

# Metrics\_FY17Q4 - Metrics

	Unnamed: 2	Unnamed: 3	Unnamed: 4	Unnamed: 5	Unnamed: 6
(in millions unless noted)		Q4'16	FY16	Q1'17	Q2'17
	Commercial bookings growth (y/y)*	3% / 4%	0.06	18% / 18%	7% / 7%
	Commercial unearned revenue (in millions)	24621	24621	22253	21453
	Contracted not billed	>\$25.5	>\$25.5	>\$25.5	>\$25.5
	Commercial revenue mix				
	Annuity	0.83	0.84	0.88	0.88
	Non-Annuity	0.17	0.16	0.12	0.12
	Commercial cloud annualized revenue run rate	>\$12.1	>\$12.1	>\$13.0	>\$13.0
	Commercial cloud gross margin percentage	**	**	0.49	0.49
Cloud					
	Office Commercial products and cloud services revenue growth (y/y)*	5% / 9%	0.01	5% / 8%	5% / 5%
	Office Consumer products and cloud services revenue growth (y/y)*	19% / 18%	-0.02	8% / 8%	22% / 22%
	Office 365 Commercial seat growth (y/y)	0.45	0.45	0.4	0.4
	Office 365 Consumer subscribers (in millions)	23.1	23.1	24	24
	Dynamics products and cloud services revenue growth (y/y)*	6% / 7%	0.04	11% / 13%	7% / 7%
	Server products and cloud services revenue growth (y/y)*	5% / 8%	0.04	11% / 13%	12% / 12%
	Enterprise services revenue growth (y/y)*	12% / 14%	0.11	1% / 2%	-4% / -4%
	Windows OEM Pro revenue growth (y/y)	0.02	-0.06	0.01	0.01
	Windows OEM non-Pro revenue growth (y/y)	0.27	0.07	-0.01	0.01
	Windows Commercial products and cloud services revenue growth (y/y)*	**	**	0% / 2%	5% / 5%
	Surface revenue (in millions)	965	4100	926	1345
	Xbox Live monthly active users (in millions)	49	49	47	50
	Gaming revenue (in millions)	**	**	1896	3545
	Search advertising revenue (ex TAC) growth (y/y)*	16% / 17%	0.17	9% / 10%	10% / 10%
	* 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 ( <a href="http://aka.ms/slidesfy17q4">http://aka.ms/slidesfy17q4</a> )				