

## Preliminary 2017 results show increasing growth trend for global postal industry

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In 2017, the global postal industry registered year-on-year revenue growth of 2.1% , according to preliminary results published today by International Post Corporation (IPC).

Holger Winklbauer, CEO of IPC said: “The postal industry revenue continues to grow in a very competitive market, while facing continued e-substitution that drives

traditional mail decline. Despite fierce competition in the parcels market, many posts reported growth in B2C volumes, as more and more consumers are buying online. As continued e-commerce growth has driven parcels volume, posts have also looked to boost network capacity and flexibility to meet the changing needs of modern customers, while at the same time implementing initiatives to streamline and modernise their networks to make mail delivery more efficient”.

While mail volumes continued to decline for most posts, these declines were in part offset for some post by increases in advertising mail volume growth, growth in lightweight e-commerce items, and one-off events such as national elections.

Winklbauer continued: “ In 2017, posts continued to diversify and innovate in order to respond to customers’ expectations. While some posts are expanding their parcel locker networks, some are trialling innovative delivery solutions to offer consumers more choice and control. As cross-border e-commerce continues to grow, IPC is working together with its member postal operators to implement a modular suite of in-cart solutions to offer e-retailers and their customers a fully integrated service platform, to capitalize on this growth potential, while at the same time also continuing their efforts on maximising efficiency and quality in the

international mail segment.”

Complete 2017 results as well as results for the first half of 2018 will be presented in the IPC Global Postal Industry Report to be published in November 2018. The report will include a comprehensive and detailed review of the postal industry, covering 50 postal operators worldwide and analysing key

market trends. A publicly available summary, the IPC GPIR Key Findings, will also be published in November.

For more information on the IPC Global Postal Industry Report, please visit:  
<http://www.ipc.be/en/programmes/market-intelligence/global-postal-industry-report>.

