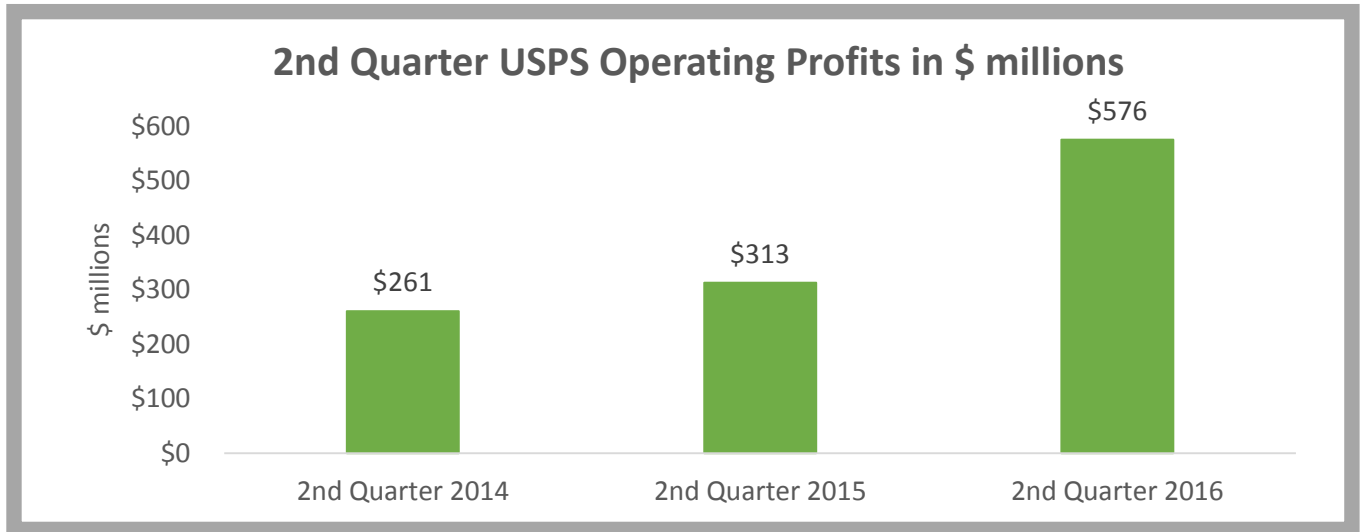


## FISCAL 2016 RESULTS – 2<sup>nd</sup> Quarter

**OPERATING PROFITS.** The Postal Service had another operating profit for the 2<sup>nd</sup> quarter of FY 2016 (Jan 2016-Mar 2016), continuing the trend of strong operating profits shown below.

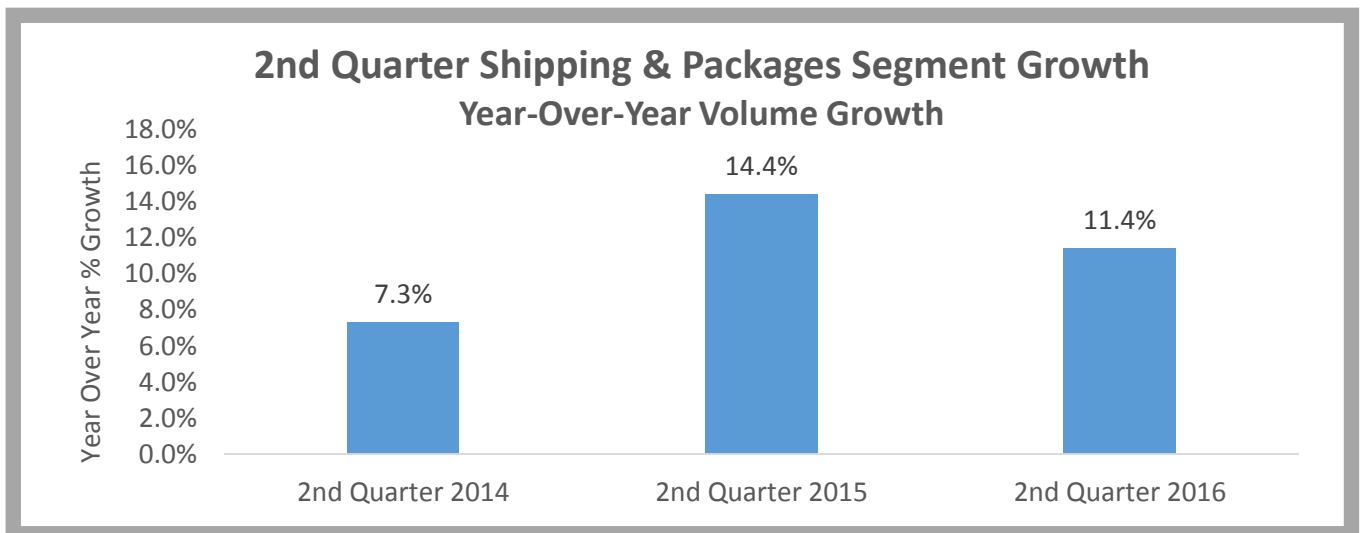


**SOURCE FOR USPS OPERATING PROFITS:**

2014 & 2015: 2Q 2015 Form 10-Q, pg. 19, table, “Controllable Income”, <http://about.usps.com/who-we-are/financials/financial-conditions-results-reports/fy2015-q2.pdf>

2016: 2Q 2016 Form 10-Q, pg. 16, table, “Controllable Income”, <http://about.usps.com/who-we-are/financials/financial-conditions-results-reports/fy2016-q2.pdf>

**E-COMMERCE.** Package volume continues to grow, driven by a surge in e-commerce. This growth has bolstered the operating results of the Postal Service.



**SOURCES FOR SHIPPING & PACKAGES VOLUME GROWTH:**

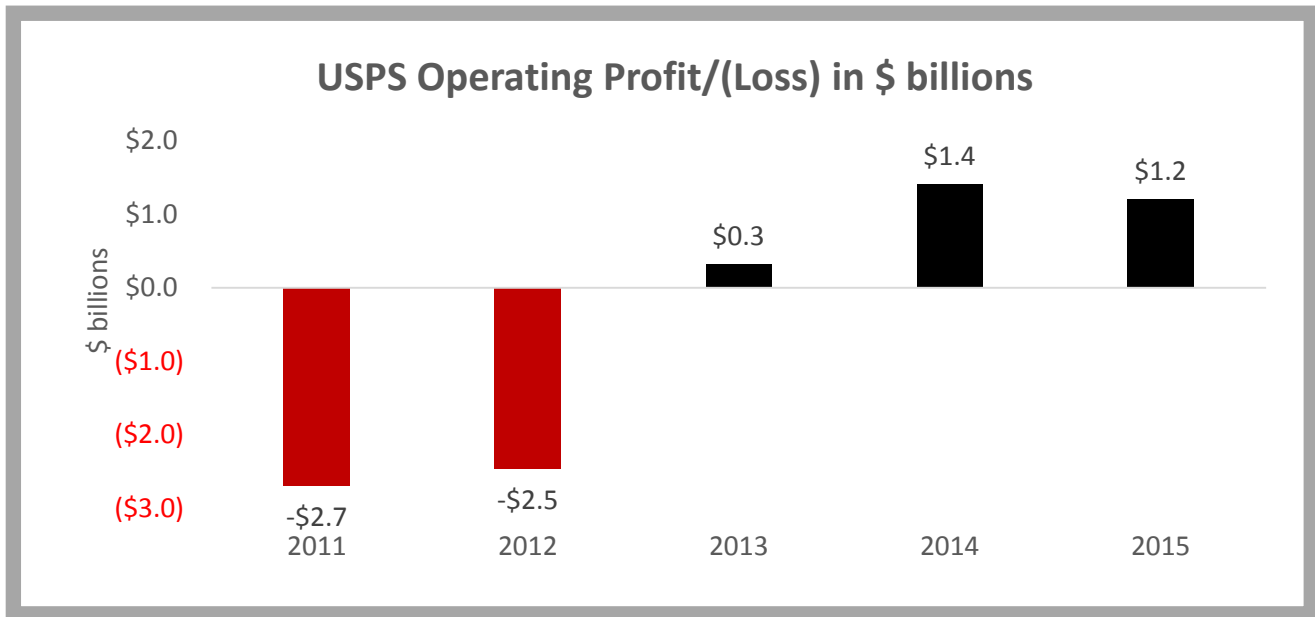
For fiscal year 2014, see 2Q 2014 Form 10-Q, pg. 20, table <http://about.usps.com/who-we-are/financials/financial-conditions-results-reports/fy2014-q2.pdf>

For fiscal year 2015, see 2Q 2015, pg. 20, table <http://about.usps.com/who-we-are/financials/financial-conditions-results-reports/fy2015-q2.pdf>

For fiscal year 2016, see 2Q 2016 press release, pg. 2, [http://about.usps.com/news/national-releases/2016/pr16\\_038.pdf](http://about.usps.com/news/national-releases/2016/pr16_038.pdf)

## ANNUAL RESULTS

**ANNUAL OPERATING PROFITS/(LOSSES).** Highlighted below are the Postal Service's operating profits/(losses) for the years 2011-2015. Figures are reflected in \$ billions.



**NOTE:**

Operating result for 2013 revenue includes \$1.316 billion of deferred revenue.

**SOURCE FOR USPS OPERATING PROFITS:**

2011 Operating Profit/(Loss), see table, pg. 21; <http://about.usps.com/who-we-are/financials/10k-reports/fy2013.pdf>

2012-2014 Operating Profit/(Loss), see table, pg. 14; <http://about.usps.com/who-we-are/financials/10k-reports/fy2014.pdf>

2015 Operating Profit/(Loss), see table, pg. 14; <http://about.usps.com/who-we-are/financials/10k-reports/fy2015.pdf>