

Metrics_FY20Q3 - Metrics

S	Unnamed: 2	Unnamed: 3	Unnamed: 4	Unnamed: 5
(where otherwise noted)		Q3'19	Q4'19	FY19
(portion of LinkedIn)				
	Commercial bookings growth (y/y)*	30% / 34%	22% / 25%	0.22
	Commercial remaining performance obligation (in billions)	72	87	87
	Commercial revenue annuity mix	0.9	0.9	0.9
	Commercial cloud revenue (in billions)	9.6	11	38.1
	Commercial cloud gross margin percentage	0.63	0.65	0.63
of Intelligent Cloud				
	Office Commercial products and cloud services revenue growth (y/y)*	12% / 14%	14% / 16%	0.13
	Office Consumer products and cloud services revenue growth (y/y)*	8% / 10%	6% / 8%	0.07
	Office 365 Commercial seat growth (y/y)	0.27	0.23	0.23
	Office 365 Consumer subscribers	34.2	34.8	34.8
	Dynamics products and cloud services revenue growth (y/y)*	13% / 15%	12% / 15%	0.15
	LinkedIn revenue growth (y/y)*	27% / 29%	25% / 28%	0.28
	Server products and cloud services revenue growth (y/y)*	27% / 29%	22% / 24%	0.25
	Enterprise Services revenue growth (y/y)*	4% / 5%	4% / 6%	0.05
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	Windows OEM Pro revenue growth (y/y)	0.15	0.18	0.1
	Windows OEM non-Pro revenue growth (y/y)	-0.01	-0.08	-0.07
	Windows Commercial products and cloud services revenue growth (y/y)*	18% / 20%	13% / 16%	0.14
	Surface revenue	1329	1350	5719
	Xbox content and services revenue growth (y/y)*	12% / 15%	-3% / -1%	0.19
	Search advertising revenue (ex TAC) growth (y/y)*	12% / 14%	9% / 10%	0.13
	* 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/slidesfy20q3)			