

NETWORK ACCESS PARTNERSHIP (NAP)

Swiss Post International's product range for the cross-border wholesale market

1. Swiss Post International

1.1 Competence and quality worldwide

Swiss Post International is the specialist in the cross-border mail and small goods market serving internationally active corporations. Established in 1996 and today represented in the USA, Asia and Europe with 30 companies, the Swiss Post International Group is currently number three of the postal providers in cross-border mail sending mail and small goods to over 200 countries.

1.2 Key Performance Indicators

- Operating Income 2009: USD 1.028 bn
- Operating result 2009: USD 53.4 millions
- Employees: 1'400

2. Network Access Partnership (NAP)

The NAP product range consisting of NAP Destinations, NAP Channels and NAP Downstream offers solutions which provide customers with direct access to the Swiss Post International logistic network. The products are designed to suit perfectly the specific needs of companies selling bought-in-services to their own customers. We are cooperating successfully with PPO's, Wholesalers and Consolidators all over the world.

2.1 NAP Destinations

NAP Destinations is a cost-optimised tariff for Priority (subject to availability) and Non-Priority mail requiring minimum sortation and preparation. The routing of mail is based on the Swiss Post International network, including access to over 120 selected suppliers worldwide.

2.2 NAP Channels

NAP Channels is a specific channel jointly agreed between the customer and Swiss Post International, including linehaul and distribution. The channels comprise:

- **Terminal Dues** – Utilising UPU, Bilateral and Multilateral (REIMS) agreements for the final delivery of international mail.
- **Direct Entry Mail** – Utilising the domestic products and specific country conditions of the receiving PPO for the final delivery of mail.
- **Direct Entry Press** – Utilising the domestic press streams for the exclusive delivery of periodicals newspapers and journals.
- **Alternative Delivery Solutions (ADS)** – Utilising ADS including PPOs and hand delivery networks. All local suppliers and partners are centrally approved and quality-monitored by Headquarters of Swiss Post International in Berne, Switzerland.

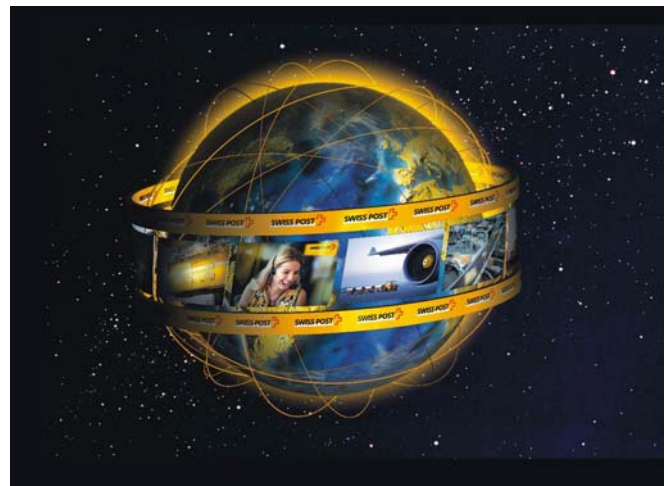
2.3 NAP Downstream

Customers with the capability of executing mail preparation by themselves are best served with the NAP Downstream product. By linking the IT systems of both companies via an electronic interface our customer can easily create his own dispatch documents and access SPI's extensive and high-performing logistic channels.

3. Customer benefits

Our customers are experiencing the following benefits:

- Excellent price-value ratio
- Contractual access to the SPI logistics network
- SPI's capacity to handle large quantities
- Controlled outsourcing to the logistic network of SPI, enabling the customer to concentrate on his core business
- SPI's many years of experience in the wholesale market
- The global quality image of Swiss Post International
- Innovative and tailor-made customer solutions



We would be pleased to submit further information to you. Please do not hesitate to contact us without any obligation.

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