



Price guide

**Advertising Mail (including Sustainable),
Business Mail, Publishing Mail, Subscription Mail,
Door to Door, Response Services and
Inbound Mail Services**

January 2019

Helping your business thrive and prosper

Royal Mail is the UK's designated Universal Postal Service Provider, supporting customers, businesses and communities across the country. We are the only company that has the capability to deliver a 'one-price-goes-anywhere', six-days-a-week service on a range of letters and parcels to more than 29 million addresses across the UK.

Online Price Calculator

Use our online price calculator to find the best options for your mailing. There's also a downloadable excel version.

royalmailtechnical.com/parcelpricecalculator

For other prices such as stamps, franking, parcels and international please visit:
royalmail.com/prices2019

Although correct at the time this price guide was produced (November 2018), postal prices, fees and other conditions are subject to revision from time to time and services may need to be added or withdrawn.

Up-to-date information may be obtained by visiting royalmail.com

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Marketing Services

Royal Mail Advertising Mail®

Provides flexibility and savings on your direct mail and marketing campaigns.

It is already building many best-known brands' relationships with customers. With direct marketing campaigns delivering return on investment like never before, it's time to make it really work for you.

The right choice for your business if you:

- want a reliable medium that enables you to speak directly to customers and measure the effect
- need a service that is ideal for retaining existing customers, as well as acquiring new ones
- are sending over 1,000 Letters or Parcels or 250 Large Letters per day
- can meet our criteria for mail that is 100% advertising content.

To find out more go to

royalmail.com/advertising-mail

Sustainable® Advertising Mail

Enables you to reach customers through direct mail, with a focus on the environment.

With Sustainable® Advertising Mail you can keep your green credentials intact. Make the most of this highly versatile and targeted medium, and save money too.

The right choice for your business if you:

- are using direct mail and want your mailings to have a low environmental impact
- can meet the Entry or Intermediate level specifications for Sustainable® Advertising Mail and so qualify for savings on Advertising Mail
- are posting at least 4,000 Letters or 1,000 Large Letters per day.

You can customise Sustainable® Advertising Mail to meet your needs by choosing from the options on pages 4-5.

To find out more go to

royalmail.com/sustainable-advertising-mail

Royal Mail Door to Door®

Royal Mail Door to Door® is our unaddressed leaflet distribution service. Delivered by our trusted network of delivery post people, only Door to Door offers you:

- access to all 29 million UK addresses with prices from just 5p per item
- the flexibility to deliver leaflets, catalogues, samples and more
- free planning and targeting of your distribution to ensure your message reaches the right people
- creative and design support to maximise the impact of your items
- exclusivity – your item won't be sent out with any that have a competing message with yours
- a new Collection Service – meaning we'll come and collect your items from you
- flexible payment options – via account or via debit/credit card.

To find out more go to royalmail.com/doortodoor

Royal Mail Subscription Mail®

Subscription Mail is our new subscription magazine service, where items posted contain 30% or more editorial content. This new service launches on **2 January 2019**.

We consulted the sector and customers told us they need certainty to grow their subscriptions. Subscription Mail offers up to 12-months price certainty so that customers can plan ahead and invest in launching new titles.

The service is a Royal Mail Mailmark® specification so customers can benefit from significant savings.

General Correspondence Products

Business Mail 1st Class and Royal Mail Business Mail®

Is the perfect solution for your general business correspondence and transactional mail, such as bills, statements or invoices.

Business Mail 1st Class is the right option for businesses or organisations looking to send critical or time-sensitive mail quickly – and get a response just as fast. For items that do not require urgent delivery, Business Mail 2nd Class is the perfect solution.

The right choice for your business if you:

- are sending out general correspondence and transactional mail
- want to reach your customers and build trust and relationships
- want to earn savings for the volume of mail you send or for doing some preparation of your mail.

You can customise Business Mail 1st Class and Business Mail to meet your needs by choosing from the options on pages 4-5.

To find out more go to

royalmail.com/business-mail

If you do not want to take up any of the special options detailed in these pages, simply hand your mail over to us and we will do the rest.

New Unsorted Barcodes

We have started to phase out some of our unsorted options. It is important to use one of the barcoded options to get the best prices. Account customers can save 3p by printing a simple barcode.

To find out more go to

royalmail.com/barcodesavings

Royal Mail Publishing Mail®

Is our specialist mailing service for publishers and distributors of magazines, journals and newsletters.

The right choice for your business if you:

- publish magazines, newsletters, periodicals or journals with at least one-sixth editorial content
- distribute a minimum of 1,000 items at least twice a year – there is no limit on the amount you can send
- want to earn savings for the volume of mail you send or for doing some preparation of your mail.

You can customise Publishing Mail to meet your needs by choosing from the options on pages 4-5.

To find out more go to

royalmail.com/publishing-mail

Response Services

Our Response Services enable businesses and consumers to react to direct marketing, magazine inserts, press advertisements, voting communications and surveys through an item of mail; paid by you.

You can use them to great effect for electoral communications, market research and surveys too. It's all done with a dedicated item of mail paid through your account with Royal Mail.

Choose Business Reply Standard for:

- replies by 1st or 2nd Class
- can be personalised with your branding and logo.

Choose FREEPOST NAME for:

- handwritten or printed options
- respondent only writes the FREEPOST NAME – no full postal address required.

To find out more go to

royalmail.com/standardresponseservices or royalmail.com/freepostname

Your mailing options

For businesses and organisations which use mail as an integral part of their communications plans, Royal Mail have a number of options available for you to choose from. The final price for your mailing will depend on a number of choices that you make, and this price guide is intended to give you an overview of the options. Should you need any further details please see the appropriate product guide at royalmail.com or call **08457 950 950***.

What is the content of your mailing?

Advertising Mail

Mailings which comprise a largely uniform message to all addressees, with the purpose of promoting the sale or use of products or services, or to encourage contribution to, or support of a cause.

Publishing Mail

A service for periodicals such as newsletters, journals and magazines (but not brochures, catalogues, directories and exhibition guides). Before customers can use the service we need to verify that items meet our qualifying criteria. At least one-sixth of the periodical must be editorial content.

Business Mail

Typically contain general correspondence and items of a personalised nature for transactional, contractual or relationship purposes. Generally they are for mailings that do not qualify for Advertising Mail, Sustainable Advertising Mail or Publishing Mail. Goods cannot be sent in Business Mail – please use one of our Parcels products.

How much does it weigh?

Typically we have a single price for 0-100g, another for 101-250g, then above 250g you pay for each additional gram.

With the parcel format (only available with Advertising Mail and Publishing Mail) the weight band is 0-750g then 751-1000g. Above 1000g you pay for each additional gram.

How quickly do you want it delivered?

| | |
|------------------|----------------------------------|
| 1st Class | The working day after collection |
| 2nd Class | 2 working days after collection |
| Economy | 4 working days after collection |

Are you able to pre-sort the mailing into separate containers, depending on the destination?

We then pass on the cost saving to you. Most of our customers who use this facility use the services of a Mailing House to realise this potential. Should you need any support in making this happen please do call us on **08457 950 950***.

Unsorted is where you just give us the mail as it is.

Low Sort is where we ask you to sort to Mail Centre level (c 80 selections) for mail that can be processed through our letter sorting equipment (our lowest cost way of processing mail).

High Sort requires a deeper level of sortation as it separates mail for each Delivery Office (c 1500 selections).

Your mailing options

Can the items be processed by our Sortation and Sequencing equipment? (Machine Readability)

MailMark® is the new style barcode which is able to direct and track individual items through the network up to the point where they are ready for delivery.

OCR - even just applying the right font, and making sure that certain areas of the envelope are clear from text or artwork, can help us use Optical Character Recognition.

Address Quality - items that are carefully and accurately addressed will give better performance and help achieve lower prices.

Again, many customers make use of third party providers to realise the savings that are achievable here. Give us a call and we can point you in the right direction.

What containers are you presenting the mail in?

We have migrated much of our internal movement of mail into trays rather than bags to drive efficiency, and now offer customers for our pre-sorted products a preferential rate if you can do the same. Trays protect your mail from damage.

Does your mail achieve the best environmental standards - Sustainable Advertising Mail?

For customers who use Advertising Mail, we offer an additional discount if you are able to meet our highest standard of production processes, address quality and recycling awareness.

What is your mailing volume?

If your daily volumes (per speed and format) reach certain threshold levels you will get additional discounts.

How do you access these services?

Access to the services in this price guide is via a Royal Mail Online Business Account, which is our online ordering and invoicing system. It allows you to order mail services and manage your Royal Mail invoices quickly and simply in one place. For more information go to: royalmail.com/oba

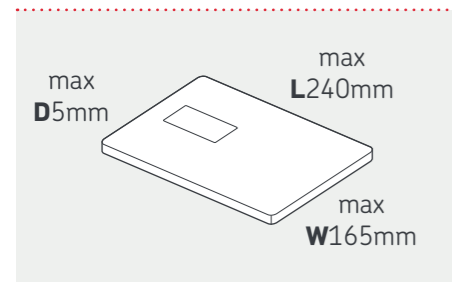
*Calls cost 5p per minute plus your telephone company's network access charge.

Know your formats

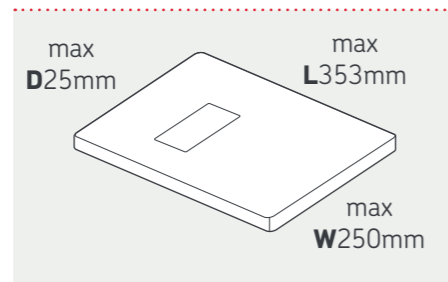
Here are the formats we use to work out the postage. Each format has its own size and weight limits. The illustrations below will help you check the format of your item.

Advertising Mail & Business Mail*

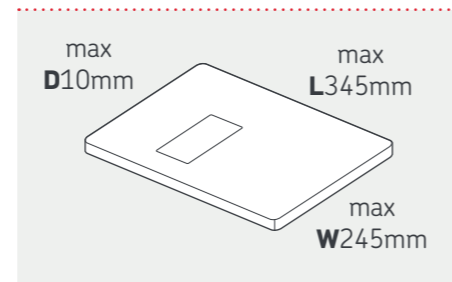
Letter Up to 100g



Large Letter Up to 750g



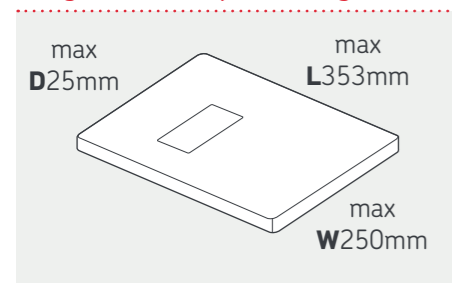
Large Letter – machine readable Up to 750g



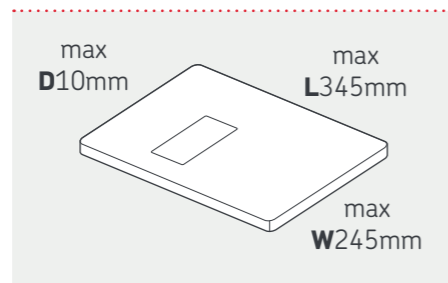
*There is no Parcel option in Business Mail and goods are not permitted in Business Mail Large Letters. For information on Parcels services please visit royalmail.com/parcels

Publishing Mail

Large Letter Up to 750g

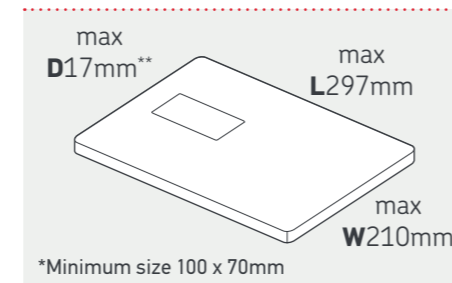


Large Letter – machine readable Up to 750g



Door to Door

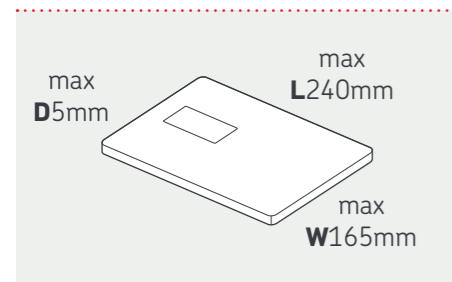
Items Up to 200g*



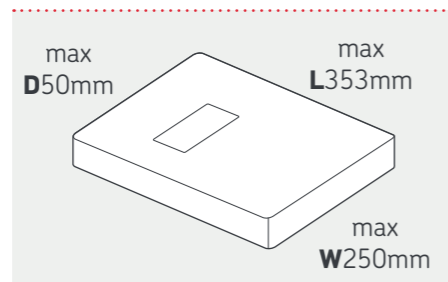
*Minimum size 100 x 70mm

Response Services

Letter Up to 100g

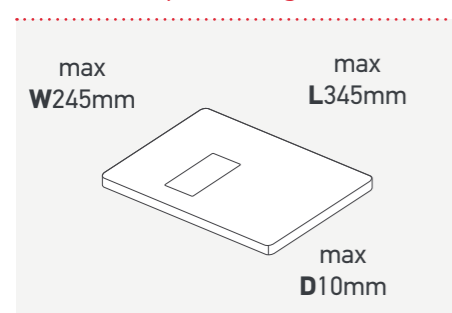


Large Letter Up to 750g



Subscription Mail

Large Letter – machine readable Up to 750g



Advertising Mail

Standard unsorted options

Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per sales order [†] | | | |
|----------------|-----------------------|--------------|----------------------------|--|-------------|---------------|---------|
| | | | | 1,000-2,499 | 2,500-9,999 | 10,000-24,999 | 25,000+ |
| 1st Class | Standard | CLN | 100g | 61.8p | 60.6p | 59.3p | 58.1p |
| | Account ^{††} | UNC | 100g | 58.4p | 57.2p | 56.0p | 54.9p |
| 2nd Class | Standard | CLN | 100g | 37.3p | 36.6p | 35.8p | 35.0p |
| | Account ^{††} | UND | 100g | 36.3p | 35.6p | 34.9p | 34.1p |

Prices in this table exclude VAT, which is charged at the standard rate.

Prices in this table exclude the Mailing Standards Levy of 0.2% which is not subject to VAT.

Further details of the Mailing Standards Levy can be found in the specific terms relating to Advertising Mail.

[†]In order to qualify for a price based on number of items, items must be of the same service, class and format, and be contained on a single sales order.

Mailings of less than 1,000 items may be refused or charged at a higher rate.

^{††}A Barcode is required for the Account options. For further information visit royalmail.com/barcodesavings

Highly Machine readable unsorted options

Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per sales order [†] | | | |
|----------------|----------|--------------|----------------------------|--|-------------|---------------|---------|
| | | | | 1,000-2,499 | 2,500-9,999 | 10,000-24,999 | 25,000+ |
| 1st Class | Advanced | UNK | 100g | 49.1p | 48.1p | 47.1p | 46.1p |
| | Mailmark | EBT | 100g | 47.8p | 46.8p | 45.8p | 44.8p |
| | OCR | CLF | 100g | 50.9p | 49.8p | 48.8p | 47.7p |
| 2nd Class | Advanced | UNL | 100g | 29.2p | 28.6p | 28.0p | 27.4p |
| | Mailmark | EBU | 100g | 28.6p | 28.0p | 27.4p | 26.8p |
| | OCR | CLH | 100g | 30.0p | 29.3p | 28.7p | 28.1p |

Prices in this table exclude VAT, which is charged at the standard rate.

Prices in this table exclude the Mailing Standards Levy of 0.2% which is not subject to VAT.

Further details of the Mailing Standards Levy can be found in the specific terms relating to Advertising Mail.

[†]In order to qualify for a price based on number of items, items must be of the same service, class and format, and be contained on a single sales order.

Mailings of less than 1,000 items may be refused or charged at a higher rate.

Bundles to weigh less than **6.4kg**. Boxes to weigh less than **10kg**. In each box – every item to weigh the same and be made from the same paper weight.

We can check your item when you send us a sample, and if you want to talk anything through with the team you can call: **0345 266 0858**.

**If your item is more than 5mm thick please contact the Door to Door team on 0345 266 0858 for advice.

Advertising Mail

Low Sort and High Sort options Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per day* | | | | |
|------------------|--------------------|--------------|----------------------------|--------------------------|---------------|---------------|----------------|----------|
| | | | | 4,000-19,999 | 20,000-39,999 | 40,000-79,999 | 80,000-119,999 | 120,000+ |
| 1st Class | Low-Sort Mailmark | EBD | 100g | 45.3p | 44.4p | 43.2p | 42.6p | 42.2p |
| | Low-Sort OCR | AUR | 100g | 47.2p | 46.3p | 45.1p | 44.5p | 44.1p |
| | High Sort Direct | AUX | 100g | 56.0p | 55.0p | 53.8p | 53.2p | 52.7p |
| | High Sort Residue* | AUX | 100g | 57.5p | 56.5p | 55.9p | 55.9p | 55.6p |
| 2nd Class | Low-Sort Mailmark | EBE | 100g | 22.5p | 22.1p | 21.5p | 21.2p | 21.0p |
| | Low-Sort OCR | AVN | 100g | 23.4p | 22.9p | 22.3p | 22.1p | 21.8p |
| | High Sort Direct | AV1 | 100g | 26.9p | 26.5p | 25.9p | 25.6p | 25.3p |
| | High Sort Residue* | AV1 | 100g | 27.6p | 27.2p | 26.9p | 26.9p | 26.7p |
| Economy | Low-Sort Mailmark | EBF | 100g | 20.2p | 19.8p | 19.3p | 19.0p | 18.8p |
| | Low-Sort OCR | AVU | 100g | 21.0p | 20.6p | 20.1p | 19.8p | 19.6p |
| | High Sort Direct | AV4 | 100g | 23.1p | 22.7p | 22.2p | 21.9p | 21.7p |
| | High Sort Residue* | AV4 | 100g | 23.7p | 23.4p | 23.3p | 23.2p | 23.2p |

Prices in this table exclude VAT, which is charged at the standard rate.

Prices in this table exclude the Mailing Standards Levy of 0.2% which is not subject to VAT.

Further details of the Mailing Standards Levy can be found in the specific terms relating to Advertising Mail.

*The price for Residue is based on the number of items per mailing, not per day.

Mailings of less than 4,000 items may be refused or charged at a higher rate.

Tray savings: For trayed mailings of Letters you can save 0.30p (ex VAT) per item from the prices in this table.

Advertising Mail

Catalogue option Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per day* | | | | |
|----------------|--------------------|--------------|----------------------------|--------------------------|---------------|---------------|----------------|----------|
| | | | | 4,000-19,999 | 20,000-39,999 | 40,000-79,999 | 80,000-119,999 | 120,000+ |
| Economy | High Sort Direct | AM3 | 100g | 23.1p | 22.7p | 22.2p | 21.9p | 21.7p |
| | | AM3 | 110g | 23.7p | 23.3p | 22.8p | 22.5p | 22.3p |
| | | AM3 | 120g | 25.0p | 24.6p | 24.1p | 23.8p | 23.6p |
| | | AM3 | 130g | 26.3p | 25.9p | 25.3p | 25.0p | 24.8p |
| | | AM3 | 140g | 27.5p | 27.1p | 26.5p | 26.2p | 25.9p |
| | High Sort Residue* | AM3 | 150g | 28.8p | 28.3p | 27.7p | 27.4p | 27.1p |
| | | AM3 | 100g | 23.7p | 23.4p | 23.3p | 23.2p | 23.2p |
| | | AM3 | 150g | 43.8p | 43.4p | 43.2p | 42.9p | 42.9p |

Large Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per day* | | | | |
|----------------|--------------------|--------------|----------------------------|--------------------------|---------------|---------------|---------------|---------|
| | | | | 1,000-9,999 | 10,000-19,999 | 20,000-39,999 | 40,000-59,999 | 60,000+ |
| Economy | High Sort Direct | AM3 | 100g | 29.1p | 28.6p | 27.9p | 27.6p | 27.3p |
| | | AM3 | 110g | 30.0p | 29.5p | 28.8p | 28.5p | 28.2p |
| | | AM3 | 120g | 31.8p | 31.3p | 30.5p | 30.2p | 29.9p |
| | | AM3 | 130g | 33.6p | 33.0p | 32.2p | 31.8p | 31.5p |
| | | AM3 | 140g | 35.4p | 34.8p | 34.0p | 33.6p | 33.2p |
| | | AM3 | 150g | 36.9p | 36.2p | 35.4p | 35.0p | 34.6p |
| | High Sort Residue* | AM3 | 250g | 39.3p | 38.6p | 37.7p | 37.3p | 36.9p |
| | | AM3 | 100g | 32.4p | 32.3p | 32.1p | 32.1p | 32.1p |
| | | AM3 | 150g | 43.8p | 43.6p | 43.4p | 43.4p | 43.4p |
| | | AM3 | 250g | 43.8p | 43.6p | 43.4p | 43.4p | 43.4p |

For details of Large Letters over 250g see the Advertising Mail rate card.

Prices in this table exclude VAT, which is charged at the standard rate.

Prices in this table exclude the Mailing Standards Levy of 0.2% which is not subject to VAT.

Further details of the Mailing Standards Levy can be found in the specific terms relating to Advertising Mail.

*The price for Residue is based on the number of items per mailing, not per day.

Mailings of less than 1,000 Large Letters or 4,000 Letters may be refused or charged at a higher rate.

Tray savings: For trayed mailings you can save 0.30p for Letters and 0.90p for Large Letters (ex VAT) per item from the prices in this table.

Advertising Mail

Standard unsorted options

Large Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per sales order [†] | | | |
|----------------|-----------------------|--------------|----------------------------|--|-----------|-------------|--------|
| | | | | 250-749 | 750-1,999 | 2,000-4,999 | 5,000+ |
| 1st Class | Standard | CLN | 100g | 94.8p | 92.8p | 90.9p | 89.0p |
| | | | 250g | 131.0p | 128.3p | 125.7p | 123.0p |
| | | | 500g | 166.5p | 163.1p | 159.7p | 156.3p |
| | | | 750g | 233.4p | 228.7p | 224.0p | 219.2p |
| | Account ^{††} | UNC | 100g | 92.6p | 90.7p | 88.8p | 87.0p |
| | | | 250g | 128.1p | 125.5p | 122.9p | 120.3p |
| | | | 500g | 162.5p | 159.2p | 155.9p | 152.6p |
| | | | 750g | 229.5p | 224.8p | 220.2p | 215.5p |
| 2nd Class | Standard | CLN | 100g | 65.6p | 64.3p | 62.9p | 61.6p |
| | | | 250g | 93.6p | 91.7p | 89.8p | 87.9p |
| | | | 500g | 121.2p | 118.7p | 116.2p | 113.8p |
| | | | 750g | 172.4p | 168.9p | 165.4p | 161.9p |
| | Account ^{††} | UND | 100g | 63.0p | 61.8p | 60.5p | 59.2p |
| | | | 250g | 90.6p | 88.8p | 86.9p | 85.1p |
| | | | 500g | 119.9p | 117.4p | 115.0p | 112.6p |
| | | | 750g | 171.6p | 168.1p | 164.6p | 161.1p |

Prices in this table exclude VAT, which is charged at the standard rate.

Prices in this table exclude the Mailing Standards Levy of 0.2% which is not subject to VAT.

Further details of the Mailing Standards Levy can be found in the specific terms relating to Advertising Mail.

[†]In order to qualify for a price based on number of items, items must be of the same service, class and format, and be contained on a single sales order.

Mailings of less than 250 items may be refused or charged at a higher rate.

^{††}Barcode savings. A barcode is required for the Account options. For further information visit royalmail.com/barcodesavings

Advertising Mail

Highly machinable unsorted options

Large Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per sales order [†] | | | | | |
|----------------|-----------|--------------|----------------------------|--|---------|-----------|-------------|--------|--------|
| | | | | 1-249 | 250-749 | 750-1,999 | 2,000-4,999 | 5,000+ | |
| 1st Class | Mailmark | EBT | 100g | 94.0p | 81.1p | 79.3p | 77.6p | 75.9p | |
| | | | 250g | 130.0p | 112.1p | 109.6p | 107.4p | 105.0p | |
| | | | 500g | 172.0p | 148.3p | 145.1p | 142.1p | 138.9p | |
| | | | 750g | 245.0p | 211.3p | 206.6p | 202.3p | 197.8p | |
| | Advanced | UNK | 100g | 94.0p | 83.4p | 81.4p | 79.8p | 78.0p | |
| | | | 250g | 130.0p | 115.3p | 112.6p | 110.4p | 107.9p | |
| | | | 500g | 168.0p | 149.0p | 145.6p | 142.6p | 139.4p | |
| | | | 750g | 239.0p | 211.9p | 207.1p | 202.9p | 198.3p | |
| | OCR | CLF | 100g | n/a | 85.5p | 83.6p | 81.9p | 80.0p | |
| | | | 250g | n/a | 121.8p | 119.2p | 116.7p | 114.1p | |
| | | | 500g | n/a | 158.2p | 154.7p | 151.5p | 148.1p | |
| | | | 750g | n/a | 224.0p | 219.1p | 214.5p | 209.8p | |
| | 2nd Class | Mailmark | EBU | 100g | 64.0p | 58.9p | 57.7p | 56.5p | 55.2p |
| | | | | 250g | 92.0p | 84.7p | 82.9p | 81.2p | 79.4p |
| | | | | 500g | 121.7p | 112.1p | 109.6p | 107.4p | 105.0p |
| | | | | 750g | 174.2p | 160.5p | 156.9p | 153.7p | 150.2p |
| Advanced | | UNL | 100g | 64.0p | 62.6p | 61.4p | 60.1p | 58.8p | |
| | | | 250g | 92.0p | 90.1p | 88.2p | 86.4p | 84.6p | |
| | | | 500g | 121.7p | 119.1p | 116.7p | 114.3p | 111.9p | |
| | | | 750g | 174.2p | 170.5p | 167.1p | 163.6p | 160.1p | |
| OCR | | CLH | 100g | n/a | 64.0p | 62.6p | 61.3p | 59.9p | |
| | | | 250g | n/a | 90.2p | 88.2p | 86.4p | 84.5p | |
| | | | 500g | n/a | 117.6p | 115.0p | 112.6p | 110.1p | |
| | | | 750g | n/a | 169.0p | 165.3p | 161.9p | 158.2p | |

Prices in this table exclude VAT, which is charged at the standard rate.

Prices in this table exclude the Mailing Standards Levy of 0.2% which is not subject to VAT.

Further details of the Mailing Standards Levy can be found in the specific terms relating to Advertising Mail.

[†]In order to qualify for a price based on number of items, items must be of the same service, class and format, and be contained on a single sales order.

Mailings of less than 250 OCR items may be refused or charged at a higher price.

Tray savings: For trayed mailings of Large Letters up to 10mm thick you can save 0.90p (ex VAT) per item from the prices in this table.

Advertising Mail

Sorted options

Large Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per day* | | | | |
|----------------|--------------------|--------------|----------------------------|--------------------------|---------------|---------------|---------------|---------|
| | | | | 1,000-9,999 | 10,000-19,999 | 20,000-39,999 | 40,000-59,999 | 60,000+ |
| 1st Class | Low-Sort Mailmark | EBD | 100g | 63.8p | 62.7p | 61.2p | 60.5p | 59.9p |
| | | | 250g | 71.9p | 70.7p | 69.0p | 68.2p | 67.5p |
| | Low-Sort OCR | AUR | 100g | 67.3p | 66.6p | 66.2p | 65.8p | 65.0p |
| | | | 250g | 76.3p | 75.5p | 75.1p | 74.6p | 73.8p |
| | High Sort Direct | AUX | 100g | 66.2p | 65.1p | 63.6p | 62.8p | 62.2p |
| | | | 250g | 74.8p | 73.5p | 71.8p | 71.0p | 70.3p |
| | High Sort Residue* | AUX | 100g | 73.9p | 72.8p | 72.0p | 72.0p | 71.6p |
| | | | 250g | 83.4p | 82.1p | 81.3p | 81.3p | 80.8p |
| 2nd Class | Low-Sort Mailmark | EBE | 100g | 33.0p | 32.4p | 31.6p | 31.2p | 30.9p |
| | | | 250g | 44.1p | 43.3p | 42.3p | 41.8p | 41.4p |
| | Low-Sort OCR | AVN | 100g | 34.6p | 34.2p | 34.0p | 33.8p | 33.4p |
| | | | 250g | 46.3p | 45.8p | 45.5p | 45.3p | 44.7p |
| | High Sort Direct | AV1 | 100g | 33.6p | 33.1p | 32.3p | 31.9p | 31.6p |
| | | | 250g | 45.2p | 44.4p | 43.4p | 42.8p | 42.4p |
| | High Sort Residue* | AV1 | 100g | 37.5p | 37.0p | 36.6p | 36.6p | 36.4p |
| | | | 250g | 50.4p | 49.6p | 49.1p | 49.1p | 48.9p |
| Economy | Low-Sort Mailmark | EBF | 100g | 28.5p | 28.0p | 27.3p | 27.0p | 26.7p |
| | | | 250g | 38.4p | 37.7p | 36.8p | 36.3p | 36.0p |
| | Low-Sort OCR | AVU | 100g | 29.9p | 29.6p | 29.4p | 29.3p | 28.9p |
| | | | 250g | 40.4p | 39.9p | 39.7p | 39.5p | 39.0p |
| | High Sort Direct | AV4 | 100g | 29.1p | 28.6p | 27.9p | 27.6p | 27.3p |
| | | | 250g | 39.3p | 38.6p | 37.7p | 37.3p | 36.9p |
| | High Sort Residue* | AV4 | 100g | 32.4p | 32.3p | 32.1p | 32.1p | 32.1p |
| | | | 250g | 43.8p | 43.6p | 43.4p | 43.4p | 43.4p |

For details of Large Letters over 250g and Parcels see the **Advertising Mail rate card**.

Prices in this table exclude VAT, which is charged at the standard rate.

Prices in this table exclude the Mailing Standards Levy of 0.2% which is not subject to VAT.

Further details of the Mailing Standards Levy can be found in the specific terms relating to Advertising Mail.

Mailings of less than 1,000 items may be refused or charged at a higher rate.

*The price for Residue is based on the number of items per mailing, not per day.

Tray savings: For trayed mailings of Large Letters up to 10mm thick you can save 0.90p (ex VAT) per item from the prices in this table.

Sustainable® Advertising Mail

Sustainable® Advertising Mail prices are determined on the appropriate Advertising Mail with High Sort options or Low Sort options price plus the Sustainable® Advertising Mail percentage discount as shown below:

The prices determined by this rate card are indicative. Prices after discount have been rounded and may not perfectly match the invoiced details.

Table 1 – Entry Level pricing structure

| Delivery Speed | Format | Weight up to and including | Low Sort | | High Sort | |
|---------------------|---------------------|----------------------------|------------|------------|------------|------------|
| | | | Mailmark | OCR | Direct | Residue |
| 1st Class | | | | | | |
| Product Code | | | EBG | MXS | SPA | SPA |
| | Letter | 0-100g | 2.90% | 2.50% | 1.20% | 1.30% |
| | Large Letter | 0-100g | 3.00% | 3.00% | 2.25% | 1.50% |
| | Large Letter | 101-250g | 2.20% | 1.70% | 2.50% | 1.80% |
| | Large Letter | 251-750g | 2.50% | 1.50% | 2.25% | 1.75% |
| 2nd Class | | | | | | |
| Product Code | | | EBH | MXT | SPG | SPG |
| | Letter | 0-100g | 1.58% | 1.65% | 1.38% | 1.34% |
| | Large Letter | 0-100g | 2.37% | 2.53% | 2.15% | 1.47% |
| | Large Letter | 101-250g | 1.70% | 1.25% | 1.85% | 1.35% |
| | Large Letter | 251-750g | 1.65% | 1.25% | 1.85% | 1.35% |
| Economy | | | | | | |
| Product Code | | | EBI | MXU | SPJ | SPJ |
| | Letter | 0-100g | 1.57% | 1.65% | 1.36% | 1.38% |
| | Large Letter | 0-100g | 2.37% | 2.53% | 2.16% | 1.47% |
| | Large Letter | 101-250g | 1.67% | 1.25% | 1.85% | 1.37% |
| | Large Letter | 251-750g | 1.65% | 1.25% | 1.85% | 1.35% |

Prices in this table exclude VAT, which is charged at the standard rate.

Prices in this table exclude the Mailing Standards Levy of 0.2% which is not subject to VAT.

Further details of the Mailing Standards Levy can be found in the specific terms relating to Advertising Mail.

Table 2 – Intermediate Level pricing structure

| Delivery Speed | Format | Weight up to and including | Low Sort | | High Sort | |
|---------------------|---------------------|----------------------------|------------|------------|------------|------------|
| | | | Mailmark | OCR | Direct | Residue |
| 1st Class | | | EBJ | MYK | SPF | SPF |
| Product Code | | | | | | |
| | Letter | 0-100g | 3.50% | 3.50% | 3.35% | 3.35% |
| | Large Letter | 0-100g | 4.00% | 4.50% | 4.50% | 3.50% |
| | Large Letter | 101-250g | 3.50% | 2.50% | 4.25% | 2.80% |
| | Large Letter | 251-750g | 3.50% | 2.50% | 4.00% | 2.50% |
| 2nd Class | | | EBK | MYL | SPH | SPH |
| Product Code | | | | | | |
| | Letter | 0-100g | 3.50% | 3.50% | 3.43% | 3.48% |
| | Large Letter | 0-100g | 4.00% | 4.50% | 4.22% | 3.83% |
| | Large Letter | 101-250g | 3.50% | 2.50% | 3.70% | 2.35% |
| | Large Letter | 251-750g | 3.50% | 2.50% | 3.80% | 2.30% |
| Economy | | | EBL | MYM | SPK | SPK |
| Product Code | | | | | | |
| Economy | Letter | 0-100g | 3.50% | 3.50% | 3.42% | 3.53% |
| | Large Letter | 0-100g | 4.00% | 4.50% | 4.21% | 3.81% |
| | Large Letter | 101-250g | 3.50% | 2.50% | 3.80% | 2.35% |
| | Large Letter | 251-750g | 3.50% | 2.50% | 3.80% | 2.30% |

Prices in this table exclude VAT, which is charged at the standard rate.
 Prices in this table exclude the Mailing Standards Levy of 0.2% which is not subject to VAT.
 Further details of the Mailing Standards Levy can be found in the specific terms relating to Advertising Mail.

Please note that Sustainable discounts should be applied to the relevant Advertising Mail price before the tray incentive is included

Tray savings: For trayed mailings of Letters you can save 0.30p (ex VAT) per item from the prices in this table.

Tray savings: For trayed mailings of Large Letters up to 10mm thick you can save 0.90p (ex VAT) per item from the prices in this table.

Prices exclude handling charges and VAT, which is charged at the standard rate. Subject to availability and a minimum charge of £500.

Door to Door rate card (under 5mm in depth)

| Weight up to and including | Number of items per contract (price per 1,000 items) | | | |
|----------------------------|--|------------------|--------------------|-------------------|
| | Up to 25,000 | 25,001 – 100,000 | 100,001 – 200,000* | 200,001 – 500,000 |
| 20g | £69.99 | £63.68 | £59.48 | |
| 35g | £74.89 | £68.14 | £63.64 | |
| 60g | £97.99 | £89.15 | £83.27 | |
| 80g | £105.68 | £96.16 | £89.81 | |
| 100g | £123.18 | £112.08 | £104.68 | |
| 120g | £148.33 | £133.02 | £130.58 | |
| 140g | £163.17 | £146.33 | £136.74 | |
| 160g | £178.86 | £160.41 | £149.90 | |
| 180g | £193.77 | £173.76 | £162.39 | |
| 200g | £210.66 | £188.92 | £176.56 | |

*For standard rate card, distributions of over 200,000 items receive volume-related discounts. Each contract over this volume is priced according to the weight and geographic profile of the distribution and the Door to Door team will be able to provide you with an exact price for such distributions.

We also offer a New User rate for a new customer's first distribution.

Door to Door rate card (under 5mm in depth)

New User

| Weight up to and including | Number of items per contract (price per 1,000 items) | | | |
|----------------------------|--|------------------|-------------------|-------------------|
| | Up to 25,000 | 25,001 – 100,000 | 100,001 – 200,000 | 200,001 – 500,000 |
| 20g | £62.99 | £57.32 | £53.53 | £50.24 |
| 35g | £67.40 | £61.33 | £57.28 | £53.76 |
| 60g | £88.19 | £80.25 | £74.94 | £70.34 |
| 80g | £95.11 | £86.55 | £80.83 | £75.86 |
| 100g | £110.86 | £100.88 | £94.21 | £88.42 |

New offer rate applicable to brand new customers or customers returning after 18 months

Please remember, if your contracts contain items with a depth measuring 5mm or more, they must be booked through the Door to Door Booking Centre, please call **0345 266 0858**.

Please note: These are current prices and do not change on 2 January 2019.

Door to Door

For any advice regarding Door to Door please call **0345 266 0858**, or visit: royalmail.com/doortodoor for further information.

Please remember, if your contracts contain items with a depth measuring 5mm or more, they must be booked through the Door to Door Booking Centre.

We want to make your next leaflet campaign as easy to manage as possible. That's why we offer an end-to-end solution to suit your needs.

Our Booking Centre team can help you to plan, target and book your items, also help you with your print requirements and arrange collection and handover of your items to our processing centres.

There is a minimum charge per contract of £500 plus VAT. A contract can be booked for distributions over a 13 week period, and you can spread distribution and payments over this period to help reduce the upfront cost to you.

To discuss how Door to Door can help your business and to make a booking, please contact the Door to Door team between 8.30am and 5.30pm Monday to Friday on **0345 266 0858** or by email doortodoor@royalmail.com

You can also visit royalmail.com/doortodoor for more information.

Business Mail

Standard unsorted options

Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per sales order [†] | | | | |
|----------------|-----------------------|--------------|----------------------------|--|-------------|-------------|---------------|---------|
| | | | | 1-999 | 1,000-2,499 | 2,500-9,999 | 10,000-24,999 | 25,000+ |
| 1st Class | Standard | STL | 100g | 63.0p | 60.9p | 59.6p | 58.3p | 57.0p |
| | Account ^{††} | UNA | 100g | 59.5p | 57.5p | 56.3p | 55.1p | 53.8p |
| 2nd Class | Standard | STL | 100g | 42.7p | 41.7p | 40.8p | 39.8p | 39.0p |
| | Account ^{††} | UNB | 100g | 40.0p | 39.1p | 38.2p | 37.3p | 36.5p |

Prices in this table exclude VAT, which is charged at the standard rate.

[†]In order to qualify for a price based on number of items, items must be of the same service, class and format, and be contained on a single sales order.

^{††}Barcode savings. A barcode is required for the Account options. For further information visit royalmail.com/barcodesavings

Highly Machine readable unsorted options

Letter

| Delivery Speed | Product Code | Option | Weight up to and including | Number of items per sales order [†] | | | | | | |
|----------------|--------------|----------|----------------------------|--|---------|----------|-------------|-------------|---------------|---------|
| | | | | 1-249 | 250-499 | 500-999* | 1,000-2,499 | 2,500-9,999 | 10,000-24,999 | 25,000+ |
| 1st Class | UNI | Advanced | 100g | 59.5p | 49.9p | 49.9p | 49.1p | 48.1p | 47.1p | 46.0p |
| | EBR | Mailmark | 100g | 59.5p | 59.5p | 48.7p | 47.8p | 46.8p | 45.8p | 44.8p |
| | CL3 | OCR | 100g | n/a | n/a | 51.8p | 50.9p | 49.8p | 48.7p | 47.7p |
| 2nd Class | UNJ | Advanced | 100g | 40.0p | 32.8p | 32.8p | 32.2p | 31.6p | 30.9p | 30.2p |
| | EBS | Mailmark | 100g | 40.0p | 40.0p | 31.3p | 30.7p | 30.1p | 29.4p | 28.8p |
| | CL4 | OCR | 100g | n/a | n/a | 33.0p | 32.4p | 31.7p | 31.1p | 30.4p |

Prices in this table exclude VAT, which is charged at the standard rate.

[†]In order to qualify for a price based on number of items, items must be of the same service, class and format, and be contained on a single sales order. Mailings of less than the minimum volumes may be refused or charged at a higher price.

For Business Mail Advanced (BMA) posted via Mailmark Franking machines:

(New process for mail pieces without a 12 alpha character licence that do not require an OBA Sales Order)

Prices franked per item: Business Mail Advanced 1st Class 60p
Business Mail Advanced 2nd Class 40p

All credit or debit will be automatically applied to your account with your franking machine supplier. You will receive a VAT statement and Franking Account statement monthly.

For Business Mail Advanced (BMA) posted via Smartmeter and Mailmark Franking machines:

(For mail pieces with a 12 alpha character licence that require use of an OBA Sales Order)

Prices franked per item: Business Mail Advanced 1st Class 72p
Business Mail Advanced 2nd Class 54p

These higher control prices are before the BMA discount has been awarded. Discounted BMA prices are shown in the Business Mail rate card.

All BMA franking customers

BMA items which do not qualify will be charged at 59.5p (exc VAT) for 1st Class, and 40p (exc VAT) for 2nd Class. Note all BMA prices are subject to VAT.

For users of Mailmark franking technology, the most up to date and best value franking tariff is always in your mailmark machine.

Business Mail

Low Sort and High Sort options

Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per day* | | | | |
|------------------|--------------------|--------------|----------------------------|--------------------------|---------------|---------------|----------------|----------|
| | | | | 4,000-19,999 | 20,000-39,999 | 40,000-79,999 | 80,000-119,999 | 120,000+ |
| 1st Class | Low-Sort Mailmark | EBA | 100g | 45.3p | 44.4p | 43.2p | 42.6p | 42.2p |
| | Low-Sort OCR | MXD | 100g | 47.2p | 46.3p | 45.1p | 44.5p | 44.1p |
| | High Sort Direct | LE1 | 100g | 56.0p | 55.0p | 53.8p | 53.2p | 52.7p |
| | High Sort Residue* | LE1 | 100g | 57.5p | 56.5p | 56.2p | 55.9p | 55.6p |
| 2nd Class | Low-Sort Mailmark | EBB | 100g | 31.8p | 31.2p | 30.3p | 29.9p | 29.6p |
| | Low-Sort OCR | MXE | 100g | 33.2p | 32.5p | 31.7p | 31.3p | 31.0p |
| | High Sort Direct | LE2 | 100g | 38.8p | 38.2p | 37.3p | 36.9p | 36.6p |
| | High Sort Residue* | LE2 | 100g | 39.9p | 39.2p | 39.0p | 38.8p | 38.6p |
| Economy | Low-Sort Mailmark | EBC | 100g | 28.8p | 28.3p | 27.5p | 27.2p | 26.9p |
| | Low-Sort OCR | MXF | 100g | 30.2p | 29.6p | 28.8p | 28.5p | 28.2p |
| | High Sort Direct | LE3 | 100g | 32.7p | 32.1p | 31.4p | 31.1p | 30.8p |
| | High Sort Residue* | LE3 | 100g | 33.5p | 33.2p | 33.0p | 32.9p | 32.8p |

Large Letters between 250g and 750g are priced per gram.
For details see the **Business Mail rate card**.

Prices in this table exclude VAT, which is charged at the standard rate.
*The price for Residue is based on the number of items per mailing, not per day.
Mailings of less than 4,000 items may be refused or charged at a higher rate.

Tray savings: For trayed mailings of Letters you can save 0.30p (ex VAT) per item from the prices in this table.

Business Mail

Standard unsorted options

Large Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per sales order† | | | | |
|------------------|-----------|--------------|----------------------------|----------------------------------|---------|-----------|-------------|--------|
| | | | | 1-249 | 250-749 | 750-1,999 | 2,000-4,999 | 5,000+ |
| 1st Class | Standard | STL | 100g | 96.2p | 94.7p | 93.2p | 91.2p | 89.3p |
| | | | 250g | 133.0p | 130.9p | 128.9p | 126.2p | 123.4p |
| | | | 500g | 169.0p | 166.4p | 163.8p | 160.3p | 156.8p |
| | | | 750g | 237.0p | 233.3p | 229.7p | 224.8p | 219.9p |
| | Account†† | UNA | 100g | 94.0p | 92.5p | 91.1p | 89.2p | 87.2p |
| | | | 250g | 130.0p | 128.0p | 126.0p | 123.3p | 120.6p |
| | | | 500g | 165.0p | 162.4p | 159.9p | 156.5p | 153.1p |
| | | | 750g | 233.0p | 229.4p | 225.8p | 221.0p | 216.2p |
| 2nd Class | Standard | STL | 100g | 74.8p | 73.6p | 72.0p | 70.3p | 68.8p |
| | | | 250g | 105.0p | 103.3p | 101.1p | 98.8p | 96.5p |
| | | | 500g | 131.0p | 128.8p | 126.2p | 123.2p | 120.5p |
| | | | 750g | 184.0p | 181.0p | 177.2p | 173.1p | 169.2p |
| | Account†† | UNB | 100g | 72.0p | 70.8p | 69.3p | 67.7p | 66.2p |
| | | | 250g | 102.0p | 100.3p | 98.2p | 95.9p | 93.8p |
| | | | 500g | 129.0p | 126.9p | 124.2p | 121.3p | 118.6p |
| | | | 750g | 183.0p | 180.0p | 176.2p | 172.1p | 168.3p |

Prices in this table exclude VAT, which is charged at the standard rate.

†In order to qualify for a price based on number of items, items must be of the same service, class and format, and be contained on a single sales order.

††Barcode savings. A barcode is required for the Account options. For further information visit royalmail.com/barcodesavings

Business Mail

Highly machinable unsorted options

Large Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per sales order | | | | |
|----------------|----------|--------------|----------------------------|---------------------------------|---------|-----------|-------------|--------|
| | | | | 1-249 | 250-749 | 750-1,999 | 2,000-4,999 | 5,000+ |
| 1st Class | Mailmark | EBR | 100g | 94.0p | 81.1p | 79.3p | 77.6p | 75.9p |
| | | | 250g | 130.0p | 112.1p | 109.6p | 107.4p | 105.0p |
| | | | 500g | 173.0p | 149.2p | 145.9p | 142.9p | 139.7p |
| | | | 750g | 245.0p | 211.3p | 206.6p | 202.3p | 197.8p |
| | Advanced | UNI | 100g | 94.0p | 84.3p | 82.3p | 80.7p | 78.8p |
| | | | 250g | 130.0p | 116.5p | 113.9p | 111.6p | 109.0p |
| | | | 500g | 168.0p | 150.6p | 147.2p | 144.2p | 140.9p |
| | | | 750g | 236.0p | 211.6p | 206.7p | 202.6p | 197.9p |
| | OCR | CL3 | 100g | n/a | 85.5p | 83.6p | 81.9p | 80.0p |
| | | | 250g | n/a | 121.8p | 119.2p | 116.7p | 114.1p |
| | | | 500g | n/a | 158.2p | 154.7p | 151.5p | 148.1p |
| | | | 750g | n/a | 224.0p | 219.1p | 214.5p | 209.8p |
| 2nd Class | Mailmark | EBS | 100g | 72.0p | 64.8p | 63.4p | 62.1p | 60.7p |
| | | | 250g | 102.0p | 91.9p | 89.9p | 88.0p | 86.0p |
| | | | 500g | 134.0p | 120.7p | 118.0p | 115.6p | 113.0p |
| | | | 750g | 190.0p | 171.1p | 167.4p | 163.9p | 160.2p |
| | Advanced | UNJ | 100g | 72.0p | 66.6p | 65.2p | 63.8p | 62.7p |
| | | | 250g | 102.0p | 94.4p | 92.4p | 90.4p | 88.9p |
| | | | 500g | 131.0p | 121.2p | 118.7p | 116.1p | 114.2p |
| | | | 750g | 186.0p | 172.1p | 168.5p | 164.8p | 162.1p |
| | OCR | CL4 | 100g | n/a | 67.8p | 66.3p | 64.9p | 63.5p |
| | | | 250g | n/a | 97.8p | 95.6p | 93.6p | 91.5p |
| | | | 500g | n/a | 128.7p | 125.9p | 123.3p | 120.5p |
| | | | 750g | n/a | 182.7p | 178.7p | 175.0p | 171.1p |

Prices in this table exclude VAT, which is charged at the standard rate.

*In order to qualify for a price based on number of items, items must be of the same service, class and format, and be contained on a single sales order.

Mailings of less than the minimum volume may be refused or charged at a higher price.

Business Mail

Sorted options

Large Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per day* | | | | | |
|--------------------|--------------------|-------------------|----------------------------|--------------------------|---------------|---------------|---------------|---------|-------|
| | | | | 1,000-9,999 | 10,000-19,999 | 20,000-39,999 | 40,000-59,999 | 60,000+ | |
| 1st Class | Low-Sort Mailmark | EBA | 100g | 63.8p | 62.7p | 61.2p | 60.5p | 59.9p | |
| | | | 250g | 71.9p | 70.7p | 69.0p | 68.2p | 67.5p | |
| | Low-Sort OCR | MXD | 100g | 67.3p | 66.6p | 66.2p | 65.8p | 65.0p | |
| | | | 250g | 76.3p | 75.5p | 75.1p | 74.6p | 73.8p | |
| | High Sort Direct | LE1 | 100g | 66.2p | 65.1p | 63.6p | 62.8p | 62.2p | |
| | | | 250g | 74.8p | 73.5p | 71.8p | 71.0p | 70.3p | |
| | High Sort Residue* | LE1 | 100g | 73.9p | 72.8p | 72.0p | 72.0p | 71.6p | |
| | | | 250g | 83.4p | 82.1p | 81.3p | 81.3p | 80.8p | |
| | 2nd Class | Low-Sort Mailmark | EBB | 100g | 45.7p | 44.9p | 43.9p | 43.3p | 42.9p |
| | | | | 250g | 59.3p | 58.2p | 56.8p | 56.2p | 55.6p |
| | | Low-Sort OCR | MXE | 100g | 48.1p | 47.6p | 47.3p | 47.0p | 46.5p |
| | | | | 250g | 62.6p | 61.9p | 61.6p | 61.2p | 60.5p |
| High Sort Direct | | LE2 | 100g | 47.5p | 46.7p | 45.6p | 45.1p | 44.6p | |
| | | | 250g | 61.6p | 60.6p | 59.1p | 58.4p | 57.9p | |
| High Sort Residue* | | LE2 | 100g | 53.0p | 52.1p | 51.6p | 51.6p | 51.3p | |
| | | | 250g | 68.7p | 67.6p | 66.9p | 66.9p | 66.6p | |
| Economy | Low-Sort Mailmark | EBC | 100g | 40.9p | 40.2p | 39.3p | 38.8p | 38.5p | |
| | | | 250g | 52.7p | 51.8p | 50.6p | 50.0p | 49.5p | |
| | Low-Sort OCR | MXF | 100g | 43.1p | 42.6p | 42.4p | 42.1p | 41.7p | |
| | | | 250g | 55.7p | 55.1p | 54.8p | 54.5p | 53.9p | |
| | High Sort Direct | LE3 | 100g | 42.5p | 41.8p | 40.8p | 40.3p | 39.9p | |
| | | | 250g | 54.6p | 53.7p | 52.4p | 51.8p | 51.3p | |
| | High Sort Residue* | LE3 | 100g | 47.4p | 46.9p | 46.7p | 46.4p | 46.4p | |
| | | | 250g | 60.9p | 60.3p | 60.0p | 59.7p | 59.7p | |

Large Letters between 250g and 750g are priced per gram.
For details see the **Business Mail rate card**.

Prices in this table exclude VAT, which is charged at the standard rate.

*The price for Residue is based on the number of items per mailing, not per day.

Tray savings: For trayed mailings of Large Letters up to 10mm thick you can save 0.90p (ex VAT) per item from the prices in this table.

Publishing Mail

You may qualify for a special rate if you have a high proportion of city centre addresses on your database.

To find out more go to royalmail.com/publishing-mail

Low Sort and High Sort options

Large Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per day* | | | | | |
|--------------------|--------------------|-------------------|----------------------------|--------------------------|---------------|---------------|---------------|---------|-------|
| | | | | 1,000-9,999 | 10,000-19,999 | 20,000-39,999 | 40,000-59,999 | 60,000+ | |
| 1st Class | Low-Sort Mailmark | EBP | 100g | 56.7p | 56.1p | 55.1p | 54.1p | 53.8p | |
| | | | 250g | 62.5p | 61.8p | 60.8p | 59.7p | 59.4p | |
| | Low-Sort OCR | PQ3 | 100g | 59.8p | 59.1p | 58.8p | 58.5p | 57.8p | |
| | | | 250g | 66.0p | 65.2p | 64.9p | 64.5p | 63.8p | |
| | High Sort Direct | PR1 | 100g | 58.9p | 58.2p | 57.2p | 56.2p | 55.9p | |
| | | | 250g | 64.7p | 63.9p | 62.9p | 61.8p | 61.4p | |
| | High Sort Residue* | PR1 | 100g | 64.0p | 63.4p | 63.0p | 62.7p | 62.0p | |
| | | | 250g | 70.1p | 69.4p | 69.0p | 68.6p | 67.9p | |
| | 2nd Class | Low-Sort Mailmark | EBQ | 100g | 41.0p | 40.5p | 39.8p | 39.2p | 38.9p |
| | | | | 250g | 52.2p | 51.6p | 50.7p | 49.9p | 49.6p |
| Low-Sort OCR | | PQ4 | 100g | 43.3p | 42.8p | 42.6p | 42.4p | 41.9p | |
| | | | 250g | 55.0p | 54.4p | 54.1p | 53.8p | 53.2p | |
| High Sort Direct | | PR2 | 100g | 42.6p | 42.2p | 41.4p | 40.7p | 40.5p | |
| | | | 250g | 54.4p | 53.7p | 52.8p | 51.9p | 51.6p | |
| High Sort Residue* | | PR2 | 100g | 46.0p | 45.5p | 45.3p | 45.1p | 44.6p | |
| | | | 250g | 59.1p | 58.5p | 58.2p | 57.9p | 57.3p | |

For details of Large Letters between 250g and 750g and Parcels see the **Publishing Mail rate card**.

Prices in this table exclude VAT, which is charged at the standard rate.

*The price for Residue is based on the number of items per mailing, not per day.

Premium – enables you to have later access to our network. For more information go to

royalmail.com/publishing-mail

Tray savings: For trayed mailings of Large Letters up to 10mm thick you can save 0.90p (ex VAT) per item from the prices in this table.

Subscription Mail

Low Sort options

Large Letter

| Delivery Speed | Option | Product Code | Weight up to and including | Number of items per day* | | | | |
|----------------|-------------------|--------------|----------------------------|--------------------------|---------------|---------------|---------------|---------|
| | | | | 2,000-9,999 | 10,000-19,999 | 20,000-39,999 | 40,000-59,999 | 60,000+ |
| 1st Class | Low-Sort Mailmark | PQC | 100g | 55.1p | 54.5p | 53.6p | 52.7p | 52.4p |
| | | | 250g | 60.5p | 59.8p | 58.8p | 57.8p | 57.5p |
| 2nd Class | Low-Sort Mailmark | PQD | 100g | 39.5p | 39.0p | 38.4p | 37.7p | 37.5p |
| | | | 250g | 50.2p | 49.6p | 48.8p | 48.0p | 47.7p |

*Mailings of less than 2,000 items may be charged at a higher rate.

**Mailings of new titles with a minimum of 1,000 items are permitted in the first year.

Tray savings: For trayed mailings of Large Letters up to 10mm thick you can save 0.90p (ex VAT) per item from the prices in this table.

Response Services

Business Reply and Freepost

Business Reply and Freepost enable your customers to respond easily and cost free to your outbound communications.

To get our lowest price simply provide your customers with a pre printed, machine readable envelope, typically used for many financial transactions and customer orders. This is our **PLUS** option and is available for letter format only.

If you want the flexibility of different sizes and weights to come back, then our **STANDARD** service covers all options.

Finally, if you want your customers to provide the envelope, and simply handwrite the return address, then **FREEPOST NAME** is ideal, as they only need to remember the name, not a postal address. Great if you are using broadcast media or off the page.

To get more detail on any of these options please visit royalmail.com/responseservices

Business Reply Plus & Freepost Plus

| Format | Weight up to and including | 1st Class | 2nd Class |
|---------|----------------------------|-----------|-----------|
| Letter* | 100g | 51.5p | 37.5p |

Prices in this table exclude VAT, which is charged at the standard rate.

*Only Letter format items can be sent using Business Reply Plus and Freepost Plus.

Letter and Large Letters

| Format | Business Reply Standard & Freepost Standard | | Freepost NAME |
|--------------|---|-----------|---------------|
| | Weight up to and including | 1st Class | 1st Class |
| Letter | 100g | 58.0p | 59.0p |
| Large Letter | 100g | 79.0p | 88.0p |
| | 250g | 113.0p | 122.0p |
| | 500g | 152.0p | 161.0p |
| | 750g | 220.0p | 229.0p |

Prices in this table exclude VAT, which is charged at the standard rate.

Note: The Business Reply Standard and Freepost Standard prices above apply to alpha, alpha numeric and licence barcode styles.

Response Services

Business Reply and Freepost

Parcels*

| Format | Business Reply Standard & Freepost Standard | | Freepost NAME |
|---|---|-----------|---------------|
| | Weight up to and including | 1st Class | 1st Class |
| Parcels | 0-1000g | £3.75 | £3.86 |
| | 1250g | £5.68 | £5.76 |
| | 1500g | £6.40 | £6.48 |
| | 1750g | £7.39 | £7.48 |
| | 2000g | £7.89 | £7.98 |
| | 4000g | £10.83 | £10.91 |
| | 4000-6000g | £14.50 | £14.58 |
| For each additional 2000g or part thereof add | | | £3.67 |

Prices in this table exclude VAT, which is charged at the standard rate.

Note: The Business Reply Standard and Freepost Standard prices above apply to alpha, alpha numeric and licence barcode styles.

*Prices effective from 26 March 2017.

Licence Fees – to use any of our Response Services, you'll need to sign up for the appropriate annual licence. Once you've signed up you'll only pay postage for the replies you receive.

| Service | Annual Licence Fee |
|---|--------------------|
| Business Reply Plus, Freepost Plus, Business Reply Standard and Freepost Standard Response Plus > 10 licences | £99 |
| Freepost NAME (first licence) | £55 |
| Freepost NAME (subsequent licences) | £224 |
| Freepost NAME (subsequent licences) | £120 |
| Royal Mail Special Delivery Guaranteed with Response | £135 |

Prices in this table exclude VAT, which is charged at the standard rate.

Please note that a deposit may be required.

Admail – is our redirection service for direct response advertisers, enabling you to receive orders and enquiries at a different address from the one used in your promotional material or advertising.

| Duration | Price |
|----------|-------|
| 30 days | £199 |
| 60 days | £316 |
| 90 days | £410 |
| 180 days | £690 |
| 1 year | £999 |

Prices in this table exclude VAT, which is charged at the standard rate.

Inbound Mail Services

Selectapost – saves you time by delivering mail already sorted by up to 25 departments or categories.

The right choice for your business if you:

- need to have mail on desks in the quickest possible time
- need us to deliver your mail already sorted into as many as 25 categories that you specify, such as departments or your floors.

To find out more go to royalmail.com/selectapost

| | Price | Price |
|---|--------------------------------|---------------------------------|
| | If delivered to a single point | If delivered to multiple points |
| Fixed Annual charge per selection* | £174 | £174 |
| per 1000 Letters | £28 | £29 |
| per 1000 Large Letters | £42 | £43 |

Prices in this table exclude VAT, which is charged at the standard rate.

*Annual charge is invoiced quarterly.

Pre-sorted Delivery – if you receive on average 6,000 items or more daily, or need more than 25 departments, Pre-sorted Delivery saves you time by delivering mail already sorted.

The right choice for your business if you:

- want us to sort your company's incoming mail before it's delivered, saving you time and freeing up space
- would like the choice of having your mail sorted to more than 25 departments or categories
- are looking for savings efficiency.

If you would like a quote go to royalmail.com/psd

Early Collect – enables you to collect your mail at an earlier time that suits you.

The right choice for your business if you:

- want to respond to your customers at the earliest opportunity
- need the convenience of picking up mail from your local delivery office before office hours, 6.00am until 8.30am, Monday to Saturday.

For more information go to royalmail.com/earlycollect

Early Extraction – enables you to access your mail at the earliest possible time in the morning.

The right choice for your business if you:

- want to access your mail ahead of normal delivery time – and as early as you need
- would like the chance to process incoming mail sooner
- want the flexibility of a six days a week service.

If you would like a quote go to royalmail.com/earlyextraction

Adjustment Charges

Mailmark Adjustment Charges

| Fault | Applies to | Flat Fee | Per Item Fee | Notes |
|---|------------------------------------|----------|-----------------------------------|--|
| Missorts | Mailmark Letters | n/a | 13.95p | |
| Missorts | Mailmark Large Letters | n/a | 38.75p | |
| International item as domestic | Mailmark | n/a | £1.56 | Adjustment charges only apply when one or a combination of charges result in a charge of £10 or more per eManifest |
| Non machine processed | Mailmark Letters | n/a | 2.04p | |
| Non machine processed | Mailmark Large Letters | n/a | 3.64p | Postcode and Delivery point suffix accuracy adjustment charges only apply if the combined result drops below 90% per eManifest |
| Postcode accuracy | Mailmark Letters | n/a | 8.05p | |
| Postcode accuracy | Mailmark Large Letters | n/a | 15.78p | |
| Delivery point suffix accuracy | Mailmark Letters and Large Letters | n/a | 0.86p | |
| Missing or incorrect eManifest ID | Mailmark Letters and Large Letters | £27.23 | n/a | per eManifest |
| Unmanifested volume and Duplicates | Mailmark Letters and Large Letters | £27.23 | 0.46p Letters/0.73p Large Letters | per supply chain |
| Incorrect SCID | Mailmark Letters and Large Letters | £27.23 | n/a | per eManifest |
| Item ID mismatch | Mailmark Letters and Large Letters | £27.23 | n/a | per eManifest |

Account and Advanced Charges

| Fault | Applies to | Class | Format | Flat Fee | Per Item Fee |
|---|---------------------------------|--|--|----------|--------------------------------|
| Barcode not seen | Unsorted Account | 1st Class and 2nd Class | Letters and Large Letters | n/a | 3p |
| Sales Order Under Declared – UK | Account and Advanced | 1st Class 2nd Class 1st Class 2nd Class | Letters Letters Large Letters Large Letters | n/a | 59.5p 40p £1.30 £1.02 |
| Sales Order Under Declared – International | Account and Advanced Ls and LLs | | Letters and Large Letters | n/a | £1.62L/£3.96LL |
| Not highly machinable | Advanced | 1st Class 2nd Class 1st Class 2nd Class | Letters Letters Large Letters Large Letters | n/a | 9.6p 7.2p 2.0p 1.5p |
| Not highly machinable | Local | 1st Class 2nd Class 1st Class 2nd Class | Letters Letters Large Letters Large Letters | n/a | 10.1p 7.7p 8.4p 6.1p |
| Missing Sales Order | Mailmark | | | £27.23 | n/a |
| Incorrect Sales Order | Mailmark | | | £27.23 | n/a |

Prices in these tables exclude VAT, which is charged at the standard rate.

Full details of the Mailmark adjustment framework are available at royalmail.com/mailmark

*The total amount charged for these faults will not exceed the price of the next available service.

**The difference in price between the volume declared versus the volume submitted.

Adjustment Charges

Machine Readable Adjustment Charges

| Fault | Applies to | Flat Fee | Per item fee | Note |
|----------------------------------|--|----------|--------------|--------------------------|
| Low volume faults | Sorted machine-readable | £27.23 | n/a | per posting |
| Medium volume low impact faults | Sorted machine-readable | £27.23 | n/a | per posting |
| Medium volume high impact faults | Sorted machine-readable | £27.23 | adjustment | 10% of posting adjusted |
| High volume low impact faults | Sorted and non-sorted machine-readable | £27.23 | n/a | per posting |
| High volume high impact faults | Sorted | £27.23 | adjustment | 100% of mailing adjusted |
| Incorrect licence design | BMA on account and Response Services | £27.23 | n/a | per month |

Prices in this table exclude VAT, which is charged at the standard rate.

*Fee applies to sorted machine-readable mail only.

Full details of the Low/High machine readable faults are available in the Quick Guides at royalmailtechnical.com

Other Adjustment Charges

| Fault | Applies to | Flat Fee | Per item fee | Notes |
|-------------------------------------|-------------------|----------|--------------|-------------------------------|
| Presentation errors | Sorted | £27.23 | n/a | per posting |
| Incorrect labels/bag ties | Sorted | £27.23 | 20p | per label or tie |
| Incorrect cage cards | Sorted | £27.23 | 25p | per card used |
| Storage costs | Sorted | £27.23 | 25p | per cage per day |
| Overweight bags/bundles/trays | Sorted | £27.23 | 65p | per bag/bundle/tray generated |
| Overweight Cages/Yorks | Sorted | £27.23 | 65p | per Cage/York generated |
| Minimum average items per selection | Sorted | £27.23 | adjustment | 100% of mailing |
| Bulk surcharging | Unsorted | n/a | 33p | per item |
| Response specification | Response Services | n/a | 33p | per item |
| Missing sales order | All products | £27.23 | n/a | per posting |
| Incorrect sales order | All products | £27.23 | n/a | per posting |

Prices in this table exclude VAT, which is charged at the standard rate, except for Bulk surcharges.

*Bulk surcharges are exempt from VAT.

Contact

We hope that this tariff guide has been useful, but should you need any further help or advice, please do contact your Account Manager, or the customer helpline: **08457 950 950***

or through our website:
royalmail.com/contact

Alternative formats

If it would help you to have this booklet in a different format, we can provide it free of charge as:

A large print booklet An audio tape
An audio CD A Braille booklet

Simply call us on **08457 950 950***.

If you are deaf or hearing impaired, we offer a textphone service on **03456 000 606**.

*Calls cost 5p per minute plus your telephone company's network access charge.

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