

Metrics_FY20Q2 - Metrics

S	Unnamed: 2	Unnamed: 3	Unnamed: 4	Unnamed: 5
(where otherwise noted)		Q2'19	Q3'19	Q4'19
tion of LinkedIn)				
	Commercial bookings growth (y/y)*	18% / 22%	30% / 34%	22% / 25%
	Commercial remaining performance obligation (in billions)	69	72	87
	Commercial revenue annuity mix	0.89	0.9	0.9
	Commercial cloud revenue (in billions)	9	9.6	11
	Commercial cloud gross margin percentage	0.62	0.63	0.65
d Intelligent Cloud				
	Office Commercial products and cloud services revenue growth (y/y)*	11% / 11%	12% / 14%	14% / 16%
	Office Consumer products and cloud services revenue growth (y/y)*	1% / 2%	8% / 10%	6% / 8%
	Office 365 Commercial seat growth (y/y)	0.27	0.27	0.23
	Office 365 Consumer subscribers	33.3	34.2	34.8
	Dynamics products and cloud services revenue growth (y/y)*	17% / 17%	13% / 15%	12% / 15%
	LinkedIn revenue growth (y/y)*	29% / 30%	27% / 29%	25% / 28%
	Server products and cloud services revenue growth (y/y)*	24% / 24%	27% / 29%	22% / 24%
	Enterprise Services revenue growth (y/y)*	6% / 7%	4% / 5%	4% / 6%
ng				
	Windows OEM Pro revenue growth (y/y)	-0.02	0.15	0.18
	Windows OEM non-Pro revenue growth (y/y)	-0.11	-0.01	-0.08
	Windows Commercial products and cloud services revenue growth (y/y)*	13% / 14%	18% / 20%	13% / 16%
	Surface revenue	1860	1329	1350
	Xbox content and services revenue growth (y/y)*	31% / 32%	12% / 15%	-3% / -1%
	Search advertising revenue (ex TAC) growth (y/y)*	14% / 14%	12% / 14%	9% / 10%
	* Includes non-GAAP constant currency growth (GAAP% / Constant Currency%)			
	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/slidesfy20q2)			