

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	2,030,848	2,217,945	(187,096)	(8.4)	4,128,485	4,454,713	(326,228)	(7.3)	125,627	136,512	(10,884)	(8.0)
Single-Piece Cards	53,373	67,305	(13,932)	(20.7)	153,436	191,792	(38,356)	(20.0)	983	1,224	(241)	(19.7)
Total Single-Piece Letters and Cards	2,084,222	2,285,250	(201,028)	(8.8)	4,281,921	4,646,504	(364,583)	(7.8)	126,610	137,736	(11,125)	(8.1)
Presort Letters	3,338,228	3,498,884	(160,656)	(4.6)	8,770,343	9,054,232	(283,889)	(3.1)	483,210	506,404	(23,194)	(4.6)
Presort Cards	129,258	134,558	(5,300)	(3.9)	501,015	521,559	(20,544)	(3.9)	4,093	4,259	(166)	(3.9)
Total Presort Letters and Cards	3,467,486	3,633,442	(165,956)	(4.6)	9,271,358	9,575,791	(304,433)	(3.2)	487,303	510,664	(23,361)	(4.6)
Flats	469,529	528,531	(59,002)	(11.2)	342,028	383,137	(41,109)	(10.7)	66,638	75,525	(8,886)	(11.8)
Parcels	145,106	208,490	(63,384)	(30.4)	50,612	75,827	(25,215)	(33.3)	15,842	23,087	(7,245)	(31.4)
Domestic Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
Outbound First-Class Mail International	55,216	54,940	276	0.5	35,910	35,220	690	2.0	2,021	2,041	(20)	(1.0)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	184,368	136,844	47,524	34.7	170,685	137,403	33,282	24.2	56,124	46,724	9,400	20.1
First-Class Mail Fees	31,006	31,418	(412)	(1.3)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	6,436,932	6,878,914	(441,983)	(6.4)	14,152,514	14,853,882	(701,368)	(4.7)	754,539	795,776	(41,238)	(5.2)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	264,339	260,304	4,035	1.6	1,701,513	1,714,132	(12,619)	(0.7)	60,068	57,024	3,045	5.3
High Density and Saturation Flats & Parcels	482,698	488,047	(5,349)	(1.1)	2,753,392	2,729,055	24,338	0.9	521,757	509,758	11,999	2.4
Carrier Route	412,305	369,729	42,575	11.5	1,585,437	1,404,914	180,523	12.8	340,291	297,697	42,594	14.3
Letters	2,327,305	2,385,975	(58,670)	(2.5)	11,228,927	11,635,360	(406,433)	(3.5)	549,841	578,451	(28,610)	(4.9)
Flats	377,130	505,514	(128,384)	(25.4)	931,507	1,366,369	(434,863)	(31.8)	234,404	334,467	(100,063)	(29.9)
Parcels	11,905	13,738	(1,833)	(13.3)	10,367	12,164	(1,798)	(14.8)	4,097	4,647	(551)	(11.8)
Every Door Direct Mail Retail	34,958	36,997	(2,039)	(5.5)	197,501	209,260	(11,759)	(5.6)	25,051	26,542	(1,491)	(5.6)
Domestic Negotiated Serv. Agreement Mail	11,851	13,779	(1,927)	(14.0)	48,297	56,094	(7,797)	(13.9)	10,476	11,692	(1,216)	(10.4)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	0	-	0	0	0	-	0	0	0	-
USPS Marketing Mail / Standard Mail Fees	8,454	8,870	(416)	(4.7)	-	-	-	-	-	-	-	-
USPS Marketing Mail / Standard Mail Dom. NSA	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail / Standard Mail	3,930,944	4,082,954	(152,009)	(3.7)	18,456,941	19,127,349	(670,408)	(3.5)	1,745,984	1,820,278	(74,293)	(4.1)
Periodicals Mail:												
In-County	14,878	15,496	(618)	(4.0)	134,952	138,563	(3,611)	(2.6)	37,379	38,922	(1,543)	(4.0)
Outside County	329,232	352,503	(23,271)	(6.6)	1,228,495	1,288,692	(60,197)	(4.7)	446,072	474,044	(27,972)	(5.9)
Periodicals Mail Fees	2,631	1,742	889	51.1	-	-	-	-	-	-	-	-
Total Periodicals Mail	346,741	369,741	(23,000)	(6.2)	1,363,447	1,427,255	(63,808)	(4.5)	483,451	512,966	(29,515)	(5.8)
Package Services Mail:												
Alaska Bypass	8,228	7,845	383	4.9	318	307	11	3.6	21,404	20,668	736	3.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	44,337	43,485	851	2.0	58,918	56,215	2,704	4.8	98,163	89,532	8,631	9.6
Bound Printed Matter Parcels	58,649	55,544	3,105	5.6	56,005	50,772	5,233	10.3	113,119	106,594	6,525	6.1
Media and Library Mail	65,984	62,817	3,167	5.0	18,918	17,981	937	5.2	44,133	43,326	807	1.9
Package Services Mail Fees	469	420	49	11.7	-	-	-	-	-	-	-	-
Total Package Services Mail	177,666	170,110	7,556	4.4	134,159	125,274	8,885	7.1	276,818	260,120	16,698	6.4

COMPETITIVE PRODUCTS
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FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	191,533	205,088	(13,556)	(6.6)	7,494	8,089	(595)	(7.4)	7,853	8,238	(385)	(4.7)
First-Class Package Service:												
Total First Class Package Service	692,672	481,046	211,626	44.0	236,097	175,056	61,040	34.9	96,083	68,304	27,780	40.7
USPS Retail Ground Mail:												
Total USPS Retail Ground	67,018	84,663	(17,646)	(20.8)	3,327	4,795	(1,468)	(30.6)	22,939	28,956	(6,017)	(20.8)
Priority Mail:												
Total Priority Mail	1,995,678	1,882,517	113,161	6.0	246,118	243,574	2,544	1.0	584,572	544,914	39,658	7.3
Parcel Select Mail:												
Total Parcel Select Mail	1,322,433	1,093,804	228,629	20.9	640,530	553,456	87,074	15.7	1,424,177	1,150,111	274,066	23.8
Parcel Return Service Mail:												
Total Parcel Return Service Mail	46,997	43,994	3,002	6.8	18,002	16,793	1,209	7.2	46,549	46,170	379	0.8
International Mail:												
Outbound Priority Mail International	97,986	126,300	(28,314)	(22.4)	1,735	2,199	(464)	(21.1)	11,570	14,946	(3,376)	(22.6)
Outbound International Expedited Services	59,108	36,698	22,410	61.1	716	548	168	30.6	4,517	3,194	1,323	41.4
Other Outbound International Mail	192,285	195,827	(3,541)	(1.8)	41,614	45,447	(3,833)	(8.4)	20,741	19,066	1,675	8.8
Inbound International	57,496	54,564	2,932	5.4	3,668	3,621	47	1.3	26,084	25,146	938	3.7
International Mail Fees	1	49	(48)	(97.1)	-	-	-	-	-	-	-	-
Total International Mail	406,876	413,438	(6,562)	(1.6)	47,733	51,816	(4,083)	(7.9)	62,912	62,352	560	0.9
Total Competitive Mail	4,723,206	4,204,552	518,654	12.3	1,199,301	1,053,579	145,723	13.8	2,245,084	1,909,044	336,040	17.6

**TOTAL MARKET DOMINANT AND COMPETITIVE PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3
FISCAL YEAR 2017 (Apr. 1, 2017-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)**

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3		Change		Quarter 3		Change		Quarter 3		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2016 Percent
Total Market Dominant and Competitive												
Total All Mail	15,615,489	15,706,272	(90,783)	(0.6)	35,415,343	36,703,734	(1,288,391)	(3.5)	5,533,814	5,330,865	202,950	3.8
Total All Services	671,170	663,176	7,994	1.2	1,337,660	1,185,634	152,025	12.8				
Total All Mail and Services	16,286,659	16,369,448	(82,789)	(0.5)								
Total All Other Revenue	405,193	408,477	(3,285)	(0.8)								
Total Deferred Revenue Change In Estimate 3	0	948,500	(948,500)	(100.0)								
Total All Revenue	16,691,852	17,726,425	(1,034,574)	(5.8)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ The SPLY amount represents the reduction in Forever Stamp deferred liability for prior years due to a change in accounting estimate. See form 10-Q filed August 9, 2016.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

- Report totals may not sum due to rounding.

MARKET DOMINANT PRODUCTS
PRELIMINARY REVENUE, PIECES, AND WEIGHT BY CLASSES OF MAIL AND SPECIAL SERVICES FOR QUARTER 3 YTD
FISCAL YEAR 2017 (Oct. 1, 2016-Jun. 30, 2017) COMPARED WITH THE CORRESPONDING PERIOD OF FISCAL YEAR 2016
(Data in Thousands)

Service Category	REVENUE 6/				PIECES 6/				WEIGHT (Pounds) 6/			
	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
First-Class Mail:												
Single-Piece Letters	6,762,574	7,421,090	(658,516)	(8.9)	13,841,052	14,749,695	(908,642)	(6.2)	416,489	451,915	(35,426)	(7.8)
Single-Piece Cards	176,163	216,236	(40,074)	(18.5)	505,721	606,507	(100,786)	(16.6)	3,238	3,870	(633)	(16.3)
Total Single-Piece Letters and Cards	6,938,736	7,637,326	(698,590)	(9.1)	14,346,773	15,356,202	(1,009,429)	(6.6)	419,727	455,785	(36,058)	(7.9)
Presort Letters	10,679,084	11,371,536	(692,452)	(6.1)	27,911,006	28,704,541	(793,536)	(2.8)	1,536,374	1,639,112	(102,738)	(6.3)
Presort Cards	417,150	437,282	(20,132)	(4.6)	1,619,105	1,653,102	(33,996)	(2.1)	13,227	13,502	(275)	(2.0)
Total Presort Letters and Cards	11,096,234	11,808,818	(712,584)	(6.0)	29,530,111	30,357,643	(827,532)	(2.7)	1,549,601	1,652,614	(103,013)	(6.2)
Flats	1,530,065	1,712,821	(182,756)	(10.7)	1,116,044	1,209,952	(93,907)	(7.8)	222,209	244,154	(21,945)	(9.0)
Parcels	486,574	528,928	(42,354)	(8.0)	170,455	188,206	(17,751)	(9.4)	54,283	56,367	(2,084)	(3.7)
Domestic Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Outbound First-Class Mail International	183,015	211,507	(28,492)	(13.5)	121,692	138,349	(16,657)	(12.0)	6,786	7,440	(653)	(8.8)
Inbound Intl. Letter-Post Single-Piece & NSA Ma	526,562	440,151	86,411	19.6	502,542	451,947	50,595	11.2	178,735	153,837	24,898	16.2
First-Class Mail Fees	101,428	107,441	(6,013)	(5.6)	-	-	-	-	-	-	-	-
First-Class Dom. NSA Mail Fees	-	-	-	-	-	-	-	-	-	-	-	-
Total First-Class Mail	20,862,615	22,446,992	(1,584,377)	(7.1)	45,787,618	47,702,299	(1,914,681)	(4.0)	2,431,341	2,570,197	(138,856)	(5.4)
USPS Marketing Mail / Standard Mail:												
High Density and Saturation Letters	829,595	805,810	23,785	3.0	5,421,584	5,203,983	217,601	4.2	186,282	197,995	(11,712)	(5.9)
High Density and Saturation Flats & Parcels	1,500,011	1,503,538	(3,527)	(0.2)	8,508,861	8,248,676	260,185	3.2	1,565,383	1,514,673	50,711	3.3
Carrier Route	1,402,275	1,373,616	28,659	2.1	5,403,015	5,048,974	354,041	7.0	1,141,241	1,110,388	30,853	2.8
Letters	7,234,813	7,652,865	(418,051)	(5.5)	35,610,905	36,600,644	(989,739)	(2.7)	1,773,192	1,844,521	(71,329)	(3.9)
Flats	1,476,691	1,788,521	(311,830)	(17.4)	3,900,858	4,737,419	(836,560)	(17.7)	958,002	1,185,520	(227,518)	(19.2)
Parcels	36,164	41,873	(5,709)	(13.6)	32,590	35,541	(2,950)	(8.3)	11,365	13,650	(2,284)	(16.7)
Every Door Direct Mail Retail	103,919	112,318	(8,399)	(7.5)	588,465	620,847	(32,383)	(5.2)	74,641	78,748	(4,107)	(5.2)
Domestic Negotiated Serv. Agreement Mail	36,109	45,187	(9,078)	(20.1)	148,960	192,856	(43,896)	(22.8)	31,792	39,406	(7,614)	(19.3)
Inbound Intl. Negotiated Serv. Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
USPS Marketing Mail / Standard Mail Fees	32,078	39,116	(7,038)	(18.0)	-	-	-	-	-	-	-	-
USPS Marketing Mail / Standard Mail Dom. NSA	-	-	-	-	-	-	-	-	-	-	-	-
Total USPS Marketing Mail / Standard Mail	12,651,654	13,362,843	(711,189)	(5.3)	59,615,238	60,688,940	(1,073,702)	(1.8)	5,741,899	5,984,900	(243,001)	(4.1)
Periodicals Mail:												
In-County	42,943	47,058	(4,115)	(8.7)	387,440	407,998	(20,558)	(5.0)	107,331	115,416	(8,085)	(7.0)
Outside County	996,952	1,099,469	(102,518)	(9.3)	3,660,942	3,850,497	(189,556)	(4.9)	1,353,930	1,443,081	(89,150)	(6.2)
Periodicals Mail Fees	7,678	5,556	2,122	38.2	-	-	-	-	-	-	-	-
Total Periodicals Mail	1,047,572	1,152,083	(104,511)	(9.1)	4,048,382	4,258,495	(210,113)	(4.9)	1,461,261	1,558,497	(97,236)	(6.2)
Package Services Mail:												
Alaska Bypass	24,832	24,961	(129)	(0.5)	964	948	15	1.6	64,919	63,899	1,020	1.6
Inbound Intl. Surface Parcel Post (at UPU Rates)	-	-	-	-	-	-	-	-	-	-	-	-
Inbound Intl. Negotiated Service Agreement Mail	0	0	-	-	0	0	-	-	0	0	-	-
Bound Printed Matter Flats	149,291	159,090	(9,799)	(6.2)	196,300	200,330	(4,030)	(2.0)	320,185	321,010	(826)	(0.3)
Bound Printed Matter Parcels	222,901	210,189	12,712	6.0	209,012	179,529	29,483	16.4	463,684	410,205	53,479	13.0
Media and Library Mail	197,975	198,994	(1,019)	(0.5)	57,068	55,924	1,144	2.0	133,170	131,710	1,460	1.1
Package Services Mail Fees	1,929	1,735	194	11.2	-	-	-	-	-	-	-	-
Total Package Services Mail	596,929	594,970	1,959	0.3	463,344	436,731	26,613	6.1	981,957	926,824	55,133	5.9

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	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent	FY 2017	FY 2016	FY 2017 over FY 2016 Amount	FY 2017 over FY 2016 Percent
Priority Mail Express:												
Total Priority Mail Express Mail	591,349	609,405	(18,056)	(3.0)	22,813	25,072	(2,259)	(9.0)	28,378	26,971	1,407	5.2
First-Class Package Service:												
Total First Class Package Service	2,033,818	1,545,710	488,108	31.6	703,993	585,532	118,461	20.2	289,458	221,944	67,514	30.4
USPS Retail Ground Mail:												
Total USPS Retail Ground	280,994	325,163	(44,169)	(13.6)	15,239	19,171	(3,932)	(20.5)	92,014	112,131	(20,117)	(17.9)
Priority Mail:												
Total Priority Mail	6,388,281	5,964,148	424,133	7.1	782,528	774,753	7,775	1.0	1,908,269	1,778,453	129,816	7.3
Parcel Select Mail:												
Total Parcel Select Mail	4,272,649	3,432,120	840,529	24.5	2,079,506	1,779,952	299,554	16.8	4,664,286	3,724,173	940,113	25.2
Parcel Return Service Mail:												
Total Parcel Return Service Mail	138,599	127,527	11,072	8.7	52,060	48,598	3,461	7.1	149,950	142,324	7,627	5.4
International Mail:												
Outbound Priority Mail International	340,701	429,795	(89,093)	(20.7)	5,918	7,754	(1,837)	(23.7)	39,524	52,185	(12,660)	(24.3)
Outbound International Expedited Services	159,401	136,994	22,407	16.4	2,136	2,036	100	4.9	13,716	11,487	2,229	19.4
Other Outbound International Mail	634,680	636,591	(1,910)	(0.3)	138,556	153,722	(15,166)	(9.9)	67,190	62,407	4,784	7.7
Inbound International	176,528	175,405	1,123	0.6	12,471	12,202	269	2.2	82,192	82,492	(300)	(0.4)
International Mail Fees	5	71	(66)	(93.0)	-	-	-	-	-	-	-	-
Total International Mail	1,311,316	1,378,855	(67,539)	(4.9)	159,081	175,715	(16,634)	(9.5)	202,623	208,570	(5,948)	(2.9)
Total Competitive Mail	15,017,007	13,382,929	1,634,078	12.2	3,815,220	3,408,792	406,428	11.9	7,334,979	6,214,567	1,120,412	18.0

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	Quarter 3 YTD		Change		Quarter 3 YTD		Change		Quarter 3 YTD		Change	
	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent	FY 2017	FY 2016	Amount	Percent
Total Market Dominant and Competitive												
Total All Mail	50,175,777	50,939,816	(764,039)	(1.5)	114,016,718	116,877,197	(2,860,479)	(2.4)	18,042,515	17,361,304	681,211	3.9
Total All Services	1,997,141	2,013,194	(16,053)	(0.8)	4,231,156	3,728,612	502,545	13.5				
Total All Mail and Services	52,172,918	52,953,010	(780,092)	(1.5)								
Total All Other Revenue	1,009,213	965,620	43,593	4.5								
Total Deferred Revenue Change In Estimate 5	0	948,500	(948,500)	(100.0)								
Total All Revenue	53,182,131	54,867,129	(1,684,998)	(3.1)								

RPW SUMMARY REPORT FOOTNOTES: MARKET DOMINANT PRODUCTS SECTION

1/ Not included elsewhere in this report.

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

5/ The SPLY amount represents the reduction in Forever Stamp deferred liability for prior years due to a change in accounting estimate. See form 10-Q filed August 9, 2016.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.

RPW SUMMARY REPORT FOOTNOTES: COMPETITIVE PRODUCTS SECTION

3/ Year to Date Post Office Box volume is equal to the volume for the current time period. Adding Post Office Box volumes for any period is not a reflection of the number of boxes rented.

6/ The figures presented for the prior year use a methodology consistent with the methodology used to calculate the current year's figures. This allows for a direct comparison of the years (independent of methodological changes that have occurred). As a result, the prior year's figures shown in this report may differ from those in the previous year.