

Operating Revenue (Finance)

[@wikipedia](#)

Synonym: [Operating Revenue](#) = [Sales](#)

A part of [Total Revenue](#) which is related to primary [Business](#) activity, usually from:

- Selling [Products](#) if core [Business](#) activity is selling of [Goods](#) and/or [Services](#)
- [Interest payments](#) if core [Business](#) activity is financial investments
- [Royalty payments](#) if core [Business](#) activity is [Product Development](#) and/or Leasing

The time moment when [Operating Revenue](#) is captured and appreciated by the [Financial Accounting](#) depends on the [Business](#) specifics.

The general practice is to capture [Operating Revenue](#) when the [Invoice](#) has been submitted to a [Customer](#).

There is a natural delay in [Cash Collections](#) from the timing when the [Operating Revenue](#) was captured due to approval /processing/transfer process, and which is called [Days Sales Outstanding \(DSO\)](#).

A very popular [DSO](#) range is between 30 days and 90 days.

See also

[Business](#) / [Business Administration](#) / [Financial Management](#) / [Financial Accounting](#) / [Profit and Loss \(P&L\)](#)

[[Total Revenue](#)][[Non-Operating Revenue](#)]

[[Net Income](#)][[NOPAT](#)]