April 26, 2018



# UPS Delivers 1Q 2018 EPS of \$1.55, Up 17%

- International Revenue and Operating Profit Climb 15%
- Average Daily Exports grew 12%, Led by Europe and U.S. Trade Lanes
- Supply Chain & Freight Operating Profit up 14% on 16% Revenue Growth
- U.S. Domestic Revenue Rises 7.2% on 4.6% Volume Growth
- Weather Conditions Muted First Quarter U.S. Domestic Results
- Cash from Operations of \$4.1B Resulted in Free Cash Flow\* of \$2.6B
- Reaffirms Full-Year 2018 Adjusted EPS Guidance

ATLANTA, April 26, 2018 (GLOBE NEWSWIRE) -- UPS (NYSE:UPS) today announced that first-quarter 2018 earnings per share rose 17% to \$1.55, led by double-digit operating profit growth in both International and Supply Chain and Freight segments. "Top-line growth in our business was strong across all business segments, reflecting the power of UPS's global solutions and continued favorable economic conditions," said UPS Chairman and CEO David Abney. "When combined with our transformation initiatives, these favorable trends position UPS for strong returns going forward."

Consolidated Results	1Q 2018	1Q 2017	% Change
Revenue	\$17,113 M	\$15,510 M	10 %
Net income	\$1,345 M	\$1,166 M	15 %
Diluted earnings per share	\$1.55	\$1.33	17 %

For the total company in 1Q 2018:

- Total revenue increased 10% to \$17.1 billion, on strong demand for UPS solutions.
- Average yield increased by 4.3%, led by International and U.S. Deferred Air products.
- UPS rewarded shareowners by increasing dividends per share by nearly 10% over the prior year, and distributing \$840 million during the quarter.
- To support investment strategies the company made capital expenditures of \$1.5 billion.
- The lower effective tax rate reflects a more competitive U.S. tax structure, some discrete tax items and includes the impact of share-based compensation.
- First quarter results include the adoption of new accounting standards for pension and

revenue recognition. Prior-period results were also recast to reflect these changes.

\* Information on non-GAAP financial measures is attached to this press release.

## U.S. Domestic Segment

The U.S. Domestic segment experienced strong demand as customers increasingly chose UPS solutions. Both unexpected and planned items weighed on operating profit for the segment during the first quarter.

	1Q 2018	1Q 2017
Revenue	\$10,227 M	\$9,536 M
Operating profit	\$756 M	\$950 M

For the U.S. Domestic segment in 1Q 2018:

- Revenue increased to \$10.2 billion, up 7.2% over 1Q 2017. Revenue improved across all products, signaling the strong market demand for UPS solutions.
- Revenue per piece increased 2.6% as higher base-rate pricing and fuel surcharges offset headwinds from customer and product mix.
- Operating profit includes headwinds from severe winter weather of \$85 million, Saturday deployment, network projects and higher pension expenses.

### International Segment

"The execution of our diversified global strategies and our investments produced double-digit growth in revenue and profit," said Abney. "Each of our International regions is contributing to our financial gains, and we expect this strong momentum to continue."

	1Q 2018	1Q 2017
Revenue	\$3,533 M	\$3,074 M
Operating profit	\$594 M	\$518 M

For the International segment in 1Q 2018:

- International revenue increased 15% despite two fewer operating days in many countries. Currency-neutral revenue increased 8.7%.
- Export, Domestic and Cargo product groups all achieved double-digit revenue growth.
- Export shipments per day grew an average 12% as premium products continue to outpace non-premium.
- Export volume growth in Europe and the U.S. continued to be strong for the quarter.
- Operating profit was \$594 million, up 15% on higher Export shipments and expanded product yields. Currency-neutral operating profit increased 10%.

\* Information on non-GAAP financial measures is attached to this press release.

## Supply Chain and Freight Segment

The Supply Chain and Freight segment produced another quarter of strong financial results. Revenue and operating profit grew by double digits due to successful revenue-quality initiatives, opportunistic growth strategies and structural cost reductions.

	1Q 2018	1Q 2017
Revenue	\$3,353 M	\$2,900 M
Operating profit	\$170 M	\$149 M

For the Supply Chain and Freight segment in 1Q 2018:

- Revenue increased to \$3.4 billion, up 16% over 1Q 2017. The business units focused on high quality, middle-market customers.
- The Forwarding business led all units with 27% revenue growth, as revenue management initiatives and stable market conditions drove top-line gains.
- UPS Freight revenue increased 9.9% on solid LTL (less-than-truckload) pricing and tonnage growth.
- Operating profit was \$170 million, up 14% from the same quarter in 2017.

# Outlook

The company provides guidance on an adjusted (non-GAAP) basis because it is not possible to predict or provide a reconciliation reflecting the impact of future pension mark-to-market adjustments or other unanticipated events, which would be included in reported (GAAP) results and could be material.

"Our focused business strategies are producing strong results in both the International and Supply Chain segments," said Richard Peretz, UPS's chief financial officer. "The benefits from our investments, new multi-year transformation efficiencies and stronger pricing position us well for shareowner value creation."

- UPS expects 2018 adjusted diluted earnings per share to be in a range of \$7.03 to \$7.37.
- The company projects free cash flow of \$4.5 billion to \$5.0 billion in 2018.
- The effective tax rate should be in a range of 23% to 24% for the remainder of the year.
- Capital expenditures in 2018 are planned between \$6.5 billion to \$7.0 billion.

## **Conference Call Information**

UPS CEO David Abney and CFO Richard Peretz will discuss first-quarter results with investors and analysts during a conference call at 8:30 a.m. ET, April 26, 2018. That call is open to others through a live Webcast. To access the call, go to <u>www.investors.ups.com</u> and click on "Earnings Webcast."

# About UPS

UPS (NYSE:UPS) is a global leader in logistics, offering a broad range of solutions including transporting packages and freight; facilitating international trade, and deploying advanced technology to more efficiently manage the world of business. Headquartered in Atlanta, UPS serves more than 220 countries and territories worldwide. The company can be found on the web at <u>ups.com</u> or <u>pressroom.ups.com</u> and its corporate blog can be found at <u>longitudes.ups.com</u>. To get UPS news direct, follow@UPS\_News on Twitter.

## Forward-Looking Statements

Except for historical information contained herein, the statements made in this release constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Such forward-looking statements, including statements regarding the intent, belief or current expectations of UPS and its management regarding the company's strategic directions, prospects and future results, involve certain risks and uncertainties.

Certain factors may cause actual results to differ materially from those contained in the forward-looking statements, including economic and other conditions in the markets in which we operate, governmental regulations (including tax laws and regulations), our competitive environment, changes in the facts or assumptions underlying our health and pension benefit funding obligations, negotiation and ratification of labor contracts, strikes, work stoppages and slowdowns, changes in aviation and motor fuel prices, cyclical and seasonal fluctuations in our operating results, and other risks discussed in the company's Form 10-K and other filings with the Securities and Exchange Commission, which discussions are incorporated herein by reference.

# Reconciliation of GAAP and non-GAAP Financial Measures

We supplement the reporting of our financial information determined under generally accepted accounting principles ("GAAP") with certain non-GAAP financial measures, including, as applicable, "as adjusted" operating profit, operating margin, other income (expense), pre-tax income, net income and earnings per share. The equivalent measures determined in accordance with GAAP are also referred to as "reported" or "unadjusted." Additionally, we periodically disclose free cash flow, free cash flow excluding discretionary pension contributions, as well as currency-neutral revenue, revenue per piece and operating profit.

We consider quantitative and qualitative factors in assessing whether to adjust for the impact of items that may be significant or that could affect an understanding of our ongoing financial and business performance or trends. Examples of items for which we may make adjustments include but are not limited to: amounts related to mark-to-market gains or losses (non-cash); settlement of contingencies; gains or losses associated with mergers, acquisitions, divestitures and other structural changes; charges related to restructuring programs; asset impairments (non-cash); amounts related to changes in tax regulations or positions; pension and postretirement related items; and debt modifications.

We believe that these non-GAAP measures provide additional meaningful information to assist users of our financial statements in understanding our financial results, cash flows and assessing our ongoing performance because they exclude items that may not be indicative of, or are unrelated to, our underlying operations and may provide a useful baseline for analyzing trends in our underlying businesses. Management uses these non-GAAP financial measures in making financial, operating and planning decisions. We also use certain of these measures for the determination of incentive compensation award results.

Non-GAAP financial measures should be considered in addition to, and not as an alternative for, our reported results prepared in accordance with GAAP. Our non-GAAP financial

information does not represent a comprehensive basis of accounting. Therefore, our non-GAAP financial information may not be comparable to similarly titled measures reported by other companies.

# Currency-Neutral Revenue, Revenue per Piece and Operating Profit

We supplement the reporting of our revenue, revenue per piece and operating profit with similar non-GAAP measures that exclude the period-over-period impact of foreign currency exchange rate changes and hedging activities. We believe currency-neutral revenue, revenue per piece and operating profit information allows users of our financial statements to understand growth trends in our products and results. We evaluate the performance of our International Package and Supply Chain and Freight businesses on a currency-neutral basis.

Currency-neutral revenue, revenue per piece and operating profit are calculated by dividing current period reported U.S. dollar revenue, revenue per piece and operating profit by the current period average exchange rates to derive current period local currency revenue, revenue per piece and operating profit. The derived current period local currency revenue, revenue per piece and operating profit are then multiplied by the average foreign exchange rates used to translate the comparable results for each month in the prior year period (including the period over period impact of foreign currency revenue, revenue per piece and operating profit are then ger piece and operating activities). The difference between the current period reported U.S. dollar revenue, revenue per piece and operating profit and the derived current period U.S. dollar revenue, revenue per piece and operating profit is the period over period impact of currency fluctuations.

# Free Cash Flow

We supplement the reporting of cash flows from operating activities with free cash flow, a non-GAAP liquidity measure. We believe free cash flow is an important indicator of how much cash is generated by regular business operations and we use it as a measure of incremental cash available to invest in our business, meet our debt obligations and return cash to shareowners. We calculate free cash flow as cash flows from operating activities less capital expenditures, proceeds from disposals of property, plant and equipment, and plus or minus the net changes in finance receivables and other investing activities.

Three Months Ended March 31										
	Re	)18 As- ported GAAP)	Re	)17 As- ported GAAP)	% Change (GAAP)		urrency Impact	Cu No	2018 rrency- eutral n-GAAP)	% Change (non-GAAP)
Average Revenue Per Piece: International Package:										
Domestic	\$	6.70	\$	5.69	17.8 %	\$	(0.74)	\$	5.96	4.7 %
Export	•	28.87	Ŧ	28.15	2.6 %	Ŧ	(1.21)	•	27.66	-1.7 %
Total International Package	\$	16.99	\$	15.47	9.8 %	\$	(0.96)	\$	16.03	3.6 %
Consolidated	\$	10.97	\$	10.52	4.3 %	\$	(0.16)	\$	10.81	2.8 %
Revenue:										
U.S. Domestic Package	\$	10,227	\$	9,536	7.2 %	\$	-	\$	10,227	7.2 %
International Package		3,533		3,074	14.9 %		(193)		3,340	8.7 %
Supply Chain & Freight		3,353		2,900	15.6 %		(51)		3,302	13.9 %
Total revenue	\$	17,113	\$	15,510	10.3 %	\$	(244 )	\$	16,869	8.8 %
Operating Profit:										
U.S. Domestic Package	\$	756	\$	950	-20.4 %	\$	-	\$	756	-20.4 %
International Package		594		518	14.7 %		(22)		572	10.4 %
Supply Chain & Freight		170		149	14.1 %		(1)		169	13.4 %
Total operating profit	\$	1,520	\$	1,617	-6.0 %	\$	(23)	\$	1,497	-7.4 %

# Reconciliation of GAAP and non-GAAP Revenue, Revenue Per Piece and Operating Profit (in millions, except Per Piece amounts):

#### Three Months Ended March 31

#### Net Increase in Cash, Cash Equivalents and Restricted Cash

	Pro	eliminary 2018
Cash flows from operating activities	\$	4,067
Cash flows used in investing activities		(1,446)
Cash flows used in financing activities		(2,550)
Effect of exchange rate changes on cash, cash equivalents and restricted cash		(14)
Net increase in cash, cash equivalents and restricted cash	\$	57

#### Reconciliation of Free Cash Flow (non-GAAP)

	Pi	reliminary 2018
Cash flows from operating activities (GAAP)	\$	4,067
Capital expenditures		(1,537)
Proceeds from disposals of PP&E		20
Net change in finance receivables		-
Other investing activities		2
Free cash flow (non-GAAP)	\$	2,552

#### United Parcel Service, Inc. Selected Financial Data - First Quarter (unaudited)

		Three Mor Ma	nths E Irch 31					
		2018		2017	C	hange	% Char	nge
(amounts in millions, except per share data) <b>Statement of Income Data:</b> Revenue:								
U.S. Domestic Package	\$	10,227	\$	9,536	\$	691	7.2	0/_
International Package	Ψ	3,533	Ψ	3,074	Ψ	459	14.9	
Supply Chain & Freight		3,353		2,900		453	15.6	
Total revenue		17,113		15,510		1,603	10.3	
Operating expenses:								
Compensation and benefits		9,045		8,311		734	8.8	
Other		6,548		5,582		966	17.3	
Total operating expenses		15,593		13,893		1,700	12.2	%
Operating profit:								
U.S. Domestic Package		756		950		(194)	-20.4	%
International Package		594		518		76	14.7	%
Supply Chain & Freight		170		149		21	14.1	%
Total operating profit		1,520		1,617		(97)	-6.0	%
Other income (expense):								
Other pension income (expense)		285		180		105	58.3	
Investment income and other		9 (153)		15 (102)		(6)	-40.0 50.0	
Interest expense		141		93		(51) 48	50.0 51.6	
Total other income (expense)		141		93		40	51.0	70
Income before income taxes		1,661		1,710		(49)	-2.9	%
Income tax expense		316		544		(228)	-41.9	%
Net income	\$	1,345	\$	1,166	\$	179	15.4	%
Net income as a percentage of revenue		7.9 %		7.5 %				
Per share amounts:								
Basic earnings per share	\$	1.55	\$	1.33	\$	0.22	16.5	
Diluted earnings per share	\$	1.55	\$	1.33	\$	0.22	16.5	%
Weighted-average shares outstanding:								
Basic		866		874		(8)	-0.9	%
Diluted		870		879		(9)	-1.0	%

#### United Parcel Service, Inc. Selected Operating Data - First Quarter (unaudited)

	Three Months Ended March 31						
		2018		2017	17 Change		% Change
Revenue (in millions):							
U.S. Domestic Package:							
Next Day Air	\$	1,784	\$	1,665	\$	119	7.1 %
Deferred		1,069		970		99	10.2 %
Ground		7,374		6,901		473	6.9 %
Total U.S. Domestic Package		10,227		9,536		691	7.2 %
International Package:							
Domestic		716		613		103	16.8 %
Export		2,672		2,337		335	14.3 %
Cargo and Other		145		124		21	16.9 %
Total International Package Supply Chain & Freight:		3,533		3,074		459	14.9 %
Forwarding		1,605		1,266		339	26.8 %
Logistics		782		740		42	5.7 %
Freight		777		707		70	9.9 %
Other		189		187		2	1.1 %
Total Supply Chain & Freight		3,353		2,900		453	15.6 %
Consolidated	\$	17,113	\$	15,510	\$	1,603	10.3 %
Consolidated volume (in millions)		1,241		1,187		54	4.5 %
Operating weekdays		64		64		-	0.0 %
Average Daily Package Volume (in thousands):							
U.S. Domestic Package:							
Next Day Air		1,437		1,315		122	9.3 %
Deferred		1,297		1,243		54	4.3 %
Ground		13,545		13,008		537	4.1 %
Total U.S. Domestic Package		16,279		15,566		713	4.6 %
International Package:							
Domestic		1,670		1,683		(13)	-0.8 %
Export		1,446		1,297		149	11.5 %
Total International Package		3,116		2,980		136	4.6 %
Consolidated		19,395		18,546		849	4.6 %
Average Revenue Per Piece:							
U.S. Domestic Package:							
Next Day Air	\$	19.40	\$	19.78	\$	(0.38)	-1.9 %
Deferred		12.88		12.19		0.69	5.7 %
Ground		8.51		8.29		0.22	2.7 %
Total U.S. Domestic Package International Package:		9.82		9.57		0.25	2.6 %
Domestic		6.70		5.69		1.01	17.8 %
Export		28.87		28.15		0.72	2.6 %
Total International Package		16.99		15.47		1.52	9.8 %
Consolidated	\$	10.97	\$	10.52			4.3 %

#### United Parcel Service, Inc. Supplemental Analysis of Currency and UPS Freight

#### Currency Neutral Revenue Per Piece (unaudited)

	т	Three Months Ended March 31						Currency Neutral					
		2018		2017	% Change	С	urrency	2	2018*	% Change			
Average Revenue Per Piece: International Package: Domestic Export Total International Package	\$	6.70 28.87 16.99	\$	5.69 28.15 15.47	17.8 % 2.6 % 9.8 %	\$	(0.74 ) (1.21 ) (0.96 )	\$ \$ \$	5.96 27.66 16.03	4.7 % -1.7 % 3.6 %			
Consolidated	\$	10.97	\$	10.52	4.3 %	\$	(0.16 )	\$	10.81	2.8 %			

\* Amounts adjusted for period over period foreign currency exchange rate and hedging differences

#### Currency Neutral Revenue (unaudited)

	s Ended 31			- \$ 10,227 7.2 % (193) 3,340 8.7 % (51) 3,302 13.9 %				
	201	8	2017	% Change	Currency	Currency 2018* % C		
Revenue (in millions):								
U.S. Domestic Package	\$ 10,2	27 \$	9,536	7.2 %	\$-	\$	10,227	7.2 %
International Package	3,5	33	3,074	14.9 %	(193)		3,340	8.7 %
Supply Chain & Freight	3,3	53	2,900	15.6 %	(51)		3,302	13.9 %
Total revenue	\$ 17,1	13 \$	15,510	10.3 %	\$ (244 )	\$	16,869	8.8 %

\* Amounts adjusted for period over period foreign currency exchange rate and hedging differences

#### Currency Neutral Operating Profit (unaudited)

Three Months Ended March 31									rrency eutral	
		2018		2017	% Change	С	urrency	2	018*	% Change
Operating profit (in millions):										
U.S. Domestic Package	\$	756	\$	950	-20.4 %	\$	-	\$	756	-20.4 %
International Package		594		518	14.7 %		(22)		572	10.4 %
Supply Chain & Freight		170		149	14.1 %		(1)		169	13.4 %
Total operating profit	\$	1,520	\$	1,617	-6.0 %	\$	(23)	\$	1,497	-7.4 %

\* Amounts adjusted for period over period foreign currency exchange rate and hedging differences

# UPS Freight Selected Operating Data - First Quarter (unaudited)

	Tł	nree Mor Mare	 			
		2018	2017	(	Change	% Change
LTL revenue (in millions)	\$	661	\$ 616	\$	45	7.3 %
LTL revenue per LTL hundredweight	\$	24.76	\$ 23.57	\$	1.19	5.0 %
LTL shipments (in thousands)		2,468	2,510		(42)	-1.7 %
LTL shipments per day (in thousands)		38.6	39.2		(0.6)	-1.7 %

LTL gross weight hauled (in millions of pounds)	2,670	2,613	57	2.2 %
LTL weight per shipment (in pounds)	1,082	1,041	41	3.9 %
Operating weekdays	64	64	-	0.0 %

#### United Parcel Service, Inc.

# Detail of Other Operating Expenses - First Quarter (unaudited)

(in millions)	Three Mo Mar	onths ch 31				
	 2018		2017	Ch	ange	% Change
Repairs and maintenance	\$ 434	\$	390	\$	44	11.3 %
Depreciation and amortization	596		554		42	7.6 %
Purchased transportation	3,145		2,545		600	23.6 %
Fuel	750		621		129	20.8 %
Other occupancy	361		299		62	20.7 %
Other expenses	1,262		1,173		89	7.6 %
Total other operating expenses	\$ 6,548	\$	5,582	\$	966	17.3 %

# Detail of Other Pension Income (Expense) - First Quarter (unaudited)

(in millions)	Three Mo Mar	onths ch 31				
	 2018		2017	Cha	ange	% Change
U.S. Domestic Package	\$ 227	\$	139	\$	88	63.3 %
International Package	20		13		7	53.8 %
Supply Chain & Freight	38		28		10	35.7 %
Total other pension income (expense)	\$ 285	\$	180	\$	105	58.3 %

# Earnings Per Share and Share Data - First Quarter (unaudited)

(amounts in millions, except per share data)	Th	Three Months End March 31			
	2	018		2017	
Numerator:					
Net income	\$	1,345	\$	1,166	
Denominator:					
Weighted-average shares		861		869	
Deferred compensation obligations		1		1	
Vested portion of restricted units		4		4	
Denominator for basic earnings per share		866		874	

Effect of dilutive securities:		
Restricted units	4	4
Stock options	 -	1
Denominator for diluted earnings per share	 870	879
Basic earnings per share	\$ 1.55	\$ 1.33
Diluted earnings per share	\$ 1.55	\$ 1.33

#### Detail of shares outstanding as of March 31, 2018:

Class A shares	173
Class B shares	689
Total shares outstanding	862

#### United Parcel Service, Inc. Consolidated Balance Sheets - March 31, 2018 and December 31, 2017 (unaudited)

(amounts in millions)	March 31, 2018			nber 31, 017
ASSETS			-	
Current Assets:				
Cash and marketable securities	\$	4,209	\$	4,069
Other current assets		9,411		11,649
Total Current Assets		13,620	-	15,718
Property, Plant and Equipment		50,309		48,726
Less accumulated depreciation and amortization		27,070		26,608
		23,239		22,118
Other Assets		7,605		7,738
	\$	44,464	\$	45,574
LIABILITIES AND SHAREOWNERS' EQUITY				
Current Liabilities	\$	11,149	\$	12,886
Long-Term Debt		20,409		20,278
Pension and Postretirement Benefit Obligations		7,053		7,061
Deferred Taxes, Credits and Other Liabilities		4,478		4,325
Shareowners' Equity		1,375		1,024
	\$	44,464	\$	45,574

Amounts are subject to reclassification.

#### United Parcel Service, Inc. Selected Cash Flow Data (unaudited)

#### Net Increase in Cash, Cash Equivalents and Restricted Cash

	Pro	eliminary
	Yea	ar-to-Date
(amounts in millions)	N	larch 31
Cash flows from operating activities	\$	4,067
Cash flows used in investing activities		(1,446)
Cash flows used in financing activities		(2,550)
Effect of exchange rate changes on cash, cash equivalents and restricted cash		(14)
Net increase in cash, cash equivalents and restricted cash	\$	57

#### Reconciliation of Free Cash Flow (non-GAAP measure)

(amounts in millions)	Preliminar Year-to-Da March 31	te
Cash flows from operating activities	\$ 4,06	67
Capital expenditures	(1,53	7)
Proceeds from disposals of PP&E	2	20
Net change in finance receivables		-
Other investing activities		2
Free cash flow (non-GAAP measure)	\$ 2,55	52

Amounts are subject to reclassification.

#### United Parcel Service, Inc. Aircraft Fleet - As of March 31, 2018 (unaudited)

Description	Owned and Capital Leases	Leases & Charters from Others	On Order	Under Option
Operating:				•
Boeing 757-200	75	-	-	
Boeing 767-200	-	2	-	
Boeing 767-300	59	-	4	
Boeing 767-300BCF	3	-	-	
Airbus A300-600	52	-	-	
Boeing MD-11	37	4	-	
Boeing 747-400F	11	-	-	
Boeing 747-400BCF	2	-	-	
Boeing 747-8F	5	-	23	
Other	-	314	-	
Total	244	320	27	

404-828-8787

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Source: UPS