

Metrics_FY17Q3 - Metrics

S	Unnamed: 2	Unnamed: 3	Unnamed: 4	Unnamed: 5
(where otherwise noted)		Q3'16	Q4'16	FY16
(roundedIn)				
	Commercial bookings growth (y/y)*	7% / 9%	3% / 4%	0.06
	Commercial unearned revenue (in millions)	18756	24621	24621
	Contracted not billed	>\$25.0	>\$25.5	>\$25.5
	Commercial revenue mix			
	Annuity	0.86	0.83	0.84
	Non-Annuity	0.14	0.17	0.16
	Commercial cloud annualized revenue run rate	>\$10.0	>\$12.1	>\$12.1
	Commercial cloud gross margin percentage	**	**	**
of Intelligent Cloud				
	Office Commercial products and cloud services revenue growth (y/y)*	0% / 7%	5% / 9%	0.01
	Office Consumer products and cloud services revenue growth (y/y)*	3% / 6%	19% / 18%	-0.02
	Office 365 Commercial seat growth (y/y)	0.57	0.45	0.45
	Office 365 Consumer subscribers (in millions)	22.2	23.1	23.1
	Dynamics products and cloud services revenue growth (y/y)*	4% / 9%	6% / 7%	0.04
	Server products and cloud services revenue growth (y/y)*	0% / 5%	5% / 8%	0.04
	Enterprise services revenue growth (y/y)*	11% / 15%	12% / 14%	0.11
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	Windows OEM Pro revenue growth (y/y)	-0.11	0.02	-0.06
	Windows OEM non-Pro revenue growth (y/y)	0.15	0.27	0.07
	Windows Commercial products and cloud services revenue growth (y/y)*	**	**	**
	Surface revenue (in millions)	1111	965	4100
	Xbox Live monthly active users (in millions)	46	49	49
	Gaming revenue (in millions)	**	**	**
	Search advertising revenue (ex TAC) growth (y/y)*	14% /18%	16% /17%	0.17
	* Includes non-GAAP constant currency growth (GAAP% / Constant Currency%)			
	** Not disclosed			
	Certain amounts have been rounded for presentation purposes			
	Reconciliation of GAAP and non-GAAP financial measures are available in the Earnings Release Slides (http://aka.ms/slidesfy17q3)			