

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

	Office (2)		Works (2)		Home Esslts/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	172,238
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)