

28 May 2012

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374442-000079

Mr Iqbal Akhtar
Sales Manager - NSW
D & D Mailing
PO Box 6458
WETHERILL PARK NSW 1851

Dear Iqbal,

I am writing to advise you of price changes across Print Post, Print Post Linehaul and Unaddressed Mail effective from 2 July 2012.

Just like many businesses, Australia Post is operating in a challenging business environment with increasing external costs, particularly around delivery, transport and energy costs.

We will continue providing you with the best possible products and services to your business at competitive prices.

How will these changes affect you?

Print Post

- Print Post prices will increase by a weighted average of 3.8 per cent on the current published national card rate prices.
- These are the first price increases on Print Post published national card rate prices since April 2011.
- Print Post national card rate price changes are attached.

Print Post Linehaul

- Print Post Linehaul published national card rate prices will increase by a weighted average of 3.8 per cent. The last increase on these rates was in July 2009.
- Print Post Linehaul national card rate price changes are attached.

Unaddressed Mail

- Unaddressed Mail prices will increase by a weighted average of 3.8 per cent on the current published national card rate prices.
- These are the first price increases on Unaddressed Mail published national card rate prices since July 2011.
- Unaddressed Mail national card rate price changes are attached.

How are we working to support your business in 2012/13?

These price changes will ensure that we can continue investing in better products and services for your business. We've made a number of important investments over the past six months including:

- The Australia Post Digital MailBox which will allow businesses, government entities and customers to communicate through a secure online portal that can be accessed 24 hours a day, 7 days a week, wherever they are. Customers will be able to connect with service providers they have a relationship with - such as banks, utilities, telecommunications businesses and government entities - and receive statements, set reminders and make payments online using any PC or Mac platform and smart phone.

- New 24 hour access electronic parcel lockers in Sydney, Melbourne and Brisbane - being extended to 10 locations this year in advance of a broader national rollout.
- 60 upgraded business hubs across Australia focusing on SMB activity, with 23 hubs open by June 2012.
- Introducing new self-service terminals for domestic parcels and Billpay at 50 stores by the end of the calendar year.
- Opening new super stores in Melbourne, Brisbane, and Cairns, with dedicated online shopping areas, 24/7 parcel pick up zones and vending machines. A further 30 super stores will be underway by the end of June.
- Continuing to help Australian retailers with their online ordering and payments through our SecurePay business and our "Shop in a Box" product, which is available online.
- An upgraded click and send platform where customers can choose the date and time to have a parcel delivered.
- Improving our eParcel service to give our customers the ability to offer more parcel delivery choices.

We know that changes to prices are never easy, particularly to businesses in the current economic climate. With this in mind we are committed to keeping our pricing competitive and assisting your business with its communications and delivery needs.

For more information please visit auspost.com.au/newprices.

Please don't hesitate to contact Nicholas Carayanis on 03 9106 7257 if you have any questions, or wish to discuss the changes outlined in this letter.

Yours sincerely,



Nic Nuske
General Manager Sales and Marketing