

## 25. Trade receivables

Trade receivables totalled €1,634,515, as shown in the following table:

(Values in €/000)	Year 2013	Year 2012	Change
Receivables from clients	1,492,860	483,013	1,009,847
Receivables from parent companies	4,774	1,058	3,716
Receivables from subsidiaries	173	53	120
Receivables from associate companies	239,351	16,037	223,314
Provision for impairment losses on trade receivables	(42,526)	(9,464)	(33,062)
Provision for write-down of default interest	(60,117)	(12)	(60,105)
<b>Trade receivables</b>	<b>1,634,515</b>	<b>490,685</b>	<b>1,143,830</b>

The breakdown of trade receivables by business segment is provided below:

(Values in €/000)	31 December 2013	31 December 2012	Change
Construction	1,370,282	490,685	879,597
Engineering & Plant Construction	17,744	0	17,744
Concessions	19,688	0	19,688
FIBE	226,801	0	226,801
<b>Trade receivables (after provisions)</b>	<b>1,634,515</b>	<b>490,685</b>	<b>1,143,830</b>

The following table contains a geographical breakdown of the aforementioned receivables:

(Values in €/000)	31 December 2013	31 December 2012	Change
Italy	688,209	89,971	598,238
EU (excluding Italy)	13,536	1,411	12,125
Non-EU	15,692	22,847	(7,155)
Asia	99,964	89,784	10,180
Africa	439,485	286,220	153,265
North America	29,838	0	29,838
South America	345,784	19	345,765
Oceania	2,007	433	1,574
<b>Trade receivables (after provisions)</b>	<b>1,634,515</b>	<b>490,685</b>	<b>1,143,830</b>

The acquisition of the Impregilo Group on 1 April 2013 resulted in the full absorption of €1,168,118 of trade receivables after the provision for impairment losses on trade receivables.

The figure for receivables from clients relates to amounts due from clients for invoices issued and for work performed and approved by clients but still to be invoiced. As can be seen in the table above, the overall change of €1,143,830 in this item reflects the consolidation of the Impregilo Group. The change in this item, net of the acquisition, would have been a decrease of 24,288, mainly relating to the progress on the main contracts.

Receivables from subsidiaries and associates mostly arise on commercial and financial transactions with companies not consolidated by the Group. In particular, this item also includes € 226.8 million due to FIBE from the Campania municipalities for its management services provided under contract until 15 December 2005 and the subsequent transition period. See the section on "Non-current assets held for sale" in the Directors' report for more information about this complicated situation and the directors' related assessments.

The provision for write-down of default interest amounting to €60,117 at 31 December 2013 reflects the acquisition of the Impregilo Group, which

contributed an amount of €61,533 on 1 April 2013. The table below shows the changes in this provision:

(Values in €/000)	Balance at 31 December 2012	Balance at 1 April 2013	Provisions	Balance Sheet use of the provision	Balance at 31 December 2013
For receivables from clients	12	61,533	0	(1,428)	60,117
For receivables from other clients	0	0	0	0	0
<b>Total Provision for Default interest</b>	<b>12</b>	<b>61,533</b>	<b>0</b>	<b>(1,428)</b>	<b>60,117</b>

The provision for impairment losses had a balance at the end of the year of €42,526. This provision

increased by €36,055 during the period as shown in the table below:

(Values in €/000)	Balance at 31 December 2012	Balance at 1 April 2013	IFRS 5 reclassifications	Allocation to provisions	Balance Sheet use of the provision	Release of provision to Income Statement	Change in consolidation scope	Reclassifications and exchange differences	Balance at 31 December 2013
For receivables from clients	5,936	33,145	(5)	13,752	(5,944)	(4,268)	0	(152)	42,464
For receivables from other clients	3,528	0	(2,988)	53	(501)	(30)	0	0	62
<b>Total Provision for impairment losses on receivables</b>	<b>9,464</b>	<b>33,145</b>	<b>(2,993)</b>	<b>13,805</b>	<b>(6,445)</b>	<b>(4,298)</b>	<b>0</b>	<b>(152)</b>	<b>42,526</b>