 | 3.0 | Box Rents | | 813.7 | | 791.5 | 2.8 |
| | - | | 17.2 | - 100.0 | Money Order Fees | | 193.3 | | 208.2 | - 7.2 |
| | 227.9 | | 182.5 | 24.9 | Other | | 2,162.5 | | 2,039.4 | 6.0 |
| \$ | 6,012.6 | \$ | 5,801.2 | 3.6 | Subtotal | \$ | 72,466.4 | \$ | 69,753.3 | 3.9 |
| | 33.9 | | 14.7 | 130.6 | Government Appropriations | | 184.1 | | 154.1 | 19.5 |
| \$ | 6,046.5 | \$ | 5,815.9 | 4.0 | Total Operating Revenue | \$ | 72,650.5 | \$ | 69,907.4 | 3.9 |
| | 15.6 | | 8.2 | 90.2 | Investment Income | | 167.0 | | 85.5 | 95.3 |
| <u>\$</u> | 6,062.1 | <u>\$</u> | 5,824.1 | 4.1 | Total Revenue | <u>\$</u> | 72,817.5 | <u>\$</u> | 69,992.9 | 4.0 |

REVENUE BY CATEGORY September 2006 - FY 2006 (\$ Millions)

| | (| Curre | nt Period | | | | Year-to-Date | | | | | |
|-----------|---------------------------|-----------|---------------------------|---|---------------------------|--|--------------|-----------------------------|-----------|-----------------------------|-----|--------------------|
| | Actual | | Budget | % | Budget | | | Actual | | Budget | % l | Budget |
| \$ | 2,899.5 | \$ | 2,813.9 | | 3.0 | Commercial Revenue Permit Revenue | \$ | 33,346.7 | \$ | 32,503.2 | | 2.6 |
| \$ | 1,640.1 4,539.6 | \$ | 1,749.8 4,563.7 | [| - 6.3] - 0.5] | Other Commercial Accounts Revenue Total Commercial Revenue | \$ | 20,697.1 54,043.8 | \$ | 21,648.3 54,151.5 | [| - 4.4] - 0.2] |
| | 981.7 | | 1,071.5 | [| - 8.4] | Retail Revenue Retail Postage Revenue | | 13,002.4 | | 13,258.3 |] | - 1.9] |
| | 91.7 | | 100.8 | [| - 9.0] | Retail Services Revenue | | 1,248.0 | | 1,237.3 | | 0.9 |
| | 16.0 | | 17.6 | [| - 9.1] | Retail Products Revenue | | 204.4 | | 192.0 | | 6.5 |
| | 280.2 | | 215.2 | | 30.2 | Other Retail Channels Revenue | | 3,356.1 | | 2,657.1 | | 26.3 |
| \$ | 1,369.6 | \$ | 1,405.1 | [| - 2.5] | Total Retail Revenue | \$ | 17,810.9 | \$ | 17,344.7 | | 2.7 |
| \$ | 5,909.2 | \$ | 5,968.8 | [| - 1.0] | Total Commercial & Retail Revenue | \$ | 71,854.7 | \$ | 71,496.2 | | 0.5 |
| | 103.4 | | 32.3 | | NM | Other Income | | 611.7 | | 507.3 | | 20.6 |
| | 33.9 | | 11.9 | | 184.9 | Government Appropriations | _ | 184.1 | | 151.3 | | 21.7 |
| \$ | 6,046.5 | \$ | 6,013.0 | | 0.6 | Total Operating Revenue | \$ | 72,650.5 | \$ | 72,154.8 | | 0.7 |
| | 15.6 | | 17.4 | [| - 10.3] | Investment Income | | 167.0 | | 185.2 | [| - 9.8] |
| <u>\$</u> | 6,062.1 | <u>\$</u> | 6,030.4 | | 0.5 | Total Revenue | <u>\$</u> | 72,817.5 | <u>\$</u> | 72,340.0 | | 0.7 |

^{[]=}Unfavorable variance to budget

EXPENSE ANALYSIS September 2006 - FY 2006 (\$ Millions)

| | | | Current P | eriod | | |] | | | | Year-to-D | ate | | | |
|-----------|---|-------------------|------------|---------|-------------------|------------------------------|--|--------------------|--------------------|-----|----------------|--------|-----------|-----------------|--------|
| | Var. to Actual Budget Budget % Budget SPLY % SPLY | | | | Actual | Var. to ual Budget Budget | | | % Budget | | SPLY | % SPLY | | | |
| \$ | 4,716.9 | \$ 4,791.9 | \$ - 75.0 | - 1.6 | \$ 4,597.1 | 2.6 | Personnel Compensation | \$ 56,141.6 | \$ 55,692.2 | [\$ | 449.4] | [0.8] | \$ | 53,931.5 | 4.1 |
| | | | | | | | Non-Personnel Expense: | | | | | | | | |
| | 588.4 | 348.7 | [239.7] | [68.7] | 486.7 | 20.9 | Transportation | 6,044.7 | 5,772.7 | [| 272.0] | [4.7] | | 5,436.8 | 11.2 |
| | 366.5 | 310.8 | [55.7] | [17.9] | 391.0 | - 6.3 | Supplies & Services | 2,640.5 | 2,569.0 | [| 71.5] | [2.8] | | 2,416.0 | 9.3 |
| | 719.8 | 599.8 | [120.0] | [20.0] | 658.1 | 9.4 | Other | 6,856.9 | 6,772.1 | | 84.8] | [1.3] | | 6,498.6 | 5.5 |
| \$ | 1,674.7 | <u>\$ 1,259.3</u> | [\$ 415.4] | [33.0] | <u>\$ 1,535.8</u> | 9.0 | Subtotal | <u>\$ 15,542.1</u> | <u>\$ 15,113.8</u> | [\$ | 428.3] | [2.8] | <u>\$</u> | 14,351.4 | 8.3 |
| \$ | 6,391.6 | \$ 6,051.2 | [\$ 340.4] | [5.6] | \$ 6,132.9 | 4.2 | Total Operating Expense | \$ 71,683.7 | \$ 70,806.0 | [\$ | 877.7] | [1.2] | \$ | 68,282.9 | 5.0 |
| | 0.6 | 0.1 | [0.5] | NM | - | NM | Interest Expense | 2.0 | 2.3 | | - 0.3 | - 13.0 | | 1.6 | 25.0 |
| _ | 19.3 | 21.3 | - 2.0 | - 9.4 | 20.8 | - 7.2 | Interest on Deferred Retirement Obligations | 231.3 | 261.1 | _ | - 29.8 | - 11.4 | | 263.0 | - 12.1 |
| <u>\$</u> | <u>6,411.5</u> | \$ 6,072.6 | [\$ 338.9] | [5.6] | <u>\$ 6,153.7</u> | 4.2 | Total Expense | <u>\$ 71,917.0</u> | <u>\$ 71,069.4</u> | [\$ | <u>847.6]</u> | 1.2 | \$ | <u>68,547.5</u> | 4.9 |

^{[]=}Unfavorable variance to budget

ANALYSIS OF OPERATING EXPENSES Personnel Compensation September 2006 - FY 2006 (\$ Millions)

| | Current Period | | | | | | | | | Year-to-Date | | | | | | | | | |
|-----------|----------------|---------|-----|----------|----------|----|---------|--------|------------------------------|--------------|----------|----|----------|-----|---------------|-----|--------|----------------|--------|
| | | | | /ar. to | | | | | | | | | | | Var. to | | | | |
| Actual | | Budget | В | Budget % | 6 Budget | | SPLY | % SPLY | <u>Total Compensation</u> | | Actual | | Budget | | Budget | % I | Budget | SPLY | % SPLY |
| | | | | | | | | | Operations: | | | | | | | | | | |
| \$ 37. | | 36.5 | [\$ | 1.2] [| 3.3] | \$ | 37.3 | 1.1 | -Support | \$ | 454.7 | \$ | 434.5 | [\$ | 20.2] | ļ | 4.7] | \$ 425.3 | 6.9 |
| 953. | | 1,012.3 | | - 58.4 | - 5.8 | | 958.7 | - 0.5 | -Mail Processing | | 11,770.5 | | 11,560.9 | l | 209.6] | l | 1.8] | 11,518.5 | 2.2 |
| 473. | | 476.5 | | - 3.2 | - 0.7 | | 439.5 | 7.7 | -Rural Delivery | | 5,525.2 | | 5,530.1 | | - 4.9 | | - 0.1 | 5,139.8 | 7.5 |
| 1,453. | | 1,484.2 | | - 30.7 | - 2.1 | | 1,421.4 | 2.3 | -City Delivery | | 17,360.5 | | 17,225.9 | Į | 134.6] | Į | 0.8] | 16,807.5 | 3.3 |
| 105.: | | 101.5 | l | 3.7] [| 3.7] | | 101.3 | 3.8 | -Vehicles Services | | 1,253.8 | | 1,235.3 | Į | 18.5] | l | 1.5] | 1,200.2 | 4.5 |
| 268. | | 269.5 | | - 1.4 | - 0.5 | | 255.3 | 5.0 | -Plant & Equip Maint | | 3,164.2 | | 3,217.3 | | - 53.1 | | - 1.7 | 3,021.8 | 4.7 |
| 692. | | 718.7 | | - 26.0 | - 3.6 | | 680.5 | 1.8 | -Customer Services | | 8,373.7 | | 8,248.0 | [| 125.7] | [| 1.5] | 8,086.3 | 3.6 |
| 18. | | 20.2 | | - 1.7 | - 8.6 | | 18.2 | 1.5 | Finance | | 219.8 | | 246.8 | | - 27.1 | | - 11.0 | 211.6 | 3.8 |
| 28. | | 30.7 | | - 1.8 | - 5.8 | | 32.5 | - 10.8 | Human Resources | | 359.8 | | 371.8 | | - 12.0 | | - 3.2 | 383.2 | - 6.1 |
| 44.8 | | 45.6 | | - 0.8 | - 1.8 | | 44.6 | 0.3 | Customer Service & Sales | | 537.4 | | 546.1 | | - 8.7 | | - 1.6 | 517.3 | 3.9 |
| 212. | | 217.7 | | - 5.0 | - 2.3 | | 215.3 | - 1.2 | Administration - Field | | 2,603.8 | | 2,621.6 | | - 17.8 | | - 0.7 | 2,533.5 | 2.8 |
| 104.0 | <u> </u> | 106.9 | | - 2.9 | - 2.7 | | 113.1 | - 8.1 | Other Salaries & Benefits | | 1,276.6 | _ | 1,278.1 | _ | - 1. <u>5</u> | | - 0.1 | 1,449.7 | - 11.9 |
| \$ 4,393. | l \$ | 4,520.3 | \$ | - 127.2 | - 2.8 | \$ | 4,317.7 | 1.7 | Total Salaries & Benefits | \$ | 52,899.9 | \$ | 52,516.5 | [\$ | 383.4] | [| 0.7] | \$ 51,294.8 | 3.1 |
| 123. | 3 | 99.7 | [| 24.1] [| 24.2] | | 69.8 | 77.4 | Workers' Compensation | | 1,278.7 | | 1,196.7 | [| 82.0] | [| 6.9] | 838.3 | 52.5 |
| 9.8 | } | 6.4 | [| 3.3] [| 51.7] | | 4.3 | 129.4 | Unemployment Compensation | | 81.6 | | 64.9 | [| 16.7] | [| 25.7] | 41.5 | 96.8 |
| 2.: | 2 | 2.5 | | - 0.3 | - 11.9 | | 3.3 | - 34.2 | Deferred Retirement Cost | | 25.7 | | 28.9 | | - 3.1 | | - 10.8 | 27.0 | - 4.7 |
| 145. | 7 | 148.5 | | - 2.8 | - 1.9 | | 132.7 | 9.8 | Annuitant Health Benefits | | 1,663.1 | | 1,707.5 | | - 44.4 | | - 2.6 | 1,516.0 | 9.7 |
| 42. | <u> </u> | 14.5 | | 27.9] [| 192.2] | _ | 69.4 | - 38.9 | Other Compensation | | 192.6 | _ | 177.7 | [_ | 14.9] | [| 8.4] | 214.0 | - 10.0 |
| \$ 4,716. |) \$ | 4,791.9 | \$ | - 75.0 | - 1.6 | \$ | 4,597.1 | 2.6 | Total Personnel Compensation | \$ | 56,141.6 | \$ | 55,692.2 | [\$ | 449.4] | [| 0.8] | \$ 53,931.5 | 4.1 |

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

ANALYSIS OF NON-PERSONNEL EXPENSES September 2006 - FY 2006 (\$ Millions)

| | Current Period | | | | | |] | Year-to-Date | | | | | | |
|--------|----------------|------------|-------------------|----------|------------|--------|-------------------------------------|--------------|-------------|-----|------------------|----------|-------------|--------|
| Actu | ual | Budget | Var. to Budget | % Budget | SPLY | % SPLY | <u>Description</u> | Actual | Budget | | /ar. to udget | % Budget | SPLY | % SPLY |
| \$ 5 | 588.4 | \$ 348.7 | [\$ 239.7] | [68.7] | \$ 486.7 | 20.9 | - Transportation | \$ 6,044.7 | \$ 5,772.7 | [\$ | 272.0] | [4.7] | \$ 5,436.8 | 11.2 |
| | 366.5 | 310.8 | [55.7] | [17.9] | 391.0 | - 6.3 | Supplies & Services | 2,640.5 | 2,569.0 | [| 71.5] | [2.8] | 2,416.0 | 9.3 |
| 2 | 210.2 | 180.0 | [30.2] | [16.8] | 172.8 | 21.6 | Depreciation | 2,167.3 | 2,184.8 | | - 17.5 | - 0.8 | 2,105.1 | 3.0 |
| 1 | 110.8 | 89.9 | [20.9] | [23.2] | 83.9 | 32.1 | Rent | 1,050.1 | 1,033.1 | [| 17.0] | [1.6] | 1,005.0 | 4.5 |
| | 61.6 | 60.9 | [0.6] | [1.0] | 62.1 | - 0.9 | Utilities & Heating Fuel | 671.0 | 614.4 | [| 56.6] | [9.2] | 584.6 | 14.8 |
| | 60.2 | 54.2 | [6.0] | [11.1] | 54.2 | 11.1 | Rural Carrier Equip Maint Allowance | 485.0 | 479.7 | [| 5.3] | [1.1] | 449.3 | 7.9 |
| | 64.7 | 63.0 | [1.7] | [2.7] | 54.5 | 18.8 | Vehicle Maintenance Services | 709.4 | 671.8 | [| 37.6] | [5.6] | 586.2 | 21.0 |
| | 66.5 | 36.2 | [30.3] | [83.5] | 68.8 | - 3.4 | Information Technology | 395.1 | 492.7 | | - 97.6 | - 19.8 | 398.4 | - 0.8 |
| | 46.9 | - 9.0 | [55.9] | NM | 42.1 | 11.5 | Building Projects Expensed | 264.6 | 209.2 | [| 55.4] | [26.5] | 263.4 | 0.5 |
| | 7.8 | 8.9 | - 1.1 | - 12.2 | 7.5 | 4.6 | Contract Job Cleaners | 97.4 | 93.4 | [| 4.0] | [4.2] | 90.0 | 8.2 |
| | 24.5 | 21.6 | [2.9] | [13.6] | 25.3 | - 3.2 | Travel & Relocation | 251.7 | 216.5 | [| 35.2] | [16.2] | 190.5 | 32.2 |
| | 22.0 | 26.7 | - 4.7 | - 17.7 | 45.3 | - 51.5 | Communications | 254.0 | 219.8 | [| 34.1] | [15.5] | 253.5 | 0.2 |
| | 6.2 | 6.7 | - 0.4 | - 6.6 | 5.9 | 5.3 | Contract Stations | 73.9 | 79.4 | | - 5.5 | - 6.9 | 73.8 | 0.2 |
| | 2.8 | 3.0 | - 0.3 | - 8.5 | 3.0 | - 9.0 | Printing | 23.1 | 27.8 | | - 4.6 | - 16.6 | 24.1 | - 3.8 |
| | 3.7 | 6.8 | - 3.1 | - 45.2 | 6.9 | - 46.2 | Training | 49.9 | 70.7 | | - 20.8 | - 29.4 | 57.5 | - 13.3 |
| | 2.2 | 2.9 | - 0.7 | - 24.4 | 2.6 | - 15.6 | Carfare & Tolls | 28.1 | 32.2 | | - 4.2 | - 13.0 | 30.0 | - 6.6 |
| | 0.7 | 1.4 | - 0.6 | - 46.4 | - 0.3 | NM | Vehicle Hire | 15.2 | 15.3 | | - 0.1 | - 0.6 | 13.4 | 13.4 |
| | 3.8 | 4.6 | - 0.8 | - 17.3 | 5.6 | - 31.9 | Accident Costs | 52.0 | 47.9 | [| 4.2] | [8.8] | 51.1 | 1.9 |
| | 25.1 | 41.9 | - 16.8 | - 40.1 | 18.0 | 39.2 | Miscellaneous | 268.9 | 283.2 | | - 14.3 | - 5.1 | 322.6 | - 16.6 |
| \$ 1,6 | 674.7 | \$ 1,259.3 | [415.4] | [33.0] | \$ 1,535.8 | 9.0 | Total Non-Personnel Expenses | \$ 15,542.1 | \$ 15,113.8 | [\$ | 428.3] | [2.8] | \$ 14,351.4 | 8.3 |

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

STATEMENT OF FINANCIAL POSITION September 2006 - FY 2006 (\$ Millions)

| (\$ Willions) | | | | |
|---|----|----------|----|-----------|
| | | mber 30, | | ember 30, |
| Assets | 20 | 006* | 2 | 2005* |
| Current Assets: | | | | |
| Cash and cash equivalents _1/ | \$ | 997 | \$ | 725 |
| Receivables: | | | | |
| Foreign countries | | 527 | | 590 |
| U.S. Government | | 150 | | 280 |
| Other | | 210 | | 188 |
| Receivables before allowances | | 887 | | 1,058 |
| Less allowances | | 48 | | 50 |
| Total receivables, net | | 839 | | 1,008 |
| Supplies, advances and prepayments | | 205_ | | 200 |
| Total Current Assets | | 2,041 | | 1,933 |
| Cash - Restricted | | 2,958 | | |
| Appropriations Receivable - Revenue Forgone | | 394 | | 376 |
| Property and Equipment, at Cost: | | | | |
| Buildings | | 21,083 | | 20,480 |
| Equipment | | 19,729 | | 18,664 |
| Land | | 2,887 | | 2,878 |
| Leasehold improvements | | 1,232 | | 1,172 |
| | | 44,931 | | 43,194 |
| Less allowances for depreciation and amortization | | 23,951 | | 22,400 |
| | | 20,980 | | 20,794 |
| Construction in progress | | 2,115 | | 1,895 |
| Total property and equipment, net | | 23,095 | | 22,689 |
| Total Assets | \$ | 28,488_ | \$ | 24,998 |

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

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

^{*} Audited year-end data.

STATEMENT OF FINANCIAL POSITION September 2006 - FY 2006 (\$ Millions)

| 5) | | | | |
|----------|--------|--|--------------------|--|
| | | September 30, | | |
| 2 | 2006* | 2 | 2005* | |
| | | | | |
| \$ | 3,224 | \$ | 2,852 | |
| | | | | |
| | 1,481 | | 1,363 | |
| | 567 | | 688 | |
| | 111 | | 76 | |
| | 2,159 | | 2,127 | |
| | 1,647 | | 1,720 | |
| | 1,187 | | 1,200 | |
| | 885 | | 830 | |
| | 454 | | 477 | |
| | 2,100 | | | |
| | 11,656 | | 9,206 | |
| | | | | |
| | 6.869 | | 6,695 | |
| | | | 2,016 | |
| | | | 692 | |
| | | | 644 | |
| | 303 | | 369 | |
| | 10,556 | | 10,416 | |
| | 22,212 | | 19,622 | |
| | | | | |
| | 3.034 | | 3,034 | |
| | 3,242 | | 2,342 | |
| | 6,276 | | 5,376 | |
| <u> </u> | 28.488 | \$ | 24,998 | |
| | Septe | \$ 3,224 1,481 567 111 2,159 1,647 1,187 885 454 2,100 11,656 6,869 2,116 631 637 303 10,556 22,212 | \$ 3,224 \$ 1,481 | |

^{*} Audited year-end data.

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

STATEMENT OF CASH FLOWS

Fiscal Year 2006 through September 30, 2006 (\$ Millions)

| | September 30, 2006* | September 30, 2005** |
|---|------------------------|-------------------------|
| Cash flows from operating activities: | | |
| Net Income | \$ 900 | \$ 1,445 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Deppreciation and amortization | 2,149 | 2,089 |
| (Gain) loss on disposals of property and equipment, net | (40) | 5 |
| (Increase) in revenue forgone appropriations receivable | (18) | (15) |
| Increase (decrease) in workers' compensation liability | 342 | (58) |
| Increase in employees' accumulated leave | 100 | 10 |
| (Decrease) in non-current deferred appropriations revenue | (61) | (99) |
| (Decrease) in other non-current liabilities | (66) | (12) |
| Changes in current assets and liabilities: | | |
| Decrease in receivables, net | 169 | 16 |
| (Increase) decrease in supplies, advances and prepayments | (5) | 20 |
| Increase in compensation and benefits | 204 | 314 |
| (Decrease) in deferred revenue-prepaid postage | (13) | (56) |
| Increase (decrease) in payables and accrued expenses | 148 | (158) |
| (Decrease) increase in customers' deposit accounts | (73) | 114 |
| Increase (decrease) in outstanding postal money orders | 55 | 63 |
| (Decrease) increase in prepaid box rent & other deferred revenue | (23) | 52 |
| Net cash provided by operating activities | 3,768 | 3,730 |
| Cash flows from investing activities: | | |
| Increase in restricted cash | (2,958) | - |
| Purchase of property and equipment | (2,630) | (2,317) |
| Proceeds from sale of property and equipment | 114 | 31 |
| Net cash used in investing activities | (5,474) | (2,286) |
| Cash flows from financing activities: | | |
| Issuance of debt | 2,100 | - |
| Payments on debt | - | (1,800) |
| Payments on capital lease obligations | (37) | 16 |
| U.S. government appropriations - received | - | 503 |
| U.S. government appropriations - expended | (85) | (45) |
| Net cash provided by (used in) financing activities | 1,978 | (1,326) |
| Net increase (decrease) in cash and cash equivalents | 272 | 118 |
| Cash and cash equivalents at beginning of year | 725 | 607 |
| Cash and cash equivalents at end of period | \$ 997 | \$ 725 |

^{*} Audited year-end data.

**Certain reclassifications have been made to previously reported Cash Flow amounts.

See accompanying Analysis to the Financial and Operating Statements beginning on page 16.

CAPITAL INVESTMENTS September 2006 - FY 2006 (\$ Millions)

| | | COMMITMENTS | | | | | CASH OUTLAYS | | | | | | |
|------------------------------------|----|--------------|----|---------|----|--------------|--------------|---------|----|---------|----|---------|--|
| | | Year-to-Date | | | | Year-to-Date | | | | | | | |
| MAJOR CATEGORIES | Α | ACTUAL | | PLAN | | SPLY | | ACTUAL | | PLAN | | SPLY | |
| | | | | | | | | | | | | | |
| CONSTRUCTION AND BUILDING PURCHASE | \$ | 282.6 | \$ | 341.3 | \$ | 193.3 | \$ | 189.9 | \$ | 201.8 | \$ | 229.8 | |
| BUILDING IMPROVEMENTS | | 667.1 | | 649.4 | | 515.2 | | 546.6 | | 475.3 | | 448.3 | |
| MAIL PROCESSING EQUIPMENT | | 646.0 | | 1,616.6 | | 1,174.9 | | 1,227.7 | | 986.8 | | 734.9 | |
| VEHICLES | | 17.7 | | 21.0 | | 240.6 | | 202.7 | | 102.1 | | 157.9 | |
| RETAIL EQUIPMENT | [| - 0.3] | | 0.4 | | 1.2 | | 0.5 | | 34.8 | | 57.7 | |
| POSTAL SUPPORT EQUIPMENT | | 309.3 | | 263.0 | | 795.5 | | 419.6 | | 448.0 | | 619.5 | |
| | | | | | | | | | | | | | |
| TOTAL COMMITMENTS/CASH OUTLAYS | \$ | 1,922.3 | \$ | 2,891.7 | \$ | 2,920.7 | \$ | 2,587.1 | \$ | 2,248.9 | \$ | 2,248.0 | |

Note: Totals may not sum due to rounding.

RESOURCES ON ORDER (\$ Millions)

| MAJOR CATEGORIES | September 30, 2006 | September 30, 2005 | | |
|---|---|--|--|--|
| CONSTRUCTION AND BUILDING PURCHASE BUILDING IMPROVEMENTS MAIL PROCESSING EQUIPMENT VEHICLES RETAIL EQUIPMENT POSTAL SUPPORT EQUIPMENT | \$ 229.4 518.5 1,433.6 17.7 37.6 475.6 | \$ 149.0 419.5 2,017.9 202.7 38.5 579.8 | | |
| TOTAL RESOURCES ON ORDER | \$ 2,712.4 | \$ 3,407.4 | | |

WORKHOURS & OVERTIME/SICK LEAVE RATIOS September 2006 - FY 2006 (Data in Thousands)

| Current Period | | | | | | Year-to-Date | | | | | | | | |
|----------------|---|---------|-----|--------|---------|--------------|--------------------------|-----------|---|---------|---|----------|-----------|--------|
| Var. to | | | | | | Var. to | | | | | | | | |
| Actual | | Budget | % E | Budget | SPLY * | % SPLY | Total Workhours | Actual | | Budget | | % Budget | SPLY * | % SPLY |
| | | | | | | | Operations: | | | | | | | _ |
| 802 | [| 23] | [| 2.9] | 822 | - 2.5 | -Support | 9,882 | [| 430] | [| 4.6] | 9,606 | 2.9 |
| 26,640 | | - 1,032 | | - 3.7 | 27,299 | - 2.4 | -Mail Processing | 332,269 | [| 9,098] | [| 2.8] | 336,210 | - 1.2 |
| 15,762 | [| 68] | [| 0.4] | 15,068 | 4.6 | -Rural Delivery | 186,164 | [| 1,052] | [| 0.6] | 179,549 | 3.7 |
| 38,550 | | - 914 | | - 2.3 | 38,566 | - 0.0 | -City Delivery | 468,917 | [| 2,803] | [| 0.6] | 471,071 | - 0.5 |
| 2,610 | [| 52] | [| 2.0] | 2,614 | - 0.2 | -Vehicles Services | 32,116 | [| 263] | [| 0.8] | 31,880 | 0.7 |
| 6,664 | | - 205 | | - 3.0 | 6,632 | 0.5 | -Plant & Equip Maint | 81,366 | | - 2,153 | | - 2.6 | 80,867 | 0.6 |
| 18,630 | | - 868 | | - 4.5 | 19,108 | - 2.5 | -Customer Services | 232,973 | [| 3,216] | [| 1.4] | 233,953 | - 0.4 |
| 406 | | - 59 | | - 12.8 | 418 | - 2.8 | Finance | 4,945 | | - 651 | | - 11.6 | 4,981 | - 0.7 |
| 641 | | - 32 | | - 4.8 | 759 | - 15.6 | Human Resources | 8,066 | | - 261 | | - 3.1 | 8,989 | - 10.3 |
| 1,089 | | - 33 | | - 3.0 | 1,138 | - 4.4 | Customer Service & Sales | 13,565 | | - 307 | | - 2.2 | 13,559 | 0.0 |
| 5,324 | | - 176 | | - 3.2 | 5,648 | - 5.7 | Administration | 66,934 | | - 268 | | - 0.4 | 67,865 | - 1.4 |
| 1,759 | _ | - 55 | | - 3.0 | 2,088 | - 15.8 | Other | 21,533 | _ | - 163 | | - 0.8 | 24,722 | - 12.9 |
| 118,878 | | - 3,231 | | - 2.6 | 120,161 | - 1.1 | Total Workhours | 1,458,729 | [| 13,059] | [| 0.9] | 1,463,253 | - 0.3 |

| | | | Overtime | | | |
|--------|------------|----------|-------------------------------------|--------|--------|-------|
| Actual | ual Budget | | | Actual | Budget | SPLY |
| 11.1% | 8.1% | 10.5% | Overtime Ratio Per 100 Workhours | 11.0% | 8.5% | 10.5% |
| | | | Sick Leave | | | |
| Actual | | SPLY | | Actual | | SPLY |
| | | <u>.</u> | Sick Leave Ratio | | | |

^{[]=}Unfavorable variance to budget

Note: Totals may not sum due to rounding.

4.0%

See accompanying Analysis to the Financial and Operating Statements beginning on page 16.

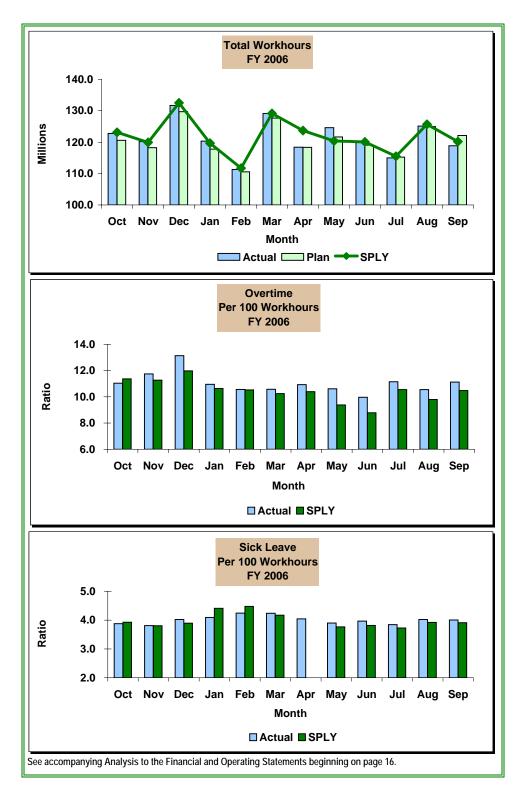
3.9%

Per 100 Workhours

4.0%

4.0%

^{*}SPLY data may differ from previous reports due to subsequent adjustments.



September 2006 - FY 2006

Information: For the month, there were the same number of delivery days and a half business day less when compared to same period last year (SPLY). Year-to-date (YTD), there are an equal number of delivery days and one and a half business days less compared to last year.

Analysis of the Financial and Operating Statements

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

For September, Total Revenue was \$32 million or 0.5% above plan, and \$238 million or 4.1% above SPLY. Commercial Revenue was below plan by \$24 million or 0.5% and Retail Revenue was below plan by \$36 million or 2.5%. In September, Total Commercial Revenue and Retail Revenue, combined, were \$177 million more than SPLY. Most of the increase in revenue to SPLY for September was reflected in Presort First Class and Package Services/Permit Imprint, Permit Imprint and Periodicals. Combined these revenue sources were \$196 million above SPLY.

Year-to-date, Total Revenue is \$478 million or 0.7% above plan with the largest contributor being Retail Revenue at \$466 million or 2.7% more than plan. Year-to-date, Total Revenue is \$2.8 billion above SPLY. Primary contributors to the increase over SPLY are Permit Revenue at \$2.3 billion more and Other Retail Channels Revenue at \$896 million, or 36.4% more than SPLY.

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

For September, Total Expenses were \$339 million above plan. Personnel costs were \$75 million below plan and non-personnel costs were above plan by \$415 million or 33.0%. Compared to SPLY, this month's Total Expenses increased by \$258 million or 4.2%. The non-personnel factors contributing to this increase over SPLY include Transportation, Depreciation and Rent costs. The personnel factors contributing to this month's increase over SPLY include Rural Delivery, City Delivery and Workers Compensation costs.

Year-to-date, Total Expenses were \$848 million or 1.2% above plan. Personnel costs are \$449 million or 0.8% above plan and non-personnel expenses are \$428 million or 2.8% above plan. The largest contributors to the non-personnel plan overrun are Transportation at \$272 million or 4.7% above plan, Supplies and Services at \$72 million or 2.8% above plan, Utilities & Heating Fuel at \$57 million or 9.2% above plan and Buildings Projects Expensed at \$55 million or 26.5% above plan. Year-to-date, Total Expenses were \$3.4 billion or 4.9% above SPLY.

<u>September 2006 - FY 2006</u>

Analysis of the Financial and Operating Statements (Continued)

Mail Volume and Revenue - Page 3

Total Mail Volume for Quarter 4, FY 2006 was 71 million pieces or 0.1% below same period last year (SPLY). Most of this quarter's decrease in mail volume below Quarter 4, FY 2005 levels occurred in First-Class Mail, 175 million pieces or 0.8% below.

Year-to-date, Total Mail Volume is 0.7% or 1.4 billion pieces over SPLY. The most significant mail volume increase over SPLY, year-to-date, is in Standard Mail, which increased 1.5 billion pieces or 1.5%. Year-to-date, First-Class Mail volume is 0.5% less than SPLY while still generating \$977 million or 2.7% more revenue than SPLY.

Capital Investments - Pages 1 and 13

The Fiscal Year 2006 Capital Commitments, year-to-date, through September 2006 are \$1.9 billion compared to a plan of \$2.9 billion. This represents a plan underrun of about \$969 million or 33.5%.

The Cash Outlays, year-to-date, are \$2.6 billion versus a plan of \$2.2 billion.

Workhours - Pages 1, 14 and 15

Total Workhours for September 2006 were 3.2 million hours or 2.6% below plan. This month's workhours usage was slightly below that of September 2005. Rural Delivery increased 0.7 million hours over SPLY.

Year-to-date, Total Workhours for September 2006 are 13.1 million hours or 0.9% above plan, and 4.5 million hours or 0.3% below SPLY. The most significant plan overruns lie in Mail Processing by 9.1 million hours, Delivery Services by 3.9 million hours, and Customer Services by 3.2 million hours. These overruns in workhours are a reflection of growth in volume above plan and continued growth in delivery points. Year-to-date, major contributors to the workhours decrease to SPLY are City Delivery and Mail Processing workhours. Combined workhours in these operations are 6.1 million hours below SPLY.