2. Consolidated Income Statement

(in thousands of euros)	Notes	Dec. 2017	Dec. 2016 *
Sales	6.1 & 6.2	2,282,195	2,074,066
Other income from operations		69,412	66,746
REVENUES FROM ORDINARY OPERATIONS		**2,351,607**	**2,140,812**
Cost of goods and services sold		(36,377)	(27,056)
Change in work in progress		912	709
External expenses	6.3	(441,995)	(397,983)
Personnel costs salaries	6.4	(1,605,116)	(1,474,288)
Personnel costs – share-based payments	6.4	(2,309)	(1,454)
Taxes and duties		(2,879)	(2,776)
Depreciation, amortization and net provisions	6.5	(7,333)	(14,533)
Other operating expenses		(10,165)	(6,661)
OPERATING INCOME ON ORDINARY ACTIVITIES		**246,345**	**216,770**
Other non-recurring operating income		22	11,688
Other non-recurring operating expenses		(39,029)	(33,374)
Other non-recurring operating income and expenses	6.6	(39,007)	(21,686)
Goodwill impairment		-	(2,552)
Amortization of intangible rights		(4,263)	(4,290)
OPERATING INCOME		**203,075**	**188,242**
Income from cash and cash equivalents		2,808	4,577
Cost of gross financial debt		(14,590)	(17,995)
Cost of net financial debt	6.7	(11,782)	(13,418)
Other financial income	6.8	9,216	10,604
Other financial expenses	6.8	(17,594)	(12,568)
Tax expenses/income	6.9	(42,780)	(51,733)
Share of net income of associates		(414)	42
NET INCOME BEFORE DISCONTINUED OPERATIONS		**139,721**	**121,169**
Net profit/loss on discontinued operations	6.10	(8,885)	1,402
NET INCOME		**130,836**	**122,571**
Non-controlling interests		(68)	(88)
NET INCOME ATTRIBUTABLE TO THE GROUP		**130,768**	**122,483**
Earnings per share *(in euros)*		0.76	0.71
Diluted earnings per share *(in euros)*		0.77	0.71
Earnings per share on continuiting activities *(in euros)*		0.81	0.70
Diluted earnings per share on continuiting activities *(in euros)*		0.82	0.71
Earnings per share on discontinued operation *(in euros)*		(0.05)	0.01
Diluted earnings per share on discontinued operation *(in euros)*		(0.05)	0.01

* Data from 2016 has been adjusted to account for the sale of the Utilities business in the United States (see Note 4).