

Metrics_FY19Q3 - Metrics

S	Unnamed: 2	Unnamed: 3	Unnamed: 4	Unnamed: 5
(where otherwise noted)		Q3'18	Q4'18	FY18
(portion of LinkedIn)				
	Commercial bookings growth (y/y)*	26% / 17%	18% / 19%	**
	Commercial unearned revenue	21127	30113	30113
	Commercial revenue annuity mix	0.89	0.9	0.89
	Commercial cloud revenue (in billions)	6.8	7.9	26.6
	Commercial cloud gross margin percentage	0.58	0.59	0.58
of Intelligent Cloud				
	Office Commercial products and cloud services revenue growth (y/y)*	14% / 12%	10% / 8%	0.11
	Office Consumer products and cloud services revenue growth (y/y)*	12% / 9%	8% / 6%	0.11
	Office 365 Commercial seat growth (y/y)	0.28	0.29	0.29
	Office 365 Consumer subscribers	30.6	31.4	31.4
	Dynamics products and cloud services revenue growth (y/y)*	17% / 14%	11% / 8%	0.13
	LinkedIn revenue growth (y/y)*	37% / 33%	37% / 34%	**
	Server products and cloud services revenue growth (y/y)*	20% / 17%	26% / 24%	0.21
	Enterprise Services revenue growth (y/y)*	8% / 5%	8% / 7%	0.05
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	Windows OEM Pro revenue growth (y/y)	0.11	0.14	0.11
	Windows OEM non-Pro revenue growth (y/y)	-0.08	-0.03	-0.04
	Windows Commercial products and cloud services revenue growth (y/y)*	21% / 17%	23% / 19%	0.12
	Surface revenue	1094	1185	4651
	Xbox Live monthly active users	59	57	57
	Gaming revenue	2251	2286	10353
	Search advertising revenue (ex TAC) growth (y/y)*	16% / 14%	17% / 16%	0.16
	* Includes non-GAAP constant currency growth (GAAP% / Constant Currency%)			
	** Unavailable due to timing of deal close			
	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/slidesfy19q3)			