

# Income statement

## 27. Revenue

Revenue for 2014 amounted to €4.194,1 million, up 28.6% on the previous year:

(Amounts in thousands of euros)	2014	2013	Change	% Chg.
Operating revenue	4,096,337	3,173,291	923,046	29.1%
Other revenues and earnings	97,774	89,086	8,688	9.8%
<b>Total revenue</b>	<b>4,194,111</b>	<b>3,262,377</b>	<b>931,734</b>	<b>28.6%</b>

The €931.7 million increase in revenues essentially reflects – apart from the different consolidation time frame of the former Impregilo Group (nine months in 2013) as described in preceding sections of this Annual Report – the production progress on some large-scale projects abroad which, compared to 2013, became fully operational (Ethiopia, Denmark, Saudi Arabia and Qatar), up against which the substantial completion of major road and highways projects in Italy and the sale to external parties – finalized in the second half of the

previous period – of activities related to the construction of Milan's External East Bypass took place. Please also note that, as far as the Group's foreign industrial activities are concerned, during 2014 it was necessary to take into consideration the temporary slowdown in production of several large projects in Venezuela.

A breakdown of operating revenue and is given in the following table:

(Amounts in thousands of euros)	2014	2013	Change	% Chg.
Services	3,821,176	2,965,735	855,441	28.8%
Sales revenues	249,359	181,544	67,815	37.4%
Total operating revenues	25,802	26,012	(210)	(0.8%)
<b>Totale ricavi operativi</b>	<b>4,096,337</b>	<b>3,173,291</b>	<b>923,046</b>	<b>29.1%</b>

Revenues for services include revenues of €114.8 million for costs recharged to third-party members of consortia and consortium companies consolidated on a line-by-line basis.

A breakdown of other revenue and income is given in the following table:

(Amounts in thousands of euros)	2014	2013	Change	% Chg.
Rent and leases	305	407	(102)	(25.1%)
Staff services	2,020	879	1,141	129.8%
Revenue for rebilling costs	28,016	20,594	7,422	36.0%
Insurance reimbursements	6,473	2,519	3,954	157.0%
Gains on disposal of non-current assets	10,680	18,748	(8,068)	(43.0%)
Prior year income	17,584	12,767	4,817	37.7%
Other income	32,696	33,172	(476)	(1.4%)
<b>Total other revenues and earnings</b>	<b>97,774</b>	<b>89,086</b>	<b>8,688</b>	<b>9.8%</b>