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## PRESS RELEASE

### CHANGES TO LETTER AND PARCEL MAILING RATES FROM 1 JANUARY 2020

**La Poste will adjust its rates on 1 January 2020. Against a background of accelerated drop in mail volumes, this change ensures the viability of universal service, while offering a high quality service, and allows the Group to adapt offering to the uses and requirements of its customers.**

Enhanced rate advantage (€0.19) for the *Lettre Verte* (Green mail).  
Discount of €0.03 for print-at-home stamps.  
Unchanged general public price of the *Colissimo France métropolitaine* weighing less than 250g.

Letter mail rates will increase by 4.7% on average.

The *Lettre verte*, both economic and eco-friendly, has become the main solution for individuals sending ordinary mail (nearly 65 % 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 €0.19 compared with the *Lettre Prioritaire* (priority letter), versus €0.17 currently. The price of the *Lettre Verte* (non-priority letter) will increase from €0.88 to €0.97 while the priority stamp will increase from €1.05€ to €1.16.

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

Since 2018, private customers can affix a « tracking » sticker to all letters. This new service enables customers to check the status of the routing and delivery of mail bearing the sticker. Its rate will now be €0.45.

The rate for a *Lettre Internationale* weighing from 0 to 20g will be €1.40. This rate will allow customers to send mails within all European Union countries and the rest of the world.

The *Colissimo France métropolitaine* weighing less than 250g general public rate will remain unchanged from 2019 at €4.95. This rate has been stable for three years to favor small packet shipment. This stability will also apply to the *Colissimo France* weighing less than 250g with signature including the « registered » option (unchanged rate at €7.45).

As a whole, rates for *Colissimo France* sent by individuals will increase by 2.0%.

In order to promote the use of the mail channel by companies, rates for business mail will increase by 3.4% and those for direct marketing by 0.3%.

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: Regarding both rates evolution and decrease in mail and parcel spending, households will spend approximatively €40 per year on average in 2020 in postal products, i.e. 0.1% of their total budget.

### **About Le Groupe La Poste:**

#### **Le Groupe La Poste**

A wholly State-owned public limited company, Le Groupe La Poste is structured around five core business units: Services-Mail-Parcels, La Banque Postale, Network La Poste, GeoPost, and Digital Services. The Group operates out of 44 countries in four continents. La Poste's 17,000 postal retail outlets make it France's leading local business network, serving 1.3 million customers every day. Each year, La Poste delivers 23.3 billion items worldwide (letters, printed advertising media and parcels), six days a week. In 2018, the Group generated revenues of €24.7 billion, of which 27% internationally, and had a headcount of more than 251,000. With its strategic plan - "La Poste 2020: conquering the future", La Poste has set the goal to accelerate its transformation with expansion into new territories. With its goal of becoming the leading company in local personal services for each and all, everywhere, every day, La Poste is committed to making life simpler.

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