

Creating Postgres Database

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In [1]: # ! dropdb --if-exists revenue_pred_299
# ! createdb revenue_pred_299
```

```
In [2]: %load_ext autoreload
%autoreload 2
%matplotlib inline
import os
import sys
import logging
from fonduer import Meta
from fonduer.parser.preprocessors import HTMLDocPreprocessor
from fonduer.parser import Parser
from fonduer.parser.models import Document, Sentence
from fonduer.candidates.models import mention_subclass
from fonduer.candidates.matchers import LambdaFunctionMatcher, Intersect, Union
from fonduer.candidates import MentionNgrams, MentionExtractor, CandidateExtractor
from fonduer.candidates.models import Mention, candidate_subclass
from fonduer.features import Featurizer
from fonduer.learning import LogisticRegression, LSTM
from fonduer.utils.data_model_utils import *
from fonduer.supervision import Labeler
# from fonduer.supervision import get_gold_labels
from metal import analysis
from metal.label_model import LabelModel
from fonduer.learning import LogisticRegression

from finance_utils_revenue import entity_level_f1, load_section_heading_gold_labels

import re
import pandas as pd
import numpy as np
from tqdm import tqdm_notebook as tqdm
import matplotlib.pyplot as plt

from flair.models import SequenceTagger
from flair.data import Sentence as fl_sentence
```

```
In [3]: gold_file = 'gold_set_299.csv'
docs_path = 'finance_data'
df = pd.read_csv("gold_set_299.csv", sep=';')
```

Configure logging for Fonduer

```
In [4]: logging.basicConfig(stream=sys.stdout, format='%(levelname)s %(name)s - %(message)s')
log = logging.getLogger('fonduer')
log.setLevel(logging.INFO)

PARALLEL = 8 # assuming a quad-core machine
ATTRIBUTE = "revenue_pred_299"
conn_string = 'postgresql://postgres@localhost/' + ATTRIBUTE
```

```
In [5]: session = Meta.init(conn_string).Session()
```

```
2019-05-08 16:01:05,991 Connecting user:postgres to localhost:None/revenue_pred_299
2019-05-08 16:01:05,994 Initializing the storage schema
```

```
In [6]: doc_preprocessor = HTMLDocPreprocessor(docs_path)
```

```
In [ ]: # Run below cell only once
```

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In [7]: corpus_parser = Parser(session, lingual=True, structural=False, tabular=True,
replacements=[('\n', ' '), language='en_core_web_lg'])
# %time corpus_parser.apply(doc_preprocessor, parallelism=PARALLEL)
```

```
In [8]: print("Documents:", session.query(Document).count())
print("Sentences:", session.query(Sentence).count())
```

```
Documents: 299
Sentences: 1646497
```

```
In [72]: # docs = session.query(Document).order_by(Document.name).all()
docs = session.query(Document).all()
ld = len(docs)
train_docs = set()
dev_docs = set()
test_docs = set()
splits = (0.6, 0.8)
data = [(doc.name, doc) for doc in docs]
data.sort(key=lambda x: x[0])
for i, (doc_name, doc) in enumerate(data):
    if i < splits[0] * ld:
        train_docs.add(doc)
    elif i < splits[1] * ld:
        dev_docs.add(doc)
    else:
        test_docs.add(doc)
```

Mention Extraction

```
In [10]: revenue_mention = mention_subclass("revenue_mention")
```

```
In [11]: from fonduer.candidates.matchers import RegexMatchSpan, DictionaryMatch, LambdaFunctionMatcher, Intersect, Union, NumberMatcher
from fonduer.utils.data_model_utils.textual import get_left_ngrams, get_right_ngrams
from fonduer.candidates import MentionSentences, MentionTables

revenue_tags = set(df['revenue tag'].str.lower().tolist())

def revenue_sentence_matcher(mention):
    sent = mention.sentence.text.lower()
    if 'revenue' in sent or 'revenues' in sent:
        return True
    else:
        return False

def filter_revenue_with_tags(mention):
    for tag in revenue_tags:
        if str(tag).lower().strip() in str(mention.sentence.text).lower():
            return True
    return False

def filter_revenue_with_keyword(mention):
    keywords = ['revenues for the fiscal year', 'revenue for the year', 'net earnings', 'net loss', 'revenue of', 'revenues of', 'operating revenue at', 'net sales', 'record revenues', 'net sales increased', 'gross revenue', '$']
    for keyword in keywords:
        if keyword in str(mention.sentence.text).lower():
            return True
    return False

filter_func = Union(filter_revenue_with_tags, filter_revenue_with_keyword)
number_matcher = RegexMatchSpan(rgx="^[A-Za-z ]*\brevenue\b[A-Za-z ]+\$[0-9 ]+([,\.][0-9 ]+)?$", search=True)
sentence_matcher = LambdaFunctionMatcher(func = revenue_sentence_matcher, longest_match_only=True)
sentence_mentions = MentionSentences()

mention_extractor = MentionExtractor(session, [revenue_mention], [sentence_mentions], [filter_func])
```

Extracting mentions from all the documents

```
In [12]: %time mention_extractor.apply(docs, parallelism=PARALLEL)
print("Mentions:", session.query(Mention).count())
```

Mentions: 32962

```
In [13]: session.query(Mention).all()
```

```

Out[13]: [revenue_mention(SpanMention("In fiscal 2004 Barnwell derived 53% of its oil
and natural gas revenues from three individually significant customers.", sen
tence=630694, chars=[0,117], words=[0,19])),
revenue_mention(SpanMention("This increase in the value of the Canadian doll
ar in U.S. dollars increased Barnwell's reported assets and liabilities and r
evenues and expenses.", sentence=614109, chars=[0,144], words=[0,23])),
revenue_mention(SpanMention("The performance of drilling contracts may exten
d over more than one year and, in the interim periods, estimates of total con
tract costs and profits are used to determine revenues and profits earned for
reporting the results of contract drilling operations.", sentence=613208, cha
rs=[0,255], words=[0,42])),
revenue_mention(SpanMention("In fiscal 2003 Barnwell derived 64% of its oil
and natural gas revenues from four individually significant customers.", sent
ence=630703, chars=[0,116], words=[0,19])),
revenue_mention(SpanMention("Revenues:", sentence=3271629, chars=[0,8], word
s=[0,1])),
revenue_mention(SpanMention("$41,000,000 these past three years, will bring
about a further increase in the Company's oil and natural gas revenues in fis
cal 2006 as compared to fiscal 2005.", sentence=611141, chars=[0,159], words=
[0,30])),
revenue_mention(SpanMention("Revenue from the development rights sales was r
educed by $159,000 of fees related to the sale, resulting in net revenues o
f", sentence=615249, chars=[0,122], words=[0,22])),
revenue_mention(SpanMention("In the year ended September 30, 2003, $2,125,00
0 of revenues from the sale of development rights was reduced by $128,000 of
fees related to the sale and $1,277,000 of cost basis related to the developm
ent rights, resulting in net revenues of $720,000 and a $280,000 operating pr
ofit, after minority interest, on the transaction.", sentence=615291, chars=
[0,327], words=[0,63])),
revenue_mention(SpanMention("Accordingly, no revenues or cost of sales have
been recognized on Increment II.", sentence=615179, chars=[0,78], words=[0,1
4])),
revenue_mention(SpanMention("Accordingly, no revenues or cost of sales have
been recognized on Increment II.", sentence=623739, chars=[0,78], words=[0,1
4])),
revenue_mention(SpanMention("Contract drilling revenues and costs are not se
asonal in nature but can fluctuate significantly based on the awarding and ti
ming of contracts, which are determined by contract drilling customer deman
d.", sentence=615466, chars=[0,200], words=[0,31])),
revenue_mention(SpanMention("Sales of development rights under option and re
venues from the sale of Increment I of leasehold land interests are accounted
for under the cost recovery method.", sentence=621821, chars=[0,159], words=
[0,26])),
revenue_mention(SpanMention("Gross revenues", sentence=3273776, chars=[0,1
3], words=[0,1])),
revenue_mention(SpanMention("In each of fiscal years 2005 and 2004, $2,656,0
00 of revenues attributable to the development rights sale were reduced by $1
59,000 of fees related to the sale, resulting in net revenues of $2,497,000 a
nd a $1,950,000 operating profit, after minority interest, on the transaction
s.", sentence=623860, chars=[0,279], words=[0,52])),
revenue_mention(SpanMention("Kaupulehu Developments' development rights are
under option to a developer and revenues are recognized when options are exer
cised.", sentence=613973, chars=[0,129], words=[0,19])),
revenue_mention(SpanMention("Revenues:", sentence=3265881, chars=[0,8], word
s=[0,1])),
revenue_mention(SpanMention("REVENUE BY GEOGRAPHIC AREA:", sentence=630512,
chars=[0,26], words=[0,4])),

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revenue_mention(SpanMention("Revenues, costs and profits applicable to contract drilling contracts are included in the consolidated statements of operations using the percentage of completion method, principally measured by the percentage of labor dollars incurred to date for each contract to total estimated labor dollars for each contract.", sentence=613192, chars=[0,312], words=[0,47])),

revenue_mention(SpanMention("Approximately 74% of Barnwell's revenues and 97% of Barnwell's capital expenditures for the fiscal year ended September 30, 2005 were attributable to its oil and natural gas activities.", sentence=621614, chars=[0,184], words=[0,33])),

revenue_mention(SpanMention("In fiscal 2004, Kaupulehu Developments received \$250,000 in income related to negotiations on the development of Kaupulehu Developments' resort/residential acreage, as compared to \$500,000 in fiscal 2003, a decrease of \$250,000; these revenues discontinued with the consummation of Kaupulehu Developments' sale of an interest in leasehold land in February 2004.", sentence=615569, chars=[0,360], words=[0,61])),

revenue_mention(SpanMention("The performance of drilling contracts may extend over more than one year and, in the interim periods, estimates of total contract costs and profits are used to determine revenues and profits earned for reporting the results of contract drilling operations.", sentence=621861, chars=[0,255], words=[0,42])),

revenue_mention(SpanMention("There were no other costs deducted from revenues from the sale of development rights in the years ended September 30, 2005 and 2004 as all capitalized costs associated with the development rights were expensed in previous years under the cost recovery method.", sentence=615281, chars=[0,258], words=[0,43])),

revenue_mention(SpanMention("- liabilities, stockholders' equity and revenues and expenses of Barnwell's subsidiaries operating in Canada have increased.", sentence=615843, chars=[0,124], words=[0,20])),

revenue_mention(SpanMention("These fees were a direct cost of the sale and accordingly reduced the revenues recognized from the sale under the cost recovery method.", sentence=623996, chars=[0,134], words=[0,23])),

revenue_mention(SpanMention("The backlog of contract drilling revenues as of November 30, 2005 was approximately \$3,500,000.", sentence=615490, chars=[0,94], words=[0,16])),

revenue_mention(SpanMention("The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent assets and liabilities.", sentence=623083, chars=[0,320], words=[0,46])),

revenue_mention(SpanMention("The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent assets and liabilities.", sentence=613016, chars=[0,320], words=[0,46])),

revenue_mention(SpanMention("Oil and natural gas revenues increased \$4,010,000 (20%) from \$19,830,000 in fiscal 2003 to", sentence=614843, chars=[0,89], words=[0,18])),

revenue_mention(SpanMention("In fiscal 2004, Kaupulehu Developments received \$250,000 in income related to negotiations on the development of Kaupulehu Developments' resort/residential acreage; such negotiation revenues discontinued with the consummation of Kaupulehu Developments' sale of an interest in leasehold land in February 2004, therefore there were no such revenues in fiscal 2005.", sentence=615547, chars=[0,362], words=[0,58])),

revenue_mention(SpanMention("Oil and natural gas revenues increased \$8,884,0

00 (37%) from \$23,840,000 in fiscal 2004 to", sentence=614746, chars=[0,89], words=[0,18])),

revenue_mention(SpanMention("Investment in land and revenue recognition", sentence=613136, chars=[0,41], words=[0,5])),

revenue_mention(SpanMention("The revenue from the \$11,550,000 Closing Payment plus \$350,000 of post-closing Interim Payments received in March through September 2004, was reduced by \$693,000 of fees related to the sale, approximately \$402,000 in other costs related to the sale, and \$3,475,000 of previously capitalized costs relating to Increment I. The \$7,330,000 of net revenue from the Closing Payment and Interim Payments for the year ended September 30, 2004 is recorded in the Consolidated Statements of Operations as "Sale of interest in leasehold land, net.", sentence=615193, chars=[0,537], words=[0,98])),

revenue_mention(SpanMention("Total revenues", sentence=3271830, chars=[0,13], words=[0,1])),

revenue_mention(SpanMention("These fees were a direct cost of the sale and accordingly reduced the revenues recognized from the sale under the cost recovery method.", sentence=615409, chars=[0,134], words=[0,23])),

revenue_mention(SpanMention("Fiscal 2005 was a sterling year for your Company; the highest in revenues and third highest in net earnings.", sentence=611060, chars=[0,107], words=[0,20])),

revenue_mention(SpanMention("Revenues, costs and profits applicable to contract drilling contracts are included in the consolidated statements of operations using the percentage of completion method, principally measured by the percentage of labor dollars incurred to date for each contract to total estimated labor dollars for each contract.", sentence=621846, chars=[0,312], words=[0,47])),

revenue_mention(SpanMention("Oil and Natural Gas Revenues Selected Operating Statistics", sentence=614134, chars=[0,57], words=[0,7])),

revenue_mention(SpanMention("Net revenues", sentence=3625695, chars=[0,11], words=[0,1])),

revenue_mention(SpanMention("Oil and natural gas revenues increased \$8,884,000 or 37% over fiscal 2004 primarily as a result of higher natural gas and oil prices.", sentence=611116, chars=[0,132], words=[0,25])),

revenue_mention(SpanMention("Investment in land and revenue recognition", sentence=679789, chars=[0,41], words=[0,5])),

revenue_mention(SpanMention("Revenues", sentence=3264078, chars=[0,7], words=[0,0])),

revenue_mention(SpanMention("In addition, land segment operating profit increased in fiscal 2003, as compared to fiscal 2002, as revenues from the sale of development rights in fiscal 2003, accounted for under the cost recovery method, exceeded associated costs, whereas revenues from the sale of development rights in fiscal 2002 were fully offset by associated costs after consideration of minority interest in earnings.", sentence=680733, chars=[0,392], words=[0,66])),

revenue_mention(SpanMention("Barnwell's contract drilling activities accounted for 17% of fiscal 2005 revenues; Barnwell's land investment segment revenues accounted for 7% of fiscal 2005 revenues; and other revenues comprised 2% of fiscal 2005 revenues.", sentence=621622, chars=[0,225], words=[0,40])),

revenue_mention(SpanMention("Barnwell's contract drilling subsidiary derived 70%, 66%, and 70% of its contract drilling revenues in fiscal 2004, 2003, and 2002, respectively, pursuant to Federal, State of Hawaii and county contracts.", sentence=696450, chars=[0,203], words=[0,41])),

revenue_mention(SpanMention("Revenues and production costs for fiscal 2004 and 2003 reflect reclassifications to conform to the presentation for fiscal 2005.", sentence=632444, chars=[0,127], words=[0,19])),

revenue_mention(SpanMention("As no sales price or agreement with regards to the ownership and development of Increment II has yet been determined, no rev

venues or cost of sales have been recognized on Increment II.", sentence=689973, chars=[0,183], words=[0,33])),

revenue_mention(SpanMention("Revenues associated with the sale of oil, natural gas and natural gas liquids are recognized in the consolidated statements of operations when the oil, natural gas and natural gas liquids are delivered and title has passed to the customer.", sentence=621718, chars=[0,238], words=[0,41])),

revenue_mention(SpanMention("Revenue from the option exercise was reduced by \$159,000 of fees related to the sale, resulting in net revenues of \$2,497,000 and a \$1,950,000 operating profit, after minority interest, on the transaction.", sentence=681659, chars=[0,204], words=[0,38])),

revenue_mention(SpanMention("Net revenues from the sale of development rights were \$2,497,000 for each of the years ended September 30, 2005 and 2004.", sentence=615235, chars=[0,120], words=[0,23])),

revenue_mention(SpanMention("The revenue from the \$11,550,000 Closing Payment plus \$350,000 of post-closing Interim Payments received in March through September 2004, was reduced by \$693,000 of fees related to the sale, approximately \$402,000 in other costs related to the sale, and \$3,475,000 of previously capitalized costs relating to Increment I. The \$7,330,000 of net revenue from the Closing Payment and Interim Payments for the year ended September 30, 2004 is recorded in the Consolidated Statements of Operations as "Sale of interest in leasehold land, net.", sentence=681602, chars=[0,537], words=[0,98])),

revenue_mention(SpanMention("Contract drilling revenues increased \$1,640,000 (80%) to \$3,690,000 in fiscal 2004, as compared to \$2,050,000 in fiscal 2003, and contract drilling operating expenses increased \$1,256,000 (65%) to", sentence=615497, chars=[0,195], words=[0,38])),

revenue_mention(SpanMention("Barnwell's land investment segment revenues, including land segment revenues reported as "Gas processing and other" revenues in the Consolidated Statements of Operations, accounted for 27% of fiscal 2004 revenues; Bamwell's contract drilling activities accounted for 10% of fiscal 2004 revenues; and other revenues comprised 2% of fiscal 2004 revenues.", sentence=687942, chars=[0,351], words=[0,60])),

revenue_mention(SpanMention("Barnwell's oil and natural gas segment derived 62% of its oil and natural gas revenues in fiscal 2005 from four individually significant customers, ProGas Limited (25%), Glencoe Resources Limited (15%), Coral Energy Canada Inc. (11%), and Plains Marketing Canada, L.P. (11%).", sentence=630678, chars=[0,274], words=[0,60])),

revenue_mention(SpanMention("These fees were a direct cost of the sale and accordingly reduced the revenues recognized from the sale under the cost recovery method.", sentence=681807, chars=[0,134], words=[0,23])),

revenue_mention(SpanMention("Barnwell's contract drilling subsidiary derived 63%, 70%, and 66% of its contract drilling revenues in fiscal 2005, 2004, and 2003, respectively, pursuant to federal, State of Hawaii and county contracts.", sentence=630709, chars=[0,203], words=[0,41])),

revenue_mention(SpanMention("Investment in Land and Revenue Recognition", sentence=688118, chars=[0,41], words=[0,5])),

revenue_mention(SpanMention("Contract drilling revenues increased \$3,954,000 (107%) to \$7,644,000 in fiscal 2005, as compared to \$3,690,000 in fiscal 2004, and contract drilling operating expenses increased \$2,581,000 (81%) to \$5,765,000 in fiscal 2005, as compared to \$3,184,000 in fiscal 2004.", sentence=615442, chars=[0,265], words=[0,53])),

revenue_mention(SpanMention("Contract drilling revenues decreased \$1,430,000 (41%) to \$2,050,000 in fiscal 2003, as compared to \$3,480,000 in fiscal 2002, and contract drilling operating expenses decreased \$893,000 (32%) to \$1,928,000 in fiscal 2003, as compared to \$2,821,000 in fiscal 2002.", sentence=681903, chars=[0,262], words=[0,53])),

revenue_mention(SpanMention("Sales of development rights under option and re

venues from the sale of Increment I of leasehold land interests are accounted for under the cost recovery method.", sentence=613168, chars=[0,159], words=[0,26])),

revenue_mention(SpanMention("\$159,000 of fees related to the sale, resulting in net revenues of \$2,497,000 and a \$1,950,000 operating profit, after minority interest, on the transaction.", sentence=690074, chars=[0,156], words=[0,30])),

revenue_mention(SpanMention("Net revenues", sentence=3273840, chars=[0,11], words=[0,1])),

revenue_mention(SpanMention("Oil and natural gas revenues increased \$3,920,000 (20%) from \$19,350,000 in fiscal 2003 to", sentence=681275, chars=[0,89], words=[0,18])),

revenue_mention(SpanMention("Contract drilling revenues and costs are associated with well drilling and water pump installation, replacement and repair in Hawaii.", sentence=615433, chars=[0,132], words=[0,20])),

revenue_mention(SpanMention("2004 was a stellar year for your Company; record earnings, the second highest in revenues and a significant increase in the price of your common stock.", sentence=676295, chars=[0,150], words=[0,28])),

revenue_mention(SpanMention("The revenue from the \$11,550,000 Closing Payment plus \$350,000 of post-closing Interim Payments received in March through September 2004, was reduced by \$693,000 of fees related to the sale, approximately \$402,000 in other costs related to the sale, and \$3,475,000 of previously capitalized costs relating to Increment I. The \$7,330,000 of net revenue from the Closing Payment and Interim Payments for the year ended September 30, 2004 is recorded in the Consolidated Statements of Operations as "Sale of interest in leasehold land, net.", sentence=623755, chars=[0,537], words=[0,98])),

revenue_mention(SpanMention("In fiscal 2003 Barnwell derived 64% of its oil and natural gas revenues from four individually significant customers.", sentence=696434, chars=[0,116], words=[0,19])),

revenue_mention(SpanMention("Investment in Land and Revenue Recognition", sentence=621789, chars=[0,41], words=[0,5])),

revenue_mention(SpanMention("\$121,000 (primarily related to compliance with the Sarbanes-Oxley Act of 2002 and restatement of the Barnwell Industries, Inc. Employees' Pension Plan to comply with Internal Revenue Service rulings), as compared to fiscal 2002.", sentence=682112, chars=[0,227], words=[0,41])),

revenue_mention(SpanMention("Revenue from the option exercise was reduced by \$159,000 of fees related to the sale, resulting in net revenues of \$2,497,000 and a \$1,950,000 operating profit, after minority interest, on the transaction.", sentence=615274, chars=[0,204], words=[0,38])),

revenue_mention(SpanMention("These fees were a direct cost of the sale and accordingly reduced the revenues recognized from the sale under the cost recovery method.", sentence=690191, chars=[0,134], words=[0,23])),

revenue_mention(SpanMention("There were no other costs deducted from revenues from the sale of development rights in fiscal 2005 and 2004 as all capitalized costs associated with the development rights were expensed in previous years under the cost recovery method.", sentence=623867, chars=[0,235], words=[0,38])),

revenue_mention(SpanMention("Sales of development rights under option and revenues from the sale of Increment I of leasehold land interests are accounted for under the cost recovery method.", sentence=679821, chars=[0,159], words=[0,26])),

revenue_mention(SpanMention("In fiscal 2002 Barnwell derived 76% of its oil and natural gas revenues from five individually significant customers.", sentence=696442, chars=[0,116], words=[0,19])),

revenue_mention(SpanMention("2014-09 supersedes nearly all existing revenue recognition guidance under GAAP.", sentence=589029, chars=[0,78], words=[0,12])),

revenue_mention(SpanMention("In fiscal 2004, Kaupulehu Developments received \$250,000 in income related to negotiations on the development of Kaupulehu Developments' resort/residential acreage, as compared to \$500,000 in fiscal 2003, a decrease of \$250,000; these revenues discontinued with the consummation of Kaupulehu Developments' sale of an interest in leasehold land in February 2004.", sentence=681943, chars=[0,360], words=[0,61])),

revenue_mention(SpanMention("Revenue", sentence=3121184, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("Digital Power reported revenues of \$2,304,000 for the fourth quarter ended December 31, 2015, an increase of 9% from revenues of \$2,112,000 in the comparable quarter in 2014.", sentence=571897, chars=[0,173], words=[0,33])),

revenue_mention(SpanMention("Contract drilling revenues and costs are not seasonal in nature but can fluctuate significantly based on the awarding and timing of contracts, which are determined by contract drilling customers.", sentence=681879, chars=[0,194], words=[0,30])),

revenue_mention(SpanMention("Total cost of revenue and operating expenses", sentence=3121304, chars=[0,43], words=[0,6])),

revenue_mention(SpanMention("Contract drilling revenues and costs are associated with well drilling and water pump installation, replacement and repair in Hawaii.", sentence=681833, chars=[0,132], words=[0,20])),

revenue_mention(SpanMention("Service revenues are immaterial in proportion to the Company's revenues.", sentence=564397, chars=[0,71], words=[0,11])),

revenue_mention(SpanMention("2014-09 supersedes nearly all existing revenue recognition guidance under GAAP.", sentence=598537, chars=[0,78], words=[0,12])),

revenue_mention(SpanMention("REVENUE BY GEOGRAPHIC AREA:", sentence=696250, chars=[0,26], words=[0,4])),

revenue_mention(SpanMention("Cost of revenues", sentence=3032387, chars=[0,15], words=[0,2])),

revenue_mention(SpanMention("Deferred Revenue", sentence=606943, chars=[0,15], words=[0,1])),

revenue_mention(SpanMention("Gross revenues", sentence=3625632, chars=[0,13], words=[0,1])),

revenue_mention(SpanMention("Intersegment revenues", sentence=3035887, chars=[0,20], words=[0,1])),

revenue_mention(SpanMention("Deferred revenue and customer deposits", sentence=3124067, chars=[0,37], words=[0,4])),

revenue_mention(SpanMention("Kaupulehu Developments' development rights are under option to a developer and revenues are recognized when options are exercised.", sentence=680579, chars=[0,129], words=[0,19])),

revenue_mention(SpanMention("The Company estimates the costs that may be incurred under its warranty and records a liability in the amount of such costs at the time product revenue is recognized.", sentence=564476, chars=[0,165], words=[0,29])),

revenue_mention(SpanMention("The ability to recognize revenue and ultimately cash receipts is contingent upon, but not limited to, acceptable performance of the delivered equipment and services.", sentence=588762, chars=[0,164], words=[0,26])),

revenue_mention(SpanMention("The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent assets and liabilities.", sentence=689381, chars=[0,320], words=[0,46])),

revenue_mention(SpanMention("The Company periodically assesses its inventories valuation in respect of obsolete and slow moving items by reviewing revenue

e forecasts and technological obsolescence.", sentence=564261, chars=[0,166], words=[0,22])),

revenue_mention(SpanMention("Revenue from Contracts with Customers", sentence=589146, chars=[0,36], words=[0,4])),

revenue_mention(SpanMention("Contract drilling revenues increased \$1,640,000 (80%) to \$3,690,000 in fiscal 2004, as compared to \$2,050,000 in fiscal 2003, and contract drilling operating expenses increased \$1,256,000 (65%) to", sentence=681841, chars=[0,195], words=[0,38])),

revenue_mention(SpanMention("We do anticipate a significant increase in revenue and the related costs in 2017 due to the acquisition of Vislink.", sentence=588009, chars=[0,114], words=[0,20])),

revenue_mention(SpanMention("Revenue from customer A was attributable to DPC and revenue from Customer B attributable to DPL.", sentence=569813, chars=[0,96], words=[0,16])),

revenue_mention(SpanMention("The ability to recognize revenue and ultimately cash receipts is contingent upon, but not limited to, acceptable performance of the delivered equipment of services.", sentence=596656, chars=[0,163], words=[0,26])),

revenue_mention(SpanMention("Cost of revenues \$ 7 \$ 4", sentence=566976, chars=[0,23], words=[0,6])),

revenue_mention(SpanMention("The performance of drilling contracts may extend over more than one year and, in the interim periods, estimates of total contract costs and profits are used to determine revenues and profits earned for reporting the results of contract drilling operations.", sentence=679860, chars=[0,255], words=[0,42])),

revenue_mention(SpanMention("Service revenues are deferred and recognized on a straight-line basis over the term of the service agreement.", sentence=564389, chars=[0,108], words=[0,19])),

revenue_mention(SpanMention("Revenue Recognition", sentence=597390, chars=[0,18], words=[0,1])),

revenue_mention(SpanMention("Revenues", sentence=3614028, chars=[0,7], words=[0,0])),

revenue_mention(SpanMention("Despite the technical specifications being met, the customer opted to return a portion of the equipment to the Company during the year ended December 31, 2015 resulting in the Company reversing accounts receivable of \$336,000, with a corresponding reversal to deferred revenue.", sentence=606957, chars=[0,276], words=[0,46])),

revenue_mention(SpanMention("Total revenues \$ 5,164 \$ 4,108 \$ (250) \$ 9,022 Depreciation and amortization", sentence=569737, chars=[0,75], words=[0,14])),

revenue_mention(SpanMention("Accordingly, the assets, liabilities, stockholders' equity and revenues and expenses of Barnwell's subsidiaries operating in Canada have increased.", sentence=682424, chars=[0,146], words=[0,23])),

revenue_mention(SpanMention("2014-09 related to revenue recognition.", sentence=564897, chars=[0,38], words=[0,7])),

revenue_mention(SpanMention("Sales of development rights under option and revenues from the sale of Increment I of leasehold land interests are accounted for under the cost recovery method.", sentence=688150, chars=[0,159], words=[0,26])),

revenue_mention(SpanMention("Revenue from Contracts with Customers", sentence=598657, chars=[0,36], words=[0,4])),

revenue_mention(SpanMention("Digital Power's revenues for the year ended December 31, 2015 were \$7,766,000, a decrease of 14% from revenues of \$9,022,000 for the year ended December 31, 2014.", sentence=571922, chars=[0,161], words=[0,34])),

revenue_mention(SpanMention("Of the \$932,000 revenue in 2015, \$701,000 resulted from sales of equipment and", sentence=587954, chars=[0,77], words=[0,1

5))),
revenue_mention(SpanMention("Net earnings of \$8,710,000 (\$6.19 per share - diluted) in 2004 increased 275% over 2003's net earnings of \$2,320,000, revenues of \$37,970,000, a 60% increase over fiscal 2003 and at September 30, 2004 cash and cash equivalents of \$5,884,000 and working capital of", sentence=676311, chars=[0,262], words=[0,55])),
revenue_mention(SpanMention("Total revenues", sentence=3623468, chars=[0,13], words=[0,1])),
revenue_mention(SpanMention("It is reasonably possible that those estimates of anticipated future gross revenues, the remaining estimated economic life of the product, or both will be reduced significantly in the near term due to competitive pressures.", sentence=597034, chars=[0,222], words=[0,36])),
revenue_mention(SpanMention("Total revenues from external customers divided on the basis of the Company's product lines are as follows:", sentence=569822, chars=[0,105], words=[0,18])),
revenue_mention(SpanMention("Revenues, costs and profits applicable to contract drilling contracts are included in the consolidated statements of operations using the percentage of completion method, principally measured by the percentage of labor dollars incurred to date for each contract to total estimated labor dollars for each contract.", sentence=688174, chars=[0,312], words=[0,47])),
revenue_mention(SpanMention("Our revenues for the fiscal year ended December 31, 2016 increased 605% from \$932,000 in the year ended December 31, 2015 to \$6,574,000 which can be attributed to the acquisition of IMT during the first quarter of fiscal year 2016.", sentence=587940, chars=[0,230], words=[0,45])),
revenue_mention(SpanMention("If, however, the third parties with whom we have entered into such OEM and other arrangements should fail to meet their contractual obligations, cease doing, or reduce the amount of their, business with us or otherwise fail to meet their own performance objectives, customer demand for our products could be adversely affected, which would have an adverse effect on our revenues.", sentence=555212, chars=[0,378], words=[0,68])),
revenue_mention(SpanMention("Although we have actively taken steps to increase our revenue and reduce manufacturing and operating costs, we may incur operating and net losses in the future unless we continue to increase revenues by selling current and custom design products and continue seeking manufacturing cost reductions through contract manufacturers.", sentence=554679, chars=[0,327], words=[0,49])),
revenue_mention(SpanMention("Oil and Natural Gas Revenues Selected Operating Statistics", sentence=680740, chars=[0,57], words=[0,7])),
revenue_mention(SpanMention("ASU 2014-09 defines a five step process to achieve this core principle and, in doing so, more judgment and estimates may be required within the revenue recognition process than are required under existing GAAP.", sentence=589041, chars=[0,209], words=[0,38])),
revenue_mention(SpanMention("ASU 2014-09 defines a five step process to achieve this core principle and, in doing so, more judgment and estimates may be required within the revenue recognition process than are required under existing GAAP.", sentence=598553, chars=[0,209], words=[0,38])),
revenue_mention(SpanMention("\$128,000 of fees related to the sale and \$1,277,000 of cost basis related to the development rights, resulting in net revenues of \$720,000 and a \$280,000 operating profit, after minority interest, on the transaction.", sentence=681691, chars=[0,215], words=[0,41])),
revenue_mention(SpanMention("Revenues subject to stock rotation rights are deferred until the products are sold to the end customer or until the rotation rights expire.", sentence=564387, chars=[0,138], words=[0,23])),
revenue_mention(SpanMention("“Revenue from Contracts with Customers (Topic 06): Principal versus Agent Considerations (Reporting Revenue Gross versus Net

t) """, sentence=589238, chars=[0,127], words=[0,22])),
revenue_mention(SpanMention("Barnwell's oil and natural gas segment derived 53% of its oil and natural gas revenues in fiscal 2004 from three individual ly significant customers, ProGas Limited, Coral Energy Canada Inc., and Plai ns Marketing Canada, L.P. At September 30, 2004, Barnwell had a total of \$1,1 40,000 in receivables from these four customers.", sentence=696426, chars=[0, 324], words=[0,60])),
revenue_mention(SpanMention("Revenue Recognition", sentence=556969, chars= [0,18], words=[0,1])),
revenue_mention(SpanMention("The revenue from the \$11,550,000 Closing Paymen t plus \$350,000 of post-closing Interim Payments received in March through Se ptember 2004, was reduced by \$693,000 of fees related to the sale, approximat ely \$402,000 in other costs related to the sale, and \$3,475,000 of previously capitalized costs relating to Increment I. The \$7,330,000 of net revenue from the Closing Payment and Interim Payments for the year ended September 30, 200 4 is recorded in the Consolidated Statements of Operations as "Sale of interest in leasehold land, net.", sentence=689949, chars=[0,537], words=[0,98])),
revenue_mention(SpanMention("Management makes estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosure of contingent liabilities at the date of the consolidated financial statements, and the reported amounts of revenues and expenses during the reporting period.", sentence=596769, chars=[0,275], words=[0,41])),
revenue_mention(SpanMention("These estimates, judgments and assumptions can affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the dates of the financial statements, and the reported amounts of revenue and expenses during the reporting period.", sentence=564121, chars=[0,271], words=[0,42])),
revenue_mention(SpanMention("The core principle of ASU 2014-09 is to recognize revenues when promised goods or services are transferred to customers in an amount that reflects the consideration to which an entity expects to be entitled for those goods or services.", sentence=589035, chars=[0,234], words=[0,41])),
revenue_mention(SpanMention("As no sales price or agreement with regards to the ownership and development of Increment II has yet been determined, no revenues or cost of sales have been recognized on Increment II.", sentence=6816 27, chars=[0,183], words=[0,33])),
revenue_mention(SpanMention("Accordingly, our ability to maintain or increase revenues will be dependent on our ability to expand our customer base, to increase unit sales volumes of these products and to successfully, develop, introduce and sell new products such as custom design and value added products.", sentence=555298, chars=[0,277], words=[0,48])),
revenue_mention(SpanMention("If the Company is unable to raise additional capital and/or close on some of its revenue producing opportunities in the near term, the carrying value its assets may be materially impacted.", sentence=58 8768, chars=[0,187], words=[0,32])),
revenue_mention(SpanMention("Any such events could cause us to lose customers or revenue and could require us to incur significant expense to remediate.", sentence=555385, chars=[0,122], words=[0,21])),
revenue_mention(SpanMention("In the year ended September 30, 2003, \$2,125,00 0 of revenues from the sale of development rights was reduced by", sentence=6 81682, chars=[0,110], words=[0,21])),
revenue_mention(SpanMention("If the Company is unable to raise additional capital and/or close on some of its revenue producing opportunities in the near term, the carrying value its assets may be materially impacted.", sentence=59 6663, chars=[0,187], words=[0,32])),
revenue_mention(SpanMention("The loss of one or more of our significant custom power supply solution customers could have a material adverse impact on our

r revenues, business or financial condition.", sentence=554943, chars=[0,167], words=[0,28])),
revenue_mention(SpanMention("the Canadian dollar in U.S. dollars increased Barnwell's reported assets and liabilities and revenues and expenses.", sentence=680706, chars=[0,114], words=[0,17])),
revenue_mention(SpanMention("Revenue", sentence=587540, chars=[0,6], words=[0,0])),
revenue_mention(SpanMention("In fiscal 2004, \$2,656,000 of revenues attributable to the development rights sale were reduced by", sentence=690066, chars=[0,97], words=[0,16])),
revenue_mention(SpanMention("If we are unable to remedy these failures or defects or if we cannot effect such required product modifications, we could experience lost revenues, increased costs, including inventory write-offs, warranty expense and costs associated with customer support, delays in, or cancellations or rescheduling of, orders or shipments and product returns or discounts, any of which would harm our business.", sentence=555672, chars=[0,396], words=[0,70])),
revenue_mention(SpanMention("Revenue", sentence=3120292, chars=[0,6], words=[0,0])),
revenue_mention(SpanMention("The Company believes that, as a result of having undergone an "Ownership Change" in 2002 within the meaning of section 382 of the Internal Revenue Code, its ability to use its net operating loss carryforward and other tax attributes to offset future U.S. taxable income, and thereby reduce its tax liability, is limited.", sentence=568178, chars=[0,319], words=[0,59])),
revenue_mention(SpanMention("Revenues:", sentence=3617631, chars=[0,8], words=[0,1])),
revenue_mention(SpanMention("The preparation of financial statements in conformity with U.S. Generally Accepted Accounting Principles ("U.S. GAAP") requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosure of contingent liabilities at the date of the consolidated financial statements, and the reported amounts of revenues and expenses during the reporting period.", sentence=589552, chars=[0,405], words=[0,62])),
revenue_mention(SpanMention("Revenues", sentence=3037954, chars=[0,7], words=[0,0])),
revenue_mention(SpanMention("Revenues, costs and profits applicable to contract drilling contracts are included in the consolidated statements of operations using the percentage of completion method, principally measured by the percentage of labor dollars incurred to date for each contract to total estimated labor dollars for each contract.", sentence=679843, chars=[0,312], words=[0,47])),
revenue_mention(SpanMention("The core principle of ASU 2014-09 is to recognize revenues when promised goods or services are transferred to customers in an amount that reflects the consideration to which an entity expects to be entitled for those goods or services.", sentence=598546, chars=[0,234], words=[0,41])),
revenue_mention(SpanMention("Approximately 61% of Barnwell's revenues and 90% of Barnwell's capital expenditures for the fiscal year ended September 30, 2004 were attributable to its oil and natural gas activities.", sentence=687934, chars=[0,183], words=[0,33])),
revenue_mention(SpanMention("The new revenue recognition guidance provides a unified model to determine when and how revenue is recognized.", sentence=564909, chars=[0,109], words=[0,17])),
revenue_mention(SpanMention("Revenue from Contracts with Customers (Topic 606), Identifying Performance Obligations and Licensing.", sentence=589132, chars=[0,100], words=[0,15])),

revenue_mention(SpanMention("Mr. Kohn continued: "For the year ended December 31, 2015 our defense product revenues increased to \$3 million compared to \$2.6 million for the year ended December 31, 2014.", sentence=571987, chars=[0,172], words=[0,35])),

revenue_mention(SpanMention("The backlog of contract drilling revenues as of November 30, 2004 was approximately \$5,600,000.", sentence=681896, chars=[0,94], words=[0,16])),

revenue_mention(SpanMention("The Company recognizes revenues when persuasive evidence of an arrangement exists, services have been rendered, the price is fixed and determinable, and collectability is reasonably assured.", sentence=589728, chars=[0,189], words=[0,29])),

revenue_mention(SpanMention("Seasonal fluctuations in customer demand for our products driven by budgetary and other concerns can create corresponding fluctuations in period-to-period revenues, and we therefore cannot assure you that our results in one period are necessarily indicative of our revenues in any future period.", sentence=555334, chars=[0,294], words=[0,49])),

revenue_mention(SpanMention("The performance of drilling contracts may extend over more than one year and, in the interim periods, estimates of total contract costs and profits are used to determine revenues and profits earned for reporting the results of contract drilling operations.", sentence=688190, chars=[0,255], words=[0,42])),

revenue_mention(SpanMention("Total revenue", sentence=3036368, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("The decrease in product revenues was mainly attributed to a decrease in sales of our standard commercial products.", sentence=556788, chars=[0,113], words=[0,18])),

revenue_mention(SpanMention("We depend on international sales for a portion of our revenues.", sentence=555469, chars=[0,62], words=[0,11])),

revenue_mention(SpanMention("The decrease in commercial product revenue in 2015 resulted primarily from a commercial products by DPL.", sentence=556778, chars=[0,103], words=[0,16])),

revenue_mention(SpanMention("Such competition may also increase pricing pressure for our products and adversely affect the revenues from such products.", sentence=555585, chars=[0,121], words=[0,18])),

revenue_mention(SpanMention("Similarly, price erosion can reduce our profitability by decreasing our revenues and our gross margins.", sentence=555180, chars=[0,102], words=[0,16])),

revenue_mention(SpanMention("Revenue on shipments to distributors and resellers is recognized on delivery.", sentence=557005, chars=[0,76], words=[0,11])),

revenue_mention(SpanMention("Total revenue", sentence=3036384, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("The foregoing release contains "forward looking statements" regarding future events or results within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements concerning the Company's current expectations regarding revenue and earnings results for 2015 and the expected results of modifications to the Company's strategy.", sentence=572072, chars=[0,422], words=[0,70])),

revenue_mention(SpanMention("Our commercial product revenue decreased to \$4.8 million for the year ended December 31, 2015 from \$6.4 million for the year ended December 31, 2014 primarily as the result of delays in finalizing customer product developments and a decline in product sales of off the shelf products.", sentence=572007, chars=[0,281], words=[0,51])),

revenue_mention(SpanMention("We currently depend upon a few major OEMs and other customers for a significant portion of our revenues.", sentence=555033, chars=[0,103], words=[0,18])),

revenue_mention(SpanMention("The Company's total revenues are attributed to geographic areas based on the location.", sentence=569960, chars=[0,85], words=[0,14])),

revenue_mention(SpanMention("Revenues from products are recognized in accordance with ASC 605-15, "Revenue Recognition in Financial Statements", when the following criteria are met: persuasive evidence of an arrangement exists, delivery has occurred, the seller's price to the buyer is fixed or determinable, no further obligation exists and collectability is reasonably assured.", sentence=564359, chars=[0,349], words=[0,60])),

revenue_mention(SpanMention("The following table presents total revenues for the years ended December 31, 2015, 2014.", sentence=569967, chars=[0,87], words=[0,16])),

revenue_mention(SpanMention("Revenues from our European operations (Gresham/DPL) decreased 3.4% to \$3,933,000 for the year ended December 31, 2015 compared to \$4,069,000 for the year ended December 31, 2014.", sentence=556800, chars=[0,179], words=[0,40])),

revenue_mention(SpanMention("The decrease in gross margins for the year ended December 31, 2015 compared to the comparable period of 2014 was mainly due to the effect of lower revenues on fixed manufacturing overhead costs and changes in the product mix.", sentence=556826, chars=[0,224], words=[0,40])),

revenue_mention(SpanMention("Gross revenues of DPL declined by approximately 3.3 % primarily due to decrease of commercial sales.", sentence=556754, chars=[0,99], words=[0,16])),

revenue_mention(SpanMention("Year Ended December 31, 2015 Compared to Year Ended December 31, 2014 Revenues", sentence=556736, chars=[0,79], words=[0,16])),

revenue_mention(SpanMention("Increase (decrease) in advances from customers, deferred revenues and other current liabilities", sentence=3033484, chars=[0,94], words=[0,14])),

revenue_mention(SpanMention("Revenues from our domestic operations decreased by 22.6% to \$3,833,000 for the year ended December 31, 2015, from \$4,953,000 for the year ended December 31, 2014.", sentence=556784, chars=[0,164], words=[0,37])),

revenue_mention(SpanMention("Other than as shown, no foreign country contributed materially to revenues or long-lived assets for these periods.", sentence=569971, chars=[0,113], words=[0,20])),

revenue_mention(SpanMention("Revenues derived from our commercial products for the year ended December 31, 2015 decreased by 25.4% to \$4,802,000 from \$6,438,000 for the year ended December 31, 2014.", sentence=556772, chars=[0,171], words=[0,35])),

revenue_mention(SpanMention("Selling and marketing expenses were \$1,195,000, or 15.4% of revenues, for the year ended December 31, 2015, compared to \$1,258,000, or 13.9% of revenues, for the year ended December 31, 2014.", sentence=556856, chars=[0,192], words=[0,44])),

revenue_mention(SpanMention("Revenues subject to stock rotation rights are deferred until the products are sold to the end customer or until the rotation rights expire.", sentence=557020, chars=[0,138], words=[0,23])),

revenue_mention(SpanMention("For the year ended December 31, 2015, revenues decreased by 13.9 % to \$7,766,000 from \$9,022,000 for the year ended December 31, 2014.", sentence=556739, chars=[0,136], words=[0,32])),

revenue_mention(SpanMention("If we were to encounter a shortage of key manufacturing components from limited sources of supply, or experience manufacturing delays caused by reduced manufacturing capacity, inability of our subcontract manufacturers to procure raw materials, the loss of key assembly subcontractors, difficulties associated with the transition to our new subcontract manufacturers or other factors, we could experience lost revenues, increased costs, and delays in, or cancellations or rescheduling of, orders or shipments,

any of which would materially harm our business.", sentence=555115, chars=[0, 557], words=[0,89])),
revenue_mention(SpanMention("The core principle is that a company should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration for which the entity expects to be entitled in exchange for those goods or services.", sentence=564912, chars=[0,256], words=[0,43])),
revenue_mention(SpanMention("The loss of any of these customers, or a substantial reduction in the quantity of products that they purchase from us, would significantly reduce our revenues and net income.", sentence=555045, chars=[0,173], words=[0,31])),
revenue_mention(SpanMention("Revenues derived from our defense products for the year ended December 31, 2015 were \$2,964,000, an increase of 14 .7% from revenues of \$2,584,000 from defense products for the year ended December 31, 2014.", sentence=556760, chars=[0,205], words=[0,40])),
revenue_mention(SpanMention("We periodically assess our inventory valuation by reviewing revenue forecasts and technological obsolescence.", sentence=557034, chars=[0,108], words=[0,13])),
revenue_mention(SpanMention("The decrease in revenues was mainly due to a decrease in orders and shipments of commercial products and the timing of shipments of military products of our domestic operation.", sentence=556747, chars=[0,175], words=[0,29])),
revenue_mention(SpanMention("Total revenues", sentence=3035926, chars=[0,13], words=[0,1])),
revenue_mention(SpanMention("General and administrative expenses were \$1,627,000, or 20 .9% of revenues, for the year ended December 31, 2015, compared to \$1,755 ,000, or 19 .4% of revenues, for the year ended December 31, 2014.", sentence=556878, chars=[0,198], words=[0,46])),
revenue_mention(SpanMention("Incomplete product designs that do not fully comply with the customer specifications and requirements might affect our ability to transition to a volume production stage of the custom designed product where the revenue goals are dependent on the high volume of custom product production.", sentence=555138, chars=[0,286], words=[0,44])),
revenue_mention(SpanMention("Revenues are generated from selling products to our customers directly by our sales force and through manufacturing representatives and distributors.", sentence=556259, chars=[0,148], words=[0,20])),
revenue_mention(SpanMention("We depend upon a relatively narrow range of products for the majority of our revenue.", sentence=555542, chars=[0,84], words=[0,15])),
revenue_mention(SpanMention("Advances from customers and deferred revenue 21 1 435", sentence=561815, chars=[0,51], words=[0,7])),
revenue_mention(SpanMention("We depend upon a few major customers for a majority of our revenues, and the loss of any of these customers, or the substantial reduction in the quantity of products that they purchase from us, would significantly reduce our revenues and net income.", sentence=555027, chars=[0,249], words=[0,47])),
revenue_mention(SpanMention("Revenues", sentence=3029576, chars=[0,7], words=[0,0])),
revenue_mention(SpanMention("Revenue recognition:", sentence=564349, chars=[0,19], words=[0,2])),
revenue_mention(SpanMention("Total Revenues by Major", sentence=569787, chars=[0,22], words=[0,3])),
revenue_mention(SpanMention("If the financial condition of one or more of our major customers should deteriorate, or if they have difficulty acquiring investment capital due to any of these or other factors, a substantial decrease in our revenues would likely result.", sentence=555058, chars=[0,237], words=[0,41])),

revenue_mention(SpanMention("Cost of revenues", sentence=3029600, chars=[0,15], words=[0,2])),

revenue_mention(SpanMention("We expect that these products may continue to account for a meaningful percentage of our revenues for the foreseeable future.", sentence=555280, chars=[0,124], words=[0,20])),

revenue_mention(SpanMention("Sales to customers outside of North America accounted for 55.7% of net revenues in the year ended December 31, 2015 and for 50.4% of net revenues in the year ended December 31, 2014 and we expect that international sales will continue to represent a material portion of our total revenues.", sentence=555477, chars=[0,290], words=[0,56])),

revenue_mention(SpanMention("We depend on sales of our legacy products for a meaningful portion of our revenues, but these products are mature and their sales will continue to decline.", sentence=555266, chars=[0,154], words=[0,28])),

revenue_mention(SpanMention("Engineering and product development expenses were \$894,000, or 11.5% of revenues, for the year ended December 31, 2015, compared to \$816,000, or 9% of revenues, for the year ended December 31, 2014. The overall increase in our engineering and product development expenses for the comparative periods was mainly due to multiple projects of full custom product development for new applications and new markets.", sentence=556837, chars=[0,406], words=[0,74])),

revenue_mention(SpanMention("Percentage of Total Company Revenues", sentence=569796, chars=[0,35], words=[0,4])),

revenue_mention(SpanMention("If we are successful in increasing our revenues, competitors may notice and increase competition efforts with our customers.", sentence=554432, chars=[0,123], words=[0,19])),

revenue_mention(SpanMention("During 2015 and 2014, the Company recorded inventory write-offs of \$9 and \$13, respectively, within the cost of revenue.", sentence=564281, chars=[0,119], words=[0,26])),

revenue_mention(SpanMention("The 401(k) plan is intended to qualify under Sections 401(k) and 401(a) of the Internal Revenue Code of 1986, as amended.", sentence=560480, chars=[0,120], words=[0,25])),

revenue_mention(SpanMention("Revenues", sentence=3035842, chars=[0,7], words=[0,0])),

revenue_mention(SpanMention("A substantial portion of the revenues of the Company is generated in U.S. dollars ("dollar").", sentence=564139, chars=[0,92], words=[0,19])),

revenue_mention(SpanMention("Revenue from product sales is recognized in accordance with the provisions of ASC 605-15, "Revenue Recognition in Financial Statements", when the following criteria are met: persuasive evidence of an arrangement exists, delivery has occurred (when risk of loss and title have transferred to the customer), the sale price is fixed or determinable and collection is reasonably assured.", sentence=556976, chars=[0,382], words=[0,68])),

revenue_mention(SpanMention("The table below sets forth certain statements of operations data as a percentage of revenues for the years ended December 31, 2015 and 2014:", sentence=556342, chars=[0,139], words=[0,25])),

revenue_mention(SpanMention("Revenues \$ 4,953 \$ 4,069 \$ - \$ 9,022", sentence=569726, chars=[0,35], words=[0,8])),

revenue_mention(SpanMention("Revenues (Note 13)", sentence=3032347, chars=[0,17], words=[0,4])),

revenue_mention(SpanMention("In particular, the following factors, among others, could cause actual results to differ materially from those described in the "forward looking statements": (a) the possibility of operating and net losses in the future; (b) dependency on Advice to design and manufacture products; (c) dependency on our ability, and the ability of our contract manufacturers, to timely procure electronic components; (d) the potential ineffectiveness

ess of the Company's strategic focus on power supply solution competencies;

(e) dependency on developer partners for the development of some of our custom design products; (f) dependency on sales of our legacy products for a meaningful portion of our revenues; (g) the possible failure of the Company's custom product development efforts to result in products which meet customers' needs or such customers' failure to accept such new products; (h) the ability of the Company to attract, retain and motivate key personnel; (i) dependence on a few major customers; (j) dependence on the electronic equipment industry; (k) reliance on third party subcontract manufacturers to manufacture certain aspects of the products sold by the Company; (l) reduced profitability as a result of increased competition, price erosion and product obsolescence within the industry; (m) the ability of the Company to establish, maintain and expand its OEM relationships and other distribution channels; (n) the inability of the Company to procure necessary key components for its products, or the purchase of excess or the wrong inventory; (o) variations in operating results from quarter to quarter; (p) dependence on international sales and the impact of certain governmental regulatory restrictions on such international sales and operations; and other risk factors included in the Company's most recent filings with the U.S. Securities and Exchange Commission, including, but not limited to, the Company's Forms 10-K, 10-Q and 8-K. All filings are also available on the Company's website at", sentence=572087, chars=[0,2003], words=[0,370])),

revenue_mention(SpanMention("The following table provides the percentage of total revenues attributable to a single customer from which 10% or more of total revenues are derived:", sentence=569781, chars=[0,148], words=[0,25])),

revenue_mention(SpanMention("The Company and its subsidiary generate their revenues from the sale of their products through a direct and indirect sales force.", sentence=564354, chars=[0,128], words=[0,21])),

revenue_mention(SpanMention("Revenues:", sentence=3036256, chars=[0,8], words=[0,1])),

revenue_mention(SpanMention("Utilization of U.S. net operating losses may be subject to substantial annual limitation, due to the "change in ownership" provisions of the Internal Revenue Code of 1986 and similar state provisions.", sentence=568168, chars=[0,199], words=[0,34])),

revenue_mention(SpanMention("Intersegment revenues 211 39 (250) -", sentence=569731, chars=[0,35], words=[0,7])),

revenue_mention(SpanMention("The following data presents the revenues, expenditures and other operating data of the Company's geographic operating segments:", sentence=568926, chars=[0,126], words=[0,19])),

revenue_mention(SpanMention("The company is also entitled to a Net Profits Royalty at rates varying from 7.5% to 8.3% from the Tintaburra field in ATP 299 P. This royalty will be received when gross revenues from the permit exceed the sum of total expenditures from the permit.", sentence=671415, chars=[0,244], words=[0,46])),

revenue_mention(SpanMention("Other revenue from continuing operations", sentence=3142388, chars=[0,39], words=[0,4])),

revenue_mention(SpanMention("Revenue", sentence=3139274, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("\$300 million) At year end, the company held inventory of over 0.2 MMBOE at Tui, equivalent to an additional \$23 million of revenue deferred to the 2014/15 financial year.", sentence=617035, chars=[0,168], words=[0,34])),

revenue_mention(SpanMention("Revenue received during the commissioning phase of oil and gas assets is recorded, together with the related costs of production, against the capitalised carrying value of the asset.", sentence=643557, chars=[0,181], words=[0,30])),

revenue_mention(SpanMention("The solid operating performance from our produc

tion assets generated excellent revenue and robust cash flow.", sentence=610826, chars=[0,106], words=[0,15])),

revenue_mention(SpanMention("Production from Pateke-4H is likely to commence late in the second quarter of 2015 and will significantly enhance Tui revenues over the short term.", sentence=611120, chars=[0,145], words=[0,24])),

revenue_mention(SpanMention("Revenues from Sugarloaf are largely generated by liquids.", sentence=613105, chars=[0,56], words=[0,8])),

revenue_mention(SpanMention("Production from Sugarloaf increased by 31% over the previous year while revenue increased by 34% due to the high proportion of liquids.", sentence=610866, chars=[0,134], words=[0,24])),

revenue_mention(SpanMention("The Tui oil project remains a key component of AWE's production base and a significant contributor to revenue and cash flow.", sentence=613558, chars=[0,121], words=[0,22])),

revenue_mention(SpanMention("revenue", sentence=3145391, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("Revenue", sentence=3167997, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("Strong production and revenue, good progress on major development projects, and exploration success in the Perth Basin were highlights of the past year that have substantially enhanced AWE's ability to meet its ambitious growth targets.", sentence=609499, chars=[0,235], words=[0,38])),

revenue_mention(SpanMention("Deferred revenue", sentence=3151613, chars=[0,15], words=[0,1])),

revenue_mention(SpanMention("Sales revenue, derived from sales volume of 5.4 mmboe, also exceeded guidance and was up 9% over the previous year.", sentence=611003, chars=[0,114], words=[0,23])),

revenue_mention(SpanMention("SALES REVENUE 2013-14 BY GEOGRAPHY", sentence=612161, chars=[0,33], words=[0,4])),

revenue_mention(SpanMention("The revenues and expenses of foreign operations are translated to Australian dollars at rates approximating the foreign exchange rates at the dates of the transactions.", sentence=642408, chars=[0,167], words=[0,25])),

revenue_mention(SpanMention("Production of 5.6 mmboe and revenue of", sentence=609557, chars=[0,37], words=[0,6])),

revenue_mention(SpanMention("Sales revenue", sentence=609304, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("Dividend income from financial assets at fair value through profit or loss is recognised in profit or loss as part of revenue from continuing operations when the consolidated entity's right to receive payments is established.", sentence=642804, chars=[0,221], words=[0,36])),

revenue_mention(SpanMention("Sales revenue less production costs and royalties.", sentence=616947, chars=[0,49], words=[0,7])),

revenue_mention(SpanMention("The operator continues to perform at a high level, and we have identified the potential for further upside in reserves, production and revenue.", sentence=610882, chars=[0,141], words=[0,25])),

revenue_mention(SpanMention("An operating segment is a component of the consolidated entity that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the consolidated entity's other components.", sentence=644022, chars=[0,265], words=[0,42])),

revenue_mention(SpanMention("Revenue", sentence=3142357, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("revenue", sentence=3144661, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("Revenues from major customers by segment", sentence=3146152, chars=[0,39], words=[0,5])),

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revenue_mention(SpanMention("Importantly, sales revenue in 2014-15 is expect
ed to remain at the same level as the previous year largely due to increased
liquids production from Sugarloaf.", sentence=611136, chars=[0,157], words=
[0,28])),
revenue_mention(SpanMention("We exceeded production and revenue guidance and
achieved Field EBITDAX of $209 million from our diverse portfolio of asset
s.", sentence=612402, chars=[0,123], words=[0,20])),
revenue_mention(SpanMention("Sales revenue", sentence=3129588, chars=[0,12],
words=[0,1])),
revenue_mention(SpanMention("The consolidated entity is exposed to commodity
price risk through its revenue from the sale of hydrocarbons - gas, crude oi
l, condensate and LPG.", sentence=659402, chars=[0,145], words=[0,26])),
revenue_mention(SpanMention("Revenue recognition", sentence=643536, chars=
[0,18], words=[0,1])),
revenue_mention(SpanMention("sales revenue from its portfolio of assets meet
ing or exceeding AWE's market guidance.", sentence=616029, chars=[0,85], word
s=[0,14])),
revenue_mention(SpanMention("Sales revenue", sentence=643542, chars=[0,12],
words=[0,1])),
revenue_mention(SpanMention("AWE recorded sales revenue for 2014 of $328 mil
lion from 5.4 MMBOE of sales volume, 9% higher than the previous year (201
3:", sentence=617027, chars=[0,122], words=[0,26])),
revenue_mention(SpanMention("Our base operating business will continue to de
liver strong production, revenue and cash flow needed to fund our exciting fut
ure.", sentence=612114, chars=[0,127], words=[0,21])),
revenue_mention(SpanMention("Sales revenue - oil and gas", sentence=3142365,
chars=[0,26], words=[0,5])),
revenue_mention(SpanMention("Deferred revenue and other", sentence=3151909,
chars=[0,25], words=[0,3])),
revenue_mention(SpanMention("Revenue, expenses and assets are recognised net
of the amount of goods and services tax ("GST"), except where the amount of G
ST incurred is not recoverable from the taxation authority.", sentence=64394
8, chars=[0,183], words=[0,36])),
revenue_mention(SpanMention("Production and revenue growth", sentence=61098
7, chars=[0,28], words=[0,3])),
revenue_mention(SpanMention("Revenues received under take or pay sales contr
acts in respect of undelivered volumes are accounted for as deferred revenu
e.", sentence=643568, chars=[0,123], words=[0,19])),
revenue_mention(SpanMention("Other revenues are recognised on an accrual bas
is and include royalty receipts and equipment rental income.", sentence=64358
4, chars=[0,106], words=[0,16])),
revenue_mention(SpanMention("AWE has a 10% working interest (~7.5% net reven
ue interest) in the Marathon Oil operated Sugarloaf AMI (Area of Mutual Inter
est) in Southwest Texas, where the Eagle Ford Shale and the Austin Chalk are
the prolific target formations", sentence=609920, chars=[0,229], words=[0,4
4])),
revenue_mention(SpanMention("The consolidated entity had revenues from four
external customers that each represents greater than 10% of total sales reve
nue, and when combined represent 78% of total sales revenue (2013: four exter
nal customers; 75%):", sentence=647488, chars=[0,219], words=[0,41])),
revenue_mention(SpanMention("SALES REVENUE 2013-14 BY PRODUCT", sentence=612
202, chars=[0,31], words=[0,4])),
revenue_mention(SpanMention("Revenue from the sale of oil and gas is recogni
sed in the income statement when the significant risks and rewards of ownershi
p have been transferred to the buyer.", sentence=643551, chars=[0,160], words
=[0,28])),
revenue_mention(SpanMention("Other revenues", sentence=643575, chars=[0,13],

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words=[0,1])),
  revenue_mention(SpanMention("Revenues, expenses and assets are recognised ne
t of the amount of goods and services tax ('GST'), except where the GST incur
red on a purchase of goods and services is not recoverable from the taxation
authorities, in which case the GST is recognised as part of the cost of acqu
isition of the asset or as part of an item of the expense item as applicabl
e.", sentence=694876, chars=[0,353], words=[0,70])),
  revenue_mention(SpanMention("REVENUE RECOGNITION", sentence=693360, chars=
[0,18], words=[0,1])),
  revenue_mention(SpanMention("Revenue", sentence=3134817, chars=[0,6], words=
[0,0])),
  revenue_mention(SpanMention("REVENUE FROM EXTERNAL CUSTOMERS", sentence=3138
478, chars=[0,30], words=[0,3])),
  revenue_mention(SpanMention("Two Bathurst customers met the reporting thresh
old of 10 percent of Bathurst's operating revenue in the year to 30 June 201
5.", sentence=695494, chars=[0,124], words=[0,22])),
  revenue_mention(SpanMention("SALES REVENUE", sentence=3138837, chars=[0,12],
words=[0,1])),
  revenue_mention(SpanMention("Total revenue per the income statement", senten
ce=3138517, chars=[0,37], words=[0,5])),
  revenue_mention(SpanMention("NZ IFRS 15, Revenue from contracts with custome
rs Effective for periods beginning on or after 1 January 2017.", sentence=695
100, chars=[0,108], words=[0,19])),
  revenue_mention(SpanMention("The following specific recognition criteria mus
t also be met before revenue is recognised:", sentence=693377, chars=[0,89],
words=[0,13])),
  revenue_mention(SpanMention("The standard introduces principles for reportin
g cohesive and useful information to users of financial statements about the
nature, amount, timing, and uncertainty of revenue and cash flows arising fr
om an entity's contracts with customers.", sentence=695107, chars=[0,239], wo
rds=[0,38])),
  revenue_mention(SpanMention("Sales revenue", sentence=3138278, chars=[0,12],
words=[0,1])),
  revenue_mention(SpanMention("Total revenue for the year ended 30 June 2015 t
otalled $51.3m (2014: $55.5m).", sentence=695460, chars=[0,76], words=[0,2
0])),
  revenue_mention(SpanMention("Revenue is not recognised until the service has
been completed.", sentence=693416, chars=[0,62], words=[0,10])),
  revenue_mention(SpanMention("Revenue from the sale of goods is recognised wh
en there is an executed sales agreement at the time of delivery of the goods
to customer, indicating that there has been a transfer of risks and rewards
to the customer, no further work or processing is required, the quantity and
quality of the goods has been determined, the price is fixed and when title h
as passed.", sentence=693392, chars=[0,363], words=[0,69])),
  revenue_mention(SpanMention("TOTAL SEGMENT REVENUE", sentence=3138398, chars
=[0,20], words=[0,2])),
  revenue_mention(SpanMention("Revenue is recognised and measured at the fair
value of the consideration received or receivable to the extent it is probab
le that the economic benefits will flow to the Group and the revenue can be r
eliably measured.", sentence=693369, chars=[0,216], words=[0,37])),
  revenue_mention(SpanMention("Under the amended terms the balance due on sett
lement is to be satisfied by an ongoing royalty based on mine gate sales reve
nue.", sentence=704299, chars=[0,127], words=[0,23])),
  revenue_mention(SpanMention("Inter segment revenue", sentence=3138438, chars
=[0,20], words=[0,2])),
  revenue_mention(SpanMention("TOTAL REVENUE", sentence=3138884, chars=[0,12],
words=[0,1])),

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revenue_mention(SpanMention("Revenue is no longer presented on a segmented b
asis, instead it is presented as a sales function across the Group.", sentenc
e=695451, chars=[0,113], words=[0,21])),
revenue_mention(SpanMention("Revenue from freight services is recognised in
the accounting period in which the services are provided.", sentence=693406,
chars=[0,103], words=[0,16])),
revenue_mention(SpanMention("Interest revenue", sentence=3138319, chars=[0,1
5], words=[0,1])),
revenue_mention(SpanMention("REVENUE", sentence=696245, chars=[0,6], words=
[0,0])),
revenue_mention(SpanMention("Technical corrections and improvements to Topic
606, Revenue from Contracts with Customers", sentence=588993, chars=[0,89], w
ords=[0,12])),
revenue_mention(SpanMention("Cost of Revenue and operating expenses", senten
ce=3121200, chars=[0,37], words=[0,5])),
revenue_mention(SpanMention("Revenue from Contracts with Customers (Topic 60
6), Identifying Performance Obligations and Licensing.", sentence=598643, cha
rs=[0,100], words=[0,15])),
revenue_mention(SpanMention("Technical corrections and improvements to Topic
606, Revenue from Contracts with Customers", sentence=598504, chars=[0,89], w
ords=[0,12])),
revenue_mention(SpanMention("This guidance amends the principal versus agent
guidance in the new revenue standard.", sentence=589246, chars=[0,84], words=
[0,13])),
revenue_mention(SpanMention("The Company recognizes revenues when persuasive
evidence of an arrangement exists, services have been rendered, the price is
fixed and determinable, and collectability is reasonably assured.", sentence
=597397, chars=[0,189], words=[0,29])),
revenue_mention(SpanMention("Related party revenue was $0 for the year ended
December 31, 2016 compared to $156,000 for the year ended December 31, 201
5.", sentence=607006, chars=[0,123], words=[0,26])),
revenue_mention(SpanMention("Accounts payable and deferred revenue", sentenc
e=3125975, chars=[0,36], words=[0,4])),
revenue_mention(SpanMention("Total cost of revenue and operating expenses",
sentence=3119940, chars=[0,43], words=[0,6])),
revenue_mention(SpanMention("Revenue from Contracts with Customers (Topic 60
6).", sentence=589014, chars=[0,49], words=[0,9])),
revenue_mention(SpanMention("Revenue from Contracts with Customers (Topic 60
6).", sentence=598525, chars=[0,49], words=[0,9])),
revenue_mention(SpanMention("Of the $6,574,000 revenue in 2016, $6,292,000 r
esulted from sales of equipment and $282,000 resulted from engineering and co
nsulting services agreements.", sentence=587947, chars=[0,152], words=[0,2
5])),
revenue_mention(SpanMention("This guidance amends the principal versus agent
guidance in the new revenue standard.", sentence=598758, chars=[0,84], words=
[0,13])),
revenue_mention(SpanMention("Shipping and handling charges are invoiced to t
he customer and the Company nets these revenues against the respective costs
within general and administrative expenses.", sentence=597278, chars=[0,16
6], words=[0,24])),
revenue_mention(SpanMention("In May 2016, the FASB issued ASU 2016-12, "Reve
nue from Contracts with Customers (Topic 606): Narrow-Scope Improvements and
Practical Expedients" ("ASU 2016-12"), which updated ASU 2014-09.", sentence
=589099, chars=[0,188], words=[0,46])),
revenue_mention(SpanMention("In May 2016, the FASB issued ASU 2016-12, "Reve
nue from Contracts with Customers (Topic 606): Narrow-Scope Improvements and
Practical Expedients" ("ASU 2016-12"), which updated ASU 2014-09.", sentence

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=598607, chars=[0,188], words=[0,46])),
  revenue_mention(SpanMention("Revenues, net", sentence=3126160, chars=[0,12],
words=[0,2])),
  revenue_mention(SpanMention("Revenues from management and consulting, time-a
nd-materials service contracts, maintenance agreements and other services are
recognized as the services are provided or at the time the goods are shipped
and title as passed.", sentence=589736, chars=[0,221], words=[0,38])),
  revenue_mention(SpanMention("Cost of Revenue and operating expenses", senten
ce=587561, chars=[0,37], words=[0,5])),
  revenue_mention(SpanMention("Revenues from management and consulting, time-a
nd-materials service contracts, maintenance agreements and other services are
recognized as the services are provided or at the time the goods are shipped
and title as passed.", sentence=597405, chars=[0,221], words=[0,38])),
  revenue_mention(SpanMention("The net operating loss carryovers may be subjek
t to annual limitations under Internal Revenue Code Section 382, and similar
state provisions, should there be a greater than 50% ownership change as det
ermined under the applicable income tax regulations.", sentence=602307, chars
=[0,251], words=[0,41])),
  revenue_mention(SpanMention("Revenues, net", sentence=3129116, chars=[0,12],
words=[0,2])),
  revenue_mention(SpanMention("“Revenue from Contracts with Customers (Topic 6
06): Principal versus Agent Considerations (Reporting Revenue Gross versus Ne
t) ”", sentence=598748, chars=[0,127], words=[0,22])),
  revenue_mention(SpanMention("We will remain an emerging growth company for u
p to five years, or until the earliest of (i) the last day of the first fisca
l year in which our annual gross revenue exceed", sentence=586502, chars=[0,1
70], words=[0,35])),
  revenue_mention(SpanMention("Accounts payable and deferred revenue", sentenc
e=3129004, chars=[0,36], words=[0,4])),
  revenue_mention(SpanMention("Customer deposits and deferred revenue", senten
ce=3120788, chars=[0,37], words=[0,4])),
  revenue_mention(SpanMention("It is reasonably possible that those estimates
of anticipated future gross revenues, the remaining estimated economic life
of the product, or both will be reduced significantly in the near term due t
o competitive pressures.", sentence=589666, chars=[0,222], words=[0,36])),
  revenue_mention(SpanMention("We believe that sales of these xMax-branded pro
ducts and services, together with our ability to leverage our patent portfoli
o, present us with an attractive revenue model.", sentence=584420, chars=[0,1
70], words=[0,30])),
  revenue_mention(SpanMention("Accounts payable and deferred revenue", sentenc
e=3125108, chars=[0,36], words=[0,4])),
  revenue_mention(SpanMention("Cost of Revenue and Operating Expenses", senten
ce=587968, chars=[0,37], words=[0,5])),
  revenue_mention(SpanMention("During the year ended December 31, 2015, the Co
mpany reversed accounts receivable of $336,000 with a corresponding reversal
to deferred revenue (See Note 17).", sentence=600156, chars=[0,157], words=
[0,29])),
  revenue_mention(SpanMention("Revenue Recognition", sentence=589722, chars=
[0,18], words=[0,1])),
  revenue_mention(SpanMention("Revenue from the sale of oil and gas is recogni
sed in the income statement when the significant risks and rewards of ownersh
ip have been transferred to the buyer.", sentence=596816, chars=[0,161], word
s=[0,28])),
  revenue_mention(SpanMention("Sales revenue ($'000)", sentence=3043117, chars
=[0,20], words=[0,5])),
  revenue_mention(SpanMention("Sales revenue - oil and gas", sentence=3056386,
chars=[0,26], words=[0,5])),

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revenue_mention(SpanMention("Revenues", sentence=3076719, chars=[0,7], words
=[0,0])),
revenue_mention(SpanMention("Interest and royalty revenue", sentence=596830,
chars=[0,27], words=[0,3])),
revenue_mention(SpanMention("Revenue received during the commissioning phase
of oil and gas assets is recorded, together with the related costs of product
ion, against the capitalised carrying value of the asset.", sentence=596823,
chars=[0,181], words=[0,30])),
revenue_mention(SpanMention("Sales revenue for the financial year fell to $5
90 million, with lower oil and gas production and sharply lower oil prices bo
th contributing to the decline.", sentence=575164, chars=[0,154], words=[0,2
8])),
revenue_mention(SpanMention("Net field contribution also fell sharply, as lo
wer revenues impacted on returns from the oil and gas operations, while opera
ting costs were higher due to the merger of new businesses, in particular the
onshore Perth Basin operations.", sentence=579514, chars=[0,232], words=[0,4
0])),
revenue_mention(SpanMention("Other revenue", sentence=3056421, chars=[0,12],
words=[0,1])),
revenue_mention(SpanMention("Sharply lower oil prices have severely impacted
revenues and overall returns, but the strong balance sheet and appetite for g
rowth means that AWE is better positioned to prosper into the future than a n
umber of our peer group in the oil and gas sector.", sentence=575356, chars=
[0,251], words=[0,45])),
revenue_mention(SpanMention("AWE's oil and gas revenues also fell from the p
revious record levels.", sentence=575000, chars=[0,68], words=[0,13])),
revenue_mention(SpanMention("Revenue", sentence=3051954, chars=[0,6], words=
[0,0])),
revenue_mention(SpanMention("The revenues and expenses of foreign operations
are translated to Australian dollars at rates approximating to the foreign ex
change rates ruling at", sentence=595943, chars=[0,146], words=[0,21])),
revenue_mention(SpanMention("Revenue, expenses and assets are recognised net
of the amount of goods and services tax ("GST"), except where the amount of G
ST incurred is not recoverable from the taxation authority.", sentence=59707
3, chars=[0,183], words=[0,36])),
revenue_mention(SpanMention("* Sales revenue less production costs.", senten
ce=3043246, chars=[0,37], words=[0,6])),
revenue_mention(SpanMention("Sales Revenue Net Field Contribution", sentence
=574898, chars=[0,35], words=[0,4])),
revenue_mention(SpanMention("The Company is also entitled to a Net Profits R
oyalty at rates varying from 7.5% to 8.3% from the Tintaburra field in ATP 29
9P. This royalty will be received when gross revenues from the permit exceed
the sum of total expenditures from the permit.", sentence=577826, chars=[0,2
46], words=[0,46])),
revenue_mention(SpanMention("AWE is targeting 2010 sales revenue of $400 mil
lion.", sentence=575011, chars=[0,51], words=[0,10])),
revenue_mention(SpanMention("It is not practicable to determine the revenues
and profit of the group had the combination taken place at 1 July 2008 due to
differences in accounting policy and the complexity of the transaction (the d
emerger of Buru Energy in particular).", sentence=624679, chars=[0,240], word
s=[0,43])),
revenue_mention(SpanMention("Revenue (A$ million)", sentence=574950, chars=
[0,19], words=[0,4])),
revenue_mention(SpanMention("Sharply lower oil prices have severely impacted
revenues and overall returns, but the strong balance sheet and appetite for g
rowth means that AWE is better positioned to prosper into the future than a n
umber of our peer group in the oil and gas sector.", sentence=580115, chars=

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[0,251], words=[0,45])),
  revenue_mention(SpanMention("Net Field Contribution to profit, represented b
y sales revenue less field operating costs, fell to $476 million.", sentence=
575031, chars=[0,111], words=[0,20])),
  revenue_mention(SpanMention("8.75 million barrels of oil equivalent, and ach
ieving revenue of $590 million on an average oil price of $93 per barrel.", s
entence=573751, chars=[0,119], words=[0,24])),
  revenue_mention(SpanMention("AWE's sales revenues fell during the year from
the record year in 2008-09.", sentence=579506, chars=[0,73], words=[0,14])),
  revenue_mention(SpanMention("Revenue recognition", sentence=596801, chars=
[0,18], words=[0,1])),
  revenue_mention(SpanMention("where possible specific commitments and exposur
es are hedged naturally by using United States Dollar revenues to fund United
States Dollar denominated expenditures;", sentence=619933, chars=[0,163], wor
ds=[0,22])),
  revenue_mention(SpanMention("Sales revenue", sentence=596808, chars=[0,12],
words=[0,1])),
  revenue_mention(SpanMention("Revenue", sentence=597130, chars=[0,6], words=
[0,0])),
  revenue_mention(SpanMention("The project has provided revenue to AWE of appr
oximately A$1 billion in this period, and a strong financial return to New Ze
aland through taxation and royalties from the project.", sentence=574136, cha
rs=[0,177], words=[0,31])),
  revenue_mention(SpanMention("Returns in this project are enhanced due to the
high liquids component of the gas, with approximately 62% of sales revenue in
the past year being derived from the associated liquids.", sentence=573867, c
hars=[0,181], words=[0,33])),
  revenue_mention(SpanMention("The consolidated entity has revenue from the sa
le of hydrocarbons - gas, crude oil, condensate and LPG.", sentence=619446, c
hars=[0,102], words=[0,19])),
  revenue_mention(SpanMention("External revenue", sentence=3059061, chars=[0,1
5], words=[0,1])),
  revenue_mention(SpanMention("In addition, the consolidated entity will also
pay an overriding royalty interest ("ORRI") on any revenue resulting from th
e development of any future discoveries made within the Hector South Sub-Bloc
k.", sentence=616284, chars=[0,201], words=[0,37])),
  revenue_mention(SpanMention("Sales revenue is also projected to decline in 2
010, following the lower trend in oil and gas production.", sentence=575007,
chars=[0,103], words=[0,19])),
  revenue_mention(SpanMention("During the past two years the field has produce
d a total of 23.3 million barrels of oil and contributed revenue in excess of
A$1 billion", sentence=573606, chars=[0,135], words=[0,25])),
  revenue_mention(SpanMention("Interest revenue", sentence=3282651, chars=[0,1
5], words=[0,1])),
  revenue_mention(SpanMention("Revenue from external customers", sentence=3301
942, chars=[0,30], words=[0,3])),
  revenue_mention(SpanMention("Sales revenue", sentence=660638, chars=[0,12],
words=[0,1])),
  revenue_mention(SpanMention("Revenue from continuing operations", sentence=3
299622, chars=[0,33], words=[0,3])),
  revenue_mention(SpanMention("Revenue from operating activities", sentence=33
04230, chars=[0,32], words=[0,3])),
  revenue_mention(SpanMention("Net revenues from the sale of development right
s increased $1,777,000 to $2,497,000 for the year ended September 30, 2004, a
s compared to $720,000 for the same period in the prior year.", sentence=6816
42, chars=[0,184], words=[0,36])),
  revenue_mention(SpanMention("Oil and natural gas revenues increased $8,030,0

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00 (71%) from \$11,320,000 in fiscal 2002 to", sentence=681330, chars=[0,89], words=[0,18])),

revenue_mention(SpanMention("There were no other costs deducted from revenues from the sale of development rights in fiscal 2004 as all capitalized costs associated with the development rights were expensed in previous years under the cost recovery method.", sentence=690082, chars=[0,226], words=[0,36])),

revenue_mention(SpanMention("In the case of contract drilling, Barnwell has not been able to increase its contract revenues to fully compensate for increased costs.", sentence=682664, chars=[0,134], words=[0,23])),

revenue_mention(SpanMention("There were no other costs deducted from revenues from the sale of development rights in the year ended September 30, 2004 as all capitalized costs associated with the", sentence=681666, chars=[0,165], words=[0,28])),

revenue_mention(SpanMention("Revenues:", sentence=3623269, chars=[0,8], words=[0,1])),

revenue_mention(SpanMention("The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent assets and liabilities.", sentence=679669, chars=[0,320], words=[0,46])),

revenue_mention(SpanMention("The impact of the decreases in gross production was largely offset by lower royalties as a percentage of revenues, due in part to lower prices, which reduced the royalty owners' share of gas production.", sentence=599676, chars=[0,201], words=[0,36])),

revenue_mention(SpanMention("Revenues from percentage of sales payments", sentence=3093424, chars=[0,41], words=[0,5])),

revenue_mention(SpanMention("The following chart illustrates the approximate percentage of the Company's 2016 and 2015 consolidated revenue by industries served:", sentence=583238, chars=[0,131], words=[0,19])),

revenue_mention(SpanMention("In June 2008, the Canada Revenue Agency notified Barnwell that it would examine Barnwell of Canada, Limited's Canadian federal", sentence=620769, chars=[0,125], words=[0,21])),

revenue_mention(SpanMention("Changes in the fair value of contingent consideration obligations may result from changes in discount periods and rates, changes in the timing and amount of revenue and/or earnings estimates and changes in probability assumptions with respect to the likelihood of achieving the various earn-out criteria.", sentence=593686, chars=[0,303], words=[0,48])),

revenue_mention(SpanMention("The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management of Barnwell to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent assets and liabilities.", sentence=597593, chars=[0,332], words=[0,48])),

revenue_mention(SpanMention("Cost of revenue", sentence=3242272, chars=[0,14], words=[0,2])),

revenue_mention(SpanMention("The ARTC payments received through December 31, 2006 were recorded as a credit against oil and natural gas royalties and reported in oil and natural gas revenues.", sentence=592833, chars=[0,161], words=[0,28])),

revenue_mention(SpanMention("The decrease in revenues for both, the Performance Improvement Solutions and Nuclear Industry Training and Consulting segments was driven by the Company's focus on winning higher margin contracts versus lower margin, higher revenue contracts .", sentence=586291, chars=[0,242], words=[0,37])),

revenue_mention(SpanMention("Contract drilling revenues increased \$127,000 (2%) to \$5,993,000 in fiscal 2007, as compared to \$5,866,000 in fiscal 2006,

and contract drilling operating expenses increased \$230,000 (5%) to", sentence=600551, chars=[0,189], words=[0,38])),
revenue_mention(SpanMention("Revenues by geographic location above are attributed to the contracting entity.", sentence=602257, chars=[0,78], words=[0,11])),
revenue_mention(SpanMention("Revenues:", sentence=3094606, chars=[0,8], words=[0,1])),
revenue_mention(SpanMention("The reliability of these cost estimates is critical to the Company's revenue recognition as a significant change in the estimates can cause the Company's revenue and related margins to change significantly from the amounts estimated in the early stages of the project.", sentence=592197, chars=[0,267], words=[0,44])),
revenue_mention(SpanMention("In January 2008, the U.S. Internal Revenue Service notified Barnwell that it would examine Barnwell's U.S. consolidated income tax return for fiscal 2006.", sentence=620760, chars=[0,153], words=[0,25])),
revenue_mention(SpanMention("Total revenue", sentence=3250262, chars=[0,12], words=[0,1])),
revenue_mention(SpanMention("Contract drilling revenues increased \$3,794,000 (63%) to \$9,787,000 in fiscal 2008, as compared to \$5,993,000 in fiscal 2007, and contract drilling operating expenses increased \$2,745,000 (56%) to \$7,684,000 in fiscal 2008, as compared to \$4,939,000 in fiscal 2007.", sentence=600509, chars=[0,264], words=[0,53])),
revenue_mention(SpanMention("Our backlog is subject to unexpected adjustments and cancellations and may not be a reliable indicator of future revenues or earnings.", sentence=583692, chars=[0,133], words=[0,21])),
revenue_mention(SpanMention("All revenues reported are from external customers with no intersegment sales or transfers.", sentence=616823, chars=[0,89], words=[0,13])),
revenue_mention(SpanMention("As the Company recognizes revenue under the percentage-of-completion method, it provides an accrual for estimated future warranty costs based on historical and projected claims experience.", sentence=587501, chars=[0,187], words=[0,30])),
revenue_mention(SpanMention("The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent assets and liabilities.", sentence=610729, chars=[0,320], words=[0,46])),
revenue_mention(SpanMention("Software Revenue Recognition", sentence=587578, chars=[0,27], words=[0,2])),
revenue_mention(SpanMention("Other governmental regulations, such as building moratoriums and "no growth" or "slow growth" initiatives, which may be adopted in communities which have developed rapidly, may cause delays in our home projects or otherwise restrict our business activities resulting in reductions in our revenues.", sentence=595349, chars=[0,298], words=[0,50])),
revenue_mention(SpanMention("Revenue on time and material contracts is recognized as services are rendered and performed.", sentence=592330, chars=[0,91], words=[0,14])),
revenue_mention(SpanMention("Contract drilling revenues and costs are not seasonal in nature but can fluctuate significantly based on the awarding and timing of contracts, which are determined by contract drilling customer demand.", sentence=600572, chars=[0,200], words=[0,31])),
revenue_mention(SpanMention("There can be no assurance that the revenues projected in our backlog will be realized or, if realized, will result in profits.", sentence=583710, chars=[0,125], words=[0,24])),
revenue_mention(SpanMention("Barnwell's oil and natural gas segment derived

66% of its oil and natural gas revenues in fiscal 2008 from four individually significant customers, ProGas Limited (22%), Glencoe Resources Ltd. (15%), Mercuria Energy Canada Inc. (14%), and Shell Trading Canada (14%).", sentence=592609, chars=[0,265], words=[0,58])),

revenue_mention(SpanMention("In Europe, total revenues attributable to our United Kingdom and Sweden subsidiaries were \$2.6 million and \$1.5 million, respectively.", sentence=602271, chars=[0,133], words=[0,23])),

revenue_mention(SpanMention("Approximately 99% of Barnwell's gross revenues are derived from properties located within Alberta.", sentence=592720, chars=[0,97], words=[0,15])),

revenue_mention(SpanMention("During the years ended December 31, 2016 and 2015, we did not have revenues greater than 10% from any individual foreign country.", sentence=583566, chars=[0,128], words=[0,25])),

revenue_mention(SpanMention("Revenues - sale of development rights, net", sentence=3093285, chars=[0,41], words=[0,7])),

revenue_mention(SpanMention("Revenues from foreign countries where our customers reside were all individually less than 10% of the Company's consolidated revenues during 2016 and 2015.", sentence=602292, chars=[0,154], words=[0,25])),

revenue_mention(SpanMention("Essentially, provincial royalties are calculated as a percentage of revenue and vary depending on production volumes, selling prices and the date of discovery.", sentence=592685, chars=[0,159], words=[0,26])),

revenue_mention(SpanMention("Alternatively, revenues from customers domiciled in foreign countries were approximately 33% and 31%, of the Company's consolidated 2016 and 2015 revenue, respectively.", sentence=602285, chars=[0,167], words=[0,28])),

revenue_mention(SpanMention("In the three months ended September 30, 2008, Barnwell concluded that its share of all such revenues should be eliminated, resulting in a \$665,000 non-cash reduction in revenues reported as "Sale of interest in leasehold land, net" in the Consolidated Statements of Earnings, with corresponding \$333,000 and \$332,000 reductions in the carrying value of "Residential Lots Under Development" and "Investment in Residential Parcels," respectively, on the Consolidated Balance Sheet at September 30, 2008.", sentence=614407, chars=[0,500], words=[0,92])),

revenue_mention(SpanMention("Total revenue", sentence=3250088, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("In addition, provincial governments receive additional revenue through the imposition of taxes on crude oil and natural gas owned by private interests within the province.", sentence=592678, chars=[0,183], words=[0,39])),

revenue_mention(SpanMention("If a PCS or professional services element exists in the software license arrangement, revenue is recognized ratably over the longest service period.", sentence=592309, chars=[0,147], words=[0,23])),

revenue_mention(SpanMention("In the three months ended September 30, 2008, Barnwell concluded that its share of all such revenues should be eliminated, resulting in a \$665,000 non-cash reduction in revenues reported as "Sale of interest in leasehold land, net" in the Consolidated Statements of Earnings, with corresponding \$333,000 and \$332,000 reductions in the carrying value of "Residential Lots Under Development" and "Investment in Residential Parcels," respectively, on the Consolidated Balance Sheet at September 30, 2008.", sentence=600397, chars=[0,500], words=[0,92])),

revenue_mention(SpanMention("If no PCS or professional services element exists in the arrangement, revenue is deferred until the last undelivered element is delivered.", sentence=592316, chars=[0,137], words=[0,22])),

revenue_mention(SpanMention("Revenues, minority interest in earnings and operating profit related to sales of development rights under option for the fis

cal years ended September 30, 2008, 2007 and 2006 are summarized as follows:", sentence=613639, chars=[0,199], words=[0,34])),

revenue_mention(SpanMention("Documented review and approval of revenue arrangements to ensure that they were accounted in accordance with applicable U.S. GAAP, including certain software arrangements which lacked VSOE; and", sentence=602614, chars=[0,192], words=[0,28])),

revenue_mention(SpanMention("Therefore, the future net revenues associated with the estimated proved reserves are not based on our assessment of future prices or costs.", sentence=597780, chars=[0,138], words=[0,23])),

revenue_mention(SpanMention("Revenue.", sentence=586170, chars=[0,7], words=[0,1])),

revenue_mention(SpanMention("Water Resources derived 24%, 47% and 37% of its contract drilling revenues in fiscal 2008, 2007 and 2006, respectively, pursuant to federal, state of Hawaii and county contracts.", sentence=593352, chars=[0,177], words=[0,36])),

revenue_mention(SpanMention("Nuclear Industry Training and Consulting revenue, results of operations, and cash flows may suffer upon the loss of a significant customer.", sentence=583578, chars=[0,138], words=[0,23])),

revenue_mention(SpanMention("At Dunvegan, Barnwell's principal oil and natural gas property, gross natural gas production decreased 89,000 MCF due to natural declines from older wells, whereas net natural gas production at Dunvegan increased 72,000 MCF due to a decrease in royalties as a percentage of revenues, due in part to lower prices.", sentence=599683, chars=[0,311], words=[0,55])),

revenue_mention(SpanMention(", the Performance Improvement Solutions segment accounts for revenue under fixed-price contracts using the percentage-of-completion method.", sentence=592155, chars=[0,138], words=[0,22])),

revenue_mention(SpanMention("Further, revenues may increase in subsequent periods over what would normally be expected as a result of increased home closings as the delays described above are resolved.", sentence=595313, chars=[0,171], words=[0,28])),

revenue_mention(SpanMention("Backlog represents products or services that our customers have committed by contract or purchase order to purchase from us which have not yet been delivered or recognized as revenue.", sentence=583696, chars=[0,182], words=[0,29])),

revenue_mention(SpanMention("A significant decline in our production could result in materially lower revenues and cash flow.", sentence=593902, chars=[0,95], words=[0,15])),

revenue_mention(SpanMention("For the years ended December 31, 2016 and 2015, the following customers have provided more than 10% of this operating segment's revenues:", sentence=583584, chars=[0,136], words=[0,26])),

revenue_mention(SpanMention("Revenues associated with the sale of oil, natural gas and natural gas liquids are recognized in the Consolidated Statements of Earnings when the oil, natural gas and natural gas liquids are delivered and title has passed to the customer.", sentence=609190, chars=[0,236], words=[0,41])),

revenue_mention(SpanMention("As of December 31, 2016, we had approximately \$73.2 million of total gross revenue backlog compared to \$47.9 million as of December 31, 2015.", sentence=583292, chars=[0,140], words=[0,29])),

revenue_mention(SpanMention("Changes in the government regulations applicable to homebuilders could restrict our business activities, increase our operating expenses and cause our revenues to decline.", sentence=595321, chars=[0,170], words=[0,24])),

revenue_mention(SpanMention("Revenue", sentence=3243889, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("The following table summarizes the revenues received from WB for the sale of Kaupulehu Developments' interest in leasehold l

and, related minority interest in earnings and operating profit for the years ended September 30, 2008, 2007 and 2006:", sentence=614003, chars=[0,241], words=[0,40])),

revenue_mention(SpanMention("Revenue:", sentence=3249703, chars=[0,7], words=[0,1])),

revenue_mention(SpanMention("Furthermore, these delays could result in a decrease in our revenues and earnings for the periods in which the delays occur and possibly subsequent periods until the planned housing projects can be completed.", sentence=595299, chars=[0,207], words=[0,34])),

revenue_mention(SpanMention("The Company recognizes revenue arising from contract claims either as income or as an offset against a potential loss only when the amount of the claim can be estimated reliably and realization is probable and there is a legal basis of the claim.", sentence=587477, chars=[0,245], words=[0,43])),

revenue_mention(SpanMention("It was Barnwell's second best year of net earnings, our highest revenue total and our best total operating profit.", sentence=585129, chars=[0,113], words=[0,21])),

revenue_mention(SpanMention("However, we typically have no contractual right upon cancellation to the total revenues reflected in our backlog.", sentence=583751, chars=[0,112], words=[0,18])),

revenue_mention(SpanMention("Net revenues have been calculated using year-end sales prices and current costs, after deducting all royalties, operating costs, future estimated capital expenditures, and income taxes.", sentence=592336, chars=[0,184], words=[0,31])),

revenue_mention(SpanMention("Revenue from the sale of software licenses without other elements in the contract and which do not require significant modifications or customization for the Company's modeling tools are recognized when the license agreement is signed, the license fee is fixed and determinable, delivery has occurred, and collection is considered probable.", sentence=587543, chars=[0,339], words=[0,54])),

revenue_mention(SpanMention("Revenues, minority interest in earnings and operating profit related to sales of development rights under option for the fiscal years ended September 30, 2008, 2007 and 2006 are summarized as follows:", sentence=599781, chars=[0,199], words=[0,34])),

revenue_mention(SpanMention("The Company recognizes revenue under time and materials contracts primarily from the Nuclear Industry Training and Consulting segment and certain cost-reimbursable contracts.", sentence=592321, chars=[0,173], words=[0,24])),

revenue_mention(SpanMention("Contract revenues are not dependent upon the discovery of water, geothermal production zones or other similar targets, and contracts are not subject to renegotiation of profits or termination at the election of the governmental entities involved.", sentence=593338, chars=[0,245], words=[0,38])),

revenue_mention(SpanMention("Specifically, through the investigation as of December 31, 2015, management identified: (i) control deficiencies in its internal controls associated with revenue recognition on software license contracts with multiple deliverables, and (ii) the need to revise prior period financial statements.", sentence=602579, chars=[0,293], words=[0,48])),

revenue_mention(SpanMention("Additionally, the current economic situation could lead to reduced demand for oil and natural gas, or lower prices for natural gas and oil, or both, which could have a negative impact on our revenues.", sentence=595785, chars=[0,199], words=[0,38])),

revenue_mention(SpanMention("This methodology recognizes revenue and earnings as work progresses on the contract and is based on an estimate of the revenue and earnings earned to date, less amounts recognized in prior periods.", sentence=587451, chars=[0,196], words=[0,33])),

revenue_mention(SpanMention("Estimated future net revenues for total proved

reserves are net of estimated future expenditures of developing and producing the proved reserves, and assume the continuation of existing economic conditions.", sentence=592329, chars=[0,205], words=[0,30])),

revenue_mention(SpanMention("The reliability of these cost estimates is critical to the Company's revenue recognition as a significant change in the estimates can cause the Company's revenue and related margins to change significantly from the amounts estimated in the early stages of the project.", sentence=587493, chars=[0,267], words=[0,44])),

revenue_mention(SpanMention("A delay in a significant number of home closings or land sales due to natural disasters, adverse weather or contractor availability would have a similar impact on revenues and earnings for the period in which the delays occur.", sentence=595307, chars=[0,225], words=[0,39])),

revenue_mention(SpanMention("Under Section 382 of the Internal Revenue Code of 1986, as amended, if a corporation undergoes an "ownership change," generally defined as a greater than 50% change (by value) in its equity ownership over a three-year period, the corporation's ability to use its pre-change NOL carryforwards, and other pre-change tax attributes (such as research tax credits) to offset its post-change income or tax liabilities may be limited.", sentence=584575, chars=[0,427], words=[0,87])),

revenue_mention(SpanMention("Revenues - sale of interest in leasehold land, net", sentence=3086764, chars=[0,49], words=[0,9])),

revenue_mention(SpanMention("We will also maintain documentation to support our review and approval of corresponding revenue adjustments.", sentence=602705, chars=[0,107], words=[0,15])),

revenue_mention(SpanMention("The following table sets forth Barnwell's "Estimated Future Net Revenues" from total proved oil, natural gas and natural gas liquids reserves and the present value of Barnwell's "Estimated Future Net Revenues" (discounted at 10%).", sentence=592322, chars=[0,229], words=[0,44])),

revenue_mention(SpanMention("In preparing the Company's consolidated financial statements, management makes several estimates and assumptions that affect the Company's reported amounts of assets, liabilities, revenues and expenses.", sentence=587402, chars=[0,201], words=[0,30])),

revenue_mention(SpanMention("Fifty-eight percent (58%) of well drilling and pump installation jobs, representing 24% of total contract drilling revenues in fiscal 2008, have been pursuant to government contracts.", sentence=593394, chars=[0,182], words=[0,34])),

revenue_mention(SpanMention("In accordance with U.S. generally accepted accounting principles (U.S. GAAP), our Performance Improvement Solutions segment accounts for revenue under fixed-price contracts using the percentage-of-completion method.", sentence=587445, chars=[0,214], words=[0,34])),

revenue_mention(SpanMention("Percentage of sales revenues resulting from Kaulpulehu 2007's lot purchases were previously not eliminated.", sentence=614397, chars=[0,105], words=[0,15])),

revenue_mention(SpanMention("Revenue", sentence=3700543, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("this sector accounted for 20% of revenue in 2006/07.", sentence=787067, chars=[0,51], words=[0,10])),

revenue_mention(SpanMention("Cost of revenue", sentence=3243903, chars=[0,14], words=[0,2])),

revenue_mention(SpanMention("** Calculated on revenues before royalty expense and Alberta Royalty Tax Credit divided by gross production.", sentence=589181, chars=[0,107], words=[0,17])),

revenue_mention(SpanMention("Segment revenues", sentence=3710391, chars=[0,15], words=[0,1])),

revenue_mention(SpanMention("Our backlog includes future expected revenue at contract rates, excluding contract renewals or extensions that are at the dis

cretion of the client.", sentence=583310, chars=[0,146], words=[0,23])),
revenue_mention(SpanMention("Percentage of sales revenues resulting from Kau
pulehu 2007's lot purchases were previously not eliminated.", sentence=60039
1, chars=[0,105], words=[0,15])),
revenue_mention(SpanMention("Other revenue/income", sentence=3710538, chars=
[0,19], words=[0,3])),
revenue_mention(SpanMention("Billings in excess of revenue earned", sentence
=3245091, chars=[0,35], words=[0,5])),
revenue_mention(SpanMention("If our competitors are able to capitalize on th
ese competitive resources, it could adversely affect our revenues.", sentence
=593768, chars=[0,112], words=[0,18])),
revenue_mention(SpanMention("the potential projects, listed in plain type, i
llustrate the underlying strength of the engineering and non-residential con
struction segments, and give OneSteel confidence in the level of demand from
key drivers of its domestic revenue.", sentence=789925, chars=[0,236], words
=[0,40])),
revenue_mention(SpanMention("This methodology recognizes revenue and earning
s as work progresses on the contract and is based on costs incurred to date c
ompared to total estimated cost to complete the project.", sentence=592160, c
hars=[0,179], words=[0,29])),
revenue_mention(SpanMention("\$1,440,000 representing its share of real estat
e consulting revenues, less related expenses.", sentence=614929, chars=[0,9
1], words=[0,14])),
revenue_mention(SpanMention("Other revenue", sentence=3712586, chars=[0,12],
words=[0,1])),
revenue_mention(SpanMention("Oil and natural gas revenues increased \$14,842,
000 (43%) from \$34,599,000 in fiscal 2007 to", sentence=599548, chars=[0,90],
words=[0,18])),
revenue_mention(SpanMention("The adoption is expected to significantly impac
t the Company's revenue recognition and related disclosures.", sentence=59427
1, chars=[0,106], words=[0,15])),
revenue_mention(SpanMention("Inter-segment revenues", sentence=3710477, char
s=[0,21], words=[0,3])),
revenue_mention(SpanMention("We are a world leader in real-time high-fidelit
y simulation, providing a wide range of simulation, training, and engineering
solutions to the global power and process industries; providing customers wit
h simulation, engineering and plant services that help clients reduce risks a
ssociated with operating their plants, increase revenue through improved plan
t and employee performance, and lower costs through improved operational effi
ciency.", sentence=585251, chars=[0,439], words=[0,70])),
revenue_mention(SpanMention("Revenues from percentage of sales payments", se
ntence=3086604, chars=[0,41], words=[0,5])),
revenue_mention(SpanMention("this sector makes up a significant proportion o
f OneSteel sales in any given year and in 2006/07 provided approximately 20%
of OneSteel's revenues.", sentence=786843, chars=[0,146], words=[0,25])),
revenue_mention(SpanMention("Changes in the fair value of contingent consid
ration obligations may result from changes in discount periods and rates, cha
nges in the timing and amount of revenue and/or earnings estimates and change
s in probability assumptions with respect to the likelihood of achieving the
various earn-out criteria.", sentence=587973, chars=[0,303], words=[0,48])),
revenue_mention(SpanMention("In fiscal 2006 Barnwell received net proceeds o
f \$1,440,000 representing its share of real estate consulting revenues, less
related expenses.", sentence=601210, chars=[0,140], words=[0,22])),
revenue_mention(SpanMention("Revenue By Source", sentence=779403, chars=[0,1
6], words=[0,2])),
revenue_mention(SpanMention("Revenue from Contracts with Customers", sentenc
e=594611, chars=[0,36], words=[0,4])),

revenue_mention(SpanMention("*** Calculated on revenues net of pipeline charges before royalty expense and Alberta Royalty Tax Credit divided by gross production.", sentence=589188, chars=[0,132], words=[0,22])),

revenue_mention(SpanMention("Revenue By Markets \$m", sentence=779509, chars=[0,20], words=[0,4])),

revenue_mention(SpanMention("Revenues and total stockholders' equity both reached record amounts of \$65,644,000 and \$61,264,000, respectively.", sentence=585178, chars=[0,112], words=[0,18])),

revenue_mention(SpanMention("Revenue", sentence=3250022, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("The segment of Other Manufacturing, that accounted for 10% of revenue, fell 3.6%", sentence=778775, chars=[0,79], words=[0,16])),

revenue_mention(SpanMention("Revenues:", sentence=3088285, chars=[0,8], words=[0,1])),

revenue_mention(SpanMention("Amortization of capitalized software development costs was \$0.4 million and \$0.3 million for the years ended December 31, 2016 and 2015, respectively, and was included in cost of revenue in the consolidated statements of operations.", sentence=596240, chars=[0,231], words=[0,40])),

revenue_mention(SpanMention("Revenue 2,414.0 2,101.4 14.9", sentence=791064, chars=[0,27], words=[0,3])),

revenue_mention(SpanMention("A portion of the Company's international sales revenue has been and may be received in a currency other than the currency in which the expenses relating to such revenue are paid.", sentence=588569, chars=[0,177], words=[0,32])),

revenue_mention(SpanMention("The development rights option revenues, net of related fees, are recorded in the Consolidated Statements of Earnings as "Sale of development rights, net."", sentence=600038, chars=[0,153], words=[0,28])),

revenue_mention(SpanMention("Revenue", sentence=3699909, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("We will continue to use outside resources as necessary to assist our accounting and finance team in evaluating the accounting for any complex revenue arrangements.", sentence=602691, chars=[0,162], words=[0,25])),

revenue_mention(SpanMention("Revenues from our real estate related segments fell a modest \$1,055,000 while contract drilling revenues more than offset this decrease by increasing \$3,794,000 or 63%.", sentence=585150, chars=[0,167], words=[0,28])),

revenue_mention(SpanMention("Revenues from Increment II closing payment", sentence=3086635, chars=[0,41], words=[0,5])),

revenue_mention(SpanMention("Delays, suspensions, cancellations, payment defaults, scope changes and poor project execution could materially reduce or eliminate the revenues and profits that we actually realize from projects in backlog.", sentence=583729, chars=[0,206], words=[0,32])),

revenue_mention(SpanMention("Revenues from", sentence=3710397, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("We derive a significant portion of our revenues from our operations in Canada.", sentence=594000, chars=[0,77], words=[0,13])),

revenue_mention(SpanMention("As disclosed in Item 9A, management identified a material weakness in our internal control over financial reporting related to revenue recognition due to inadequate design and operation.", sentence=584446, chars=[0,185], words=[0,28])),

revenue_mention(SpanMention("(a) Sales revenue Product sales Rendering of services", sentence=3712481, chars=[0,52], words=[0,9])),

revenue_mention(SpanMention("In fiscal 2008, we derived approximately 75% of our operating revenues from operations in Canada.", sentence=594007, chars=[0,96], words=[0,17])),

revenue_mention(SpanMention("Revenue from the sale of software licenses with out other elements in the contract and which do not require significant modifications or customization for the Company's modeling tools are recognized when the license agreement is signed, the license fee is fixed and determinable, delivery has occurred, and collection is considered probable.", sentence=592246, chars=[0,339], words=[0,54])),

revenue_mention(SpanMention("Sales revenue", sentence=3706964, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("To the extent our insurance is not adequate to cover business interruption losses or repair costs resulting from these events, our total earned revenues and earnings may be adversely affected.", sentence=595558, chars=[0,191], words=[0,31])),

revenue_mention(SpanMention("A \$12.3 million increase in billings in excess of revenue earned.", sentence=588149, chars=[0,64], words=[0,12])),

revenue_mention(SpanMention("Figures seven through to thirteen on these two pages represent the major business sector drivers of OneSteel's domestic revenues.", sentence=786360, chars=[0,128], words=[0,20])),

revenue_mention(SpanMention("A decrease in demand for our services could adversely affect our revenues and results of operations.", sentence=595622, chars=[0,99], words=[0,16])),

revenue_mention(SpanMention("Revenue:", sentence=586220, chars=[0,7], words=[0,1])),

revenue_mention(SpanMention("the business had a strong year amid continued revenue growth.", sentence=793056, chars=[0,60], words=[0,10])),

revenue_mention(SpanMention("In fiscal 2008, approximately 54%, 33% and 13% of Barnwell's oil and natural gas revenues were from the sale of natural gas, oil and natural gas liquids, respectively.", sentence=589216, chars=[0,166], words=[0,36])),

revenue_mention(SpanMention("Revenue on time and material contracts is recognized as services are rendered and performed.", sentence=587634, chars=[0,91], words=[0,14])),

revenue_mention(SpanMention("Revenue Enhancements", sentence=3697938, chars=[0,19], words=[0,1])),

revenue_mention(SpanMention("Any limitations or restrictions on the availability of mortgage financing or increases in mortgage interest rates could reduce residential lot sales, thereby reducing our total revenues and net earnings.", sentence=594733, chars=[0,202], words=[0,30])),

revenue_mention(SpanMention("Revenue recognition- As we reviewed our control documentation surrounding the material weakness disclosed in our Annual Report on Form 10-K for the fiscal year ended December 31, 2015, we concluded that additional work was still required to remediate control deficiencies over revenue recognition due to inadequate design and operation.", sentence=602593, chars=[0,335], words=[0,51])),

revenue_mention(SpanMention("As such, OneSteel's revenue was less affected by swings in", sentence=3698652, chars=[0,57], words=[0,11])),

revenue_mention(SpanMention("Revenues from Increment II closing payment", sentence=3093459, chars=[0,41], words=[0,5])),

revenue_mention(SpanMention("Backlog is expressed in terms of gross revenue and, therefore, may include significant estimated amounts of third-party or pass-through costs to subcontractors and other parties.", sentence=583322, chars=[0,177], words=[0,31])),

revenue_mention(SpanMention("Sales of iron ore and related by-products contributed approximately 16% of total revenue in the 2006/07 financial year.", sentence=787801, chars=[0,118], words=[0,21])),

revenue_mention(SpanMention("Approximately 99% of Barnwell's gross revenues are derived from properties located within Alberta.", sentence=587293, chars=[0,97], words=[0,15])),

revenue_mention(SpanMention("Performance Improvement Solutions (approximately 68% of revenue)", sentence=582051, chars=[0,63], words=[0,9])),

revenue_mention(SpanMention("Sales revenue for the twelve months to June 2007 grew 7.4% to \$4,300.6 million from \$4,004.6 million in the prior corresponding period.", sentence=781479, chars=[0,134], words=[0,25])),

revenue_mention(SpanMention("Furthermore, if estimated cash inflows from home or lot sales do not occur on a timely basis or are less than current expectations, our revenues, operating results, cash inflows and financial condition could be materially impacted.", sentence=595104, chars=[0,230], words=[0,40])),

revenue_mention(SpanMention("If a PCS or professional services element exists in the software license arrangement, revenue is recognized ratably over the longest service period.", sentence=587606, chars=[0,147], words=[0,23])),

revenue_mention(SpanMention("the construction sector, which accounted for 52% of OneSteel's revenue, improved by 4.9%, amid continued strength in the non-residential and engineering segments.", sentence=786536, chars=[0,161], words=[0,30])),

revenue_mention(SpanMention("A reduction in our revenue or margins due to competitive factors could affect our ability to service our debt, including the credit facilities.", sentence=595601, chars=[0,142], words=[0,24])),

revenue_mention(SpanMention("If no PCS or professional services element exists in the arrangement, revenue is deferred until the last undelivered element is delivered.", sentence=587613, chars=[0,137], words=[0,22])),

revenue_mention(SpanMention("Total sales revenue", sentence=3712518, chars=[0,18], words=[0,2])),

revenue_mention(SpanMention("Increased competition could also reduce the number of homes we deliver, reducing our revenues, or cause us to accept reduced margins to maintain sales volumes.", sentence=595594, chars=[0,159], words=[0,28])),

revenue_mention(SpanMention("The ceiling is the estimated after tax future net revenues from proved oil and natural gas properties, discounted at 10% per year.", sentence=593838, chars=[0,129], words=[0,24])),

revenue_mention(SpanMention("Revenues from percentage of sales payments and the Increment II closing payment, net of related costs, are recorded in the Consolidated Statements of Earnings for the years ended September 30, 2008, 2007 and 2006, respectively, as "Sale of interest in leasehold land, net."", sentence=614423, chars=[0,272], words=[0,52])),

revenue_mention(SpanMention("Revenue By Geographic Area:", sentence=618484, chars=[0,26], words=[0,4])),

revenue_mention(SpanMention("Any limitations or restrictions on the availability of mortgage financing, further interest rate increases or limits on the deductibility of home mortgages could adversely affect our sales, which would reduce our revenues.", sentence=594747, chars=[0,221], words=[0,34])),

revenue_mention(SpanMention("In fiscal 2008, natural gas production from the Dunvegan Unit was responsible for approximately 50% of Barnwell's natural gas revenues, as compared to 51% in fiscal 2007.", sentence=589245, chars=[0,169], words=[0,32])),

revenue_mention(SpanMention("In fiscal 2006 Barnwell received net proceeds of \$1,440,000 representing its share of real estate consulting revenues, less related expenses.", sentence=614811, chars=[0,140], words=[0,22])),

revenue_mention(SpanMention("Oil and natural gas revenues decreased \$3,305,000 (9%) from \$37,904,000 in fiscal 2006 to", sentence=599638, chars=[0,88], words=[0,18])),

revenue_mention(SpanMention("Revenues from real estate consulting services a

re recognized when services have been rendered and the terms of the consulting agreement have been satisfied.", sentence=614801, chars=[0,155], words=[0,23])),

revenue_mention(SpanMention("Due to the softening of the real estate market, future revenues from real estate sales will likely be lower than in recent years.", sentence=598605, chars=[0,128], words=[0,24])),

revenue_mention(SpanMention("If we are unable to sell the homes or lots within a reasonable timeframe, our revenues, operating results, cash inflows and financial condition could be materially impacted.", sentence=595034, chars=[0,172], words=[0,30])),

revenue_mention(SpanMention("Approximately 75% of Barnwell's revenues and 96% of Barnwell's capital expenditures for the fiscal year ended September 30, 2008 were attributable to its oil and natural gas activities.", sentence=609057, chars=[0,184], words=[0,33])),

revenue_mention(SpanMention("If we experience a decrease in water well drilling and/or pump installation contracts, we may experience decreased revenues and operating results.", sentence=595642, chars=[0,145], words=[0,22])),

revenue_mention(SpanMention("The Company's successful results were largely due to its oil and natural gas segment's record high prices received for oil, natural gas and natural gas liquids for the year which resulted in a \$14,842,000 increase in oil and natural gas revenues.", sentence=585192, chars=[0,245], words=[0,45])),

revenue_mention(SpanMention("Adverse changes in any of these conditions generally, or in the market in which we operate, could decrease demand and pricing for new homes or result in customer cancellations of pending contracts, which could adversely affect the number of home deliveries we make or reduce the prices we can charge for homes, either of which could result in a reduction in our revenues or deterioration of our margins.", sentence=594992, chars=[0,402], words=[0,72])),

revenue_mention(SpanMention("The following table summarizes the revenues received from WB KD Acquisition, LLC ("WB"), an unrelated entity, for the sale of Kaupulehu Developments' interest in leasehold land, related minority interest in earnings and operating profit for the years ended September 30, 2008, 2007 and 2006.", sentence=600044, chars=[0,290], words=[0,54])),

revenue_mention(SpanMention("Increases in interest rates, tightening of lending standards and decreases, limitations or restrictions in the availability of mortgage financing and other economic factors outside our control, such as consumer confidence and declines in employment levels could lead to slowed home sales, which could adversely affect our total earned revenues and earnings.", sentence=594691, chars=[0,356], words=[0,55])),

revenue_mention(SpanMention("Oil and natural gas revenues", sentence=598863, chars=[0,27], words=[0,4])),

revenue_mention(SpanMention("Contract drilling revenues and costs are associated with well drilling and water pump installation, replacement and repair in Hawaii.", sentence=600503, chars=[0,132], words=[0,20])),

revenue_mention(SpanMention("Revenues - sale of development rights, net", sentence=3086466, chars=[0,41], words=[0,7])),

revenue_mention(SpanMention("Revenues \$ 65,644,000 \$:47 ill,QQ0 \$ 52,2@,QQ0 . \$ _11,21Q, QQ0 \$ 38,54Q,QQ0", sentence=585484, chars=[0,74], words=[0,17])),

revenue_mention(SpanMention("The backlog of contract drilling revenues as of November 30, 2008 was approximately \$3,810,000.", sentence=600537, chars=[0,94], words=[0,16])),

revenue_mention(SpanMention("In calculating discounted future net revenues, oil and natural gas prices in effect at the time of the calculation are held constant, except for changes which are fixed and determinable by existing contracts.", sentence=593845, chars=[0,207], words=[0,35])),

revenue_mention(SpanMention("A significant portion of our contract drilling

division revenues are derived from water and infrastructure contracts with governmental entities or agencies.", sentence=595657, chars=[0,155], words=[0,21])),

revenue_mention(SpanMention("Total revenues", sentence=3094841, chars=[0,13], words=[0,1])),

revenue_mention(SpanMention("Accordingly, if estimated cash inflows do not occur on a timely basis or are less than current expectations or if we are subject to reductions in available credit, our revenues, operating results, cash inflows and financial condition could be materially impacted.", sentence=595855, chars=[0,262], words=[0,45])),

revenue_mention(SpanMention("The development rights option revenues, net of related fees, are recorded in the Consolidated Statements of Earnings as "Sale of development rights, net."", sentence=613896, chars=[0,153], words=[0,28])),

revenue_mention(SpanMention("Oil and natural gas prices have experienced a decline in October and November 2008, thus Barnwell estimates that oil and natural gas revenues for the first quarter of fiscal 2009 will be negatively impacted as compared to the same period in fiscal 2008.", sentence=599589, chars=[0,252], words=[0,44])),

revenue_mention(SpanMention("Credits received by Barnwell under the ARTC program through December 31, 2006 were recorded as a credit against oil and natural gas royalties and reported in oil and natural gas revenues.", sentence=599632, chars=[0,186], words=[0,32])),

revenue_mention(SpanMention("Reduced tax revenues in certain regions may limit spending and new development by local municipalities which in turn will affect the demand for our services in these regions.", sentence=595662, chars=[0,173], words=[0,28])),

revenue_mention(SpanMention(" In fiscal 2008, over 90% of Barnwell's oil and natural gas revenues were from products sold at spot prices.", sentence=592622, chars=[0,112], words=[0,28])),

revenue_mention(SpanMention("Significant expenditures associated with investment in real estate, such as real estate taxes, insurance, maintenance costs and debt payments, cannot generally be reduced even though changes in Hawaii's or the nation's economy may cause a decrease in revenues from our properties.", sentence=594614, chars=[0,279], words=[0,48])),

revenue_mention(SpanMention("Revenues from percentage of sales payments and the Increment II closing payment, net of related costs, are recorded in the Consolidated Statements of Earnings for the years ended September 30, 2008, 2007 and 2006, respectively, as "Sale of interest in leasehold land, net."", sentence=600453, chars=[0,272], words=[0,52])),

revenue_mention(SpanMention("The performance of drilling contracts may extend over more than one year and, in the interim periods, estimates of total contract costs and profits are used to determine revenues and profits earned for reporting the results of contract drilling operations.", sentence=609372, chars=[0,255], words=[0,42])),

revenue_mention(SpanMention("Barnwell's land investment segment revenues accounted for 7% of fiscal 2008 revenues; Barnwell's contract drilling activities accounted for 15% of fiscal 2008 revenues; and Barnwell's residential real estate segment and other revenues comprised 3% of fiscal 2008 revenues.", sentence=609064, chars=[0,271], words=[0,46])),

revenue_mention(SpanMention("Accordingly, the assets, liabilities, stockholders' equity and revenues and expenses of Barnwell's subsidiaries operating in Canada have been adjusted to reflect the change in the exchange rates.", sentence=598801, chars=[0,194], words=[0,31])),

revenue_mention(SpanMention("Revenues - sale of interest in leasehold land, net", sentence=3093573, chars=[0,49], words=[0,9])),

revenue_mention(SpanMention("Revenues, costs and profits applicable to contr

act drilling contracts are included in the Consolidated Statements of Earnings using the percentage of completion method, principally measured by the percentage of labor dollars incurred to date for each contract to total estimated labor dollars for each contract.", sentence=609358, chars=[0,310], words=[0,47])),

revenue_mention(SpanMention("Revenue is recognised and measured at fair value of the consideration received or receivable to the extent that it is probable that the economic benefit will flow to the Group and the revenue can be measured reliably.", sentence=633507, chars=[0,216], words=[0,37])),

revenue_mention(SpanMention("The following specific criteria must also be met before revenue is recognised:", sentence=633514, chars=[0,77], words=[0,12])),

revenue_mention(SpanMention("REVENUES DEC 2015", sentence=3270109, chars=[0,16], words=[0,2])),

revenue_mention(SpanMention("External revenues", sentence=3269264, chars=[0,16], words=[0,1])),

revenue_mention(SpanMention("Sales revenue", sentence=3257058, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("Revenue", sentence=633498, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("In presenting information on the basis of geographical segments, segment revenue is based on the geographical location of production.", sentence=638576, chars=[0,132], words=[0,20])),

revenue_mention(SpanMention("Revenue and costs of production", sentence=3255858, chars=[0,30], words=[0,4])),

revenue_mention(SpanMention("Revenue from one major customer of the Group was approximately \$239 million during the year ended 31 December 2016 (2015: \$190 million).", sentence=637980, chars=[0,135], words=[0,27])),

revenue_mention(SpanMention("Royalty obligations based on quantity produced or as a percentage of revenue that do not have the characteristics of income tax, are included in costs of sales.", sentence=633604, chars=[0,159], words=[0,28])),

revenue_mention(SpanMention("Revenue, expenses and assets are recognised net of the amount of goods and services tax and equivalent indirect taxes, except where the amount of tax incurred is not recoverable from the taxation authority.", sentence=634734, chars=[0,205], words=[0,35])),

revenue_mention(SpanMention("External revenues", sentence=3269063, chars=[0,16], words=[0,1])),

revenue_mention(SpanMention("Revenue of \$239.8 million (2015: \$190.6 million) was generated from the sale of 146,316 ounces at an average price, net of smelting and refining costs, of \$1,639 per ounce (2015: \$1,569 per ounce).", sentence=615955, chars=[0,196], words=[0,45])),

revenue_mention(SpanMention("REVENUES DEC 2016", sentence=3270069, chars=[0,16], words=[0,2])),

revenue_mention(SpanMention("Sales revenue", sentence=615938, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("Sales revenue", sentence=3255864, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("Bullion awaiting settlement is initially recognised at fair value less costs to sell and represents revenue to the Group as it has met the criteria defined at note 3(d) below.", sentence=633372, chars=[0,174], words=[0,31])),

revenue_mention(SpanMention("An operating segment is a component of the Group that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Group's other components.", sentence=634831, chars=[0,237], words=[0,40])),

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revenue_mention(SpanMention("Revenue", sentence=3265263, chars=[0,6], words=[0,0])),
revenue_mention(SpanMention("AASB 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognised.", sentence=635016, chars=[0,110], words=[0,17])),
revenue_mention(SpanMention("The agreement requires the Group make annual payments to the municipalities calculated as one percent of the Gross Revenue (as defined by the Agreement) of the Tucano Gold Mine.", sentence=647209, chars=[0,176], words=[0,31])),
revenue_mention(SpanMention("Revenue and costs of production", sentence=3257050, chars=[0,30], words=[0,4])),
revenue_mention(SpanMention("The Group has reported a significant increase in gold sales revenue, driven primarily by a 20% increase in gold ounces sold.", sentence=615945, chars=[0,123], words=[0,23])),
revenue_mention(SpanMention("Gold sales revenue is recognised when;", sentence=633530, chars=[0,37], words=[0,6])),
revenue_mention(SpanMention("It replaces existing revenue recognition guidance, including AASB 118 Revenue and AASB 111 Construction Contracts.", sentence=635023, chars=[0,113], words=[0,16])),
revenue_mention(SpanMention("Revenue from operations", sentence=637436, chars=[0,22], words=[0,2])),
revenue_mention(SpanMention("Revenues from external customers are derived from the sale of coal and freight services.", sentence=643358, chars=[0,87], words=[0,14])),
revenue_mention(SpanMention("Revenue is not recognised until the service has been completed.", sentence=640429, chars=[0,62], words=[0,10])),
revenue_mention(SpanMention("Revenue from operations", sentence=3084966, chars=[0,22], words=[0,2])),
revenue_mention(SpanMention("Revenue from the sale of goods is recognised when there is an executed sales agreement at the time of delivery of the goods to customer, indicating that there has been a transfer of risks and rewards to the customer, no further work", sentence=640396, chars=[0,231], words=[0,43])),
revenue_mention(SpanMention("Revenue from freight services is recognised in the accounting period in which the services are provided.", sentence=640422, chars=[0,103], words=[0,16])),
revenue_mention(SpanMention("The following specific recognition criteria must also be met before revenue is recognised:", sentence=640383, chars=[0,89], words=[0,13])),
revenue_mention(SpanMention("probable that the economic benefits will flow to the group and the revenue can be reliably measured.", sentence=640377, chars=[0,99], words=[0,17])),
revenue_mention(SpanMention("Revenue recognition", sentence=640363, chars=[0,18], words=[0,1])),
revenue_mention(SpanMention("Segment revenue", sentence=643340, chars=[0,14], words=[0,1])),
revenue_mention(SpanMention("The revenue from external parties reported to the board is measured in a manner consistent with that in the income statement.", sentence=643350, chars=[0,124], words=[0,21])),
revenue_mention(SpanMention("Our domestic production showed revenue of NZD $41.0 million and, with the new contracts and", sentence=628831, chars=[0,90], words=[0,16])),
revenue_mention(SpanMention("Revenue is recognised and measured at the fair value of the consideration received or receivable to the extent it is", sentence=640370, chars=[0,115], words=[0,19])),
revenue_mention(SpanMention("Revenues, expenses and assets are recognised net of the amount of goods and services tax ("GST"), except where the GST incur

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red on a purchase of goods and services is not recoverable from the taxation authorities, in which case the GST is recognised as part of the cost of acquisition of the asset or as part of an item of the expense item as applicable.", sentence=642286, chars=[0,353], words=[0,71])),
revenue_mention(SpanMention("Revenue from operations 41,024", sentence=630875, chars=[0,29], words=[0,3])),
revenue_mention(SpanMention("Reductions in our backlog due to cancellation or modification by a customer or for other reasons may adversely affect, potentially to a material extent, the revenues and earnings we actually receive from contracts included in our backlog.", sentence=583734, chars=[0,237], words=[0,39])),
revenue_mention(SpanMention("No other individual customer accounted for more than 10% of our consolidated revenue in 2016 or 2015.", sentence=593617, chars=[0,100], words=[0,18])),
revenue_mention(SpanMention("For example, our revenue from software arrangements with multiple elements including services are currently recognized ratably due to the lack of VSOE of fair value.", sentence=594279, chars=[0,164], words=[0,26])),
revenue_mention(SpanMention("For the years ended December 31, 2016 and 2015, 73% and 71%, respectively, of the Company's consolidated revenue was from customers in the nuclear power industry.", sentence=601770, chars=[0,161], words=[0,33])),
revenue_mention(SpanMention("Total revenue", sentence=586242, chars=[0,12], words=[0,1])),
revenue_mention(SpanMention("Since our expense levels are based in part on our expectations as to future revenue and includes certain fixed, pre-negotiated, and prepaid costs, we may be unable to adjust spending in a timely manner to compensate for any revenue shortfall and such revenue shortfalls would likely have a disproportionate adverse effect on our operating results.", sentence=583678, chars=[0,346], words=[0,60])),
revenue_mention(SpanMention("We are developing a checklist to be used by our accounting and finance team to ensure that all contract terms and conditions are reviewed and the applicable accounting guidance is reviewed and applied to each of our revenue arrangements.", sentence=602684, chars=[0,236], words=[0,39])),
revenue_mention(SpanMention("These cancellation fees usually provide for reimbursement of our out-of-pocket costs, revenues for work performed prior to cancellation and a varying percentage of the profits we would have realized had the contract been completed.", sentence=583747, chars=[0,230], words=[0,39])),
revenue_mention(SpanMention("The Company recognizes revenue through fixed price contracts for the sale of uniquely designed/customized systems containing hardware, software and other materials which generally apply to the Performance Improvement Solutions segment and time and material contracts for Nuclear Industry Training and Consulting support and service agreements.", sentence=592118, chars=[0,342], words=[0,48])),
revenue_mention(SpanMention("The decrease in revenue was primarily driven by the Company's focus on winning higher margin contracts versus lower margin, higher revenue contracts.", sentence=586186, chars=[0,148], words=[0,24])),
revenue_mention(SpanMention("The Company recognizes revenue under time and materials contracts primarily from Nuclear Industry Training and Consulting and certain cost-reimbursable contracts.", sentence=587627, chars=[0,162], words=[0,21])),
revenue_mention(SpanMention("A significant portion of our revenue is attributable to contracts entered into on a fixed price basis, which allow us to benefit from cost savings, but we carry the burden of cost overruns.", sentence=583779, chars=[0,188], words=[0,35])),

revenue_mention(SpanMention("On an ongoing basis, the Company evaluates the estimates used, including but not limited to those related to revenue recognition, the allowance for doubtful accounts, estimates of future warranty costs, impairments of goodwill and other intangible assets and contingent consideration to be paid in business acquisitions, valuation of stock based compensation awards, and income taxes.", sentence=592097, chars=[0,383], words=[0,62])),

revenue_mention(SpanMention("Revenue for the year ended December 31, 2016, totaled \$53.1 million, which was 6.5% less than the \$56.8 million of revenue for the year ended December 31, 2015.", sentence=586176, chars=[0,159], words=[0,35])),

revenue_mention(SpanMention("Revenue from Contracts with Customers", sentence=594224, chars=[0,36], words=[0,4])),

revenue_mention(SpanMention("Nuclear Industry Training and Consulting (approximately 32% of revenue)", sentence=582076, chars=[0,70], words=[0,11])),

revenue_mention(SpanMention("This resulted in an improvement in our gross profit as a percent of revenue for the year ended December 31, 2016, compared to the same period of 2015.", sentence=586192, chars=[0,149], words=[0,30])),

revenue_mention(SpanMention("While the majority of revenue comes from the nuclear power market, we also serve the fossil, refining, chemical, and petrochemical markets.", sentence=581927, chars=[0,138], words=[0,25])),

revenue_mention(SpanMention("In 2016, approximately 33% of our revenue was generated from end-users outside the United States.", sentence=582830, chars=[0,96], words=[0,19])),

revenue_mention(SpanMention("Revenue, operating income (loss) and total assets for the Company's United States, European, and Asian subsidiaries as of and for the years ended December 31, 2016 and 2015 are as follows:", sentence=601784, chars=[0,187], words=[0,38])),

revenue_mention(SpanMention(", which provides guidance for revenue recognition.", sentence=594230, chars=[0,49], words=[0,7])),

revenue_mention(SpanMention("The Company has a qualified defined contribution plan that covers all U.S. employees under Section 401(k) of the Internal Revenue Code.", sentence=601069, chars=[0,134], words=[0,22])),

revenue_mention(SpanMention("Our inability to protect our intellectual property rights from infringement, dilution, or loss could make it more difficult for us to generate revenue from the offer, licensure, and sale of our products and services and could enable third parties to compete with us more effectively", sentence=583980, chars=[0,281], words=[0,48])),

revenue_mention(SpanMention("A \$0.6 million decrease in billings in excess of revenue earned.", sentence=588219, chars=[0,63], words=[0,12])),

revenue_mention(SpanMention("A failure to attract and retain technical personnel could reduce our revenue and our operational effectiveness.", sentence=584135, chars=[0,110], words=[0,16])),

revenue_mention(SpanMention("In 2016, 73% of our revenue was from customers in the nuclear power industry (71% in 2015).", sentence=583425, chars=[0,90], words=[0,22])),

revenue_mention(SpanMention("Any disruption in this industry would have a material adverse effect upon our revenue and profitability.", sentence=583419, chars=[0,103], words=[0,16])),

revenue_mention(SpanMention("Amortization of capitalized computer software development costs is included in cost of revenue and is determined using the straight-line method over the remaining estimated economic life of the product, typically three years.", sentence=592684, chars=[0,224], words=[0,35])),

revenue_mention(SpanMention("The Company recognizes revenue through (1) fixed price contracts on the sale of uniquely designed systems containing hardware, software and other materials which apply mainly to the Performance Improvement Solutions segment as well as (2) time and material contracts primarily t

through Nuclear Industry Training and Consulting support and service agreements.", sentence=587435, chars=[0,356], words=[0,55])),

revenue_mention(SpanMention("We have a concentration of revenue from an individual customer, which accounted for approximately 10.2% and 15.9% of our consolidated revenue for the years ended December 31, 2016 and 2015, respectively.", sentence=593609, chars=[0,202], words=[0,36])),

revenue_mention(SpanMention("The preparation of the consolidated financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting period.", sentence=592091, chars=[0,455], words=[0,67])),

revenue_mention(SpanMention("Contract receivables include recoverable costs and accrued profit not billed which represents revenue recognized in excess of amounts billed.", sentence=592447, chars=[0,140], words=[0,19])),

revenue_mention(SpanMention("Remeasurement of related contract receivables and billings in excess of revenue earned", sentence=3246051, chars=[0,85], words=[0,11])),

revenue_mention(SpanMention("Our simulation business is dependent on product innovation and research and development, which costs are incurred prior to realization of revenue for new products and improvements.", sentence=583836, chars=[0,179], words=[0,27])),

revenue_mention(SpanMention("We expect to derive a significant portion of our revenue from customers in the nuclear power industry for the foreseeable future.", sentence=583431, chars=[0,128], words=[0,21])),

revenue_mention(SpanMention("We provide customers with simulation, engineering and plant services that help clients reduce risks associated with operating their plants, increase revenue through improved plant and employee performance, and lower costs through improved operational efficiency.", sentence=581911, chars=[0,261], words=[0,37])),

revenue_mention(SpanMention("These estimates and assumptions include revenue growth rates and operating margins used to calculate projected future cash flows, risk-adjusted discount rates, future economic and market conditions and determination of appropriate market comparables.", sentence=587809, chars=[0,249], words=[0,36])),

revenue_mention(SpanMention("Amortization of capitalized computer software development costs is included in cost of revenue and is determined using the straight-line method over the remaining estimated economic life of the product, typically three years.", sentence=584533, chars=[0,224], words=[0,35])),

revenue_mention(SpanMention("The Company also recognizes revenue from the sale of software licenses from contracts with multiple deliverables.", sentence=587564, chars=[0,112], words=[0,16])),

revenue_mention(SpanMention("Revenue", sentence=3250189, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("The increase in gross profit in 2016 is primarily driven by the Company's focus on entering into higher margin contracts versus lower margin, higher revenue contracts.", sentence=586555, chars=[0,167], words=[0,28])),

revenue_mention(SpanMention("Amortization is recognized on a straight-line basis over the estimated useful life of the intangible assets, except for contract backlog and contractual customer relationships which are recognized in proportion to the related projected revenue streams.", sentence=592855, chars=[0,251], words=[0,38])),

revenue_mention(SpanMention("The Company recognizes revenue from these contracts ratably over the life of the agreements.", sentence=587535, chars=[0,91], words=[0,14])),

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revenue_mention(SpanMention("While the majority of revenue comes from the nuclear power market, we also serve the fossil, refining, chemical, and petrochemical markets.", sentence=585272, chars=[0,138], words=[0,25])),
revenue_mention(SpanMention("Performance Improvement Solutions revenue decreased 4.3% from $37.1 million to $35.5 million for the years ended December 31, 2015 and 2016, respectively.", sentence=586263, chars=[0,153], words=[0,27])),
revenue_mention(SpanMention("Billings in excess of revenue earned", sentence=3243483, chars=[0,35], words=[0,5])),
revenue_mention(SpanMention("The foreign currency denominated trade receivables, unbilled receivables, billings in excess of revenue earned and subcontractor accruals that are related to the outstanding foreign exchange contracts are remeasured at the end of each period into the functional currency using the current exchange rate at the end of the period.", sentence=593934, chars=[0,327], words=[0,51])),
revenue_mention(SpanMention("The TVA provided 10.2% and 15.9% of our consolidated revenue for the years ended December 31, 2016 and 2015, respectively.", sentence=583619, chars=[0,121], words=[0,24])),
revenue_mention(SpanMention("Therefore, revenues from a foreign customer that contracted directly with our U.S. entity are included in revenues from the United States.", sentence=602264, chars=[0,137], words=[0,22])),
revenue_mention(SpanMention("Revenue recognition", sentence=592112, chars=[0,18], words=[0,1])),
revenue_mention(SpanMention("Software Revenue Recognition", sentence=592281, chars=[0,27], words=[0,2])),
revenue_mention(SpanMention("The Company recognizes revenue from these contracts ratably over the life of the agreements.", sentence=592239, chars=[0,91], words=[0,14])),
revenue_mention(SpanMention("Financial information is provided in Note 15 of the accompanying consolidated financial statements regarding our business segments and geographic operations and revenue.", sentence=582111, chars=[0,168], words=[0,22])),
revenue_mention(SpanMention("The loss of any significant customer would adversely affect Hyperspring's revenue, results of operations, and cash flows.", sentence=583635, chars=[0,120], words=[0,20])),
revenue_mention(SpanMention("The following table sets forth the revenue and operating results attributable to each reportable segment and includes a reconciliation of segment revenue to consolidated revenue and operating results to consolidated income (loss) before income taxes.", sentence=601174, chars=[0,249], words=[0,37])),
revenue_mention(SpanMention("Accordingly, any revenue shortfall would likely have a disproportionate effect on our operating results.", sentence=583648, chars=[0,103], words=[0,15])),
revenue_mention(SpanMention("For the year ended December 31, 2016, Nuclear Industry Training and Consulting revenue totaled $17.6 million compared to revenue of $19.7 million during the year ended December 31, 2015.", sentence=586275, chars=[0,186], words=[0,35])),
revenue_mention(SpanMention("Our revenue was $53.1 million and $56.8 million for the years ended December 31, 2016 and 2015, respectively.", sentence=583653, chars=[0,108], words=[0,22])),
revenue_mention(SpanMention("Revenue", sentence=3242237, chars=[0,6], words=[0,0])),
revenue_mention(SpanMention("The following table sets forth the results of operations for the periods presented expressed as a percentage of revenue.", sentence=585334, chars=[0,119], words=[0,19])),
revenue_mention(SpanMention("Sales of products and services to end users outside the United States accounted for approximately 33% of the Company's consolidated revenue.", sentence=585334, chars=[0,119], words=[0,19])),

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olidated revenue in 2016 and 31% of consolidated revenue in 2015.", sentence=583473, chars=[0,187], words=[0,33])),
revenue_mention(SpanMention("As the Company recognizes revenue under the percentage-of-completion method, it provides an accrual for estimated future warranty costs based on historical and projected claims experience.", sentence=592204, chars=[0,187], words=[0,30])),
revenue_mention(SpanMention("Our expense levels are based upon our expectations as to future revenue, and we may be unable to adjust spending to compensate for a revenue shortfall.", sentence=583641, chars=[0,150], words=[0,27])),
revenue_mention(SpanMention("Revenue Recognition.", sentence=587430, chars=[0,19], words=[0,2])),
revenue_mention(SpanMention("The Company also recognizes revenue from the sale of software licenses from contracts with multiple deliverables.", sentence=592267, chars=[0,112], words=[0,16])),
revenue_mention(SpanMention("The standard's core principle is that a company will recognize revenue when it transfers promised goods or services to customers in an amount that reflects the consideration to which the company expects to be entitled in exchange for those goods or services.", sentence=594237, chars=[0,257], words=[0,43])),
revenue_mention(SpanMention("All revenues in Asia were attributable to our Chinese subsidiary.", sentence=602278, chars=[0,64], words=[0,10])),
revenue_mention(SpanMention("The Company recognizes revenue arising from contract claims either as income or as an offset against a potential loss only when the amount of the claim can be estimated reliably and realization is probable and there is a legal basis of the claim.", sentence=592183, chars=[0,245], words=[0,43])),
revenue_mention(SpanMention("The Company entered 2017 with \$73.2 million of backlog; \$43.9 million of which is expected to convert to revenue in 2016.", sentence=588493, chars=[0,120], words=[0,24])),
revenue_mention(SpanMention("Looking ahead, while we see continued volatility in global debt and equity markets, we expect that this will not fundamentally affect the continuing strong demand for mineral resources, energy and water resources, which, in turn, will drive continued growth in the Company's revenues.", sentence=541431, chars=[0,283], words=[0,50])),
revenue_mention(SpanMention("REvEnUE FROM COntInUIng OPERATIOnS*", sentence=542603, chars=[0,34], words=[0,4])),
revenue_mention(SpanMention("We expect, therefore, continued double-digit percentage growth in the Company's revenues and financial results in 2008.", sentence=541455, chars=[0,118], words=[0,21])),
revenue_mention(SpanMention("We are pleased to announce to our Shareholders that in Boart Longyear's first year of operation as a listed company we posted record revenues and profits exceeding the commitments we made in our IPO prospectus.", sentence=541515, chars=[0,209], words=[0,36])),
revenue_mention(SpanMention("This result was achieved from revenues of US\$1,571 million which exceeded our prospectus forecast (US\$1,461 million) by US\$110 million, or 8 percent.", sentence=541280, chars=[0,148], words=[0,28])),
revenue_mention(SpanMention("Chart 2: Segment geographic sales revenue FY2014, \$M 1", sentence=841650, chars=[0,53], words=[0,11])),
revenue_mention(SpanMention("Sales revenue", sentence=3721352, chars=[0,12], words=[0,1])),
revenue_mention(SpanMention("Sales revenue", sentence=839521, chars=[0,12], words=[0,1])),
revenue_mention(SpanMention("Sales revenue", sentence=841075, chars=[0,12], words=[0,1])),
revenue_mention(SpanMention("From the date of acquisition, Pacific Steel has contributed revenues of AUD 20.7M and a loss before interest and tax of AUD 0.8M to the Group which includes AUD 1.1M of integration costs.", sentence=8

85710, chars=[0,186], words=[0,37])),
 revenue_mention(SpanMention("Includes revenue other than sales revenue, and from discontinued businesses - that is, total revenue has not been restated for sale or closure of any businesses after that date - for example, FY2011 financials have not been adjusted to reflect divestment of Metl-Span.", sentence=891694, chars=[0,267], words=[0,48])),
 revenue_mention(SpanMention("Excludes the Company's 50% share of NSBSL's sales revenue of A\$743.9M in FY2014 and A\$620.7M in FY2013.", sentence=843324, chars=[0,102], words=[0,24])),
 revenue_mention(SpanMention("The China business contributed approximately 70% of sales revenue in FY2014; the remaining 30% was derived from ASEAN.", sentence=842785, chars=[0,117], words=[0,21])),
 revenue_mention(SpanMention("Total Revenue(1)", sentence=3742643, chars=[0,15], words=[0,2])),
 revenue_mention(SpanMention("Sales revenue", sentence=3720879, chars=[0,12], words=[0,1])),
 revenue_mention(SpanMention("Sales revenue 1", sentence=3722133, chars=[0,14], words=[0,2])),
 revenue_mention(SpanMention("The companies in the peer group have been selected because they reflect the size and complexity of BlueScope with similarities on one or more of the following dimensions: operate in multiple geographies, have manufacturing or logistics operations in Australia, are involved in the building and construction industry, have similar number of employees, have similar revenue, or similar market capitalisation.", sentence=848474, chars=[0,405], words=[0,65])),
 revenue_mention(SpanMention("Sales revenue", sentence=882019, chars=[0,12], words=[0,1])),
 revenue_mention(SpanMention("Net operating assets were \$133.1M higher than at 30 June 2013 primarily due to higher inventories driven mainly by the business acquisitions, lower provisions (mainly defined benefit super and workers compensation movements) and higher receivables (higher sales revenue).", sentence=839625, chars=[0,270], words=[0,45])),
 revenue_mention(SpanMention("Other revenue", sentence=882100, chars=[0,12], words=[0,1])),
 revenue_mention(SpanMention("Revenue from operating activities", sentence=882012, chars=[0,32], words=[0,3])),
 revenue_mention(SpanMention("From the date of acquisition, Orrcon and Fielders have contributed revenues of \$193.3M and earnings before interest and tax of \$3.0M to the Group, which includes \$1.1M of integration costs.", sentence=885619, chars=[0,188], words=[0,38])),
 revenue_mention(SpanMention("Revenue 13", sentence=877051, chars=[0,9], words=[0,1])),
 revenue_mention(SpanMention("Offsetting factors include lower iron ore prices reducing New Zealand iron sands revenue; the unresolved political situation in Thailand and normalisation of the underlying tax rate.", sentence=838418, chars=[0,181], words=[0,27])),
 revenue_mention(SpanMention("Sales revenue", sentence=840348, chars=[0,12], words=[0,1])),
 revenue_mention(SpanMention("The \$210.0M increase in sales revenue was mainly due to higher despatch volumes largely driven by acquired businesses and slightly better market activity, partly offset by lower selling prices driven by the strong AUD:USD exchange rate and import competition.", sentence=840355, chars=[0,258], words=[0,44])),
 revenue_mention(SpanMention("The \$706.9M (10%) increase in sales revenue from continuing operations principally reflects:", sentence=837874, chars=[0,91], words=[0,17])),
 revenue_mention(SpanMention("Revenue and employee numbers are based on the 1

atest annual reports to 30 June 2013.", sentence=871110, chars=[0,83], words=[0,15])),

revenue_mention(SpanMention("Segment external revenue/EBIT 7,981.1", sentence=3717993, chars=[0,36], words=[0,5])),

revenue_mention(SpanMention("Favourable foreign exchange impact on export revenues from a weaker AUD:USD exchange rate (FY2014 US\$0.918; FY2013 US\$1.027) combined with the flow-on benefit to domestic prices.", sentence=839113, chars=[0,177], words=[0,34])),

revenue_mention(SpanMention("Company Market Cap Revenue (\$m)2 Employees2 Geographic", sentence=3736836, chars=[0,53], words=[0,8])),

revenue_mention(SpanMention("Sales revenue", sentence=3721704, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("Revenue", sentence=3717581, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("Chart 3: Segment geographic sales revenue FY2014, \$M Total: \$1,586.7M", sentence=842680, chars=[0,68], words=[0,15])),

revenue_mention(SpanMention("Revenue from external customers", sentence=3739579, chars=[0,30], words=[0,3])),

revenue_mention(SpanMention("Total revenue from continuing operations", sentence=3741063, chars=[0,39], words=[0,4])),

revenue_mention(SpanMention("Segment revenues from sales to", sentence=880542, chars=[0,29], words=[0,4])),

revenue_mention(SpanMention("Excludes the company's 50% share of North Star BlueScope Steel revenue.", sentence=891686, chars=[0,70], words=[0,13])),

revenue_mention(SpanMention("Revenue from external customers", sentence=3740470, chars=[0,30], words=[0,3])),

revenue_mention(SpanMention("Revenue", sentence=881966, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("Sales revenue", sentence=842902, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("Offsetting factors include lower iron ore prices reducing New Zealand iron sands revenue; the unresolved political situation in Thailand and normalisation of the underlying tax rate.", sentence=833338, chars=[0,181], words=[0,27])),

revenue_mention(SpanMention("The \$252.8M increase in sales revenue is primarily due to:", sentence=839529, chars=[0,57], words=[0,12])),

revenue_mention(SpanMention("Sales revenue", sentence=841931, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("International prices for long products have a direct impact on OneSteel's revenue", sentence=789202, chars=[0,80], words=[0,12])),

revenue_mention(SpanMention("However expense control initiatives offset the profit impact of the reduced revenue.", sentence=790944, chars=[0,83], words=[0,12])),

revenue_mention(SpanMention("Revenue improved 0.9% to \$1,850 million reflecting a year of mixed progress.", sentence=791720, chars=[0,75], words=[0,14])),

revenue_mention(SpanMention("Sales revenue increased 7.4% to \$4,300.6 million, driven by higher despatches, favourable change in product mix and price increases previously implemented to recover higher raw material input costs.", sentence=813797, chars=[0,197], words=[0,32])),

revenue_mention(SpanMention("These sales will provide a significant addition to revenue, earnings and cash, while diversifying OneSteel's income stream.", sentence=783249, chars=[0,122], words=[0,20])),

revenue_mention(SpanMention("OneSteel also faces competition from imports and international steel prices have a direct impact on OneSteel's revenue.", sentence=3698336, chars=[0,118], words=[0,18])),

revenue_mention(SpanMention("Sales revenue increased 7.4% to \$4,300.6 million", sentence=778627, chars=[0,47], words=[0,8])),

revenue_mention(SpanMention("OneSteel has iron ore reserves in the South Middleback Ranges that it uses to both feed the Whyalla Steelworks and to sell to external parties as an additional source of revenue.", sentence=787769, chars=[0,177], words=[0,31])),

revenue_mention(SpanMention("Increased selling prices have underpinned sales revenue growth.", sentence=792832, chars=[0,62], words=[0,8])),

revenue_mention(SpanMention("Total other revenue", sentence=3712607, chars=[0,18], words=[0,2])),

revenue_mention(SpanMention("Mining production represented approximately 10% of OneSteel revenues.", sentence=787856, chars=[0,68], words=[0,9])),

revenue_mention(SpanMention("Figure six is an index of activity in the segments that drove OneSteel's domestic revenue.", sentence=786512, chars=[0,89], words=[0,16])),

revenue_mention(SpanMention("this sector represented 5% of OneSteel's revenues.", sentence=787489, chars=[0,49], words=[0,9])),

revenue_mention(SpanMention("During the year management initiatives delivered approximately \$40 million in cost reductions and revenue enhancements of \$150 million which offset inflationary and raw material input costs that lifted total cost increases to \$159 million.", sentence=783082, chars=[0,238], words=[0,37])),

revenue_mention(SpanMention("Other Revenue", sentence=3696933, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("OneSteel's revenues and earnings are sensitive to the level of activity in the cyclical Australian construction, manufacturing, mining and agricultural industries and, to a lesser extent, the same industries in Asia and New Zealand.", sentence=3698294, chars=[0,231], words=[0,39])),

revenue_mention(SpanMention("Source: GDP data: Australian Bureau of Statistics, data for 2006 Revenue Drivers' data: OneSteel management estimates for", sentence=786600, chars=[0,120], words=[0,21])),

revenue_mention(SpanMention("(b) Other revenue", sentence=3712537, chars=[0,16], words=[0,4])),

revenue_mention(SpanMention("The construction sector that accounted for 52% of OneSteel's revenue grew 4.9%, with engineering construction (20% of revenue) up 5.0%, non-residential construction", sentence=778750, chars=[0,163], words=[0,32])),

revenue_mention(SpanMention("TOTAL REVENUE", sentence=3712628, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("the industrial and retail market segments grew in revenue terms as a result of the buoyant Western Australian economy and increased market penetration.", sentence=793024, chars=[0,150], words=[0,23])),

revenue_mention(SpanMention("a greater proportion of OneSteel's revenue base.", sentence=787792, chars=[0,47], words=[0,8])),

revenue_mention(SpanMention("Figure five compares the revenue drivers of OneSteel's business with those of the broader Australian economy and Figure six charts the growth in activity in OneSteel's domestic revenue drivers.", sentence=786352, chars=[0,192], words=[0,31])),

revenue_mention(SpanMention("Reinforcing revenue was lifted by higher rebar tonnages particularly due to high volumes to the Connect East project in Melbourne.", sentence=791216, chars=[0,129], words=[0,20])),

revenue_mention(SpanMention("As well as being a new source of revenue and profit, Project Magnet has significant environmental benefits.", sentence=781368, chars=[0,106], words=[0,18])),

revenue_mention(SpanMention("OneSteel Domestic Sales Revenue Drivers", sentence=


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nce=786472, chars=[0,38], words=[0,4])),
  revenue_mention(SpanMention("In terms of OneSteel's revenue drivers, construction accounted", sentence=3698628, chars=[0,61], words=[0,9])),
  revenue_mention(SpanMention("this sector represented 10% of OneSteel revenues and activity levels declined by 3.6% over the year, as outlined in Figure ten.", sentence=787736, chars=[0,126], words=[0,24])),
  revenue_mention(SpanMention("Agricultural production represented 5% of OneSteel revenues and declined by 17.6% from the prior year as a result of continued drought conditions in many areas (refer to Figure twelve).", sentence=787968, chars=[0,184], words=[0,33])),
  revenue_mention(SpanMention("Agriculture, the segment that accounted for 5% of OneSteel's revenue, was down 17.6% reflecting the ongoing drought", sentence=779127, chars=[0,114], words=[0,21])),
  revenue_mention(SpanMention("Sales Revenue EBIT", sentence=778516, chars=[0,17], words=[0,2])),
  revenue_mention(SpanMention("Both Project Magnet and the Smorgon Steel transaction represent growth initiatives that will significantly add to, and diversify, OneSteel's revenue and earnings streams.", sentence=783232, chars=[0,169], words=[0,26])),
  revenue_mention(SpanMention("Activity in the segments that impact OneSteel revenues rose approximately 2%", sentence=778743, chars=[0,75], words=[0,11])),
  revenue_mention(SpanMention("Revenue 405.2 390.4 3.8", sentence=791408, chars=[0,22], words=[0,3])),
  revenue_mention(SpanMention("Rental revenue", sentence=3712566, chars=[0,13], words=[0,1])),
  revenue_mention(SpanMention("Total Revenue", sentence=3714338, chars=[0,12], words=[0,1])),
  revenue_mention(SpanMention("Cost reductions of $40 million and revenue enhancements of $150 million together offset inflationary and raw material cost increases of $159 million.", sentence=779180, chars=[0,148], words=[0,25])),
  revenue_mention(SpanMention("total Revenue", sentence=3696961, chars=[0,12], words=[0,1])),
  revenue_mention(SpanMention("Revenue 1,850.0 1,833.9 0.9", sentence=790760, chars=[0,26], words=[0,3])),
  revenue_mention(SpanMention("Revenue Enhancements", sentence=3716571, chars=[0,19], words=[0,1])),
  revenue_mention(SpanMention("Competitive benefits - a more competitive business with lower costs, improved raw material integration and opportunities with diversified revenue streams.", sentence=781448, chars=[0,153], words=[0,21])),
  revenue_mention(SpanMention("Domestic Revenue Drivers", sentence=786504, chars=[0,23], words=[0,2])),
  revenue_mention(SpanMention("OneSteel Revenue Drivers", sentence=786616, chars=[0,23], words=[0,2])),
  revenue_mention(SpanMention("OneSteel derived 12% of its revenues from this segment in 2006/07.", sentence=787235, chars=[0,65], words=[0,12])),
  revenue_mention(SpanMention("Inter-segment revenues Other revenue/income", sentence=3711566, chars=[0,42], words=[0,7])),
  revenue_mention(SpanMention("Segment revenues Revenues from customers outside the consolidated", sentence=3711552, chars=[0,64], words=[0,7])),
  revenue_mention(SpanMention("Mining production, which accounted for 10% of revenue, expanded 3.3%", sentence=778766, chars=[0,67], words=[0,13])),
  revenue_mention(SpanMention("Revenue By Segment $m", sentence=779492, chars=[0,20], words=[0,4])),
  revenue_mention(SpanMention("Auto manufacturing, which accounted for 5% of revenues, was flat", sentence=779110, chars=[0,63], words=[0,12])),

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revenue_mention(SpanMention("Other Revenue", sentence=3714271, chars=[0,12], words=[0,1])),
revenue_mention(SpanMention("OneSteel Revenue Drivers", sentence=786624, chars=[0,23], words=[0,2])),
revenue_mention(SpanMention("Other revenue", sentence=3707035, chars=[0,12], words=[0,1])),
revenue_mention(SpanMention("(20% of revenue) expanding 6.5%, and residential construction (12% of revenue) up 2.1%", sentence=778759, chars=[0,85], words=[0,21])),
revenue_mention(SpanMention("Revenue", sentence=3699277, chars=[0,6], words=[0,0])),
revenue_mention(SpanMention("Revenue by Commodity 1", sentence=553754, chars=[0,21], words=[0,3])),
revenue_mention(SpanMention("Revenue was reduced by \$74.4 million and EBITDA was reduced by \$7.3 million due to foreign exchange.", sentence=558250, chars=[0,99], words=[0,19])),
revenue_mention(SpanMention("Total third party revenue", sentence=3000634, chars=[0,24], words=[0,3])),
revenue_mention(SpanMention("Based on percentages of total Company revenue for the year ended 31 December 2015.", sentence=552284, chars=[0,81], words=[0,14])),
revenue_mention(SpanMention("In particular, Global Drilling Services' revenue associated with gold has decreased to \$250.1 million for 2015, compared to", sentence=553726, chars=[0,122], words=[0,20])),
revenue_mention(SpanMention("Based on percentages of total Company revenue for the year ended 31 December 2015", sentence=553749, chars=[0,80], words=[0,13])),
revenue_mention(SpanMention("Drilling Services Revenue by Stage", sentence=546355, chars=[0,33], words=[0,4])),
revenue_mention(SpanMention("The Company is not providing an outlook for 2016 revenue or EBITDA.", sentence=555799, chars=[0,66], words=[0,12])),
revenue_mention(SpanMention("Compared to the company's operating plan, revenue was below plan by \$65.0 million (below plan by \$37.6 million net of foreign exchange).", sentence=558264, chars=[0,135], words=[0,27])),
revenue_mention(SpanMention("Gold and copper continue to be the primary commodities our customers were spending their exploration budgets on in 2015 representing 47.4% and 21.0% of revenue, respectively.", sentence=553712, chars=[0,173], words=[0,29])),
revenue_mention(SpanMention("Revenue", sentence=2996812, chars=[0,6], words=[0,0])),
revenue_mention(SpanMention("Reductions in commodity prices have negatively impacted our revenues, as mining customers have elected to reduce exploration budgets in response to a lower pricing environment.", sentence=553719, chars=[0,175], words=[0,26])),
revenue_mention(SpanMention("In applying Australian Accounting Standards, management is required to make judgments, estimates and form assumptions that affect the application of accounting policies and reported amounts of assets and liabilities and the disclosure of contingent liabilities at the date of the financial statements, and the reported revenue and expenses during the periods presented herein.", sentence=575660, chars=[0,375], words=[0,56])),
revenue_mention(SpanMention("Drilling Services Revenue", sentence=546169, chars=[0,24], words=[0,2])),
revenue_mention(SpanMention("Adjusted G&A as a % of Revenue", sentence=2977270, chars=[0,29], words=[0,6])),
revenue_mention(SpanMention("Revenue from", sentence=577021, chars=[0,11], words=[0,1])),
revenue_mention(SpanMention("Products Revenue", sentence=546193, chars=[0,1

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5], words=[0,1])),
  revenue_mention(SpanMention("Revenue", sentence=554878, chars=[0,6], words=
[0,0])),
  revenue_mention(SpanMention("Revenue", sentence=3000047, chars=[0,6], words=
[0,0])),
  revenue_mention(SpanMention("(1) Total Global Drilling Services revenue as r
eported in 2013, includes revenues from the E&I environmental business of $2
9.6 million.", sentence=554406, chars=[0,134], words=[0,24])),
  revenue_mention(SpanMention("Revenue", sentence=579295, chars=[0,6], words=
[0,0])),
  revenue_mention(SpanMention("- AASB 15 'Revenue from Contracts with Customer
s'", sentence=3017192, chars=[0,48], words=[0,7])),
  revenue_mention(SpanMention("The financial statements of the Company and its
subsidiaries have been translated into US dollars using the exchange rates at
each balance sheet date for assets and liabilities and at an average exchange
rates for revenue and expenses throughout the period.", sentence=575732, char
s=[0,256], words=[0,41])),
  revenue_mention(SpanMention("Revenue by Customer Type", sentence=553063, cha
rs=[0,23], words=[0,3])),
  revenue_mention(SpanMention("Generating this level of cash flow on significa
ntly reduced revenue helped maximise liquidity in the face of difficult and u
nprecedented market conditions.", sentence=558294, chars=[0,154], words=[0,2
2])),
  revenue_mention(SpanMention("A majority of the revenue for both Global Drill
ing Services and Global Products is derived from providing drilling services
and products to the mining industry and is dependent on mineral exploration,
development and production activities.", sentence=549121, chars=[0,238], word
s=[0,36])),
  revenue_mention(SpanMention("REVENUE", sentence=577198, chars=[0,6], words=
[0,0])),
  revenue_mention(SpanMention("Revenue for the second half of 2015 was $246.7
million, compared to $281.2 million in the first half of 2015, a decrease of
12.3%.", sentence=553025, chars=[0,129], words=[0,29])),
  revenue_mention(SpanMention("The Parent has entered into agreements with the
Canada Revenue Agency and Ministry of Finance for the province of Ontario to
guarantee the payment of all amounts finally determined to be due and payabl
e by its Canadian affiliates in respect of contested tax assessments for the
tax years from 2007 through 2009.", sentence=596676, chars=[0,310], words=
[0,52])),
  revenue_mention(SpanMention("Revenue by Drill Type", sentence=553068, chars=
[0,20], words=[0,3])),
  revenue_mention(SpanMention("Segment Revenue Segment Profit", sentence=55195
0, chars=[0,29], words=[0,3])),
  revenue_mention(SpanMention("Revenue for the year was", sentence=554889, cha
rs=[0,23], words=[0,4])),
  revenue_mention(SpanMention("Revenue", sentence=2986704, chars=[0,6], words=
[0,0])),
  revenue_mention(SpanMention("COGS as a percentage of revenue decreased as we
continue to focus on cost control.", sentence=549687, chars=[0,81], words=[0,
15])),
  revenue_mention(SpanMention("Lower demand in the Company's key markets and l
ower pricing, primarily within the Company's drilling services division, have
resulted in a year-over-year decrease in revenue of $131.4 million, or 15.2%,
although negative NPAT improved during the year from a loss of $332.7 million
in 2014 to a loss of $326.3 million in 2015.", sentence=558240, chars=[0,32
4], words=[0,65])),
  revenue_mention(SpanMention("Revenue", sentence=552984, chars=[0,6], words=

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[0,0])),
revenue_mention(SpanMention("Although revenue was down 10.0% year-over-year, EBITDA for Global Products was up 3.6%", sentence=554950, chars=[0,86], words=[0,20])),
revenue_mention(SpanMention("In addition to pricing pressure, revenues for the year ended 31 December 2015, were lower as a result of mining industry spending on exploration and development, which continued to decline, and unfavourable foreign currency impacts.", sentence=549136, chars=[0,231], words=[0,39])),
revenue_mention(SpanMention("Global Drilling Services' average operating utilisation rates (defined as the number of rigs that have generated revenue through normal operations during the course of a week divided by the total rig count) for the first and second halves of 2015 was 37% and 35%, respectively (2014: 36% and 39%).", sentence=549112, chars=[0,296], words=[0,59])),
revenue_mention(SpanMention("Strengthen our financial position by reducing net debt over time -The Company entered the most recent cyclical downturn with too much debt and, as our revenue and EBITDA profiles have decreased over the last several years, our overall net debt position remains too high.", sentence=555783, chars=[0,269], words=[0,46])),
revenue_mention(SpanMention("Revenue (US\$ millions)", sentence=2983454, chars=[0,21], words=[0,4])),
revenue_mention(SpanMention("We believe this diversified revenue base provides greater revenue stability.", sentence=553056, chars=[0,75], words=[0,10])),
revenue_mention(SpanMention("Third party revenue 527.9", sentence=2979652, chars=[0,24], words=[0,3])),
revenue_mention(SpanMention("No other customer contributed 10% or more to the Company's revenue in either 2015 or 2014.", sentence=553050, chars=[0,89], words=[0,17])),
revenue_mention(SpanMention("COGS as a % of Revenue", sentence=2979769, chars=[0,21], words=[0,5])),
revenue_mention(SpanMention("The Company's revenue from external customers and information about its segment assets by geographical locations are detailed below:", sentence=577017, chars=[0,131], words=[0,18])),
revenue_mention(SpanMention("The following table shows the Company's third party revenue and revenue from inter-segment sales by our Global Drilling Services division.", sentence=551940, chars=[0,137], words=[0,22])),
revenue_mention(SpanMention("Revenue by Type 1 Revenue by Geography 1", sentence=552275, chars=[0,39], words=[0,7])),
revenue_mention(SpanMention("Segment Revenue", sentence=3000480, chars=[0,14], words=[0,1])),
revenue_mention(SpanMention("Segment revenue and results", sentence=3000472, chars=[0,26], words=[0,3])),
revenue_mention(SpanMention("Third party revenue 207.3", sentence=2981419, chars=[0,24], words=[0,3])),
revenue_mention(SpanMention("Financial guarantee contract liabilities are measured initially at their fair values and subsequently at the higher of the amount recognised as a provision or the amount initially recognised less cumulative amortisation in accordance with the revenue recognition policies described in Note 5.", sentence=595598, chars=[0,291], words=[0,42])),
revenue_mention(SpanMention("The Directors have assessed the Company's cash flow forecasts and revenue projections based on current market conditions and on results achieved to date attributable to ongoing cash-generating actions.", sentence=575536, chars=[0,200], words=[0,30])),
revenue_mention(SpanMention("The components of revenue are as follows:", sentence=3001112, chars=[0,40], words=[0,7])),
revenue_mention(SpanMention("Revenue by Stage 1", sentence=553110, chars=[0,

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17], words=[0,3])),
  revenue_mention(SpanMention("We are already seeing measurably improved meters (and revenue) per drill shift, less downtime and more satisfied customers.", sentence=546583, chars=[0,122], words=[0,21])),
  revenue_mention(SpanMention("Our top 10 Global Drilling Services customers represented approximately 62% of Global Drilling Services' revenue for the year ended 31 December 2015, with no contract contributing more than 4% of our consolidated revenue.", sentence=553044, chars=[0,220], words=[0,36])),
  revenue_mention(SpanMention("Revenues from drilling disciplines closely tied to mine production proved more stable in 2015 than those linked to green field exploration.", sentence=553073, chars=[0,138], words=[0,21])),
  revenue_mention(SpanMention("Some of the key assumptions underpinning the cash flow forecasts and revenue projections are inherently uncertain and are subject to variation due to factors which are outside the control of the Company.", sentence=575540, chars=[0,202], words=[0,32])),
  revenue_mention(SpanMention("Company Revenue (Products and Services)", sentence=546235, chars=[0,38], words=[0,6])),
  revenue_mention(SpanMention("Approximately 85% of Global Drilling Services' revenue for the year ended 31 December 2015 was derived from major mining companies, including Barrick Gold Corporation, BHP Billiton Limited, Freeport-McMoRan, GoldCorp, Newmont Mining and Rio Tinto.", sentence=553037, chars=[0,246], words=[0,42])),
  revenue_mention(SpanMention("In addition, due to the deterioration in the Company's revenues and profitability as well as a forecast global slowdown in the demand for drilling services and products, the Company reassessed the carrying value of certain assets, including goodwill, intangibles, plant and equipment and inventories, resulting in additional impairment charges and provisions.", sentence=578691, chars=[0,358], words=[0,57])),
  revenue_mention(SpanMention("Revenue", sentence=2975635, chars=[0,6], words=[0,0])),
  revenue_mention(SpanMention("No external Global Products customer represented more than 2% of consolidated revenue for the year.", sentence=554929, chars=[0,98], words=[0,16])),
  revenue_mention(SpanMention("Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of returns and allowances, trade discounts, volume rebates and sales tax.", sentence=577203, chars=[0,182], words=[0,33])),
  revenue_mention(SpanMention("The year-over-year revenue decrease was driven by a combination of volume, price and changes in foreign exchange rates.", sentence=552995, chars=[0,118], words=[0,23])),
  revenue_mention(SpanMention("Revenue from the rendering of services", sentence=3001147, chars=[0,37], words=[0,5])),
  revenue_mention(SpanMention("revenue from time and material contracts is recognised at the contractual rates as labour hours are delivered", sentence=577226, chars=[0,108], words=[0,16])),
  revenue_mention(SpanMention("Revenue by Drill Type 1", sentence=553166, chars=[0,22], words=[0,4])),
  revenue_mention(SpanMention("Rotary revenues for 2015 were $70.6 million as compared to 2014 revenues of $109.4 million, a decrease of 35.5%", sentence=553093, chars=[0,111], words=[0,23])),
  revenue_mention(SpanMention("Lastly, price decreases averaging 5% as a percentage of revenue reduced year-over-year revenue by a further", sentence=553014, chars=[0,106], words=[0,21])),
  revenue_mention(SpanMention("Revenue from the sale of goods", sentence=3001168, chars=[0,29], words=[0,5])),
  revenue_mention(SpanMention("Revenue from services rendered is recognised in the statement of comprehensive income in proportion to the stage of completio

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n of the transaction at the reporting date.", sentence=577215, chars=[0,167], words=[0,26])),

revenue_mention(SpanMention("No other customer(s) contributed 10% or more to the Company's revenue in either 2015 or 2014.", sentence=577308, chars=[0,92], words=[0,18])),

revenue_mention(SpanMention("Based on percentages of total Company revenue for the year ended 31 December 2015", sentence=553159, chars=[0,80], words=[0,13])),

revenue_mention(SpanMention("revenue from drilling services contracts is recognised on the basis of actual meters drilled or other services performed for each contract; and", sentence=577223, chars=[0,142], words=[0,22])),

revenue_mention(SpanMention("Surface coring revenues for 2015 were \$165.6 million as compared to 2014 revenues of \$202.4 million, a decrease of 18.2%", sentence=553098, chars=[0,120], words=[0,24])),

revenue_mention(SpanMention("Revenue by commodity", sentence=553709, chars=[0,19], words=[0,2])),

revenue_mention(SpanMention("In particular, our underground coring and percussive drilling operations, while not immune to reductions, collectively experienced only a 9% reduction in overall revenue.", sentence=553080, chars=[0,169], words=[0,27])),

revenue_mention(SpanMention("Revenue", sentence=545892, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("Revenue", sentence=549101, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("Revenue", sentence=2976397, chars=[0,6], words=[0,0])),

revenue_mention(SpanMention("Global Products revenue Products third party revenue", sentence=2979423, chars=[0,51], words=[0,6])),

revenue_mention(SpanMention("Although, adjusted S&M expenses decreased during 2015 as a result of cost reduction actions, there was an increase of \$1.2 million in bad debt expense during 2015 which is partly what contributed to adjusted S&M expenses increasing as a percentage of revenue.", sentence=549779, chars=[0,258], words=[0,45])),

revenue_mention(SpanMention("COGS as a % of Revenue 80.1%", sentence=2981545, chars=[0,27], words=[0,7])),

revenue_mention(SpanMention("Drilling Services Revenue by Commodity", sentence=546415, chars=[0,37], words=[0,4])),

revenue_mention(SpanMention("Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured.", sentence=644766, chars=[0,148], words=[0,26])),

revenue_mention(SpanMention("Interest revenue is recognised on a time proportionate basis that takes into account the effective yield on the financial asset.", sentence=644787, chars=[0,127], words=[0,20])),

revenue_mention(SpanMention("The income tax expense or revenue for the period is the tax payable on the current period's taxable income based on the income tax rate adjusted by changes in deferred tax assets and liabilities attributable to temporary differences between the tax bases of assets and liabilities and their carrying amounts in the financial statements, and to unused tax losses.", sentence=644697, chars=[0,361], words=[0,61])),

revenue_mention(SpanMention("The following specific recognition criteria must also be met before revenue is recognised:", sentence=644773, chars=[0,89], words=[0,13])),

revenue_mention(SpanMention("Revenue Recognition", sentence=644759, chars=[0,18], words=[0,1])),

revenue_mention(SpanMention("Revenues, expenses and assets are recognised net of the amount of goods and services tax ("GST"), except where the amount of GST incurred is not recoverable from the Australian Taxation Of

face ("ATO").", sentence=645095, chars=[0,213], words=[0,55])),
revenue_mention(SpanMention("As a result of any of these actions, our quarterly revenues and net earnings could be substantially below market expectations and a decline in our stock price could result.", sentence=518048, chars=[0,171], words=[0,30])),
revenue_mention(SpanMention("ASU 2014-09 defines a five step process to achieve this core principle and, in doing so, more judgment and estimates may be required within the revenue recognition process than are required under existing GAAP.", sentence=530823, chars=[0,209], words=[0,38])),
revenue_mention(SpanMention("Total revenues 5,339 10,026 13,205 15,450 4,471 5,228 5,371 6,190", sentence=536554, chars=[0,64], words=[0,9])),
revenue_mention(SpanMention("Although we have been successful in licensing certain technology in past years, we do not expect license revenues to represent a significant portion of future revenues.", sentence=521461, chars=[0,167], words=[0,27])),
revenue_mention(SpanMention("We define backlog as the dollar amount of obligations payable to us under negotiated contracts upon completion of a specified portion of work that has not yet been completed, exclusive of revenues previously recognized for work already performed under these contracts, if any.", sentence=513837, chars=[0,275], words=[0,45])),
revenue_mention(SpanMention("Revenues from product sales are mostly derived from the sales of our HSOR, Optoelectronics, sensing and test & measurement products that make use of light-transmitting optical fibers, or fiber optics.", sentence=521445, chars=[0,199], words=[0,35])),
revenue_mention(SpanMention("The core principle of ASU 2014-09 is to recognize revenues when promised goods or services are transferred to customers in an amount that reflects the consideration to which an entity expects to be entitled for those goods or services.", sentence=530814, chars=[0,234], words=[0,41])),
revenue_mention(SpanMention("API also maintained a salary reduction/profit-sharing plan under provisions of Section 401(k) of the Internal Revenue Code.", sentence=535880, chars=[0,122], words=[0,22])),
revenue_mention(SpanMention("We rely and will continue to rely on contracts and grants awarded under the SBIR program for a significant portion of our revenues.", sentence=514477, chars=[0,130], words=[0,23])),
revenue_mention(SpanMention("For fixed price contracts that are based on the proportional performance method and involve a specified number of deliverables, we recognize revenue based on the proportion of the cost of the deliverables compared to the cost of all deliverables included in the contract as this method more accurately measures performance under these arrangements.", sentence=521898, chars=[0,347], words=[0,54])),
revenue_mention(SpanMention("Our Technology Development segment revenues have historically accounted for a large portion of our total revenues, and although we expect our Product and Licensing segment to grow at a faster rate, we expect that our Technology Development segment will continue to represent a significant portion of our total revenues for the foreseeable future.", sentence=511723, chars=[0,345], words=[0,55])),
revenue_mention(SpanMention("We define backlog as the dollar amount of obligations payable to us under negotiated contracts upon completion of a specified portion of work that has not yet been completed, exclusive of revenues previously recognized for work already performed under these contracts, if any.", sentence=521407, chars=[0,275], words=[0,45])),
revenue_mention(SpanMention("of our total revenues and that as we develop and commercialize new products, these revenues will reflect a broader and more diversified mix of products.", sentence=521501, chars=[0,151], words=[0,26])),
revenue_mention(SpanMention("In the near term, we expect revenues from produ

ct sales to continue to be primarily in areas associated with our HSOR, Optoelectronics, fiber optic test & measurement and sensing platforms.", sentence=521477, chars=[0,188], words=[0,33])),

revenue_mention(SpanMention("In addition, we had one commercial customer whose revenues accounted for 6% of our consolidated revenues for 2015.", sentence=536016, chars=[0,113], words=[0,20])),

revenue_mention(SpanMention("Cost of revenues associated with product sales and license revenues consists of license fees for use of certain technologies; product manufacturing costs including all direct material and direct labor costs; amounts paid to our contract manufacturers; manufacturing, shipping and handling; provisions for product warranties; and inventory obsolescence, as well as overhead allocated to each of these activities.", sentence=521702, chars=[0,410], words=[0,64])),

revenue_mention(SpanMention("Total cost of revenues", sentence=2963230, chars=[0,21], words=[0,3])),

revenue_mention(SpanMention("We recognize revenue relating to our products when persuasive evidence of an arrangement exists, delivery has occurred, the selling price is fixed or determinable and collectability of the resulting receivable is reasonably assured.", sentence=530116, chars=[0,231], words=[0,35])),

revenue_mention(SpanMention("For multi-element arrangements that include tangible products that contain software that is essential to the tangible product's functionality, we allocate revenue to all deliverables based on their relative selling prices.", sentence=530122, chars=[0,221], words=[0,34])),

revenue_mention(SpanMention("If our customers adopt new or competing industry standards with which our products are not compatible, or the industry groups adopt standards or governments issue regulations with which our products are not compatible, our existing products would become less desirable to our customers and our revenue and results of operations would suffer.", sentence=515115, chars=[0,340], words=[0,54])),

revenue_mention(SpanMention("If we fail to accurately foresee our customers' needs and future activities, we may invest heavily in research and development of products that do not lead to significant revenues.", sentence=515234, chars=[0,179], words=[0,30])),

revenue_mention(SpanMention("Technology development revenues \$ 13,599,048 \$ 12,205,889", sentence=2964664, chars=[0,56], words=[0,6])),

revenue_mention(SpanMention("Revenue from fixed price arrangements are recognized under the percentage of completion method by determining proportional performance based upon the ratio of costs incurred to achieve contract milestones to total estimated cost as this method more accurately measures performance under these arrangements.", sentence=530081, chars=[0,305], words=[0,42])),

revenue_mention(SpanMention("Revenues", sentence=521631, chars=[0,7], words=[0,0])),

revenue_mention(SpanMention("Our ability to generate additional revenues and to become profitable will depend on our ability to execute our key growth initiative regarding the development, marketing and sale of HSOR and sensing products, develop and commercialize innovative technologies, expand our contract research capabilities and sell the products that result from those development initiatives.", sentence=515671, chars=[0,370], words=[0,55])),

revenue_mention(SpanMention("For the period from the closing of the Merger on May 8, 2015, through December 31, 2015, we recognized revenues of \$20.6 million and income of \$0.5 million associated with the operations of API.", sentence=530870, chars=[0,193], words=[0,40])),

revenue_mention(SpanMention("Our President and Chief Executive Officer and his direct reports collectively represent our chief operating decision makers, and they evaluate segment performance based primarily on revenue and operatin

g income or loss.", sentence=536094, chars=[0,218], words=[0,32])),
revenue_mention(SpanMention("During the years ended December 31, 2015 and 2014, approximately 34% and 57%, respectively, of our consolidated revenues were attributable to contracts with the U.S. government.", sentence=536010, chars=[0,176], words=[0,32])),
revenue_mention(SpanMention("Total revenues", sentence=2963126, chars=[0,13], words=[0,1])),
revenue_mention(SpanMention("To the extent that the merger has created, or in the future creates, uncertainty among those persons and organizations contemplating purchases such that customers delay, defer or change purchase decisions in connection with the merger, our revenues would be adversely affected.", sentence=518032, chars=[0,276], words=[0,45])),
revenue_mention(SpanMention("Products and licensing revenues 30,421,310 9,054,101", sentence=2964689, chars=[0,51], words=[0,5])),
revenue_mention(SpanMention("If defects and failures occur in our products, we could experience lost revenue, increased costs, including warranty expense and costs associated with customer support, delays in or cancellations or rescheduling of orders or shipments, product returns or discounts, diversion of management resources or damage to our reputation and brand equity, and in some cases consequential damages, any of which would harm our operating results.", sentence=515066, chars=[0,432], words=[0,72])),
revenue_mention(SpanMention("In transactions in which a right-of-return exists, revenues are deferred until acceptance has occurred and the period for the right-of-return has expired.", sentence=530183, chars=[0,153], words=[0,31])),
revenue_mention(SpanMention("For the year ended December 31, 2015, 26% of our total revenues were generated under the SBIR program, compared to 47% in for the year ended December 31, 2014.", sentence=514509, chars=[0,158], words=[0,35])),
revenue_mention(SpanMention("Description of Our Revenues, Costs and Expenses", sentence=521621, chars=[0,46], words=[0,7])),
revenue_mention(SpanMention("Revenues from product sales that require no ongoing obligations are recognized as revenues when shipped to the customer, title has passed and collection is reasonably assured.", sentence=530176, chars=[0,174], words=[0,27])),
revenue_mention(SpanMention("Product sales and these revenues potentially offer greater scalability than contract research revenues.", sentence=516088, chars=[0,102], words=[0,13])),
revenue_mention(SpanMention("The overall increase in technology development costs is consistent with the rate of growth in Technology Development segment revenues.", sentence=523734, chars=[0,133], words=[0,19])),
revenue_mention(SpanMention("Total revenues \$ 44,020,358 \$ 21,259,990", sentence=2964713, chars=[0,39], words=[0,5])),
revenue_mention(SpanMention("Revenues and income from continuing operations from API for the period from May 8, 2015 through December 31, 2015, were approximately 47% and 8%, respectively, of our consolidated operations.", sentence=537464, chars=[0,190], words=[0,36])),
revenue_mention(SpanMention("Our Products and Licensing segment revenues represented approximately 69% and 43% of our total revenues for the years ended December 31, 2015 and 2014, respectively.", sentence=521359, chars=[0,164], words=[0,29])),
revenue_mention(SpanMention("Technology Development Revenues", sentence=521820, chars=[0,30], words=[0,2])),
revenue_mention(SpanMention("Cost of revenues:", sentence=2963158, chars=[0,16], words=[0,3])),
revenue_mention(SpanMention("There can be no assurance that we will be able to achieve increased revenues in this manner.", sentence=516111, chars=[0,9

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1], words=[0,17])),
revenue_mention(SpanMention("Our Technology Development segment comprised ap
proximately 31% and 57% of our total revenues for the years ended December 3
1, 2015 and 2014, respectively.", sentence=521375, chars=[0,153], words=[0,2
7])),
revenue_mention(SpanMention("Our business is subject to the cyclical nature
of the markets in which we compete and any future downturn may reduce demand
for our products and revenue.", sentence=514921, chars=[0,152], words=[0,2
7])),
revenue_mention(SpanMention("Revenues:", sentence=2964266, chars=[0,8], word
s=[0,1])),
revenue_mention(SpanMention("The following table sets forth our unaudited hi
storical revenues, operating loss and net (loss) income by quarter during 201
5 and 2014.", sentence=536427, chars=[0,134], words=[0,24])),
revenue_mention(SpanMention("From time to time, as part of normal management
processes, facts may change, causing revisions to estimated total costs or re
venues", sentence=521955, chars=[0,130], words=[0,23])),
revenue_mention(SpanMention("The Products and Licensing segment also include
s revenues from licenses of our technologies to third parties and the funded
development of potential new products for both corporate and government cust
omers.", sentence=521349, chars=[0,205], words=[0,30])),
revenue_mention(SpanMention("In such circumstances, we use a hierarchy to de
termine the selling price to be used for allocating revenue to deliverables:
(i) vendor-specific objective evidence of fair value ("VSOE"), (ii) third-pa
rty evidence of selling price ("TPE"), and (iii) best estimate of the selling
price ("ESP").", sentence=530135, chars=[0,291], words=[0,70])),
revenue_mention(SpanMention("Cost of Revenues", sentence=521686, chars=[0,1
5], words=[0,2])),
revenue_mention(SpanMention("Products and Licensing Revenues", sentence=5220
33, chars=[0,30], words=[0,3])),
revenue_mention(SpanMention("Revenues:", sentence=526370, chars=[0,8], words
=[0,1])),
revenue_mention(SpanMention("Automatic across-the-board cuts required by seq
uestration could have a material adverse effect on our technology development
revenues and, consequently, our results of operations.", sentence=521575, cha
rs=[0,178], words=[0,29])),
revenue_mention(SpanMention("Technology development revenues", sentence=2964
274, chars=[0,30], words=[0,2])),
revenue_mention(SpanMention("Cost of Revenues", sentence=523455, chars=[0,1
5], words=[0,2])),
revenue_mention(SpanMention("Our revenues derived from the SBIR program acco
unt for a significant portion of our consolidated total revenues, and contrac
t research, including SBIR contracts, will remain a significant portion of ou
r consolidated total revenues for the foreseeable future.", sentence=514501,
chars=[0,257], words=[0,40])),
revenue_mention(SpanMention("If we are not able to successfully develop new
products, we may be unable to increase our product revenues.", sentence=5163
35, chars=[0,106], words=[0,20])),
revenue_mention(SpanMention("Technology Development Revenues", sentence=5300
20, chars=[0,30], words=[0,2])),
revenue_mention(SpanMention("We generate revenues from technology developmen
t, product sales and commercial product development and licensing activitie
s.", sentence=521637, chars=[0,123], words=[0,16])),
revenue_mention(SpanMention("Product and licensing revenues", sentence=29642
98, chars=[0,29], words=[0,3])),
revenue_mention(SpanMention("Revenues:", sentence=2963054, chars=[0,8], word
s=[0,1])),

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revenue_mention(SpanMention("If we are unable to manage growth effectively, our revenues and net loss could be adversely affected.", sentence=516168, chars=[0,100], words=[0,18])),

revenue_mention(SpanMention("We cannot assure you that we will be able to compete successfully against current or new competitors, in which case our revenues may fail to increase or may decline.", sentence=515928, chars=[0,164], words=[0,31])),

revenue_mention(SpanMention("Revenue is earned under cost reimbursable, time and materials and fixed price contracts.", sentence=521844, chars=[0,87], words=[0,14])),

revenue_mention(SpanMention("Total revenues", sentence=2966236, chars=[0,13], words=[0,1])),

revenue_mention(SpanMention("Our current plan is to increase our sales of commercial products, our licensing revenues and our provision of non-research services to customers so as to represent a larger percentage of our total revenues.", sentence=516095, chars=[0,205], words=[0,36])),

revenue_mention(SpanMention("Net revenues", sentence=2974081, chars=[0,11], words=[0,1])),

revenue_mention(SpanMention("Our operations and revenue related to these products could be adversely affected if we encounter problems with these contract manufacturers.", sentence=514237, chars=[0,139], words=[0,20])),

revenue_mention(SpanMention("Our revenue and results of operations may be adversely affected in the future due to changes in demand from customers or cyclical changes in the markets utilizing our products.", sentence=514978, chars=[0,175], words=[0,29])),

revenue_mention(SpanMention("Our Technology Development segment revenues have historically accounted for a large portion of our total revenues, and we expect that they will continue to represent a significant portion of our total revenues for the foreseeable future.", sentence=521389, chars=[0,236], words=[0,37])),

revenue_mention(SpanMention("Technology development revenues", sentence=2963063, chars=[0,30], words=[0,2])),

revenue_mention(SpanMention("Total revenues", sentence=2964322, chars=[0,13], words=[0,1])),

revenue_mention(SpanMention("Our revenues and cash flows from U.S. government research contracts and subcontracts could also be reduced by declines or other changes in U.S. defense, homeland security and other federal agency budgets.", sentence=514693, chars=[0,203], words=[0,32])),

revenue_mention(SpanMention("Contract revenue recognition inherently involves estimation, including the contemplated level of effort to accomplish the tasks under the contract, the cost of the effort and an ongoing assessment of progress toward completing the contract.", sentence=521946, chars=[0,239], words=[0,36])),

revenue_mention(SpanMention("The following table shows information derived from our consolidated statements of operations expressed as a percentage of total revenues for the periods presented.", sentence=522536, chars=[0,162], words=[0,23])),

revenue_mention(SpanMention("Cost of revenues:", sentence=2966258, chars=[0,16], words=[0,3])),

revenue_mention(SpanMention("revenues represented approximately 69% and 43% of our total revenues for the years ended December 31, 2015 and 2014, respectively.", sentence=511659, chars=[0,129], words=[0,24])),

revenue_mention(SpanMention("Total revenue", sentence=2973354, chars=[0,12], words=[0,1])),

revenue_mention(SpanMention("Customer acceptance of our products is dependent on our ability to meet changing requirements, and any decrease in acceptance could adversely affect our revenue.", sentence=515010, chars=[0,160], words

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=[0,25])),  
revenue_mention(SpanMention("Cost of revenues", sentence=2974104, chars=[0,1  
5], words=[0,2])),  
revenue_mention(SpanMention("Our technology development revenues represented  
approximately 31% and 57% of our total revenues for the years ended December  
31, 2015 and 2014, respectively.", sentence=521660, chars=[0,156], words=[0,  
27])),  
revenue_mention(SpanMention("If we are unable to develop and grow our produc  
t sales and revenues from the provision of services or from licensing to augm  
ent our contract research revenues, however, our ability to execute our busin  
ess model or grow our business could suffer.", sentence=516104, chars=[0,24  
4], words=[0,43])),  
revenue_mention(SpanMention("Management is of the opinion that costs subsequ  
ently disallowed, if any, would not likely have a significant impact on reven  
ues recognized for those contracts.", sentence=522027, chars=[0,158], words=  
[0,26])),  
revenue_mention(SpanMention("In general, we complete contracted research ove  
r periods ranging from six months to three years, and recognize these revenue  
s over the life of the contract as costs are incurred.", sentence=521653, cha  
rs=[0,177], words=[0,31])),  
revenue_mention(SpanMention("Revenue", sentence=2969548, chars=[0,6], words=  
[0,0])),  
revenue_mention(SpanMention("Revenue from cost reimbursable contracts is rec  
ognized as costs are incurred plus an estimate of applicable fees earned.", s  
entence=521870, chars=[0,119], words=[0,18])),  
revenue_mention(SpanMention("Any future downturn in the markets in which we  
compete could significantly reduce the demand for our products and therefore  
may result in a significant reduction in revenue or increase the volatility o  
f the price of our common stock.", sentence=514970, chars=[0,232], words=[0,3  
9])),  
revenue_mention(SpanMention("Products and Licensing revenues", sentence=2963  
094, chars=[0,30], words=[0,3])),  
revenue_mention(SpanMention("Products and licensing revenues represented app  
roximately 69% and 43% of our total revenues for the years ended December 31,  
2015 and 2014, respectively.", sentence=521676, chars=[0,152], words=[0,2  
7])),  
revenue_mention(SpanMention("Cost of Revenues:", sentence=2964346, chars=[0,  
16], words=[0,3])),  
revenue_mention(SpanMention("Revenue from Contracts with Customers", sentenc  
e=530804, chars=[0,36], words=[0,4])),  
revenue_mention(SpanMention("Deferred revenue", sentence=2971021, chars=[0,1  
5], words=[0,1])),  
revenue_mention(SpanMention("Our Technology Development segment revenue incr  
eased $1.4 million to $13.6 million for the year ended December 31, 2015 comp  
ared to $12.2 million for the year ended December 31, 2014.", sentence=52340  
6, chars=[0,182], words=[0,34])),  
revenue_mention(SpanMention("Revenue is earned under cost reimbursable, time  
and materials and fixed price contracts.", sentence=530039, chars=[0,87], wor  
ds=[0,14])),  
revenue_mention(SpanMention("The underlying bases for estimating our contrac  
t research revenues are measurable expenses, such as labor, subcontractor cos  
ts and materials, and data that are updated on a regular basis for purposes o  
f preparing our cost estimates.", sentence=521987, chars=[0,231], words=[0,3  
8])),  
revenue_mention(SpanMention("In addition, revenues for third-party funded pr  
oduct development related to fiber optic shape sensing increased $0.5 million  
compared to 2014.", sentence=523447, chars=[0,141], words=[0,24])),
```

revenue_mention(SpanMention("The Products and Licensing segment also include s revenues from licenses of our technologies to third parties and the funded development of potential new products for both corporate and government cust omers.", sentence=511635, chars=[0,205], words=[0,30])),

revenue_mention(SpanMention("The loss of our eligibility to receive SBIR awa rds would have a material adverse impact on our revenues, cash flows and our ability to fund our growth.", sentence=514637, chars=[0,150], words=[0,2 8])),

revenue_mention(SpanMention("Our Products and Licensing segment revenue incr eased \$21.4 million to \$30.4 million for the year ended December 31, 2015 com pared to \$9.1 million for the year ended December 31, 2014.", sentence=52342 6, chars=[0,182], words=[0,35])),

revenue_mention(SpanMention("For multi-element arrangements we allocate reve nue to all significant deliverables based on their relative selling prices.", sentence=522065, chars=[0,121], words=[0,18])),

revenue_mention(SpanMention("Technology development revenues, which consist primarily of government-funded research, accounted for 31% and 57% of our co nsolidated total revenues for the years ended December 31, 2015 and 2014, res pectively.", sentence=514669, chars=[0,209], words=[0,37])),

revenue_mention(SpanMention("As a result, we are vulnerable to adverse chang es in our revenues and cash flows if a significant number of our research con tracts and subcontracts were to be simultaneously delayed or canceled for bud getary, performance or other reasons.", sentence=514677, chars=[0,237], words =[0,40])),

revenue_mention(SpanMention("Product Sales Revenues", sentence=530093, chars =[0,21], words=[0,2])),

revenue_mention(SpanMention("Revenue from time and materials contracts is re cognized based on direct labor hours expended at contract billing rates plus other billable direct costs.", sentence=521882, chars=[0,151], words=[0,2 3])),

revenue_mention(SpanMention("In addition, we compete as a small business for some of these contracts, and in order to maintain our eligibility to compete as a small business, we, together with any affiliates, must continue to meet size and revenue limitations established by the U.S. government.", sentence=5 14701, chars=[0,265], words=[0,49])),

revenue_mention(SpanMention("Revenue from cost reimbursable contracts is rec ognized as costs are incurred plus a portion of the fee earned.", sentence=53 0056, chars=[0,109], words=[0,18])),

revenue_mention(SpanMention("This increase was attributable primarily to the inclusion of \$1.2 million of research revenues associated with our THz produc ts following our merger with API and \$0.3 million growth in research related to carbon nanomaterials.", sentence=523415, chars=[0,225], words=[0,36])),

revenue_mention(SpanMention("Our Technology Development segment comprised ap proximately 31% and 57% of our total revenues for the years ended December 3 1, 2015 and 2014, respectively.", sentence=511707, chars=[0,153], words=[0,2 7])),

revenue_mention(SpanMention("Moreover, as our business grows, it is foreseea ble that we will eventually exceed the SBIR size limitations, in which case w e may be required to seek alternative sources of revenues or capital.", sente nce=514645, chars=[0,192], words=[0,35])),

revenue_mention(SpanMention("Rapidly changing standards and regulations coul d make our products obsolete, which would cause our revenue and results of op erations to suffer.", sentence=515090, chars=[0,142], words=[0,22])),

revenue_mention(SpanMention("For example, the U.S. government may cancel the se contracts at any time without cause and without penalty or may change its requirements, programs or contract budget, any of which could reduce our rev enues and cash flows from U.S. government research contracts.", sentence=5146

85, chars=[0,260], words=[0,44])),
revenue_mention(SpanMention("If funding is not assessed as probable, revenue recognition is deferred until realization is reasonably assured.", sentence=521939, chars=[0,111], words=[0,17])),
revenue_mention(SpanMention("Total cost of revenues", sentence=2966314, chars=[0,21], words=[0,3])),
revenue_mention(SpanMention("A decline in government research contract awards or government funding for existing or future government research contracts, including SBIR contracts, could adversely affect our revenues, cash flows and ability to fund our growth.", sentence=514653, chars=[0,229], words=[0,36])),
revenue_mention(SpanMention(", which supersedes nearly all existing revenue recognition guidance under GAAP.", sentence=530808, chars=[0,78], words=[0,11])),
revenue_mention(SpanMention("We derive technology development revenues from providing research and development services to third parties, including government entities, academic institutions and corporations, and from achieving milestones established by some of these contracts and in collaboration agreements.", sentence=521647, chars=[0,280], words=[0,38])),
revenue_mention(SpanMention("For the years ended December 31, 2015 and 2014, 34% and 54%, respectively, of our revenues were derived from the U.S. government.", sentence=511748, chars=[0,128], words=[0,28])),
revenue_mention(SpanMention("If our revenues do not increase, or if our expenses increase at a greater rate than our revenues, we will continue to experience losses.", sentence=515688, chars=[0,135], words=[0,26])),
revenue_mention(SpanMention("We recognize revenue relating to our product sales when persuasive evidence of an arrangement exists, delivery has occurred, the selling price is fixed or determinable and collectability of the resulting receivable is reasonably assured.", sentence=522043, chars=[0,236], words=[0,36])),
revenue_mention(SpanMention("For tangible products that contain software that is essential to the tangible product's functionality, we consider the product and software to be a single unit of accounting and recognize revenue accordingly.", sentence=522049, chars=[0,207], words=[0,33])),
revenue_mention(SpanMention("For fixed price contracts that provide for the development and delivery of a specific prototype or product, revenue is recognized based upon the percentage of completion method.", sentence=521906, chars=[0,176], words=[0,28])),
revenue_mention(SpanMention("Total costs of revenues", sentence=2964856, chars=[0,22], words=[0,3])),
revenue_mention(SpanMention("Deferred revenue", sentence=2968584, chars=[0,15], words=[0,1])),
revenue_mention(SpanMention("Revenue from time and materials contracts is recognized based on direct labor hours expended at contract billing rates plus other billable direct costs.", sentence=530063, chars=[0,151], words=[0,23])),
revenue_mention(SpanMention("If we are unable to recruit a sufficient number of qualified personnel, we may be unable to staff and manage projects adequately, which in turn may slow the rate of growth of our contract research revenues or our product development efforts.", sentence=516200, chars=[0,240], words=[0,43])),
revenue_mention(SpanMention("Our products and licensing revenues reflect amounts that we receive from sales of our products or development of products for third parties and, to a lesser extent, fees paid to us in connection with licenses or sub-licenses of certain patents and other intellectual property.", sentence=521668, chars=[0,275], words=[0,48])),
revenue_mention(SpanMention("We recognize revenue under research contracts when a contract has been executed, the contract price is fixed and determinable

e, delivery of services or products has occurred, and collectability of the contract price is considered reasonably assured and can be reasonably estimated.", sentence=521838, chars=[0,279], words=[0,44])),
revenue_mention(SpanMention("For the year ended December 31, 2015, approximately 26% of our total revenues were generated under the SBIR program, compared to 47% for the year ended December 31, 2014.", sentence=511741, chars=[0,169], words=[0,35])),
revenue_mention(SpanMention("We evaluate product sales that are a part of multiple-element revenue arrangements to determine whether separate units of accounting exist, and we follow appropriate revenue recognition policies for each separate unit.", sentence=522057, chars=[0,217], words=[0,34])),
revenue_mention(SpanMention("The Technology Development segment derives its revenue primarily from services.", sentence=536071, chars=[0,78], words=[0,10])),
revenue_mention(SpanMention("Cost of revenues associated with technology development revenues consists of costs associated with performing the related research activities including direct labor, amounts paid to subcontractors and overhead allocated to technology development activities.", sentence=521692, chars=[0,256], words=[0,33])),
revenue_mention(SpanMention("Total cost of revenues", sentence=2964401, chars=[0,21], words=[0,3])),
revenue_mention(SpanMention("Customer uncertainties related to our operations after the merger could adversely affect our businesses, revenues and gross margins.", sentence=518008, chars=[0,131], words=[0,19])),
revenue_mention(SpanMention("Revenue from fixed price research contracts that involve the delivery of services and a prototype model is recognized under the percentage of completion method.", sentence=530075, chars=[0,159], words=[0,24])),
revenue_mention(SpanMention("Our backlog of purchase orders received for which the related goods have not been shipped or recognized as revenue within our products and licensing segment was \$10.7 million and \$0.6 million at December 31, 2015 and 2014, respectively.", sentence=513885, chars=[0,235], words=[0,42])),
revenue_mention(SpanMention("Any spending cuts required by "sequestration" could have a material adverse effect on our technology development revenues and, consequently, our results of operations.", sentence=514749, chars=[0,166], words=[0,27])),
revenue_mention(SpanMention("We recognize revenues under research contracts when a contract has been executed, the contract price is fixed and determinable, delivery of services or products has occurred and collection of the contract price is considered reasonably assured.", sentence=530032, chars=[0,243], words=[0,38])),
revenue_mention(SpanMention("Over time, however, we do intend to gradually increase such revenues.", sentence=521471, chars=[0,68], words=[0,13])),
revenue_mention(SpanMention("Revenues:", sentence=2973781, chars=[0,8], words=[0,1])),
revenue_mention(SpanMention("Any significant interruption in manufacturing our products would require us to reduce the supply of products to our customers, which in turn would reduce our revenue, harm our relationships with the customers of these products and cause us to forego potential revenue opportunities.", sentence=514285, chars=[0,281], words=[0,45])),
revenue_mention(SpanMention("If we cannot successfully transition our revenue mix from contract research revenues to product sales and license revenues, we may not be able to fully execute our business model or grow our businesses.", sentence=516072, chars=[0,199], words=[0,35])),
revenue_mention(SpanMention("If our manufacturing facilities do not meet Federal, state or foreign country manufacturing standards, we may be required to

```
temporarily cease all or part of our manufacturing operations, which would result in product delivery delays and negatively impact revenues.", sentence=516983, chars=[0,264], words=[0,42])),  
...]
```

Candidate extraction

```
In [14]: revenue_cand = candidate_subclass("revenue_cand",[revenue_mention])
```

```
In [15]: revenue_tags = set(df['revenue tag'].str.lower().tolist())
```

```
In [16]: def filter_revenue_with_tags(c):  
         for tag in revenue_tags:  
             if str(tag).strip() in str(c[0][0].get_span()).lower():  
                 return True  
         return False
```

```
In [69]: def filter_revenue_with_keyword(c):  
         keywords = ['revenues for the fiscal year','revenue for the year','net earnings','net loss','revenue of','revenues of','operating revenue at','net sales','record revenues','net sales increased','gross revenue','$']  
         for keyword in keywords:  
             if keyword in str(c[0][0].get_span()).lower():  
                 return True  
         return False
```

```
In [18]: def filter_revenue_with_regex(c):  
         if re.match('(revenue)(s{0,1})[ ]+(for)[ ]+(the)[ ]+[A-Za-z ]*(year)(s{0,1})+[A-Za-z ]*(is)',str(c[0][0].get_span()).lower()):  
             return True  
         return False
```



```
In [70]: candidate_extractor_revenue = CandidateExtractor(session, [revenue_cand], throt
tlers=[filter_revenue_with_keyword])

for i, docs in enumerate([train_docs, dev_docs, test_docs]):

    candidate_extractor_revenue.apply(docs, split=i, parallelism=PARALLEL)
    print("Number of Candidates in split={}: {}".format(i, session.query(reven
ue_cand).filter(revenue_cand.split == i).count()))

train_cands_rev = candidate_extractor_revenue.get_candidates(split = 0)
dev_cands_rev = candidate_extractor_revenue.get_candidates(split = 1)
test_cands_rev = candidate_extractor_revenue.get_candidates(split = 2)
```

2019-05-08 17:58:08,900 Clearing table revenue_cand (split 0)

2019-05-08 17:58:13,842 Running UDF...

Number of Candidates in split=0: 2435

2019-05-08 17:58:56,478 Clearing table revenue_cand (split 1)

2019-05-08 17:58:57,250 Running UDF...

Number of Candidates in split=1: 802

2019-05-08 17:59:07,649 Clearing table revenue_cand (split 2)

2019-05-08 17:59:07,745 Running UDF...

Number of Candidates in split=2: 990

In [71]: train_cands_rev

Out[71]: [[revenue_cand(revenue_mention(SpanMention("\$4.3 billion, an increase of 7% compared to 2015 net revenue of \$4.0 billion.", sentence=1799767, chars=[0,76], words=[0,18]]))),
revenue_cand(revenue_mention(SpanMention("As a result of any of these actions, our quarterly revenues and net earnings could be substantially below market expectations and a decline in our stock price could result.", sentence=518048, chars=[0,171], words=[0,30]]))),
revenue_cand(revenue_mention(SpanMention("Revenues \$ 1,046 \$ 929 \$ 1,820", sentence=1335423, chars=[0,29], words=[0,6]]))),
revenue_cand(revenue_mention(SpanMention("Operating expenses represented 63.2% and 113.9% of revenue for the year ended December 31, 2013 and 2012, respectively.", sentence=1010074, chars=[0,118], words=[0,22]]))),
revenue_cand(revenue_mention(SpanMention("These commodity derivative transactions had a negative net effect of \$0.8 million on our revenue related to unrealized losses for the year ended December 31, 2011.", sentence=1537169, chars=[0,162], words=[0,28]]))),
revenue_cand(revenue_mention(SpanMention("Revenues from the MIS segment were \$8.1 million and \$4.7 million for the year ended December 31, 2016 and 2015, respectively, an increase of \$3.4 million or approximately 72%.", sentence=1044083, chars=[0,174], words=[0,36]]))),
revenue_cand(revenue_mention(SpanMention("Data revenue generated by our Americas reporting unit for the first four months of 2013 was \$10.4 million compared to \$26.7 million for twelve months ended December 31, 2012.", sentence=1010020, chars=[0,173], words=[0,32]]))),
revenue_cand(revenue_mention(SpanMention("Despite the technical specifications being met, the customer opted to return a portion of the equipment to the Company during the year ended December 31, 2015 resulting in the Company reversing accounts receivable of \$336,000, with a corresponding reversal to deferred revenue.", sentence=606957, chars=[0,276], words=[0,46]]))),
revenue_cand(revenue_mention(SpanMention("Of the \$932,000 revenue in 2015, \$701,000 resulted from sales of equipment and", sentence=587954, chars=[0,77], words=[0,15]]))),
revenue_cand(revenue_mention(SpanMention("Sales and marketing expense of \$3.3 million for the year ended December 31, 2014, or 1.5% of revenue, decreased from \$5.6 million for the year ended December 31, 2013, or", sentence=1009738, chars=[0,169], words=[0,37]]))),
revenue_cand(revenue_mention(SpanMention("It is reasonably possible that those estimates of anticipated future gross revenues, the remaining estimated economic life of the product, or both will be reduced significantly in the near term due to competitive pressures.", sentence=597034, chars=[0,222], words=[0,36]]))),
revenue_cand(revenue_mention(SpanMention("Our revenues for the fiscal year ended December 31, 2016 increased 605% from \$932,000 in the year ended December 31, 2015 to \$6,574,000 which can be attributed to the acquisition of IMT during the first quarter of fiscal year 2016.", sentence=587940, chars=[0,230], words=[0,45]]))),
revenue_cand(revenue_mention(SpanMention("Operations expense of \$29.3 million for the year ended December 31, 2014, or 13.3% of revenue, increased \$0.7 million compared to \$28.6 million for the year ended December 31, 2013, or 13.5% of revenue.", sentence=1009714, chars=[0,201], words=[0,44]]))),
revenue_cand(revenue_mention(SpanMention("We expect that a small number of customers will continue to account for a substantial part of revenue of our businesses in the future.", sentence=1793976, chars=[0,133], words=[0,24]]))),
revenue_cand(revenue_mention(SpanMention("General and administrative expense decreased to \$16.8 million for the year ended December 31, 2014, or 7.6% of revenue, compared to \$18.8 million for the year ended", sentence=1009780, chars=[0,163], words=[0,32]]))),

revenue_cand(revenue_mention(SpanMention("In 2016 we deferred \$750,000 of revenue from one client that will be accounted for on a cash basis.", sentence=1044051, chars=[0,98], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("For the year ended October 3, 2015, the acquired business contributed revenue of \$59.3 million and net loss of \$2.0 million.", sentence=1108554, chars=[0,123], words=[0,25]))),

revenue_cand(revenue_mention(SpanMention("The decline in net loss is primarily due to an increase in revenues.", sentence=1044836, chars=[0,67], words=[0,13]))),

revenue_cand(revenue_mention(SpanMention("Depreciation and amortization expense decreased to \$11.8 million for the year ended December 31, 2014, or 5.4% of revenue, compared to \$14.7 million for the year ended December 31, 2013, or 6.9% of revenue.", sentence=1009820, chars=[0,205], words=[0,43]))),

revenue_cand(revenue_mention(SpanMention("Computing and Graphics net revenue of \$2.0 billion in 2016 increased by 9% compared to \$1.8 billion in 2015 as a result of a 9% increase in unit shipments, partially offset by a 2% decrease in average selling price.", sentence=1801624, chars=[0,214], words=[0,45]))),

revenue_cand(revenue_mention(SpanMention("Our three largest purchasers of natural gas in our Gathering and Processing segment are ConocoPhillips, Enbridge Marketing (US) L.P., ("EMUS"), and Dow Hydrocarbons and Resources, which accounted for approximately 55%, 16% and 9%, respectively, of our segment revenue for the year ended December 31, 2011 and approximately 34%, 29% and 10%, respectively, of our segment revenue for the year ended December 31, 2010.", sentence=1520149, chars=[0,414], words=[0,87]))),

revenue_cand(revenue_mention(SpanMention("Additionally, EMUS, ExxonMobil and Calpine Corporation are the three largest purchasers of natural gas and transmission capacity, respectively, in our Transmission segment and accounted for approximately 22%, 57% and 8%, respectively, of our segment revenue for the year ended December 31, 2011 and approximately 31%, 43% and 10%, respectively, of our segment revenue for the year ended December 31, 2010.", sentence=1520156, chars=[0,404], words=[0,78]))),

revenue_cand(revenue_mention(SpanMention("Network and facilities expense of \$94.9 million for the year ended December 31, 2013, or 44.8% of revenue, decreased from \$98.8 million for the year ended December 31, 2012, or 42.4% of revenue.", sentence=1010132, chars=[0,193], words=[0,42]))),

revenue_cand(revenue_mention(SpanMention("Computing and Graphics net revenue of \$1.8 billion in 2015 decreased by 42% compared to \$3.1 billion in 2014 as a result of a 44% decrease in unit shipments, partially offset by a 3% increase in average selling price.", sentence=1801665, chars=[0,216], words=[0,45]))),

revenue_cand(revenue_mention(SpanMention("REVENUE (\$M) OPERATING MARGIN RESEARCH & DEVELOPMENT (\$M)", sentence=1083507, chars=[0,56], words=[0,13]))),

revenue_cand(revenue_mention(SpanMention("Our hedges had no effect on our revenue for the year ended December 31, 2010.", sentence=1537795, chars=[0,76], words=[0,16]))),

revenue_cand(revenue_mention(SpanMention("Collectively, Sony Corporation, Microsoft Corporation and HP Inc. accounted for approximately 59% of our consolidated net revenue for the year ended December 31, 2016.", sentence=1793957, chars=[0,166], words=[0,28]))),

revenue_cand(revenue_mention(SpanMention("Operations expense of \$28.6 million for the year ended December 31, 2013, or 13.5% of revenue, decreased \$8.9 million compared to \$37.5 million for the year ended December 31, 2012, or 16.1% of revenue.", sentence=1010170, chars=[0,201], words=[0,44]))),

revenue_cand(revenue_mention(SpanMention("Related party revenue was \$0 for the year ended December 31, 2016 compared to \$156,000 for the year ended December 31, 2015.", sentence=607006, chars=[0,123], words=[0,26]))),

revenue_cand(revenue_mention(SpanMention("Total revenues were \$63.1 million for the year ended December 31, 2016, an 8% increase from \$58.5 million for the year ended December 31, 2015.", sentence=1044011, chars=[0,142], words=[0,31]])),

revenue_cand(revenue_mention(SpanMention("Technology development revenues \$ 13,599,048 \$ 12,205,889", sentence=2964664, chars=[0,56], words=[0,6]])),

revenue_cand(revenue_mention(SpanMention("Data revenue generated by our Americas reporting unit for the first four months of 2013 was \$10.4 million compared to \$26.7 million for year ended December 31, 2012.", sentence=1006716, chars=[0,164], words=[0,31]])),

revenue_cand(revenue_mention(SpanMention("Of the \$6,574,000 revenue in 2016, \$6,292,000 resulted from sales of equipment and \$282,000 resulted from engineering and consulting services agreements.", sentence=587947, chars=[0,152], words=[0,25]])),

revenue_cand(revenue_mention(SpanMention("For the period from the closing of the Merger on May 8, 2015, through December 31, 2015, we recognized revenues of \$20.6 million and income of \$0.5 million associated with the operations of API.", sentence=530870, chars=[0,193], words=[0,40]])),

revenue_cand(revenue_mention(SpanMention("Revenues from the IADS segment were \$2.1 million and \$0.6 million for the years ended December 31, 2015 and 2014, respectively, an increase of \$1.5 million or approximately 250%.", sentence=1044948, chars=[0,177], words=[0,36]])),

revenue_cand(revenue_mention(SpanMention("The increase primarily reflects \$1.5 million of legal, professional and other costs in connection with the now completed internal investigation referred to under "Recent Development", new hire costs and a \$150,000 allowance for accounts receivable from the client mentioned in the second paragraph under "Revenues".", sentence=1044275, chars=[0,314], words=[0,53]])),

revenue_cand(revenue_mention(SpanMention("L.P. and Dow Hydrocarbons and Resources and accounted for approximately 55%, 16% and 9%, respectively, of our segment revenue for the year ended December 31, 2011.", sentence=1539032, chars=[0,162], words=[0,33]])),

revenue_cand(revenue_mention(SpanMention("Revenues from the MIS segment were \$4.7 million and \$1.7 million for the year ended December 31, 2015 and for the period from the date of acquisition through December 31, 2014, respectively, an increase of", sentence=1044965, chars=[0,204], words=[0,40]])),

revenue_cand(revenue_mention(SpanMention("For the year, we increased voice revenues to over \$220 million, a 9.9% increase when compared to 2013.", sentence=995067, chars=[0,101], words=[0,22]])),

revenue_cand(revenue_mention(SpanMention("We will remain an emerging growth company for up to five years, or until the earliest of (i) the last day of the first fiscal year in which our annual gross revenue exceed", sentence=586502, chars=[0,170], words=[0,35]])),

revenue_cand(revenue_mention(SpanMention("The improvement in operating results was primarily due to the increase in net revenue referenced above, an \$88 million licensing gain recorded in 2016 related to the Licensed IP to the THA TIC JV, and a decrease in cost of sales, in part due to the absence of a technology node transition charge of \$33 million recorded in 2015, partially offset by an increase in operating expenses.", sentence=1801865, chars=[0,381], words=[0,72]])),

revenue_cand(revenue_mention(SpanMention("The revenues of the Company's Indian subsidiary for the year ended December 31, 2016 were \$16.8 million.", sentence=1059575, chars=[0,103], words=[0,20]])),

revenue_cand(revenue_mention(SpanMention("Also included in revenue were (\$1.6) million and \$nil million in realized gains (losses) for the years ended December 31, 2011 and 2010, respectively, representing our monthly swap settlements.", sentence=1561581, chars=[0,192], words=[0,38]])),

revenue_cand(revenue_mention(SpanMention("It is reasonably possible that these estimates of anticipated future gross revenues, the remaining estimated economic life of the product, or both will be reduced significantly in the near term due to competitive pressures.", sentence=589666, chars=[0,222], words=[0,36]))),

revenue_cand(revenue_mention(SpanMention("Our total revenue in 2010 was \$21.9 million compared to \$32.8 million and \$143.1 million in the 2009 Successor Period and the 2009 Predecessor Period, respectively.", sentence=1535614, chars=[0,164], words=[0,30]))),

revenue_cand(revenue_mention(SpanMention("Standalone professional services revenues decreased \$0.9 million in 2015 compared to 2014 and increased \$1.0 million in 2014 compared to 2013.", sentence=1313933, chars=[0,141], words=[0,23]))),

revenue_cand(revenue_mention(SpanMention("Total revenues \$ 44,020,358 \$ 21,259,990", sentence=2964713, chars=[0,39], words=[0,5]))),

revenue_cand(revenue_mention(SpanMention("Of the total decline in net income for the DDS segment, \$1.6 million is on account of the decline in revenues, offset in part by the above mentioned decrease in direct operating costs and selling and administrative expenses; a \$0.8 million increase in the provision for foreign income taxes and a \$0.4 million decline in losses attributable to non-controlling interests.", sentence=1045731, chars=[0,369], words=[0,68]))),

revenue_cand(revenue_mention(SpanMention("During the year ended December 31, 2015, the Company reversed accounts receivable of \$336,000 with a corresponding reversal to deferred revenue (See Note 17).", sentence=600156, chars=[0,157], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("Revenues from the DDS segment were \$50.7 million and \$51.7 million for the years ended December 31, 2016 and 2015, respectively, a decline of \$1.0 million or approximately 2%.", sentence=1044022, chars=[0,174], words=[0,36]))),

revenue_cand(revenue_mention(SpanMention("Our major customers, Sony Corporation, Microsoft Corporation and HP Inc., each accounted for more than 10% of our consolidated net revenue for the year ended December 31, 2016.", sentence=1791890, chars=[0,175], words=[0,33]))),

revenue_cand(revenue_mention(SpanMention("Sales and marketing expense of \$5.6 million for the year ended December 31, 2013, or 2.6% of revenue, decreased from \$8.0 million for the year ended December 31, 2012, or", sentence=1010203, chars=[0,169], words=[0,37]))),

revenue_cand(revenue_mention(SpanMention("Operating loss in 2014 included a \$19 million benefit from technology licensing revenue.", sentence=1801777, chars=[0,87], words=[0,14]))),

revenue_cand(revenue_mention(SpanMention("While credit losses have generally been within expectations and the provisions established, in 2016 the Company deferred \$750,000 of revenue from one client that will be accounted for on a cash basis and also recorded a \$150,000 allowance for accounts receivables from this client.", sentence=1054485, chars=[0,280], words=[0,47]))),

revenue_cand(revenue_mention(SpanMention("Our segment revenue derived from Enbridge Marketing (US) L.P. ExxonMobil Corporation and Calpine Corporation represented \$15.0 million, \$38.0 and \$5.1 million of segment revenue for the year ended December 31, 2011, \$16.6 million, \$22.9 million and \$5.1 million of segment revenue for the year ended December 31, 2010 and \$3.0 million, \$0.1 million and \$0.9 million of segment revenue for the period ended December 31, 2009, respectively.", sentence=1568808, chars=[0,437], words=[0,86]))),

revenue_cand(revenue_mention(SpanMention("General and administrative expense decreased to \$18.8 million for the year ended December 31, 2013, or 8.9% of revenue, compared to \$21.2 million for the year ended", sentence=1010244, chars=[0,163], words=[0,32]))),

revenue_cand(revenue_mention(SpanMention("Enterprise, Embedded and Semi-Custom net revenue of \$2.3 billion in 2016 increased by 5% compared to net revenue of \$2.2 billion in 2015.", sentence=1801800, chars=[0,136], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("The data revenue generated by our Americas reporting unit for the four months ended April 30, 2013 was \$10.4 million.", sentence=1009596, chars=[0,116], words=[0,22]))),

revenue_cand(revenue_mention(SpanMention("Our segment revenue derived from Enbridge Marketing (US) L.P., ConocoPhillips Corporation and Dow Hydrocarbons and Resources represented \$29.9 million, \$100.7 million and \$15.7 million of segment revenue for the year ended December 31, 2011, \$47.3 million, \$53.4 million and \$16.4 million of segment revenue for the year ended December 31, 2010 and \$14.7 million, \$5.0 million and \$3.1 million of segment revenue for the period ended December 31, 2009, respectively.", sentence=1568791, chars=[0,465], words=[0,90]))),

revenue_cand(revenue_mention(SpanMention("If we are unable to manage growth effectively, our revenues and net loss could be adversely affected.", sentence=516168, chars=[0,100], words=[0,18]))),

revenue_cand(revenue_mention(SpanMention("Excluding data revenue, revenue from continuing operations increased \$19.2 million, representing an increase of 9.5%.", sentence=1009603, chars=[0,116], words=[0,19]))),

revenue_cand(revenue_mention(SpanMention("Revenues from the IADS segment were \$4.3 million and \$2.1 million for the years ended December 31, 2016 and 2015, respectively, an increase of \$2.2 million or approximately 105%.", sentence=1044068, chars=[0,177], words=[0,36]))),

revenue_cand(revenue_mention(SpanMention("Gross margin in 2014 included a \$58 million lower of cost or market inventory adjustment, which accounted for one gross margin percentage point, and a \$27 million benefit from technology licensing revenue, which accounted for less than one gross margin percentage point.", sentence=1802528, chars=[0,269], words=[0,47]))),

revenue_cand(revenue_mention(SpanMention("Revenue from the option exercise was reduced by \$159,000 of fees related to the sale, resulting in net revenues of \$2,497,000 and a \$1,950,000 operating profit, after minority interest, on the transaction.", sentence=681659, chars=[0,204], words=[0,38]))),

revenue_cand(revenue_mention(SpanMention("The revenue from the \$11,550,000 Closing Payment plus \$350,000 of post-closing Interim Payments received in March through September 2004, was reduced by \$693,000 of fees related to the sale, approximately \$402,000 in other costs related to the sale, and \$3,475,000 of previously capitalized costs relating to Increment I. The \$7,330,000 of net revenue from the Closing Payment and Interim Payments for the year ended September 30, 2004 is recorded in the Consolidated Statements of Operations as "Sale of interest in leasehold land, net.", sentence=681602, chars=[0,537], words=[0,98]))),

revenue_cand(revenue_mention(SpanMention("Enbridge Marketing (US) L.P., ConocoPhillips Corporation, Dow Chemical and ExxonMobil Corporation were significant customers, representing at least 10% of our consolidated revenue in the consolidated statement of operations in one or more of the periods presented, accounting for \$44.8 million, \$100.7 million, \$15.7 million and \$38.0 million, respectively, for the year ended December 31, 2011, \$63.9 million, \$53.4 million, \$16.4 million and \$22.9 million, respectively, for year ended December 31, 2010 and \$17.8 million, \$5.0 million, \$3.1 million and \$0.1 million, respectively, for the period ended December 31, 2009.", sentence=1560381, chars=[0,622], words=[0,124]))),

revenue_cand(revenue_mention(SpanMention("Revenue of \$220.5 million for the year ended December 31, 2014 increased \$8.8 million, or 4.2%, from \$211.7 million for the year ended December 31, 2013.", sentence=1009588, chars=[0,152], words=[0,34]))),

revenue_cand(revenue_mention(SpanMention("While credit losses have generally been within expectations and the provisions established, in 2016 we deferred \$750,000 of revenue from one client that will be accounted for on a cash basis and we also recorded a \$150,000 allowance for accounts receivables from this client.", sentence=1046776, chars=[0,274], words=[0,47]))),

revenue_cand(revenue_mention(SpanMention("Contract drilling revenues decreased \$1,430,000 (41%) to \$2,050,000 in fiscal 2003, as compared to \$3,480,000 in fiscal 2002, and contract drilling operating expenses decreased \$893,000 (32%) to \$1,928,000 in fiscal 2003, as compared to \$2,821,000 in fiscal 2002.", sentence=681903, chars=[0,262], words=[0,53]))),

revenue_cand(revenue_mention(SpanMention("Depreciation and amortization expense decreased to \$14.7 million for the year ended December 31, 2013, or 6.9% of revenue, compared to \$21.3 million for the year ended December 31, 2012, or 9.2% of revenue.", sentence=1010283, chars=[0,205], words=[0,43]))),

revenue_cand(revenue_mention(SpanMention("\$159,000 of fees related to the sale, resulting in net revenues of \$2,497,000 and a \$1,950,000 operating profit, after minority interest, on the transaction.", sentence=690074, chars=[0,156], words=[0,30]))),

revenue_cand(revenue_mention(SpanMention("Oil and natural gas revenues increased \$3,920,000 (20%) from \$19,350,000 in fiscal 2003 to", sentence=681275, chars=[0,89], words=[0,18]))),

revenue_cand(revenue_mention(SpanMention("Operating expenses represented 71.3% and 63.2% of revenue for the year ended December 31, 2014 and 2013, respectively.", sentence=1009652, chars=[0,117], words=[0,22]))),

revenue_cand(revenue_mention(SpanMention("For the year ended December 31, 2014, we generated revenue from continuing operations of \$220.5 million, an increase of 4.2% compared to \$211.7 million for the year ended December 31, 2013.", sentence=1006652, chars=[0,188], words=[0,38]))),

revenue_cand(revenue_mention(SpanMention("Enterprise, Embedded and Semi-Custom net revenue of \$2.2 billion in 2015 decreased by 8% compared to net revenue of \$2.4 billion in 2014.", sentence=1801825, chars=[0,136], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("\$121,000 (primarily related to compliance with the Sarbanes-Oxley Act of 2002 and restatement of the Barnwell Industries, Inc. Employees' Pension Plan to comply with Internal Revenue Service rulings), as compared to fiscal 2002.", sentence=682112, chars=[0,227], words=[0,41]))),

revenue_cand(revenue_mention(SpanMention("For the year ended December 31, 2014, we generated revenue from continuing operations of \$220.5 million, an increase of 4.2% compared to \$211.7 million for the year ended December 31, 2013.", sentence=996291, chars=[0,188], words=[0,38]))),

revenue_cand(revenue_mention(SpanMention("Additionally, Enbridge Marketing US, ExxonMobil and Calpine Corporation are the two largest purchasers of natural gas and transmission capacity, respectively, in our Transmission segment and accounted for approximately 22%, 57% and 8%, respectively, of our segment revenue for the year ended December 31, 2011.", sentence=1539043, chars=[0,309], words=[0,55]))),

revenue_cand(revenue_mention(SpanMention("The decline in operating results was primarily due to the decrease in net revenue referenced above, partially offset by a \$696 million decrease in cost of sales and a decrease in operating expenses.", sentence=1801761, chars=[0,197], words=[0,35]))),

revenue_cand(revenue_mention(SpanMention("Our Technology Development segment revenue increased \$1.4 million to \$13.6 million for the year ended December 31, 2015 compared to \$12.2 million for the year ended December 31, 2014.", sentence=523406, chars=[0,182], words=[0,34]))),

revenue_cand(revenue_mention(SpanMention("Data revenue generated by our Americas reporting unit for the first four months of 2013 was \$10.4 million comp

ared to \$26.7 million for year ended December 31, 2012.", sentence=996355, chars=[0,164], words=[0,31]))),

revenue_cand(revenue_mention(SpanMention("Revenue of \$211.7 million for the year ended December 31, 2013 decreased \$21.3 million, or 9.2%, from \$233.0 million for the year ended December 31, 2012.", sentence=1009986, chars=[0,153], words=[0,34]))),

revenue_cand(revenue_mention(SpanMention("In addition, revenues for third-party funded product development related to fiber optic shape sensing increased \$0.5 million compared to 2014.", sentence=523447, chars=[0,141], words=[0,24]))),

revenue_cand(revenue_mention(SpanMention("Concentrations—For the years ended 2014, 2013 and 2012, the aggregate revenue of four customers accounted for 73%, 65% and 56% of total revenue from continuing operations, respectively.", sentence=1018914, chars=[0,184], words=[0,36]))),

revenue_cand(revenue_mention(SpanMention("In fiscal 2004, Kaupulehu Developments received \$250,000 in income related to negotiations on the development of Kaupulehu Developments' resort/residential acreage, as compared to \$500,000 in fiscal 2003, a decrease of \$250,000; these revenues discontinued with the consummation of Kaupulehu Developments' sale of an interest in leasehold land in February 2004.", sentence=681943, chars=[0,360], words=[0,61]))),

revenue_cand(revenue_mention(SpanMention("Network and facilities expense of \$95.0 million for the year ended December 31, 2014, or 43.1% of revenue, increased from \$94.9 million for the year ended December 31, 2013, or 44.8% of revenue.", sentence=1009674, chars=[0,193], words=[0,42]))),

revenue_cand(revenue_mention(SpanMention("Included in accrued expenses on the accompanying consolidated balance sheets as of December 31, 2016 and 2015 is deferred revenue amounting to \$2.0 million and \$1.2 million, respectively.", sentence=1054606, chars=[0,186], words=[0,32]))),

revenue_cand(revenue_mention(SpanMention("Our Products and Licensing segment revenue increased \$21.4 million to \$30.4 million for the year ended December 31, 2015 compared to \$9.1 million for the year ended December 31, 2014.", sentence=523426, chars=[0,182], words=[0,35]))),

revenue_cand(revenue_mention(SpanMention("The decrease in revenues was due primarily to a decrease of \$16.3 million in data revenues and a decrease of \$5.0 million in revenues generated from our voice business.", sentence=1009994, chars=[0,167], words=[0,31]))),

revenue_cand(revenue_mention(SpanMention("The applicable indicators of gross revenue reporting included, but were not limited to, the following:", sentence=1188240, chars=[0,101], words=[0,17]))),

revenue_cand(revenue_mention(SpanMention("During 2016, these subsidiaries generated approximately \$4.3 million in revenues and incurred a net loss of \$1.8 million net of inter-segment profits.", sentence=1039435, chars=[0,149], words=[0,27]))),

revenue_cand(revenue_mention(SpanMention("The decline in net loss is primarily due to an increase in revenues.", sentence=1045747, chars=[0,67], words=[0,13]))),

revenue_cand(revenue_mention(SpanMention("The decrease was primarily due to a \$3.6 million decrease in our content and training service revenue, which resulted primarily from exchange rate weakness arising from content and training service sales recorded in pounds sterling, and a \$0.7 million decrease in Inmarsat service sales due to a 14% decrease in Inmarsat airtime customers.", sentence=1171207, chars=[0,338], words=[0,58]))),

revenue_cand(revenue_mention(SpanMention("This increase was attributable primarily to the inclusion of \$1.2 million of research revenues associated with our THz products following our merger with API and \$0.3 million growth in research related to carbon nanomaterials.", sentence=523415, chars=[0,225], words=[0,36]))),

revenue_cand(revenue_mention(SpanMention("Gross revenues", sentence=362563 2, chars=[0,13], words=[0,1]]))),

revenue_cand(revenue_mention(SpanMention("Segment revenue for 2010 was \$53.5 million compared to \$5.0 million and \$10.2 million in the 2009 Successor Period and the 2009 Predecessor Period, respectively.", sentence=1537754, chars=[0,160], words=[0,29]]))),

revenue_cand(revenue_mention(SpanMention("The \$2.0 million decrease is primarily due to a \$5.1 million increase in cash outflows related to accounts payable, a \$4.6 million increase in cash outflows related to inventory, a \$3.3 million decrease in cash inflows related to deferred revenue, and a \$2.7 million increase in cash outflows related to prepaid expenses and other current assets.", sentence=1174305, chars=[0,345], words=[0,64]]))),

revenue_cand(revenue_mention(SpanMention("Contract drilling revenues increased \$1,640,000 (80%) to \$3,690,000 in fiscal 2004, as compared to \$2,050,000 in fiscal 2003, and contract drilling operating expenses increased \$1,256,000 (65%) to", sentence=681841, chars=[0,195], words=[0,38]]))),

revenue_cand(revenue_mention(SpanMention("Based on the evaluation of the factors within ASC 605, the Company has determined that the applicable indicators of gross revenue reporting were met.", sentence=1188232, chars=[0,148], words=[0,25]]))),

revenue_cand(revenue_mention(SpanMention("The decrease in cost of revenues for professional services in 2015 compared to 2014 was partially offset by a \$0.6 million increase in salaries and benefits and a \$0.3 million increase in overhead costs allocated to cost of revenues for professional services based on relative headcount.", sentence=1314568, chars=[0,286], words=[0,48]]))),

revenue_cand(revenue_mention(SpanMention("The agreement provided for the payment of \$0.3 million in 2010 and annual fees of \$0.3 million plus annual increases in proportion to the increase in budgeted gross revenues thereafter.", sentence=1566471, chars=[0,184], words=[0,32]]))),

revenue_cand(revenue_mention(SpanMention("\$41,000,000 these past three years, will bring about a further increase in the Company's oil and natural gas revenues in fiscal 2006 as compared to fiscal 2005.", sentence=611141, chars=[0,159], words=[0,30]]))),

revenue_cand(revenue_mention(SpanMention("Our cumulative investment net of revenues in these subsidiaries as of December 31, 2016 was \$33.0 million, consisting of \$26.0 million in operating expenses and \$7.0 million in capital expenditures.", sentence=1039419, chars=[0,197], words=[0,35]]))),

revenue_cand(revenue_mention(SpanMention("Revenue from the development rights sales was reduced by \$159,000 of fees related to the sale, resulting in net revenues of", sentence=615249, chars=[0,122], words=[0,22]]))),

revenue_cand(revenue_mention(SpanMention("Net earnings of \$8,710,000 (\$6.19 per share - diluted) in 2004 increased 275% over 2003's net earnings of \$2,320,000, revenues of \$37,970,000, a 60% increase over fiscal 2003 and at September 30, 2004 cash and cash equivalents of \$5,884,000 and working capital of", sentence=676311, chars=[0,262], words=[0,55]]))),

revenue_cand(revenue_mention(SpanMention("In the year ended September 30, 2003, \$2,125,000 of revenues from the sale of development rights was reduced by \$128,000 of fees related to the sale and \$1,277,000 of cost basis related to the development rights, resulting in net revenues of \$720,000 and a \$280,000 operating profit, after minority interest, on the transaction.", sentence=615291, chars=[0,327], words=[0,63]]))),

revenue_cand(revenue_mention(SpanMention("The revenues of our Indian subsidiary in 2015 were \$16.5 million.", sentence=1045603, chars=[0,64], words=[0,12]]))),

revenue_cand(revenue_mention(SpanMention("The \$10.3 million increase is primarily due to a \$16.5 million increase in cash inflows related to accounts receivable, a \$4.6 million decrease in cash outflows related to inventory, a

\$3.5 million net increase in non-cash items, a \$3.1 million increase in cash inflows related to deferred revenue, a \$2.6 million decrease in cash outflows related to accounts payable, and a \$1.2 million decrease in cash outflows related to prepaid expenses and other assets.", sentence=1174274, chars=[0,458], words=[0,88]))),

revenue_cand(revenue_mention(SpanMention("Gross revenues", sentence=3273776, chars=[0,13], words=[0,1]))),

revenue_cand(revenue_mention(SpanMention("\$128,000 of fees related to the sale and \$1,277,000 of cost basis related to the development rights, resulting in net revenues of \$720,000 and a \$280,000 operating profit, after minority interest, on the transaction.", sentence=681691, chars=[0,215], words=[0,41]))),

revenue_cand(revenue_mention(SpanMention("In each of fiscal years 2005 and 2004, \$2,656,000 of revenues attributable to the development rights sale were reduced by \$159,000 of fees related to the sale, resulting in net revenues of \$2,497,000 and a \$1,950,000 operating profit, after minority interest, on the transactions.", sentence=623860, chars=[0,279], words=[0,52]))),

revenue_cand(revenue_mention(SpanMention("Barnwell's oil and natural gas segment derived 53% of its oil and natural gas revenues in fiscal 2004 from three individually significant customers, ProGas Limited, Coral Energy Canada Inc., and Plains Marketing Canada, L.P. At September 30, 2004, Barnwell had a total of \$1,140,000 in receivables from these four customers.", sentence=696426, chars=[0,324], words=[0,60]))),

revenue_cand(revenue_mention(SpanMention("Our backlog of purchase orders received for which the related goods have not been shipped or recognized as revenue within our products and licensing segment was \$10.7 million and \$0.6 million at December 31, 2015 and 2014, respectively.", sentence=513885, chars=[0,235], words=[0,42]))),

revenue_cand(revenue_mention(SpanMention("In fiscal 2004, Kaupulehu Developments received \$250,000 in income related to negotiations on the development of Kaupulehu Developments' resort/residential acreage, as compared to \$500,000 in fiscal 2003, a decrease of \$250,000; these revenues discontinued with the consummation of Kaupulehu Developments' sale of an interest in leasehold land in February 2004.", sentence=615569, chars=[0,360], words=[0,61]))),

revenue_cand(revenue_mention(SpanMention("The revenue from the \$11,550,000 Closing Payment plus \$350,000 of post-closing Interim Payments received in March through September 2004, was reduced by \$693,000 of fees related to the sale, approximately \$402,000 in other costs related to the sale, and \$3,475,000 of previously capitalized costs relating to Increment I. The \$7,330,000 of net revenue from the Closing Payment and Interim Payments for the year ended September 30, 2004 is recorded in the Consolidated Statements of Operations as "Sale of interest in leasehold land, net.", sentence=689949, chars=[0,537], words=[0,98]))),

revenue_cand(revenue_mention(SpanMention("Of the \$50.1 million in backlog as of December 31, 2015, approximately 79% is expected to be billed within 2016 and approximately 31% is expected to be recognized as revenue within 2016.", sentence=1310322, chars=[0,185], words=[0,37]))),

revenue_cand(revenue_mention(SpanMention("From the acquisition on July 2, 2014 through December 31, 2016, the Company has recorded approximately \$55,100 of service revenues attributable to Videotel within its consolidated financial statements, of which approximately \$21,500 was recorded during the year ended December 31, 2016.", sentence=1199180, chars=[0,285], words=[0,48]))),

revenue_cand(revenue_mention(SpanMention("In the year ended September 30, 2003, \$2,125,000 of revenues from the sale of development rights was reduced by", sentence=681682, chars=[0,110], words=[0,21]))),

revenue_cand(revenue_mention(SpanMention("In 2016, our investment net of revenues in these subsidiaries was approximately \$1.8 million.", sentence=10378

75, chars=[0,92], words=[0,16]))),
 revenue_cand(revenue_mention(SpanMention("In fiscal 2004, \$2,656,000 of revenues attributable to the development rights sale were reduced by", sentence=690066, chars=[0,97], words=[0,16]))),
 revenue_cand(revenue_mention(SpanMention("The net loss was higher primarily due to an increased spend on sales and marketing partially offset by margins from higher revenues.", sentence=1045763, chars=[0,131], words=[0,22]))),
 revenue_cand(revenue_mention(SpanMention("The backlog of contract drilling revenues as of November 30, 2005 was approximately \$3,500,000.", sentence=615490, chars=[0,94], words=[0,16]))),
 revenue_cand(revenue_mention(SpanMention("The backlog of contract drilling revenues as of November 30, 2004 was approximately \$5,600,000.", sentence=681896, chars=[0,94], words=[0,16]))),
 revenue_cand(revenue_mention(SpanMention("These overhead costs were \$6.7 million for the period ended October 31, 2009 and were allocated based primarily on a percentage of revenue, which we believe is reasonable.", sentence=1566539, chars=[0,170], words=[0,31]))),
 revenue_cand(revenue_mention(SpanMention("Oil and natural gas revenues increased \$4,010,000 (20%) from \$19,830,000 in fiscal 2003 to", sentence=614843, chars=[0,89], words=[0,18]))),
 revenue_cand(revenue_mention(SpanMention("Net revenues from the sale of development rights increased \$1,777,000 to \$2,497,000 for the year ended September 30, 2004, as compared to \$720,000 for the same period in the prior year.", sentence=681642, chars=[0,184], words=[0,36]))),
 revenue_cand(revenue_mention(SpanMention("Total revenue recognized in 2016, 2015, and 2014 related to this order was \$7.6 million, \$9.6 million, and \$1.1 million, respectively.", sentence=1173149, chars=[0,133], words=[0,29]))),
 revenue_cand(revenue_mention(SpanMention("In fiscal 2004, Kaupulehu Developments received \$250,000 in income related to negotiations on the development of Kaupulehu Developments' resort/residential acreage; such negotiation revenues discontinued with the consummation of Kaupulehu Developments' sale of an interest in leasehold land in February 2004, therefore there were no such revenues in fiscal 2005.", sentence=615547, chars=[0,362], words=[0,58]))),
 revenue_cand(revenue_mention(SpanMention("Oil and natural gas revenues increased \$8,884,000 (37%) from \$23,840,000 in fiscal 2004 to", sentence=614746, chars=[0,89], words=[0,18]))),
 revenue_cand(revenue_mention(SpanMention("Oil and natural gas revenues increased \$8,030,000 (71%) from \$11,320,000 in fiscal 2002 to", sentence=681330, chars=[0,89], words=[0,18]))),
 revenue_cand(revenue_mention(SpanMention("The revenue from the \$11,550,000 Closing Payment plus \$350,000 of post-closing Interim Payments received in March through September 2004, was reduced by \$693,000 of fees related to the sale, approximately \$402,000 in other costs related to the sale, and \$3,475,000 of previously capitalized costs relating to Increment I. The \$7,330,000 of net revenue from the Closing Payment and Interim Payments for the year ended September 30, 2004 is recorded in the Consolidated Statements of Operations as "Sale of interest in leasehold land, net.", sentence=615193, chars=[0,537], words=[0,98]))),
 revenue_cand(revenue_mention(SpanMention("Contract drilling revenues increased \$127,000 (2%) to \$5,993,000 in fiscal 2007, as compared to \$5,866,000 in fiscal 2006, and contract drilling operating expenses increased \$230,000 (5%) to", sentence=600551, chars=[0,189], words=[0,38]))),
 revenue_cand(revenue_mention(SpanMention("In 2016, our adjusted EBITDA was benefited by a \$250,000 one-time revenue pickup in MIS.", sentence=1034700, chars=[0,87], words=[0,19]))),
 revenue_cand(revenue_mention(SpanMention("This increase of \$13.3 million in revenue was primarily due to a full year's", sentence=1537345, chars=[0,75],

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words=[0,15]))),
  revenue_cand(revenue_mention(SpanMention("Segment revenue for 2010 was $15
8.5 million compared to $27.9 million and $133.0 million in the 2009 Successo
r Period and the 2009 Predecessor Period, respectively.", sentence=1537489, c
hars=[0,163], words=[0,29]))),
  revenue_cand(revenue_mention(SpanMention("Contract drilling revenues increa
sed $3,794,000 (63%) to $9,787,000 in fiscal 2008, as compared to $5,993,000
in fiscal 2007, and contract drilling operating expenses increased $2,745,000
(56%) to $7,684,000 in fiscal 2008, as compared to $4,939,000 in fiscal 200
7.", sentence=600509, chars=[0,264], words=[0,53]))),
  revenue_cand(revenue_mention(SpanMention("Fiscal 2005 was a sterling year f
or your Company; the highest in revenues and third highest in net earnings.",
sentence=611060, chars=[0,107], words=[0,20]))),
  revenue_cand(revenue_mention(SpanMention("Revenue $ 248,282 $ 5,165(a) $ 25
3,447 $212,248 $ 4,645(a) $ 216,893", sentence=1559109, chars=[0,67], words=
[0,14]))),
  revenue_cand(revenue_mention(SpanMention("Our hedges had no effect on our r
evenue for the year ended December 31, 2010.", sentence=1537594, chars=[0,7
6], words=[0,16]))),
  revenue_cand(revenue_mention(SpanMention("Oil and natural gas revenues incr
eased $8,884,000 or 37% over fiscal 2004 primarily as a result of higher natu
ral gas and oil prices.", sentence=611116, chars=[0,132], words=[0,25]))),
  revenue_cand(revenue_mention(SpanMention("Enbridge Marketing (US) L.P., Exx
onMobil and Calpine Corporation are the three largest purchasers of natural g
as and transmission capacity, respectively, in our Transmission segment and a
ccounted for approximately 22%, 57% and 8%, respectively, of our segment reve
nue for the year ended December 31, 2011 and approximately 31%, 43% and 10%,
respectively, of our segment revenue for the year ended December 31, 2010.",
sentence=1516171, chars=[0,414], words=[0,81]))),
  revenue_cand(revenue_mention(SpanMention("The Predecessor recorded operatin
g revenues to Enbridge affiliates for natural gas gathering, treating, proces
sing, marketing and transportation services of $73.9 million for the period e
nded October 31, 2009.", sentence=1566547, chars=[0,208], words=[0,33]))),
  revenue_cand(revenue_mention(SpanMention("Net revenues from the sale of dev
elopment rights were $2,497,000 for each of the years ended September 30, 200
5 and 2004.", sentence=615235, chars=[0,120], words=[0,23]))),
  revenue_cand(revenue_mention(SpanMention("a $0.7 million increase in overhe
ad costs allocated to cost of revenues for products based on relative headcou
nt in 2015 compared to 2014;", sentence=1314259, chars=[0,137], words=[0,2
4]))),
  revenue_cand(revenue_mention(SpanMention("This increase in revenue was also
a result of a $0.5 million increase in COMA income.", sentence=1535328, chars
=[0,84], words=[0,17]))),
  revenue_cand(revenue_mention(SpanMention("Segment revenue for the year ende
d December 31, 2011 was $177.9 million compared to $158.5 million for the yea
r ended December 31, 2010.", sentence=1537011, chars=[0,135], words=[0,2
7]))),
  revenue_cand(revenue_mention(SpanMention("Approximately 99% of Barnwell's g
ross revenues are derived from properties located within Alberta.", sentence=
592720, chars=[0,97], words=[0,15]))),
  revenue_cand(revenue_mention(SpanMention("Contract drilling revenues increa
sed $1,640,000 (80%) to $3,690,000 in fiscal 2004, as compared to $2,050,000
in fiscal 2003, and contract drilling operating expenses increased $1,256,000
(65%) to", sentence=615497, chars=[0,195], words=[0,38]))),
  revenue_cand(revenue_mention(SpanMention("The estimated fair value of trade
marks and tradenames amounted to $320,000 and deferred revenues of $160,00
0.", sentence=1055845, chars=[0,108], words=[0,18]))),

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revenue_cand(revenue_mention(SpanMention("Segment revenue for the year ended December 31, 2011 was \$66.8 million compared to \$53.5 million for the year ended December 31, 2010.", sentence=1537331, chars=[0,133], words=[0,27]))), revenue_cand(revenue_mention(SpanMention("GAAP requires that annual amortization expense of the capitalized software development costs be the greater of the amounts computed using the ratio of gross revenue to a products' total current and anticipated revenues or the straight-line method over the products' remaining estimated economic life.", sentence=1323104, chars=[0,299], words=[0,46]))), revenue_cand(revenue_mention(SpanMention("The acquisition of two Russian fabricating facilities provided \$449 in additional revenue in 2005.", sentence=1225062, chars=[0,99], words=[0,16]))), revenue_cand(revenue_mention(SpanMention("Contract drilling revenues increased \$3,954,000 (107%) to \$7,644,000 in fiscal 2005, as compared to \$3,690,000 in fiscal 2004, and contract drilling operating expenses increased \$2,581,000 (81%) to \$5,765,000 in fiscal 2005, as compared to \$3,184,000 in fiscal 2004.", sentence=615442, chars=[0,265], words=[0,53]))), revenue_cand(revenue_mention(SpanMention("In the three months ended September 30, 2008, Barnwell concluded that its share of all such revenues should be eliminated, resulting in a \$665,000 non-cash reduction in revenues reported as "Sale of interest in leasehold land, net" in the Consolidated Statements of Earnings, with corresponding \$333,000 and \$332,000 reductions in the carrying value of "Residential Lots Under Development" and "Investment in Residential Parcels," respectively, on the Consolidated Balance Sheet at September 30, 2008.", sentence=614407, chars=[0,500], words=[0,92]))), revenue_cand(revenue_mention(SpanMention("Our commodity derivatives had no effect on segment revenue for the years ended December 31, 2011 and 2010.", sentence=1537363, chars=[0,105], words=[0,19]))), revenue_cand(revenue_mention(SpanMention("The applicable indicators of gross revenue reporting included, but were not limited to, the following:", sentence=1173244, chars=[0,101], words=[0,17]))), revenue_cand(revenue_mention(SpanMention("In the three months ended September 30, 2008, Barnwell concluded that its share of all such revenues should be eliminated, resulting in a \$665,000 non-cash reduction in revenues reported as "Sale of interest in leasehold land, net" in the Consolidated Statements of Earnings, with corresponding \$333,000 and \$332,000 reductions in the carrying value of "Residential Lots Under Development" and "Investment in Residential Parcels," respectively, on the Consolidated Balance Sheet at September 30, 2008.", sentence=600397, chars=[0,500], words=[0,92]))), revenue_cand(revenue_mention(SpanMention("Our total revenue for the year ended December 31, 2011 was \$244.7 million compared to \$211.9 million for the year ended December 31, 2010.", sentence=1535301, chars=[0,137], words=[0,28]))), revenue_cand(revenue_mention(SpanMention("Revenues from Wolters Kluwer affiliated companies (the "WK Clients") were approximately \$10.9 million or 17% of total revenues, and revenues from Reed Elsevier affiliated companies (the "RE Clients") were approximately \$8.5 million, or 14% of total revenues.", sentence=1038331, chars=[0,257], words=[0,51]))), revenue_cand(revenue_mention(SpanMention("The revenue from the \$11,550,000 Closing Payment plus \$350,000 of post-closing Interim Payments received in March through September 2004, was reduced by \$693,000 of fees related to the sale, approximately \$402,000 in other costs related to the sale, and \$3,475,000 of previously capitalized costs relating to Increment I. The \$7,330,000 of net revenue from the Closing Payment and Interim Payments for the year ended September 30, 2004 is recorded in the Consolidated Statements of Operations as "Sale of interest in leasehold land, net."", sentence=623755, chars=[0,537], words=[0,98]))),

revenue_cand(revenue_mention(SpanMention("2006 Revenues: \$30.4 Billion", sentence=1215176, chars=[0,27], words=[0,5]))),
revenue_cand(revenue_mention(SpanMention("Revenue from the option exercise was reduced by \$159,000 of fees related to the sale, resulting in net revenues of \$2,497,000 and a \$1,950,000 operating profit, after minority interest, on the transaction.", sentence=615274, chars=[0,204], words=[0,38]))),
revenue_cand(revenue_mention(SpanMention("Highest annual sales in company history of \$30,379, reflecting revenue growth of \$4,811, or 19%, over 2005, with most markets showing double-digit growth;", sentence=1224660, chars=[0,153], words=[0,32]))),
revenue_cand(revenue_mention(SpanMention("In 2016 we deferred \$750,000 of revenue from one client that will be accounted for on a cash basis and we also recorded a \$150,000 allowance for accounts receivable from this client.", sentence=1039570, chars=[0,181], words=[0,34]))),
revenue_cand(revenue_mention(SpanMention("It was Barnwell's second best year of net earnings, our highest revenue total and our best total operating profit.", sentence=585129, chars=[0,113], words=[0,21]))),
revenue_cand(revenue_mention(SpanMention("The following table reflects our revenue for the year ended December 31, 2015, compared to December 31, 2014:", sentence=1091837, chars=[0,108], words=[0,21]))),
revenue_cand(revenue_mention(SpanMention("Cost of revenue depreciation expense related to property and equipment was approximately \$18,032, \$17,975, and", sentence=1102725, chars=[0,109], words=[0,18]))),
revenue_cand(revenue_mention(SpanMention("Based on the evaluation of the factors within ASC 605, we have determined that the applicable indicators of gross revenue reporting were met.", sentence=1173237, chars=[0,140], words=[0,24]))),
revenue_cand(revenue_mention(SpanMention("The following table reflects our revenue for the year ended December 31, 2016, compared to December 31, 2015:", sentence=1089688, chars=[0,108], words=[0,21]))),
revenue_cand(revenue_mention(SpanMention("deferred revenue decreased \$932 during the year ended December 31, 2015, versus a decrease of \$1,109 for 2014 due to recognition of revenue and churn in our deferred revenue balance.", sentence=1094155, chars=[0,181], words=[0,34]))),
revenue_cand(revenue_mention(SpanMention("The increase in cash flows generated from operating activities primarily resulted from a decrease in accounts receivable and a lower net loss, which were partially offset by a decrease in deferred revenue.", sentence=1316339, chars=[0,204], words=[0,33]))),
revenue_cand(revenue_mention(SpanMention("Digital Power reported revenues of \$2,304,000 for the fourth quarter ended December 31, 2015, an increase of 9% from revenues of \$2,112,000 in the comparable quarter in 2014.", sentence=571897, chars=[0,173], words=[0,33]))),
revenue_cand(revenue_mention(SpanMention("Adjusted EBITDA in our core Digital Data Solutions business declined by \$2.2 million as additional revenue from existing and new projects was less than reductions in revenue from projects winding down.", sentence=1034644, chars=[0,200], words=[0,32]))),
revenue_cand(revenue_mention(SpanMention("Based on current conditions, we expect 2017 revenue to be between \$175,000 and \$180,000.", sentence=1086351, chars=[0,87], words=[0,17]))),
revenue_cand(revenue_mention(SpanMention("Only a few customers account for a substantial portion of our defense navigation and inertial navigation revenues, and the loss of any of these customers could substantially reduce our net sales.", sentence=1161843, chars=[0,194], words=[0,32]))),
revenue_cand(revenue_mention(SpanMention("The decline reflects efficiencies of approximately \$1.8 million in technology and facility costs, favorable foreign exchange benefits of \$0.3 million, a reduction in labor costs as a result of the decrease in 2015 DDS revenues, offset in part by approximately \$0.9

million in ramp-up costs on a new project for a European publisher and a \$0.4 million expense accrual for retroactive bonuses required to be paid in India under recent legislation.", sentence=1045068, chars=[0,444], words=[0,80])),
revenue_cand(revenue_mention(SpanMention("During 2016, we made capital expenditures of \$9,563, which represented approximately 6% of our total revenue.", sentence=1094211, chars=[0,108], words=[0,20])),
revenue_cand(revenue_mention(SpanMention("In 2007, Alcoans delivered the second consecutive year of record revenues, income from operations, and cash from operations.", sentence=1413738, chars=[0,123], words=[0,21])),
revenue_cand(revenue_mention(SpanMention("Included within machinery and equipment are certain hardware revenue generating assets that had a net book value of \$7,734 and \$10,201 as of December 31, 2016 and 2015, respectively, that are utilized in the delivery of the Company's airtime services, media, and other content.", sentence=1193078, chars=[0,276], words=[0,52])),
revenue_cand(revenue_mention(SpanMention("Assuming a 10% weakening of the U.S. dollar relative to our foreign currency denominated revenues and expenses, our net loss for the year ended December 31, 2016, would", sentence=1095298, chars=[0,167], words=[0,31])),
revenue_cand(revenue_mention(SpanMention("\$1,440,000 representing its share of real estate consulting revenues, less related expenses.", sentence=614929, chars=[0,91], words=[0,14])),
revenue_cand(revenue_mention(SpanMention("Cost of revenues \$ 7 \$ 4", sentence=566976, chars=[0,23], words=[0,6])),
revenue_cand(revenue_mention(SpanMention("Oil and natural gas revenues increased \$14,842,000 (43%) from \$34,599,000 in fiscal 2007 to", sentence=599548, chars=[0,90], words=[0,18])),
revenue_cand(revenue_mention(SpanMention("Highest sales in company history of \$30,748, despite the absence of seven months of revenue from the soft alloy extrusion business;", sentence=1422681, chars=[0,130], words=[0,23])),
revenue_cand(revenue_mention(SpanMention("In fiscal 2006 Barnwell received net proceeds of \$1,440,000 representing its share of real estate consulting revenues, less related expenses.", sentence=601210, chars=[0,140], words=[0,22])),
revenue_cand(revenue_mention(SpanMention("Total revenues \$ 5,164 \$ 4,108 \$ (250) \$ 9,022 Depreciation and amortization", sentence=569737, chars=[0,75], words=[0,14])),
revenue_cand(revenue_mention(SpanMention("Our policy is to record revenues net of any applicable sales, use or excise taxes.", sentence=1311671, chars=[0,81], words=[0,16])),
revenue_cand(revenue_mention(SpanMention("Our research and development expense decreased in aggregate dollars and as a percentage of total revenue for the year ended December 31, 2016, versus 2015.", sentence=1091621, chars=[0,154], words=[0,27])),
revenue_cand(revenue_mention(SpanMention("Digital Power's revenues for the year ended December 31, 2015 were \$7,766,000, a decrease of 14% from revenues of \$9,022,000 for the year ended December 31, 2014.", sentence=571922, chars=[0,161], words=[0,34])),
revenue_cand(revenue_mention(SpanMention("Revenues and total stockholders' equity both reached record amounts of \$65,644,000 and \$61,264,000, respectively.", sentence=585178, chars=[0,112], words=[0,18])),
revenue_cand(revenue_mention(SpanMention("an amendment to the amortization schedule for the term loan to reduce the amount of required quarterly principal repayments to \$575,000 and (iv) an amendment to the definition of Consolidated Fixed Charges Coverage Ratio to exclude any capital expenditures related to growth or revenue generating initiatives from the calculation.", sentence=1162520, chars=[0,329], words=[0,52])),
revenue_cand(revenue_mention(SpanMention("In Synodex, we lowered the annual

revenue required to achieve breakeven from \$7-8 million of annual revenue to", sentence=1034754, chars=[0,109], words=[0,21]))),
revenue_cand(revenue_mention(SpanMention("Although we have actively taken steps to increase our revenue and reduce manufacturing and operating costs, we may incur operating and net losses in the future unless we continue to increase revenues by selling current and custom design products and continue seeking manufacturing cost reductions through contract manufacturers.", sentence=554679, chars=[0,327], words=[0,49]))),
revenue_cand(revenue_mention(SpanMention("In 2016, we increased revenues to \$63.1 million (up from \$58.5 million in 2015) while our adjusted EBITDA1 - after certain one-time charges - remained essentially flat (\$2.5 million in 2016 versus \$2.3 million in 2015).2 Our notable accomplishments for the year included:", sentence=1034580, chars=[0,270], words=[0,53]))),
revenue_cand(revenue_mention(SpanMention("Revenues from our real estate related segments fell a modest \$1,055,000 while contract drilling revenues more than offset this decrease by increasing \$3,794,000 or 63%.", sentence=585150, chars=[0,167], words=[0,28]))),
revenue_cand(revenue_mention(SpanMention("Total revenue recognized on the SANG contract in 2014 was approximately \$1,300.", sentence=1187505, chars=[0,78], words=[0,13]))),
revenue_cand(revenue_mention(SpanMention("This decrease was partially offset by a \$0.3 million increase in inertial navigation repair revenue.", sentence=1171391, chars=[0,99], words=[0,16]))),
revenue_cand(revenue_mention(SpanMention("3 Of our \$5.6 million year-over-year revenue increase, approximately \$3.4 million was the result of our July 2016 acquisition of the Agility business from PR Newswire.", sentence=1034714, chars=[0,166], words=[0,33]))),
revenue_cand(revenue_mention(SpanMention("Mr. Kohn continued: "For the year ended December 31, 2015 our defense product revenues increased to \$3 million compared to \$2.6 million for the year ended December 31, 2014.", sentence=571987, chars=[0,172], words=[0,35]))),
revenue_cand(revenue_mention(SpanMention("million in payments due to its Asian operating subsidiaries, which resulted in a deemed dividend of approximately \$1.0 million that is taxable income for U.S. tax purposes under Section 956 of the Internal Revenue Code.", sentence=1045347, chars=[0,218], words=[0,37]))),
revenue_cand(revenue_mention(SpanMention("Any limitations or restrictions on the availability of mortgage financing or increases in mortgage interest rates could reduce residential lot sales, thereby reducing our total revenues and net earnings.", sentence=594733, chars=[0,202], words=[0,30]))),
revenue_cand(revenue_mention(SpanMention("2007 Revenues: \$30.7 Billion Also at a Glance", sentence=1413290, chars=[0,45], words=[0,9]))),
revenue_cand(revenue_mention(SpanMention("Approximately 99% of Barnwell's gross revenues are derived from properties located within Alberta.", sentence=587293, chars=[0,97], words=[0,15]))),
revenue_cand(revenue_mention(SpanMention("The revenues of our Indian subsidiary in 2016 were \$16.8 million.", sentence=1044691, chars=[0,64], words=[0,12]))),
revenue_cand(revenue_mention(SpanMention("Our commercial product revenue decreased to \$4.8 million for the year ended December 31, 2015 from \$6.4 million for the year ended December 31, 2014 primarily as the result of delays in finalizing custom product developments and a decline in product sales of off the shelf products.", sentence=572007, chars=[0,281], words=[0,51]))),
revenue_cand(revenue_mention(SpanMention("For the year ended December 31, 2008, IAC Search and Media ("IAC") represented \$9.9 million, or 15%, of total revenue and \$5.2 million, or 85%, of Publisher Solutions revenue.", sentence=1070179, chars=[0,174], words=[0,43]))),

revenue_cand(revenue_mention(SpanMention("Our cost of revenue increased in aggregate dollars and decreased as a percentage of revenue for the year ended December 31, 2015, versus 2014 primarily as a result of the following:", sentence=1092751, chars=[0,180], words=[0,33]])),

revenue_cand(revenue_mention(SpanMention("Revenues from our European operations (Gresham/DPL) decreased 3.4% to \$3,933,000 for the year ended December 31, 2015 compared to \$4,069,000 for the year ended December 31, 2014.", sentence=556800, chars=[0,179], words=[0,40]])),

revenue_cand(revenue_mention(SpanMention("Gross revenues of DPL declined by approximately 3.3 % primarily due to decrease of commercial sales.", sentence=556754, chars=[0,99], words=[0,16]])),

revenue_cand(revenue_mention(SpanMention("Growing revenue from our new venture businesses to \$12.4 million in 2016, up from \$6.8 million in 2015, while at the same time reducing our cash burn on these new venture businesses from \$4.3 million in 2015 to \$1.9 million in 2016.4 Indeed, our entire year-over-year revenue increase is attributable to these new businesses;", sentence=1034587, chars=[0,325], words=[0,65]])),

revenue_cand(revenue_mention(SpanMention("Total revenues were \$58.5 million for the year ended December 31, 2015, a 1% decline from \$59.1 million for the year ended December 31, 2014.", sentence=1044916, chars=[0,140], words=[0,31]])),

revenue_cand(revenue_mention(SpanMention("We experienced an increase in the percentage cost of revenue of 3.7% due to the shift in the composition of revenues to our lower margin advertiser networks from our higher margin publisher services business.", sentence=1075822, chars=[0,207], words=[0,35]])),

revenue_cand(revenue_mention(SpanMention("Revenues from our domestic operations decreased by 22.6% to \$3,833,000 for the year ended December 31, 2015, from \$4,953,000 for the year ended December 31, 2014.", sentence=556784, chars=[0,164], words=[0,37]])),

revenue_cand(revenue_mention(SpanMention("In Europe, total revenues attributable to our United Kingdom and Sweden subsidiaries were \$2.6 million and \$1.5 million, respectively.", sentence=602271, chars=[0,133], words=[0,23]])),

revenue_cand(revenue_mention(SpanMention("Total cost of revenue amounts reflect the reclassification of \$0.1 million and \$2.9 million of costs related to consumer products activity to discontinued operations for the years ended December 31, 2008 and 2007, respectively.", sentence=1076590, chars=[0,226], words=[0,38]])),

revenue_cand(revenue_mention(SpanMention("The increase in costs of revenues for products in 2015 compared to 2014 was partially offset by a \$1.7 million decrease in depreciation expense, a \$0.8 million decrease in stock-based compensation and a \$0.1 million decrease in other miscellaneous costs.", sentence=1314283, chars=[0,253], words=[0,46]])),

revenue_cand(revenue_mention(SpanMention("The increase is attributable to revenue of Agility from the date of its acquisition in July 2016.", sentence=1044091, chars=[0,96], words=[0,17]])),

revenue_cand(revenue_mention(SpanMention("Revenues are based upon customer location and internationally represented 63%, 67%, and 58% of consolidated net sales for 2016, 2015 and 2014, respectively.", sentence=1200771, chars=[0,155], words=[0,30]])),

revenue_cand(revenue_mention(SpanMention("Revenues derived from our commercial products for the year ended December 31, 2015 decreased by 25.4% to \$4,802,000 from \$6,438,000 for the year ended December 31, 2014.", sentence=556772, chars=[0,171], words=[0,35]])),

revenue_cand(revenue_mention(SpanMention("Selling and marketing expenses were \$1,195,000, or 15.4% of revenues, for the year ended December 31, 2015, compared to \$1,258,000, or 13.9% of revenues, for the year ended December 31, 2014.", sentence=556856, chars=[0,192], words=[0,44]])),

revenue_cand(revenue_mention(SpanMention("In fiscal 2006 Barnwell received net proceeds of \$1,440,000 representing its share of real estate consulting revenues, less related expenses.", sentence=614811, chars=[0,140], words=[0,22]])),

revenue_cand(revenue_mention(SpanMention("For the full year, we generated revenue of \$168.2 million.", sentence=1076167, chars=[0,57], words=[0,12]])),

revenue_cand(revenue_mention(SpanMention("Depreciation and amortization expense was \$2,452, or 1.5% of revenue, for the year ended December 31, 2016, versus \$2,929, or 1.7% of revenue for 2015.", sentence=1091670, chars=[0,150], words=[0,34]])),

revenue_cand(revenue_mention(SpanMention("In January 2007, we completed the sale of Net Nanny for contingent purchase consideration of up to \$3.5 million based on the amount of revenue of the buyer.", sentence=1079453, chars=[0,155], words=[0,30]])),

revenue_cand(revenue_mention(SpanMention("For the year ended December 31, 2015, revenues decreased by 13.9 % to \$7,766,000 from \$9,022,000 for the year ended December 31, 2014.", sentence=556739, chars=[0,136], words=[0,32]])),

revenue_cand(revenue_mention(SpanMention("Oil and natural gas revenues decreased \$3,305,000 (9%) from \$37,904,000 in fiscal 2006 to", sentence=599638, chars=[0,88], words=[0,18]])),

revenue_cand(revenue_mention(SpanMention("Our service sales have grown as a percentage of total revenue from 53% of our net sales in 2014 to 59% in both 2015 and 2016, a portion of which is attributable to our acquisition of the KVH Media Group business in May 2013 and Videotel in July 2014.", sentence=168631, chars=[0,249], words=[0,52]])),

revenue_cand(revenue_mention(SpanMention("Revenues derived from our defense products for the year ended December 31, 2015 were \$2,964,000, an increase of 14.7% from revenues of \$2,584,000 from defense products for the year ended December 31, 2014.", sentence=556760, chars=[0,205], words=[0,40]])),

revenue_cand(revenue_mention(SpanMention("As of December 31, 2016, we had approximately \$73.2 million of total gross revenue backlog compared to \$47.9 million as of December 31, 2015.", sentence=583292, chars=[0,140], words=[0,29]])),

revenue_cand(revenue_mention(SpanMention("The Company's successful results were largely due to its oil and natural gas segment's record high prices received for oil, natural gas and natural gas liquids for the year which resulted in a \$14,842,000 increase in oil and natural gas revenues.", sentence=585192, chars=[0,245], words=[0,45]])),

revenue_cand(revenue_mention(SpanMention("General and administrative expenses were \$1,627,000, or 20.9% of revenues, for the year ended December 31, 2015, compared to \$1,755,000, or 19.4% of revenues, for the year ended December 31, 2014.", sentence=556878, chars=[0,198], words=[0,46]])),

revenue_cand(revenue_mention(SpanMention("Other income, net \$ 1,009 14 995 NM Percentage of total revenues 0.5% -%", sentence=1315890, chars=[0,71], words=[0,15]])),

revenue_cand(revenue_mention(SpanMention("Revenues \$ 65,644,000 \$:47 ill,Q Q0 \$ 52,2@,QQQ .\$_11,21Q, QQQ \$ 38,54Q,QQQ", sentence=585484, chars=[0,74], words=[0,17]])),

revenue_cand(revenue_mention(SpanMention("The backlog of contract drilling revenues as of November 30, 2008 was approximately \$3,810,000.", sentence=60537, chars=[0,94], words=[0,16]])),

revenue_cand(revenue_mention(SpanMention("As these new businesses generate incremental revenue, the marginal contribution to earnings of \$1 of new revenue could be in excess of \$0.50.", sentence=1034794, chars=[0,140], words=[0,26]])),

revenue_cand(revenue_mention(SpanMention("Our total cost of revenue during

the year ended December 31, 2008 was \$39.2 million, up \$10.0 million, or 34% from the \$29.3 million in the year ended December 31, 2007.", sentence=1076580, chars=[0,168], words=[0,39]))),

revenue_cand(revenue_mention(SpanMention("Revenues from the DDS segment were \$51.7 million and \$56.8 million for the years ended December 31, 2015 and 2014, respectively, a decline of \$5.1 million or approximately 9%.", sentence=1044924, chars=[0,174], words=[0,36]))),

revenue_cand(revenue_mention(SpanMention("Our general and administrative expense decreased in aggregate dollars and as a percentage of total revenue for the year ended December 31, 2015, versus 2014 primarily as a result of the following:", sentence=1093118, chars=[0,195], words=[0,34]))),

revenue_cand(revenue_mention(SpanMention("The revenues of our Indian subsidiary in 2016 were \$16.8 million.", sentence=1040867, chars=[0,64], words=[0,12]))),

revenue_cand(revenue_mention(SpanMention("Engineering and product development expenses were \$894,000, or 11.5% of revenues, for the year ended December 31, 2015, compared to \$816,000, or 9% of revenues, for the year ended December 31, 2014 The overall increase in our engineering and product development expenses for the comparative periods was mainly due to multiple projects of full custom product development for new applications and new markets.", sentence=556837, chars=[0,406], words=[0,74]))),

revenue_cand(revenue_mention(SpanMention("During 2015 and 2014, the Company recorded inventory write-offs of \$9 and \$13, respectively, within the cost of revenue.", sentence=564281, chars=[0,119], words=[0,26]))),

revenue_cand(revenue_mention(SpanMention("Many of our clients specialize in the scientific, technical and medical (STM) segment (estimated revenues of \$125.8 billion) and the legal and regulatory (L&R) segment (estimated revenues of \$22 billion)1.", sentence=1037450, chars=[0,204], words=[0,40]))),

revenue_cand(revenue_mention(SpanMention("Republic offers a wide variety of sheet metal and aerospace fasteners and Van Petty produces high performance precision aerospace fasteners, and, combined, the businesses had revenue of \$51 in 2007.", sentence=1418440, chars=[0,197], words=[0,34]))),

revenue_cand(revenue_mention(SpanMention("On January 22, 2007, the Company completed the sale of Net Nanny to Content Watch, Inc. The sale proceeds were comprised of contingent purchase consideration of up to \$3.5 million that may be realized at future dates based on the amount of revenue of the buyer.", sentence=1089317, chars=[0,260], words=[0,50]))),

revenue_cand(revenue_mention(SpanMention("Amortization of capitalized software development costs was \$0.4 million and \$0.3 million for the years ended December 31, 2016 and 2015, respectively, and was included in cost of revenue in the consolidated statements of operations.", sentence=596240, chars=[0,231], words=[0,40]))),

revenue_cand(revenue_mention(SpanMention("A substantial portion of the revenues of the Company is generated in U.S. dollars ("dollar").", sentence=564139, chars=[0,92], words=[0,19]))),

revenue_cand(revenue_mention(SpanMention("revenue: Total segment revenues \$ 703,131 \$ 751,684 \$ 837,440", sentence=1127427, chars=[0,61], words=[0,11]))),

revenue_cand(revenue_mention(SpanMention("Revenue By Markets \$m", sentence=779509, chars=[0,20], words=[0,4]))),

revenue_cand(revenue_mention(SpanMention("The following table sets forth selected information concerning our results of operations as a percentage of consolidated net revenue for the years ended December 31, 2008 and 2007.", sentence=1075350, chars=[0,179], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("Revenues \$ 4,953 \$ 4,069 \$ - \$ 9,022", sentence=569726, chars=[0,35], words=[0,8]))),

revenue_cand(revenue_mention(SpanMention("Consistent with the reasons revenue

ue and cost of revenue increased in 2008 as compared to 2007, gross margin declined approximately 3 percentage points to 40% for the year ended December 31, 2008 versus the 43% for the same period in 2007 while gross profit, in absolute dollars, increased \$3.4 million to \$25.8 million.", sentence=1076652, chars=[0,318], words=[0,61]))),

revenue_cand(revenue_mention(SpanMention("A \$12.3 million increase in billings in excess of revenue earned.", sentence=588149, chars=[0,64], words=[0,12]))),

revenue_cand(revenue_mention(SpanMention("In particular, the following factors, among others, could cause actual results to differ materially from those described in the "forward looking statements": (a) the possibility of operating and net losses in the future; (b) dependency on Advice to design and manufacture products; (c) dependency on our ability, and the ability of our contract manufacturers, to timely procure electronic components; (d) the potential ineffectiveness of the Company's strategic focus on power supply solution competencies; (e) dependency on developer partners for the development of some of our custom design products; (f) dependency on sales of our legacy products for a meaningful portion of our revenues; (g) the possible failure of the Company's custom product development efforts to result in products which meet customers' needs or such customers' failure to accept such new products; (h) the ability of the Company to attract, retain and motivate key personnel; (i) dependence on a few major customers; (j) dependence on the electronic equipment industry; (k) reliance on third party subcontract manufacturers to manufacture certain aspects of the products sold by the Company; (l) reduced profitability as a result of increased competition, price erosion and product obsolescence within the industry; (m) the ability of the Company to establish, maintain and expand its OEM relationships and other distribution channels; (n) the inability of the Company to procure necessary key components for its products, or the purchase of excess or the wrong inventory; (o) variations in operating results from quarter to quarter; (p) dependence on international sales and the impact of certain governmental regulatory restrictions on such international sales and operations; and other risk factors included in the Company's most recent filings with the U.S. Securities and Exchange Commission, including, but not limited to, the Company's Forms 10-K, 10-Q and 8-K. All filings are also available on the Company's website at", sentence=572087, chars=[0,2003], words=[0,370]))),

revenue_cand(revenue_mention(SpanMention("For the services provided by Loral, XTar, until December 31, 2013, was charged a quarterly management fee equal to 3.7% of XTar's quarterly gross revenues.", sentence=1163393, chars=[0,154], words=[0,31]))),

revenue_cand(revenue_mention(SpanMention("general and administrative expenses increased by \$0.2 million for the year ended December 31, 2016 as compared to the year ended December 31, 2015 primarily due to \$0.8 million of income earned during the year ended December 31, 2015 under the viasat-1 revenue share arrangement with Telesat which expired in December 2015 (see note 15 to the financial statements) and a \$0.3 million increase in professional fees, partially offset by pension charges to XTar of", sentence=1136147, chars=[0,460], words=[0,83]))),

revenue_cand(revenue_mention(SpanMention("Sales revenue decreased by 3% to \$7,241.5m, reflecting lower volumes compared to the previous year due to the impact of the global financial crisis and partly offset by higher average prices in the Australian Distribution and Manufacturing segments.", sentence=729796, chars=[0,248], words=[0,42]))),

revenue_cand(revenue_mention(SpanMention("Operating expenses from continuing operations, excluding a non-cash impairment charge of \$9.8 million, as a percentage of revenue, decreased 17.2% percentage points from 63.7% for 2007 to 46.5% for 2008, reflecting our business focus, organization rationalization,

and increased productivity.", sentence=1075836, chars=[0,291], words=[0,51])),

revenue_cand(revenue_mention(SpanMention("Subsequent to the acquisition, our 87.4% undivided interest in the Chatom system contributed \$25.2 million of revenue and \$2.0 million of net income attributable to the Partnership, which are included in the consolidated statement of operations for the year ended December 31, 2012, respectively.", sentence=1594006, chars=[0,296], words=[0,51])),

revenue_cand(revenue_mention(SpanMention("Backlog is expressed in terms of gross revenue and, therefore, may include significant estimated amounts of third-party or pass-through costs to subcontractors and other parties.", sentence=583322, chars=[0,177], words=[0,31])),

revenue_cand(revenue_mention(SpanMention("Our distribution network is concentrated, with the five largest distribution network partners accounting for approximately 56% of our Advertiser Networks revenue for the year ended December 31, 2008.", sentence=1070435, chars=[0,198], words=[0,31])),

revenue_cand(revenue_mention(SpanMention("For the year ended December 31, 2008, IAC Search and Media ("IAC") represented \$9.9 million, or 15%, of total revenue and \$5.2 million, or 85%, of the Publisher Solutions revenue.", sentence=1076214, chars=[0,178], words=[0,44])),

revenue_cand(revenue_mention(SpanMention("Sales revenue for the twelve months to June 2007 grew 7.4% to \$4,300.6 million from \$4,004.6 million in the prior corresponding period.", sentence=781479, chars=[0,134], words=[0,25])),

revenue_cand(revenue_mention(SpanMention("in 2015, we recorded additional impairment charges of \$21.2 million primarily as a result of an increase in the discount rate used to value our investment in XTar and reassessment of our revenue expectations for future years dictated by a decline in XTar's revenues by approximately 11% from 2014 to 2015.", sentence=1138798, chars=[0,304], words=[0,55])),

revenue_cand(revenue_mention(SpanMention("Our sales and marketing expense decreased in both aggregate dollars and as a percentage of total revenue for the year ended December 31, 2016, versus 2015.", sentence=1091351, chars=[0,154], words=[0,28])),

revenue_cand(revenue_mention(SpanMention("Total paid clicks for the year-ended December 31, 2008 increased 76% to 732 million compared to 417 million during the same period of 2007, while our average revenue-per-click ("RPC") decreased 29% to \$0.08 compared to \$0.11 for the same period of 2007.", sentence=1075878, chars=[0,252], words=[0,58])),

revenue_cand(revenue_mention(SpanMention("Revenue improved 0.9% to \$1,850 million reflecting a year of mixed progress.", sentence=791720, chars=[0,75], words=[0,14])),

revenue_cand(revenue_mention(SpanMention("Telesat's operating income decreased by \$54 million for the year ended December 31, 2016 as compared to the year ended December 31, 2015 primarily due to the revenue decrease described above, a \$11.9 million expense related to development of LEO satellites in 2016, increased depreciation expense resulting from the first full year of depreciation for the Telstar 12 vanTagE satellite which entered service in December 2015 and increased performance-based compensation and certain employee benefits expenses, partially offset by the change in the U.S.", sentence=1138609, chars=[0,550], words=[0,93])),

revenue_cand(revenue_mention(SpanMention("Our cost of revenue decreased in aggregate dollars and as a percentage of revenue for the year ended December 31, 2016, versus 2015 primarily as a result of the following:", sentence=1090615, chars=[0,170], words=[0,32])),

revenue_cand(revenue_mention(SpanMention("Sales revenue increased 7.4% to \$4,300.6 million, driven by higher despatches, favourable change in product mix and price increases previously implemented to recover higher raw materia

l input costs.", sentence=813797, chars=[0,197], words=[0,32]))),
 revenue_cand(revenue_mention(SpanMention("Revenue derived from related parties was less than 1% of total revenue for the year ended December 31, 2014.", sentence=1106637, chars=[0,107], words=[0,21]))),
 revenue_cand(revenue_mention(SpanMention("Sales revenue increased 7.4% to \$4,300.6 million", sentence=778627, chars=[0,47], words=[0,8]))),
 revenue_cand(revenue_mention(SpanMention("This correction has increased cost of revenue from continuing operations and decreased cost of revenue from discontinued operations by \$41 thousand for the three months ended March 31, 2007,", sentence=1099941, chars=[0,189], words=[0,31]))),
 revenue_cand(revenue_mention(SpanMention("NGL revenues decreased \$8.8 million as a result of a decline in realized NGL prices of \$0.24/gal and a decrease in NGL sales volumes of 1.3 m/gal due to a turnaround taking longer than anticipated as a result of unscheduled repairs and upgrades that slowed the turnaround process but are expected to deliver long-term, improved efficiencies at our Bazor Ridge processing facility offset by an increase in volumes from the newly acquired Chatom system;", sentence=1568066, chars=[0,450], words=[0,81]))),
 revenue_cand(revenue_mention(SpanMention("Revenue for the year ended December 31, 2016, totaled \$53.1 million, which was 6.5% less than the \$56.8 million of revenue for the year ended December 31, 2015.", sentence=586176, chars=[0,159], words=[0,35]))),
 revenue_cand(revenue_mention(SpanMention("The year ended December 31, 2014 included \$11,274, of revenue from Netflix whose contract expired in July 2014.", sentence=1092022, chars=[0,110], words=[0,21]))),
 revenue_cand(revenue_mention(SpanMention("This resulted in an improvement in our gross profit as a percent of revenue for the year ended December 31, 2016, compared to the same period of 2015.", sentence=586192, chars=[0,149], words=[0,30]))),
 revenue_cand(revenue_mention(SpanMention("Revenue in the Manufacturing segment increased to \$3,687 million compared to \$3,608 million in the 2008 year.", sentence=709760, chars=[0,108], words=[0,19]))),
 revenue_cand(revenue_mention(SpanMention("During the year management initiatives delivered approximately \$40 million in cost reductions and revenue enhancements of \$150 million which offset inflationary and raw material input costs that lifted total cost increases to \$159 million.", sentence=783082, chars=[0,238], words=[0,37]))),
 revenue_cand(revenue_mention(SpanMention("A \$0.6 million decrease in billings in excess of revenue earned.", sentence=588219, chars=[0,63], words=[0,12]))),
 revenue_cand(revenue_mention(SpanMention("In 2016, we delivered revenues of approximately \$1.6 billion, an", sentence=1030431, chars=[0,63], words=[0,12]))),
 revenue_cand(revenue_mention(SpanMention("Our general and administrative expense increased in aggregate dollars and increased as a percentage of total revenue for the year ended December 31, 2016, versus 2015.", sentence=1090990, chars=[0,166], words=[0,28]))),
 revenue_cand(revenue_mention(SpanMention("We received approximately \$2.3 billion in contract awards in 2016, representing a book-to-bill ratio of 1.4x revenue.", sentence=1030486, chars=[0,117], words=[0,22]))),
 revenue_cand(revenue_mention(SpanMention("We have a concentration of revenue from an individual customer, which accounted for approximately 10.2% and 15.9% of our consolidated revenue for the years ended December 31, 2016 and 2015, respectively.", sentence=593609, chars=[0,202], words=[0,36]))),
 revenue_cand(revenue_mention(SpanMention("Telesat's revenue excluding foreign exchange impact decreased by \$34 million for the year ended December 31, 2016 as compared to the year ended December 31, 2015.", sentence=1138566, char

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s=[0,161], words=[0,30]))),
revenue_cand(revenue_mention(SpanMention("Our delivery services represent a
pproximately 75% of our total revenue for the year ended December 31, 2016.",
sentence=1086191, chars=[0,107], words=[0,19]))),
revenue_cand(revenue_mention(SpanMention("general and administrative expens
es increased by $1.2 million for the year ended December 31, 2015 as compared
to the year ended December 31, 2014, primarily due to (i) a $0.9 million incr
ease in postretirement benefit expense resulting from the settlement of certa
in retiree medical liabilities, a higher pension insurance premium charged by
the pBgC and amortization of actuarial losses incurred in 2014, (ii) a $0.2 m
illion decrease in the viasat-1 revenue share due primarily to the impact of
the change in the U.s.", sentence=1136170, chars=[0,518], words=[0,95]))),
revenue_cand(revenue_mention(SpanMention("Sales revenue for the 12 months t
o 30 June 2009 decreased by 3% to $7,242 million, reflecting the impact of th
e GFC on volumes, partly offset by higher prices in our Manufacturing and Aus
tralian Distribution businesses.", sentence=702991, chars=[0,218], words=[0,4
0]))),
revenue_cand(revenue_mention(SpanMention("Revenue $ 2,408 $ -", sentence=15
95814, chars=[0,18], words=[0,4]))),
revenue_cand(revenue_mention(SpanMention("Sales Revenue ($m)", sentence=701
020, chars=[0,17], words=[0,5]))),
revenue_cand(revenue_mention(SpanMention("Revenue from customers located wi
thin the United States, our country of domicile, was approximately $94,105,",
sentence=1107053, chars=[0,107], words=[0,18]))),
revenue_cand(revenue_mention(SpanMention("Telesat's revenue decreased by $4
9 million for the year ended December 31, 2016 as compared to the year ended
December 31, 2015 due primarily to the unfavorable impact of the change in t
he U.s.", sentence=1138550, chars=[0,192], words=[0,38]))),
revenue_cand(revenue_mention(SpanMention("The Manufacturing business was al
so impacted by these conditions, resulting in an overall reduction in sales r
evenue for the year.", sentence=708781, chars=[0,129], words=[0,21]))),
revenue_cand(revenue_mention(SpanMention("We recognized $58.9 million of Ad
vertiser Networks revenue during the year ended December 31, 2008, up 28% fro
m the $46.2 million recognized during the year ended December 31, 2007.", sen
tence=1076275, chars=[0,180], words=[0,35]))),
revenue_cand(revenue_mention(SpanMention("The Iron Ore segment revenue in t
he 2009 financial year was flat at $560 million, reflecting an increase in sa
les volumes to 5.1 million tonnes compared to 4.4 million tonnes in the prior
year, but higher volumes were offset by lower prices for iron ore during the
year.", sentence=708903, chars=[0,269], words=[0,51]))),
revenue_cand(revenue_mention(SpanMention("Telesat's broadcast services busi
ness provided approximately 52% of its revenue for the year ended December 3
1, 2016.", sentence=1123120, chars=[0,116], words=[0,20]))),
revenue_cand(revenue_mention(SpanMention("Paid clicks totaled 732 million f
or 2008 as compared to 417 million for 2007, an increase of 76%, with average
revenue per click ("RPC") decreasing to $0.08 from $0.11.", sentence=1076292,
chars=[0,167], words=[0,38]))),
revenue_cand(revenue_mention(SpanMention("In the Recycling segment, sales r
evenue for the year was $1,124 million, down 20% from $1,404 million in the p
rior year.", sentence=709381, chars=[0,119], words=[0,26]))),
revenue_cand(revenue_mention(SpanMention("Revenue $ 209,594", sentence=3520
610, chars=[0,16], words=[0,2]))),
revenue_cand(revenue_mention(SpanMention("Performance Improvement Solutions
revenue decreased 4.3% from $37.1 million to $35.5 million for the years ende
d December 31, 2015 and 2016, respectively.", sentence=586263, chars=[0,153],
words=[0,27]))),
revenue_cand(revenue_mention(SpanMention("Our revenue for the year ended De
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cember 31, 2011 was \$ 248.3 million compared to \$212.2 million for the year ended December 31, 2010.", sentence=1568346, chars=[0,132], words=[0,27])),
 revenue_cand(revenue_mention(SpanMention("Revenue in the Australian Distribution segment increased 6% to \$3,324 million for the year ended 30 June 2009, principally due to a strong start in the first six months with higher prices and margins.", sentence=710975, chars=[0,199], words=[0,37])),
 revenue_cand(revenue_mention(SpanMention("Cost reductions of \$40 million and revenue enhancements of \$150 million together offset inflationary and raw material cost increases of \$159 million.", sentence=779180, chars=[0,148], words=[0,25])),
 revenue_cand(revenue_mention(SpanMention("We recognized \$6.1 million of Publisher Solutions revenue during the year ended December 31, 2008, an 11% increase from the \$5.5 million recognized during the year ended December 31, 2007.", sentence=1076308, chars=[0,187], words=[0,36])),
 revenue_cand(revenue_mention(SpanMention("The TVA provided 10.2% and 15.9% of our consolidated revenue for the years ended December 31, 2016 and 2015, respectively.", sentence=583619, chars=[0,121], words=[0,24])),
 revenue_cand(revenue_mention(SpanMention("Revenue for the New Zealand Distribution segment decreased 8% for the year to \$400 million, down from", sentence=711985, chars=[0,100], words=[0,19])),
 revenue_cand(revenue_mention(SpanMention("Telesat's revenue decreased by \$86 million for the year ended December 31, 2015 as compared to the year ended December 31, 2014 due primarily to the impact of the change in the U.s.", sentence=1138574, chars=[0,180], words=[0,37])),
 revenue_cand(revenue_mention(SpanMention("During the fourth quarter of 2012, we identified revenues in the amount of \$0.3 million associated with proceeds received in connection with COMA reimbursable projects that were incorrectly recognized in the first quarter of 2012 that should have been recognized ratably during each of the succeeding quarters of 2012 for approximately \$0.1 million per quarter.", sentence=1606434, chars=[0,360], words=[0,58])),
 revenue_cand(revenue_mention(SpanMention("For the year ended December 31, 2016, Nuclear Industry Training and Consulting revenue totaled \$17.6 million compared to revenue of \$19.7 million during the year ended December 31, 2015.", sentence=586275, chars=[0,186], words=[0,35])),
 revenue_cand(revenue_mention(SpanMention("Telesat's revenue, excluding foreign exchange impact, would have decreased by \$29 million for the year ended December 31, 2015 as compared to the year ended December 31, 2014.", sentence=1138593, chars=[0,174], words=[0,34])),
 revenue_cand(revenue_mention(SpanMention("Our revenue was \$53.1 million and \$56.8 million for the years ended December 31, 2016 and 2015, respectively.", sentence=583653, chars=[0,108], words=[0,22])),
 revenue_cand(revenue_mention(SpanMention("Revenue By Segment \$m", sentence=779492, chars=[0,20], words=[0,4])),
 revenue_cand(revenue_mention(SpanMention("Revenue \$ - \$ 185,320 \$ 25,441 \$ (1,167) \$ 209,594", sentence=3543144, chars=[0,49], words=[0,12])),
 revenue_cand(revenue_mention(SpanMention("Previously, these targets included lowering Alcoa's refining and smelting operations on the cost curve to the 23rd (from 30th) and 41st (from 51st) percentiles, respectively, by 2015 and driving revenue growth, while improving margins that exceed historical levels, in the midstream (increase of \$2,500) and downstream (increase of \$1,600) operations by 2013.", sentence=1481377, chars=[0,358], words=[0,68])),
 revenue_cand(revenue_mention(SpanMention("This increase of \$13.3 million in revenue was primarily due to a full year's", sentence=1570241, chars=[0,75], words=[0,15])),
 revenue_cand(revenue_mention(SpanMention("In August 2012, Alcoa and the Iowa Finance Authority entered into a loan agreement for the proceeds from the issuance of \$250 million in Midwestern Disaster Area Revenue Bonds Series 2012 due 204

2 (the "Bonds").", sentence=1507058, chars=[0,202], words=[0,40])),
 revenue_cand(revenue_mention(SpanMention("The United States and Canada accounted for 85% and 11%, respectively, of gross revenue for the year ended December 31, 2008.", sentence=1085800, chars=[0,123], words=[0,26])),
 revenue_cand(revenue_mention(SpanMention("Revenue \$ - \$ -", sentence=1595878, chars=[0,14], words=[0,4])),
 revenue_cand(revenue_mention(SpanMention("The segment reported revenue of \$7.8 billion, ATOI of \$155 million and adjusted EBITDA per metric ton of \$201.", sentence=1319938, chars=[0,109], words=[0,23])),
 revenue_cand(revenue_mention(SpanMention("Total revenue amounts reflect the reclassification of \$0.1 million and \$4.5 million of revenue from consumer products activities to discontinued operations for the years ended December 31, 2008 and 2007, respectively.", sentence=1076326, chars=[0,216], words=[0,35])),
 revenue_cand(revenue_mention(SpanMention("Segment revenue for the year ended December 31, 2011 was \$181.5 million compared to \$158.8 million for the year ended December 31, 2010.", sentence=1570004, chars=[0,135], words=[0,27])),
 revenue_cand(revenue_mention(SpanMention("The new targets for the midstream and downstream operations are to increase revenue, while improving margins that meet or exceed historical levels, by \$1,000 and \$1,200, respectively, by 2016, of which 90% and 75%, respectively, is expected to be generated from innovation and share gains.", sentence=1481464, chars=[0,288], words=[0,56])),
 revenue_cand(revenue_mention(SpanMention("The Company recognized \$65.0 million of total revenue during the year ended December 31, 2008, up 26% from the \$51.7 million recognized during the year ended December 31, 2007.", sentence=1076174, chars=[0,175], words=[0,35])),
 revenue_cand(revenue_mention(SpanMention("The Company entered 2017 with \$73.2 million of backlog; \$43.9 million of which is expected to convert to revenue in 2016.", sentence=588493, chars=[0,120], words=[0,24])),
 revenue_cand(revenue_mention(SpanMention("\$53 in prepaid expenses and other current assets, mostly caused by the sale of excess carbon credits in Australia; a positive change of \$338 in accounts payable, trade, principally the result of timing of payments, including a policy change in Alcoa's vendor payment process; an unfavorable change of \$252 in accrued expenses, largely attributable to a decrease in deferred revenue and payments made to the Italian Government (see below); and a negative change of", sentence=1485592, chars=[0,462], words=[0,87])),
 revenue_cand(revenue_mention(SpanMention("Sales revenue (\$'000)", sentence=3043117, chars=[0,20], words=[0,5])),
 revenue_cand(revenue_mention(SpanMention("Revenue \$ (1,911) \$ -", sentence=1595846, chars=[0,20], words=[0,6])),
 revenue_cand(revenue_mention(SpanMention("Telesat's enterprise services provided approximately 45% of its revenue for the year ended December 31, 2016.", sentence=1123192, chars=[0,108], words=[0,19])),
 revenue_cand(revenue_mention(SpanMention("The Value-Add business, which includes the Global Rolled Products, Engineered Products and Solutions, and Transportation and Construction Solutions segments, reported solid results in 2015: revenue of \$13.5 billion, after-tax operating income (ATOI) of \$1.0 billion and adjusted EBITDA of", sentence=1319738, chars=[0,287], words=[0,52])),
 revenue_cand(revenue_mention(SpanMention("\$194 related to five remediation matters, higher accrual for pension plans, and an increase in deferred revenue related to a contract to deliver sheet and plate to a customer beginning in 2014.", sentence=1485691, chars=[0,192], words=[0,35])),
 revenue_cand(revenue_mention(SpanMention("Our revenue for the year ended December 31, 2012 was \$ 209.6 million compared to \$ 248.3 million for the year ended December 31, 2011 .", sentence=1568039, chars=[0,134], words=[0,2

7]])),

revenue_cand(revenue_mention(SpanMention("Despite a 43 percent drop in alumina prices in 2015, the Alumina segment remained resilient and generated revenue of \$5.1 billion, ATOI of \$746 million and adjusted EBITDA per metric ton of \$88.", sentence=1319922, chars=[0,193], words=[0,38]])),

revenue_cand(revenue_mention(SpanMention("Deferred revenue—short term \$ 288 \$ 2,314", sentence=1597667, chars=[0,40], words=[0,8]])),

revenue_cand(revenue_mention(SpanMention("deferred revenue decreased \$822 during the year ended December 31, 2016, versus a decrease of \$932 for 2015 due to recognition of revenue and churn in our deferred revenue balance; and", sentence=1094101, chars=[0,183], words=[0,35]])),

revenue_cand(revenue_mention(SpanMention("dollar/Canadian dollar exchange rate on Canadian dollar denominated revenue and (iii) a \$0.2 million increase in consulting charges.", sentence=1136179, chars=[0,131], words=[0,23]])),

revenue_cand(revenue_mention(SpanMention("In the midstream operations, after-tax operating income was stable in 2015 from 2014 despite generating \$1,052 less revenue due to the closure and divestiture of six rolling mills, while the downstream operations received the benefit of \$1,310 in combined revenue combined from three acquisitions.", sentence=1342181, chars=[0,296], words=[0,50]])),

revenue_cand(revenue_mention(SpanMention("Sales revenue for the financial year fell to \$590 million, with lower oil and gas production and sharply lower oil prices both contributing to the decline.", sentence=575164, chars=[0,154], words=[0,28]])),

revenue_cand(revenue_mention(SpanMention("Engineered Products and Solutions, part of Alcoa's value-add portfolio, performed against targets set in 2010 and generated \$970 million incremental revenue from share gains through innovation, while growing adjusted EBITDA margins from 2010 to 2013.", sentence=1459240, chars=[0,249], words=[0,42]])),

revenue_cand(revenue_mention(SpanMention("In March 2013, Alcoa's subsidiary, Alcoa World Alumina Brasil (AWAB), was notified by the Brazilian Federal Revenue Office (RFB) that approximately \$110 (R\$220) of value added tax credits previously claimed are being disallowed and a penalty of 50% assessed.", sentence=1375113, chars=[0,257], words=[0,51]])),

revenue_cand(revenue_mention(SpanMention("Deferred revenue—long term \$ 245 \$ 351", sentence=1597781, chars=[0,37], words=[0,8]])),

revenue_cand(revenue_mention(SpanMention("Segment revenue for the year ended December 31, 2011 was \$66.8 million compared to \$53.5 million for the year ended December 31, 2010.", sentence=1570226, chars=[0,133], words=[0,27]])),

revenue_cand(revenue_mention(SpanMention("XTar's lease and other obligations to hisdesat, which will aggregate in excess of \$70 million over the remaining life of the satellite as of December 31, 2016, are substantial, especially in light of XTar's limited revenues to date.", sentence=1129726, chars=[0,231], words=[0,45]])),

revenue_cand(revenue_mention(SpanMention("With \$4 billion of annual revenues from the aerospace sector, 60% from non-aluminum metals, Alcoa is the global leader in aerospace fasteners and jet engine airfoils.", sentence=1458185, chars=[0,165], words=[0,32]])),

revenue_cand(revenue_mention(SpanMention("as our reorganization on november 21, 2005 constituted an "ownership change" under section 382 of the internal revenue Code, our ability to use these tax attributes existing at such effective date, is subject to an annual limitation of approximately \$32.6 million, subject to increase or decrease based on certain factors.", sentence=1133023, chars=[0,321], words=[0,57]])),

revenue_cand(revenue_mention(SpanMention("In March 2013, Alcoa's subsidiary, Alcoa World Alumina Brasil (AWAB), was notified by the Brazilian Federal Revenue Office (RFB) that approximately \$110 (R\$220) of value added tax credit

s previously claimed are being disallowed and a penalty of 50% assessed.", sentence=1510449, chars=[0,257], words=[0,51]])),

revenue_cand(revenue_mention(SpanMention("ExxonMobil, Enbridge Marketing (US) L.P., and Calpine Corporation are the three largest purchasers of natural gas and transmission capacity, respectively, in our Transmission segment and accounted for approximately 50% , 22% and 10% , respectively, of our segment revenue for the year ended December 31, 2012 and approximately 57% , 22% and 8% , respectively, of our segment revenue for the year ended December 31, 2011.", sentence=1550207, chars=[0,419], words=[0,82]])),

revenue_cand(revenue_mention(SpanMention("One publisher customer represented 85% and 77% of Publisher Solutions revenue for the years ended December 31, 2008 and 2007, respectively.", sentence=1086032, chars=[0,138], words=[0,25]])),

revenue_cand(revenue_mention(SpanMention("by 2016, increasing the revenues of the Global Rolled Products segment, while improving margins that exceed historical levels, by \$1.0 billion, with 90% expected to be generated from innovation and share gains; and", sentence=1474623, chars=[0,213], words=[0,39]])),

revenue_cand(revenue_mention(SpanMention("As a result, our automotive and brazing sheet revenues are expected to increase 2.4 times from 2014 to \$1.8 billion in 2018.", sentence=1320678, chars=[0,123], words=[0,24]])),

revenue_cand(revenue_mention(SpanMention("Our commodity derivatives had no effect on segment revenue for the years ended December 31, 2011 and 2010.", sentence=1570257, chars=[0,105], words=[0,19]])),

revenue_cand(revenue_mention(SpanMention("Our research and development expense increased in aggregate dollars and as a percentage of total revenue for the year ended December 31, 2015, versus 2014, primarily as a result of the following:", sentence=1093725, chars=[0,194], words=[0,35]])),

revenue_cand(revenue_mention(SpanMention("Telesat's operating income decreased by \$23 million for the year ended December 31, 2015 as compared to the year ended December 31, 2014 primarily due to the revenue decrease described above and the start of depreciation of the Telstar 12 vanTagE satellite that entered service in December 2015.", sentence=1138630, chars=[0,294], words=[0,52]])),

revenue_cand(revenue_mention(SpanMention("The Company is also entitled to a Net Profits Royalty at rates varying from 7.5% to 8.3% from the Tintaburra field in ATP 299P. This royalty will be received when gross revenues from the permit exceed the sum of total expenditures from the permit.", sentence=577826, chars=[0,246], words=[0,46]])),

revenue_cand(revenue_mention(SpanMention("The major components of the unfavorable change in working capital were as follows: a favorable change of \$219 in receivables, primarily related to fewer uncollected receivables related to sales programs and lower customer sales; a positive change of \$435 in inventories, mostly due to lower levels of on-hand alumina and aluminum products and a decrease in the LME price of aluminum; a negative change of \$139 in prepaid expenses and other current assets, largely attributable to the absence of a reduction in collateral posted related to mark-to-market derivative contracts and an increase in both excess carbon emission credits and prepayments for natural gas in Australia; an unfavorable change of \$406 in accounts payable, trade, principally the result of timing of payments; a negative change of \$150 in accrued expenses, largely attributable to a payment made to the Italian Government (see below), a decrease in deferred revenue, a payment made in the civil portion of a litigation matter (see below), and the absence of a charge related to the former St. Croix location; and a negative change of \$100 in taxes, including income taxes, mainly due to less income taxes caused by lower operating results, somewhat offset by an income tax refund received for the carryback of a loss from a prior year in Canada.", sentence=1485674, chars=

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[0,1314], words=[0,248]))),  
  revenue_cand(revenue_mention(SpanMention("NGL revenues increased $16.1 mill  
ion as a result of an increase in realized NGL prices of $0.25/gal and an inc  
rease in NGL sales volumes of 7.2 m/gal due improved efficiencies at our Bazo  
r Ridge processing facility;", sentence=1568371, chars=[0,214], words=[0,4  
0]))),  
  revenue_cand(revenue_mention(SpanMention("AWE is targeting 2010 sales reven  
ue of $400 million.", sentence=575011, chars=[0,51], words=[0,10]))),  
  revenue_cand(revenue_mention(SpanMention("In 2015, the Upstream business re  
ported revenue of $11.2 billion, ATOI of $901 million and adjusted EBITDA of  
$2.0 billion.", sentence=1319914, chars=[0,122], words=[0,25]))),  
  revenue_cand(revenue_mention(SpanMention("by 2016, increasing the revenues  
of the Engineered Products and Solutions segment, while improving margins th  
at exceed historical levels, by $1.2 billion, with 75% expected to be generat  
ed from innovation and share gains.", sentence=1474632, chars=[0,220], words=  
[0,39]))),  
  revenue_cand(revenue_mention(SpanMention("The automotive industry's histori  
c shift to aluminum-intensive vehicles is behind strong growth opportunities  
for our midstream business, with revenue growth from Alcoa automotive sheet  
expected to reach $580 million by 2015.", sentence=1459419, chars=[0,224], w  
ords=[0,36]))),  
  revenue_cand(revenue_mention(SpanMention("ExxonMobil, Enbridge Marketing (U  
S) L.P., and Calpine Corporation are the three largest purchasers of natural  
gas and transmission capacity, respectively, in our Transmission segment and  
accounted for approximately 50% , 22% and 10% , respectively, of our segment  
revenue for the year ended December 31, 2012 .", sentence=1572537, chars=[0,  
309], words=[0,57]))),  
  revenue_cand(revenue_mention(SpanMention("The $13.3 million increase in rev  
enue for the year ended December 31, 2008 as compared to the comparable perio  
d of 2007 was primarily driven by increasing the size of the distribution net  
work, thus matching more ads and driving more paid clicks.", sentence=107618  
1, chars=[0,244], words=[0,44]))),  
  revenue_cand(revenue_mention(SpanMention("Revenue (A$ million)", sentence=5  
74950, chars=[0,19], words=[0,4]))),  
  revenue_cand(revenue_mention(SpanMention("We recorded an additional impairm  
ent charge of $13.2 million in the fourth quarter of 2015 primarily due to th  
e reassessment of our revenue expectations for future years dictated by a dec  
line in XTar's revenues by approximately 11% from 2014 to 2015.", sentence=11  
54443, chars=[0,249], words=[0,44]))),  
  revenue_cand(revenue_mention(SpanMention("Net Field Contribution to profit,  
represented by sales revenue less field operating costs, fell to $476 millio  
n.", sentence=575031, chars=[0,111], words=[0,20]))),  
  revenue_cand(revenue_mention(SpanMention("8.75 million barrels of oil equiv  
alent, and achieving revenue of $590 million on an average oil price of $93 p  
er barrel.", sentence=573751, chars=[0,119], words=[0,24]))),  
  revenue_cand(revenue_mention(SpanMention("The company is also entitled to a  
Net Profits Royalty at rates varying from 7.5% to 8.3% from the Tintaburra fiel  
d in ATP 299P. This royalty will be received when gross revenues from the per  
mit exceed the sum of total expenditures from the permit.", sentence=671415,  
chars=[0,244], words=[0,46]))),  
  revenue_cand(revenue_mention(SpanMention("Depreciation and amortization exp  
ense was $2,929, or 1.7% of revenue, for the year ended December 31, 2015, ve  
rsus $3,529, or 2.2% of revenue, for 2014.", sentence=1093782, chars=[0,151],  
words=[0,35]))),  
  revenue_cand(revenue_mention(SpanMention("$25M-$30M in annual revenue to ME  
AS.", sentence=1340134, chars=[0,35], words=[0,8]))),  
  revenue_cand(revenue_mention(SpanMention("The project has provided revenue
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to AWE of approximately A\$1 billion in this period, and a strong financial return to New Zealand through taxation and royalties from the project.", sentence=574136, chars=[0,177], words=[0,31]])),

revenue_cand(revenue_mention(SpanMention("Additionally, ExxonMobil, Enbridge Marketing (US) L.P., and Calpine Corporation are the three largest purchasers of natural gas and transmission capacity, respectively, in our Transmission segment and accounted for approximately 50% , 22% and 10% , respectively, of our segment revenue for the year ended December 31, 2012 and approximately 57% , 22% and 8% , respectively, of our segment revenue for the year ended December 31, 2011.", sentence=1554164, chars=[0,433], words=[0,84]])),

revenue_cand(revenue_mention(SpanMention("\$300 million) At year end, the company held inventory of over 0.2 MMBOE at Tui, equivalent to an additional \$23 million of revenue deferred to the 2014/15 financial year.", sentence=617035, chars=[0,168], words=[0,34]])),

revenue_cand(revenue_mention(SpanMention("Segment revenue for the year ended December 31, 2012 was \$157.1 million compared to \$181.5 million for the year ended December 31, 2011 .", sentence=1569614, chars=[0,136], words=[0,27]])),

revenue_cand(revenue_mention(SpanMention("During the past two years the field has produced a total of 23.3 million barrels of oil and contributed revenue in excess of A\$1 billion", sentence=573606, chars=[0,135], words=[0,25]])),

revenue_cand(revenue_mention(SpanMention("In addition, changes in working capital activities were primarily attributed to the business volume growth and consisted of a \$3.5 million net increase in accounts payable and accrued and other current liabilities partially offset by a \$1.9 million increase in deferred revenue, customer deposits and other long term liabilities and \$0.8 million increase in accounts receivable, prepaid expenses and other assets.", sentence=1080118, chars=[0,412], words=[0,67]])),

revenue_cand(revenue_mention(SpanMention("Service and support revenues increased \$26.4 in fiscal 2015 compared to fiscal 2014.", sentence=1134731, chars=[0,83], words=[0,14]])),

revenue_cand(revenue_mention(SpanMention("This decrease of \$14.3 million in revenue was primarily due to the following -", sentence=1569850, chars=[0,77], words=[0,14]])),

revenue_cand(revenue_mention(SpanMention("These commodity derivative transactions had a negative net effect of \$1.9 million on our revenue related to realized losses for the year ended December 31, 2011.", sentence=1570060, chars=[0,160], words=[0,28]])),

revenue_cand(revenue_mention(SpanMention("Revenue from Advertiser Networks increased in 2008 by \$12.7 million compared to the same period in 2007 primarily as a result of an increase in revenue from new advertising customers, up-selling on existing large advertisers, an increase in the volume of total paid clicks as a result of an increase in advertisers, improvements in quality of our platform, performance optimization and a better match rate.", sentence=1076286, chars=[0,405], words=[0,72]])),

revenue_cand(revenue_mention(SpanMention("Revenue from one major customer of the Group was approximately \$239 million during the year ended 31 December 2016 (2015: \$190 million).", sentence=637980, chars=[0,135], words=[0,27]])),

revenue_cand(revenue_mention(SpanMention("look forward, we expect to complete 1 to 2 transactions each year, adding \$15 to \$25 million in acquired revenue to our organic growth.", sentence=1340464, chars=[0,134], words=[0,28]])),

revenue_cand(revenue_mention(SpanMention("Revenue of \$239.8 million (2015: \$190.6 million) was generated from the sale of 146,316 ounces at an average price, net of smelting and refining costs, of \$1,639 per ounce (2015: \$1,569 per ounce).", sentence=615955, chars=[0,196], words=[0,45]])),

revenue_cand(revenue_mention(SpanMention("Production of 5.6 mmmboe and reven

ue of", sentence=609557, chars=[0,37], words=[0,6]))),
revenue_cand(revenue_mention(SpanMention("Natural gas revenues increased \$1 0.0 million as a result of an increase in natural gas sales volumes of approximately 6.8 Mmcf attributable to increased production on our Gathering and Processing systems and increased throughput on our Transmission assets offset by declines in realized natural gas prices of \$0.51/Mcf;", sentence=1568359, chars=[0,318], words=[0,50]))),
revenue_cand(revenue_mention(SpanMention("revenues from satellite services as reported \$ - \$ - \$ - operating income:", sentence=1127446, chars=[0,73], words=[0,14]))),
revenue_cand(revenue_mention(SpanMention("The Company's revenues, which the Company refers to as net sales, net of allowance for returns, refunds and credits, which are estimated based on historical experience, are generated from the sale of flexible printed circuit boards and related component assemblies, which are sold to original equipment manufacturers and electronic manufacturing services providers to be included in other electronic products.", sentence=1134460, chars=[0,408], words=[0,66]))),
revenue_cand(revenue_mention(SpanMention("The agreement requires the Group make annual payments to the municipalities calculated as one percent of the Gross Revenue (as defined by the Agreement) of the Tucano Gold Mine.", sentence=647209, chars=[0,176], words=[0,31]))),
revenue_cand(revenue_mention(SpanMention("Also included in revenue were \$2.4 million , \$(1.6) million , and zero in realized gains (losses) for the years ended December 31, 2012 , 2011 , and 2010 , respectively, representing our commodity derivative settlements.", sentence=1596565, chars=[0,219], words=[0,44]))),
revenue_cand(revenue_mention(SpanMention("As of April 1, 2017 , we had \$74.2 million of deferred revenue and \$19.6 million of deferred cost of revenues recognized as a net \$54.6 million of deferred income on shipments to distributors.", sentence=1278835, chars=[0,191], words=[0,38]))),
revenue_cand(revenue_mention(SpanMention("x Record revenue of \$1.244 billion, an increase of 7 percent from fiscal 2014", sentence=1124322, chars=[0,76], words=[0,15]))),
revenue_cand(revenue_mention(SpanMention("Natural gas revenues decreased \$25.8 million as a result of a decline in realized natural gas prices of \$1.12/Mcf along with a decrease in natural gas sales volumes of approximately 2.0 Mmcf attributable to production shut-ins caused by Hurricane Isaac;", sentence=1568057, chars=[0,252], words=[0,44]))),
revenue_cand(revenue_mention(SpanMention("Revenue \$12,378 \$34,920 \$ 25,768", sentence=1202232, chars=[0,31], words=[0,6]))),
revenue_cand(revenue_mention(SpanMention("As of April 1, 2017 , the Company had \$74.2 million of deferred revenue and \$19.6 million of deferred cost of revenues recognized as a net \$54.6 million of deferred income on shipments to distributors.", sentence=1292988, chars=[0,200], words=[0,39]))),
revenue_cand(revenue_mention(SpanMention("Total revenue (before royalties) (\$000)", sentence=3860843, chars=[0,38], words=[0,9]))),
revenue_cand(revenue_mention(SpanMention("Despite an increase in revenue of \$9.0 million, or 36%, costs for the same periods increased \$11.0 million or 41%.", sentence=1190698, chars=[0,113], words=[0,26]))),
revenue_cand(revenue_mention(SpanMention("Based on our current product mix, our annual revenue capacity is projected to be \$1.1 to \$1.2 billion by the end of fiscal 2011.", sentence=1113977, chars=[0,127], words=[0,27]))),
revenue_cand(revenue_mention(SpanMention("We are pleased to announce to our Shareholders that in Boart Longyear's first year of operation as a listed company we posted record revenues and profits exceeding the commitments we made in our IPO prospectus.", sentence=541515, chars=[0,209], words=[0,36]))),
revenue_cand(revenue_mention(SpanMention("Condensate revenues increased \$2.

6 million as a result of an increase in realized condensate prices of \$0.60/gal and increases in condensate sales volumes of 0.5 m/gal attributable to increased production with a producer on a Gathering and Processing system; and", sentence=1568385, chars=[0,261], words=[0,44]))),

revenue_cand(revenue_mention(SpanMention("We exceeded production and revenue guidance and achieved Field EBITDAX of \$209 million from our diverse portfolio of assets.", sentence=612402, chars=[0,123], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("Revenues, which we refer to as net sales, are generated from the sale of flexible printed circuit boards and assemblies, which are sold to OEMs, subcontractors and EMS providers to be included in other electronic products.", sentence=1123546, chars=[0,221], words=[0,40]))),

revenue_cand(revenue_mention(SpanMention("As of April 2, 2016 , the Company had \$70.9 million of deferred revenue and \$19.1 million of deferred cost of revenues recognized as a net \$51.8 million of deferred income on shipments to distributors.", sentence=1292998, chars=[0,200], words=[0,39]))),

revenue_cand(revenue_mention(SpanMention("Condensate revenues increased \$13.8 million as a result of an increase in condensate sales volumes of 5.7 m/gal due to the newly acquired Chatom system while realized condensate prices remained consistent period over period; and", sentence=1568089, chars=[0,227], words=[0,38]))),

revenue_cand(revenue_mention(SpanMention("This result was achieved from revenues of US\$1,571 million which exceeded our prospectus forecast (US\$1,461 million) by US\$110 million, or 8 percent.", sentence=541280, chars=[0,148], words=[0,28]))),

revenue_cand(revenue_mention(SpanMention("The effect of acquisitions completed in fiscal years 2015 and 2014 on fiscal 2015 service and support revenues was \$11.6.", sentence=1134741, chars=[0,120], words=[0,21]))),

revenue_cand(revenue_mention(SpanMention("AWE recorded sales revenue for 2014 of \$328 million from 5.4 MMBOE of sales volume, 9% higher than the previous year (2013:", sentence=617027, chars=[0,122], words=[0,26]))),

revenue_cand(revenue_mention(SpanMention("Transmission revenues from the transportation of natural gas decreased \$13.5 million as a result of declines in realized natural gas prices on our fixed margin contracts of \$1.26/Mcf amounting to \$13.5 million and a decrease in sales volumes of 5% period over period; and", sentence=1568082, chars=[0,270], words=[0,48]))),

revenue_cand(revenue_mention(SpanMention("The agreement provided for the payment of \$0.3 million in 2010 and annual fees of \$0.3 million plus annual increases in proportion to the increase in budgeted gross revenues thereafter.", sentence=1602629, chars=[0,184], words=[0,32]))),

revenue_cand(revenue_mention(SpanMention("Revenue from the computing and storage segment for the year ended December 31, 2016 increased \$24.0 million, or 42.4%, from the same period in 2015.", sentence=1115668, chars=[0,147], words=[0,30]))),

revenue_cand(revenue_mention(SpanMention("Transmission revenues from the transportation of natural gas increased approximately \$13.3 million as a result of an increase in sales volumes of 52% amounting to \$14.0 million period over period offset realized natural gas prices on our fixed margin contracts declining slightly by \$0.05/Mcf .", sentence=1568391, chars=[0,293], words=[0,48]))),

revenue_cand(revenue_mention(SpanMention("Amortization expense is recorded in cost of revenue in the Consolidated Statements of Operations and totaled \$2.1 million,", sentence=1128441, chars=[0,121], words=[0,19]))),

revenue_cand(revenue_mention(SpanMention("Segment revenue for the year ended December 31, 2012 was \$52.5 million compared to \$66.8 million for the year ended December 31, 2011 .", sentence=1569844, chars=[0,134], words=[0,27]))),

revenue_cand(revenue_mention(SpanMention("Revenue was reduced by \$74.4 million and EBITDA was reduced by \$7.3 million due to foreign exchange.", sentence=558250, chars=[0,99], words=[0,19]))),

revenue_cand(revenue_mention(SpanMention("Based on percentages of total Company revenue for the year ended 31 December 2015.", sentence=552284, chars=[0,81], words=[0,14]))),

revenue_cand(revenue_mention(SpanMention("In particular, Global Drilling Services' revenue associated with gold has decreased to \$250.1 million for 2015, compared to", sentence=553726, chars=[0,122], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("This increase was driven by our PCB Test Group, which generated \$4.2 million higher income from continuing operations in fiscal 2015 as compared to fiscal 2014 due to a 49% increase in revenues in fiscal 2015 as compared to fiscal 2014.", sentence=1190523, chars=[0,235], words=[0,44]))),

revenue_cand(revenue_mention(SpanMention("Based on percentages of total Company revenue for the year ended 31 December 2015", sentence=553749, chars=[0,80], words=[0,13]))),

revenue_cand(revenue_mention(SpanMention("More than \$1.0 million in license s revenue recognized", sentence=3812044, chars=[0,52], words=[0,8]))),

revenue_cand(revenue_mention(SpanMention("In 2015 and 2014, we recognized \$107.8 million and \$114.2 million, respectively, in state USF revenue, which included approximately", sentence=1423137, chars=[0,130], words=[0,24]))),

revenue_cand(revenue_mention(SpanMention("Cost of subscription services revenues decreased \$0.3 million during 2016, as compared to the prior year, primarily due to a \$2.1 million decrease in equipment, facility, and other related support costs, a \$0.3 million decrease in compensation and related costs due to a change in staffing composition, and a \$0.3 million decrease in consulting and advisory costs, partially offset by a", sentence=1223395, chars=[0,385], words=[0,71]))),

revenue_cand(revenue_mention(SpanMention("Compared to the company's operating plan, revenue was below plan by \$65.0 million (below plan by \$37.6 million net of foreign exchange).", sentence=558264, chars=[0,135], words=[0,27]))),

revenue_cand(revenue_mention(SpanMention("R&D expenses were \$73.6 million, or 18.9% of revenue, for the year ended December 31, 2016 and \$65.8 million, or 19.8% of revenue, for the year ended December 31, 2015.", sentence=1116283, chars=[0,167], words=[0,40]))),

revenue_cand(revenue_mention(SpanMention("As a result, we recognized the \$1,700,000 of license and maintenance order ratably through the end of 2012, which resulted in revenue of approximately \$1,578,000 for the year ended December 31, 2012.", sentence=1324055, chars=[0,198], words=[0,37]))),

revenue_cand(revenue_mention(SpanMention("Revenue from the consumer segment for the year ended December 31, 2015 increased \$22.4 million, or 18.2%, from the same period in 2014.", sentence=1115708, chars=[0,134], words=[0,28]))),

revenue_cand(revenue_mention(SpanMention("Net revenues in fiscal 2017 were \$2.35 billion , an increase of 6% as compared to fiscal 2016 .", sentence=1280346, chars=[0,94], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("For the years ended December 31, 2016, 2015, and 2014, product licenses transactions with more than \$0.5 million in recognized revenue represented 32.8%, 40.9%, and 32.6%, respectively, of our product licenses revenues.", sentence=1222212, chars=[0,218], words=[0,44]))),

revenue_cand(revenue_mention(SpanMention("The decrease in revenue recognized on Wave's license upgrade sales was due primarily to a decrease of approximately \$1,274,000 in revenue recognized for an order from one of the world's leading international oil and gas companies.", sentence=1324038, chars=[0,229], words=[0,39]))),

revenue_cand(revenue_mention(SpanMention("Consulting revenues decreased \$1

8.7 million during 2016, as compared to the prior year, primarily due to a decrease in billable hours worldwide and a \$1.0 million unfavorable foreign currency exchange impact, partially offset by an increase in the average bill rate.", sentence=1222774, chars=[0,265], words=[0,46]])),

revenue_cand(revenue_mention(SpanMention("Revenue for the year ended December 31, 2015 was \$333.1 million, an increase of \$50.6 million, or 17.9%, from \$282.5 million for the year ended December 31, 2014.", sentence=1115693, chars=[0,161], words=[0,37]])),

revenue_cand(revenue_mention(SpanMention("\$2,550,000, primarily as the result of a decrease in the volume of Dell shipments and a net decrease in revenue recognized on Wave's license upgrade sales of approximately \$1,509,000 during the year ended December 31, 2013 as compared to 2012.", sentence=1324031, chars=[0,242], words=[0,45]])),

revenue_cand(revenue_mention(SpanMention("(in thousands, except percentage s) Revenue..... \$ 388,665 100.0% \$ 333,067 100.0% \$ 282,535 100.0%", sentence=1114402, chars=[0,133], words=[0,20]])),

revenue_cand(revenue_mention(SpanMention("Total gross deferred revenue and advance payments decreased \$10.6 million in 2015, as compared to the prior year, primarily due to the recognition of previously deferred product licenses, product support, and other services revenues, partially offset by an increase in deferred revenue from new subscription services contracts.", sentence=1225193, chars=[0,326], words=[0,53]])),

revenue_cand(revenue_mention(SpanMention("SG&A expenses were \$83.0 million, or 21.4% of revenue, for the year ended December 31, 2016 and \$72.3 million, or 21.7% of revenue, for the year ended December 31, 2015.", sentence=1116515, chars=[0,168], words=[0,40]])),

revenue_cand(revenue_mention(SpanMention("The deferred revenue balance before the final price and other adjustments from these distributors as of December 31, 2016 and 2015 was \$3.7 million and \$2.8 million, respectively.", sentence=1123872, chars=[0,178], words=[0,32]])),

revenue_cand(revenue_mention(SpanMention("Consulting revenues decreased \$29.9 million during 2015, as compared to the prior year, primarily due to a decrease in billable hours worldwide and a \$6.9 million unfavorable foreign currency exchange impact, partially offset by an increase in the average bill rate.", sentence=1222781, chars=[0,265], words=[0,46]])),

revenue_cand(revenue_mention(SpanMention("The decrease in deferred revenue of approximately \$1,833,000 was the result of the recognition of deferred revenue outpacing additions to deferred revenue during the year ended December 31, 2014.", sentence=1324878, chars=[0,194], words=[0,31]])),

revenue_cand(revenue_mention(SpanMention("Service revenues from our Semiconductor Test segment maintenance and service contracts were \$24.1 million, or 7% of net sales in fiscal 2016; \$28.6 million, or 8% of net sales, in the fiscal year ended July 31, 2015 (fiscal 2015); and \$33.3 million, or 10% of net sales, in the fiscal year ended July 31, 2014 (fiscal 2014).", sentence=1178820, chars=[0,323], words=[0,76]])),

revenue_cand(revenue_mention(SpanMention("Revenues \$ 2,866,371 \$ 4,332,104 \$ 4,439,820 \$ 5,332,539", sentence=1339946, chars=[0,55], words=[0,8]])),

revenue_cand(revenue_mention(SpanMention("(1) Total Global Drilling Services revenue as reported in 2013, includes revenues from the E&I environmental business of \$29.6 million.", sentence=554406, chars=[0,134], words=[0,24]])),

revenue_cand(revenue_mention(SpanMention("The decrease in 2015 was primarily due to additional interest paid of \$351.6 million attributable to the master lease agreement with CS&L. Decreases in small business and carrier revenues, increased interconnection and transaction costs related to the REIT spin-off and sale of the data center business also contributed to the decrease in cash flows from operations in 2015.", sentence=1423726, chars=[0,373], words=[0,62]])),

revenue_cand(revenue_mention(SpanMention("The decrease in licensing and maintenance cost of net revenues was also due to a decrease in Wave salaries of approximately \$248,000 and a decrease in tax withholdings associated with OEM revenue due to declining OEM shipments of approximately \$219,000, offset by an increase of approximately \$96,000 in support costs for consulting services to one of the world's leading international oil and gas companies.", sentence=1324413, chars=[0,407], words=[0,69]))),

revenue_cand(revenue_mention(SpanMention("Revenue from the industrial segment for the year ended December 31, 2015 increased \$17.3 million, or 35.3%, from the same period in 2014.", sentence=1115725, chars=[0,136], words=[0,28]))),

revenue_cand(revenue_mention(SpanMention("Dell accounted for approximately 32% of our revenue for the year ended December 31, 2014.", sentence=1319045, chars=[0,88], words=[0,17]))),

revenue_cand(revenue_mention(SpanMention("Cost of product licenses revenues increased \$1.2 million during 2015, as compared to the prior year, primarily due to a \$3.5 million increase in amortization of capitalized software development costs related to MicroStrategy 10, which was made generally available in June 2015, partially offset by a \$0.9 million decrease in referral fees related to channel partners, a \$0.8 million decrease in amortization of capitalized software development costs related to MicroStrategy 9.3, which became fully amortized in September 2015, a \$0.4 million decrease in amortization of capitalized software development costs related to MicroStrategy 9.2.1, which became fully amortized in June 2014, and a \$0.3 million decrease in amortization of capitalized software development costs related to MicroStrategy 9.2, which became fully amortized in March 2014.", sentence=1223371, chars=[0,843], words=[0,139]))),

revenue_cand(revenue_mention(SpanMention("SG&A expenses increased slightly by \$3.5 million or 1% during fiscal 2017 from the comparable prior year period as we incurred higher employee compensation in fiscal 2017 (including stock based compensation) due to higher headcount to enable revenue growth.", sentence=1283280, chars=[0,256], words=[0,43]))),

revenue_cand(revenue_mention(SpanMention("R&D expenses were \$65.8 million, or 19.8% of revenue, for the year ended December 31, 2015 and \$58.6 million, or 20.7% of revenue, for the year ended December 31, 2014.", sentence=1116317, chars=[0,167], words=[0,40]))),

revenue_cand(revenue_mention(SpanMention("Revenue for the second half of 2015 was \$246.7 million, compared to \$281.2 million in the first half of 2015, a decrease of 12.3%.", sentence=553025, chars=[0,129], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("Revenue for the year was", sentence=554889, chars=[0,23], words=[0,4]))),

revenue_cand(revenue_mention(SpanMention("Between \$0.5 million and \$1.0 million in licenses revenue recognized", sentence=3812063, chars=[0,67], words=[0,11]))),

revenue_cand(revenue_mention(SpanMention("The following table sets forth statement of income data as a percentage of net revenues for the fiscal years indicated:", sentence=1279432, chars=[0,118], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("The 2014 market analysis used compensation surveys from Watson Wyatt, Mercer, and PM&P, and all data was size-adjusted to reflect annual revenues of \$6 billion.", sentence=1385603, chars=[0,159], words=[0,31]))),

revenue_cand(revenue_mention(SpanMention("Lower demand in the Company's key markets and lower pricing, primarily within the Company's drilling services division, have resulted in a year-over-year decrease in revenue of \$131.4 million, or 15.2%, although negative NPAT improved during the year from a loss of \$332.7 million in 2014 to a loss of \$326.3 million in 2015.", sentence=558240, chars=[0,324], words=[0,65]))),

revenue_cand(revenue_mention(SpanMention("Cost of consulting revenues decreased \$27.4 million during 2015, as compared to the prior year, primarily due to a", sentence=1223524, chars=[0,113], words=[0,21]))),

revenue_cand(revenue_mention(SpanMention("Revenue (US\$ millions)", sentence=2983454, chars=[0,21], words=[0,4]))),

revenue_cand(revenue_mention(SpanMention("Changes in the fair value of our contingent consideration are primarily driven by changes in the estimated amount and timing of payments, resulting from changes in the forecasted revenues of the acquired businesses.", sentence=1153180, chars=[0,214], words=[0,34]))),

revenue_cand(revenue_mention(SpanMention("Dell accounted for approximately 32% of our revenue for the year ended December 31, 2014, as discussed", sentence=1318925, chars=[0,101], words=[0,19]))),

revenue_cand(revenue_mention(SpanMention("The net cash used in operating activities of approximately \$16,177,000 during the year ended December 31, 2014 was primarily related to the net loss adjusted for non-cash items of approximately \$12,992,000, a decrease in accounts payable and accrued expenses, a decrease in deferred revenue and a decrease in accounts receivable.", sentence=1324854, chars=[0,328], words=[0,57]))),

revenue_cand(revenue_mention(SpanMention("Net revenues in fiscal 2016 were \$2.21 billion, a decrease of 7% as compared to fiscal 2015 .", sentence=1280372, chars=[0,92], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("\$5.5 billion in pro forma service revenue, representing a decline of 0.5% year-over-year.", sentence=1377400, chars=[0,88], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("The decrease in OEM revenue of approximately \$5,027,000 consisted of lower Dell royalty revenue of approximately", sentence=1323261, chars=[0,111], words=[0,16]))),

revenue_cand(revenue_mention(SpanMention("Operating income increased \$2.3 million in 2015 primarily due to the differences in the amount of net actuarial losses and curtailment and settlement gains recognized in pension and postretirement expense compared to 2014, incremental CAF Phase II revenues received in the second half of 2015, and growth in enterprise revenues, reflecting continued demand for advanced data services.", sentence=1417520, chars=[0,383], words=[0,61]))),

revenue_cand(revenue_mention(SpanMention("SG&A expenses decreased \$22.0 million or 6% during fiscal 2016 from the comparable prior year period as we incurred lower variable spending (due to lower revenues) and employee compensation in fiscal 2016 (primarily due to restructuring measures that we implemented during the fourth quarter of fiscal 2015).", sentence=1283287, chars=[0,307], words=[0,53]))),

revenue_cand(revenue_mention(SpanMention("Sales to our largest distributor accounted for approximately 22% of our total revenue for the year ended December 31, 2016.", sentence=1108649, chars=[0,122], words=[0,22]))),

revenue_cand(revenue_mention(SpanMention("SG&A expenses were \$72.3 million, or 21.7% of revenue, for the year ended December 31, 2015 and \$66.8 million, or 23.6% of revenue, for the year ended December 31, 2014.", sentence=1116564, chars=[0,168], words=[0,40]))),

revenue_cand(revenue_mention(SpanMention("Revenues and sales \$ 1,605.5", sentence=3648185, chars=[0,27], words=[0,4]))),

revenue_cand(revenue_mention(SpanMention("Our top 10 Global Drilling Services customers represented approximately 62% of Global Drilling Services' revenue for the year ended 31 December 2015, with no contract contributing more than 4% of our consolidated revenue.", sentence=553044, chars=[0,220], words=[0,36]))),

revenue_cand(revenue_mention(SpanMention("\$2.5 million, which was estimated based on a probability-weighted analysis of possible future revenue outcome

s.", sentence=1116620, chars=[0,110], words=[0,19])),
revenue_cand(revenue_mention(SpanMention("Our gross current and non-current deferred revenue and advance payments totaled \$221.0 million as of December 31, 2016.", sentence=1213813, chars=[0,118], words=[0,22])),
revenue_cand(revenue_mention(SpanMention("Approximately 85% of Global Drilling Services' revenue for the year ended 31 December 2015 was derived from major mining companies, including Barrick Gold Corporation, BHP Billiton Limited, Freeport-McMoRan, GoldCorp, Newmont Mining and Rio Tinto.", sentence=553037, chars=[0,246], words=[0,42])),
revenue_cand(revenue_mention(SpanMention("For example, sales to our largest distributor accounted for approximately 22% of our total revenue for the year ended December 31, 2016.", sentence=1108473, chars=[0,135], words=[0,25])),
revenue_cand(revenue_mention(SpanMention("No external Global Products customer represented more than 2% of consolidated revenue for the year.", sentence=554929, chars=[0,98], words=[0,16])),
revenue_cand(revenue_mention(SpanMention("The fair value of the contingent consideration at the Acquisition Date was \$2.5 million, which was estimated based on a probability-weighted analysis of possible future revenue outcome s.", sentence=1124926, chars=[0,185], words=[0,31])),
revenue_cand(revenue_mention(SpanMention("More than \$1.0 million in license s revenue recognized", sentence=3811775, chars=[0,52], words=[0,8])),
revenue_cand(revenue_mention(SpanMention("The purchase consideration consisted of an upfront cash payment of \$11.7 million and additional consideration that was contingent upon Sensima achieving a new product introduction and certain revenue and direct margin goals in 2016, with a fair value of \$2.5 million at the date of acquisition.", sentence=1113638, chars=[0,293], words=[0,49])),
revenue_cand(revenue_mention(SpanMention("Revenues \$ 5,613,559 \$ 6,251,325 \$ 6,742,242 \$ 5,793,726", sentence=1340162, chars=[0,55], words=[0,8])),
revenue_cand(revenue_mention(SpanMention("The decrease in licensing and maintenance revenues was due primarily to lower revenue recognized on Wave's license upgrade sales of approximately \$939,000 and a decrease in OEM revenue of approximately \$5,027,000.", sentence=1323243, chars=[0,212], words=[0,34])),
revenue_cand(revenue_mention(SpanMention("Rotary revenues for 2015 were \$70.6 million as compared to 2014 revenues of \$109.4 million, a decrease of 35.5%.", sentence=553093, chars=[0,111], words=[0,23])),
revenue_cand(revenue_mention(SpanMention("The decrease in license upgrade revenue of approximately \$939,000 primarily related to the approximate \$928,000 decline in consulting services from one of the world's leading international oil and gas companies.", sentence=1323254, chars=[0,210], words=[0,33])),
revenue_cand(revenue_mention(SpanMention("Cost of revenues \$ 15,843 \$ 12,019 31.8%", sentence=1549753, chars=[0,39], words=[0,8])),
revenue_cand(revenue_mention(SpanMention("Our revenues grew from \$53.4 million in 2012 to \$164.5 million in 2016.", sentence=1541299, chars=[0,70], words=[0,15])),
revenue_cand(revenue_mention(SpanMention("Based on percentages of total Company revenue for the year ended 31 December 2015", sentence=553159, chars=[0,80], words=[0,13])),
revenue_cand(revenue_mention(SpanMention("This segment generated \$1.6 billion in revenue and \$935 million in segment income, or contribution margin, during 2015.", sentence=1400843, chars=[0,118], words=[0,22])),
revenue_cand(revenue_mention(SpanMention("Surface coring revenues for 2015 were \$165.6 million as compared to 2014 revenues of \$202.4 million, a decrease of 18.2%.", sentence=553098, chars=[0,120], words=[0,24])),
revenue_cand(revenue_mention(SpanMention("\$101.5 million, resulting in net current and non-current deferred revenue and advance payments of \$119.5 million as of December 31, 2016.", sentence=1213829, chars=[0,136], words=[0,2

7)))))

revenue_cand(revenue_mention(SpanMention("revenues of \$7.7 resulting from a n increase in our installed base.", sentence=1135072, chars=[0,65], words=[0, 12]))))

revenue_cand(revenue_mention(SpanMention("The contingent consideration arrangement required the Company to pay up to an additional \$8.9 million to former Sensima shareholders if Sensima achieved a new product introduction as well as certain product revenue and direct margin targets in 2016.", sentence=1124920, chars=[0,248], words=[0,39]))))

revenue_cand(revenue_mention(SpanMention("Although, adjusted S&M expenses decreased during 2015 as a result of cost reduction actions, there was an increase of \$1.2 million in bad debt expense during 2015 which is partly what contributed to adjusted S&M expenses increasing as a percentage of revenue.", sentence=549779, chars=[0,258], words=[0,45]))))

revenue_cand(revenue_mention(SpanMention("The developed technology impairment charge of \$1,615,000 is included in the licensing and maintenance cost of net revenues line item in the consolidated statements of operations.", sentence=1323872, chars=[0,177], words=[0,27]))))

revenue_cand(revenue_mention(SpanMention("Additionally, revenues relating to a license and service agreement with Samsung decreased \$510,000 at the total value of the license and service agreement with Samsung was recognized ratably beginning in March 2013 through the March 2014.", sentence=1323285, chars=[0,237], words=[0,38]))))

revenue_cand(revenue_mention(SpanMention("Total revenues \$252,151 \$260,233 \$292,683 \$439,066", sentence=1163043, chars=[0,49], words=[0,9]))))

revenue_cand(revenue_mention(SpanMention("The startling part of this change was that it occurred when our revenue declined by \$97 million versus the equivalent period in the prior year.", sentence=546626, chars=[0,142], words=[0,26]))))

revenue_cand(revenue_mention(SpanMention("\$52.3 million in 2014 to an estimated \$12.3 million in 2017, with a portion of the decrease offset by future increases in ARC revenues.", sentence=1422807, chars=[0,134], words=[0,27]))))

revenue_cand(revenue_mention(SpanMention("The increase in cost of revenue was also driven by an increase of \$1.0 million in warranty expenses and inventory write-downs.", sentence=1116053, chars=[0,125], words=[0,24]))))

revenue_cand(revenue_mention(SpanMention("We differentiate our business customers between enterprise and small business based on the monthly revenue generated from the customer with enterprise customers comprising those relationships that generate \$1,500 or more in monthly recurring revenues and small business comprising those relationships that generate less than \$1,500 per month.", sentence=1413026, chars=[0,341], words=[0,49]))))

revenue_cand(revenue_mention(SpanMention("Total revenue: \$1.6B", sentence=1472839, chars=[0,19], words=[0,4]))))

revenue_cand(revenue_mention(SpanMention("Cost of revenues \$ 12,019 \$ 9,911 21.3%", sentence=1550635, chars=[0,38], words=[0,8]))))

revenue_cand(revenue_mention(SpanMention("System and software revenues increased \$61.3 in fiscal 2015 compared to fiscal 2014.", sentence=1134651, chars=[0,83], words=[0,14]))))

revenue_cand(revenue_mention(SpanMention("Revenue (US\$ millions)", sentence=2984084, chars=[0,21], words=[0,4]))))

revenue_cand(revenue_mention(SpanMention("During 2015, this segment generated revenue of \$559 million and contribution margin of \$181 million.", sentence=1402252, chars=[0,99], words=[0,18]))))

revenue_cand(revenue_mention(SpanMention("Of Global Products' revenue for the year ended 31 December 2015, approximately 76.8% was comprised of performance tooling components, and the remaining 23.2% was comprised of drilling equipment and spares.", sentence=554917, chars=[0,204], words=[0,34]))))

revenue_cand(revenue_mention(SpanMention("Wave recorded a gain on the sale of \$1,304,579 which consisted of the proceeds received of \$1,214,082, adjusted for the reversal of deferred revenue for which Wave was no longer obligated to fulfill and accounts receivable balances that are payable to DocMagic per the terms of the Agreement.", sentence=1338080, chars=[0,291], words=[0,51]))),

revenue_cand(revenue_mention(SpanMention("Consistent with the second-half of 2013 and full-year 2014, mining industry spending on exploration and development declined in 2015 and, as a result, Global Drilling Services' revenue in 2015 was \$527.9 million, down 17% from \$636.1 million in 2014.", sentence=552990, chars=[0,249], words=[0,50]))),

revenue_cand(revenue_mention(SpanMention("As of April 2, 2016, we had \$70.9 million of deferred revenue and \$19.1 million of deferred cost of revenues recognized as a net \$", sentence=1278843, chars=[0,130], words=[0,28]))),

revenue_cand(revenue_mention(SpanMention("The strengthening of the US Dollar, our reporting currency, against key trading currencies, primarily the Canadian and Australian dollar, resulted in a \$36.5 million reduction in year-over-year revenues.", sentence=553007, chars=[0,202], words=[0,37]))),

revenue_cand(revenue_mention(SpanMention("Included in revenues arising from rendering of services are revenues of \$77.4 million which arose from sales to the Company's largest customer (2014: \$141.8 million from largest two customers).", sentence=577305, chars=[0,192], words=[0,34]))),

revenue_cand(revenue_mention(SpanMention("Between \$0.5 million and \$1.0 million in licenses revenue", sentence=3811795, chars=[0,56], words=[0,10]))),

revenue_cand(revenue_mention(SpanMention("Cost of revenue was \$177.8 million, or 45.7% of revenue, for the year ended December 31, 2016, and \$152.9 million, or 45.9% of revenue, for the year ended December 31, 2015.", sentence=116037, chars=[0,172], words=[0,42]))),

revenue_cand(revenue_mention(SpanMention("The developed technology impairment charge of approximately \$1,600,000 and \$3,400,000 for the years ended December 31, 2013 and 2012, respectively, are included in the licensing and maintenance cost of net revenues line item in the consolidated statements of operations.", sentence=1334262, chars=[0,269], words=[0,44]))),

revenue_cand(revenue_mention(SpanMention("Total Global Drilling Services revenue as reported in 2013, includes revenues from the E&I environmental business of \$29.6 million.", sentence=553694, chars=[0,130], words=[0,21]))),

revenue_cand(revenue_mention(SpanMention("Despite revenue coming in \$92.8 million below the prior year, EBITDA improved by \$116.9 million and NPAT improved by \$169.5 million compared to 2015.", sentence=670486, chars=[0,148], words=[0,28]))),

revenue_cand(revenue_mention(SpanMention("Trade and other receivables decreased by \$27.3 million, or 19.9% to \$110.1 million as at 31 December 2015 (2014: \$137.4 million) reflecting decreased revenues and increased focus on cash collections by all divisions.", sentence=551539, chars=[0,215], words=[0,41]))),

revenue_cand(revenue_mention(SpanMention("Moreover, even if we introduce a new offering, we may experience a decline in revenues of our existing offerings that is not fully matched by the new offering's revenue.", sentence=1213487, chars=[0,168], words=[0,32]))),

revenue_cand(revenue_mention(SpanMention("The increase in cost of revenue was also driven by an additional \$1.1 million of amortization for intangible assets.", sentence=1116093, chars=[0,115], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("The decrease in licensing and maintenance revenues was due primarily to a decrease in OEM revenue of approximately", sentence=1324022, chars=[0,113], words=[0,17]))),

revenue_cand(revenue_mention(SpanMention("The Zambian Revenue Authority (ZRA) completed a customs clearance audit in January 2013 and issued a proposed

assessment (assessment) of approximately \$9,900,000 against Boart Longyear International Zambia Limited, a fully owned subsidiary of the Company.", sentence=595860, chars=[0,254], words=[0,41]])),

revenue_cand(revenue_mention(SpanMention("The stronger US Dollar against foreign currencies as compared to the prior year resulted in reduced revenues due to translation, primarily the Canadian and Australian dollar, resulted in a \$10.1 million reduction in year-over-year revenues.", sentence=664336, chars=[0,239], words=[0,42]])),

revenue_cand(revenue_mention(SpanMention("\$8.0 million based on the achievement of certain cumulative Sensima product revenue targets during the performance period from the Acquisition Date to July 22, 2019.", sentence=1125173, chars=[0,164], words=[0,27]])),

revenue_cand(revenue_mention(SpanMention("Revenue from customers \$32,594 \$5,037 \$56,878", sentence=1162075, chars=[0,45], words=[0,8]])),

revenue_cand(revenue_mention(SpanMention("Amortization expense related to software development costs was \$7.4 million, \$7.2 million, and \$5.2 million for the years ended December 31, 2016, 2015, and 2014, respectively, and is included in cost of product licenses and subscription services revenues.", sentence=1234963, chars=[0,255], words=[0,48]])),

revenue_cand(revenue_mention(SpanMention("Total revenue: \$559M", sentence=1473070, chars=[0,19], words=[0,5]])),

revenue_cand(revenue_mention(SpanMention("Revenue (US\$ millions)", sentence=2982479, chars=[0,21], words=[0,4]])),

revenue_cand(revenue_mention(SpanMention("We expect revenues for the first quarter of fiscal 2016 to be approximately \$260 million, with earnings per share for the same period of approximately \$0.08.", sentence=1139299, chars=[0,156], words=[0,29]])),

revenue_cand(revenue_mention(SpanMention("Our customer base is diversified with no external Global Products customer representing more than 2% of consolidated revenue for the year.", sentence=666776, chars=[0,137], words=[0,22]])),

revenue_cand(revenue_mention(SpanMention("\$135,696, or 10.9% of total revenue.", sentence=1162723, chars=[0,35], words=[0,9]])),

revenue_cand(revenue_mention(SpanMention("For the years ended December 31, 2016, 2015 and 2014, our revenues were \$164.5 million, \$127.2 million and \$101.3 million, respectively, representing year-over-year growth of 29% and 26%.", sentence=1547897, chars=[0,186], words=[0,43]])),

revenue_cand(revenue_mention(SpanMention("Lower demand in the Company's key markets, challenges related to foreign currency exchange, and lower pricing resulted in a year-over-year decrease in revenue of \$92.8 million, or 12.6%.", sentence=670480, chars=[0,185], words=[0,37]])),

revenue_cand(revenue_mention(SpanMention("Revenue for the year of \$735.2 million was \$131.4 million, or 15.2%, lower than revenue for 2014 (2014: \$866.6 million).", sentence=549109, chars=[0,119], words=[0,29]])),

revenue_cand(revenue_mention(SpanMention("The effect of acquisitions completed in fiscal years 2015 and 2014 on fiscal 2015 system and software revenues was \$13.4.", sentence=1134659, chars=[0,120], words=[0,21]])),

revenue_cand(revenue_mention(SpanMention("The \$24.9 million increase in cost of revenue was primarily due to a 19% increase in overall unit shipments, which was partially offset by a 2% decrease in the average direct cost of units shipped.", sentence=1116044, chars=[0,196], words=[0,39]])),

revenue_cand(revenue_mention(SpanMention("Subscription services revenues increased \$2.7 million and \$5.5 million during 2016 and 2015, respectively, as compared to the prior year, primarily due to new subscription services customers and an increase in the use of subscription services by existing customers.", sentence=1222308, chars=[0,264], words=[0,44]])),

revenue_cand(revenue_mention(SpanMention("Education revenues increased \$0.5

million during 2016, as compared to the prior year, primarily due to higher overall contract values and an increase in onsite and online course delivery.", sentence=1222812, chars=[0,186], words=[0,32])),
revenue_cand(revenue_mention(SpanMention("During 2016, revenue decreased 28% to \$121.2 million, compared with \$167.4 million in the prior year.", sentence=986074, chars=[0,100], words=[0,21])),
revenue_cand(revenue_mention(SpanMention("Of Global Products' revenue for the year ended 31 December 2016, approximately 77% was comprised of performance tooling components, and the remaining 23% was comprised of drilling equipment and spares.", sentence=666761, chars=[0,200], words=[0,34])),
revenue_cand(revenue_mention(SpanMention("This is partially offset by an \$8.5 million increase in deferred revenues, a \$5.5 million increase in accrued compensation and accrued expenses, a", sentence=1556161, chars=[0,145], words=[0,26])),
revenue_cand(revenue_mention(SpanMention("More than \$1.0 million in license revenue recognized", sentence=3811875, chars=[0,52], words=[0,8])),
revenue_cand(revenue_mention(SpanMention("Education revenues decreased \$4.8 million during 2015, as compared to the prior year, primarily due to lower overall contract values and a decrease in onsite and online course delivery.", sentence=1222822, chars=[0,184], words=[0,32])),
revenue_cand(revenue_mention(SpanMention("For the full year fiscal 2016, we expect revenues to be approximately \$1.282 billion, with earnings per share of approximately \$1.45.", sentence=1139308, chars=[0,132], words=[0,25])),
revenue_cand(revenue_mention(SpanMention("Cost of revenue was \$152.9 million, or 45.9% of revenue, for the year ended December 31, 2015, and \$129.9 million, or 46.0% of revenue, for the year ended December 31, 2014.", sentence=116077, chars=[0,172], words=[0,42])),
revenue_cand(revenue_mention(SpanMention("Enterprise - Our enterprise operations consist of our business customer relationships that generate \$1,500 or more in revenue per month.", sentence=1460575, chars=[0,135], words=[0,21])),
revenue_cand(revenue_mention(SpanMention("\$1,600,000 and \$3,400,000 for the years ended December 31, 2013 and 2012, respectively, are included in the licensing and maintenance cost of net revenues line item in the consolidated statements of operations.", sentence=1324593, chars=[0,209], words=[0,37])),
revenue_cand(revenue_mention(SpanMention("Enterprise - Our enterprise operations consist of our business customer relationships that generate \$1,500 or more in revenue per month.", sentence=1418784, chars=[0,135], words=[0,21])),
revenue_cand(revenue_mention(SpanMention("Our acquisition of Senisma in July 2014 included a contingent consideration arrangement which required us to pay up to an additional \$8.9 million to former Sensima shareholders if Sensima achieved a new product introduction as well as certain product revenue and direct margin targets in 2016.", sentence=1116604, chars=[0,292], words=[0,47])),
revenue_cand(revenue_mention(SpanMention("Deferred revenue \$280.6 \$248.6", sentence=1137787, chars=[0,29], words=[0,5])),
revenue_cand(revenue_mention(SpanMention("Surface coring revenues for 2016 were \$153.5 million as compared to 2015 with revenues of \$165.6 million, a decrease of 7.3%.", sentence=664413, chars=[0,124], words=[0,25])),
revenue_cand(revenue_mention(SpanMention("Between \$0.5 million and \$1.0 million in licenses revenue", sentence=3811725, chars=[0,56], words=[0,10])),
revenue_cand(revenue_mention(SpanMention("The \$23.0 million increase in cost of revenue was primarily due to a 17% increase in overall unit shipments, coupled with a 4% increase in the average direct cost of units shipped.", sentence=1116085, chars=[0,179], words=[0,36])),
revenue_cand(revenue_mention(SpanMention("Cost of product licenses revenues

increased \$0.5 million during 2016, as compared to the prior year, primarily due to a \$2.5 million increase in amortization of capitalized software development costs related to MicroStrategy 10, which was made generally available in June 2015, and a \$0.2 million increase in referral fees related to channel partners, partially offset by a \$1.9 million decrease in amortization of capitalized software development costs related to MicroStrategy 9.3, which became fully amortized in September 2015, and a \$0.5 million decrease in amortization of capitalized software development costs related to MicroStrategy 9.4, which became fully amortized in September 2016.", sentence=1223286, chars=[0,694], words=[0,115]))),

revenue_cand(revenue_mention(SpanMention("Small business customers residing outside of our ILEC territory (<\$1,500 per month in recurring revenue)", sentence=1473054, chars=[0,103], words=[0,18]))),

revenue_cand(revenue_mention(SpanMention("\$68.1 million as compared to the same period in 2015 with revenues of \$90.2 million, a decrease of 24.5%", sentence=664432, chars=[0,104], words=[0,23]))),

revenue_cand(revenue_mention(SpanMention("Total revenue: \$688M", sentence=1472903, chars=[0,19], words=[0,5]))),

revenue_cand(revenue_mention(SpanMention("The percussive drilling operations ended 2016 with revenues of \$34.7 million compared to \$39.9 million in 2015, a decrease of 13.0%", sentence=664418, chars=[0,131], words=[0,25]))),

revenue_cand(revenue_mention(SpanMention("Net loss was further offset by changes in our working capital, including an \$11.6 million increase in deferred revenues and a \$6.3 million increase in accrued expenses and other short term liabilities which were partially offset by a \$9.6 million increase in accounts receivable.", sentence=1556106, chars=[0,278], words=[0,48]))),

revenue_cand(revenue_mention(SpanMention("As indicated in the accompanying Management's Annual Report on Internal Control over Financial Reporting, management's assessment of and conclusion on the effectiveness of internal control over financial reporting did not include the internal controls of entities acquired through the Merix Acquisition, which is included in the 2010 consolidated financial statements of the Company and constituted \$220.9 million and \$133.4 million of total and net assets, respectively, as of December 31, 2010, and \$301.1 million of revenues for the year then ended.", sentence=1378964, chars=[0,551], words=[0,92]))),

revenue_cand(revenue_mention(SpanMention("More than \$1.0 million in license revenue recognized 13 15 14", sentence=1221249, chars=[0,61], words=[0,11]))),

revenue_cand(revenue_mention(SpanMention("This decrease in revenue was primarily related to lower revenue for our ultracapacitor product line which decreased by \$43.0 million, or 38%, to", sentence=986082, chars=[0,143], words=[0,26]))),

revenue_cand(revenue_mention(SpanMention("Between \$0.5 million and \$1.0 million in licenses revenue", sentence=1221258, chars=[0,56], words=[0,10]))),

revenue_cand(revenue_mention(SpanMention("Revenue in 2015 decreased 10% to \$167.4 million, compared with \$186.6 million in 2014.", sentence=986154, chars=[0,85], words=[0,18]))),

revenue_cand(revenue_mention(SpanMention("Enterprise customers represent those customer relationships that generate \$1,500 or more in revenue per month.", sentence=1421765, chars=[0,109], words=[0,16]))),

revenue_cand(revenue_mention(SpanMention("Participants may not purchase more than 2,000 shares in a six-month offering period or stock having a value greater than \$25,000 in any calendar year as measured at the beginning of the offering period in accordance with the Internal Revenue Code and applicable Treasury Regulations.", sentence=1131179, chars=[0,282], words=[0,48]))),

revenue_cand(revenue_mention(SpanMention("The \$1,331.0M (15%) decrease in group total revenue principally reflects:", sentence=632204, chars=[0,72], words=[0,11]))),

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ds=[0,15]))),
  revenue_cand(revenue_mention(SpanMention("Revenue for our microelectronics
products decreased by $6.6 million to $4.6 million for the 2016 compared wit
h", sentence=986137, chars=[0,109], words=[0,18]))),
  revenue_cand(revenue_mention(SpanMention("The $5.5 million increase in SG&A
expenses was primarily due to an increase of $5.7 million in stock-based comp
ensation expenses primarily associated with the performance-based equity awar
ds, an increase of $2.0 million in cash compensation expenses, which include
salary, benefits and bonuses, and an increase of $0.6 million in commission
expenses due to higher revenue.", sentence=1116571, chars=[0,371], words=[0,
67]))),
  revenue_cand(revenue_mention(SpanMention("Although the continued decline in
the market largely prevented EBITDA improving by a target of approximately $6
0 million, the results of the improvement programs contributed greatly toward
s offsetting the impact of the significant revenue decline.", sentence=68722
1, chars=[0,246], words=[0,37]))),
  revenue_cand(revenue_mention(SpanMention("Total revenues
$ 310,972 $ 150,422 $ 50,767 $ 512,161", sentence=1242901, ch
ars=[0,125], words=[0,17]))),
  revenue_cand(revenue_mention(SpanMention("Revenue from the computing and st
orage segment for the year ended December 31, 2015 increased $10.4 million, o
r 22.6%, from the same period in 2014.", sentence=1115740, chars=[0,147], wor
ds=[0,30]))),
  revenue_cand(revenue_mention(SpanMention("Revenue US$", sentence=3300089, c
hars=[0,10], words=[0,1]))),
  revenue_cand(revenue_mention(SpanMention("Cost of revenue $", sentence=3349
678, chars=[0,16], words=[0,3]))),
  revenue_cand(revenue_mention(SpanMention("Domestic product licenses revenue
s decreased $0.8 million during 2016, as compared to the prior year, primaril
y due to a decrease in the number and average deal size of transactions with
recognized revenue between $0.5 million and $1.0 million, and a decrease in
the number of transactions with more than $1.0 million in recognized revenu
e, partially offset by an increase in the number of transactions with less th
an", sentence=1222244, chars=[0,416], words=[0,74]))),
  revenue_cand(revenue_mention(SpanMention("Texas state USF revenues were $5
9.5 million in 2015.", sentence=1405115, chars=[0,51], words=[0,10]))),
  revenue_cand(revenue_mention(SpanMention("Revenue for our high-voltage prod
ucts increased by $3.5 million to $45.2 million in 2016, compared with $41.7
million for the prior year.", sentence=986122, chars=[0,136], words=[0,2
8]))),
  revenue_cand(revenue_mention(SpanMention("$133.4 million, respectively, as
of December 31, 2010, and $301.1 million of revenues for the year ended Dece
mber 31, 2010.", sentence=1378740, chars=[0,122], words=[0,27]))),
  revenue_cand(revenue_mention(SpanMention("Revenues and sales and operating
income for the third quarter of 2015 were favorably impacted by $72.8 millio
n of incremental CAF Phase II support received in August that was retroactive
to January 1, 2015.", sentence=1472688, chars=[0,205], words=[0,36]))),
  revenue_cand(revenue_mention(SpanMention("Cost of consulting revenues decre
ased $12.5 million during 2016, as compared to the prior year, primarily due
to a $6.8 million decrease in compensation and related costs due to a decrea
se in average staffing levels, a $3.7 million decrease in subcontractor cost
s, a $1.4 million decrease in travel and entertainment expenditures, a $1.1 m
illion decrease in facility and other related support costs, partially offset
by a $0.4 million increase in recruiting costs.", sentence=1223501, chars=[0,
463], words=[0,84]))),
  revenue_cand(revenue_mention(SpanMention("Based on percentages of total Glo
bal Drilling Services revenue for the year ended 31 December 2016", sentence=

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665135, chars=[0,97], words=[0,15]))),
revenue_cand(revenue_mention(SpanMention("1) Chart does not include \$30.6M of eliminations (which balances back to total segment revenue of \$1,635.5 M).", sentence=635872, chars=[0,108], words=[0,24]))),
revenue_cand(revenue_mention(SpanMention("Revenue (US\$ millions)", sentence=3297296, chars=[0,21], words=[0,4]))),
revenue_cand(revenue_mention(SpanMention("Cost of education revenues increased \$2.1 million during 2016, as compared to the prior year, primarily due to a \$0.9 million increase in compensation and related costs due to an increase in staffing levels, a \$0.7 million increase in facility and other related support costs, and a \$0.3 million increase in subcontractor costs.", sentence=1223573, chars=[0,327], words=[0,61]))),
revenue_cand(revenue_mention(SpanMention("Revenue for the year ended December 31, 2016 was \$388.7 million, an increase of \$55.6 million, or 16.7%, from \$333.1 million for the year ended December 31, 2015.", sentence=1115612, chars=[0,161], words=[0,37]))),
revenue_cand(revenue_mention(SpanMention("Ultracapacitor product revenue was also negatively affected by lower prices of \$2.3 million and positively impacted by \$4.2 million of other changes primarily related to product mix.", sentence=986114, chars=[0,181], words=[0,29]))),
revenue_cand(revenue_mention(SpanMention("Revenue (US\$ millions)", sentence=3296338, chars=[0,21], words=[0,4]))),
revenue_cand(revenue_mention(SpanMention("Actual Total Service Revenue for 2015 was \$5.599 billion, which would have produced a 200% (or maximum) achievement level against the target performance goal.", sentence=1386796, chars=[0,157], words=[0,29]))),
revenue_cand(revenue_mention(SpanMention("If there had been no change to foreign currency exchange rates from 2015 to 2016, international product support revenues would have been \$116.9 million rather than \$112.4 million for the year ended December 31, 2016.", sentence=1220867, chars=[0,215], words=[0,39]))),
revenue_cand(revenue_mention(SpanMention("The \$10.7 million increase in SG&A expenses was primarily due to an increase of \$3.0 million in stock-based compensation expenses mainly associated with the performance and market-based equity awards, an increase of \$2.9 million in cash compensation expenses, which include salary, benefits and bonuses, an increase of \$2.1 million in commission expenses due to higher revenue, and an increase of \$0.8 million in expenses related to changes in the value of the employee deferred compensation plan liabilities.", sentence=1116524, chars=[0,508], words=[0,91]))),
revenue_cand(revenue_mention(SpanMention("This decrease was influenced primarily by lower revenue for our ultracapacitor product line, which decreased to \$114.5 million in 2015 compared with", sentence=986161, chars=[0,147], words=[0,23]))),
revenue_cand(revenue_mention(SpanMention("Consistent with recent trends, mining industry spending on exploration and development and non-mining services declined in 2016 and, as a result, Global Drilling Services' revenue in 2016 was \$447.7 million, down 15.2% from \$527.9 million in 2015.", sentence=664315, chars=[0,246], words=[0,46]))),
revenue_cand(revenue_mention(SpanMention("The deferred revenue balance before the final price and other adjustments from these distributors as of December 31, 2016 and 2015 was \$3.7 million and \$2.8 million, respectively.", sentence=1113908, chars=[0,178], words=[0,32]))),
revenue_cand(revenue_mention(SpanMention("Total Service Revenue of \$5.5 billion – within the budgeted target range", sentence=1384848, chars=[0,71], words=[0,12]))),
revenue_cand(revenue_mention(SpanMention("For example, if there had been no change to foreign currency exchange rates from 2015 to 2016, international pr

oduct licenses revenues would have been \$45.8 million rather than \$44.2 million for the year ended December 31, 2016.", sentence=1220859, chars=[0,227], words=[0,42]))),

revenue_cand(revenue_mention(SpanMention("In particular, Global Drilling Services' revenue associated with copper decreased to \$74.0 million for the year ended 31 December 2016, compared to \$110.8 million for 2015, a decrease of 33.2%.", sentence=665114, chars=[0,192], words=[0,36]))),

revenue_cand(revenue_mention(SpanMention("Chart 2: Segment geographic sales revenue FY2013, \$M 1", sentence=635814, chars=[0,53], words=[0,11]))),

revenue_cand(revenue_mention(SpanMention("International product licenses revenues decreased \$4.8 million during 2016, as compared to the prior year, primarily due to a decrease in the number of transactions with recognized revenue between \$0.5 million and \$1.0 million and a \$1.6 million unfavorable foreign currency exchange impact, partially offset by an increase in the number of transactions with less than \$0.5 million in recognized revenue.", sentence=122276, chars=[0,403], words=[0,69]))),

revenue_cand(revenue_mention(SpanMention("The \$8.2M decrease in sales revenue was mainly due to lower pricing across all regions, partly offset by higher despatch volumes in all regions except Malaysia and favourable foreign exchange rate impacts mainly in Thailand.", sentence=635912, chars=[0,223], words=[0,38]))),

revenue_cand(revenue_mention(SpanMention("\$4.0 million and \$3.1 million, respectively, and primarily relates to cash received from a customer in connection with a production-type contract, for which revenue is recognized using the percentage of completion method, and payments received under a joint development agreement, which are recognized as an offset to research and development expense as services are performed.", sentence=995316, chars=[0,376], words=[0,64]))),

revenue_cand(revenue_mention(SpanMention("Revenue from the consumer segment for the year ended December 31, 2016 increased \$8.6 million, or 6.0%, from the same period in 2015.", sentence=1115628, chars=[0,132], words=[0,28]))),

revenue_cand(revenue_mention(SpanMention("The increase in cost of revenues was primarily related to an increase of \$3.7 million in salaries and benefits and stock based compensation expense due to increased headcount for support.", sentence=1549791, chars=[0,186], words=[0,31]))),

revenue_cand(revenue_mention(SpanMention("These declines were partially offset by incremental revenues attributable to the access recovery charge ("AR C") of \$4.1 million and \$8.1 million in 2015 and 2014, respectively, primarily due to an increase in the monthly rate effective July 1st of each year.", sentence=1421612, chars=[0,257], words=[0,49]))),

revenue_cand(revenue_mention(SpanMention("Cost of subscription services revenues decreased \$4.5 million during 2015, as compared to the prior year, primarily due to a \$3.0 million decrease in equipment, facility, and other related support costs, which included a \$1.5 million decrease related to certain reclassifications of depreciation costs to research and development expenses, a \$1.1 million decrease in compensation and related costs due to a decrease in staffing levels, a \$0.7 million decrease in consulting and advisory costs, and a \$0.2 million decrease in recruiting costs, partially offset by a \$0.4 million increase in third-party hosting service provider fees.", sentence=1223419, chars=[0,631], words=[0,113]))),

revenue_cand(revenue_mention(SpanMention("International product licenses revenues decreased \$8.1 million during 2015, as compared to the prior year, primarily due to an \$8.0 million unfavorable foreign currency exchange impact and a decrease in the number of transactions with less than \$0.5 million in recognized revenue, partially offset by an increase in the number of transactions with recognized revenue between \$0.5 million and \$1.0 million.", sentence=122284, chars=[0,404], words=[0,69]))),

revenue_cand(revenue_mention(SpanMention("Revenue for our high-voltage capacitor products totaled \$41.7 million for 2015, an increase of 3% from the \$40.4 million recorded in 2014, primarily related to sales of newly developed products in 2015.", sentence=986201, chars=[0,201], words=[0,39]))),
revenue_cand(revenue_mention(SpanMention("We differentiate our business customers between enterprise and small business primarily based on the monthly recurring revenue generated from the customer with enterprise customers comprising those relationships that generate \$1,500 or more in monthly recurring revenue and small business customers comprising those relationships that generate less than \$1,500 per month.", sentence=1400701, chars=[0,370], words=[0,52]))),
revenue_cand(revenue_mention(SpanMention("More than \$1.0 million in license revenue recognized 10", sentence=3811710, chars=[0,55], words=[0,9]))),
revenue_cand(revenue_mention(SpanMention("The \$83.0M decrease in sales revenue was mainly due to reduced volumes, particularly in Buildings Asia (specifically China) and lower pricing across all regions.", sentence=636985, chars=[0,160], words=[0,29]))),
revenue_cand(revenue_mention(SpanMention("Revenue for the year was", sentence=666727, chars=[0,23], words=[0,4]))),
revenue_cand(revenue_mention(SpanMention("Cost of revenue for the year ended December 31, 2015 was \$278.3 million, or 83.6% of revenue, compared to \$270.9 million, or 85.4% of revenue, for the year ended December 31, 2014.", sentence=1070205, chars=[0,179], words=[0,42]))),
revenue_cand(revenue_mention(SpanMention("The decrease in ultracapacitor product revenue was driven by lower sales volume of \$44.9 million which was primarily due to government subsidy program changes in China, particularly a proposed requirement to localize product manufacturing, which significantly decreased sales of hybrid transit vehicle applications.", sentence=986098, chars=[0,314], words=[0,46]))),
revenue_cand(revenue_mention(SpanMention("During 2015, the Enterprise segment generated \$2.1 billion in revenue and \$241 million in contribution margin.", sentence=1401831, chars=[0,109], words=[0,19]))),
revenue_cand(revenue_mention(SpanMention("The \$930.2M decrease in sales revenue is primarily due to:", sentence=633706, chars=[0,57], words=[0,12]))),
revenue_cand(revenue_mention(SpanMention("Revenue from our microelectronic products totaled \$11.1 million for 2015, up 5% from the \$10.6 million recorded in 2014, as revenue for this product line varied based on the timing of governmental and commercial programs.", sentence=986210, chars=[0,220], words=[0,40]))),
revenue_cand(revenue_mention(SpanMention("Revenue \$", sentence=1306154, chars=[0,8], words=[0,1]))),
revenue_cand(revenue_mention(SpanMention("Nine new programme accounts were secured with a revenue objective of almost \$230M at sustainable margins.", sentence=643477, chars=[0,104], words=[0,18]))),
revenue_cand(revenue_mention(SpanMention("As we continue our focus on costs in this tough market, we expect sales revenue and margins may improve should the A\$ continue to be softer than FY2013, and lower interest rates which could lift domestic building and construction activity.", sentence=628921, chars=[0,238], words=[0,42]))),
revenue_cand(revenue_mention(SpanMention("Between \$0.5 million and \$1.0 million in licenses revenue recognized", sentence=3811895, chars=[0,67], words=[0,11]))),
revenue_cand(revenue_mention(SpanMention("Despite challenges resulting from weak demand and a 15.2% reduction in revenue comparing 2016 to 2015, Global Drilling Services in 2016 achieved \$35.6 million in Contribution Margin compared to \$23.3 million in 2015, an increase of 52.8%.", sentence=665909, chars=[0,237], words=[0,43]))),

revenue_cand(revenue_mention(SpanMention("The increase in cost of revenues was primarily related to an increase of \$1.5 million in salaries and benefits expense due to increased headcount for support and professional services and a \$0.6 million increase in facilities and allocated overhead costs.", sentence=1550674, chars=[0,254], words=[0,42]])),

revenue_cand(revenue_mention(SpanMention("Revenue (\$m)", sentence=3105560, chars=[0,11], words=[0,4]])),

revenue_cand(revenue_mention(SpanMention("We will remain an "emerging growth company" until the earliest of (i) December 31, 2019, (ii) the last day of the first fiscal year in which our annual gross revenues are \$1 billion or more, (iii) the date on which we have, during the previous rolling three-year period, issued more than \$1 billion in non-convertible debt securities or (iv) the date on which we are deemed to be a "large accelerated filer" as defined in the Exchange Act.", sentence=1544735, chars=[0,438], words=[0,101]])),

revenue_cand(revenue_mention(SpanMention("Total revenue: \$2.1B", sentence=1472990, chars=[0,19], words=[0,4]])),

revenue_cand(revenue_mention(SpanMention("India: Business has improved significantly with increases in sales volume from 112,000 tonnes to 180,000 tonnes and revenue growth of 32% from \$163.0M to \$215.2M. The coating line is operating at 65% capacity the fastest ramp-up of any of our new coating lines.", sentence=643519, chars=[0,260], words=[0,51]])),

revenue_cand(revenue_mention(SpanMention("year 2016 to full-year 2015, adjusted EBITDA was up \$32 million and cash from operating activities was up \$5 million (8%) despite revenues being down 13%.", sentence=659042, chars=[0,153], words=[0,35]])),

revenue_cand(revenue_mention(SpanMention("Additionally, the Agreement requires CRRC-SRI to pay an up-front technology transfer fee of \$3.0 million, with two additional contingent payments of \$1.0 million that are payable if certain revenue metrics are achieved.", sentence=1008209, chars=[0,218], words=[0,40]])),

revenue_cand(revenue_mention(SpanMention("Revenue for the year ended 31 December 2016 of \$642.4 million decreased by 12.6%, or \$92.8 million, compared to revenue for the prior year ended 31 December 2015 of \$735.2 million.", sentence=660877, chars=[0,179], words=[0,37]])),

revenue_cand(revenue_mention(SpanMention("Net loss was further offset by changes in our working capital, including a \$13.3 million increase in deferred revenues and a \$5.3 million increase in accrued expenses and other short term liabilities which were partially offset by a \$6.4 million increase in accounts receivable.", sentence=1556058, chars=[0,277], words=[0,48]])),

revenue_cand(revenue_mention(SpanMention("Our PEO Soldier program accounted for \$36.5 million and \$46.0 million of our revenue in 2014 and 2013, respectively.", sentence=1070788, chars=[0,115], words=[0,22]])),

revenue_cand(revenue_mention(SpanMention("The \$74.0M decrease in sales revenue was primarily due to lower international and domestic selling prices and an adverse destination mix to a higher proportion of export despatches.", sentence=635255, chars=[0,180], words=[0,30]])),

revenue_cand(revenue_mention(SpanMention("Revenue (US\$ millions)", sentence=3297821, chars=[0,21], words=[0,4]])),

revenue_cand(revenue_mention(SpanMention("General and administrative expenses for the year ended December 31, 2015 were \$26.0 million, or 7.8% of revenue, compared to \$25.9 million, or 8.2% of revenue, for the year ended December 31, 2014.", sentence=1070237, chars=[0,196], words=[0,43]])),

revenue_cand(revenue_mention(SpanMention("Excludes the Company's 50% share of NSBSL's sales revenue of A\$620.7M in FY2013 (A\$683.2M in FY2012 and A\$321.2M in 2H FY2013).", sentence=637398, chars=[0,126], words=[0,32]])),

revenue_cand(revenue_mention(SpanMention("We expect to recognize approximately \$204.1 million of deferred revenue and advance payments over the next 12

months.", sentence=1225200, chars=[0,116], words=[0,19]])),
revenue_cand(revenue_mention(SpanMention("Small Business - CLEC - These operations consist of our business customer relationships that generate less than \$1,500 in revenue per month and are located in service areas in which we are a CLEC and provide services over network facilities primarily leased from other carriers.", sentence=1418799, chars=[0,277], words=[0,46]])),
revenue_cand(revenue_mention(SpanMention("Chart 3: Segment geographic sales revenue FY2013, \$M Total: \$1,363.3M", sentence=636733, chars=[0,68], words=[0,15]])),
revenue_cand(revenue_mention(SpanMention("Less than \$0.5 million in license revenue recognized", sentence=3811915, chars=[0,52], words=[0,8]])),
revenue_cand(revenue_mention(SpanMention("\$4.0 million and \$3.1 million, respectively, and primarily relates to cash received from a customer in connection with a production-type contract, for which revenue is recognized using the percentage of completion method, and payments received under our joint development agreement, which are recognized as an offset to research and development expense as services are performed.", sentence=988774, chars=[0,378], words=[0,64]])),
revenue_cand(revenue_mention(SpanMention("required regulatory approvals from governmental entities may result in limitations, additional costs or placement of restrictions on the conduct of the combined company, imposition of additional material costs on or materially limiting the revenues of the combined company following the merger;", sentence=1284175, chars=[0,293], words=[0,43]])),
revenue_cand(revenue_mention(SpanMention("The \$110.6M decrease in sales revenue was mainly due to reduced volumes arising from increased imports and continued tough trading conditions combined with the adverse price impact of lower global steel prices and import competition.", sentence=634551, chars=[0,232], words=[0,37]])),
revenue_cand(revenue_mention(SpanMention("These declines were partially offset by incremental revenues attributable to the ARC of \$2.9 million and \$4.3 million in 2015 and 2014, respectively, primarily due to an increase in the monthly rate effective July 1st of each year as described above.", sentence=1419841, chars=[0,249], words=[0,45]])),
revenue_cand(revenue_mention(SpanMention("Domestic product license revenues increased \$1.3 million during 2015, as compared to the prior year, primarily due to an increase in the number and average deal size of transactions with more than \$1.0 million in recognized revenue, and an increase in the number and average deal size of transactions with recognized revenue between \$0.5 million and \$1.0 million, partially offset by a decrease in the number of transactions with less than \$0.5 million in recognized revenue.", sentence=1222260, chars=[0,475], words=[0,85]])),
revenue_cand(revenue_mention(SpanMention("The carrier business unit produced \$688 million in annual revenue and \$502 million in contribution margin in 2015.", sentence=1401565, chars=[0,113], words=[0,20]])),
revenue_cand(revenue_mention(SpanMention("Revenue for the year ended December 31, 2014 was \$317.0 million, compared to \$332.3 million for the year ended December 31, 2013, representing a decrease of \$15.3 million, or 4.6%", sentence=1070764, chars=[0,179], words=[0,39]])),
revenue_cand(revenue_mention(SpanMention("Based on percentages of total Company revenue for the year ended 31 December 2016.", sentence=663606, chars=[0,81], words=[0,14]])),
revenue_cand(revenue_mention(SpanMention("We target enterprise customers generating between \$5,000 to \$100,000 in monthly revenue.", sentence=1401879, chars=[0,87], words=[0,14]])),
revenue_cand(revenue_mention(SpanMention("Price decreases in Asia Pacific and Africa drilling operations averaging 2.0% as a percentage of revenue reduc

ed year-over-year revenue by a further \$10.5 million.", sentence=664341, chars=[0,162], words=[0,30]])),

revenue_cand(revenue_mention(SpanMention("Chart 2: Segment geographic sales revenue FY2014, \$M 1", sentence=841650, chars=[0,53], words=[0,11]))),

revenue_cand(revenue_mention(SpanMention("The increase in net loss of \$16.1 million in 2015 compared with 2014 was primarily driven by a decline in revenue of 10% and decline in gross profit of 26%.", sentence=985632, chars=[0,155], words=[0,33]))),

revenue_cand(revenue_mention(SpanMention("Additionally, for the years ended December 31, 2016 and 2015, the Company recorded \$0.1 million and \$0.4 million, respectively, of accelerated depreciation expense within "cost of revenue" in the consolidated statements of operations.", sentence=999385, chars=[0,233], words=[0,42]))),

revenue_cand(revenue_mention(SpanMention("From the date of acquisition, Pacific Steel has contributed revenues of AUD 20.7M and a loss before interest and tax of AUD 0.8M to the Group which includes AUD 1.1M of integration costs.", sentence=885710, chars=[0,186], words=[0,37]))),

revenue_cand(revenue_mention(SpanMention("Due to the strengthening of the U.S. Dollar against the Swiss Franc during 2016 compared with 2015, revenue was negatively impacted by \$1.1 million.", sentence=986410, chars=[0,147], words=[0,26]))),

revenue_cand(revenue_mention(SpanMention("Customer deposits totaled \$22.2 million and \$28.2 million at December 31, 2016 and 2015, respectively, which are included in "Customer deposits and deferred revenue" in the Consolidated Balance Sheets.", sentence=1307837, chars=[0,200], words=[0,36]))),

revenue_cand(revenue_mention(SpanMention("Due to the strengthening of the U.S. Dollar against the Swiss Franc during 2015 compared with 2014, revenue was negatively impacted by \$2.0 million.", sentence=986417, chars=[0,147], words=[0,26]))),

revenue_cand(revenue_mention(SpanMention("Excludes the Company's 50% share of NSBSL's sales revenue of A\$743.9M in FY2014 and A\$620.7M in FY2013.", sentence=843324, chars=[0,102], words=[0,24]))),

revenue_cand(revenue_mention(SpanMention("Small Business - CLEC - These operations consist of our business customer relationships that generate less than \$1,500 in revenue per month and are located in services areas in which we are a competitive local exchange carrier ("CLEC") and provide services over network facilities primarily leased from other carriers.", sentence=1460591, chars=[0,317], words=[0,54]))),

revenue_cand(revenue_mention(SpanMention("Included in revenues arising from rendering of services are revenues of \$77.4 million which arose from sales to the Company's largest customer in 2015.", sentence=698200, chars=[0,150], words=[0,25]))),

revenue_cand(revenue_mention(SpanMention("Our PEO Soldier program accounted for \$32.7 million and \$36.5 million of our revenue in 2015 and 2014, respectively.", sentence=1070182, chars=[0,115], words=[0,22]))),

revenue_cand(revenue_mention(SpanMention("Product support revenues increased \$3.3 million during 2016, as compared to the prior year, primarily due to new product and premium support contracts, partially offset by a \$4.5 million unfavorable foreign currency exchange impact.", sentence=1222420, chars=[0,231], words=[0,39]))),

revenue_cand(revenue_mention(SpanMention("For the year ended December 31, 2016, we recognized \$46.9 million in revenue-based taxes and other excise taxes.", sentence=1197694, chars=[0,111], words=[0,23]))),

revenue_cand(revenue_mention(SpanMention("Revenue from the sales of parts, upgrades, service, and support represented approximately 28%, 22%, and 25% of our net sales for the years ended December 31, 2016, 2015, and 2014, respectively.", sentence=1280638, chars=[0,192], words=[0,43]))),

revenue_cand(revenue_mention(SpanMention("Revenues \$ 553,302 \$ 3,370,181", sentence=1528381, chars=[0,29], words=[0,4]))),
revenue_cand(revenue_mention(SpanMention("Cost of revenue for the year ended December 31, 2014 was \$270.9 million, or 85.4% of revenue, compared to \$289.4 million, or 87.1% of revenue, for the year ended December 31, 2013.", sentence=1070812, chars=[0,179], words=[0,42]))),
revenue_cand(revenue_mention(SpanMention("\$5.0 million decrease in deferred revenue as our clients' semesters concluded and a \$0.3 million increase in prepaid expenses and related party receivables.", sentence=1250993, chars=[0,155], words=[0,25]))),
revenue_cand(revenue_mention(SpanMention("The \$181.8 million, or 16%, decrease in service and other revenues on a reported basis in 2016 compared to the combined period ended December 31, 2015 is primarily the result of the decline in Nextel Brazil's subscriber base and the impact of weaker foreign currency exchange rates on our reported results.", sentence=1181105, chars=[0,305], words=[0,57]))),
revenue_cand(revenue_mention(SpanMention("Net operating assets were \$133.1M higher than at 30 June 2013 primarily due to higher inventories driven mainly by the business acquisitions, lower provisions (mainly defined benefit super and workers compensation movements) and higher receivables (higher sales revenue).", sentence=839625, chars=[0,270], words=[0,45]))),
revenue_cand(revenue_mention(SpanMention("\$0.5 million in recognized revenue.", sentence=1222252, chars=[0,34], words=[0,6]))),
revenue_cand(revenue_mention(SpanMention("Revenues for the Shared Wireless business totaled \$553,302 during the year ended December 31, 2016 compared to \$3,370,181 during the year ended December 31, 2015 representing a decrease of \$2,816,879 or 84%.", sentence=1518307, chars=[0,206], words=[0,38]))),
revenue_cand(revenue_mention(SpanMention("From the date of acquisition, Orrcon and Fielders have contributed revenues of \$193.3M and earnings before interest and tax of \$3.0M to the Group, which includes \$1.1M of integration costs.", sentence=885619, chars=[0,188], words=[0,38]))),
revenue_cand(revenue_mention(SpanMention("In 2016, revenue was \$121.2 million compared with \$167.4 million in 2015, representing an overall decrease of 28%.", sentence=984618, chars=[0,113], words=[0,23]))),
revenue_cand(revenue_mention(SpanMention("Finally, \$4.6 million of customer deposits were forfeited and recognized into revenue and gross profit in 2015, favorably impacting gross margin.", sentence=1290262, chars=[0,144], words=[0,24]))),
revenue_cand(revenue_mention(SpanMention("For the year ended December 31, 2014, we recognized \$101.0 million in revenue-based taxes and other excise taxes.", sentence=1197711, chars=[0,112], words=[0,23]))),
revenue_cand(revenue_mention(SpanMention("Product support revenues decreased \$14.0 million during 2015, as compared to the prior year, primarily due to a \$19.6 million unfavorable foreign currency exchange impact, partially offset by new product and premium support contracts.", sentence=1222428, chars=[0,233], words=[0,39]))),
revenue_cand(revenue_mention(SpanMention("The remaining \$1.4 million is recorded in "deferred revenue and customer deposits" in the Company's consolidated balance sheets and is expected to be recognized in 2017 based on performance under the agreement.", sentence=995933, chars=[0,209], words=[0,36]))),
revenue_cand(revenue_mention(SpanMention("Revenue \$", sentence=1306081, chars=[0,8], words=[0,1]))),
revenue_cand(revenue_mention(SpanMention("Revenue for the year ended December 31, 2015 was \$333.1 million, compared to \$317.0 million for the year ended December 31, 2014, representing an increase of \$16.1 million, or 5.1%.", sentence=1070165, chars=[0,180], words=[0,39]))),
revenue_cand(revenue_mention(SpanMention("The \$210.0M increase in sales rev

enue was mainly due to higher despatch volumes largely driven by acquired businesses and slightly better market activity, partly offset by lower selling prices driven by the strong AUD:USD exchange rate and import competition.", sentence=840355, chars=[0,258], words=[0,44]])),

revenue_cand(revenue_mention(SpanMention("This increase was due primarily to a \$4.3 million increase in compensation costs, as we increased our headcount in this area by 26% to acquire students for, and drive revenue growth in, new client programs.", sentence=1249588, chars=[0,205], words=[0,40]])),

revenue_cand(revenue_mention(SpanMention("The increase in net loss of \$1.4 million in 2016 compared with 2015 was driven by a decline in revenue of 28% and a decline in gross profit of 35%, which were primarily related to changes in China's government subsidy programs.", sentence=985607, chars=[0,226], words=[0,46]])),

revenue_cand(revenue_mention(SpanMention("The \$706.9M (10%) increase in sales revenue from continuing operations principally reflects:", sentence=837874, chars=[0,91], words=[0,17]])),

revenue_cand(revenue_mention(SpanMention("This decrease in revenue is principally due to lower year-over-year revenue from NCI's PEO Soldier program, which accounted for approximately \$9.5 million of the year-over-year decline in revenue; the expiration of task orders and contracts; reductions in scope of work; and certain lost contract re-competes.", sentence=1070772, chars=[0,308], words=[0,61]])),

revenue_cand(revenue_mention(SpanMention("During the years ended December 31, 2016 and 2014, we recognized \$7.7 million and \$19.8 million, respectively, in other operating revenues related to these co-location lease arrangements.", sentence=1205187, chars=[0,186], words=[0,35]])),

revenue_cand(revenue_mention(SpanMention("More than \$1.0 million in license revenue recognized", sentence=3811960, chars=[0,52], words=[0,8]])),

revenue_cand(revenue_mention(SpanMention("Due to the sale of the product line in April 2016, microelectronics product revenue decreased to \$4.6 million in 2016 compared with \$11.1 million in 2015.", sentence=984663, chars=[0,153], words=[0,29]])),

revenue_cand(revenue_mention(SpanMention("Favourable foreign exchange impact on export revenues from a weaker AUD:USD exchange rate (FY2014 US\$0.918; FY2013 US\$1.027) combined with the flow-on benefit to domestic prices.", sentence=839113, chars=[0,177], words=[0,34]])),

revenue_cand(revenue_mention(SpanMention("Company Market Cap Revenue (\$m)2 Employees2 Geographic", sentence=3736836, chars=[0,53], words=[0,8]])),

revenue_cand(revenue_mention(SpanMention("For the years ended December 31, 2016, 2015, and 2014, our top three product licenses transactions with recognized revenue totaled \$9.2 million, \$7.4 million, and \$6.4 million respectively, or 8.1%, 6.2%, and 5.1% of total product licenses revenues, respectively.", sentence=1214260, chars=[0,262], words=[0,55]])),

revenue_cand(revenue_mention(SpanMention("Less than \$0.5 million in license revenue recognized", sentence=3812083, chars=[0,52], words=[0,8]])),

revenue_cand(revenue_mention(SpanMention("General and administrative expenses for the year ended December 31, 2014 were \$25.9 million, or 8.2% of revenue, compared to \$23.4 million, or 7.0% of revenue, for the year ended December 31, 2013.", sentence=1070852, chars=[0,196], words=[0,43]])),

revenue_cand(revenue_mention(SpanMention("Chart 3: Segment geographic sales revenue FY2014, \$M Total: \$1,586.7M", sentence=842680, chars=[0,68], words=[0,15]])),

revenue_cand(revenue_mention(SpanMention("During 2016, our top three product licenses transactions totaled \$9.2 million in recognized revenue, or", sentence=1222220, chars=[0,102], words=[0,17]])),

revenue_cand(revenue_mention(SpanMention("During the six months ended December 31, 2015 and the six months ended June 30, 2015, we recognized \$3.6 milli

on and \$7.8 million in other operating revenues, respectively, related to these arrangements.", sentence=1205195, chars=[0,202], words=[0,39]])),

revenue_cand(revenue_mention(SpanMention("In addition, our rebate liability decreased, which resulted in a corresponding increase in our revenue by \$0.6 million.", sentence=1248406, chars=[0,118], words=[0,21]])),

revenue_cand(revenue_mention(SpanMention("Lower average realizations per ton sold, the result of the weak coal markets, including a decrease in export sales, and a lower percentage of higher-priced coal sales out of Appalachia, resulted in a decrease in coal sales revenues of approximately \$456 million.", sentence=1502641, chars=[0,261], words=[0,49]])),

revenue_cand(revenue_mention(SpanMention("For the six months ended December 31, 2015 and the six months ended June 30, 2015, we recognized \$30.9 million and \$39.0 million in revenue-based taxes and other excise taxes, respectively.", sentence=1197703, chars=[0,188], words=[0,39]])),

revenue_cand(revenue_mention(SpanMention("Revenue for our high-voltage capacitor products was \$45.2 million in 2016 compared with \$41.7 million for the prior year, representing an increase of 8%.", sentence=984656, chars=[0,152], words=[0,30]])),

revenue_cand(revenue_mention(SpanMention("Cost of product support revenues increased \$2.3 million during 2016, as compared to the prior year, primarily due to a \$1.8 million increase in compensation and related costs due to an increase in staffing levels, a \$0.3 million increase in subcontractor costs, and a \$0.2 million increase in recruiting costs.", sentence=1223453, chars=[0,309], words=[0,58]])),

revenue_cand(revenue_mention(SpanMention("The \$252.8M increase in sales revenue is primarily due to:", sentence=839529, chars=[0,57], words=[0,12]])),

revenue_cand(revenue_mention(SpanMention("Revenues generated from continuing operations were \$1,009,410 lower in the 2016 period which adversely impacted cash flows available to support operating activities.", sentence=1518761, chars=[0,164], words=[0,23]])),

revenue_cand(revenue_mention(SpanMention("Product licenses revenues decreased \$5.6 million and \$6.8 million during 2016 and 2015, respectively, as compared to the prior year.", sentence=1222204, chars=[0,131], words=[0,24]])),

revenue_cand(revenue_mention(SpanMention("Revenues totaled \$26,895,613 during the year ended December 31, 2016 compared to \$27,905,023 during the year ended December 31, 2015 representing a decrease of \$1,009,410, or 4%.", sentence=1517696, chars=[0,177], words=[0,34]])),

revenue_cand(revenue_mention(SpanMention("Operating revenues \$ – \$ –", sentence=3530632, chars=[0,25], words=[0,5]])),

revenue_cand(revenue_mention(SpanMention("The \$549.3 million, or 32%, decrease in service and other revenues on a reported basis in the combined period ended December 31, 2015 compared to 2014 is primarily the result of the impact of weaker foreign currency exchange rates on our reported results and the decline in ARPU discussed above.", sentence=1183772, chars=[0,294], words=[0,55]])),

revenue_cand(revenue_mention(SpanMention("The \$107.4M increase in sales revenue was mainly driven by favourable foreign exchange rate impacts from the weaker AUD in all regions, partly offset by lower domestic selling prices, particularly in Indonesia and Thailand, and lower Steelscape volumes due to closure of the Fairfield facility in December 2013.", sentence=841938, chars=[0,310], words=[0,53]])),

revenue_cand(revenue_mention(SpanMention("From the date of acquisition, the OneSteel Sheet and Coil business has contributed revenues of \$31.2M and a loss before interest and tax of \$7.1M to the Group, which includes \$7.8M of integration costs.", sentence=885651, chars=[0,201], words=[0,42]])),

revenue_cand(revenue_mention(SpanMention("As a result of these migrations and the overall growth in its WCDMA subscriber base, Nextel Brazil's WCDMA- ba

sed service and other revenues increased \$245.4 million, or 71%, from 2014 to the combined period ended December 31, 2015.", sentence=1183803, chars=[0,231], words=[0,45]])),

revenue_cand(revenue_mention(SpanMention("The 16%, or \$38.6 million, increase in product revenue was primarily due to a \$26.8 million increase in revenue from our service provider sector, an \$7.5 million increase in revenue from our general enterprise sector and a \$4.3 million increase in revenue from our government enterprise sector.", sentence=1410987, chars=[0,293], words=[0,55]))),

revenue_cand(revenue_mention(SpanMention("Between \$0.5 million and \$1.0 million in licenses revenue recognized", sentence=3811980, chars=[0,67], words=[0,11]))),

revenue_cand(revenue_mention(SpanMention("Under Section 162(m) of the Internal Revenue Code NetScout cannot deduct, for federal income tax purposes, compensation in excess of \$1,000,000 paid to certain executive officers.", sentence=1395616, chars=[0,178], words=[0,31]))),

revenue_cand(revenue_mention(SpanMention("Total gross deferred revenue and advance payments increased \$7.9 million in 2016, as compared to the prior year, primarily due to an increase in deferred revenue from new product licenses, product support, subscription services, and other services contracts.", sentence=1225185, chars=[0,257], words=[0,44]))),

revenue_cand(revenue_mention(SpanMention("For the years ended December 31, 2014, 2013 and 2012, our revenue was \$110.2 million, \$83.1 million and \$55.9 million, respectively.", sentence=1236134, chars=[0,131], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("Revenues from export sales were \$0.8 billion, \$1.2 billion and", sentence=1343206, chars=[0,61], words=[0,12]))),

revenue_cand(revenue_mention(SpanMention("Chart 3: Segment geographic sales revenue FY2015, \$M 1", sentence=661121, chars=[0,53], words=[0,11]))),

revenue_cand(revenue_mention(SpanMention("The 303%, or \$179.0 million, increase in cost of product revenue was primarily due to the 132%, or \$360.5 million increase in product revenue for the fiscal year ended March 31, 2016 when compared to the fiscal year ended March 31, 2015.", sentence=1409509, chars=[0,236], words=[0,51]))),

revenue_cand(revenue_mention(SpanMention("This increase was partially offset by an \$11.4 million decrease in revenue from our legacy service provider sector and a \$6.9 million decrease in revenue from our legacy general enterprise sector.", sentence=1408294, chars=[0,195], words=[0,33]))),

revenue_cand(revenue_mention(SpanMention("Less than \$0.5 million in license revenue recognized", sentence=3811999, chars=[0,52], words=[0,8]))),

revenue_cand(revenue_mention(SpanMention("Increases in full-course equivalent enrollments in the four client programs launched prior to January 1, 2013 resulted in higher period-over-period revenues of \$9.4 million, while programs that launched in 2014 contributed", sentence=1248389, chars=[0,221], words=[0,39]))),

revenue_cand(revenue_mention(SpanMention("The 11%, or \$18.4 million, increase in service revenue was primarily due to a \$13.4 million increase in revenue from new maintenance contracts and renewals from a growing support base, a \$4.6 million increase in premium support contracts and a \$328 thousand increase in revenue from training.", sentence=1411003, chars=[0,291], words=[0,55]))),

revenue_cand(revenue_mention(SpanMention("The \$153.8M increase in sales revenue was mainly due to stronger despatch volumes and higher pricing in North America, and favourable foreign exchange rate impacts (against the AUD) in all regions.", sentence=661219, chars=[0,196], words=[0,36]))),

revenue_cand(revenue_mention(SpanMention("Revenues as reported \$3,014.4", sentence=3319244, chars=[0,28], words=[0,4]))),

revenue_cand(revenue_mention(SpanMention("1) Chart does not include \$25.6M of eliminations (which balances back to total segment revenue of \$1,742.9 M).", sentence=841899, chars=[0,108], words=[0,24]])),

revenue_cand(revenue_mention(SpanMention("Revenue Revenue \$ %", sentence=1410657, chars=[0,18], words=[0,3]])),

revenue_cand(revenue_mention(SpanMention("The \$159.5M increase in sales revenue was mainly due to favourable foreign exchange rate impacts from the weaker AUD in all regions together with stronger despatch volumes in North America and China partly offset by lower domestic selling prices across most regions and reduced volumes in Australia.", sentence=842909, chars=[0,298], words=[0,49]])),

revenue_cand(revenue_mention(SpanMention("The Company generated \$125 thousand in revenue from Mitre during the fiscal year ended March 31, 2016 in the ordinary course of business.", sentence=1436679, chars=[0,136], words=[0,25]])),

revenue_cand(revenue_mention(SpanMention("Chart does not include \$51.6M of eliminations (which balances back to total segment revenue of \$1,538.1M).", sentence=661191, chars=[0,105], words=[0,22]])),

revenue_cand(revenue_mention(SpanMention("Lower average realizations per ton sold, the result of the weak coal markets, including a decrease in export sales, and a lower percentage of higher-priced coal sales out of Appalachia, resulted in a decrease in coal sales revenues of approximately \$456 million.", sentence=1308546, chars=[0,261], words=[0,49]])),

revenue_cand(revenue_mention(SpanMention("The \$270.0M increase in sales revenue was due to:", sentence=658208, chars=[0,48], words=[0,11]])),

revenue_cand(revenue_mention(SpanMention("Implementation of new revenue opportunities in the Asian business delivering incremental EBIT of \$4M.", sentence=849745, chars=[0,100], words=[0,14]])),

revenue_cand(revenue_mention(SpanMention("The Company generated \$475 thousand and \$374 thousand in revenue from EMC during the fiscal years ended March 31, 2016 and 2015 in the ordinary course of business.", sentence=1436666, chars=[0,162], words=[0,31]])),

revenue_cand(revenue_mention(SpanMention("Chart 2: Segment geographic sales revenue FY2015, \$M 1", sentence=660383, chars=[0,53], words=[0,11]])),

revenue_cand(revenue_mention(SpanMention("United States revenues increased 96%, or \$333.2 million, primarily due to a \$334.1 million increase from entities acquired as part of the Transaction.", sentence=1408911, chars=[0,149], words=[0,28]])),

revenue_cand(revenue_mention(SpanMention("Cost of product support revenues decreased \$1.5 million during 2015, as compared to the prior year, primarily due to a \$1.5 million decrease in compensation and related costs due to a decrease in staffing levels.", sentence=1223467, chars=[0,211], words=[0,39]])),

revenue_cand(revenue_mention(SpanMention("The \$189.9M increase in sales revenue was primarily due to higher iron sands volumes and favourable domestic and export product mix partly offset by lower iron sands and export and domestic steel pricing in line with global iron ore and HRC prices.", sentence=841082, chars=[0,247], words=[0,44]])),

revenue_cand(revenue_mention(SpanMention("Revenue for the year ended December 31, 2014 was \$110.2 million, an increase of", sentence=1248357, chars=[0,78], words=[0,16]])),

revenue_cand(revenue_mention(SpanMention("The Compensation Committee next determined the non-GAAP revenue target, which was annual non-GAAP revenue of \$1.075 billion.", sentence=1394700, chars=[0,123], words=[0,23]])),

revenue_cand(revenue_mention(SpanMention("Benefit to export revenues from a weaker AUD:USD exchange rate (FY2014 US\$0.918; FY2013 US\$1.027).", sentence=839545, chars=[0,97], words=[0,21]])),

revenue_cand(revenue_mention(SpanMention("The \$47.9M increase in sales revenue

nue was mainly driven by stronger domestic volumes in Indonesia and favourable foreign exchange rate impacts from the weaker AUD in all regions.", sentence=660645, chars=[0,176], words=[0,30]])),

revenue_cand(revenue_mention(SpanMention("Revenues increased 33%, income from operations climbed 341%, and EPS rose nine-fold to \$1.78.", sentence=1275505, chars=[0,92], words=[0,21]]))),

revenue_cand(revenue_mention(SpanMention("The 7%, or \$2.2 million, increase in cost of service revenue was primarily due to a \$3.6 million increase in employee related expenses resulting in part from increased headcount to support our growing installed base, as well as from increased compensation related items for the fiscal year ended March 31, 2015 when compared to the fiscal year ended March 31, 2014.", sentence=1412185, chars=[0,364], words=[0,69]]))),

revenue_cand(revenue_mention(SpanMention("8.1% of total product licenses revenues, compared to \$7.4 million and \$6.4 million, or 6.2% and 5.1% of total product licenses revenues, during 2015 and 2014, respectively.", sentence=122228, chars=[0,171], words=[0,36]]))),

revenue_cand(revenue_mention(SpanMention("This increase is attributable to our increase in revenue of 111%, or \$501.8 million, partially offset by a \$233.9 million, or 247%, increase in cost of revenue.", sentence=1409614, chars=[0,159], words=[0,35]]))),

revenue_cand(revenue_mention(SpanMention("Cost of education revenues decreased \$1.8 million during 2015, as compared to the prior year, primarily due to a", sentence=1223589, chars=[0,111], words=[0,21]]))),

revenue_cand(revenue_mention(SpanMention("For the years ended December 31, 2014, 2013 and 2012, our revenue was \$110.2 million, \$83.1 million and \$55.9 million, respectively.", sentence=1245898, chars=[0,131], words=[0,29]]))),

revenue_cand(revenue_mention(SpanMention("Our domestic production showed revenue of NZD \$41.0 million and, with the new contracts and", sentence=628831, chars=[0,90], words=[0,16]]))),

revenue_cand(revenue_mention(SpanMention("As a result of the increase in its WCDMA service ARPU and the overall growth in its WCDMA subscriber base, Nextel Brazil's WCDMA-based service and other revenues increased \$91.8 million, or 15%, from the combined period ended December 31, 2015 to 2016, or 21% on a constant currency basis.", sentence=1181136, chars=[0,288], words=[0,60]]))),

revenue_cand(revenue_mention(SpanMention("The 59%, or \$86.3 million, increase in service gross profit corresponds with the 78%, or \$141.2 million, increase in service revenue, partially offset by the 155%, or \$54.9 million, increase in cost of services.", sentence=1409581, chars=[0,210], words=[0,47]]))),

revenue_cand(revenue_mention(SpanMention("The \$101.2M increase in sales revenue was primarily due to the domestic and export long product sales associated with the Pacific Steel acquisition and favourable translation impact from a weaker AUD:NZD exchange rate.", sentence=659720, chars=[0,217], words=[0,37]]))),

revenue_cand(revenue_mention(SpanMention("This increase was offset by a \$273.6 million, or 50%, decrease in Nextel Brazil's iDEN-based service and other revenues from the combined period ended December 31, 2015 to 2016, or 47% on a constant currency basis, driven by a decrease in Nextel Brazil's iDEN subscriber base from", sentence=1181143, chars=[0,279], words=[0,58]]))),

revenue_cand(revenue_mention(SpanMention("The \$622.9M (8%) increase in sales revenue from continuing operations principally reflects:", sentence=656290, chars=[0,90], words=[0,17]]))),

revenue_cand(revenue_mention(SpanMention("The aggregate amount of unrecognized accounts receivable and deferred revenue was \$2.0 million and \$2.0 million at March 31, 2016 and 2015, respectively.", sentence=1423189, chars=[0,152], words=[0,27]]))),

revenue_cand(revenue_mention(SpanMention("We have used an estimated long-te

rm gold price of \$1,600 per ounce (2010: \$1,250 per ounce) to estimate future revenues.", sentence=1701106, chars=[0,119], words=[0,27]])),

revenue_cand(revenue_mention(SpanMention("Chart does not include \$33.7M of eliminations (which balances back to total segment revenue of \$1,790.8M).", sentence=660612, chars=[0,105], words=[0,22]]))),

revenue_cand(revenue_mention(SpanMention("Revenues \$ - \$ - \$ - Cost of revenues - 163 (163)", sentence=1153465, chars=[0,48], words=[0,14]]))),

revenue_cand(revenue_mention(SpanMention("We approached but did not meet the non-GAAP revenue target because actual annual non-GAAP revenue was \$1.024 billion.", sentence=1394732, chars=[0,116], words=[0,23]]))),

revenue_cand(revenue_mention(SpanMention("The following table represents Nextel Brazil's average monthly revenue per subscriber, or ARPU, for subscribers on both its iDEN and WCDMA networks for each of the quarters in 2015 and 2016 in both U.S. dollars (US\$) and in Brazilian reais (BRL).", sentence=1180416, chars=[0,245], words=[0,48]]))),

revenue_cand(revenue_mention(SpanMention("Revenue \$ %", sentence=1412853, chars=[0,10], words=[0,2]]))),

revenue_cand(revenue_mention(SpanMention("The increase in cash provided by operating activities was also due to a \$6.3 million decrease from a change in inventory balances, a \$3.8 million favorable impact from deferred revenue due to increased sales of maintenance and services delivered over time, a \$3.7 million increase from share-based compensation, a \$1.4 million increase from depreciation and amortization, and a \$672 thousand increase from prepaid expenses and other assets.", sentence=1414099, chars=[0,439], words=[0,78]]))),

revenue_cand(revenue_mention(SpanMention("Revenues for the year ended June 27, 2015 decreased by \$49.6 million, or 13 percent, compared to the year ended June 28, 2014.", sentence=1154957, chars=[0,125], words=[0,28]]))),

revenue_cand(revenue_mention(SpanMention("Revenue \$ 285,887 \$ 307,679 \$ 261,110 \$ 100,743 \$ 119,385 \$ 122,833 \$ 103,599 \$ 107,852", sentence=3876318, chars=[0,86], words=[0,16]]))),

revenue_cand(revenue_mention(SpanMention("We are subject to taxes, which may reduce the revenues of our operating subsidiary in Brazil, reduce the amounts we receive from Nextel Brazil or may increase our tax costs.", sentence=1170973, chars=[0,172], words=[0,32]]))),

revenue_cand(revenue_mention(SpanMention("This increase was offset by a \$794.8 million, or 59%, decrease in Nextel Brazil's iDEN-based service and other revenues from 2014 to the combined period ended December 31, 2015 driven by a decrease in Nextel Brazil's iDEN subscriber base from 2.7 million subscribers as of the end of 2014 to 1.6 million subscribers as of the end of 2015 and a decline in its iDEN-based average revenue per subscriber from \$30 for 2014 to \$17 for the combined period ended December 31, 2015.", sentence=1183812, chars=[0,473], words=[0,97]]))),

revenue_cand(revenue_mention(SpanMention("The total measurement period adjustments recorded in the year ended March 31, 2016 resulted in an increase in equity consideration for replacement awards of \$3.7 million, an increase in accounts receivable of \$5.3 million, an increase in inventory of \$0.2 million, a decrease in prepaid expenses and other assets of \$0.4 million, an increase in property, plant and equipment of \$0.3 million, an increase in accounts payable of \$0.1 million, an increase in accrued expenses of \$3.4 million, a decrease in deferred revenue of \$11.7 million, an increase in deferred tax liabilities of \$25.0 million and an overall increase in goodwill of \$7.7 million.", sentence=1427456, chars=[0,647], words=[0,124]]))),

revenue_cand(revenue_mention(SpanMention("Excludes the Company's 50% share of NSBSL's sales revenue of A\$762.6M in FY2015 and A\$743.9M in FY2014.", sentence=661708, chars=[0,102], words=[0,24]]))),

revenue_cand(revenue_mention(SpanMention("Total cost of revenue \$ 94,561 21% 84,513 21% 10,048 12%", sentence=1411674, chars=[0,55], words=[0,13]]))),

revenue_cand(revenue_mention(SpanMention("The Company generated \$452 thousand and \$240 thousand in revenue from State Street during the fiscal years ended March 31, 2016 and 2015 in the ordinary course of business.", sentence=1436697, chars=[0,171], words=[0,32]])),

revenue_cand(revenue_mention(SpanMention("We utilized a long-term risk-adjusted copper price of \$3.44 per pound to estimate future revenues.", sentence=1741816, chars=[0,97], words=[0,20]])),

revenue_cand(revenue_mention(SpanMention("Revenue \$ %", sentence=1411641, chars=[0,10], words=[0,2]])),

revenue_cand(revenue_mention(SpanMention("For fiscal year 2017, the Company's non-GAAP EPS target for executive compensation purposes is \$1.98 per share, which equals the mid-point of the non-GAAP EPS guidance and the non-GAAP revenue target is \$1.225 billion, which equals the mid-point of our non-GAAP revenue guidance.", sentence=1395317, chars=[0,278], words=[0,61]])),

revenue_cand(revenue_mention(SpanMention("For the year ended June 27, 2015, Coriant accounted for \$66.2 million, or 19 percent, of our revenues; Huawei accounted for", sentence=1154981, chars=[0,122], words=[0,26]])),

revenue_cand(revenue_mention(SpanMention("Polymer Additives to \$1 Billion Revenue.", sentence=1552292, chars=[0,39], words=[0,7]])),

revenue_cand(revenue_mention(SpanMention("Revenue (notes 5 and 6) \$ 14,312 \$ 11,001", sentence=1709827, chars=[0,40], words=[0,10]])),

revenue_cand(revenue_mention(SpanMention("Our domestic production produced revenue of NZD", sentence=674770, chars=[0,46], words=[0,6]])),

revenue_cand(revenue_mention(SpanMention("Since it has been consolidated from June 1, 2011, Equinox contributed revenue of \$569 million and segment income of \$46 million.", sentence=1724138, chars=[0,127], words=[0,25]])),

revenue_cand(revenue_mention(SpanMention("Revenue \$ %", sentence=1408038, chars=[0,10], words=[0,2]])),

revenue_cand(revenue_mention(SpanMention("Despite decreases in local currency operating revenues, Nextel Brazil recognized segment earnings of \$67.2 million, and a segment earnings margin of 7%, during 2016 as a result of the execution of initiatives to reduce operating expenses included in our business plan.", sentence=1181081, chars=[0,267], words=[0,46]])),

revenue_cand(revenue_mention(SpanMention("For the year ended July 2, 2016, Huawei accounted for \$85.6 million, or 21 percent, of our revenues; Nokia/Alcatel-Lucent accounted for \$53.8 million, or 13 percent, of our revenues; ZTE accounted for \$41.6 million, or 10 percent, of our revenues; and Coriant accounted for \$40.7 million, or 10 percent, of our revenues.", sentence=1152988, chars=[0,319], words=[0,73]])),

revenue_cand(revenue_mention(SpanMention("Revenues \$ 354,095", sentence=3555698, chars=[0,17], words=[0,2]])),

revenue_cand(revenue_mention(SpanMention("Product revenues increased due to increased sales for both Automation and Analytics segment of \$35.3 million and Medication Adherence segment of \$24.2 million, of which \$29.2 million was from our MTS operations.", sentence=1216089, chars=[0,210], words=[0,36]])),

revenue_cand(revenue_mention(SpanMention("A majority of the increase in cost of product revenue was primarily due to a \$181.7 million increase as a result of the incremental costs from the operations related to the Transaction, as well as an \$886 thousand increase in amortization of intangibles primarily due to the acceleration of intangibles in the legacy NetScout business.", sentence=1409517, chars=[0,334], words=[0,58]])),

revenue_cand(revenue_mention(SpanMention("Total revenue grew 111% (GAAP) and 126% (non-GAAP) to \$955.4 million (GAAP) and \$1,024.6 million (non-GAAP), respectively.", sentence=1393196, chars=[0,121], words=[0,34]])),

revenue_cand(revenue_mention(SpanMention("Cost of service revenues increased by \$1.2 million due to an increase in salaries and wages as support headcount increased, in addition to an increase in expenses related to the refurbish

ment of returned materials.", sentence=1220270, chars=[0,213], words=[0,36]])),

revenue_cand(revenue_mention(SpanMention("Medication Adherence revenues increased due to an increase in product revenues of \$9.1 million primarily as a result of an increase in sales of OnDemand medication packaging systems in the United States and an increase in the adoption of our multi-medication consumable products by patients in Europe, and includes \$4.6 million in revenue from our Surgichem", sentence=1217330, chars=[0,356], words=[0,60]])),

revenue_cand(revenue_mention(SpanMention("Cost of revenues increased due to an increase in product costs of \$7.6 million primarily driven by an increase in product sales and the inclusion of costs from our Surgichem operations.", sentence=1220295, chars=[0,184], words=[0,32]])),

revenue_cand(revenue_mention(SpanMention("Cost of revenues increased due to an increase in product costs of \$20.8 million as a result of an increase of \$16.4 million attributed to a different mixture of customers, products and overall growth in product sales, and an increase of \$2.9", sentence=1220256, chars=[0,240], words=[0,46]])),

revenue_cand(revenue_mention(SpanMention("We utilized a long-term risk-adjusted copper price of \$3.44 per pound to estimate future revenues.", sentence=1701178, chars=[0,97], words=[0,20]])),

revenue_cand(revenue_mention(SpanMention("Revenue for the year ended December 31, 2013 was \$83.1 million, an increase of", sentence=1249372, chars=[0,77], words=[0,16]])),

revenue_cand(revenue_mention(SpanMention("Compared to the year ended June 28, 2014, revenues from sales of our 100 Gb/s transmission modules increased by \$40.7 million, or 52 percent, a result of growth in our line side discrete components and our 100 Gb/s client side transceivers; revenues from sales of our 40 Gb/s transmission modules decreased by \$24.4 million, or 25 percent; revenues from sales of our 10 Gb/s and lower transmission modules decreased by \$45.4 million, or 25 percent, as certain legacy 10 Gb/s products are gradually replaced by our newer products; and revenues from sales of our industrial and consumer products decreased by \$20.5 million, or 69 percent, which related to the sale of the Komoro Business in our second quarter of fiscal year 2015.", sentence=1154965, chars=[0,727], words=[0,148]])),

revenue_cand(revenue_mention(SpanMention("Revenue in 2008 is presented net of direct sales taxes of \$23 million (2007:", sentence=1435597, chars=[0,75], words=[0,16]])),

revenue_cand(revenue_mention(SpanMention("United States revenues increased 15%, or \$45.0 million, primarily as a result of an increase in our service provider sector.", sentence=1411587, chars=[0,123], words=[0,24]])),

revenue_cand(revenue_mention(SpanMention("We use a ratio of attrition adjusted lifetime revenue of a student, or LTR, to the total cost to acquire that student, or TCA, as the measure of our marketing efficiency and to determine how much we are willing to spend to acquire an additional student for any program.", sentence=1246242, chars=[0,268], words=[0,53]])),

revenue_cand(revenue_mention(SpanMention("Revenues, including \$4,074, \$3,604 and \$13,412 from related parties for", sentence=3369242, chars=[0,70], words=[0,14]])),

revenue_cand(revenue_mention(SpanMention("Revenues.....\$ 174,928 \$ 198,803 \$ (23,875) -12.0% \$ 198,803 \$ 138,809 \$ 59,994 43.2%", sentence=1162089, chars=[0,88], words=[0,19]])),

revenue_cand(revenue_mention(SpanMention("In determining executive compensation for fiscal year 2016, the Compensation Committee also referred to blended survey information for high-tech companies headquartered in the United States with revenue of approximately \$1.5 billion and an organizational structure similar to NetScout's.", sentence=1394651, chars=[0,286], words=[0,43]])),

revenue_cand(revenue_mention(SpanMention("Revenues and net income of the co

mbined Equinox and Barrick entities would have been approximately \$14.7 billion and approximately \$4.4 billion, respectively, for the twelve months ended December 31, 2011 had the acquisition and related debt issuances occurred on January 1, 2011.", sentence=1724146, chars=[0,279], words=[0,48]])),
revenue_cand(revenue_mention(SpanMention("We record revenues under these contracts at the time of shipment, which is also when title passes to the smelting companies, using forward market gold and copper prices on the expected date that final sales prices will be fixed.", sentence=1435892, chars=[0,227], words=[0,41]])),
revenue_cand(revenue_mention(SpanMention("Total revenue for the year ended 30 June 2015 totalled \$51.3m (2014: \$55.5m).", sentence=695460, chars=[0,76], words=[0,20]])),
revenue_cand(revenue_mention(SpanMention("We record revenues under these contracts at the time of shipment, which is also when the risk and rewards of ownership pass to the smelting companies, using forward market gold and copper prices on the expected date that final sales prices will be fixed.", sentence=1715199, chars=[0,253], words=[0,46]])),
revenue_cand(revenue_mention(SpanMention("MTS generated revenue of \$47.2 million and net income of \$2.9 million since the acquisition date for the year ended December 31, 2012.", sentence=1236195, chars=[0,133], words=[0,26]])),
revenue_cand(revenue_mention(SpanMention("Total revenues of \$7.9 billion were up \$1.6 billion or 25% compared to the prior year, primarily due to higher realized gold and copper prices, which was partially offset by a decrease in sales volumes.", sentence=1400966, chars=[0,203], words=[0,41]])),
revenue_cand(revenue_mention(SpanMention("The \$27.3 million decrease in cash due to changes in operating assets and liabilities was primarily comprised of a \$23.4 million increase in accounts receivable attributable to an increase in revenues and timing of collections, an \$11.0 million increase in inventory resulting from the receipt of inventory intended for sale in future quarters, and a \$2.4 million increase in prepaid expenses and other current assets, partially offset by a \$9.5 million increase in accounts payable largely attributable to the timing of purchases and payments to vendors, and a \$0.1 million decrease in other non-current assets.", sentence=1155912, chars=[0,611], words=[0,107]])),
revenue_cand(revenue_mention(SpanMention("\$0.6 million, accrued expenses decreasing by \$4.8 million, deferred revenue increasing \$1.4 million and an overall decrease in goodwill of \$4.2 million.", sentence=1427504, chars=[0,151], words=[0,28]])),
revenue_cand(revenue_mention(SpanMention("(1) the last day of the fiscal year (a) following the fifth anniversary of the completion of our initial public offering, (b) in which we have total annual gross revenue of at least \$1.0 billion, or (c) in which we are deemed to be a large accelerated filer, which means the market value of our common stock that is held by non-affiliates exceeds \$700 million as of the prior June 30th, and (2) the date on which we have issued more than \$1.0 billion in non-convertible debt during the prior three-year period.", sentence=1243141, chars=[0,509], words=[0,115]])),
revenue_cand(revenue_mention(SpanMention("Revenue Revenue \$ %", sentence=1410737, chars=[0,18], words=[0,3]])),
revenue_cand(revenue_mention(SpanMention("The 155%, or \$54.9 million, increase in cost of service revenue was primarily due to a \$52.2 million increase as a result of the incremental costs from the operations related to the Transaction, a \$1.2 million increase in compensation related expenses in the legacy NetScout business and a \$959 thousand increase in cost of contracts.", sentence=1409565, chars=[0,333], words=[0,63]])),
revenue_cand(revenue_mention(SpanMention("Cost of revenues increased due to an increase in product costs of \$17.8 million as a result of increased revenues and unfavorable changes in product mix.", sentence=1220338, chars=[0,152],

words=[0,27]))),
revenue_cand(revenue_mention(SpanMention("For the years ended July 2, 2016, June 27, 2015 and June 28, 2014, our revenues were \$407.9 million, \$341.3 million and \$390.9 million, respectively.", sentence=1141277, chars=[0,148], words=[0,35]))),
revenue_cand(revenue_mention(SpanMention("Revenue increased \$60.0 million in fiscal 2011 compared to fiscal 2010.", sentence=1162137, chars=[0,70], words=[0,12]))),
revenue_cand(revenue_mention(SpanMention("This increase was due primarily to a \$7.4 million increase in compensation costs, as we increased our headcount in this area by 37% to acquire students for, and drive revenue growth in, new client programs.", sentence=1248564, chars=[0,205], words=[0,40]))),
revenue_cand(revenue_mention(SpanMention("We have used an estimated long-term gold price of \$1,600 per ounce (2010: \$1,250 per ounce) to estimate future revenues.", sentence=1741761, chars=[0,119], words=[0,27]))),
revenue_cand(revenue_mention(SpanMention("Our financial results for the last eight quarters reflect a trend of increasing spot gold and copper prices that have translated into increasing revenues, net earnings, EBITDA and adjusted operating cash flow partially offset by higher gold and copper production costs mainly caused by inflationary pressures.", sentence=1691609, chars=[0,308], words=[0,48]))),
revenue_cand(revenue_mention(SpanMention("Our program with the Georgetown University School of Nursing and Health Studies accounted for 14% and 16% of our revenue for the years ended December 31, 2014 and 2013, respectively.", sentence=1238150, chars=[0,181], words=[0,34]))),
revenue_cand(revenue_mention(SpanMention("In addition, our rebate liability decreased, which resulted in a corresponding increase in our revenue of \$0.6 million.", sentence=1249414, chars=[0,118], words=[0,21]))),
revenue_cand(revenue_mention(SpanMention("We recorded \$4.4 million, \$3.2 million and \$2.3 million to cost of revenues for amortization of capitalized software development costs for the years ended December 31, 2014, December 31,", sentence=1234088, chars=[0,185], words=[0,35]))),
revenue_cand(revenue_mention(SpanMention("In 2011, gold and copper revenues totaled \$12,263 million and \$1,714 million, respectively, up 26% and 32% compared to the prior year, primarily due to higher realized gold and copper prices and higher copper sales volumes; partially offset by lower gold sales volumes.", sentence=1677365, chars=[0,268], words=[0,52]))),
revenue_cand(revenue_mention(SpanMention("The total revenues of Surgichem were \$13.3 million (including \$4.6 million mentioned", sentence=1235530, chars=[0,83], words=[0,14]))),
revenue_cand(revenue_mention(SpanMention("Tellabs Operations, Inc. ("Tellabs") and Hua Wei Technologies Co. Ltd. ("Huawei") each accounted for greater than 10% of our revenues for the fiscal years ended July 1, 2012, July 3, 2011 and June 27, 2010.", sentence=1156879, chars=[0,205], words=[0,49]))),
revenue_cand(revenue_mention(SpanMention("or 92 percent, primarily due to growth in our 100 Gb/s client side transceivers and our line side discrete components; revenues from sales of our 40 Gb/s transmission and lower modules decreased by 33.3 million, or 16 percent, primarily due to certain legacy 40 Gb/s and 10 Gb/s products being gradually replaced by our newer products; and revenues from sales of our industrial and consumer products decreased by \$9.4 million, or 100 percent, due to the sale of the Komoro Business in our second quarter of fiscal year 2015.", sentence=1152972, chars=[0,523], words=[0,105]))),
revenue_cand(revenue_mention(SpanMention("If gold prices remain at current levels, the Company will generate an additional \$1 billion in revenue over the next three years.", sentence=1630579, chars=[0,128], words=[0,24]))),
revenue_cand(revenue_mention(SpanMention("The 13%, or \$12.0 million, increa

se in international revenue is primarily due to an increase in revenue from our service provider sector across international geographies.", sentence=1411594, chars=[0,169], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("Revenues for the three months ended March 31, 2012 were adversely impacted by approximately \$4.0 million due to the work stoppage.", sentence=1146384, chars=[0,129], words=[0,23]))),

revenue_cand(revenue_mention(SpanMention("Over the past 10 years, Barrick has realized \$56 per ounce above the average spot price of \$356 per ounce during the period, or \$1.1 billion in additional revenues.", sentence=1630546, chars=[0,163], words=[0,34]))),

revenue_cand(revenue_mention(SpanMention("For example, our ROADM revenues fluctuated from a low of \$4.2 million in the fourth quarter of fiscal 2010 to a high of \$14.2 million in the third quarter of fiscal 2011.", sentence=1156944, chars=[0,169], words=[0,35]))),

revenue_cand(revenue_mention(SpanMention("long-term deferred service revenue of \$45.5 million and \$40.4 million as of December 31, 2014 and December 31, 2013, respectively.", sentence=1213898, chars=[0,129], words=[0,27]))),

revenue_cand(revenue_mention(SpanMention("\$106-per-ounce premium over the average spot price of \$294 per ounce for the year, resulting in \$340 million in additional revenue in 1998.", sentence=1630539, chars=[0,138], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("Revenue from gold sales of 3,216,323 ounces was \$1,287 million in 1998, marginally higher than the \$1,284 million reported in 1997 on gold sales of 3,058,546 ounces (\$1,299 million in 1996 on gold sales of 3,128,941 ounces).", sentence=1630555, chars=[0,223], words=[0,43]))),

revenue_cand(revenue_mention(SpanMention("Total revenue for the year ended 30 June 2016 totalled \$50.9m (2015: \$51.3m).", sentence=906811, chars=[0,76], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("Revenue Revenue \$ %", sentence=1409006, chars=[0,18], words=[0,3]))),

revenue_cand(revenue_mention(SpanMention("Product revenues increased due to increased sales for both our Automation and Analytics segment of \$44.0 million and Medication Adherence segment of \$9.1 million.", sentence=1215995, chars=[0,161], words=[0,26]))),

revenue_cand(revenue_mention(SpanMention("Revenue \$ %", sentence=1412948, chars=[0,10], words=[0,2]))),

revenue_cand(revenue_mention(SpanMention("Service and other revenues primarily increased due to an increase from our Automation and Analytics segment of \$7.1 million.", sentence=1216025, chars=[0,123], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("Implementation services and other revenue for the year ended June 30, 2016 increased by \$2.0 million, or 23%, to \$10.6 million from \$8.6 million for the year ended June 30, 2015.", sentence=1262607, chars=[0,177], words=[0,39]))),

revenue_cand(revenue_mention(SpanMention("\$0.6 million was included in the cost of revenues in fiscal 2012.", sentence=1163356, chars=[0,64], words=[0,13]))),

revenue_cand(revenue_mention(SpanMention("\$49.4 million, or 14 percent, of our revenues; and Alcatel-Lucent accounted for \$39.0 million, or 11 percent, of our revenues.", sentence=1154987, chars=[0,125], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("Total revenue recorded for the fiscal year ended June 30, 2015 included approximately \$3.0 million received from ReposiTrak license and management fees.", sentence=1098767, chars=[0,151], words=[0,24]))),

revenue_cand(revenue_mention(SpanMention("Automation and Analytics revenues increased due to an increase in product revenues of \$35.3 million primarily as a result of increased customers' receptivity to our products due to product

differentiation and entrance into new markets, coupled with an increase in service revenues of \$7.4 million due to an increase in the number of support service contracts as a result of the expansion in our installed base customers.", sentence=1217362, chars=[0,419], words=[0,71]])),

revenue_cand(revenue_mention(SpanMention("Amortization of software and core technology included as cost of product revenue was \$45.1 million, \$3.6 million and", sentence=1430490, chars=[0,115], words=[0,20]])),

revenue_cand(revenue_mention(SpanMention("The acquisition of two Russian fabricating facilities provided \$449 in additional revenue in 2005.", sentence=1350198, chars=[0,97], words=[0,15]])),

revenue_cand(revenue_mention(SpanMention("Accounts payable provided cash of \$4.8 million in fiscal 2010 primarily due to an increased level of inventory purchases to support increased revenue levels and a timing of payments to our vendors.", sentence=1166040, chars=[0,196], words=[0,33]])),

revenue_cand(revenue_mention(SpanMention("The 78%, or \$141.2 million, increase in service revenue compared to the same period last year was primarily due to a \$128.7 million increase from the expansion of our customer base due to the Transaction and a \$12.7 million increase in revenue from maintenance contracts in our legacy NetScout business due to new maintenance contracts and renewals from a growing support base.", sentence=1408326, chars=[0,376], words=[0,68]])),

revenue_cand(revenue_mention(SpanMention("Highest annual sales in company history of \$26,159, reflecting revenue growth of \$2,923, or 13%, over 2004;", sentence=1349812, chars=[0,106], words=[0,23]])),

revenue_cand(revenue_mention(SpanMention("\$2.2 million was included in the cost of revenues in fiscal 2011 and 2010.", sentence=1163372, chars=[0,73], words=[0,15]])),

revenue_cand(revenue_mention(SpanMention("As disclosed in note 7 of the consolidated financial statements, the Group has revenue of \$1,008 million (30 June 2015: \$1,006 million).", sentence=739508, chars=[0,135], words=[0,28]])),

revenue_cand(revenue_mention(SpanMention("Excluding the price effects of the LME, revenues grew nearly \$2 billion.", sentence=1342452, chars=[0,71], words=[0,14]])),

revenue_cand(revenue_mention(SpanMention("Revenues for the year ended July 2, 2016 increased by \$66.6 million, or 20 percent, compared to the year ended June 27, 2015.", sentence=1152956, chars=[0,124], words=[0,28]])),

revenue_cand(revenue_mention(SpanMention("Implementation services and other revenue for the year ended June 30, 2015 increased by \$1.9 million, or 28%, to \$8.6 million from \$6.7 million for the year ended June 30, 2014.", sentence=1262623, chars=[0,176], words=[0,39]])),

revenue_cand(revenue_mention(SpanMention("Compared to the year ended June 27, 2015, revenues from sales of our 100 Gb/s transmission modules increased by \$109.3 million,", sentence=1152964, chars=[0,126], words=[0,26]])),

revenue_cand(revenue_mention(SpanMention("During fiscal 2012, \$49,000 was amortized as cost of revenues.", sentence=1163211, chars=[0,61], words=[0,12]])),

revenue_cand(revenue_mention(SpanMention("Cost of revenue
S.....
\$ 644 \$ 2,245 \$ 2,197", sentence=1176228, chars=[0,132], words=[0,9]])),

revenue_cand(revenue_mention(SpanMention("The \$2,590,096 comparative increase in current liabilities is principally due to increases lines of credit and accrued liabilities as well as increases in accounts payable and deferred revenue acquired in connection with the acquisition of ReposiTrak.", sentence=1101447, chars=[0,250], words=[0,37]])),

revenue_cand(revenue_mention(SpanMention("The total revenue for the year ending 30 June 2016 from", sentence=748827, chars=[0,54], words=[0,10]])),

revenue_cand(revenue_mention(SpanMention("Revenue

S.....
 43,667", sentence=3335964, chars=[0,105], words=[0,3])),
 revenue_cand(revenue_mention(SpanMention("Based on our current business plan and revenue backlog, we believe that our existing cash and cash equivalents, our anticipated cash flows from operations, cash generated from the exercise of employee stock options and purchases under our employee stock purchase plan, along with the availability of funds under our \$75 million Credit Agreement, will be sufficient to meet our cash needs for working capital, capital expenditures, potential acquisitions, and other contractual obligations for a t", sentence=1223240, chars=[0,494], words=[0,82]))),
 revenue_cand(revenue_mention(SpanMention("Amortization included as cost of product revenue was \$0 for the years ended March 31, 2016, 2015, and 2014.", sentence=1423667, chars=[0,106], words=[0,23])),
 revenue_cand(revenue_mention(SpanMention("Revenue
 S.....
 44,245", sentence=3335251, chars=[0,105], words=[0,3])),
 revenue_cand(revenue_mention(SpanMention("\$49.1 million, or 13 percent, of our revenues, and Huawei accounted for \$42.6 million, or 11 percent, of our revenues.", sentence=1155005, chars=[0,117], words=[0,27])),
 revenue_cand(revenue_mention(SpanMention("For the fiscal year ended June 28, 2014, Coriant accounted for \$77.1 million, or 20 percent, of our revenues, Cisco accounted for", sentence=1154997, chars=[0,128], words=[0,27])),
 revenue_cand(revenue_mention(SpanMention("\$5.5 million and an increase in deferred service revenue of \$5.1 million.", sentence=1223785, chars=[0,72], words=[0,14])),
 revenue_cand(revenue_mention(SpanMention("Cost of revenues increased due to an increase in product costs of \$14.9 million and service costs of \$1.2 million primarily driven by an increase in product sales and the inclusion of costs from our MTS operations.", sentence=1220372, chars=[0,213], words=[0,39])),
 revenue_cand(revenue_mention(SpanMention("In addition, there was an \$11.8 million increase in share-based compensation, a \$9.0 million increase from deferred revenue, a \$6.6 million increase in deal related compensation and a \$6.0 million increase from inventories.", sentence=1414028, chars=[0,222], words=[0,42])),
 revenue_cand(revenue_mention(SpanMention("For the year ended June 27, 2015, Coriant accounted for \$66.2 million, or 19 percent, of our revenues; Huawei accounted for", sentence=1152996, chars=[0,122], words=[0,26])),
 revenue_cand(revenue_mention(SpanMention("\$49.4 million, or 14 percent, of our revenues; and Alcatel-Lucent accounted for \$39.0 million, or 11 percent, of our revenues.", sentence=1153004, chars=[0,125], words=[0,29])),
 revenue_cand(revenue_mention(SpanMention("The Company's sales and marketing expense was \$5,371,005, or 38% of total revenue, and \$5,941,349 or 44% of total revenue, for the fiscal years ended June 30, 2016 and 2015, respectively, a 10% decrease.", sentence=1099184, chars=[0,202], words=[0,46])),
 revenue_cand(revenue_mention(SpanMention("The Company, under the revenue sharing provisions of the terminated reseller agreements, paid \$2,495 to BFKMS Inc. during fiscal year 2014, and \$2,081 and \$2,361 to Synergy Payroll, LLC during fiscal years 2014 and 2015, respectively.", sentence=1275512, chars=[0,233], words=[0,44])),
 revenue_cand(revenue_mention(SpanMention("In addition, the acquisition of the remaining 50% of KAAL Australia in October 2003 provided \$370 in additional revenue in 2004.", sentence=1350246, chars=[0,127], words=[0,24])),
 revenue_cand(revenue_mention(SpanMention("The Company's sales and marketing expense was \$5,941,349, or 44% of total revenue, and \$4,741,574 or 40% of total revenue, for the fiscal years ended June 30, 2015 and 2014, respectively, a 25% increase.", sentence=1099200, chars=[0,202], words=[0,46])),

revenue_cand(revenue_mention(SpanMention("Within the last two years, our revenue has fluctuated from a high of \$53.5 million for the quarter ended April 3, 2011 to a low of \$43.3 million for the quarter ended January 1, 2012, and our operating results have fluctuated from GAAP net income of \$26.3 million for the quarter ended July 3, 2011 to a GAAP net loss of \$5.2 million for the quarter ended July 1, 2012, our most recently completed quarter.", sentence=1156407, chars=[0,405], words=[0,86]))),

revenue_cand(revenue_mention(SpanMention("The Fiscal year 2016 benefited from a full year of the TeleBilling business (acquired in May 2015) in generating \$24 million of the yearly revenue growth.", sentence=602662, chars=[0,153], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("We achieved revenues of approximately \$174.9 million and generated \$23.6 million in cash from operations.", sentence=1151124, chars=[0,104], words=[0,17]))),

revenue_cand(revenue_mention(SpanMention("During the fiscal year ended June 30, 2016, the Company had revenue of \$14,010,693 compared to \$13,648,715 for the year ended June 30, 2015, a 3% increase.", sentence=1098710, chars=[0,154], words=[0,34]))),

revenue_cand(revenue_mention(SpanMention("In the face of more than \$1.2 billion in increased costs, we delivered the highest revenue in our", sentence=1341661, chars=[0,96], words=[0,19]))),

revenue_cand(revenue_mention(SpanMention("ReposiTrak generated \$2.2 million in revenue from customer connections during the year ended June 30, 2016.", sentence=1092550, chars=[0,106], words=[0,18]))),

revenue_cand(revenue_mention(SpanMention("Excluding the impact of the Emit acquisition, revenues increased \$51.3 million in fiscal 2011 compared to fiscal 2010.", sentence=1162160, chars=[0,117], words=[0,20]))),

revenue_cand(revenue_mention(SpanMention("The primary drivers during 2015 were net income of \$36.3 million and a \$17.7 million increase in deferred revenue primarily resulting from the difference in timing of billings and revenue recognition.", sentence=1024917, chars=[0,199], words=[0,33]))),

revenue_cand(revenue_mention(SpanMention("During her tenure, Iron Mountain successfully consolidated the records management industry, growing from annual revenue of \$100 million to over \$2 billion through more than 100 acquisitions.", sentence=1384492, chars=[0,189], words=[0,31]))),

revenue_cand(revenue_mention(SpanMention("This \$361,978 increase in total revenue was principally due to \$550,000 net decrease in revenue attributable to ReposiTrak offset by a \$912,000 increase in other revenue.", sentence=1098717, chars=[0,169], words=[0,29]))),

revenue_cand(revenue_mention(SpanMention("The acquisition of Emit contributed approximately \$11.3 million and \$2.6 million of revenues for fiscal 2011 and 2010, respectively.", sentence=1162153, chars=[0,131], words=[0,22]))),

revenue_cand(revenue_mention(SpanMention("Revenues of \$22,936, a 41% increase from 1999;", sentence=1584439, chars=[0,44], words=[0,9]))),

revenue_cand(revenue_mention(SpanMention("Total cost of revenue \$ 328,449 3 4% \$ 94,561 21% \$ 233,888 247%", sentence=1409038, chars=[0,62], words=[0,15]))),

revenue_cand(revenue_mention(SpanMention("Revenues of \$16,323, driven by higher volumes;", sentence=1584641, chars=[0,45], words=[0,9]))),

revenue_cand(revenue_mention(SpanMention("Earnings before Interest, Tax, Depreciation and Amortisation (EBITDA) of \$45.4 million represents an increase over fiscal 2015 of 45% and represents a return on operating revenue of 30.5%.", sentence=602571, chars=[0,187], words=[0,35]))),

revenue_cand(revenue_mention(SpanMention("Revenue S.....
\$174,928 \$198,803 \$138,809 \$143,732 \$176,253", sentence=1160251, chars=[0,127], words=[0,11]))),

revenue_cand(revenue_mention(SpanMention("to fiscal 2017 we expect our revenues to be in the range of \$165 to \$175 million, maintaining an EBITDA margin of 25%-30%.", sentence=603465, chars=[0,121], words=[0,27]))),
revenue_cand(revenue_mention(SpanMention("These businesses generated approximately \$360 million in revenues in 1999 and have about 1,550 employees.", sentence=1599362, chars=[0,98], words=[0,16]))),
revenue_cand(revenue_mention(SpanMention("Management software sales, partially offset by a decrease of \$3.7 million in revenue related to our leasing business.", sentence=1217314, chars=[0,116], words=[0,20]))),
revenue_cand(revenue_mention(SpanMention("The remaining amount of \$0.7 million was recorded as a prepaid royalty and will be amortized as cost of revenues over the period which we expect to benefit from the patents beginning in January 2012.", sentence=1163204, chars=[0,198], words=[0,36]))),
revenue_cand(revenue_mention(SpanMention("Operating revenue of \$149 million for the year was up 40% on the previous year.", sentence=602563, chars=[0,78], words=[0,17]))),
revenue_cand(revenue_mention(SpanMention("The effect of the revenue in the first quarter was to increase income by \$5 (net of income taxes and minority interests of \$3) during that period.", sentence=1598626, chars=[0,145], words=[0,31]))),
revenue_cand(revenue_mention(SpanMention("RCS ATOI dropped 7% from 1999 as stronger revenues and a \$14 increase", sentence=1586848, chars=[0,68], words=[0,14]))),
revenue_cand(revenue_mention(SpanMention("The aggregate value of revenue expected to be recognized and payments due in future periods under noncancellable term licenses and our Pega Cloud arrangements grew to \$434.3 million as of December 31, 2016 compared to \$322.8 million as of December 31, 2015.", sentence=1022006, chars=[0,256], words=[0,46]))),
revenue_cand(revenue_mention(SpanMention("Cost of recurring revenues increased primarily as a result of the continued growth of our business, in particular \$5.3 million in additional employee-related costs resulting from additional personnel to provide services to new and existing clients, \$1.0 million stock-based compensation associated with our equity incentive plan, and \$4.5 million other processing-related fees, partially offset by a \$2.2 million decline in costs attributable to resellers.", sentence=1262961, chars=[0,456], words=[0,77]))),
revenue_cand(revenue_mention(SpanMention("During the fiscal year ended March 31, 2016, the Company has recorded \$501.9 million of revenue and a net loss of", sentence=1429024, chars=[0,112], words=[0,23]))),
revenue_cand(revenue_mention(SpanMention("Accrued revenue is recognized on a percentage of completion basis in order to record revenues against incurred effort and expense.", sentence=621197, chars=[0,129], words=[0,20]))),
revenue_cand(revenue_mention(SpanMention("\$49,000 was amortized as cost of revenues.", sentence=1181447, chars=[0,41], words=[0,8]))),
revenue_cand(revenue_mention(SpanMention("The increase in perpetual license revenue was primarily due to revenue recognized from the higher volume and higher average value of arrangements executed in 2015 and the acceleration of the recognition of \$4.6 million in revenue from an existing license arrangement which was being recognized ratably.", sentence=1022033, chars=[0,301], words=[0,47]))),
revenue_cand(revenue_mention(SpanMention("2000 Revenues: \$22.9 Billion", sentence=1573568, chars=[0,27], words=[0,5]))),
revenue_cand(revenue_mention(SpanMention("Recurring revenue increased from \$144.1 million in fiscal 2015 to \$220.1 million in fiscal 2016, representing a 53% year-over-year increase.", sentence=1258661, chars=[0,139], words=[0,28]))),
revenue_cand(revenue_mention(SpanMention("Service and other revenues increa

sed by \$7.1 million due to higher service renewal fees driven primarily by an increase in installed base customers and new customers.", sentence=1217322, chars=[0,165], words=[0,27]])),

revenue_cand(revenue_mention(SpanMention("We have also excluded long-term deferred revenue of \$68.1 million as such amounts will be recognized as services are provided.", sentence=1413388, chars=[0,126], words=[0,22]])),

revenue_cand(revenue_mention(SpanMention("Revenues decreased \$23.9 million in fiscal 2012 compared to fiscal 2011.", sentence=1162097, chars=[0,71], words=[0,12]])),

revenue_cand(revenue_mention(SpanMention("The 15%, or \$7.8 million, increase in cost of product revenue was primarily due to the 16%, or \$38.6 million increase in product revenue for the fiscal year ended March 31, 2015 when compared to the fiscal year ended March 31, 2014.", sentence=1412144, chars=[0,231], words=[0,51]])),

revenue_cand(revenue_mention(SpanMention("\$43 in revenue that resulted from the cumulative effect adjustment as of January 1, 2000.", sentence=1598618, chars=[0,88], words=[0,17]])),

revenue_cand(revenue_mention(SpanMention("The 2016 financial year continued the trend of 2015 with the Company delivering on all of its key objectives, resulting in considerable growth over the previous year and delivering record revenues, profits and earnings per share.", sentence=604074, chars=[0,228], words=[0,38]])),

revenue_cand(revenue_mention(SpanMention("Prior to the acquisition of ReposiTrak, our contractual relationship with ReposiTrak generated approximately \$3.0 million in subscription revenue and management fees during the year ended June 30, 2015, which amount constituted approximately 21% of the Company's total revenue in such year.", sentence=1092525, chars=[0,288], words=[0,47]])),

revenue_cand(revenue_mention(SpanMention("The aggregate value of revenue expected to be recognized and payments due in future periods under noncancellable perpetual licenses was \$33.5 million as of December 31, 2015 compared to \$31.3 million as of December 31, 2014.", sentence=1022041, chars=[0,223], words=[0,40]])),

revenue_cand(revenue_mention(SpanMention("*2000 includes cumulative effect of accounting change for revenue recognition of \$(5); 1997 and 1996 include net after-tax gains of \$44 and net after-tax charges of \$122, respectively.", sentence=1583682, chars=[0,183], words=[0,40]])),

revenue_cand(revenue_mention(SpanMention("The Company's general and administrative expense was \$3,165,077, or 23% of total revenue, and \$4,279,641 or 31% of total revenue for the years ended June 30, 2016 and 2015, respectively, a 26% decrease.", sentence=1099374, chars=[0,201], words=[0,44]])),

revenue_cand(revenue_mention(SpanMention("Automation and Analytics revenues increased due to an increase in product revenues of \$44.0 million primarily due to the increase of \$40.3 million in Medical Automation Cabinets sales and of \$7.4 million in Supply Cabinets and Supply", sentence=1217306, chars=[0,232], words=[0,39]])),

revenue_cand(revenue_mention(SpanMention("Amortization of capitalized internal-use software amounted to \$2,195, \$2,606 and \$5,446 for the years ended June 30, 2014, 2015 and 2016, respectively and is included in Cost of Revenues-Recurring Revenues.", sentence=1275903, chars=[0,205], words=[0,41]])),

revenue_cand(revenue_mention(SpanMention("Operating revenue grew by 33% to \$32,685,000 and was driven by Car and Life insurance businesses both showing strong growth during the year.", sentence=788694, chars=[0,139], words=[0,25]])),

revenue_cand(revenue_mention(SpanMention("Under Mr. Singhal's leadership, NetScout has grown substantially during the past three decades, completing its initial public offering in 1999, acquiring the Danaher Communications Business

s in 2015 for \$2.3 billion and exceeding \$955 million in revenue in fiscal year 2016 and non-GAAP revenue of approximately \$1.1 billion.", sentence=1384297, chars=[0,323], words=[0,56]])),
revenue_cand(revenue_mention(SpanMention("Total government contract revenue at Thiokol was \$372 in 2000.", sentence=1602625, chars=[0,61], words=[0,11]])),
revenue_cand(revenue_mention(SpanMention("Revenue (A\$ millions)", sentence=3024089, chars=[0,20], words=[0,4]])),
revenue_cand(revenue_mention(SpanMention("The Company's general and administrative expense was \$4,279,641, or 31% of total revenue, and \$3,812,265 or 32% of total revenue for the years ended June 30, 2015 and 2014, respectively, a 12% increase.", sentence=1099416, chars=[0,201], words=[0,44]])),
revenue_cand(revenue_mention(SpanMention("Recurring revenue, which is comprised of recurring fees and interest income on funds held for clients, increased from \$101.9 million in fiscal 2014 to \$144.1 million in fiscal 2015, representing a 41% year-over-year increase.", sentence=1258653, chars=[0,224], words=[0,44]])),
revenue_cand(revenue_mention(SpanMention("Employing 1,550, these businesses generated some US\$360 million in revenue in 1999.", sentence=1577624, chars=[0,82], words=[0,14]])),
revenue_cand(revenue_mention(SpanMention("Normalised operating revenue in financial year 2016 was the same as reported operating revenue at \$171,865,000 and was up 9% on the prior year.", sentence=786509, chars=[0,142], words=[0,26]])),
revenue_cand(revenue_mention(SpanMention("The increase in term license revenue was primarily due to a term license arrangement greater than \$10 million for which the license fee for the three year license term was paid and recognized in full in the first quarter of 2016 as well as the increase in term license arrangements executed during 2016 and 2015, reflecting the shift towards recurring revenue streams.", sentence=1022001, chars=[0,367], words=[0,64]])),
revenue_cand(revenue_mention(SpanMention("Surgichem generated revenue of \$4.6 million and losses from operations of \$0.1 million since the acquisition date for the year ended December 31, 2014.", sentence=1235524, chars=[0,150], words=[0,27]])),
revenue_cand(revenue_mention(SpanMention("The Operating Revenue result for the year ended 30 June 2016 was \$171,865,000.", sentence=799077, chars=[0,77], words=[0,14]])),
revenue_cand(revenue_mention(SpanMention("Revenue \$ 14,010,693 \$ 361,978 3% \$ 13,648,715 \$ 1,720,299 14% \$ 11,928,416", sentence=1098596, chars=[0,74], words=[0,14]])),
revenue_cand(revenue_mention(SpanMention("This \$1,720,299 increase in total revenue was principally due to an increase of", sentence=1098748, chars=[0,78], words=[0,13]])),
revenue_cand(revenue_mention(SpanMention("Operating revenue decreased by 4% to \$89,961,000.", sentence=788238, chars=[0,48], words=[0,9]])),
revenue_cand(revenue_mention(SpanMention("The aggregate value of revenue expected to be recognized and payments due in future periods under noncancellable term licenses and our Pega Cloud arrangements grew to \$322.8 million as of December 31, 2015 compared to \$270.1 million as of December 31, 2014.", sentence=1022054, chars=[0,256], words=[0,46]])),
revenue_cand(revenue_mention(SpanMention("The decrease in the net loss for 2016 was primarily due to the impairment loss (\$220.2 million) in 2015 and lower operating expenses excluding impairment (\$48.4 million), partially offset by lower revenues (\$41 million) due to depressed commodity prices and lower production and a decrease in income tax benefit (\$69 million).", sentence=823758, chars=[0,325], words=[0,64]])),

revenue_cand(revenue_mention(SpanMention("The primary drivers during 2014 were net income of \$33.3 million, a \$13.4 million increase in accounts payable and accrued expenses primarily due to the timing of income tax payments, and an \$11.2 million increase in deferred revenue primarily resulting from the difference in timing of billings and revenue recognition for annual maintenance.", sentence=1024924, chars=[0,342], words=[0,58]))),

revenue_cand(revenue_mention(SpanMention("The Private Exchange gross margin decrease consisted of a \$1.8 million increase in revenue and \$6.0 million increase in cost of revenue.", sentence=976721, chars=[0,135], words=[0,24]))),

revenue_cand(revenue_mention(SpanMention("Cost of recurring revenues for the year ended June 30, 2016 increased by \$19.8 million, or 43%, to \$66.1 million from \$46.4 million for the year ended June 30, 2015.", sentence=1262921, chars=[0,164], words=[0,38]))),

revenue_cand(revenue_mention(SpanMention("The Enterprise/Commercial gross margin increase consisted of a \$15.1 million increase in revenue and \$1.7 million increase in cost of revenue.", sentence=978544, chars=[0,141], words=[0,25]))),

revenue_cand(revenue_mention(SpanMention("\$1,478,699 in subscription revenue, and an increase of \$241,600 in other revenue.", sentence=1098759, chars=[0,80], words=[0,15]))),

revenue_cand(revenue_mention(SpanMention("The decrease in perpetual license revenue was primarily due to the lower average value of perpetual license arrangements executed during 2016 compared to 2015 and the acceleration of the recognition of \$4.6 million in revenue in the fourth quarter of 2015 from an existing license arrangement which was being recognized ratably.", sentence=1021977, chars=[0,327], words=[0,52]))),

revenue_cand(revenue_mention(SpanMention("Increased Medication Adherence revenues were primarily driven by an increase of \$29.2 million in product revenues related to the MTS acquisition in May of 2012, partially offset by a slight decline in other product revenues.", sentence=1217370, chars=[0,223], words=[0,37]))),

revenue_cand(revenue_mention(SpanMention("Reported operating revenue in financial year 2016 was \$171,865,000, up 9% on the prior year.", sentence=786639, chars=[0,91], words=[0,18]))),

revenue_cand(revenue_mention(SpanMention("Operating revenue grew by 34% to \$40,159,000 and was driven by Energy and Broadband businesses both showing strong growth during the period.", sentence=789040, chars=[0,139], words=[0,24]))),

revenue_cand(revenue_mention(SpanMention("Cost of recurring revenues increased primarily as a result of the continued growth of our business, in particular \$10.8 million in additional", sentence=1262930, chars=[0,140], words=[0,23]))),

revenue_cand(revenue_mention(SpanMention("Cost of services and product support was \$4,279,724 or 31% of total revenue, and \$5,256,251 or 39% of total revenue for the years ended June 30, 2016 and 2015, respectively, a 19% decrease.", sentence=1098982, chars=[0,188], words=[0,42]))),

revenue_cand(revenue_mention(SpanMention("The 13%, or \$16.2 million, increase in service gross profit corresponds with the 11%, or \$18.4 million, increase in service revenue, partially offset by the 7%, or \$2.2 million, increase in cost of services.", sentence=1412209, chars=[0,206], words=[0,47]))),

revenue_cand(revenue_mention(SpanMention("This increase is attributable to our increase in revenue of 14%, or \$57.0 million, partially offset by a \$10.0 million, or 12%, increase in cost of revenue.", sentence=1412241, chars=[0,155], words=[0,35]))),

revenue_cand(revenue_mention(SpanMention("Cost of services and product support was \$5,256,251 or 39% of total revenue, and \$5,087,973 or 43% of total revenue for the years ended June 30, 2015 and 2014, respectively, a 3% increase

e.", sentence=1098997, chars=[0,187], words=[0,42])),
revenue_cand(revenue_mention(SpanMention("The increase in cost of revenue w
as primarily attributable to a \$4.1 million increase in the amortization of p
reviously deferred upfront direct software implementation costs as an increas
ing number of customers became implemented on our software solutions.", sente
nce=976216, chars=[0,255], words=[0,38])),
revenue_cand(revenue_mention(SpanMention("Our total revenues increased from
\$108.7 million in fiscal 2014 to \$152.7 million in fiscal 2015, representing
a 40% year-over-year increase and to \$230.7 million in fiscal 2016, represen
ting a 51% year-over-year increase.", sentence=1246244, chars=[0,221], words=
[0,48])),
revenue_cand(revenue_mention(SpanMention("During the fiscal year ended June
30, 2015, the Company had total revenue of \$13,648,715 compared to \$11,928,41
6 for the year ended June 30, 2014, a 14% increase.", sentence=1098742, chars
=[0,161], words=[0,35])),
revenue_cand(revenue_mention(SpanMention("The Company recognized approximat
ely \$2.2 million in revenue during the year ended June 30, 2016 from ReposiTr
ak, which amount constituted approximately 15% of the Company's total revenue
in 2016.", sentence=1093859, chars=[0,195], words=[0,34])),
revenue_cand(revenue_mention(SpanMention("As of December 31, 2016, the Comp
any had approximately \$38.5 million of acquired Antenna federal NOLs, which a
re subject to annual use limitations under Section 382 and Section 383 of the
Internal Revenue Code of 1986, as amended.", sentence=1042737, chars=[0,229],
words=[0,43])),
revenue_cand(revenue_mention(SpanMention("Net loss for 2015 was primarily d
ue to lower commodity prices, which resulted in a decrease in revenues of \$12
7.2 million and an impairment loss of \$220.2 million, partially offset by a c
hange in income taxes of \$127.1 million.", sentence=823799, chars=[0,226], wo
rds=[0,44])),
revenue_cand(revenue_mention(SpanMention("The effect on our revenue of sign
ificant changes in sales of our solutions or in our clients' businesses may n
ot be fully reflected in our results of operations until future periods.", se
ntence=1249744, chars=[0,181], words=[0,31])),
revenue_cand(revenue_mention(SpanMention("Average revenue per click-through
(\$)"3", sentence=3683604, chars=[0,37], words=[0,9])),
revenue_cand(revenue_mention(SpanMention("The decrease in software services
revenue was primarily attributable to a \$7.1 million year-over-year decrease
from the completion of contractual relationships with two Enterprise/State c
ustomer contracts, and a \$2.7 million decrease in the volume of software serv
ices delivered to Enterprise/Commercial customers due in part to transitionin
g customers to our upgraded software platforms, partially offset by a \$2.1 mi
llion increase in software services delivered to Medicare and Private Exchang
e customers added during the past year and other volume and mix changes acros
s all segments except Enterprise/State which has one remaining customer at De
cember 31, 2016.", sentence=975705, chars=[0,664], words=[0,110])),
revenue_cand(revenue_mention(SpanMention("Our recurring revenues increased
from \$101.9 million in fiscal 2014 to \$144.1 million in fiscal 2015, represe
nting a 41% year-over-year increase, and to \$220.1 million in fiscal 2016, re
presenting a 53% year-over-year increase.", sentence=1246252, chars=[0,226],
words=[0,49])),
revenue_cand(revenue_mention(SpanMention("2 Average RPS is calculated as gr
oss revenue divided by the number of gross sales units.", sentence=787685, ch
ars=[0,87], words=[0,16])),
revenue_cand(revenue_mention(SpanMention("The increase in cost of revenue w
as primarily attributable to a \$4.5 million increase in the recognition of pr
eviously deferred costs related to software implementations and a greater tha
n anticipated \$0.5 million increase in salaries and personnel-related costs a

nd outside contractor costs to support certain installed customers.", sentence=976625, chars=[0,330], words=[0,51]])),

revenue_cand(revenue_mention(SpanMention("Cost of recurring revenues for the year ended June 30, 2015 increased by \$9.0 million, or 24%, to \$46.4 million from \$37.3 million for the year ended June 30, 2014.", sentence=1262954, chars=[0,163], words=[0,38]])),

revenue_cand(revenue_mention(SpanMention("\$20.2 million and \$0.1 million of the acquired OpenSpan federal and state NOLs, respectively, and \$0.4 million of the general business credits subject to annual limitations, in accordance with Section 382 and Section 383 of the Internal Revenue Code of 1986, as amended, which are scheduled to expire by 2036.", sentence=1042721, chars=[0,308], words=[0,58]])),

revenue_cand(revenue_mention(SpanMention("Production and ad valorem taxes as a percentage of revenue increased in 2015 due to a refund from the state of Texas for production taxes on natural gas properties of approximately \$1 million relating to tax reimbursements in 2014.", sentence=824559, chars=[0,230], words=[0,40]])),

revenue_cand(revenue_mention(SpanMention("Data center costs increased \$2.9 million and \$1.6 million, respectively, primarily due to subscription revenue growth in our cloud-based solutions.", sentence=1133019, chars=[0,146], words=[0,26]])),

revenue_cand(revenue_mention(SpanMention("Segment EBITDA improved significantly over the period ending at \$11,858,000 compared with prior year of \$7,758,000 and was as a direct result of the strong revenue result and the renewed business focus on cost efficiencies after the business refresh in the second half.", sentence=788752, chars=[0,268], words=[0,45]])),

revenue_cand(revenue_mention(SpanMention("Alon USA Energy, Inc. acquired the Krotz Springs Refinery on July 3, 2008, and management excluded from its assessment of the effectiveness of Alon USA Energy, Inc.'s internal control over financial reporting as of December 31, 2008, the Krotz Springs Refinery's internal control over financial reporting associated with revenues of 20.4% and assets of 26.5% of the respective consolidated amounts of Alon USA Energy, Inc. and subsidiaries as of and for the year ended December 31, 2008.", sentence=1524776, chars=[0,486], words=[0,89]])),

revenue_cand(revenue_mention(SpanMention("The 160%, or \$168.5 million, increase in international revenue was primarily due to a", sentence=1408919, chars=[0,84], words=[0,17]])),

revenue_cand(revenue_mention(SpanMention("The Enterprise/State gross margin decrease consisted of a \$8.3 million decrease in revenue and a corresponding \$3.5 million decrease in cost of revenue.", sentence=978576, chars=[0,151], words=[0,27]])),

revenue_cand(revenue_mention(SpanMention("The increase in cost of revenue was primarily attributable to a \$6.9 million increase in the recognition of previously deferred costs related to software implementations, which is inclusive of \$2.6 million of accelerated amortization related to the second quarter 2015 termination of our contractual relationship with the two Enterprise/Commercial customers, partially offset by a \$4.5 million reduction in direct labor, outside contractor costs, and related travel following the completion of our efforts related to the October 1, 2013 ACA rollout and a \$0.7 million reduction in deferred implementation cost capitalization and other expenses compared to the year ended December 31, 2014.", sentence=978560, chars=[0,688], words=[0,113]])),

revenue_cand(revenue_mention(SpanMention("The 132%, or \$360.5 million, increase in product revenue compared to the same period last year was primarily due to \$378.8 million in additional revenue resulting from the Transaction.", sentence=1408286, chars=[0,183], words=[0,34]])),

revenue_cand(revenue_mention(SpanMention("Revenue and stockholders' equity

increased 14% and 11% to \$5.2 billion and", sentence=1494725, chars=[0,73], words=[0,14]))),
revenue_cand(revenue_mention(SpanMention("During the three months ended June 30, 2015, the Company recognized approximately \$3,600 of previously deferred revenue and approximately", sentence=996753, chars=[0,136], words=[0,21]))),
revenue_cand(revenue_mention(SpanMention("The marketing margin represents the margin between the net sales and cost of sales attributable to our branded fuel sales volume, expressed on a cents-per-gallon basis and includes net credit card revenue from these sales.", sentence=1515920, chars=[0,221], words=[0,40]))),
revenue_cand(revenue_mention(SpanMention("The increase in professional services revenue was primarily attributable to the satisfaction of several Enterprise/Commercial customer obligations, along with the accelerated recognition of \$3.6 million of revenue from the second quarter 2015 termination of our contractual relationships with two Enterprise/Commercial customers, offset by a \$3.7 million year-over-year decline related to the previously mentioned state exchange customers.", sentence=977637, chars=[0,438], words=[0,68]))),
revenue_cand(revenue_mention(SpanMention("Revenues were \$446.3 million and coal sales were 17.0 million tons for 2001, compared to \$363.5 million and 15.0 million tons for 2000.", sentence=916056, chars=[0,134], words=[0,26]))),
revenue_cand(revenue_mention(SpanMention("The increase of \$74.8 million was primarily attributable to higher sales prices and volume reflecting increased utility demand, increased activity in the domestic coal brokerage market due to favorable spot price levels and additional revenues from the new Gibson County Coal mining complex, which opened in late 2000.", sentence=927358, chars=[0,317], words=[0,51]))),
revenue_cand(revenue_mention(SpanMention("The Medicare gross margin increase consisted of a \$1.8 million increase in revenue and \$0.6 million increase in cost of revenue.", sentence=978608, chars=[0,127], words=[0,23]))),
revenue_cand(revenue_mention(SpanMention("Other sales and operating revenues increased to \$6.2 million for 2001 from \$2.8 million for 2000.", sentence=927438, chars=[0,96], words=[0,18]))),
revenue_cand(revenue_mention(SpanMention("Transportation revenues for 2000 decreased 29.4% to \$13.5 million from \$19.1 million for 1999.", sentence=927814, chars=[0,93], words=[0,17]))),
revenue_cand(revenue_mention(SpanMention("During the three months ended March 30, 2015, the Company recognized approximately \$4,000 of previously deferred revenue and approximately", sentence=996768, chars=[0,137], words=[0,21]))),
revenue_cand(revenue_mention(SpanMention("The decrease in revenue was primarily attributable to the \$3.6 million second quarter 2015 accelerated recognition of revenue from the termination of our contractual relationship with two Enterprise/Commercial customers and a \$2.7 million decrease in the volume of software services delivered to Enterprise/Commercial customers due in part to transitioning customers to our upgraded software platforms.", sentence=976618, chars=[0,401], words=[0,61]))),
revenue_cand(revenue_mention(SpanMention("The Purchase Agreement also provides for up to \$3.0 million of contingent earn-out cash payments based on certain growth targets for revenue and profitability.", sentence=939849, chars=[0,158], words=[0,27]))),
revenue_cand(revenue_mention(SpanMention("The increase in cost of revenue was primarily attributable to a \$4.7 million increase in delivery costs and the inclusion of a \$1.3 million one-time gain on extinguishment of a vendor obligation in the fourth quarter of 2015.", sentence=976728, chars=[0,224], words=[0,42]))),
revenue_cand(revenue_mention(SpanMention("Revenues for 2007 were \$1,274.5 m

illion, compared to \$1,264.6 million for 2006, an increase of \$9.9 million or 0.8%.", sentence=1517057, chars=[0,115], words=[0,25]])),

revenue_cand(revenue_mention(SpanMention("The growth in our Private Exchange revenue was driven primarily by an increase in the number of customers using our software services, including \$0.8 million from our June 2016 acquisition of ConnectedHealth, LLC.", sentence=976121, chars=[0,212], words=[0,36]])),

revenue_cand(revenue_mention(SpanMention("The Krotz Springs refinery is associated with revenues of 20.4% and assets of 26.5% of the respective consolidated amounts of Alon and its subsidiaries as of and for the year ended December 31, 2008.", sentence=1522396, chars=[0,198], words=[0,37]])),

revenue_cand(revenue_mention(SpanMention("Other sales and operating revenues increased to \$2.8 million for 2000 from \$0.9 million for 1999.", sentence=927844, chars=[0,96], words=[0,18]])),

revenue_cand(revenue_mention(SpanMention("iSelect delivered a solid result for the financial year ending 30 June 2016, with year-on-year revenue growth of 9% to \$172 million, reported EBIT up by 23% to \$15 million and reported net profit after tax at \$12.9 million, up by a pleasing 34% after a first-half loss.", sentence=781571, chars=[0,268], words=[0,63]])),

revenue_cand(revenue_mention(SpanMention("Operating expenses totalled \$37,227,000 and represented 22% of operating revenue.", sentence=786831, chars=[0,80], words=[0,12]])),

revenue_cand(revenue_mention(SpanMention("Total revenues of", sentence=915711, chars=[0,16], words=[0,2]])),

revenue_cand(revenue_mention(SpanMention("Cost of hardware and services revenue for 2016 increased \$1.6 million , or 13% , as compared to 2015, primarily due to an increase in professional service costs as our headcount increased.", sentence=1133028, chars=[0,187], words=[0,35]])),

revenue_cand(revenue_mention(SpanMention("The \$8.1 million increase was primarily attributable to higher sales prices and volumes reflecting increased utility demand during 2001 and a full year of operations at Gibson County Coal, which opened in late 2000, and the increased revenue from the third party coal synfuel facility at Hopkins County Coal.", sentence=927646, chars=[0,307], words=[0,52]])),

revenue_cand(revenue_mention(SpanMention("The Private Exchange gross margin increase consisted of a \$2.6 million increase in revenue and \$0.6 million decrease in cost of revenue.", sentence=978631, chars=[0,135], words=[0,24]])),

revenue_cand(revenue_mention(SpanMention("Supply chain services net revenue grew from \$738.3 million for the year ended June 30, 2015 to \$829.4 million for the year ended June 30, 2016, representing net revenue growth of 12%, and accounted for 71% of our overall net revenue.", sentence=1197527, chars=[0,232], words=[0,49]])),

revenue_cand(revenue_mention(SpanMention("Current liabilities also include deferred revenue of \$7,726,000 associated with prepaid storage rentals which are not expected to result in a significant cash outflow.", sentence=720632, chars=[0,166], words=[0,25]])),

revenue_cand(revenue_mention(SpanMention("During the three months ended September 30, 2016, the Company recognized approximately \$4,600 of previously deferred revenue and approximately \$2,000 of gross margin resulting from the satisfaction of a customer obligation.", sentence=996733, chars=[0,222], words=[0,35]])),

revenue_cand(revenue_mention(SpanMention("Supply chain services net revenue grew from \$678.1 million for the year ended June 30, 2014 to \$738.3 million for the year ended June 30, 2015, representing net revenue growth of 9%, and accounted for 73% of our overall net revenue.", sentence=1197529, chars=[0,231], words=[0,49]])),

revenue_cand(revenue_mention(SpanMention("The decrease in cash resulting from changes in working capital primarily consisted of a decrease in deferred r

evenue of \$21.2 million.", sentence=980450, chars=[0,133], words=[0,22])),
revenue_cand(revenue_mention(SpanMention("Net administrative fees revenue in our supply chain services segment for the year ended June 30, 2015 was \$457.0 million, a decrease of \$7.8 million, or 2%, from \$464.8 million for the year ended June 30, 2014.", sentence=1210333, chars=[0,209], words=[0,46])),
revenue_cand(revenue_mention(SpanMention("Performance services net revenue grew from \$268.8 million for the year ended June 30, 2015 to \$333.2 million for the year ended June 30, 2016, representing revenue growth of 24%, and accounted for 29% of our overall net revenue.", sentence=1197557, chars=[0,227], words=[0,47])),
revenue_cand(revenue_mention(SpanMention("Transportation revenues for 2001 increased 33.9% to \$18.1 million from \$13.5 million for 2000.", sentence=927398, chars=[0,93], words=[0,17])),
revenue_cand(revenue_mention(SpanMention("Performance services net revenue grew from \$232.4 million for the year ended June 30, 2014 to \$268.8 million for the year ended June 30, 2015, representing net revenue growth of 16%, and accounted for 27% of our overall net revenue.", sentence=1197565, chars=[0,231], words=[0,48])),
revenue_cand(revenue_mention(SpanMention("The cash used by changes in working capital primarily consisted of a decrease in deferred revenue of \$14.1 million.", sentence=980474, chars=[0,114], words=[0,20])),
revenue_cand(revenue_mention(SpanMention("Revenue Recognition - Our net sales are derived from the sale of products and services and are adjusted for estimated returns and allowances, which historically have been insignificant.", sentence=938919, chars=[0,184], words=[0,29])),
revenue_cand(revenue_mention(SpanMention("The growth in our Private Exchange revenue was primarily attributable to a \$2.6 million growth in software services revenue as a result of an increase in both customers and revenue per customer.", sentence=978054, chars=[0,193], words=[0,33])),
revenue_cand(revenue_mention(SpanMention("Net administrative fees revenue for the year ended June 30, 2015 was \$457.0 million, an increase of \$33.4 million, or 8%, from Non-GAAP pro forma net administrative fees revenue of \$423.6 million for the year ended June 30, 2014.", sentence=1210356, chars=[0,228], words=[0,50])),
revenue_cand(revenue_mention(SpanMention("The increase in headcount on a worldwide basis and increase in revenue resulted in increased personnel-related and commissions costs of \$45.8 million and \$40.3 million, respectively.", sentence=1133699, chars=[0,181], words=[0,31])),
revenue_cand(revenue_mention(SpanMention("The decrease in cost of revenue was primarily attributable to a \$3.4 million decrease in professional fees to outside contractors, a \$0.9 million decrease in salaries and personnel-related costs and a \$1.8 million decrease in other costs primarily related to a decrease in outside call center, travel and facilities costs.", sentence=978158, chars=[0,321], words=[0,57])),
revenue_cand(revenue_mention(SpanMention("Transportation revenues and expenses increased 31.0% to \$39.1 million in 2005 from \$29.8 million for 2004.", sentence=795757, chars=[0,103], words=[0,16])),
revenue_cand(revenue_mention(SpanMention("Deferred gains and losses associated with cash flow hedges of foreign currency revenue are recognized as a component of net sales in the same period as the related revenue is recognized, and deferred gains and losses related to cash flow hedges of inventory purchases are recognized as a component of cost of sales in the same period as the related costs are recognized.", sentence=683036, chars=[0,369], words=[0,64])),
revenue_cand(revenue_mention(SpanMention("At December 31, 2016, we had total deferred revenue of approximately \$9.3 million and deferred profit of \$6.9 million.", sentence=939066, chars=[0,117], words=[0,23])),

```

revenue_cand(revenue_mention(SpanMention("This growth is illustrated by a 2
5% increase in total revenue to $79.8 million, producing underlying earnings
of $29.2 million, in line with guidance.", sentence=698676, chars=[0,149], w
ords=[0,29]])),
revenue_cand(revenue_mention(SpanMention("An increase in deferred revenue c
hange of $20.9 million due to higher billings;", sentence=1141790, chars=[0,7
8], words=[0,14]])),
revenue_cand(revenue_mention(SpanMention("Other sales and openrgati revenue
s increased $5.4million, primarilydue to$4.5millionof revenues associated wit
h the coal synfuel facility that beogpaenr- ating at Gibson in 2005.", senten
ce=797020, chars=[0,177], words=[0,25]])),
revenue_cand(revenue_mention(SpanMention("Total net revenue for the year en
ded June 30, 2015 was $1,007.0 million, an increase of $96.5 million, or 11%,
from total net revenue of $910.5 million for the year ended June 30, 2014 and
an increase of $137.7 million, or 16%, from Non-GAAP pro forma net revenue of
$869.3 million for the year ended June 30, 2014.", sentence=1210308, chars=
[0,314], words=[0,75]])),
revenue_cand(revenue_mention(SpanMention("Operating expenses werereduced by
$4.9million, reflecting the net of additional operating expenses incurred in
themine development process offset by revenues received for coal produced in
cidental with themine development process.", sentence=795556, chars=[0,228],
words=[0,31]])),
revenue_cand(revenue_mention(SpanMention("At December 26, 2015, we had tota
l deferred revenue of approximately $5.0 million and deferred profit of $3.7
million.", sentence=939074, chars=[0,117], words=[0,23]])),
revenue_cand(revenue_mention(SpanMention("Represents non-cash adjustment to
deferred revenue of acquired entities.", sentence=1209612, chars=[0,71], word
s=[0,11]])),
revenue_cand(revenue_mention(SpanMention("Total Revenue increased by 25% to
$79.8 million (2015: $63.7 million)", sentence=702846, chars=[0,68], words=
[0,16]])),
...]]

```

Candidates before filtering

```

In [20]: print("Number of Candidates before filtering")
print("\nRevenue Num:")
print("Train Candidates : {}".format(len(train_cands_rev[0])))
print("Dev Candidates: {}".format(len(dev_cands_rev[0])))
print("Test Candidates: {}".format(len(test_cands_rev[0])))

```

Number of Candidates before filtering

```

Revenue Num:
Train Candidates : 708
Dev Candidates: 206
Test Candidates: 283

```

```

In [21]: list_doc = [train_cands_rev[0][i][0][0].sentence.document for i in range(len(t
rain_cands_rev[0])]

```

TO DO

Add more keywords in candidate extraction by checking manually within the left out documents to improve the document coverage

```
In [22]: set(list_doc)
```

Out[22]: {Document AIM_XGT_2016,
Document AMEX_API_2015,
Document AMEX_BRN_2004,
Document AMEX_BRN_2005,
Document AMEX_BRN_2008,
Document AMEX_DPW_2015,
Document AMEX_GVP_2016,
Document ASX_ARI_2009,
Document ASX_AWE_2009,
Document ASX_AWE_2014,
Document ASX_BDR_2016,
Document ASX_BLY_2007,
Document ASX_BLY_2015,
Document ASX_BLY_2016,
Document ASX_BSL_2013,
Document ASX_BSL_2014_a118cd4118b749a3abe6393aac0c2005,
Document ASX_BSL_2015,
Document ASX_BTU_2013,
Document ASX_BTU_2014,
Document ASX_BTU_2015,
Document ASX_BTU_2016,
Document ASX_CNU_2016,
Document ASX_HSN_2016,
Document ASX_ISU_2016,
Document ASX_NSR_2016,
Document NASDAQ_AAPL_2016,
Document NASDAQ_ACET_2004,
Document NASDAQ_ACET_2005,
Document NASDAQ_ACET_2007,
Document NASDAQ_ACET_2008,
Document NASDAQ_ACET_2011,
Document NASDAQ_ACIW_2016,
Document NASDAQ_ADVS_2015,
Document NASDAQ_AEHR_2016,
Document NASDAQ_AHGP_2007,
Document NASDAQ_AMAT_2016,
Document NASDAQ_AMKR_2016,
Document NASDAQ_AMRS_2015,
Document NASDAQ_AMSC_2016,
Document NASDAQ_AMSWA_2016,
Document NASDAQ_AOSL_2016,
Document NASDAQ_AREX_2007,
Document NASDAQ_AREX_2008,
Document NASDAQ_AREX_2015,
Document NASDAQ_AREX_2016,
Document NASDAQ_ARLP_2001,
Document NASDAQ_ARLP_2005,
Document NASDAQ_ASMI_2016,
Document NASDAQ_AVID_2016,
Document NASDAQ_AXAS_2015,
Document NASDAQ_AXTI_2016,
Document NASDAQ_BIRT_2010,
Document NASDAQ_BKEP_2011,
Document NASDAQ_BKEP_2012,
Document NASDAQ_BKEP_2015,
Document NASDAQ_BVSN_2016,
Document NASDAQ_CAMP_2016,

Document NASDAQ_CCOI_2010,
Document NASDAQ_CGNX_2016,
Document NASDAQ_CNSL_2016,
Document NASDAQ_CNXR_2016,
Document NASDAQ_COHU_2016,
Document NASDAQ_COOL_2015,
Document NASDAQ_CRUS_2016,
Document NASDAQ_CSOD_2016,
Document NASDAQ_CVLT_2016,
Document NASDAQ_DDD_2012,
Document NASDAQ_DDD_2015,
Document NASDAQ_DSGX_2016,
Document NASDAQ_ELSE_2015,
Document NASDAQ_ENPH_2016,
Document NASDAQ_EPAY_2016,
Document NASDAQ_EPIQ_2015,
Document NASDAQ_EXA_2015,
Document NASDAQ_FARO_2016,
Document NASDAQ_FIVN_2016,
Document NASDAQ_FORM_2016,
Document NASDAQ_GUID_2015,
Document NASDAQ_IDSY_2016,
Document NASDAQ_IIVI_2016,
Document NASDAQ_INFN_2016,
Document NASDAQ_INOD_2016,
Document NASDAQ_IQNT_2014,
Document NASDAQ_JIVE_2015,
Document NASDAQ_KLIC_2016,
Document NASDAQ_KVHI_2016,
Document NASDAQ_LLNW_2016,
Document NASDAQ_LOOK_2008,
Document NASDAQ_LORL_2016,
Document NASDAQ_MANT_2016,
Document NASDAQ_MENT_2015,
Document NASDAQ_MFLX_2010,
Document NASDAQ_MPWR_2016,
Document NASDAQ_MSTR_2016,
Document NASDAQ_MXWL_2016,
Document NASDAQ_NCIT_2015,
Document NASDAQ_NIHD_2016,
Document NASDAQ_NTCT_2016,
Document NASDAQ_OMCL_2014,
Document NASDAQ_OPLK_2012,
Document NASDAQ_PCTY_2016,
Document NASDAQ_PCYG_2016,
Document NASDAQ_PFPT_2016,
Document NASDAQ_PINC_2016,
Document NASDAQ_PMCS_2010,
Document NASDAQ_PRKR_2016,
Document NASDAQ_PRSS_2016,
Document NASDAQ_QSII_2016,
Document NASDAQ_RESN_2016,
Document NASDAQ_SCON_2016,
Document NASDAQ_SGI_2014,
Document NASDAQ_SMCI_2015,
Document NASDAQ_SNCR_2015,
Document NASDAQ_SOFO_2016,

```
Document NASDAQ_SPWR_2016,  
Document NASDAQ_STX_2016,  
Document NASDAQ_TNAV_2016,  
Document NASDAQ_TTGT_2009,  
Document NASDAQ_TWOU_2014,  
Document NASDAQ_VECO_2016,  
Document NASDAQ_VRNS_2016,  
Document NASDAQ_WAVX_2014,  
Document NASDAQ_WIN_2015,  
Document NASDAQ_XCRA_2016,  
Document NASDAQ_XLNX_2017,  
Document NYSE_AA_2000,  
Document NYSE_AA_2007,  
Document NYSE_AA_2009,  
Document NYSE_AA_2013,  
Document NYSE_AA_2015,  
Document NYSE_ABX_2008,  
Document NYSE_ABX_2011,  
Document NYSE_ACI_2013,  
Document NYSE_ACI_2014,  
Document NYSE_ADR_2016,  
Document NYSE_ALJ_2008_04975f769faf4d14bbab8999ddb0f761,  
Document NYSE_AMD_2016,  
Document NYSE_AMID_2011,  
Document NYSE_AMID_2012,  
Document NYSE_AMID_2015}
```

```
In [23]: print("{} out of {} total training documents covered".format(len(set(list_doc  
)),len(train_docs)))
```

```
140 out of 180 total training documents covered
```

```
In [24]: train_docs.difference(set(list_doc))
```

```
Out[24]: {Document AMEX_AVD_2013,
Document ASX_ARI_2007,
Document ASX_ATC_2011,
Document NASDAQ_AHGP_2008,
Document NASDAQ_ANAD_2008,
Document NASDAQ_AREX_2010,
Document NASDAQ_ARLP_2008,
Document NASDAQ_ARLP_2009,
Document NASDAQ_ARLP_2013,
Document NASDAQ_ARLP_2015,
Document NASDAQ_ARLP_2016,
Document NASDAQ_ATRM_2010,
Document NASDAQ_BLK_B_2016,
Document NASDAQ_CNQR_2011,
Document NASDAQ_COVS_2016,
Document NASDAQ_DDD_2005,
Document NASDAQ_ELON_2016,
Document NASDAQ_MEAS_2011,
Document NASDAQ_OCLR_2016,
Document NASDAQ_PEGA_2016,
Document NASDAQ_POWI_2016,
Document NASDAQ_SEV_2015,
Document NASDAQ_SYNA_2016,
Document NASDAQ_TTMI_2016,
Document NASDAQ_TWER_2016,
Document NASDAQ_VIAS_2010,
Document NYSE_AAV_2008,
Document NYSE_AAV_2014,
Document NYSE_AA_2005,
Document NYSE_AA_2006,
Document NYSE_ABX_1998,
Document NYSE_ACI_2004,
Document NYSE_ACI_2006,
Document NYSE_ACI_2007,
Document NYSE_AKS_2010,
Document NYSE_ALB_2006,
Document NYSE_ALB_2014,
Document NYSE_ALJ_2010_fe915abaa1e54005b710eecaafaf76cb3,
Document NYSE_ALJ_2012_ebf4e8a5c158469483a0fb12ff4d76d1,
Document NYSE_ALJ_2014_6a681d8e853f4c35aee08c5ccd9cfd70}
```

```
In [25]: list_test_doc = [test_cands_rev[0][i][0][0].sentence.document for i in range(len(test_cands_rev[0]))]
```

```
In [26]: print("{} out of {} total test documents covered".format(len(set(list_test_doc)), len(test_docs)))
```

46 out of 59 total test documents covered

Fiter Functions (Not Used)

Removing partial candidates and taking only the longest candidate

For example: Anil, Anil Kumar, Anil Kumar Singh are the 3 candidates then only Anil Kumar Singh is taken else are removed

```

In [ ]: # tagger = SequenceTagger.Load('ner')

# def filter_person(sentence):
#     sentence_token = fl_sen(sentence)
#     tagger.predict(sentence_token)
#     tagged_dict = sentence_token.to_dict(tag_type='ner')
#     for entity in tagged_dict['entities']:
#         if entity['type'] == 'PER':
#             return True
#         else :
#             return False
#     return False

# def filter_org(sentence):
#     sentence_token = fl_sen(sentence)
#     tagger.predict(sentence_token)
#     tagged_dict = sentence_token.to_dict(tag_type='ner')
#     for entity in tagged_dict['entities']:
#         if entity['type'] == 'ORG':
#             return True
#         else :
#             return False
#     return False

# def throttler_person(candidate_list, required_candidate_ids=[]):
#     new_train_cands_person=[]
#     temp_list = []
#     id_dict = dict()
#     for mention in candidate_list:
#         key = int(mention[0].context.sentence.id)
#         if key not in list(id_dict.keys()):
#             id_dict[key] = mention
#         else:
#             if len((id_dict[key]).get_mentions()[0][0].get_span()) < Len(mention.get_mentions()[0][0].get_span()):
#                 id_dict[key] = mention

#     for value in id_dict.values():
#         if filter_person(value.get_mentions()[0][0].get_span()):
#             temp_list.append(value)
#             required_candidate_ids.append(value.id)

#     new_train_cands_person.append(temp_list)
#     return new_train_cands_person,required_candidate_ids

# def throttler_org(candidate_list, required_candidate_ids=[]):
#     new_train_cands_person=[]
#     temp_list = []
#     id_dict = dict()
#     for mention in candidate_list:
#         key = int(mention[0].context.sentence.id)
#         if key not in list(id_dict.keys()):
#             id_dict[key] = mention
#         else:
#             if len((id_dict[key]).get_mentions()[0][0].get_span()) < Len(mention.get_mentions()[0][0].get_span()):

```

```
#             id_dict[key] = mention

#     for value in id_dict.values():
#         if filter_org(value.get_mentions()[0][0].get_span()):
#             temp_list.append(value)
#             required_candidate_ids.append(value.id)

#     new_train_cands_person.append(temp_list)
#     return new_train_cands_person, required_candidate_ids
```

```
In [ ]: # train_cands_person, required_person_candidate_ids = throttler_person(train_c
ands_person[0])
# test_cands_person, required_person_candidate_ids = throttler_person(test_can
ds_person[0], required_person_candidate_ids)
# dev_cands_person, required_person_candidate_ids = throttler_person(dev_cands
_person[0], required_person_candidate_ids)
```

```
In [ ]: # train_cands_org, required_org_candidate_ids = throttler_org(train_cands_org
[0])
# test_cands_org, required_org_candidate_ids = throttler_org(test_cands_org
[0], required_org_candidate_ids)
# dev_cands_org, required_org_candidate_ids = throttler_org(dev_cands_org[0],
required_org_candidate_ids)
```

Removing the candidates from postgresDB (Not Used)

Candidates should be removed from the database explicitly since throttler is called outside the candidate extractor function and therefore the database is not updated. The local variables contain the updated list of candidates but the featurizer featurizes on the original list and so the feature size does not decrease though the number of candidates are reduced locally.

```
In [ ]: # stmt = person_cand.__table__.delete().where(person_cand.id.notin_(required_p
erson_candidate_ids))
# session.execute(stmt)
```

```
In [ ]: # stmt = org_cand.__table__.delete().where(org_cand.id.notin_(required_org_can
didate_ids))
# session.execute(stmt)
```

Candidates after filtering

```
In [27]: print("Number of Candidates after filtering")
print("\nRevenue Num:")
print("Train Candidates : {}".format(len(train_cands_rev[0])))
print("Dev Candidates: {}".format(len(dev_cands_rev[0])))
print("Test Candidates: {}".format(len(test_cands_rev[0])))
```

Number of Candidates after filtering

Revenue Num:
 Train Candidates : 708
 Dev Candidates: 206
 Test Candidates: 283

Featurization

```
In [28]: featurizer_rev = Featurizer(session, [revenue_cand])

# %time featurizer_rev.apply(split=0, train=True, parallelism=PARALLEL)
%time F_train_cands_rev = featurizer_rev.get_feature_matrices(train_cands_rev)
print("Train Candidates shape: {}".format(F_train_cands_rev[0].shape))

# %time featurizer_rev.apply(split=1, parallelism=PARALLEL)
%time F_dev_cands_rev = featurizer_rev.get_feature_matrices(dev_cands_rev)
print("Dev Candidates shape: {}".format(F_dev_cands_rev[0].shape))

# %time featurizer_rev.apply(split=2, parallelism=PARALLEL)
%time F_test_cands_rev = featurizer_rev.get_feature_matrices(test_cands_rev)
print("Test Candidates shape: {}".format(F_test_cands_rev[0].shape))
```

CPU times: user 712 ms, sys: 12 ms, total: 724 ms
 Wall time: 1.15 s
 Train Candidates shape: (708, 16727)
 CPU times: user 512 ms, sys: 4 ms, total: 516 ms
 Wall time: 834 ms
 Dev Candidates shape: (206, 16727)
 CPU times: user 704 ms, sys: 8 ms, total: 712 ms
 Wall time: 1.23 s
 Test Candidates shape: (283, 16727)

Loading Gold Data

```
In [29]: load_section_heading_gold_labels(session, [revenue_cand], gold_file, annotator
_name='gold')
```

Loading 1197 candidate labels

GoldLabels created: 0

Saving the training data to Excel for manual labelling

```
In [30]: list_doc = [train_cands_rev[0][i][0][0].sentence.document for i in range(len(train_cands_rev[0]))]
list_sentences = [train_cands_rev[0][i][0][0].sentence.text for i in range(len(train_cands_rev[0]))]
list_values = [False for i in range(len(train_cands_rev[0]))]
training_data = pd.DataFrame(columns = ["Document", "Sentence", "Label"])
training_data['Document'] = list_doc
training_data['Sentence'] = list_sentences
training_data['Label'] = list_values
```

```
In [31]: training_data.to_excel('manual_label_revenue.xlsx')
```

Saving the test data for verification

```
In [64]: list_doc_test = [test_cands_rev[0][i][0][0].sentence.document for i in range(len(test_cands_rev[0]))]
list_sentences_test = [test_cands_rev[0][i][0][0].sentence.text for i in range(len(test_cands_rev[0]))]
training_data = pd.DataFrame(columns = ["Document", "Sentence"])
training_data['Document'] = list_doc_test
training_data['Sentence'] = list_sentences_test
```

```
In [65]: training_data.to_excel('revenue_test_cands.xlsx')
```

Loading labelled data and creating a dictionary for reference

```
In [37]: labelled_df = pd.read_excel('manual_label_revenue_labelled.xlsx')
```

```
In [38]: labelled_df.head()
```

Out[38]:

	Document	Sentence	Label
0	Document AMEX_API_2015	As a result of any of these actions, our quart...	False
1	Document AMEX_BRN_2004	Revenue from the option exercise was reduced b...	False
2	Document AMEX_BRN_2004	\$159,000 of fees related to the sale, resultin...	False
3	Document NASDAQ_AHGP_2007	Record revenues in 2007 of \$1.03 billion were ...	True
4	Document NASDAQ_CAMP_2016	CalAmp is currently evaluating its Satellite b...	False

```
In [39]: labelling_dict = {}  
         for index,row in labelled_df.iterrows():  
             labelling_dict[row[1]]=bool(row[2])
```

Labeling Functions

```

In [43]: from fuzzywuzzy import fuzz

ABSTAIN = 0
FALSE = 1
TRUE = 2

def has_ceo(c):
    for index, row in df.iterrows():
        if fuzz.ratio(c.get_mentions()[0][0].get_span().strip().lower(), str(row['ceo']).strip().lower()) == 100:
            return TRUE
        else:
            continue
    return FALSE

def is_company(c):
    for index, row in df.iterrows():
        if fuzz.ratio(c.get_mentions()[0][0].get_span().strip().lower(), str(row['company']).strip().lower()) == 100:
            return TRUE
        else:
            continue
    return FALSE

def has_chairman(c):
    for index, row in df.iterrows():
        if c.get_mentions()[0][0].get_span() in str(row['chairman']).strip():
            return TRUE
        else:
            continue
    return FALSE

def present_bos(c):
    for index, row in df.iterrows():
        bod_list = [i.strip() for i in str((row['bods'])).split(',')]
        if c.get_mentions()[0][0].get_span().strip() in bod_list:
            return TRUE
        else:
            continue
    return FALSE

def is_not_digit(c):
    dig = c[0].context.sentence.text.split('.')
    for i in dig:
        if i.isdigit() == True:
            return FALSE
        else:
            return TRUE
    return ABSTAIN

# Need to work on the gold data set format mismatch
# def is_revenue(c):

def is_revenue(c):
    if c.get_mentions()[0][0].get_span() in labelling_dict:
        if labelling_dict.get(c.get_mentions()[0][0].get_span()):

```

```

        return TRUE
    else:
        return FALSE
    return ABSTAIN

sectionhead_lfs = [
    has_ceo,
    is_company
]

```

```

In [44]: labeler_rev = Labeler(session, [revenue_cand])

%time labeler_rev.apply(split=0, lfs=[[is_revenue]], train=True, parallelism=PARALLEL)
%time L_train_rev = labeler_rev.get_label_matrices(train_cands_rev)

2019-05-08 16:11:15,997 Clearing Labels (split 0)
2019-05-08 16:11:16,006 Running UDF...

CPU times: user 412 ms, sys: 212 ms, total: 624 ms
Wall time: 8.66 s
CPU times: user 860 ms, sys: 36 ms, total: 896 ms
Wall time: 1.63 s

```

Label Analysis

Revenue

```

In [45]: L_gold_train_rev = labeler_rev.get_gold_labels(train_cands_rev, annotator = 'gold')
analysis.lf_summary(L_train_rev[0], lf_names=labeler_rev.get_keys(), Y=L_gold_train_rev[0].todense().reshape(-1,).tolist()[0])

```

Out[45]:

	j	Polarity	Coverage	Overlaps	Conflicts	Correct	Incorrect	Emp. Acc.
LabelKey (is_revenue)	0	[1, 2]	1.0	0.0	0.0	657	51	0.927966

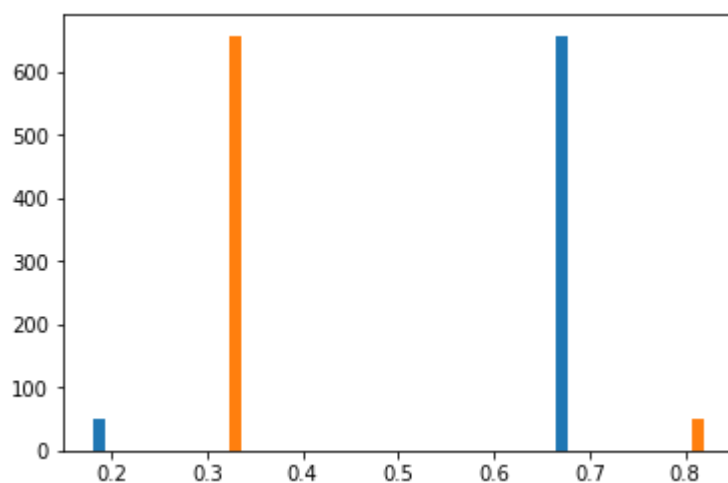
Generating train marginals(Y)

Revenue


```
In [46]: gen_model = LabelModel(k=2)
%time gen_model.train_model(L_train_rev[0], n_epochs=300, print_every=100)
```

```
Computing O...
Estimating \mu...
[E:0] Train Loss: 0.220
[E:100] Train Loss: 0.000
[E:200] Train Loss: 0.000
[E:299] Train Loss: 0.000
Finished Training
CPU times: user 240 ms, sys: 16 ms, total: 256 ms
Wall time: 462 ms
```

```
In [47]: train_marginals_rev = gen_model.predict_proba(L_train_rev[0])
plt.hist(train_marginals_rev, bins=20)
plt.show()
```



Function to generate custom train marginals (Not being Used)

```
In [48]: # def generate_custom_train_marginals(train_cands_person,df):
#         train_marginals = []
#         for item in train_cands_person[0]:
#             if item.get_mentions()[0][0].get_span() in df['ceo'].values or \
#                item.get_mentions()[0][0].get_span() in df['chairman'].values or \
#                item.get_mentions()[0][0].get_span() in df['bods'].values:
#                 train_marginals.append([1,0])
#             else:
#                 train_marginals.append([0,1])
#         return np.array([np.array(item) for item in train_marginals])
```

```
In [49]: from fonduer.learning import SparseLogisticRegression
disc_model = SparseLogisticRegression()
# disc_model = LSTM()
%time disc_model.train((train_cands_rev[0], F_train_cands_rev[0]), train_marginals_rev, n_epochs=100, lr=0.001)
```

2019-05-08 16:11:58,266 Loading default parameters for Sparse Logistic Regression

2019-05-08 16:11:58,395 Settings: {'n_epochs': 100, 'lr': 0.001, 'batch_size': 256, 'shuffle': True, 'seed': 1234, 'host_device': 'CPU', 'bias': False, 'input_dim': 16728}

2019-05-08 16:11:58,441 [SparseLogisticRegression] Training model

2019-05-08 16:11:58,444 [SparseLogisticRegression] n_train=708 #epochs=100 batch size=256

```
/home/inno/anaconda3/envs/fonduer_new/lib/python3.6/site-packages/fonduer/learning/disc_models/utils.py:122: UserWarning: To copy construct from a tensor, it is recommended to use sourceTensor.clone().detach() or sourceTensor.clone().detach().requires_grad_(True), rather than torch.tensor(sourceTensor).
  mask_matrix = torch.tensor(torch.eq(idx_matrix.data, 0))
```

```

2019-05-08 16:11:59,585 [SparseLogisticRegression] Epoch 1 (1.14s)   Avera
ge loss=0.688171
2019-05-08 16:12:03,783 [SparseLogisticRegression] Epoch 5 (5.34s)   Avera
ge loss=0.645008
2019-05-08 16:12:07,979 [SparseLogisticRegression] Epoch 10 (9.54s)  Avera
ge loss=0.631344
2019-05-08 16:12:13,359 [SparseLogisticRegression] Epoch 15 (14.92s)  Avera
ge loss=0.626522
2019-05-08 16:12:19,100 [SparseLogisticRegression] Epoch 20 (20.66s)  Avera
ge loss=0.623914
2019-05-08 16:12:22,536 [SparseLogisticRegression] Epoch 25 (24.09s)  Avera
ge loss=0.622146
2019-05-08 16:12:24,810 [SparseLogisticRegression] Epoch 30 (26.37s)  Avera
ge loss=0.620877
2019-05-08 16:12:27,495 [SparseLogisticRegression] Epoch 35 (29.05s)  Avera
ge loss=0.620076
2019-05-08 16:12:32,023 [SparseLogisticRegression] Epoch 40 (33.58s)  Avera
ge loss=0.619108
2019-05-08 16:12:34,672 [SparseLogisticRegression] Epoch 45 (36.23s)  Avera
ge loss=0.618721
2019-05-08 16:12:39,823 [SparseLogisticRegression] Epoch 50 (41.38s)  Avera
ge loss=0.618019
2019-05-08 16:12:44,999 [SparseLogisticRegression] Epoch 55 (46.56s)  Avera
ge loss=0.617768
2019-05-08 16:12:49,263 [SparseLogisticRegression] Epoch 60 (50.82s)  Avera
ge loss=0.617486
2019-05-08 16:12:52,663 [SparseLogisticRegression] Epoch 65 (54.22s)  Avera
ge loss=0.617161
2019-05-08 16:12:56,535 [SparseLogisticRegression] Epoch 70 (58.09s)  Avera
ge loss=0.616646
2019-05-08 16:13:00,475 [SparseLogisticRegression] Epoch 75 (62.03s)  Avera
ge loss=0.616837
2019-05-08 16:13:04,803 [SparseLogisticRegression] Epoch 80 (66.36s)  Avera
ge loss=0.616971
2019-05-08 16:13:09,831 [SparseLogisticRegression] Epoch 85 (71.39s)  Avera
ge loss=0.616502
2019-05-08 16:13:13,723 [SparseLogisticRegression] Epoch 90 (75.28s)  Avera
ge loss=0.616246
2019-05-08 16:13:17,227 [SparseLogisticRegression] Epoch 95 (78.79s)  Avera
ge loss=0.616514
2019-05-08 16:13:19,493 [SparseLogisticRegression] Epoch 100 (81.05s)  Avera
ge loss=0.616592
2019-05-08 16:13:19,495 [SparseLogisticRegression] Training done (81.05s)
CPU times: user 2min 33s, sys: 180 ms, total: 2min 33s
Wall time: 1min 21s

```

```

In [50]: test_score = disc_model.predict((test_cands_rev[0], F_test_cands_rev[0]), b=0.
6,pos_label=TRUE)
true_pred = [test_cands_rev[0][_] for _ in np.nditer(np.where(test_score==TRUE
))]
# %time (TP, FP, FN) = entity_level_f1(true_pred, gold_file, test_docs)

```

```

2019-05-08 16:13:36,822 Using positive label class 2 with threshold 0.6

```

```
In [68]: true_pred[2][0][0].sentence
```

```
Out[68]: Sentence (Doc: 'NYSE_PRO_2016', Sec: 0, Par: 822, Idx: 1210, Text: 'Subscription revenue of $38.2 million for 2016, a 32% increase over 2015;')
```