



Executive Council 2024

PRIME: the right balance of Quality, Features and Remuneration

Siem Reap, August 14th 2024

Cinzia Neri, Head of PRIME



AGENDA

1

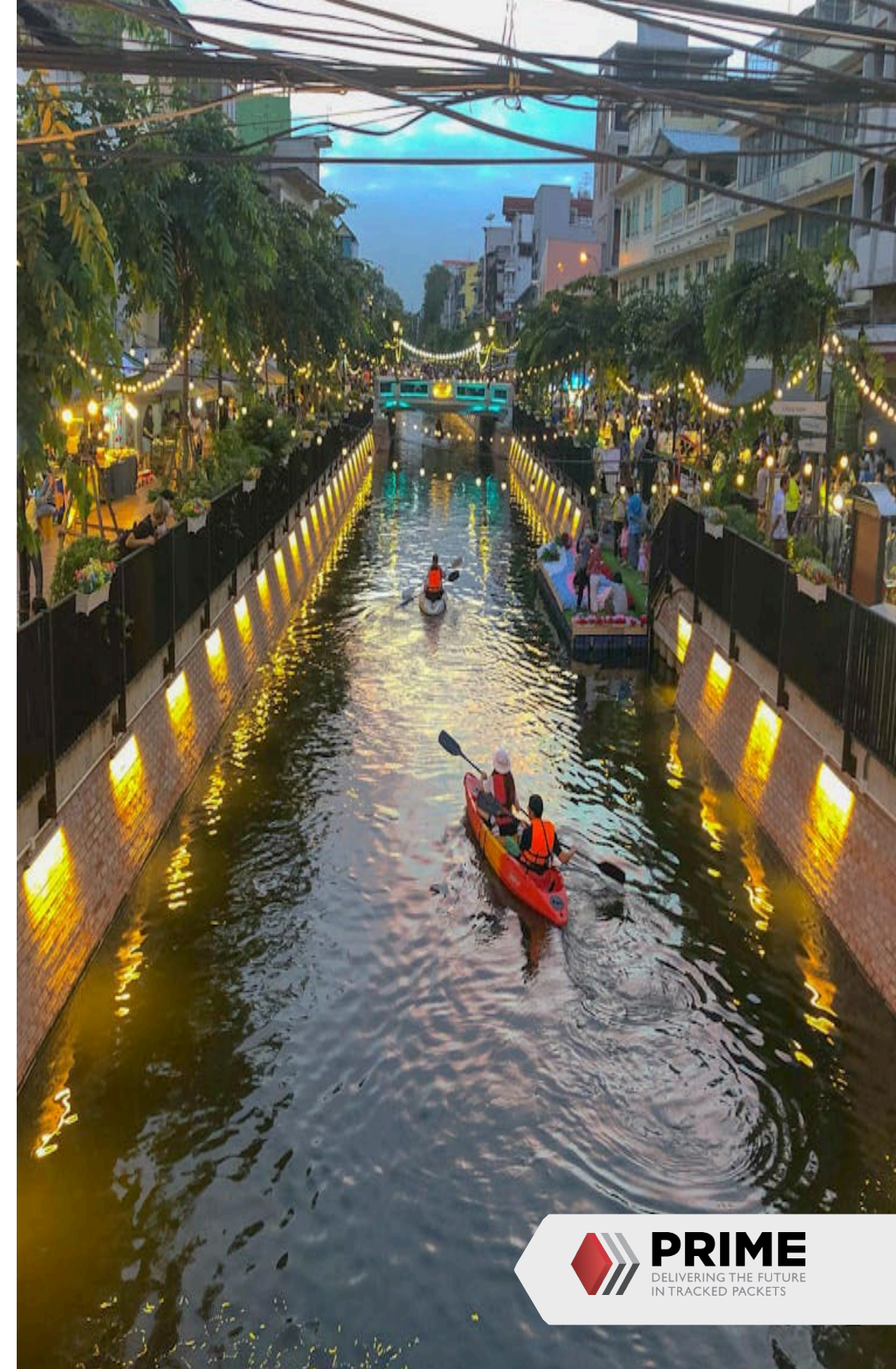
THE MEMBERSHIP

2

WHAT IS GOING ON?

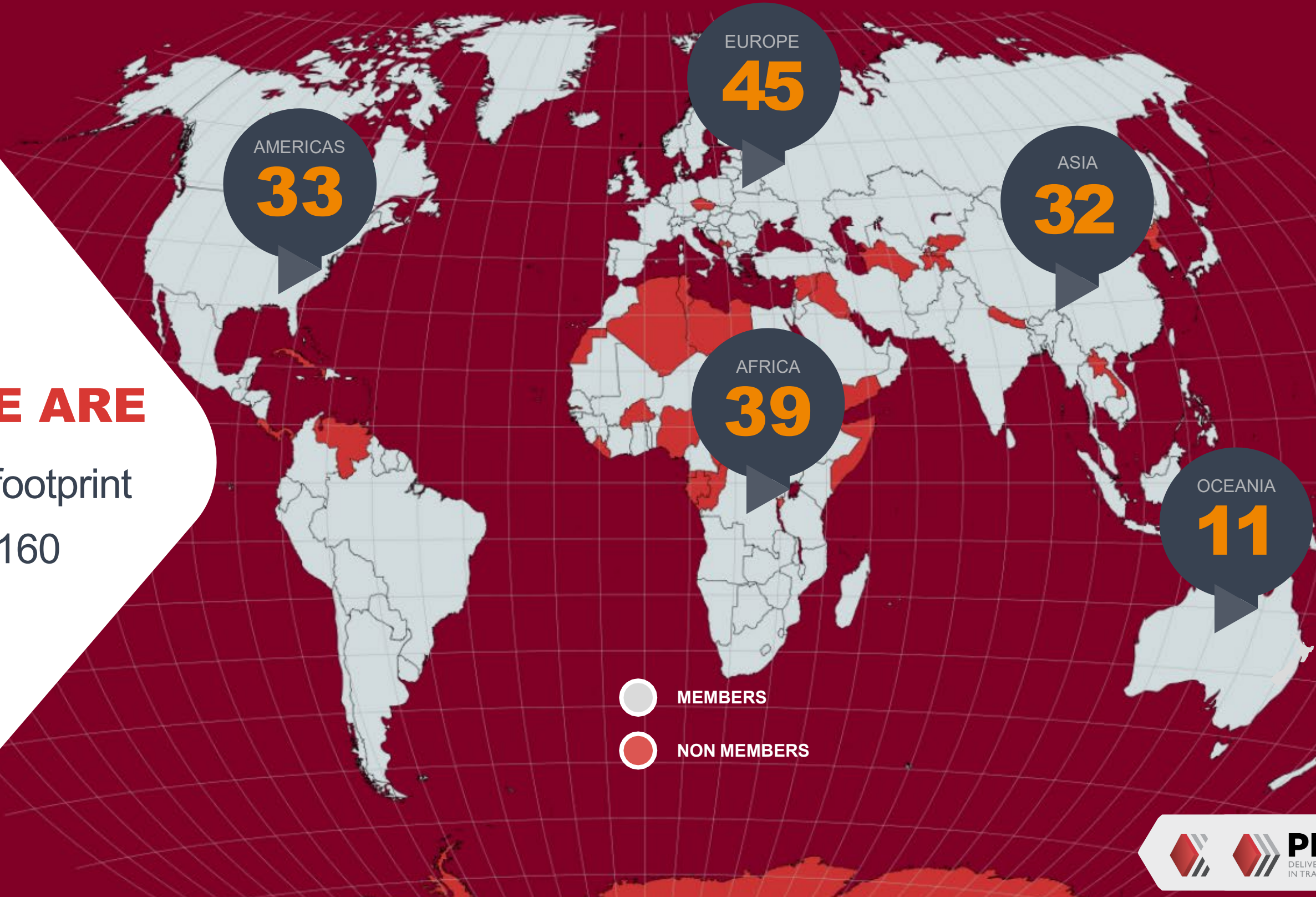
3

QUALITY



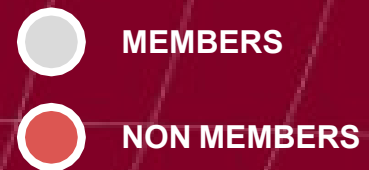
WHO WE ARE

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



TRACKED

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



USPS TRACKED

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



EXPRESS

CHINA
HONG KONG
INDONESIA
JAPAN
KOREA
MALAYSIA
NEW ZEALAND
SINGAPORE
THAILAND



REGISTERED

BHUTAN
INDONESIA
JAPAN
MACAO (CHINA)
NEW ZEALAND
THAILAND
VANUATU



GCSS

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 Exprès and
Tracked Agreements



PRIME Awards on
Customer Service for the
signatories

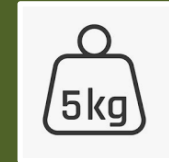
WHAT IS GOING ON?

Product Features

(2/2)



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



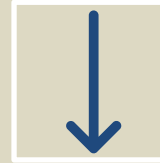
Tracked Agreement supports weight extension up to 5kg with related rates



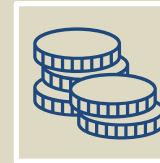
B2B2C option being explored by PRIME members

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

