



06 September 2017

Royal Mail Wholesale

4th Floor
185 Farringdon Road
London
EC1A 1AA

Regional Price Plan: Change to the Zonal Permitted Variance

Dear Customer,

In March 2015, when we introduced the Regional Price Plan, we included a permitted variance to the measurement of your profile in each Region. This was set at 0%.

Further to customer feedback on permitted variances at the Access customer workshop on 5 July 2017, we agree to apply the same permitted variance to the Regional Price Plan as is applied to Averaged Price Plan Two (Zones). This is currently set at 7.5%. Notwithstanding the notice period of clause 13.2.3, we agree to apply this tolerance with immediate effect such that the tolerance will be applied to your profile performance for this financial year, 2017/18.

Please find details of the changed terms in the change notice attached at Annex A.

Yours sincerely,

Luisa Fulci
Regulated Products Director
Consumer and Network Access

ANNEX A: ACCESS LETTERS CONTRACT CHANGE NOTICE: NUMBER 032

DATE: 06 SEPTEMBER 2017

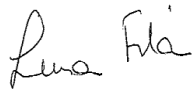
This notice applies to you if you hold an **Access Letters Contract** (Contract) with **Royal Mail Group Limited**, a company registered in England and Wales (number 04138203) with its registered address at 100 Victoria Embankment, London EC4Y 0HQ.

1 Definitions and interpretation

- 1.1 If a word or expression is defined in this notice, it shall have the meaning given in this notice.
- 1.2 Any words or expressions which are not defined in this notice, but have an initial capital letter, shall have the meanings given to them in the Contract.
- 1.3 All of the rules about how to interpret the Contract shall apply to this notice.

2 Changes to the Contract

- 2.1 Under clause 13.2.3 of the General Access Terms and Conditions, we notify you of a change to the Zonal Permitted Variance of the Regional Price Plan, Option D, Schedule 3: Price Plans. The Zonal Permitted variance will change from 0% to 7.5% and this change will apply to the following reference documents on the Website:
 - a. Letters profiles and permitted variances;
 - b. Regional (Zones) Calculator.
- 2.2 The change detailed in paragraph 2.1 is will take effect from **06 September 2017**.



Luisa Fulci
Regulated Products Director
Consumer and Network Access