

KPI_FY16Q1 - KPIs

Investor Metrics	Unnamed: 2	Unnamed: 3	Unnamed: 4	Unnamed: 5	Unnamed: 6	Un
except for percentages and run rate)**		Q1'15	Q2'15	Q3'15	Q4'15	
Commercial						
	Commercial bookings growth (y/y)*	-0.03	-0.1	-1% / 10%	-6% / 0%	
	Commercial unearned revenue	20442	19262	18223	23313	
	Contracted not billed	>\$23,500	>\$24,000	>\$23,000	>\$24,500	
	Commercial revenue mix					
	Annuity	0.81	0.78	0.82	0.82	
	Non-Annuity	0.19	0.22	0.18	0.18	
Business Processes and Intelligent Cloud						
	Office Commercial products and cloud services revenue growth (y/y)*	0.05	-1% / 0%	-2% / 1%	-4% / 1%	
	Office Consumer products and cloud services revenue growth (y/y)*	0.07	-12% / -9%	-29% / -24%	-30% / -23%	
	Office 365 Commercial seat growth (y/y)	0.96	0.88	0.84	0.74	
	Office 365 Consumer subscribers	7.1	9.2	12.4	15.2	
	Dynamics products and cloud services revenue growth (y/y)*	0.15	13% / 17%	13% / 20%	6% / 15%	
	Server products and cloud services revenue growth (y/y)*	0.13	9% / 11%	12% / 16%	4% / 9%	
	Enterprise services revenue growth (y/y)*	0.13	10% / 12%	7% / 13%	-1% / 5%	
	Commercial Cloud annualized revenue run rate (in billions)	4.9	5.5	6.3	>\$8.0	
More Personal Computing						
	Windows OEM Pro revenue growth (y/y)	-0.04	-0.13	-0.19	-0.21	
	Windows OEM non-Pro revenue growth (y/y)	-0.01	-0.13	-0.26	-0.27	
	Windows volume licensing revenue growth (y/y)*	0.1	3% / 3%	-2% / 1%	-8% / -4%	
	Surface revenue	908	1104	713	888	
	Xbox Live active users	30	37	37	37	
	Search advertising revenue (ex TAC) growth (y/y)*	0.32	27% / 28%	29% / 34%	30% / 28%	
	* = Includes non-GAAP constant currency growth (GAAP% / Constant Currency%)					
	** = Certain amounts have been rounded for presentation purposes					