

For Rachel: Data extraction requirements

What we need

Given a financial document (SEC filing or earning), extract the "KPI result" data as structured data (JSON or any structured form)

Examples

KPI result is the desired output. Place to find is the input (usually a table in html or image or some random text).

Unity

- KPI Result

Key Performance Indicators	Dec '18	Dec '19	Dec '20	Dec '21	Dec '22	Dec '23
Dollar-Based Net Expansion Rate	124%	133%	138%	140%	116%	104%
Number of Customers Contributing > 100K of Revenue	484	600	793	1,052	1,340	1,304

- Place to find :Financial statement-MD&A (Key metics)

Dollar-Based Net Expansion Rate

Our ability to drive growth and generate incremental revenue depends, in part, on our ability to maintain and grow our relationships with our Create and Grow Solutions customers and to increase their use of our platform. We track our performance by measuring our dollar-based net expansion rate, which compares our Create and Grow Solutions revenue, excluding Strategic Partnerships and, starting in the first quarter of 2023, Supersonic, from the same set of customers across comparable periods, calculated on a trailing 12-month basis. Had we excluded Supersonic in the fourth quarter of 2022, the dollar-based net expansion rate would have been 118%.

Our dollar-based net expansion rate as of a period end is calculated as current period revenue divided by prior period revenue. Prior period revenue is the trailing 12-month revenue measured as of such prior period end and includes revenue from all customers that contributed revenue during such trailing 12-month period. Current period revenue is the trailing 12-month revenue from these same customers as of the current period end. Our dollar-based net expansion rate includes the effect of any customer renewals, expansion, contraction, and churn but excludes revenue from new customers in the current period.

	As of December 31,		
	2023	2022	2021
Dollar-based net expansion rate	104 %	116 %	140 %

Tesla

- KPI Result

Key Performance Indicators	Dec '12	Dec '13	Dec '14	Dec '15	Dec '16	Dec '17	Dec '18	Dec '19	Dec '20	Dec '21	Dec '22	Dec '23
Other Models Production	—	—	—	51,092	83,922	98,339	101,553	62,931	54,805	24,390	71,177	70,826
Model 3/Y Production	—	—	—	—	—	2,686	152,977	302,301	454,932	906,032	1,298,434	1,775,159
Total Production	—	—	—	51,092	83,922	101,025	254,530	365,232	509,737	930,422	1,369,611	1,845,985
Other Models Deliveries	—	22,442	31,655	50,698	76,230	101,417	99,451	66,771	57,085	24,980	66,705	68,874
Model 3/Y Deliveries	—	—	—	—	—	1,764	146,055	300,885	442,562	911,242	1,247,146	1,739,707
Total Deliveries	—	22,442	31,655	50,698	76,230	103,181	245,506	367,656	499,647	936,222	1,313,851	1,808,581

- Place to find: Earning call presentation

OPERATIONAL SUMMARY (Unaudited)

	Q4-2022	Q1-2023	Q2-2023	Q3-2023	Q4-2023	YoY
Model 3/Y production	419,088	421,371	460,211	416,800	476,777	14%
Other models production	20,613	19,437	19,489	13,688	18,212	-12%
Total production	439,701	440,808	479,700	430,488	494,989	13%
Model 3/Y deliveries	388,131	412,180	446,915	419,074	461,538	19%
Other models deliveries	17,147	10,695	19,225	15,985	22,969	34%
Total deliveries	405,278	422,875	466,140	435,059	484,507	20%
of which subject to operating lease accounting	15,184	22,357	21,883	17,423	10,563	-30%
Total end of quarter operating lease vehicle count	140,667	153,988	168,058	176,231	176,564	26%
Global vehicle inventory (days of supply) ⁽¹⁾	13	15	16	16	15	15%
Solar deployed (MW)	100	67	66	49	41	-59%
Storage deployed (MWh)	2,462	3,889	3,653	3,980	3,202	30%
Tesla locations	963	1,000	1,068	1,129	1,208	25%
Mobile service fleet	1,584	1,692	1,769	1,846	1,909	21%
Supercharger stations	4,678	4,947	5,265	5,595	5,952	27%
Supercharger connectors	42,419	45,169	48,082	51,105	54,892	29%

Microsoft

- Key result

Key Performance Indicators	Jun '14	Jun '15	Jun '16	Jun '17	Jun '18	Jun '19	Jun '20	Jun '21	Jun '22	Jun '23	LTM
Microsoft Cloud Revenue	—	—	9,500	16,200	26,600	38,100	51,700	69,100	91,200	111,600	124,300
Commercial Bookings Growth	—	-5%	6%	18%	—	22%	17%	28%	25%	3%	—
Office 365 Commercial Seat Growth	—	74%	45%	31%	29%	23%	15%	17%	14%	11%	—
Microsoft 365 Consumer Subscribers	—	15.2	23.1	27	31.4	34.8	42.7	51.9	59.7	74.9	78.4
Azure & Other Cloud Services Growth (GAAP)	—	—	113%	99%	91%	72%	56%	50%	45%	29%	—

- Place to find:
 - Earning call presentation



Productivity and Business Processes Overview

Investor Metrics	FY23 Q1	FY23 Q2	FY23 Q3	FY23 Q4	FY24 Q1
Office Commercial products and cloud services revenue growth (y/y)	7% / 13%	7% / 14%	13% / 17%	12% / 14%	15% / 14%
Office Consumer products and cloud services revenue growth (y/y)	7% / 11%	(2)% / 3%	1% / 4%	3% / 6%	3% / 4%
Office 365 Commercial seat growth (y/y)	14%	12%	11%	11%	10%
Microsoft 365 Consumer subscribers (in millions)	65.1	67.7	70.8	74.9	76.7
Dynamics products and cloud services revenue growth (y/y)	15% / 22%	13% / 20%	17% / 21%	19% / 21%	22% / 21%
LinkedIn revenue growth (y/y)	17% / 21%	10% / 14%	8% / 11%	6% / 8%	8%

Growth rates include non-GAAP CC growth (GAAP % / CC %).

• Press release

Business Highlights

Revenue in Productivity and Business Processes was \$17.0 billion and increased 7% (up 13% in constant currency), with the following business highlights:

- Office Commercial products and cloud services revenue increased 7% (up 14% in constant currency) driven by Office 365 Commercial revenue growth of 11% (up 18% in constant currency)
- Office Consumer products and cloud services revenue decreased 2% (up 3% in constant currency) and Microsoft 365 Consumer **subscribers** grew to 63.2 million
- LinkedIn revenue increased 10% (up 14% in constant currency)
- Dynamics products and cloud services revenue increased 13% (up 20% in constant currency) driven by Dynamics 365 revenue growth of 21% (up 29% in constant currency)

Revenue in Intelligent Cloud was \$21.5 billion and increased 18% (up 24% in constant currency), with the following business highlights:

- Server products and cloud services revenue increased 20% (up 26% in constant currency) driven by Azure and other cloud services revenue growth of 31% (up 38% in constant currency)

Revenue in More Personal Computing was \$14.2 billion and decreased 19% (down 16% in constant currency), with the following business highlights:

- Windows OEM revenue decreased 39%
- Windows Commercial products and cloud services revenue decreased 3% (up 3% in constant currency)
- Xbox content and services revenue decreased 12% (down 8% in constant currency)
- Search and news advertising revenue excluding traffic acquisition costs increased 10% (up 15% in constant currency)
- Devices revenue decreased 39% (down 34% in constant currency)

• Financial statement-MD&A

Highlights from the second quarter of fiscal year 2024 compared with the second quarter of fiscal year 2023 included:

- Microsoft Cloud revenue increased 24% to \$33.7 billion.
- Office Commercial products and cloud services revenue increased 15% driven by Office 365 Commercial growth of 17%.
- Office Consumer products and cloud services revenue increased 5% and Microsoft 365 **Consumer subscribers** grew to 78.4 million.
- LinkedIn revenue increased 9%.
- Dynamics products and cloud services revenue increased 21% driven by Dynamics 365 growth of 27%.
- Server products and cloud services revenue increased 22% driven by Azure and other cloud services growth of 30%.
- Windows revenue increased 9% with Windows original equipment manufacturer licensing ("Windows OEM") revenue growth of 11% and Windows Commercial products and cloud services revenue growth of 9%.
- Devices revenue decreased 9%.

Walmart

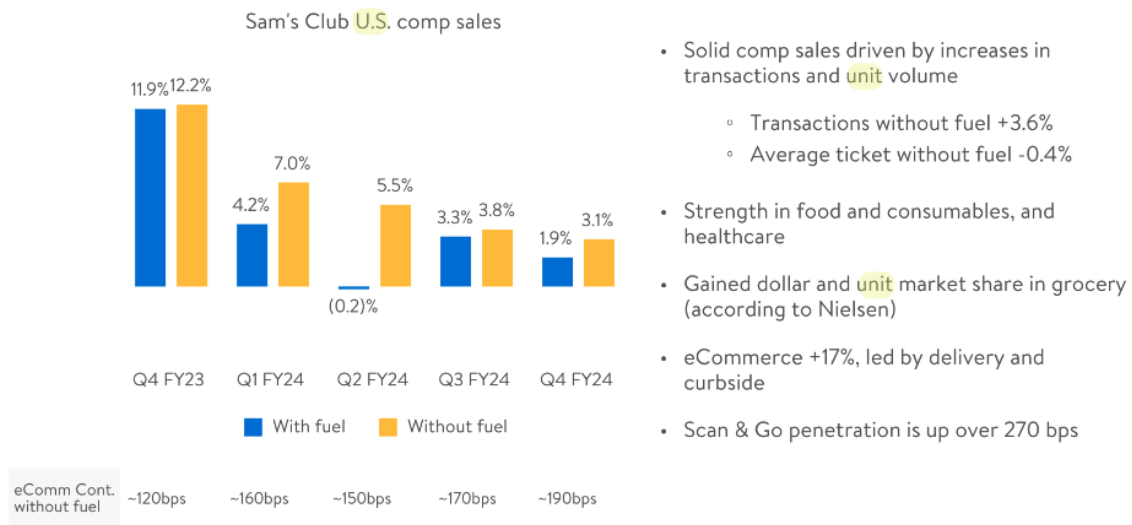
- Key result

Key Performance Indicators	Jan '13	Jan '14	Jan '15	Jan '16	Jan '17	Jan '18	Jan '19	Jan '20	Jan '21	Jan '22	Jan '23	Jan '24
Walmart US Comparable Sales Growth	2%	-0.6%	0.6%	1%	1.6%	2.1%	3.7%	2.9%	8.7%	6.4%	6.9%	5.5%
Sam's Club Comparable Sales Growth	4.1%	0.3%	—	-3.2%	0.5%	2.8%	5.4%	1.6%	8.7%	15%	14.7%	2.3%
Total US Comparable Sales Growth	2.4%	-0.5%	0.5%	0.3%	1.4%	2.2%	4%	2.7%	8.7%	7.7%	8.2%	5%
Total US Square Footage	723,385,669	743,514,569	766,621,495	777,199,112	787,664,755	784,584,464	784,960,143	783,556,104	783,270,689	783,347,399	782,075,818	779,200,095
Total International Square Footage	348,327,644	358,207,156	367,630,611	372,198,233	376,769,371	373,280,829	344,210,019	344,948,918	337,272,715	277,127,489	273,448,970	273,864,661
Total Square Footage	1,071,713,313	1,101,721,725	1,134,252,106	1,149,397,345	1,164,434,126	1,157,865,293	1,129,170,162	1,128,505,022	1,120,543,404	1,060,474,888	1,055,524,788	1,053,064,756
US Retail Units	4,625	4,835	5,163	5,229	5,332	5,358	5,368	5,355	5,342	5,342	5,317	5,214
International Retail Units	5,783	6,107	6,290	6,299	6,363	6,360	5,993	6,146	6,101	5,251	5,306	5,402
Total Retail Units	10,408	10,942	11,453	11,528	11,695	11,718	11,361	11,501	11,443	10,593	10,623	10,616
US Distribution Facilities	—	—	—	—	—	—	179	179	187	183	185	192
International Distribution Facilities	—	—	—	—	—	188	226	221	221	179	188	—
Total Distribution Facilities	318	306	314	337	348	367	405	408	404	364	380	—
US Properties	—	—	—	—	—	5,537	5,547	5,542	5,525	5,527	5,509	—
International Properties	—	—	—	—	—	6,548	6,219	6,367	6,322	5,430	5,494	—
Total Properties	10,726	11,248	11,767	11,865	12,043	12,085	11,766	11,909	11,847	10,957	11,003	—

- Place to find:
 - Earning presentation

Sam's Club U.S. comp sales¹

Net sales with fuel +2.0%, Net sales without fuel +3.3%, eCommerce +17%



¹Comp sales for the 13-week period ended January 26, 2024 compared to the 13-week period ended January 27, 2023.

19

Lily

- Key result

Key Performance Indicators	Dec '12	Dec '13	Dec '14	Dec '15	Dec '16	Dec '17	Dec '18	Dec '19	Dec '20	Dec '21	Dec '22	Dec '23
Revenue Change due to Price	2%	5%	5%	1%	—	2%	-1%	-3%	-5%	-2%	-6%	4%
Revenue Change due to Transactions	-7%	-1%	-1%	8%	7%	6%	8%	8%	15%	16%	10%	16%
Revenue Change due to FX	-2%	-2%	-2%	-7%	—	—	1%	-1%	—	1%	-3%	—

- Place to find
 - Financial statement-MD&A

The following are components of the change in revenue compared with the prior year:

	2023 vs. 2022		
	U.S.	Outside U.S.	Consolidated
Volume	11 %	25 %	16 %
Price	9 %	(4)%	4 %
Foreign exchange rates	— %	(1)%	— %
Percent change	20 %	19 %	20 %