

Metrics_FY19Q4 - Metrics

	Unnamed: 2	Unnamed: 3	Unnamed: 4	Unnamed: 5	Unnamed: 6
(unless noted)		Q4'18	FY18	Q1'19	Q4'18
(in billions)					
	Commercial bookings growth (y/y)*	18% / 19%	**	15% / 16%	18% / 19%
	Commercial unearned revenue	30113	30113	27298	25113
	Commercial revenue annuity mix	0.9	0.89	0.9	0.9
	Commercial cloud revenue (in billions)	7.9	26.6	8.5	7.9
	Commercial cloud gross margin percentage	0.59	0.58	0.62	0.59
Cloud					
	Office Commercial products and cloud services revenue growth (y/y)*	10% / 8%	0.11	17% / 16%	11% / 10%
	Office Consumer products and cloud services revenue growth (y/y)*	8% / 6%	0.11	16% / 17%	1% / 0%
	Office 365 Commercial seat growth (y/y)	0.29	0.29	0.29	0.29
	Office 365 Consumer subscribers	31.4	31.4	32.5	31.4
	Dynamics products and cloud services revenue growth (y/y)*	11% / 8%	0.13	20% / 20%	17% / 16%
	LinkedIn revenue growth (y/y)*	37% / 34%	**	33% / 33%	29% / 28%
	Server products and cloud services revenue growth (y/y)*	26% / 24%	0.21	28% / 28%	24% / 23%
	Enterprise Services revenue growth (y/y)*	8% / 7%	0.05	6% / 6%	6% / 5%
	Windows OEM Pro revenue growth (y/y)	0.14	0.11	0.08	-0.03
	Windows OEM non-Pro revenue growth (y/y)	-0.03	-0.04	-0.05	-0.03
	Windows Commercial products and cloud services revenue growth (y/y)*	23% / 19%	0.12	12% / 12%	13% / 12%
	Surface revenue	1185	4651	1180	1185
	Xbox Live monthly active users	57	57	57	57
	Gaming revenue	2286	10353	2738	4386
	Search advertising revenue (ex TAC) growth (y/y)*	17% / 16%	0.16	17% / 17%	14% / 13%
	* 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/slidesfy19q4)				