## FinancialStatementFY23Q3 - Yearly Income Statements

|                                  |            |            |              |            |            |            |            |            | ,      |
|----------------------------------|------------|------------|--------------|------------|------------|------------|------------|------------|--------|
| icrosoft Corporation             | Unnamed: 1 | Unnamed: 2 | Back to Main | Unnamed: 4 | Unnamed: 5 | Unnamed: 6 | Unnamed: 7 | Unnamed: 8 | Unname |
| Yearly Income Statements         |            |            |              |            |            |            |            |            |        |
| lions, except per share amounts) |            |            |              |            |            |            |            |            |        |
|                                  |            |            |              |            |            |            |            |            |        |
|                                  |            |            | FY16         | FY17       | FY18       | FY19       | FY20       | FY21       | FY22   |
| Revenue:                         |            |            |              |            |            |            |            |            |        |
| Product                          |            |            | 67336        | 63811      | 64497      | 66069      | 68041      | 71074      | 72732  |
| Service and other                |            |            | 23818        | 32760      | 45863      | 59774      | 74974      | 97014      | 12553  |
| Total revenue                    |            |            | 91154        | 96571      | 110360     | 125843     | 143015     | 168088     | 19827  |
| Cost of revenue:                 |            |            |              |            |            |            |            |            |        |
| Product                          |            |            | 17880        | 15175      | 15420      | 16273      | 16017      | 18219      | 19064  |
| Service and other                |            |            | 14900        | 19086      | 22933      | 26637      | 30061      | 34013      | 43586  |
| Total cost of revenue            |            |            | 32780        | 34261      | 38353      | 42910      | 46078      | 52232      | 62650  |
| Gross margin                     |            |            | 58374        | 62310      | 72007      | 82933      | 96937      | 115856     | 13562  |
| Research and development         |            |            | 11988        | 13037      | 14726      | 16876      | 19269      | 20716      | 24512  |
| Sales and marketing              |            |            | 14635        | 15461      | 17469      | 18213      | 19598      | 20117      | 21825  |
| General and administrative       |            |            | 4563         | 4481       | 4754       | 4885       | 5111       | 5107       | 5900   |
| mpairment and restructuring      |            |            | 1110         | 306        | 0          | 0          | 0          | 0          | 0      |
| Operating income                 |            |            | 26078        | 29025      | 35058      | 42959      | 52959      | 69916      | 83383  |
| Other income (expense), net      |            |            | -439         | 876        | 1416       | 729        | 77         | 1186       | 333    |
| ncome before income taxes        |            |            | 25639        | 29901      | 36474      | 43688      | 53036      | 71102      | 83716  |
| Provision for income taxes       |            |            | 5100         | 4412       | 19903      | 4448       | 8755       | 9831       | 10978  |
| Net income                       |            |            | 20539        | 25489      | 16571      | 39240      | 44281      | 61271      | 72738  |
| Earnings per share:              |            |            |              |            |            |            |            |            |        |
| Basic                            |            |            | 2.59         | 3.29       | 2.15       | 5.11       | 5.82       | 8.12       | 9.7    |
| Diluted                          |            |            | 2.56         | 3.25       | 2.13       | 5.06       | 5.76       | 8.05       | 9.65   |