

# VOLUME COMMITMENT FURTHER YEARS

Once you have completed the Advertising Mail Volume Commitment Incentive Year 1, you can continue to earn credits on the same volume as part of the Advertising Volume Commitment Further Years Incentive.

Keep getting discounts as you continue to mail more year after year.

## To Qualify

Match or exceed the same volumes of Advertising Mail items as posted during the previous 12 month period.

## Time Period

12 months.

## Uses

Growing and maintaining the customer base.

## Postage Credits

| Format       | Products Available           | Weight Range | Discount % per Incremental Item |      |
|--------------|------------------------------|--------------|---------------------------------|------|
|              |                              |              | <= 3m                           | > 3m |
| Letter       | Advertising Mail 70 Mailmark | 0-100g       | 15%                             | 20%  |
| Letter       | Catalogue Mail 70 Mailmark   | 0-100g       | 15%                             | 20%  |
| Large Letter | Advertising Mail 70 Mailmark | 0-100g       | 10%                             | 10%  |
| Large Letter | Catalogue Mail 70 Mailmark   | 0-100g       | 10%                             | 10%  |
| Large Letter | Catalogue Mail 70 Mailmark   | 101-150g     | 10%                             | 10%  |
| Large Letter | Advertising Mail 70 Mailmark | 101-750g     | 15%                             | 20%  |
| Large Letter | Catalogue Mail 70 Mailmark   | 151-750g     | 15%                             | 20%  |

Postage credit rates are subject to Royal Mail's discretion and approval. Postage credits will be awarded as discounts to the access price only and available as a retrospective credit to use against future mail campaigns.