

## II – Consolidated income statement

<i>(in thousands of euros)</i>	Notes	Dec. 2016	Dec. 2015
Revenues	5.1 & 5.2	2,120,095	1,945,078
Other income from operations		66,746	59,062
<b>Revenues from ordinary operations</b>		<b>2,186,841</b>	<b>2,004,140</b>
Raw materials		(44,635)	(31,486)
Change in work-in-progress		709	2,786
External expenses	5.3	(402,061)	(366,848)
Personnel costs- salaries	5.4	(1,495,382)	(1,392,192)
Personnel costs – share-based payments	5.4	(1,454)	(610)
Taxes and duties		(2,776)	(3,054)
Depreciation and net provisions	5.5	(14,928)	(21,645)
Other operating expenses		(6,661)	(5,227)
<b>Operating income on ordinary activities</b>		<b>219,653</b>	<b>185,864</b>
Other non-recurring operating income		11,688	11,449
Other non-recurring operating expenses		(34,126)	(38,015)
<b>Other non-recurring operating income and expenses</b>	5.6	<b>(22,438)</b>	<b>(26,566)</b>
Goodwill impairment losses		(2,552)	-
Amortization of customer-relationship intangible assets		(4,290)	(4,300)
<b>Operating income</b>		<b>190,373</b>	<b>154,998</b>
Gains on cash and cash equivalents		4,577	5,360
Cost of gross financial debt		(17,995)	(16,114)
<b>Cost of net financial debt</b>	5.7	<b>(13,418)</b>	<b>(10,754)</b>
Other financial income	5.8	10,604	17,677
Other financial expenses	5.8	(12,572)	(18,077)
Tax expenses/income	5.9	(52,458)	(43,285)
Equity share in net income of associates		42	132
<b>Net income</b>		<b>122,571</b>	<b>100,691</b>
Minority interests		(88)	(198)
<b>Net Income attributable to Group</b>		<b>122,483</b>	<b>100,493</b>
<b>Earnings per share</b> <i>(in euros)</i>	5.10	<b>0.71</b>	<b>0.58</b>
<b>Diluted earnings per share</b> <i>(in euros)</i>	5.10	<b>0.71</b>	<b>0.58</b>