

12 January 2015

Royal Mail Wholesale

2nd Floor 185 Farringdon Road London EC1A 1AA

Dear Customer.

Following our annual review of the allocation of Postcode Sectors to Zones, there is some movement of some Postcode Sectors between the Zones for the forthcoming financial year 2015/16. The changes affect the Access Letters Contract, the Wholesale Parcels Contract and the Condition 9 Agreements as detailed in the applicable contract change notice attached to this letter. These changes will be reflected in the following requirements:

- (a) a new release of the Access Selection Files, Release 10 to come into effect from 30 March 2015 (available to download from the Website from 27 February 2015). Customers who use a Zonal Manifest to declare their Mailing Items to us must implement Release 10 for postings due for handover to us from 30 March 2015. This is to ensure that postings are priced correctly. Customers who do not use a Zonal Manifest to declare their Mailing Items to us may choose to implement this new Release of the Access Selection Files but it is not an obligation.
- (b) a revised Royal Mail Zonal Posting Profile for 2015-16 to come into effect from 30 March 2015, as published on the Website. The NGPP Calculator on the contracts pages of the Website will be updated to display the new Royal Mail Zonal Posting Profile relevant to each contract type.
- (c) a revised Urban Density Benchmark Profile for 2015-16 to come into effect from 30 March 2015, as published on the Website.

You will need to advise your software supplier or IT department to effect this notification.

Yours sincerely,

Luisa Fulci

Regulated Products Director

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Consumer and Network Access