



Executive Council 2024

PRIME: the right balance of Quality, Features and Remuneration

Siem Reap, August 14th 2024

Cinzia Neri, Head of PRIME



PRIME

DELIVERING THE FUTURE
IN TRACKED PACKETS

AGENDA



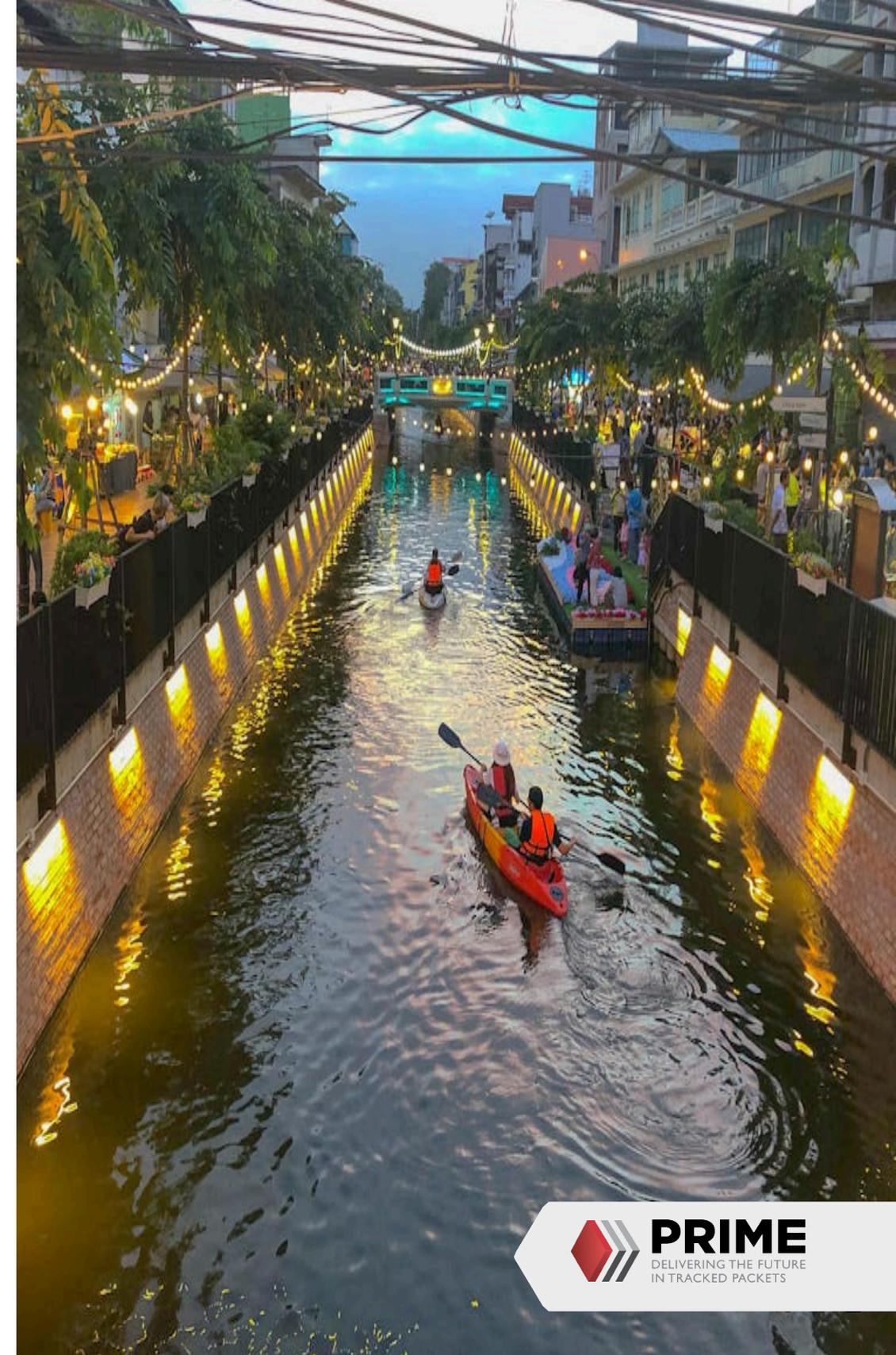
THE MEMBERSHIP



WHAT IS GOING ON?

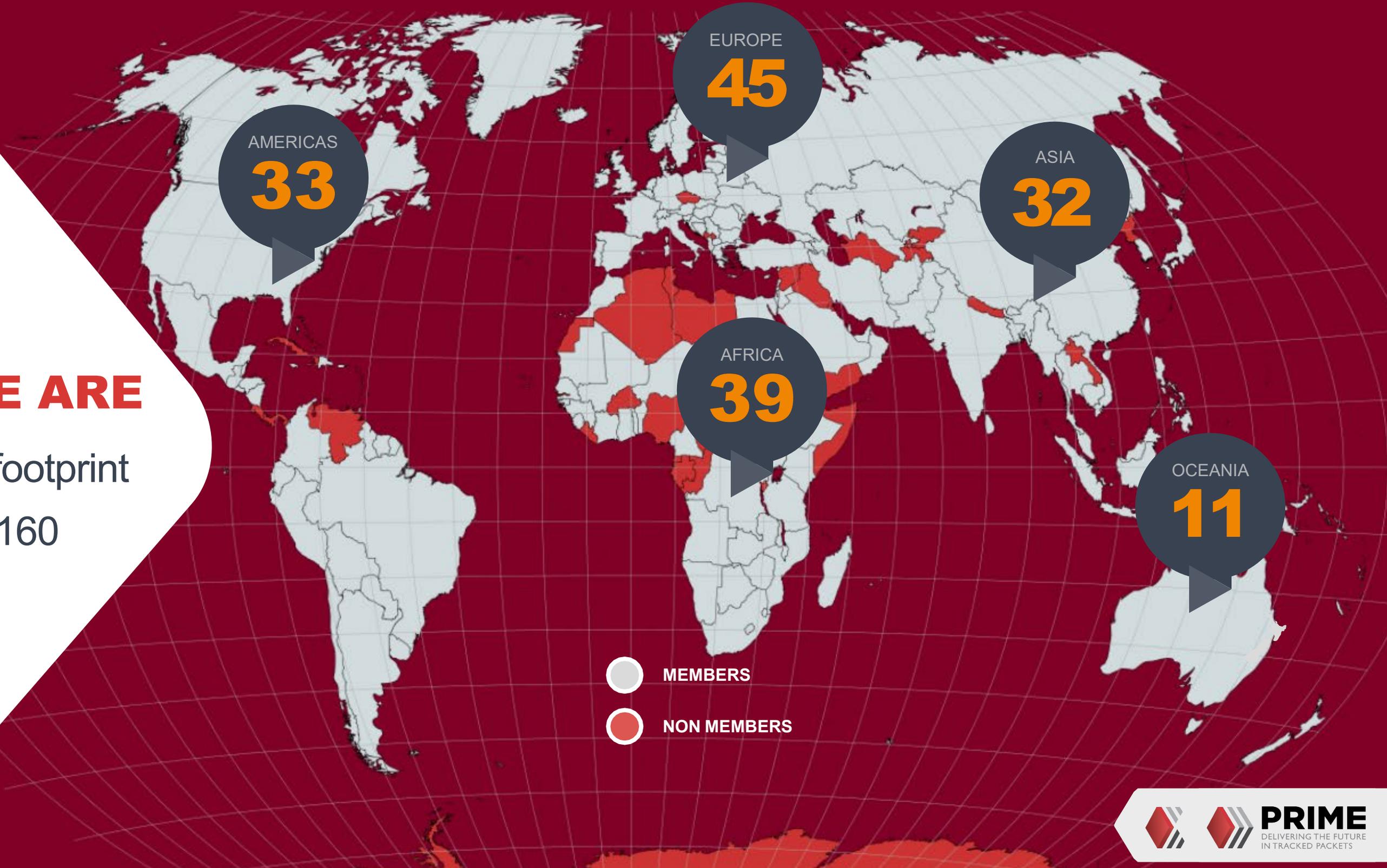


QUALITY



WHO WE ARE

Our global footprint consists of 160 Members



WHO WE ARE

APPU membership in
PRIME



APPU countries that are not yet PRIME Members:

Brunei, Fiji, Laos, Maldives, Nauru and Nepal



WHO WE ARE

APPU Membership in
PRIME

Agreements



BHUTAN
CHINA
HONG KONG
INDIA
KOREA
MYANMAR
MALAYSIA
SOLOMON ISLANDS
SINGAPORE
THAILAND
VIETNAM



CHINA
HONG KONG
INDONESIA
INDIA
JAPAN
KOREA
MALAYSIA
NEW ZEALAND
SINGAPORE
THAILAND
VIETNAM



CHINA
HONG KONG
INDONESIA
JAPAN
KOREA
MALAYSIA
NEW ZEALAND
SINGAPORE
THAILAND



BHUTAN
INDONESIA
JAPAN
MACAO (CHINA)
NEW ZEALAND
THAILAND
VANUATU



AFGHANISTAN, AUSTRALIA, BHUTAN, CHINA, HONG KONG, INDONESIA, INDIA, IRAN, JAPAN, CAMBODIA, KOREA, SRI LANKA, MYANMAR, MONGOLIA, MACAO (CHINA), MALAYSIA, NEW ZEALAND, PAPUA NEW GUINEA, PHILIPPINES, PAKISTAN, SOLOMON ISLANDS, SINGAPORE, THAILAND, TONGA, VIETNAM, VANUATU, SAMOA

WHAT WE DO

A full range of supporting activities



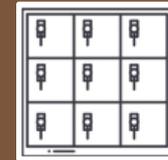
WHAT IS GOING ON?

Product Features

(1/2)



EMA is mandatory in all PRIME Agreements



PUDO is an add-on service in Express and Tracked Agreements



PRIME Awards on Customer Service for the signatories

WHAT IS GOING ON?

Product
Features
(2/2)



PDDP / DDP solution under estimations. Offers from IPC, PTC and TP



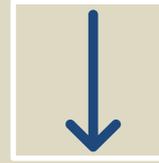
Tracked Agreement supports weight extension up to 5kg with related rates



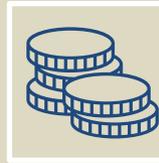
B2B2C option being explored by PRIME members

WHAT IS GOING ON?

Remuneration



Lowered the Exprès PfP Discussions on base rates structure and new features



New rates on PRIME Tracked under voting



USPS Tracked agreement providing a tier offer

PRIME OVERALL QUALITY

2023 vs
2024 Q1-Q2



TRACKED	On time Info Return 2023	On time Info Return 2024 Q1-Q2
Average for all Tracked signatories	96.21%	96.14%
Average for APPU Tracked signatories	97.13%	96.98%

USPS TRACKED	On time Info Return 2023	On time Info Return 2024 Q1-Q2
Average for all Tracked signatories	97.99%	97.76%
Average for APPU Tracked signatories	95.93%	94.42%

PRIME OVERALL QUALITY

2023 vs
2024 Q1-Q2



EXPRES	On time Info Return 2023	On time Info Return 2024 Q1-Q2
Average for all Exprès signatories	97.66%	96.89%
Average for APPU Exprès signatories	98.90%	99.38%

EXPRES	On time Delivery 2023	On time Delivery 2024 Q1-Q2
Average for all Exprès signatories	93.75%	93.32%
Average for APPU Exprès signatories	97.43%	99.68%

PRIME OVERALL QUALITY

2023 vs
2024 Q1-Q2



REGISTERED	On time Info Return 2023	On time Info Return 2024 Q1-Q2
Average for all Registered signatories	92.29%	93.68%
Average for APPU Registered signatories	96.27%	95.63%

REGISTERED	On time Delivery 2023	On time Delivery 2024 Q1-Q2
Average for all Registered signatories	92.21%	90.52%
Average for APPU Registered signatories	96.55%	97.52%

BEST APPU PERFORMERS

2024 Q1-Q2



TRACKED

Country	On time Info Return Q1-Q2
HK	99.95%
SG	99.30%
TH	99.13%

USPS TRACKED

Country	On time Info Return Q1-Q2
HK	99.83%
JP	99.56%
TH	99.35%

BEST APPU PERFORMERS

2024 Q1-Q2



EXPRESS

Country	On time Info Return Q1-Q2
HK	99.84%
JP	99.73%
KR	99.69%

Country	On time Delivery Q1-Q2
JP	99.94%
KR	99.93%
TH	99.60%

REGISTERED

Country	On time Info Return Q1-Q2
MO	99.93%
JP	99.89%
VU	99.64%

Country	On time Delivery Q1-Q2
TH	99.71%
JP	99.64%
VU	99.64%

HIGHEST IMPROVERS

2024 Q1-Q2 vs 2023

The best 3 Posts that improved their quality among APPU Members are:

TRACKED

On time Info Return		
Country	Improvement 2024 Q1-Q2 vs 2023	2024 Q1-Q2
BT	+ 5.71%	100%
MM	+ 5.08%	95.36%
CN	+ 2.07%	94.77%

USPS TRACKED

On time Info Return		
Country	Improvement 2024 Q1-Q2 vs 2023	2024 Q1-Q2
TH	+ 0.69%	99.35%
NZ	+ 0.09%	99.15%
HK	+ 0.01%	99.83%



HIGHEST IMPROVERS

2024 Q1-Q2 vs 2023

The best 3 Posts that improved their quality among APPU Members are:

EXPRES

On time Info Return		
Country	Improvement 2024 Q1-Q2 vs 2023	2024 Q1-Q2
CN	+ 1.46%	82.61%
NZ	+ 1.44%	99.13%
KR	+ 0.67%	99.69%

On time Delivery		
Country	Improvement 2024 Q1-Q2 vs 2023	2024 Q1-Q2
NZ	+ 14.35%	98.62%
ID	+ 3.24%	83.82%
CN	+ 0.69%	99.34%



HIGHEST IMPROVERS

2024 Q1-Q2 vs 2023

The best 3 Posts that improved their quality among APPU Members are:

REGISTERED

On time Info Return		
Country	Improvement 2024 Q1-Q2 vs 2023	2024 Q1-Q2
VU	+ 5.63%	99.64%
ID	+ 0.59%	97.90%
TH	+ 0.34%	99.41%

On time Delivery		
Country	Improvement 2024 Q1-Q2 vs 2023	2024 Q1-Q2
ID	+ 3.47%	91.93%
VU	+ 2.43%	99.64%
BT	+ 1.66%	93.02%



PRIME E2E Duration Reports (1/3)



Inbound and Outbound % of scanning performance



Inbound and Outbound E2E duration in LEG 1, 2, 3



Reports are available monthly for all signatories

PRIME E2E Duration Reports (2/3)

Inbound E2E Exprès (June 2024) All Signatories

LEG1	LEG2	LEG 3	E2E EMA to EMI
2.2 days	3.2 days	10.6 days	15.0 days

Note:

- Average effective duration among All Signatories



PRIME E2E Duration Reports (3/3)



E2E Performance June 2024 (Random Links)

Operator (Origin)	Operator (Destination)	E2E - EMA to EMI
CN	JP	7.7
CN	TH	8.1
DK	SG	6.7
HK	IN	8.8
HK	TH	4.7
KR	NZ	8.3
PT	HK	10.1
RO	HK	7.9
TH	JP	8.3

THANK YOU! QUESTIONS?

- **Cinzia Neri Head of PRIME**
- **Cinzia.Neri@prime-posts.com**
- **+32 477 391 145**

