

**Breakdown of Post Office Trading Fund's Operating Revenue
(2010-11 to 2014-15)**

	2010-11		2011-12		2012-13		2013-14		2014-15	
	\$'000	% of total revenue	\$'000	% of total revenue	\$'000	% of total revenue	\$'000	% of total revenue	\$'000	% of total revenue
(a) General mail services										
Regular mail services ¹	2,947,987	62.4%	2,978,868	59.4%	3,028,313	58.5%	3,026,132	57.6%	3,099,507	58.0%
Competitive mail services ²	924,071	19.6%	1,031,189	20.6%	982,582	19%	969,221	18.5%	884,503	16.6%
e-services ³	556,320	11.8%	654,324	13.0%	801,839	15.5%	956,520	18.2%	1,044,402	19.5%
Philately	130,734	2.8%	179,947	3.6%	167,087	3.2%	140,517	2.7%	146,314	2.7%
Sub-total	4,559,112	96.6%	4,844,328	96.6%	4,979,821	96.2%	5,092,390	97.0%	5,174,726	96.8%
(b) Miscellaneous revenue⁴										
	162,256	3.4%	169,866	3.4%	195,898	3.8%	156,834	3.0%	169,168	3.2%
Total revenue	4,721,368	100%	5,014,194	100%	5,175,719	100%	5,249,224	100%	5,343,894	100%

¹ Regular mail services include ordinary Local Mail, Air Mail and Surface Mail, Parcels, registered mail and recorded delivery, etc.

² Competitive mail services include Speedpost, Local CourierPost, Hongkong Post Circular Service, e-Post, etc.

³ e-services include services which are typically used for e-commerce transactions, such as Bulk Air Mail, e-Express, iMail, Smart Post and e-EMS.

⁴ Miscellaneous revenue includes revenue from PayThruPost, rental of private post office boxes and bags, redirection service charges, sales of postal stationery, remittance service, etc.