



UPU | UNIVERSAL
POSTAL
UNION

The global philatelic market *An economic & strategic perspective*

*Presentation at the International
Conference on e-Philately*

22 September 2018



Agenda

1- Economic perspectives

- Macroeconomic environment
- Postal sector
- Philately market

2- Strategic perspectives

- Opportunities and risks
- Strengths and weaknesses

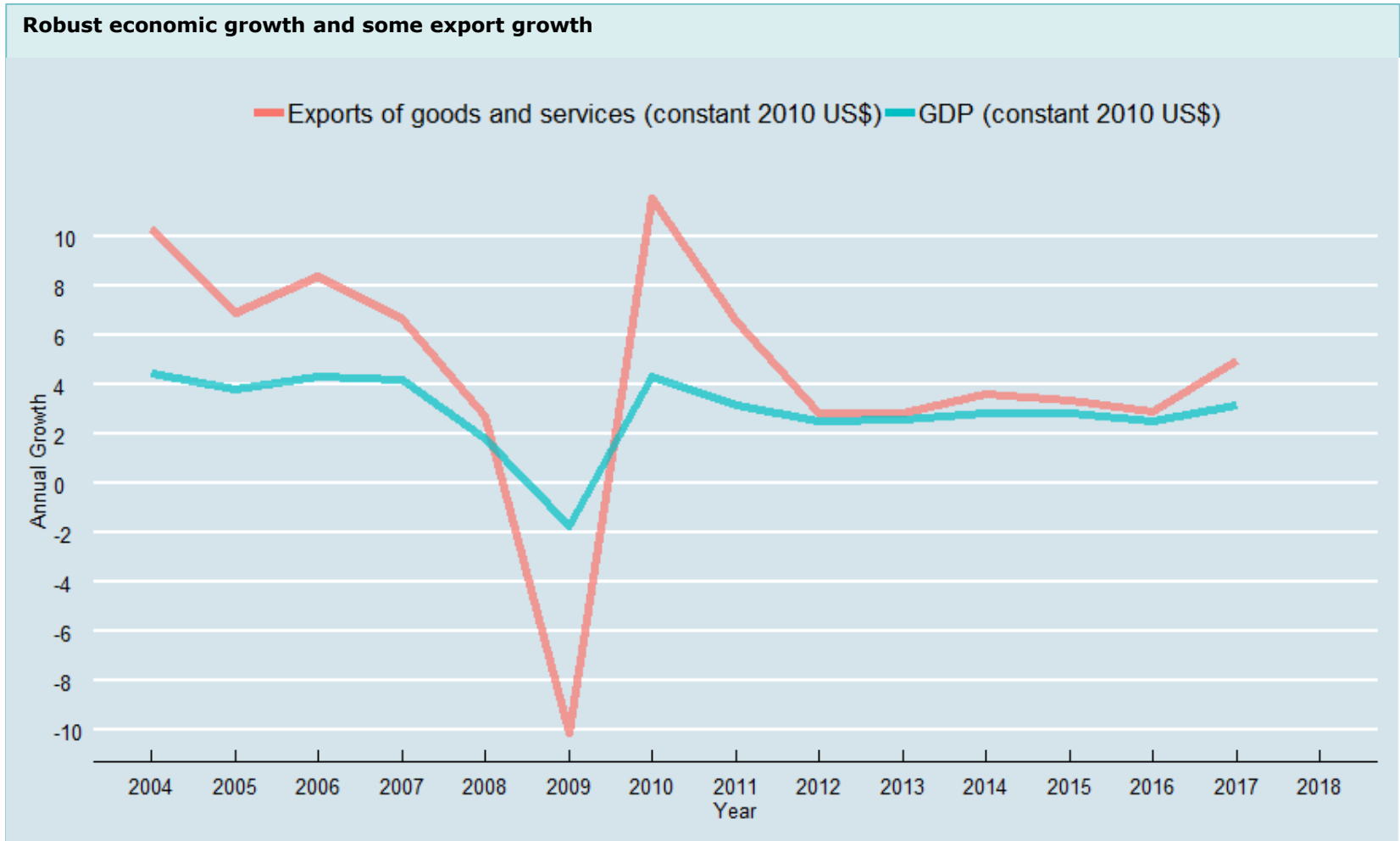
3- UPU solutions

- UPU strategy
- The place of philately
- Actions going forward



1- Context

Key macroeconomic trends are affecting the global prospects of many sectors

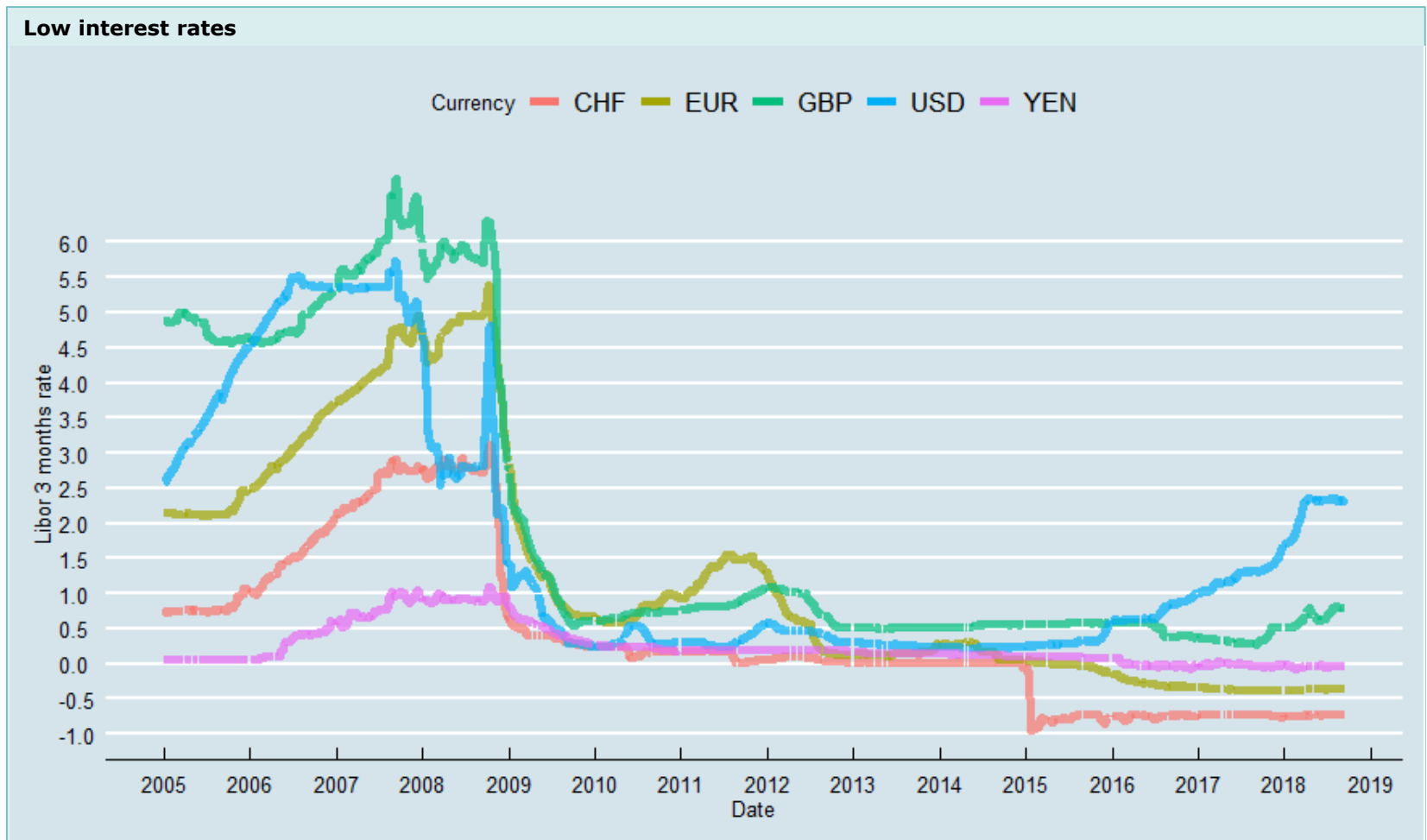


Source: World Bank



1- Context

Low interest rates are putting pressure on traditional ways of doing finance

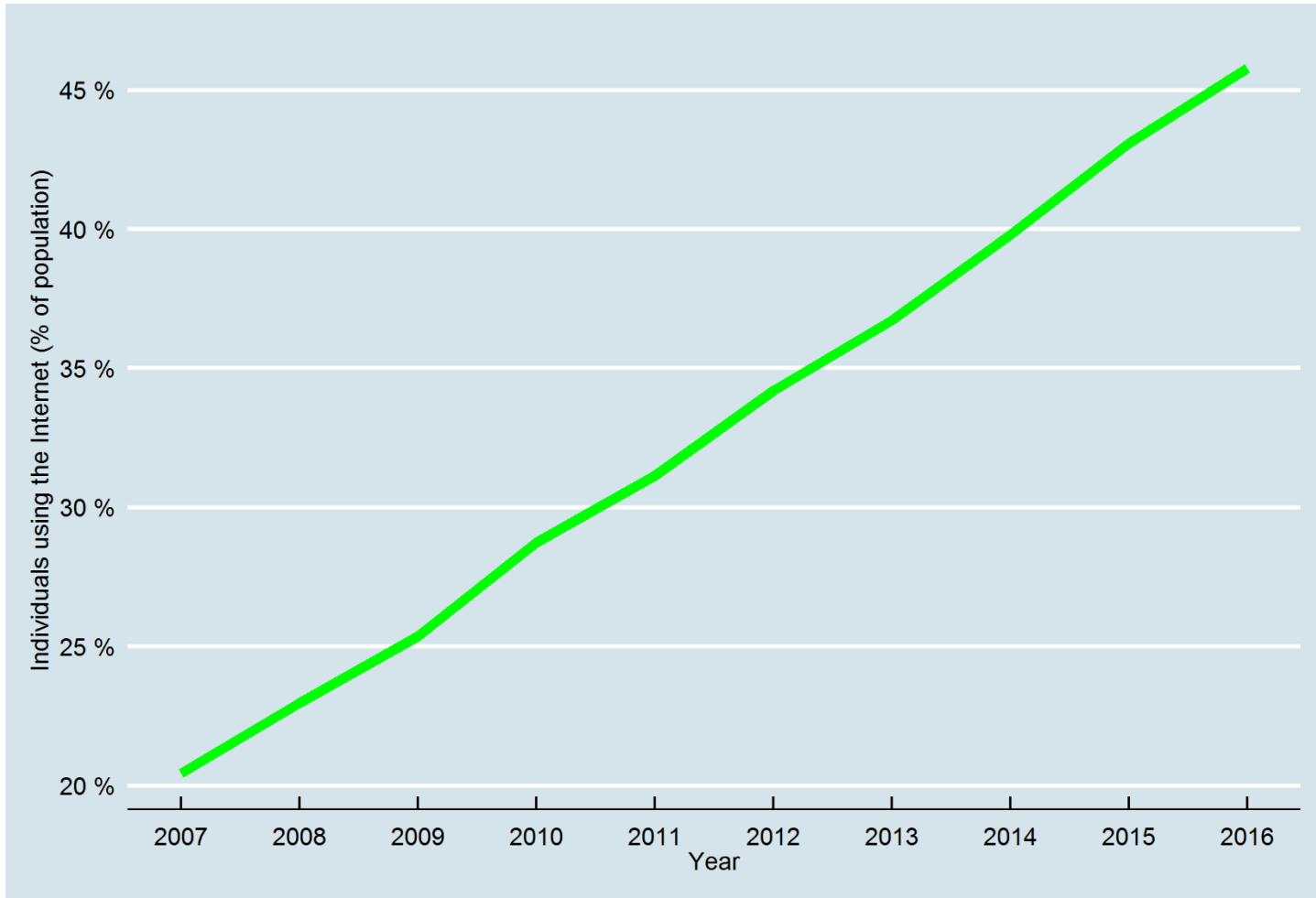


Source: Federal Reserve Bank of Saint-Louis



1- Context

While digitalization continues to progress...

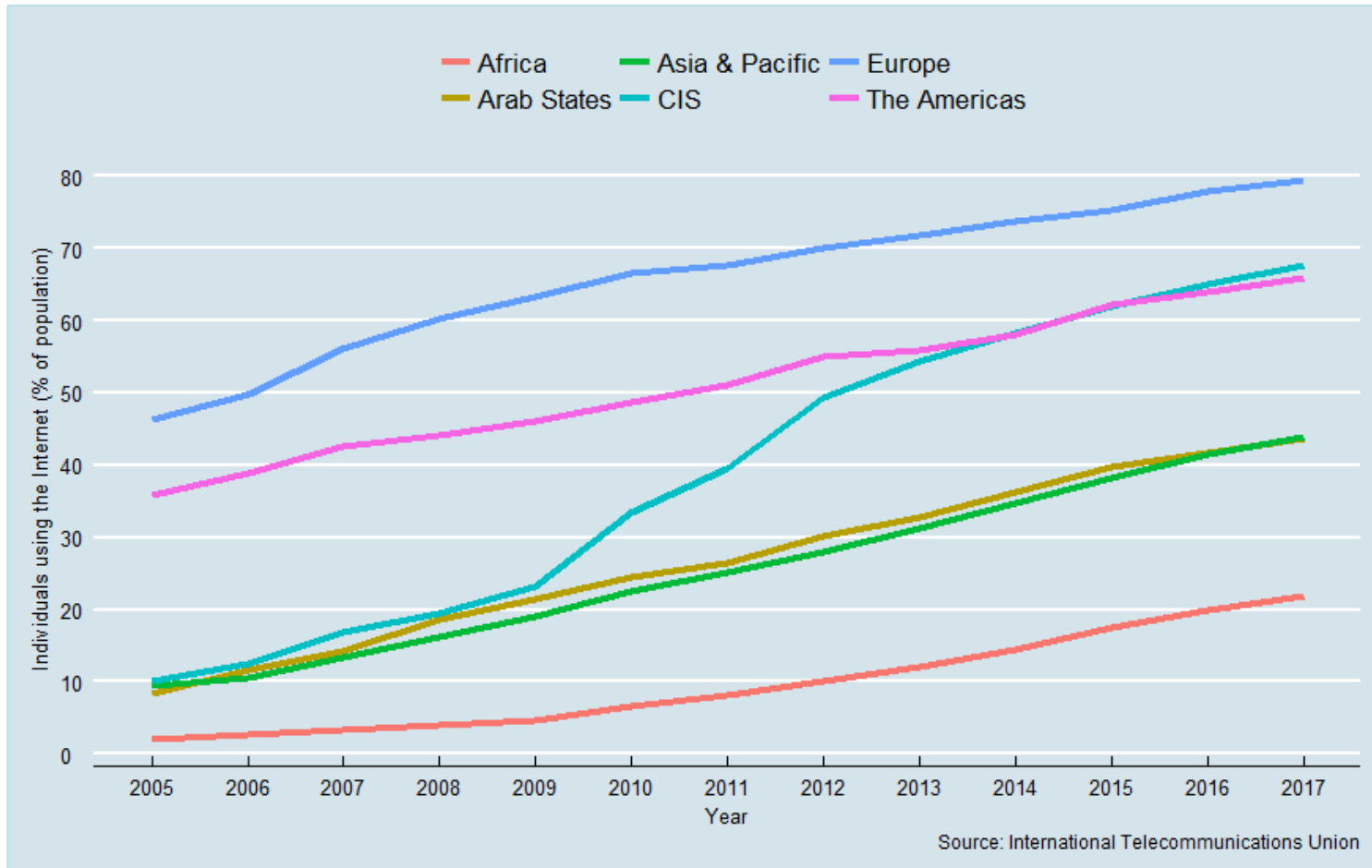


Source: ITU



1- Context

...everywhere on the planet

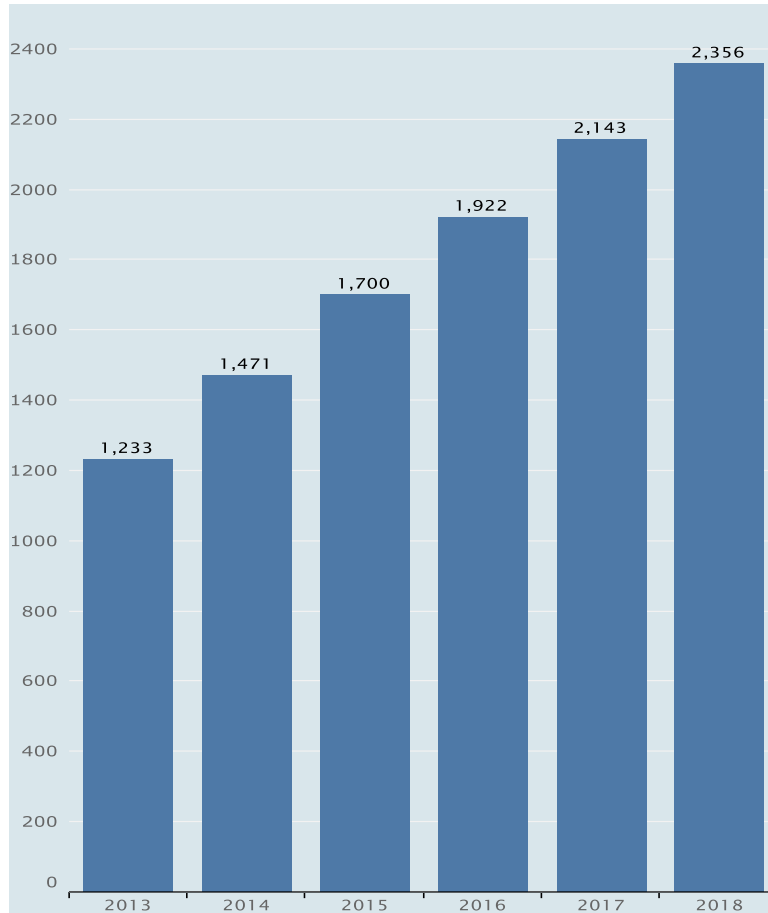




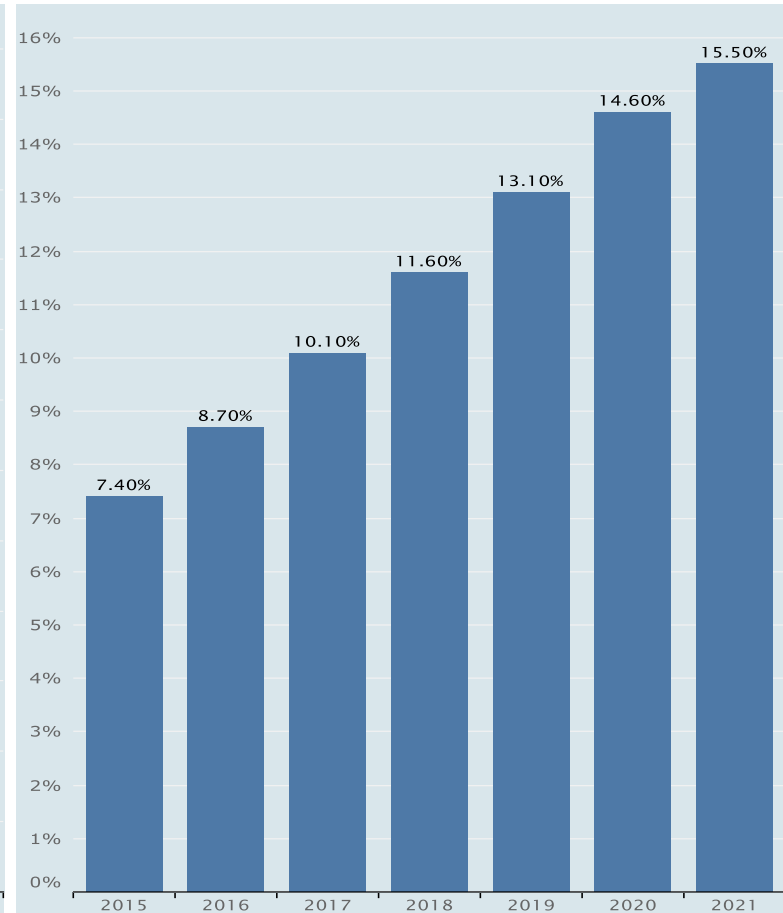
1- Context

...boosting e-commerce...

Global B2C e-commerce sales (USD billions)



E-commerce share of total retail sales





1- Context

...and transforming the nature of the demand for postal services...



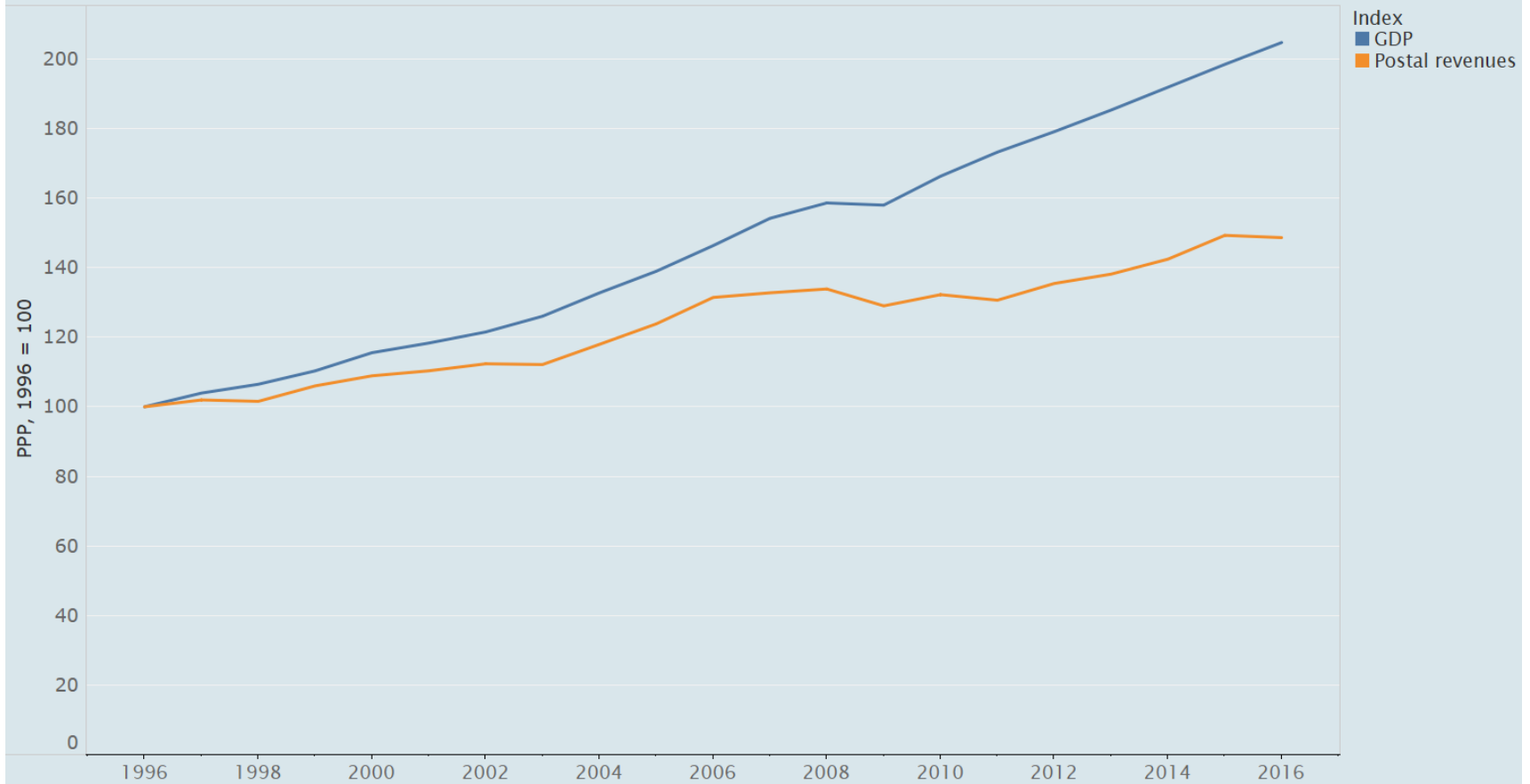
Source: UPU Statistics



1- Context

Thus affecting the growth of postal operators...

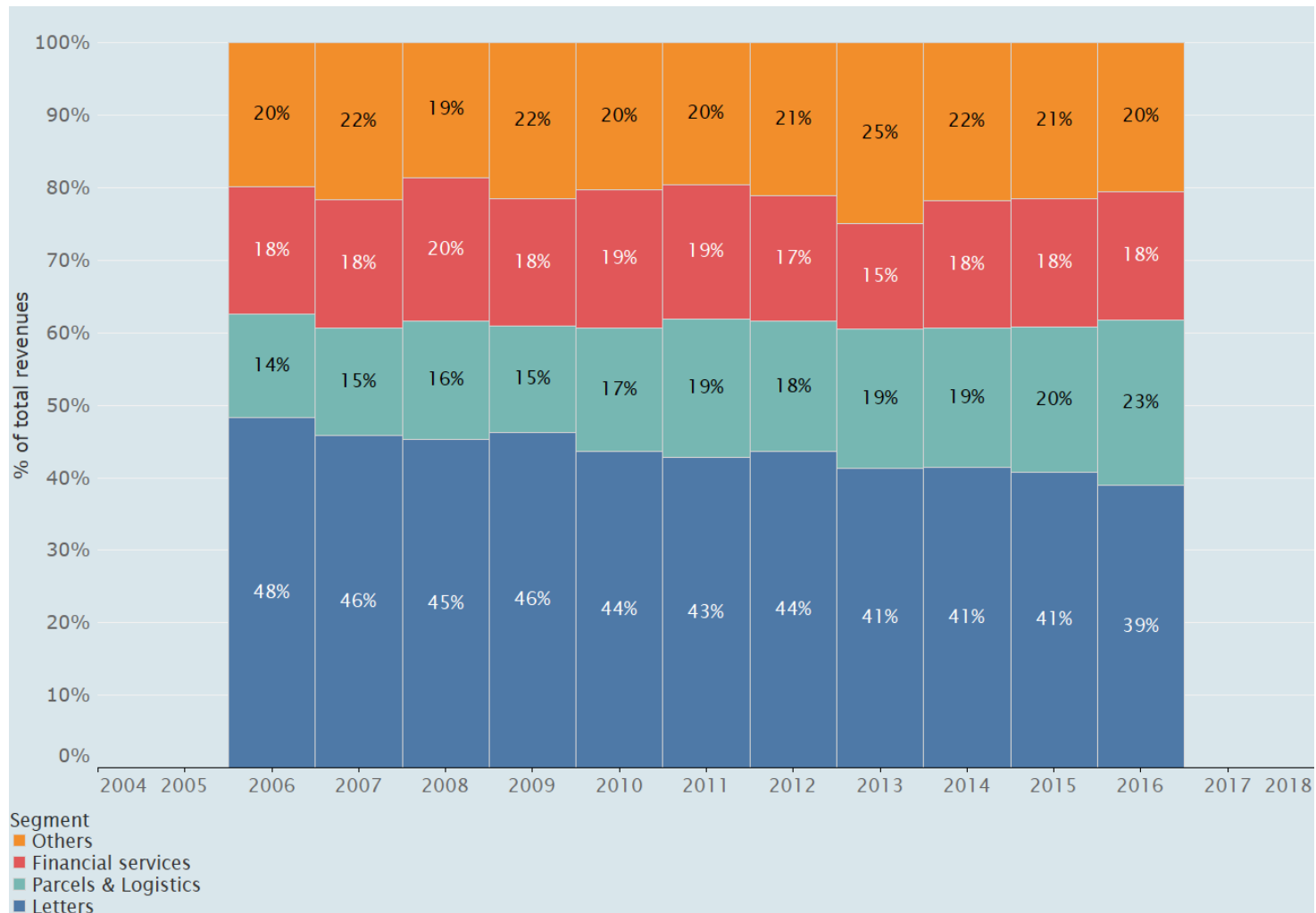
Global Postal Decoupling





1- Context

...as well as the business models of postal operators

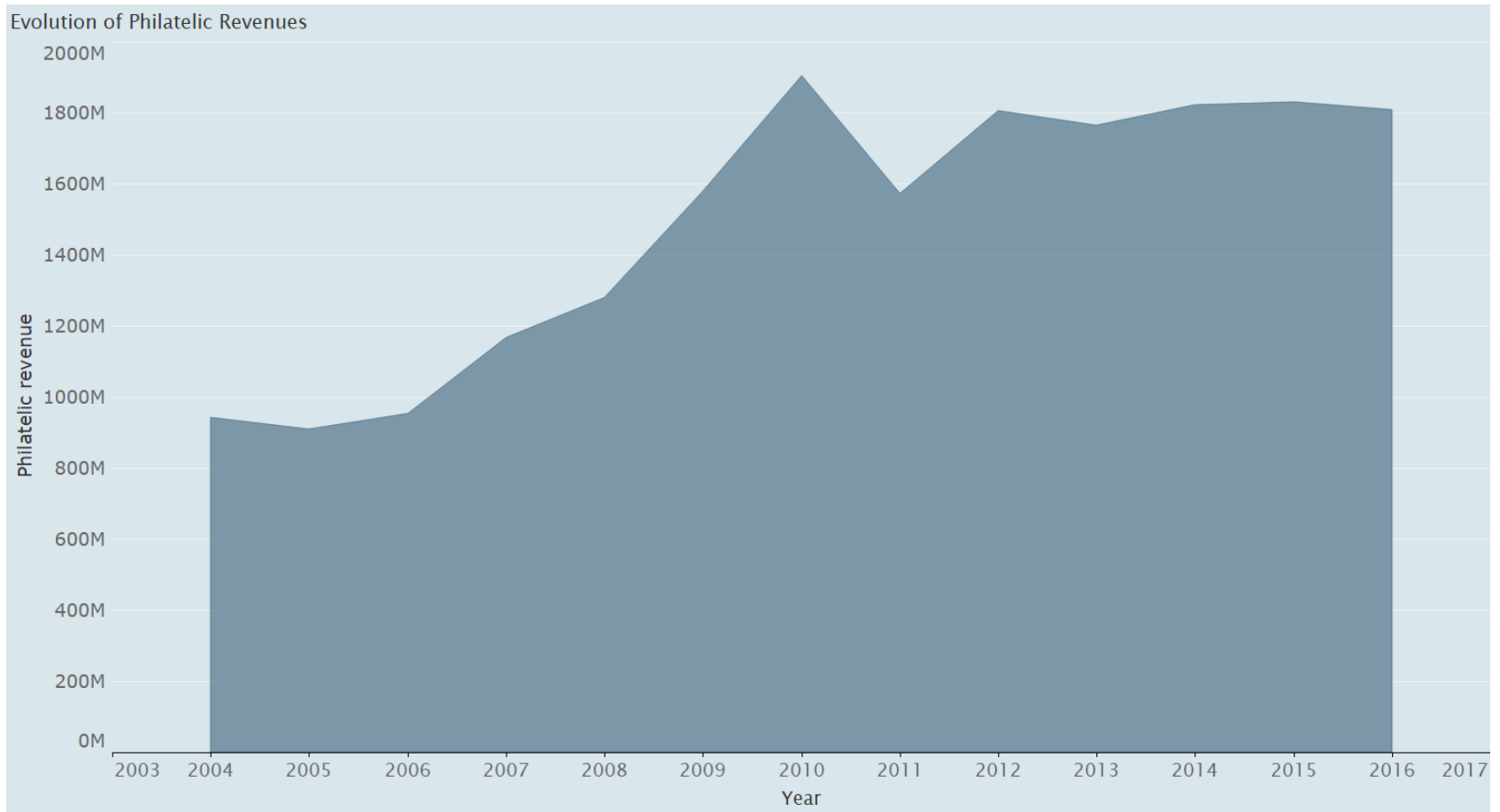


Source: UPU Statistics



1- Context

In this context, postal operators have increased their philatelic revenue...

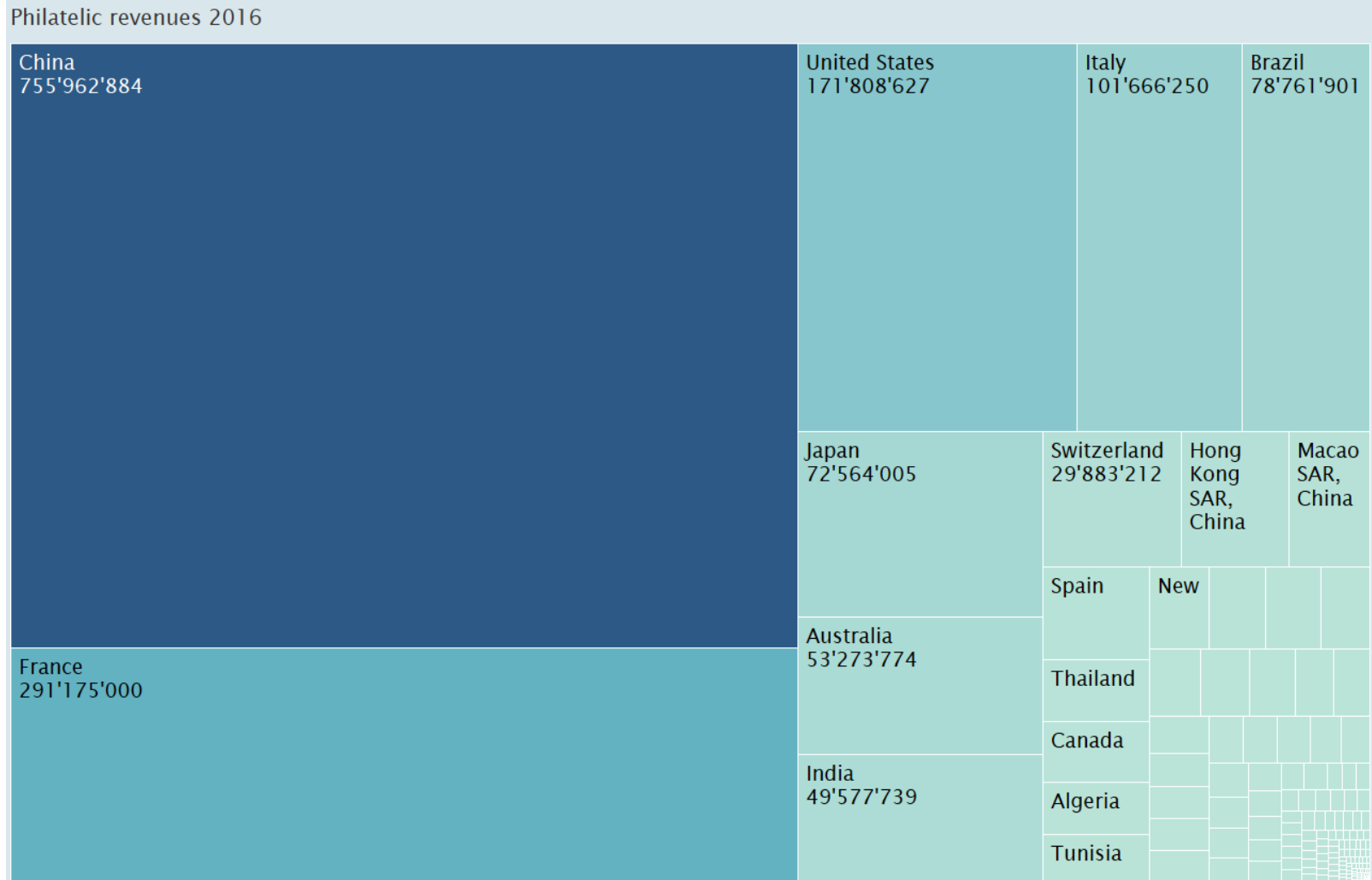


Source: UPU Statistics



1- Context

...especially in Asia

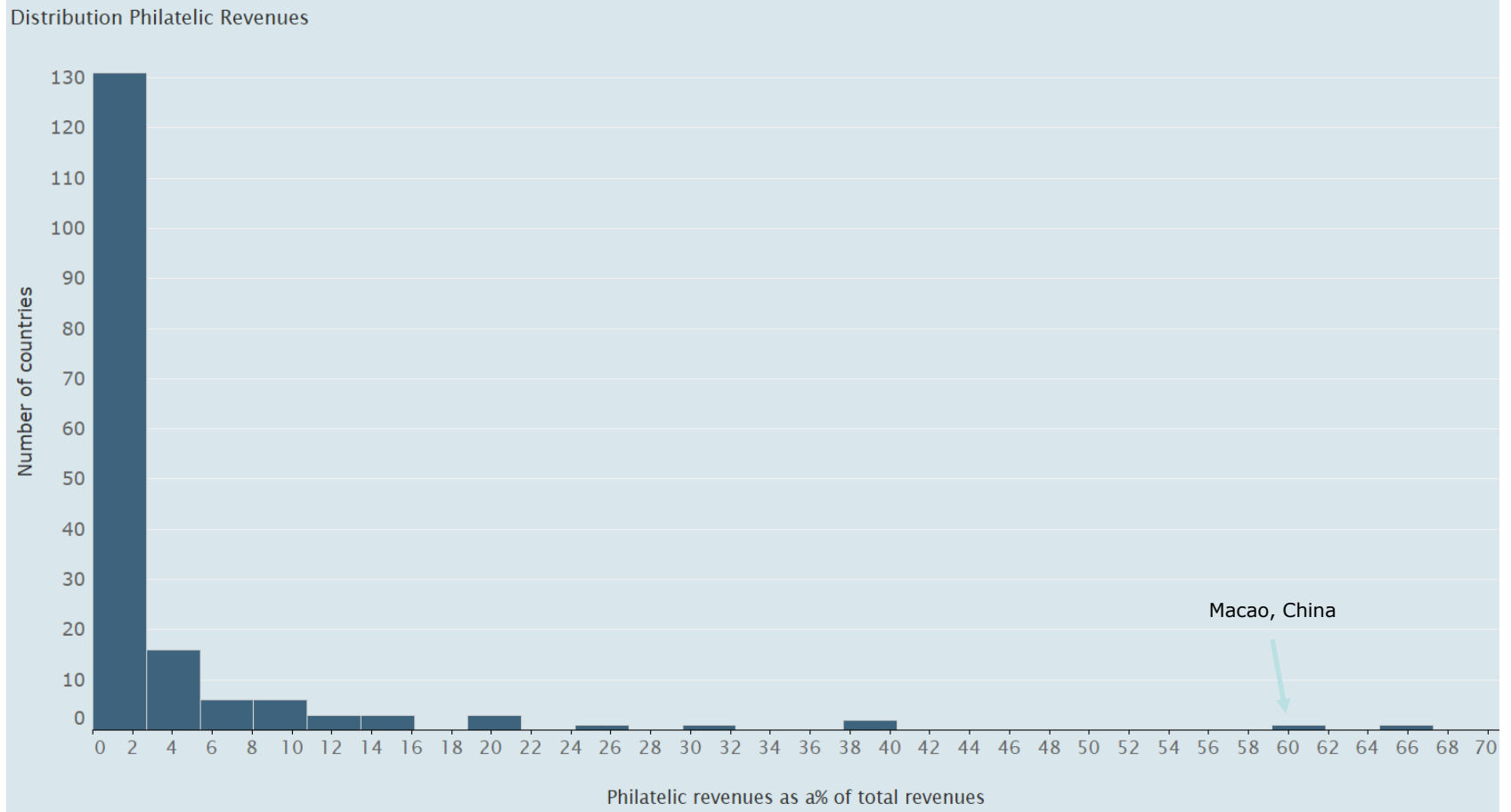


Source: UPU Statistics, figures in SDR



1- Context

But it still represents a low share of total revenues for most national Posts





1- Context

Indeed, the combined size of the primary and secondary markets is incipient





Agenda

1- Economic perspectives

- Macroeconomic environment
- Postal sector
- Philately market

2- Strategic perspectives

- Opportunities and risks
- Strengths and weaknesses

3- UPU solutions

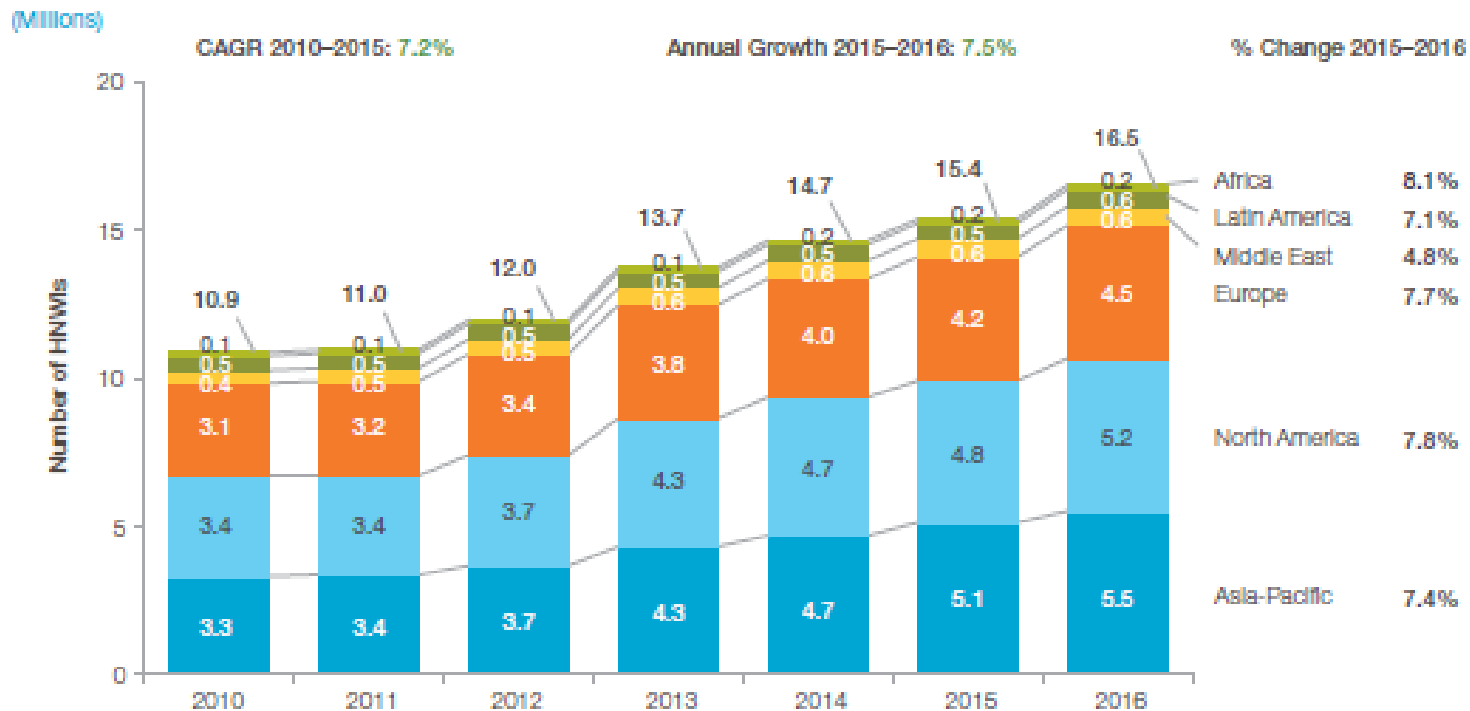
- UPU strategy
- The place of philately
- Actions going forward



2- Strategic perspectives

...and by the search for alternative investments by high-net worth individuals

Figure 1. Number of HNWLs, 2010–2016 (by Region)



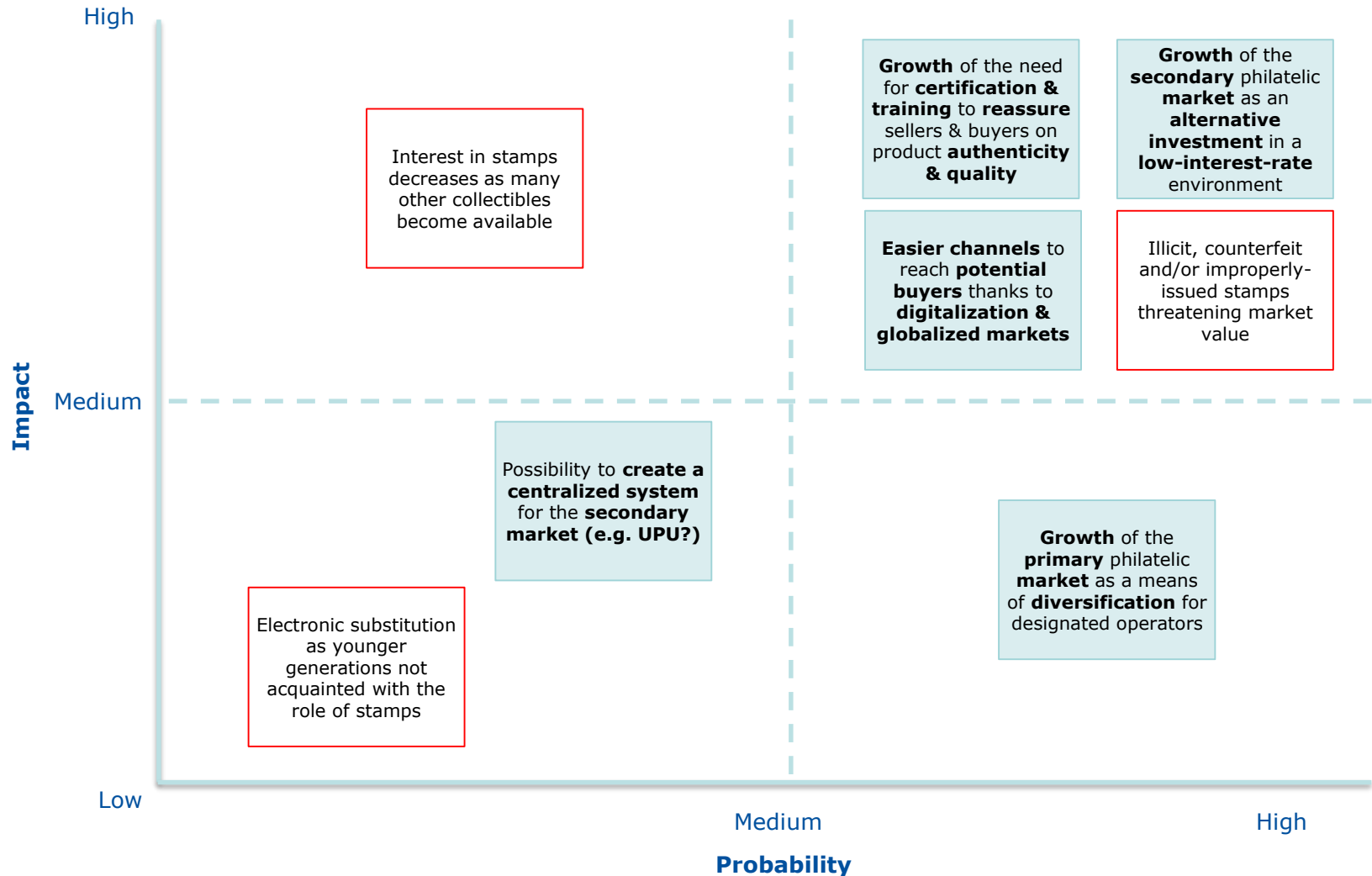
Note: Chart numbers and quoted percentages may not add up due to rounding

Source: Capgemini Financial Services Analysis, 2017



2- Strategic perspectives

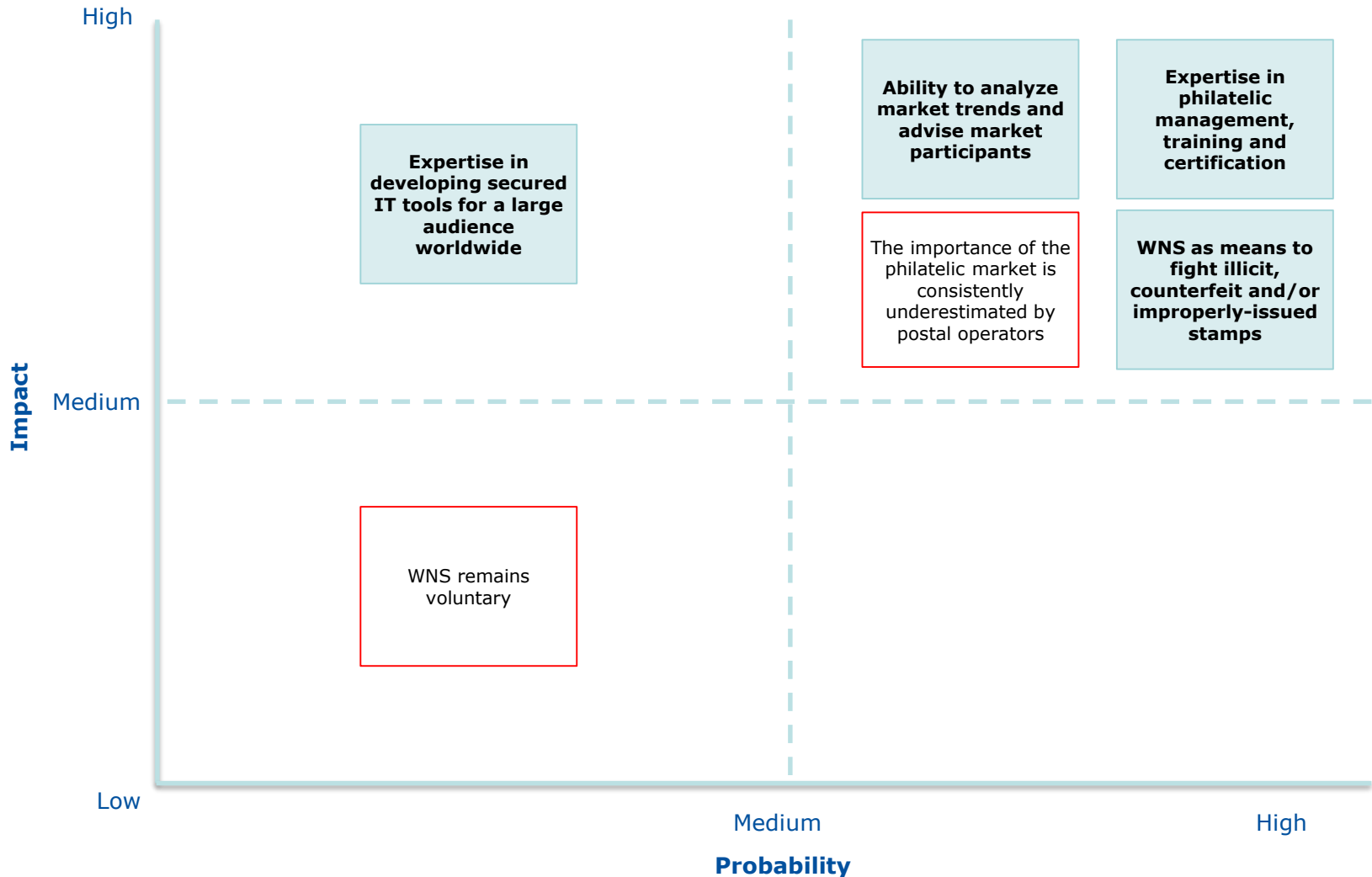
There are significant *opportunities* & *risks* for market participants and the UPU





2- Strategic perspectives

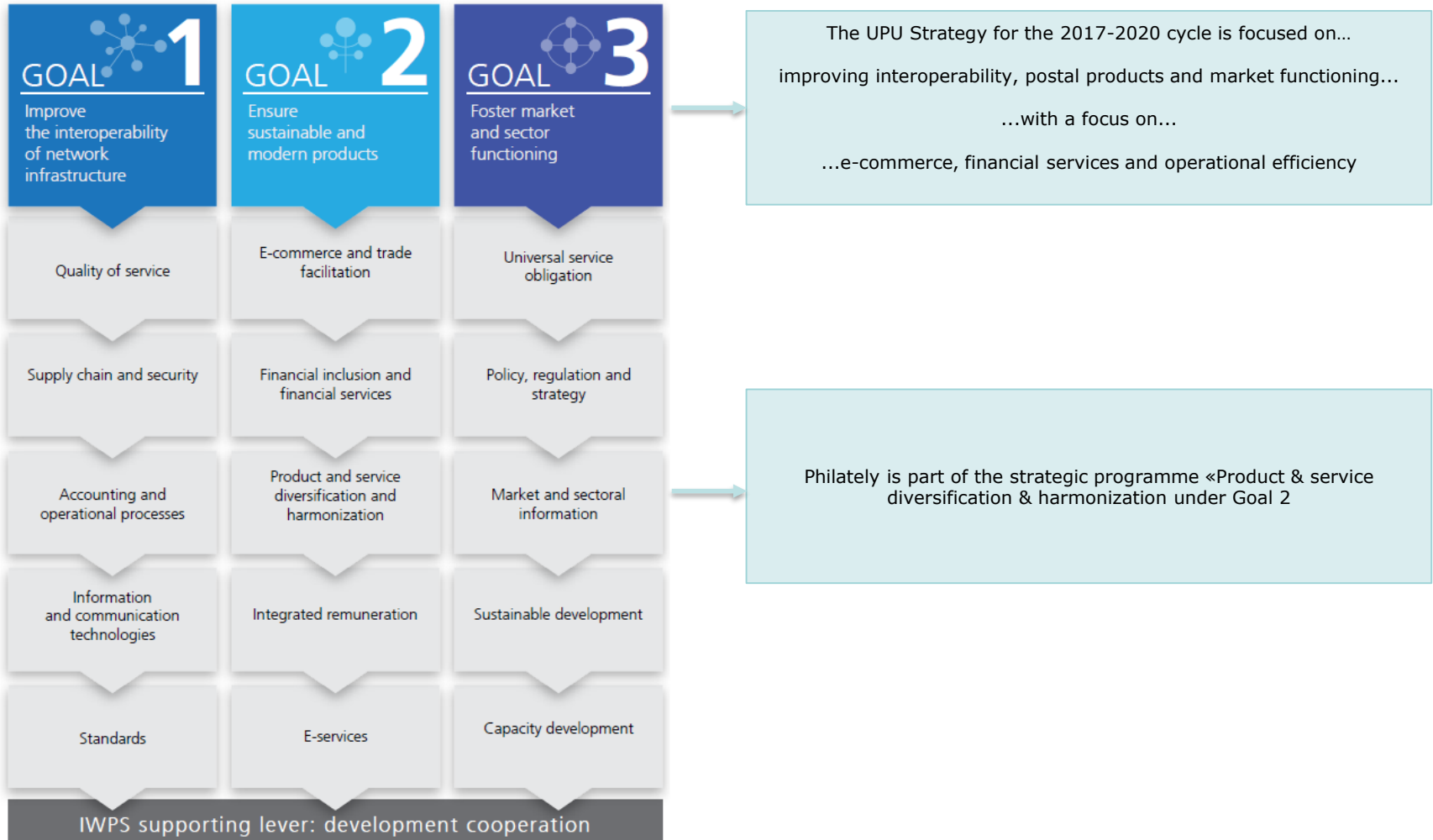
That can be matched with significant strengths and weaknesses





3- UPU solutions

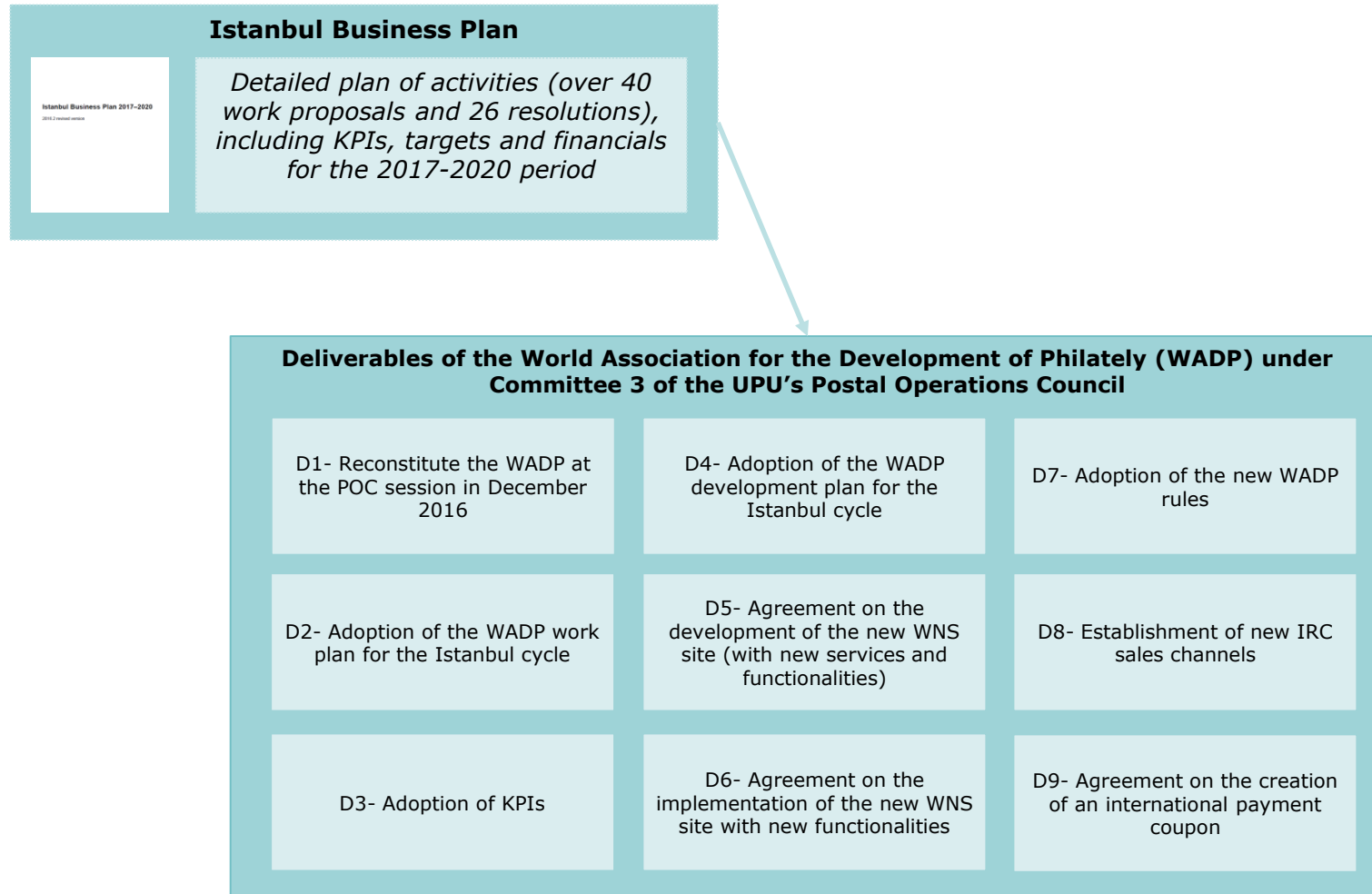
The UPU strategy for the 2017-2020 cycle has reserved a place for philately





3- UPU solutions

Represented by WP 11 & 12 in the UPU's 2017-2020 Business Plan





3- UPU solutions

World Association for the Development of Philately (WADP)

Full members

All UPU member issuing postal authorities and the representatives of major international philatelic industry associations such as:

- the International Federation of Philately (FIP);
- the International Federation of Stamp Dealers' Associations (IFSDA);
- the International Association of Publishers of Stamp Catalogues, Stamp Albums and Philatelic Publications (ASCAT);
- the International Association of Philatelic Journalists (AIJP); and
- the International Confederation for Printing and Allied Industries (INTERGRAF).

Observers



FIFA



INTERNATIONAL
OLYMPIC
COMMITTEE

Working groups

Working group 1

Designated operators and the
philatelic press

Working group 2

Training programmes

Working group 3

Market trends and development



3- UPU solutions

WNS membership worldwide





3- UPU solutions

Actions that could be considered going forward

Comprehensive study of the philatelic market (supply, demand, strategies, feasibility of e-philately, etc.)

Further development of certification and training programmes within the UPU

Identification of opportunities to efficiently increase participation of postal operators in the secondary market

Strengthen collaboration with other international organizations on philatelic matters (e.g. asking them to join WADP as observers)



UPU

UNIVERSAL
POSTAL
UNION

ANNEXES