

UPS Capital Improves C.O.D. Services to Help Small Businesses Manage Cash, Customer Relationships

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Service helps UPS® C.O.D shippers strengthen their relationships with customers and efficiently manage payments

UPS Capital® Corporation, a business unit of UPS® which helps customers manage risks and protect finances, today announced a new service, UPS Capital C.O.D Delayed Deposit. The service is designed to improve how and when companies that accept C.O.D. can deposit their customers' checks. This new service provides a safe, secure, technology-based solution to control the timing of individual check deposits.

UPS research shows that 33 percent of C.O.D. shippers defer deposits of C.O.D. payments when requested by their customers. The primary reason is to help their customers who do not have cash now but will be able to pay later. Respondents feel that honoring customers' requests for deferred C.O.D. check deposits is important to their business, enabling them to extend credit, improve customer relationships and increase sales.

"For years, businesses have held their customers' checks and manually deposited them on agreed-upon future dates," said Bob Bernabucci, president of UPS Capital. "Today, C.O.D. is still a very popular way for businesses to extend payment terms, build relationships and gain new business. C.O.D. Delayed Deposit automates this process, thereby saving businesses both administrative expenses and the risks associated with manually managing checks."

C.O.D. Delayed Deposit offers many unique features, including:

- Flexibility in determining the deposit timing of individual checks
- Email notifications alerting the customer of new C.O.D. deliveries awaiting deposit
- Secure web access to view check images and manage deposits
- Daily electronic delivery of reports providing reconciliation of C.O.D. activity and advanced notice of scheduled deposits and returned items
- An option for automatic second presentation of dishonored checks
- Automatic daily deposit of funds into a shipper's bank account of choice
- Reduction of bank fees associated with check processing
- Use of only one UPS account to manage all checks.

"The new service provides considerable time savings and improves cash flow," said Peter Park, Manager for Cinderella Divine, a women's fashion designer. "C.O.D. Delayed Deposit improves our accounts receivable outstanding by as much as five days, saving us manual processing, stamping and a daily trip to the bank. By easily seeing all delayed checks, we can negotiate our position and easily reconcile between our account ledger and the UPS portal."

UPS Capital leverages UPS's logistics expertise to offer expansive solutions to help protect business' finances and manage the increasing risks threatening and disrupting their supply

chains. UPS Capital companies have offices throughout the United States, as well as operations in Asia, Europe and Latin America. For more information, visit www.upscapital.com or call 1-877-242-7930.

A demonstration of UPS Capital C.O.D Delayed Deposit is available online.

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About UPS Capital

Nobody understands transportation and logistics like UPS®. And while you've probably never thought of a UPS company for financing and insurance services, the global supply chain expertise of UPS Capital® uniquely positions us to help protect companies from risk and leverage cash in their supply chains. Insurance companies and banks can't say that. UPS Capital has offices throughout the United States, as well as operations in Asia, Europe and Latin America. For more information, visit www.upscapital.com, call 1-877-242-7930, or follow UPS Capital on LinkedIn (<https://www.linkedin.com/company/ups-capital>) and Twitter (@UPSCapital).

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 ups.com® and its corporate blog can be found at blog.ups.com. To get UPS news direct, visit pressroom.ups.com/RSS.