

POSTAL NEWS

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1. Deutsche Post May Not Bid for Royal Mail, Chief Says (Update2)

By Joseph Mapother and Steve Rothwell

April 15 (Bloomberg) -- Deutsche Post AG, Europe's biggest mail carrier, has "no strategic necessity" to bid for a stake in Britain's postal service, according to the German company's chief executive officer.

"Mail is a declining business and no one knows how far it will go," CEO Frank Appel said late yesterday at a briefing for reporters in Frankfurt.

The comments suggest that the Bonn-based company may not make an offer to invest in Royal Mail Group Plc, the U.K.'s 360-year-old postal service. TNT NV, Europe's second-biggest express-delivery company, is considering acquiring a stake in Royal Mail Group, and private-equity firm CVC Capital Partners Ltd. may also be interested, according to reports by Welt am Sonntag and other newspapers.

The U.K. government is seeking to sell about a third of the national postal service as the Royal Mail struggles to adapt to competition from companies including TNT and Deutsche Post's DHL Worldwide Express. U.K. Business Secretary Peter Mandelson has said that only an outside company has the cash, experience and technology to help the Royal Mail with European Union rules that phase-in competition by 2013.

Even as Appel said the delivery business is deteriorating, the CEO said Deutsche Post may be past the worst in recession-driven declines in monthly volumes.

March Improvement

"With all due caution, March may be a little bit better" than the first two months of 2009, he said.

Deutsche Post rose 10 cents, or 1 percent, to 9.30 euros in Frankfurt trading. The stock has fallen 22 percent this year, valuing the company at 11.2 billion euros (\$14.8 billion).

Appel said in February that the declining number of letters and small packages is the most pressing immediate difficulty for Deutsche Post. "We still need to prepare for rough waters," he said yesterday.

The company's deliveries collapsed in the final quarter of last year as customers trimmed expenses and retail consumption slowed. The company had a loss of 3.16 billion euros in the fourth quarter of 2008, compared with net income of 253 million euros a year earlier.

Deutsche Post probably will have "some decline" in underlying profit this year, the company said March 11, though overall earnings will show a "significant" increase after the sale of a controlling stake in banking subsidiary Deutsche Postbank AG to Deutsche Bank AG.

Deutsche Bank Stake

Deutsche Post received an 8 percent stake in Deutsche Bank, Germany's largest, as part of the 4.9 billion-euro agreement reached in January. The package is subject to price-support agreements protecting buyer and seller. Deutsche Post can dispose of half of the shares starting in May and then sell the rest starting in the middle of June.

"There is a downside protection and an upside protection," meaning the transaction will represent at most 4.9 billion euros for Deutsche Post, Appel said.

Deutsche Bank's stock has gained 68 percent since the deal was announced. Postbank "has no need for a capital increase," said Appel, who is chairman of the bank's supervisory board.

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2. Postal department earns high revenue

15 Apr 2009, 2225 hrs IST, TNN

KANPUR: While corporate sectors are reporting sluggish growth in their annual

revenue data sheet, the postal department witnessed an increase of 28 per cent in their revenue earning in the financial year 2008-09.

Infusing a new lease of life into its services like Speed Post, Express Parcel Post, Business Post, Bill Mail Service, Direct Post, E-Post, E-Payment, and other services and bringing corporate appeal through Project Arrow in its day to day work has worked wonders for the department. While, 2007-08 gave Kanpur GPO an income of Rs 7.30 crore, 2008-09 saw a massive public response and it increased to Rs 9.38 crore.

Expressing jubilation over positive entry in cash-registers, chief post master, Krishna Kumar Yadav said, "Our services are giving sleepless nights to courier services as people are once again reposing their confidence in us. Apart from that, corporate sector is too showing interest in our services and returning to us."

Yadav further said, "To meet the needs of corporate sector, we have deployed marketing executives, who will collect posts in bulk at their own centres. We also have maintained regular interaction with corporate customers to get a feedback on our delivery."

Kanpur GPO earns Rs 75 lakh from its premium services every month. Ordinary post like parcel, postcard, envelopes and others earn revenue to the tune of Rs 6 crore for the department.

Yadav further said that Chartered Council of India (1 crore annually), LIC (50 lakh), BSNL (50 lakh), Air Force, Chakeri (35 lakh) are our major customers and several other government and private firms like SBI, RBI, KESCO, JK Cement, LML and others rely on us in a big way.

Postal department has also maintained a customer care centre for ordinary customers and is maintaining a website for it.

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All Press Releases for April 16, 2009

3. Earth Class Mail, Bosma Enterprises Join Forces to Bring Online Postal-Mail Services and Jobs to Individuals Who Are Blind or Visually Impaired

The two companies will initially work together to utilize Earth Class Mail's platform in support of Bosma's government and corporate mail-center operations and document-management services.

Seattle, Wash. (PRWEB) April 16, 2009 -- Earth Class Mail, the world's leading provider of Internet-powered postal mail, announces a joint initiative with Bosma Enterprises to help create new jobs for individuals who are blind or visually impaired, and to collaborate on bringing Earth Class Mail's online mail-delivery service to these individuals.

Earth Class Mail allows recipients to receive, read, and manage their postal mail over the Internet at any time and from anywhere, and it can also be deployed as part of a digital mail-center management solution for government and enterprises. Bosma Enterprises, an Indiana-based nonprofit supplier of products and services to government and industry, provides rehabilitation, skills training, employment, and job-placement assistance to individuals who are blind or visually impaired. Bosma's services and products meet the world-recognized ISO 9001 Certified quality standards.

In the first phase of the initiative, Earth Class Mail and Bosma will work together on opportunities to utilize Earth Class Mail's software-as-a-service platform within Bosma's Document Solutions Service Center to support government and corporate mail-center operations as well as full-spectrum document-management services. In the second phase, Bosma's and Earth Class Mail's technical staffs will identify, evaluate and potentially develop adaptations and modifications to Earth Class Mail's technologies that would enable individuals who are blind and visually impaired to use and benefit from online postal mail with the same services and features that are currently available to Earth Class Mail customers.

Bosma Enterprises provides jobs and job opportunities to a segment of the U.S. population that has a national unemployment rate of more than 70%, with a goal of equipping individuals who are blind and visually impaired with assistive technology and tools that allow them to compete equally within the market place.

"All of us at Bosma are extremely excited about our joint venture with Earth Class Mail," said Lou Moneymaker, president and CEO of Bosma Enterprises. "We are looking forward to the opportunity to provide customers with a quality, cost-saving, forward-thinking service while creating upwardly mobile employment opportunities for people who are blind or visually impaired."

"As a company that has a goal of generating 'green' mail-processing and document-management jobs, we're particularly gratified to be working with Bosma in providing these new and meaningful employment opportunities for the visually impaired," said Sarah Carr, chief operating officer of Earth Class Mail. "Likewise, we're very enthusiastic about the potential adaptation of our technology so that it enables the blind to access, manage and receive the contents of their postal mail without assistance."

About Earth Class Mail

Earth Class Mail™ (<http://www.earthclassmail.com>) offers and licenses a service that lets customers to access and manage their postal mail online, 24x7, with benefits ranging from mobility and convenience or a business presence at a fraction of the cost of an executive suite to cost-savings and productivity. Earth Class Mail's system digitizes envelopes at midstream of the delivery process, presenting two-sided color images of incoming envelopes to customers via email and in customers' secure online accounts. Then, for each new mail item, customers can use Earth Class Mail's patent-pending Recipient Choice™ technology to have the item opened and the contents confidentially scanned for secure online viewing, or to have it shredded, archived, delivered to the right desk, transferred to another person without need of interoffice mail systems, or forward-shipped to another location without delay. For enterprises

and government agencies, the system digitizes paper mail at its entry point, injecting it directly into an organization's electronic workflow and saving 75% of typical document lifecycle costs. The company is headquartered in Seattle.

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