

Microsoft Corporation
Office, Works & Home Essentials Revenue & licenses
By U.S. distribution channel (1),
Attorney Client Privileged

| | Office (2) | | Works (2) | | Home Esstls/Works Suite (2),(3) | |
|------------------------|-----------------|------------|--------------|-----------|---------------------------------|-----------|
| | Revenue | Licenses | Revenue | Licenses | Revenue | Licenses |
| OEM: | | | | | | |
| FY93 | \$154,020 | 351 | \$13,496,810 | 1,243,060 | \$0 | . |
| FY94 | \$120,951 | 283 | \$30,512,223 | 3,452,215 | \$0 | . |
| FY95 | \$44,929,084 | 612,579 | \$31,563,173 | 4,295,737 | \$0 | . |
| FY96 | \$128,485,934 | 1,701,732 | \$40,662,221 | 6,937,401 | \$0 | . |
| FY97 | \$262,775,910 | 3,041,014 | \$45,038,677 | 8,676,118 | \$0 | . |
| FY98 | \$381,831,378 | 4,173,052 | \$23,395,803 | 8,075,400 | \$19,068,153 | 812,523 |
| FY99 | \$312,859,144 | 2,925,203 | \$15,773,725 | 7,620,974 | \$46,887,791 | 2,211,482 |
| Finished Goods: | | | | | | |
| FY93 | \$261,210,907 | 788,068 | \$34,820,162 | 606,672 | \$0 | . |
| FY94 | \$543,633,226 | 2,137,555 | \$30,639,168 | 630,983 | \$0 | . |
| FY95 | \$778,622,693 | 3,845,827 | \$30,445,393 | 689,250 | \$0 | . |
| FY96 | \$1,054,959,544 | 6,305,242 | \$28,219,284 | 818,590 | \$589,122 | 7,115 |
| FY97 | \$1,408,442,966 | 8,538,593 | \$13,702,984 | 481,495 | \$13,766,055 | 172,236 |
| FY98 | \$1,767,184,042 | 11,771,291 | \$15,857,599 | 524,782 | \$16,142,884 | 196,882 |
| FY99 | \$2,223,609,463 | 15,677,091 | \$14,689,418 | 476,930 | \$17,979,616 | 217,321 |

Notes:

- (1) Reflects only the sell-in distribution channel. Does not reflect landed revenues. For eg, a US OEM might ship a PC to Australia, the revenue from this PC is recorded in the US.
- (2) Includes all variations of the bundle. Revenue per license is meaningless unless the mix of products & mix of customers are further analyzed.
- (3) Home Essentials brand was discontinued & replaced by Works Suite at the end of FY98.

Source:

- FY97-FY99: MS Sales ad hoc query as of Aug 31, 1999
- FY96: MS Sales ad hoc query of Aug 27, 1999
- FY94-FY95: MS Sales pivot from Finance archives (contact DaveLa)
- FY93: WWSales pivot from Finance archives (contact DaveLa)

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Microsoft Corporation
Office, Works & Home Essentials Revenue & licenses
By Worldwide distribution channel (1)
Attorney Client Privileged

| | Office (2) | | Works (2) | | Home Esstls/Works Suite (2),(3) | |
|-----------------|-----------------|------------|---------------|------------|---------------------------------|-----------|
| | Revenue | Licenses | Revenue | Licenses | Revenue | Licenses |
| OEM: | | | | | | |
| FY93 | \$154,020 | 351 | \$22,223,994 | 1,705,332 | \$0 | - |
| FY94 | \$120,951 | 283 | \$36,509,324 | 3,929,834 | \$0 | - |
| FY95 | \$73,587,187 | 910,775 | \$48,195,207 | 6,207,472 | \$0 | - |
| FY96 | \$161,911,665 | 1,890,618 | \$75,590,749 | 10,376,175 | \$0 | - |
| FY97 | \$343,457,351 | 3,555,566 | \$85,028,640 | 11,932,555 | \$0 | - |
| FY98 | \$485,772,035 | 4,805,862 | \$56,941,526 | 11,725,149 | \$37,028,212 | 1,163,197 |
| FY99 | \$608,603,603 | 4,595,397 | \$41,656,950 | 11,392,969 | \$75,932,522 | 2,945,916 |
| Finished Goods: | | | | | | |
| FY93 | \$581,521,837 | 1,907,913 | \$104,051,690 | 1,523,684 | \$0 | - |
| FY94 | \$1,340,468,520 | 4,778,482 | \$94,894,560 | 1,540,920 | \$0 | - |
| FY95 | \$2,068,857,882 | 8,677,329 | \$83,574,562 | 1,458,286 | \$0 | - |
| FY96 | \$3,012,095,899 | 14,994,246 | \$69,685,140 | 1,641,210 | \$706,698 | 8,535 |
| FY97 | \$4,005,437,673 | 22,290,772 | \$41,226,508 | 1,114,206 | \$26,550,116 | 306,554 |
| FY98 | \$4,972,855,867 | 29,274,607 | \$38,307,525 | 1,087,440 | \$36,873,880 | 447,884 |
| FY99 | \$6,068,853,475 | 39,707,882 | \$34,036,928 | 1,028,144 | \$36,037,288 | 423,894 |

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FY93: WWSales pivot from Finance archives (contact DaveLa)

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