



23 December 2019

Royal Mail Wholesale

4th Floor
185 Farringdon Road
London
EC1A 1AA

CHANGES TO THE PERMITTED VARIANCES FOR NPP1 AND APP2

Dear Customer,

As you are aware we announced a four-year glidepath to reduce the permitted variances (tolerances) of the national price plans and the regional price plan. The first reductions came into force from April 2019 following proposals from customers that attended workshops in 2017.

From April 2020 we are reducing the tolerances further, as shown in the table below. We are keeping the reductions to a low level to minimise any impact the change may have on your business.

Price Plan	Current Tolerance	Tolerance from April 2020
National Price Plan 1 (SSC)	Urban Density: 35%	Urban Density: 30%
Averaged Price Plan 2 (Zones)	6.5%	5.5%
Regional Price Plan	6.5%	5.5%

I enclose the formal change notices (number 056 for the Access Letters Contract and number 022 for the Wholesale Parcels Contract) detailing the April 2020 changes.

If you have any queries regarding the reductions to tolerances, please contact your Account Director.

Yours sincerely,

Tim Cable
Wholesale Products Director
Royal Mail Letters



**ACCESS LETTERS CONTRACT CHANGE NOTICE: NUMBER 056
CHANGES TO PERMITTED VARIANCES**

Date: 23 DECEMBER 2019

This notice applies 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 We hereby give you notice under clause 13.2.3 of the General Access Terms and Conditions to change the Permitted Variances with effect from **1 April 2020**.

Yours sincerely,

Tim Cable
Wholesale Products Director
Royal Mail Letters



**WHOLESALE PARCELS CONTRACT CHANGE NOTICE: NUMBER 022
CHANGES TO PERMITTED VARIANCES**

DATED: 23 DECEMBER 2019

This notice applies to you if you hold a **Wholesale Parcels 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 We hereby give you notice under clause 13.2.3 of the Parcels General Terms and Conditions to change the Permitted Variances with effect from **1 April 2020**.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Tim Cable", written over a horizontal line.

Tim Cable
Wholesale Products Director
Royal Mail Letters