

1 Revenues

	2017	2016 adj	Change
Revenues from sales and services	5,612.9	5,119.2	493.7
Changes in inventories of work in process, semi-finished and finished products and work in progress	(0.8)	12.1	(12.9)
Total	5,612.1	5,131.3	480.8

“Revenues from sales and services”, the increase from the previous financial year is mainly due to the sectors of electricity and gas. The Aliplast group, over which control was acquired at the beginning of 2017, contributed to the earnings for the fiscal period in the amount of 105.7 million euros.

As described in paragraph 2.02.02 "Early adoption of IFRS 15 and change in valuation criteria", it should be noted that the 2017 value of the item "Revenues from sales and services" includes the adjustment relating to the probability of non-collection of revenues invoiced or recognized on an accrual basis for Euro 19.1 million, due to the adoption of the new IFRS 15 standard with the revised retrospective method. The same item also includes revenues related to the portion of the system charges for the year 2017 charged to end users, for electricity and gas services, for Euro 657.9 million. In 2016, restated to ensure a homogeneous comparison, the revenues referring to the same charges amounted to Euro 697.9 million.

The item includes allocations for services provided to end customers and not yet invoiced for Euro 111.8 million to the Gas operating segment, Euro 178.9 million to the Electricity sector and € 76.5 million to the operating segment Water.

Revenues are mainly realized in the national territory.

Change in contract work in progress, semi-finished and finished products, the decrease compared to the previous year is mainly attributable to a lower volume of contract work in the public lighting segment.