



Press release

Paris, 19 October 2017

Changes to letter and parcel mailing rates from 1 January 2018

La Poste will adjust its rates on 1 January 2018. This change responds to the accelerated drop in letter mail volumes, ensuring the viability of universal service and allowing the Group to continue to adapt to the uses and requirements of its customers, while offering a high quality service.

- Enhanced rate advantage for the *Lettre Verte* (non-priority letter)
- Creation of a tracking sticker available as an option for all letters mailed by individuals
- Greater discount for print-at-home stamps

Letter mail rates will increase by 4.7% on average

The price of the **Lettre Verte** (non-priority letter) will increase from **€0.73 to €0.80**, while the **priority stamp** will increase from **€0.85 to €0.95**. The *Lettre Verte* is both economic and eco-friendly. It has become the main solution for individuals sending ordinary mail (60% of letters). In order to take its customers' uses into account, La Poste has decided to enhance the *Lettre Verte*'s rate advantage, which will increase to €0.15 compared with the *Lettre Prioritaire* (priority letter), versus €0.12 currently.

In order to promote the use of the mail channel by companies, rates for business mail will increase by 1.8% and those for direct marketing by 1.5%.

From now on, customers can track the distribution of all mail

On 1 March 2018, La Poste will launch a "tracking" sticker that can be affixed to all letters sent by individuals. This new service, priced at €0.40, will enable customers to check the status of the routing and distribution of mail bearing the sticker. With this sticker, which can be applied to all individual letters, regardless of the level of service (priority, economy, etc.), La Poste is improving the modularity of its offer.

To make its customers' lives easier, La Poste sells **print-at-home stamps online**, accessible 24/7 (the MonTimbrenLigne service). Customers can now enjoy a **€0.03 discount** compared with the standard public rate, for red (priority) and green (non-priority) stamps alike.

Rates for domestic parcels sent by individuals will increase by 1.5%. The Colissimo France general public rate for parcels weighing less than 250g will be €4.95.

These adjustments form part of the multi-year framework agreement for rates, as decided by the French Electronic and Postal Communications Regulatory Authority (ARCEP).

Notes

Households spend approximately 0.1% of their total budget on postal products, i.e. an expense of around €43 per year on average. Accordingly, the impact of the increase will be limited to less than €3 per year and per household.

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