



Q3 2020 EARNINGS SNAPSHOT

Quarterly Financials

\$21.2B

Revenue

\$9.3B

YTD Cash from Operations

\$2.0B

Net Income

\$2.4B

Operating Profit

\$2.24

Diluted Earnings Per Share

U.S. Domestic

\$13.2B

Revenue

↑ 15.5%

\$1.1B

Operating Profit

8.3%

Operating Margin

International

\$4.1B

Revenue

↑ 17.0%

\$966M

Operating Profit

23.6%

Operating Margin

Supply Chain & Freight

\$3.9B

Revenue

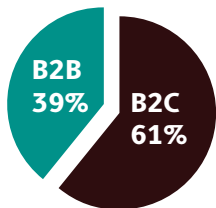
↑ 16.5%

\$299M

Operating Profit

7.6%

Operating Margin



B2B/B2C
Volume Split

For additional info, including certain non-GAAP financial measures used by management, see the Q3 2020 earnings release and accompanying reconciliations at www.investors.ups.com.

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“ UPS’s third quarter of 2020 was fueled by continued strong outbound demand from Asia and the return of small and medium-sized businesses. UPSers are everyday heroes who are keeping the world’s supply chains moving. ”

— Carol Torné, Chief Executive Officer, UPS

Customer First. People Led. Innovation Driven.

- Operationalizing “Better, not Bigger”
- Focusing on what’s “Wildly Important”
 - Expansion of Our Fastest Ground Ever, Weekend Services & Digital Access Program
- Growing in the most attractive areas

Performance Highlights

- Revenue quality actions began yielding results
- SMB growth accelerated
- Record operating profit in our International and Supply Chain & Freight segments
 - Strong demand out of Asia

