

# **Application by An Post to ComReg for Interim Price Increase**

**6 December, 2006**

## **Introduction**

An Post wishes to apply for an interim price increase covering reserved domestic tariffs, effective from 1 March, 2007. This interim application, which An Post believes is particularly innovative and customer focussed, is being made pending the preparation and submission of a full price increase application during 2007, for implementation in January 2008.

An Post broadly welcomes the recent ComReg consultation in respect of a new Accounting Direction<sup>1</sup>, and believes that the implementation of a number of improvements, where possible, and as set out in An Post's response to the consultation, will provide a solid basis for the assessment by ComReg of a full application later in 2007. An Post looks forward to having an early and constructive interaction with ComReg in relation to the new Accounting Direction.

In order to assist ComReg in its assessment of this interim price increase application, and to expedite this application, all proposed tariffs, comprising domestic and outbound international (whether reserved or non-reserved) are set out in the appendices to this document:

- The current and proposed tariffs for Domestic Services (including discounted services) are set out in Appendix 1.
- The proposed International tariffs are set out in Appendix 2.
- The proposed parcels prices are set out in Appendix 3.

An Post believes this application needs to be viewed in the following context:

- The headline domestic tariff of 48c has not increased since August 2003.
- All other domestic tariffs and outbound tariffs were last increased in February and March of 2006.

## **Full Price Increase Application 2007**

It is the intention of An Post to submit a full price application during 2007 for implementation in January 2008.

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<sup>1</sup> Consultation Paper 06/55

Irish law requires ComReg, as the National Regulatory Authority (NRA), to lay down directions setting out how An Post, the Universal Service Provider (USP), should maintain cost accounts so as to achieve transparency of accounting in respect of the costs it incurs in providing the various postal services within the scope of universal service. An Post believes that the introduction of a new Accounting Direction will provide a sound basis for the assessment of a full price increase application later in 2007.

The full price increase application will rely as far as possible on Regulatory Accounts outturns for 2007 (for as many months as is practical to include in the application) and on the full-year 2006 Regulatory Accounts as appropriate.

This interim price increase application is set out as follows:

- Part 1 relates to domestic issues, including Northern Ireland, the rationale for an interim tariff increase and the key features of the proposed interim domestic tariff changes. Comparative cost increases in the relevant periods are also set out
- Part 2 details increases in Outbound International Service tariffs
- Part 3 summarises the overall revenue increases arising from this proposal
- Part 4 outlines an innovative proposal to link the timing of the implementation of the 2008 price increase to the achievement of significant quality of service improvements in 2007
- Part 5 covers Parcels and Inbound International Mail

It is important to note that there has been no increase in the headline tariff of 48c since August 2003, a price increase in March 2007 would be the first in 42 months.

Latest figures from the Central Statistics Office (CSO) show a 4.0% increase in the Consumer Price Index (CPI) for the last 12 months and 10.2% for the last 42 months. ESRI forecast that CPI could "peak" at 5% by the end of the year<sup>2</sup>, while National Wage Agreements in 2006 alone will increase payroll costs by 4.14%, or 18.9% for the period of August 2003 to May 2007.

[REDACTED] This has led to a deterioration of the financial position of the Domestic USO. This deterioration will increase in 2008 in the absence of the requested price increase.

### **Key features of Proposed Interim Domestic Tariff Changes**

The key features of the interim proposal for the Domestic services are as follows,

<sup>2</sup> On inflation, we expect increases in the CPI to average 4 per cent for the year, implying rates could peak at 5 per cent by the end of the year. Inflation in 2007 is expected to average 3.6 per cent. ESRI Quarterly Economic Commentary Autumn 2006.

- Tariff structure reflective of format based pricing
- The headline stamp price 0-50g to increase from 48c to 55c to reflect cost increases in the period from August 2003.
- The same tariff will apply to letters from 50-100g, which represents a decrease of 8.3% on the current tariff for letters from 50-100g
- Other published tariffs to increase in the region of 5%
- The net price of letter bulk discount services to increase by 2c as an interim measure.
- Postaim letter services to increase by 2c as an interim measure.
- The net price of flat and packet bulk discounts to increase in the same proportion as the increase in the respective retail rates. Postaim flat and packet rates also to rise in this proportion.
- In summary, net bulk discount rates, including Postaim, to rise by between 3% and 7%.
- The introduction of a discount of 1c for payment by meter franking / Ceadúnas. In the interim price change, the payment method discount will apply to the letter format only. Expansion of the initiative to cover flat and packet formats will be examined in 2007.
- The existing structure of bulk discounts is left unchanged in this interim price change. However, it is the intention of An Post to examine comprehensively in 2007 the discount offerings, including the number and type of bulk discounts, and discount levels and relativities. This analysis will take into account the full range of relevant factors, including the need to stimulate volume growth and the cost savings and operational benefits associated with different discounts.

### Brief history of Headline Domestic Tariffs

The following table outlines headline tariff increases for the domestic letter,

Period	Apr '91 – Apr '98	Apr '98- Apr '02	Apr '02 – Aug '03	Aug '03 – Mar '06	Mar '06 – to date	Proposed
Headline Tariff	38c	38c	41c	48c	48c	55c
Weight	25g	25g	50g	100g	50g	100g

This table above demonstrates the movement in the domestic letter tariff over the last 15 years. In nominal terms the current tariff is 26% higher than that which prevailed in 1991 and the proposed tariff is 45% higher. Overall CPI increased by 52.3% over the period April 1991 to March 2006, indicating that even with the proposed interim change real prices will be lower than in 1991.

If we concentrate on the period since the last price increase (i.e. August 2003), the proposed tariff represents an increase of 14.6%. An Post believes that this provides a prudent but nonetheless compelling argument in support of this interim price increase application.

All other tariffs were increased in 2006 and therefore only cost increases in 2006 and 2007 are relevant.

### **Comparative Cost Increases in the Period (August 2003 – December 2007)**

#### **CPI**

In the period from August 2003 to September 2006, CPI has increased by 10% and the ESRI are predicting that inflation will be 4% for 2006 and 3.6% in 2007. This will result in a cumulative increase in the period August 2003 to the end of 2007 of 13.8%. The increase for 2006 and 2007 is projected at 7.7%

#### **Pay Inflation**

It is important to note that An Post has paid all phases of the Sustaining Progress and the An Post Board has now approved the first phase of 'Towards 2016', the new National Agreement.

The following are the pay increases awarded since August 2003,

- November 2003, 3%
- August 2004, 2%
- February 2005, 2%
- May 2005, 1.5%
- November 2005, 1.5%
- May 2006, 2.5%
- November 2006, 3%

A further payment of 2% is due in May, 2007.

This represents a cumulative increase in pay rates of 18.9% in the period. In the period 2006 to 2007 pay inflation is estimated to be 4.14% and 4.73% respectively (cumulatively 9.06%).

#### **Overall cost increases**

Pay costs account for 78% of the domestic letter service while non pay accounts for the remaining 22%. Using this ratio, the composite increase in costs for An Post in the period August 2003 to the end of 2007 is estimated at 17.7%. An Post's proposed increase of 14.6% is significantly lower than this projected cost increase.

## **Part 2 - Outbound International**

### **Regulatory Accounts 2005 – Outbound International USO**

In addition to the effect on costs of increases in labour costs, the cost of providing outbound international services is affected by terminal dues costs, which will increase in line with increases in domestic tariffs in destination countries<sup>3</sup>. For example, Royal

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<sup>3</sup> Under the REIMS Agreement, terminal dues (the payment to other administrations for delivery of outbound items in destination countries) are calculated by using a percentage of the receiving countries domestic tariffs

Mail has had two significant tariffs changes this year which will impact on our terminal dues costs next year. Also TNT is increasing its domestic tariff on 1 January 2007.

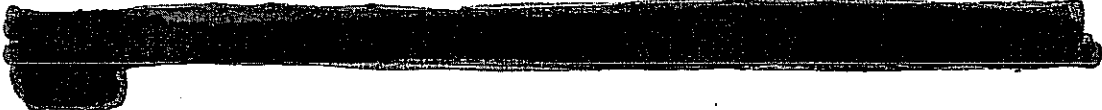
### **Key features of Proposed International Outbound Tariff Changes**

The key features of outbound tariff proposals are as follows,

- No structural changes to the price structure
- Tariff increases are in the range 4%
- Zones 2 and 3 continue to be fully aligned and Zone 4 aligned up to 500g

### **Part 3 - Revenue Increases**

The tariff increases outlined in Part 1 and 2 above, will increase revenues in a full year in the region of €20m. This is calculated using the price elasticity impacts as outlined in our 2005 Price submissions.



### **Part 4 – Quality of Service Initiative**

An Post's *Quality of Service Improvement Programme* was approved by the Board of An Post in mid 2005. An Post, under the leadership of its new Chief Executive, has recently commenced an entire review of the *Quality of Service Improvement Programme*. The purpose of this review is to identify actions to accelerate positive improvements within a relatively short timeframe.

An Post is committed to providing its customers with a reliable and high quality postal service at affordable prices. Without prejudice to An Post's right to seek tariff increases, and making it clear that there is no legal basis for the alignment of quality of service improvement with tariff increases, An Post is proposing that the implementation of the price increase in 2008 be linked to the achievement of meaningful quality of service improvements in 2007. In this regard, An Post proposes an achievement level of 80% for 2007 overall for D+1 mail, as per the TNS mrbi monitor, as a threshold to which the timing of the implementation of the 2008 price increase will be linked. An Post proposes the following: for each 2 percentage-point shortfall relative to this threshold, the implementation of the 2008 price increase will be delayed by one month, up to a total of three months delay. A further month's delay would also be imposed if An Post fails to achieve a D+3 threshold of 98% for 2007 overall. Since the full-year TNS mrbi results for 2007 will not be available till the end of quarter 1 2008, it is proposed that the results for the first three quarters of 2007 are used to assess performance, together with whatever other relevant information is available on the final quarter at the time when the decision re implementation is made. If however An Post quality of service for 2007 was to

remain at, or fall below, the 2006 performance then An Post acknowledges that ComReg would have to review this matter.

This approach is innovative and underpins An Post's commitment to improved quality of service.

#### **Part 5 – Other Issues**

- (i) **Parcels:-** The proposed parcels prices for USO services are set out in Appendix 3. The proposed rates are increasing in the region of 4%.
- (ii) **Inbound International :-** As already stated there will be a consequential benefit in 2008 arising from domestic tariff changes.

#### **Summary**

An Post is committed to providing a high quality and affordable postal service for its customers and believes that such a service remains a key infrastructural building block for a modern 21<sup>st</sup> century economy.

There has been no increase in the headline tariff of 48c since August 2003. Even on the assumption that An Post's interim application will be looked on positively, a period of 42 months will have elapsed since the last headline tariff increase. Under the circumstances An Post believes that its interim tariff application, which is in line with CPI/wage inflation for the comparative periods, is both prudent and warranted.

An Post has broadly welcomed the recent ComReg consultation in respect of a new Accounting Direction<sup>4</sup>, and believes that the implementation of a number of improvements, where possible, and as set out in An Post's response to the consultation, will provide a solid basis for the assessment of a full application later in 2007.

An Post has tabled a proposal that would provide a clear incentive for the Company to improve quality. An Post strongly believes that such a proposal not only demonstrates its commitment to improved postal services but, if adopted would also serve to underpin its continuing efforts to become a truly customer focussed organisation.

An Post is therefore making this application for an interim price increase in good faith and believes that it is in the best interest of the postal industry, its stakeholders and customers that this be approved.

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<sup>4</sup> Consultation Paper 06/55

**Appendix 1 (a): Reserved Price Increases Sought**

<b>Published Tariff Weight up to 50g</b>	<b>Current Tariff</b>	<b>Proposed Tariff</b>	<b>% Increase</b>
<b>Letters</b>			
- Stamped	0.48	0.55	14.6%
- Metered	0.48	0.54	12.5%
- Bulk	0.48	0.54	12.5%
<b>Flats</b>			
- All payment Methods	0.90	0.95	5.6%

<b>Business Reply Weight up to 50g</b>	<b>Current Tariff</b>	<b>Proposed Tariff</b>	<b>% Increase</b>
- Letter	0.48	0.54	12.5%
- Flat	0.90	0.95	5.6%

**Appendix 1 (b): Reserved Postalm Price Increases Sought**

Postalm Letters	Volume Band							
	2-75k		75-250k		250-500k		500k+	
	Current	Proposed	Current	Proposed	Current	Proposed	Current	Proposed
<10g (Postalm Lite)	0.32	0.34	0.30	0.32	0.29	0.31	0.28	0.30
<50g	0.34	0.36	0.32	0.34	0.30	0.32	0.29	0.31

Postalm Flats	Volume Band							
	2-75k		75-250k		250-500k		500k+	
	Current	Proposed	Current	Proposed	Current	Proposed	Current	Proposed
<50g	0.60	0.63	0.58	0.61	0.56	0.59	0.56	0.59



**Appendix 1 (c): Non Reserved Price Increases**

<b>Published Tariff Non Reserved USO</b>	<b>Current Tariff</b>	<b>Proposed Tariff</b>	<b>% Increase</b>
<b>Letters</b>			
50-100g			
Stamped	0.60	0.55	-8.3%
Metered	0.55	0.54	-1.8%
Bulk	0.50	0.54	8.0%
<b>Flats (All Payment Methods)</b>			
50-100g	0.90	0.95	5.6%
100-250g	1.25	1.30	4.0%
250-500g	1.75	1.85	5.7%
500g-1kg	2.70	2.85	5.6%
<b>Packets (All Payment Methods)</b>			
0-50g	2.00	2.10	5.0%
50-100g	2.00	2.10	5.0%
100-250g	2.50	2.60	4.0%
250-500g	3.50	3.70	5.7%
500g-1kg	5.50	5.70	3.6%
1-2kg	7.00	7.25	3.6%
Each additional 500g	1.00	1.00	0.0%

<b>Published Tariff Business Reply</b>	<b>Current Tariff</b>	<b>Proposed Tariff</b>	<b>% Increase</b>
<b>Letters</b>			
50-100g	0.55	0.54	-1.8%
<b>Flats</b>			
50-100g	0.90	0.95	5.6%
100-250g	1.25	1.30	4.0%
250g-500g	1.75	1.85	5.7%
500g-1kg	2.70	2.85	5.6%
<b>Packets</b>			
0-50g	2.00	2.10	5.0%
50-100g	2.00	2.10	5.0%
100-250g	2.50	2.60	4.0%
250-500g	3.50	3.70	5.7%
500g-1kg	5.50	5.70	3.6%
1-2kg	7.00	7.25	3.6%

Appendix 1 (d): Price Increases Non Reserved Postaim

Postaim Letters	Volume Band							
	2-75k		75-250k		250-500k		500k+	
	Current	Proposed	Current	Proposed	Current	Proposed	Current	Proposed
50-100g	0.40	0.42	0.38	0.40	0.36	0.38	0.35	0.37

Flats	Volume Band							
	2-75k		75-250k		250-500k		500k+	
	Current	Proposed	Current	Proposed	Current	Proposed	Current	Proposed
50-100g	0.65	0.69	0.62	0.65	0.60	0.63	0.60	0.63
100-250g	0.95	0.99	0.91	0.95	0.89	0.93	0.89	0.93
250-500g	1.20	1.27	1.15	1.22	1.13	1.19	1.13	1.19
500g-1kg	1.60	1.69	1.52	1.60	1.48	1.56	1.48	1.56

Postaim Packets	Volume Band							
	2-75k		75-250k		250-500k		500k+	
	Current	Proposed	Current	Proposed	Current	Proposed	Current	Proposed
0-50g	1.77	1.86	1.77	1.86	1.77	1.86	1.77	1.86
50-100g	1.77	1.86	1.77	1.86	1.77	1.86	1.77	1.86
100-250g	2.31	2.40	2.31	2.40	2.31	2.40	2.31	2.40
250-500g	3.22	3.40	3.22	3.40	3.22	3.40	3.22	3.40
500g-1kg	5.27	5.46	5.27	5.46	5.27	5.46	5.27	5.46

Flats

**Appendix 1(e): Price Increases Registered Mail**

<b>Published Tariff Registered Post</b>	<b>Current Tariff</b>	<b>Proposed Tariff</b>	<b>% Increase</b>
<b>Letters, Flats and Packets</b>			
0g-100g	4.50	5.00	11.1%
100g-250g	5.00	5.50	10.0%
250g-500g	6.00	6.50	8.3%
500g-1Kg	8.50	9.00	5.9%
1Kg-2Kg	10.50	11.50	9.5%

**Appendix 1(f): Price Increases Discounted Services**

**Discount**

**Mail Presented at Main Mail Centres**

1. Presentation before noon auto processing
2. Presentation before 3pm auto-processing
3. Deferred processing before noon auto-processing
4. Presentation before noon +85% autosort
5. Presentation before 3pm +85% autosort
6. Deferred processing before noon +85% autosort
7. Presentation before 3pm
8. Deferred Processing before noon

**Mail Presented at Main Mail Centres or Designated Acceptance Offices**

9. PreSort (152 Sorts) before 5.30pm
10. PreSorted (152 Sorts) before Noon
11. Deferred Processing before Noon
12. Deferred Processing before noon auto-processing

	50g Letter		Ceadunas 100g Letter		Meter 100g Letter	
	Current	Proposed	Current	Proposed	Current	Proposed
1. Presentation before noon auto processing	0.42	0.44	0.44	0.44	0.49	0.44
2. Presentation before 3pm auto-processing	0.43	0.45	0.45	0.45	0.50	0.45
3. Deferred processing before noon auto-processing	0.40	0.42	0.42	0.42	0.47	0.42
4. Presentation before noon +85% autosort	0.41	0.43	0.43	0.43	0.48	0.43
5. Presentation before 3pm +85% autosort	0.42	0.44	0.44	0.44	0.49	0.44
6. Deferred processing before noon +85% autosort	0.39	0.41	0.41	0.41	0.46	0.41
7. Presentation before 3pm	0.44	0.46	0.46	0.46	0.51	0.46
8. Deferred Processing before noon	0.42	0.44	0.44	0.44	0.49	0.44
<b>Mail Presented at Main Mail Centres or Designated Acceptance Offices</b>						
9. PreSort (152 Sorts) before 5.30pm	0.42	0.44	0.44	0.44	0.49	0.44
10. PreSorted (152 Sorts) before Noon	0.41	0.43	0.43	0.43	0.48	0.43
11. Deferred Processing before Noon	0.46	0.48	0.48	0.48	0.53	0.48
12. Deferred Processing before noon auto-processing	0.43	0.45	0.45	0.45	0.50	0.45

**Appendix 1(f): Price Increases Discounted Services**

**Discount**

**Mail Presented at Main Mail Centres**

1. Presentation before noon auto processing
2. Presentation before 3pm auto-processing
3. Deferred processing before noon auto-processing
4. Presentation before noon +85% autosort
5. Presentation before 3pm +85% autosort
6. Deferred processing before noon +85% autosort
7. Presentation before 3pm
8. Deferred Processing before noon

**Mail Presented at Main Mail Centres or Designated Acceptance Offices**

9. PreSort (152 Sorts) before 5.30pm
10. PreSorted (152 Sorts) before Noon
11. Deferred Processing before Noon
12. Deferred Processing before noon auto-processing

	100g Flat		250g Flat		500g Flat		1Kg Flat	
	Current	Proposed	Current	Proposed	Current	Proposed	Current	Proposed
1. Presentation before noon auto processing	0.79	0.83	1.12	1.16	1.58	1.67	2.50	2.64
2. Presentation before 3pm auto-processing	0.81	0.86	1.13	1.18	1.59	1.68	2.51	2.65
3. Deferred processing before noon auto-processing	0.76	0.80	1.09	1.13	1.56	1.65	2.47	2.61
4. Presentation before noon +85% autosort	0.76	0.80	1.04	1.08	1.49	1.58	2.41	2.54
5. Presentation before 3pm +85% autosort	0.78	0.82	1.05	1.09	1.51	1.60	2.42	2.55
6. Deferred processing before noon +85% autosort	0.72	0.76	1.00	1.04	1.46	1.54	2.37	2.50
7. Presentation before 3pm	0.82	0.87	1.18	1.23	1.69	1.79	2.64	2.79
8. Deferred Processing before noon	0.78	0.82	1.15	1.20	1.65	1.74	2.61	2.76
9. PreSort (152 Sorts) before 5.30pm	0.78	0.82	1.15	1.20	1.59	1.68	2.55	2.69
10. PreSorted (152 Sorts) before Noon	0.75	0.79	1.12	1.16	1.57	1.66	2.53	2.67
11. Deferred Processing before Noon	0.84	0.89	1.20	1.25	1.70	1.80	2.65	2.80
12. Deferred Processing before noon auto-processing	0.81	0.86	1.13	1.18	1.59	1.68	2.51	2.65

**Appendix 1(f): Price Increases Discounted Services**

**Discount**

**Mail Presented at Main Mail Centres**

1. Presentation before noon auto processing
2. Presentation before 3pm auto-processing
3. Deferred processing before noon auto-processing
4. Presentation before noon +85% autosort
5. Presentation before 3pm +85% autosort
6. Deferred processing before noon +85% autosort
7. Presentation before 3pm
8. Deferred Processing before noon

**Mail Presented at Main Mail Centres or Designated Acceptance Offices**

9. PreSort (152 Sorts) before 5.30pm
10. PreSorted (152 Sorts) before Noon
11. Deferred Processing before Noon
12. Deferred Processing before noon auto-processing

	100g Packet	250g Packet	500g Packet	1Kg Packet
	Current	Proposed	Current	Proposed
	1.85	1.94	2.38	2.48
	1.79	1.88	2.33	2.42
	1.81	1.90	2.34	2.43
	1.77	1.86	2.31	2.40
	1.87	1.95	2.40	2.50
			3.40	3.59
			3.35	3.54
			3.25	3.44
			3.22	3.40
			3.41	3.60
			5.29	5.48
			5.27	5.46
			5.43	5.63

## Appendix 2 – Outbound International Tariffs

	Current Priority Tariffs			Proposed Tariffs		
	P	G	E	P	G	E
<b>Britain Priority</b>	€	€	€	€	€	€
0g-50g	0.75	1.40	2.50	0.78	1.45	2.60
51g-100g	0.75	1.40	2.50	0.78	1.45	2.60
101g-250g	-	2.75	3.25	-	2.85	3.35
251g-500g	-	4.00	4.50	-	4.15	4.70
501g-1kg	-	-	7.00	-	-	7.25
1kg-1.5kg	-	-	10.00	-	-	10.40
1.5kg-2kg	-	-	10.00	-	-	10.40

	Current Priority Tariffs			Proposed Tariffs		
	P	G	E	P	G	E
<b>Europe Priority</b>	€	€	€	€	€	€
0g-50g	0.75	1.40	2.50	0.78	1.45	2.60
51g-100g	0.75	1.40	2.50	0.78	1.45	2.60
101g-250g	-	2.75	3.25	-	2.85	3.35
251g-500g	-	4.00	4.50	-	4.15	4.70
501g-1kg	-	-	7.00	-	-	7.25
1kg-1.5kg	-	-	10.00	-	-	10.40
1.5kg-2kg	-	-	10.00	-	-	10.40

	Current Priority Tariffs			Proposed Tariffs		
	P	G	E	P	G	E
<b>ROW Priority</b>	€	€	€	€	€	€
0g-50g	0.75	1.40	2.50	0.78	1.45	2.60
51g-100g	0.75	1.40	2.50	0.78	1.45	2.60
101g-250g	-	2.75	3.25	-	2.85	3.35
251g-500g	-	4.00	4.50	-	4.15	4.70
501g-1kg	-	-	10.00	-	-	10.40
1kg-1.5kg	-	-	16.00	-	-	16.60
1.5kg-2kg	-	-	16.00	-	-	16.60

### Registered International Fee

	Current Tariff	Proposed Tariff
In addition to Postage	€4.00	€4.15

**P = Letters up to 100grams    G = Flats up to 500grams    E = Packets up to 2kgs**



## Appendix 3 Standard Post - Parcels

### Zone 1 - National

Weight Not Over	Current Rate	Proposed Rate	% Increase
50g	€ 6.00	€ 6.25	4.17%
100g	€ 6.00	€ 6.25	4.17%
250g	€ 6.00	€ 6.25	4.17%
500g	€ 6.00	€ 6.25	4.17%
1kg	€ 6.00	€ 6.25	4.17%
1.5kg	€ 7.00	€ 7.25	3.57%
2kg	€ 7.00	€ 7.25	3.57%
2.5kg	€ 8.00	€ 8.30	3.75%
3kg	€ 9.00	€ 9.35	3.89%
3.5kg	€ 10.00	€ 10.50	5.00%
4kg	€ 11.00	€ 11.50	4.55%
4.5kg	€ 12.00	€ 12.50	4.17%
5kg	€ 13.00	€ 13.50	3.85%

Each Additional 1kg (max 20kg) €1.00

### Zone 2 - UK

Weight Not Over	Current Rate	Proposed Rate	% Increase
50g	€ 17.00	€ 17.50	2.94%
100g	€ 17.00	€ 17.50	2.94%
250g	€ 17.00	€ 17.50	2.94%
500g	€ 17.00	€ 17.50	2.94%
1kg	€ 17.00	€ 17.50	2.94%
1.5kg	€ 20.00	€ 21.00	5.00%
2kg	€ 23.00	€ 24.00	4.35%
2.5kg	€ 26.00	€ 27.00	3.85%
3kg	€ 29.00	€ 30.00	3.45%
3.5kg	€ 31.00	€ 32.00	3.23%
4kg	€ 33.00	€ 34.00	3.03%
4.5kg	€ 35.00	€ 36.00	2.86%
5kg	€ 37.00	€ 38.00	2.70%

Each Additional 1kg (max 20kg) € 1.00

**Zone 3 - Europe**

Weight Not Over	Current Rate	Proposed Rate	% Increase
50g	€ 24.00	€ 25.00	4.17%
100g	€ 24.00	€ 25.00	4.17%
250g	€ 24.00	€ 25.00	4.17%
500g	€ 24.00	€ 25.00	4.17%
1kg	€ 24.00	€ 25.00	4.17%
1.5kg	€ 26.00	€ 27.00	3.85%
2kg	€ 28.00	€ 29.00	3.57%
2.5kg	€ 32.00	€ 33.00	3.13%
3kg	€ 36.00	€ 37.00	2.78%
3.5kg	€ 40.00	€ 42.00	5.00%
4kg	€ 44.00	€ 46.00	4.55%
4.5kg	€ 48.00	€ 50.00	4.17%
5kg	€ 51.00	€ 53.00	3.92%
Each Additional 1kg (max 20kg)	€ 3.00		

**Zone 4 - Rest of World**

Weight Not Over	Current Rate	Proposed Rate	% Increase
50g	€ 20.00	€ 21.00	5.00%
100g	€ 20.00	€ 21.00	5.00%
250g	€ 20.00	€ 21.00	5.00%
500g	€ 20.00	€ 21.00	5.00%
1kg	€ 20.00	€ 21.00	5.00%
1.5kg	€ 27.00	€ 28.00	3.70%
2kg	€ 34.00	€ 35.00	2.94%
2.5kg	€ 41.00	€ 43.00	4.88%
3kg	€ 48.00	€ 50.00	4.17%
3.5kg	€ 55.00	€ 57.00	3.64%
4kg	€ 62.00	€ 65.00	4.84%
4.5kg	€ 69.00	€ 72.00	4.35%
5kg	€ 79.00	€ 83.00	5.06%
Each Additional 1kg (max 20kg)	€ 10.00		

## Registered Post

### Zone 1 - Ireland

Weight Not Over	Parcel	Proposed	% Increase
50g	€ 9.50	€ 10.00	5.26%
100g	€ 9.50	€ 10.00	5.26%
250g	€ 9.50	€ 10.00	5.26%
500g	€ 9.50	€ 10.00	5.26%
1kg	€ 9.50	€ 10.00	5.26%
1.5kg	€ 11.00	€ 11.75	6.82%
2kg	€ 11.00	€ 11.75	6.82%
2.5kg	€ 11.50	€ 12.25	6.52%
3kg	€ 12.50	€ 13.25	6.00%
3.5kg	€ 13.50	€ 14.50	7.41%
4kg	€ 14.50	€ 15.50	6.90%
4.5kg	€ 15.50	€ 16.50	6.45%
5kg	€ 16.50	€ 17.50	6.06%

Each Additional 1kg (max 20kg) € 1.00

### Zone 2 - Great Britain

Weight Not Over	Parcel	Proposed	% Increase
50g	€ 21.00	€ 22.00	4.76%
100g	€ 21.00	€ 22.00	4.76%
250g	€ 21.00	€ 22.00	4.76%
500g	€ 21.00	€ 22.00	4.76%
1kg	€ 21.00	€ 22.00	4.76%
1.5kg	€ 24.00	€ 25.00	4.17%
2kg	€ 27.00	€ 29.00	7.41%
2.5kg	€ 30.00	€ 32.00	6.67%
3kg	€ 33.00	€ 35.00	6.06%
3.5kg	€ 35.00	€ 37.00	5.71%
4kg	€ 37.00	€ 39.00	5.41%
4.5kg	€ 39.00	€ 41.00	5.13%
5kg	€ 41.00	€ 43.00	4.88%

Each Additional 1kg (max 20kg) € 1.00

### Zone 3 - Europe

Weight Not Over	Parcel	Proposed	% Increase
50g	€ 28.00	€ 30.00	7.14%
100g	€ 28.00	€ 30.00	7.14%
250g	€ 28.00	€ 30.00	7.14%
500g	€ 28.00	€ 30.00	7.14%
1kg	€ 28.00	€ 30.00	7.14%
1.5kg	€ 30.00	€ 32.00	6.67%
2kg	€ 32.00	€ 34.00	6.25%
2.5kg	€ 36.00	€ 38.00	5.56%
3kg	€ 40.00	€ 42.00	5.00%
3.5kg	€ 44.00	€ 46.00	4.55%
4kg	€ 48.00	€ 50.00	4.17%
4.5kg	€ 52.00	€ 54.00	3.85%
5kg	€ 55.00	€ 57.00	3.64%

Each Additional 1kg (max 20kg) €3.00

**Zone 4 - Rest of World**

Weight	Parcel	Proposed	% Increase
Not Over			
50g	€ 24.00	€ 26.00	8.33%
100g	€ 24.00	€ 26.00	8.33%
250g	€ 24.00	€ 26.00	8.33%
500g	€ 24.00	€ 28.00	8.33%
1kg	€ 24.00	€ 26.00	8.33%
1.5kg	€ 31.00	€ 33.00	6.45%
2kg	€ 38.00	€ 40.00	5.26%
2.5kg	€ 45.00	€ 47.00	4.44%
3kg	€ 52.00	€ 54.00	3.85%
3.5kg	€ 59.00	€ 61.00	3.39%
4kg	€ 66.00	€ 68.00	3.03%
4.5kg	€ 73.00	€ 75.00	2.74%
5kg	€ 83.00	€ 85.00	2.41%
Each Additional 1kg (max 20kg)	€ 10.00		