

Metrics_FY18Q1 - Metrics

S	Unnamed: 2	Unnamed: 3	Unnamed: 4	Unnamed: 5
(where otherwise noted)		Q1'17	Q2'17	Q3'17
(linkedIn)				
	Commercial bookings growth (y/y)*	18% / 18%	7% / 12%	12% / 11%
	Commercial unearned revenue (in millions)	18074	17121	16744
	Commercial revenue annuity mix	0.87	0.83	0.87
	Commercial cloud revenue	3.2	3.4	3.8
	Commercial cloud gross margin percentage	0.49	0.48	0.51
Microsoft Intelligent Cloud				
	Office Commercial products and cloud services revenue growth (y/y)*	9% / 11%	7% / 8%	9% / 10%
	Office Consumer products and cloud services revenue growth (y/y)*	3% / 3%	20% / 19%	11% / 11%
	Office 365 Commercial seat growth (y/y)	0.4	0.37	0.35
	Office 365 Consumer subscribers (in millions)	24	24.9	26.2
	Dynamics products and cloud services revenue growth (y/y)*	10% / 12%	1% / 2%	10% / 12%
	Server products and cloud services revenue growth (y/y)*	13% / 14%	12% / 13%	18% / 20%
	Enterprise services revenue growth (y/y)*	1% / 2%	-4% / -2%	-1% / 0%
Gaming				
	Windows OEM Pro revenue growth (y/y)	-2%	0.04	0.09
	Windows OEM non-Pro revenue growth (y/y)	0	0.08	0.01
	Windows Commercial products and cloud services revenue growth (y/y)*	11% / 13%	20% / 22%	8% / 8%
	Surface revenue (in millions)	926	1321	831
	Xbox Live monthly active users (in millions)	47	55	52
	Gaming revenue (in millions)	1885	3617	1906
	Search advertising revenue (ex TAC) growth (y/y)*	9% / 10%	10% / 11%	8% / 9%
	* 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/slidesfy18q1)			