

AMAZON.COM, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS
(in millions, except per share data)

	Year Ended December 31,		
	2017	2018	2019
Net product sales	\$ 118,573	\$ 141,915	\$ 160,408
Net service sales	59,293	90,972	120,114
Total net sales	177,866	232,887	280,522
Operating expenses:			
Cost of sales	111,934	139,156	165,536
Fulfillment	25,249	34,027	40,232
Technology and content	22,620	28,837	35,931
Marketing	10,069	13,814	18,878
General and administrative	3,674	4,336	5,203
Other operating expense (income), net	214	296	201
Total operating expenses	173,760	220,466	265,981
Operating income	4,106	12,421	14,541
Interest income	202	440	832
Interest expense	(848)	(1,417)	(1,600)
Other income (expense), net	346	(183)	203
Total non-operating income (expense)	(300)	(1,160)	(565)
Income before income taxes	3,806	11,261	13,976
Provision for income taxes	(769)	(1,197)	(2,374)
Equity-method investment activity, net of tax	(4)	9	(14)
Net income	\$ 3,033	\$ 10,073	\$ 11,588
Basic earnings per share	\$ 6.32	\$ 20.68	\$ 23.46
Diluted earnings per share	\$ 6.15	\$ 20.14	\$ 23.01
Weighted-average shares used in computation of earnings per share:			
Basic	480	487	494
Diluted	493	500	504

See accompanying notes to consolidated financial statements.