

# FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

## INCOME STATEMENTS

(In millions, except per share amounts)

Year Ended June 30,	2017	2016	2015
Revenue:			
Product			\$ 75,956
	\$ 57,190	\$ 61,502	
Service and other	32,760	23,818	17,624
Total revenue	89,950	85,320	93,580
Cost of revenue:			
Product	15,175	17,880	21,410
Service and other	19,086	14,900	11,628
Total cost of revenue	34,261	32,780	33,038
Gross margin	55,689	52,540	60,542
Research and development	13,037	11,988	12,046
Sales and marketing	15,539	14,697	15,713
General and administrative	4,481	4,563	4,611
Impairment, integration, and restructuring	306	1,110	10,011
Operating income	22,326	20,182	18,161
Other income (expense), net	823	(431)	346
Income before income taxes	23,149	19,751	18,507
Provision for income taxes	1,945	2,953	6,314
Net income	\$ 21,204	\$ 16,798	\$ 12,193
Earnings per share:			
Basic	\$ 2.74	\$ 2.12	\$ 1.49
Diluted	\$ 2.71	\$ 2.10	\$ 1.48
Weighted average shares outstanding:			
Basic	7,746	7,925	8,177
Diluted	7,832	8,013	8,254
Cash dividends declared per common share	\$ 1.56	\$ 1.44	\$ 1.24

See accompanying notes.