

FY2016 CORPORATE INDICATORS - TARGETS & THRESHOLDS

REVISED 12/23/2015

FY2016 CORPORATE INDICATORS		FY2015 YE	CORPORATE WEIGHTS															
				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
1	Priority Mail Composite	89.56	15.0%	89.56	90.50	91.00	91.50	93.15	94.80	95.35	95.90	96.45	97.00	97.55	98.10	98.65	99.20	99.75
2	First-Class Composite	89.64	5.0%	89.64	90.50	91.00	92.00	94.00	96.00	96.25	96.50	96.75	97.00	97.25	97.50	97.75	98.00	98.25
3	Parcel Select	99.60	5.0%	99.20	99.30	99.40	99.50	99.55	99.60	99.65	99.70	99.75	99.80	99.85	99.90	99.92	99.94	99.96
4	Standard Composite	89.58	5.0%	89.00	89.50	89.75	90.00	90.50	91.00	91.50	92.00	92.50	93.50	94.50	95.50	96.50	97.50	98.50
5	Composite Scan Performance	96.81	10.0%	96.60	96.70	96.80	96.90	96.95	97.00	97.38	97.76	98.14	98.33	98.52	98.71	98.81	98.90	99.00
6	OSHA Illness & Injury Rate	6.55	15.0%	6.80	6.70	6.60	6.55	6.30	6.05	5.95	5.70	5.50	5.10	5.00	4.80	4.60	4.30	4.00
	** OSHA I&I Improvement	-1.95		0.00	0.25	0.50	0.75	1.00	3.00	5.00	7.00	9.00	11.00	13.00	15.00	17.00	19.00	20.00
7	Controllable Income (B)	1.19	20.0%	-0.60	-0.40	-0.20	0.00	0.05	0.10	0.40	0.60	0.80	1.00	1.20	1.40	1.60	1.80	2.00
8	Total Deliveries Per Hour % SPLY	41.5	10.0%	-0.6	-0.4	-0.2	0.0	0.8	1.2	1.6	1.8	2.0	2.1	2.2	2.3	2.4	2.5	2.6
	Deliveries Per Hour			41.2	41.3	41.4	41.5	41.8	42.0	42.1	42.2	42.3	42.3	42.4	42.4	42.5	42.5	42.6
9	Total Revenue FPR % Plan	-1.12	10.0%	-3.00	-2.50	-2.00	-1.50	-1.00	0.00	0.50	1.00	1.50	2.00	2.20	2.40	2.60	2.80	3.00
	Actual FPR Revenue Plan Chg (\$69.343B)			-2.080	-1.734	-1.387	-1.040	-0.693	0.000	0.347	0.693	1.040	1.387	1.526	1.664	1.803	1.942	2.080
10	Customer Insights Measurement	85.73	5.0%	85.70	85.80	85.90	86.00	86.35	86.70	87.45	88.20	88.95	90.00	91.00	92.00	93.00	94.00	95.00

** Preliminary Revised Improvement Target - pending Board approval

BENCHMARK