



6 January 2016

Royal Mail Wholesale

4th Floor
185 Farringdon Road
London
EC1A 1AA

PRICE CHANGES FOR THE ACCESS LETTERS CONTRACT AND WHOLESALE PARCELS CONTRACT

Dear Customer,

We announced today price changes for certain services under the Access Letters Contract and the Wholesale Parcels Contract that will come into effect from **29 March 2016**.

We are also providing you early notification about a change to the price differential between Mailmark barcoded services and Access CBC, our legacy barcode service, which will come into effect from **4 July 2016**.

We summarise the key prices changes and enclose the formal change notices as relevant to your contract(s). Full details of today's price changes which come into effect from 29 March 2016 can be found on our website, www.royalmailwholesale.com. We will publish on our website, www.royalmailwholesale.com, full details of the Access CBC price changes that are detailed in Annex A to the formal change notice on or before 25 April 2016.

Encouraging investment in Royal Mail Mailmark®

As we indicated in October 2015, we are further changing the Access charges for **Access CBC** with effect from **4 July 2016** which will mean that the price differential between Mailmark barcoded services and Access CBC, our legacy barcode service, will become 4% from that date. For example, for business mail letter items presented in trays under the Mailmark option rather than CBC, the price difference will be 0.854p per item. We detail the Access CBC prices in Annex A to Access Letters Change Notice: Number 019. We trust this early notification provides you with a greater degree of confidence to plan budgets and invest in the Mailmark barcode.

Keeping prices low

We are very aware of the intense level of competition in the parcels market and the challenging environment many of our customers are dealing with and, as a result, we are limiting the price changes for our goods fulfilment services. **General Large Letters** and **Parcels** prices will change from **29 March 2016** but the price increases are lower than in previous years and there are price freezes for parcels weighing over 1Kg.

Other Charges

Please note that, due to billing system restrictions, some "other charges" in the **Wholesale Parcels Contract** will experience invoice discrepancies between 4 January and 28 March 2016 that will require off-system pricing adjustments to be applied retrospectively. The charges affected are for the Mail Centre Collection charge and the Mail Centre No-Show charge. Any adjustments will appear on your invoices as "J" dockets.

The table below identifies the material codes affected and the price discrepancies (a negative denotes a refund to be applied):

Description	Code	Proper (£)	Charged (£) from 04/01/2016	Correction (£) from 04/01/2016
Mail Collection charge	DRQ	2.28	2.30	-0.02
Driver No Show	DC1	107.63	108.92	-1.29

Yours sincerely,



Luisa Fulci
Regulated Products Director
Consumer and Network Access

ACCESS LETTERS CONTRACT CHANGE NOTICE: NUMBER 019
CHANGES AFFECTING ALL PRICE PLANS

Dear Customer,

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 We hereby give you notice under clause 13.2.3 of the General Access Terms and Conditions to change the Access Charges for:

- a) **General Large Letters** with effect from the **29 March 2016**, details of which can be found on our Website, www.royalmailwholesale.com/pricing; and

- b) **Access CBC** with effect from **4 July 2016**, details of which are contained in Annex A to this notice and which will be published on our Website, www.royalmailwholesale.com/pricing, from 25 April 2016.

Signed by



Luisa Fulci
duly authorised for and on behalf of
Royal Mail Group Limited

ANNEX A: Access Letters Contract Change Notice: Number 019

Access Charges effective from 4 July 2016

All Price Plans except Regional: Access 70 CBC

Weight (g)	National	Urban	Suburban	Rural	London
0-100g	22.209	19.353	22.275	25.306	24.411

Regional Price Plan: Access 70 CBC

Weight (g)	England & Wales	Scotland	Northern Ireland	London
0-100g	21.718	22.135	23.068	24.411

Product variants: saving per item from standard rate

Variant	Pence
Advertising Mail	4.706
Responsible Mail Entry	5.206
Responsible Mail Intermediate	5.706

WHOLESALE PARCELS CONTRACT CHANGE NOTICE: NUMBER 008
CHANGES AFFECTING ALL PRICE PLANS

DATED: 6 JANUARY 2016

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.

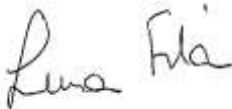
3 Definitions and interpretation

- 3.1 If a word or expression is defined in this notice, it shall have the meaning given in this notice.
- 3.2 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.
- 3.3 All of the rules about how to interpret the Contract shall apply to this notice.

4 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 Charges with effect from the **29 March 2016**. Full details of the amended Charges for all Price Plans are included on our Website, www.royalmailwholesale.com/pricing.

Signed by



Luisa Fulci
duly authorised for and on behalf of
Royal Mail Group Limited