

India Post Creates History, Crosses ₹4,000 Crore Revenue Mark for Two Consecutive Quarters

Department records 24% revenue growth in H1 FY 2026-27, reaching ₹8,212.7 crore; Parcels register 71% growth.

Union Minister of Communications Shri Jyotiraditya M. Scindia emphasises customer centricity, business diversification, innovation and digitisation to sustain India Post's growth momentum.

Posted On: 22 OCT 2026 4:22PM by PIB Delhi

The Department of Posts has achieved a historic milestone by crossing the ₹4,000 crore quarterly revenue mark for two consecutive quarters for the first time. The Department recorded revenue of ₹8,212.7 crore during the first half of FY 2026-27 (April-September 2026), registering a year-on-year growth of 24% over ₹6,636 crore in the corresponding period of the previous financial year.



(L-R) Ms. Manisha Sinha, DGPS; Dr. Chandra Sekhar Pemmasani, Union MoS for Communications and Rural Development; Shri Jyotiraditya M. Scindia, Union Minister of Communications and Development of North Eastern Region; and Shri Subrat Das, Secretary (Posts), during the Q2 Review Meeting in

Shri Jyotiraditya M. Scindia, Union Minister of Communications and Development of North Eastern Region chaired the Second Quarter (Q2) Review at New Delhi, today. **Dr. Chandra Sekhar Pemmasani**, Union Minister of State for Communications and Rural Development, **Shri Subrat Das**, Secretary (Posts), Members of the Postal Services Board, Chief Postmasters General of all Postal Circles and senior officers of the Directorate attended the meeting.

The Department earned ₹4,201.5 crore in Q2 (Jul-September 2026), registering year-on-year growth of 25% and an increase of 5% over Q1.

Growth Across Business Verticals

All six business verticals recorded year-on-year growth. PLI/RPLI grew by 44%, Mails by 36%, Post Office Savings Bank (POSB) by 18%, International Relations & Global Business by 38%, and Parcels by 71%.

The Parcels vertical generated ₹318.9 crore in Q2, with Kerala, North East, Uttar Pradesh and Bihar exceeding their quarterly targets. Mails revenue increased by 26% over Q1, with 12 Postal Circles achieving or exceeding their Q2 targets. POSB contributed ₹1,987 crore, while PLI/RPLI achieved 92% of its quarterly target.

Postal Circle Performance and Efficiency

Seven Postal Circles achieved 90% or more of their proportionate Q2 targets. Bihar led with 97.15%, followed by West Bengal at 97.07% and North East at 94.79%. For H1, West Bengal recorded 95.72% achievement, followed by Bihar at 95.12% and Andhra Pradesh at 94.63%.

Eighteen of the 23 Postal Circles improved their target achievement over Q1. The Expenditure Cost Ratio reached 42% including pension expenditure and 62% excluding pension expenditure. Twenty-two Circles improved their ratios over Q1.

Recognition of Outstanding Postal Circles

In recognition of their performance during the first quarter(April-June 2026), Andhra Pradesh Postal Circle was awarded and Bihar Postal Circle was awarded for the second quarter(July-September 2026), for their achievement against their respective proportionate business targets. Bihar Circle achieved 97.15%, followed closely by West Bengal Circle at 97.07% and North East Circle at 94.79%. Their performance reflects focused business efforts and progress towards the Department's revenue objectives. The recognition also underscores the importance of sustained performance, effective business planning and continued efforts to strengthen revenue generation across Postal Circles.

Ministers Emphasise on Sustainable Growth



Shri Jyotiraditya M. Scindia, Union Minister of Communications and Development of North Eastern Region congratulated officers and employees on the achievement and emphasised the need to sustain growth through customer acquisition, service excellence and customer retention. He called for greater business diversification, stronger leadership, innovation and a customer-centric approach, including flexible pricing for bulk customers, subject to applicable policies and approvals. He also emphasised the need to accelerate the digitalisation of services offered by India Post to enhance customer experience, improve operational efficiency and strengthen the Department's competitiveness.

Dr. Chandra Sekhar Pemmasani, Union Minister of State for Communications and Rural Development highlighted India Post's substantial growth potential and stressed the importance of workforce empowerment, accountability and improved service delivery. He called for standardized procedures and real-time monitoring to address parcel delivery delays and enhance customer satisfaction.

The Ministers directed Postal Circles to sustain growth momentum during the festive and peak parcel season, strengthen Parcels and International Relations & Global Business, accelerate the onboarding of Citizen-Centric Services in collaboration with State Governments, and maintain expenditure discipline. The review also emphasized a cluster-based approach focusing on Agro-Logistics and International Business; MSMEs, ODOP and Tourism; and Citizen-Centric Services, Financial Inclusion, Insurance and Rural Logistics. Guided by the spirit of Jan Seva, the Department will leverage its extensive network and workforce to unlock new business opportunities, enhance operational efficiency and advance towards financial sustainability.

A historic Q2 for @IndiaPostOffice, after a historic Q1. Growth momentum continues, with Q2 revenue at ₹4,202 crore, up 25% year on year, led by: Parcel: +71% PLI/RPLI: +44% IR & GB: +38% Chaired the Quarterly Business Review with all 23 circles, where 19 crossed 80% of their Q2 targets. Reaffirmed our commitment to working as one India Post family, with greater synergy and a unified focus on scaling up and serving our customers to the best of our ability. #DakSewaJanSewa

— Jyotiraditya M. Scindia (@JM_Scindia) October 22, 2026

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