

Special Scam Mail workshop to follow

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If you haven't already booked your place at the annual SMP summit, now is the time to act!

Taking place on Wednesday April 3 at London's Phoenix Centre, the day will bring together some of the industry's largest players to discuss a range of topics.

The Summit will be followed by an interactive workshop from the NTS Scams Team on what SMP members can do to help achieve a UK free from victims of fraud.

The team will explore the use of alerts and the importance of due diligence, as well as the potentially serious consequences of failing to take action.

The workshop will include a practical insight into the law and an opportunity for group discussion and problem solving.

**Numbers for both the Summit and the workshop are limited so please RSVP below as soon as possible to avoid disappointment.**



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## ROYAL MAIL NEWS

### PARTIALLY ADDRESSED MAIL SERVICE TRIAL

We are very excited to launch the trial of the Royal Mail Partially Addressed Mail™ service. We are introducing the service with a great offer of up to 4p discount off the advertising price.

Read our **customer letter** to find out more about the trial. We have also put together a **sales presenter** which provides more details about the service. **For more details visit our website here.**



## ROYAL MAIL NEWS

### TRADING UPDATE

Royal Mail plc (RMG.L) issued a trading update covering the nine months ended 23 December 2018 – Key points:

- Recent trading performance broadly in line with our expectations
- Now expect to deliver adjusted Group operating profit before transformation costs of £500-£530m for 2018-19 (52-week basis)
- Group revenue up 2%
- UKPIL parcel volumes and revenue both up 6%
- Addressed letter volumes (excluding election mailings) down 8% and total letter revenue down 6%

**For full details click here.**



## ROYAL MAIL NEWS

### ACCESS YOUR FREE 6 MONTH JICMAIL TRIAL

JICMAIL is gold standard panel data that gives insight into the actions taken with direct mail, door drops and business mail in the home. Advertisers and agencies can access JICMAIL data for a free six-month trial period.

To access your JICMAIL data, contact [ian@jicmail.org.uk](mailto:ian@jicmail.org.uk)  
For more information on JICMAIL go to [www.jicmail.org.uk](http://www.jicmail.org.uk)



## ROYAL MAIL NEWS

### NEW SALES PRESENTERS

Following the announcement last month that we are renewing our suite of incentives for 2019 we've produced a new set of sales presenters for your use when discussing incentives with customers.

The sales presenters cover each of the incentives, including the new Advertising Mail Volume Commitment Year 2, and reflect the changes communicated to you in December.

**These can also be downloaded along with the technical guides from the relevant incentives pages here.**



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