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Comes v. Microsoft

From: John Connors
Sent: Sunday, July 16, 2000 1:42 PM
To: Steve Ballmer
Cc: Scott Boggs; Bob Herbold; Craig Bruya; Bob Eshelman (LCA);
Subject: Attorney Client Privileged Mail - Financial Information

Importance: High

Steve - we are set to meet tomorrow am at 8:30 to go through Financial forecast information. Attached is the FY01 forecast on a GAAP basis. Revenues and expenses reflect budget plus adjustments for MAP to GAAP. The revenue does include \$100m in OEM commitment from Joachim that is not in the budget- this revenue is in H2 of FY01.

Before any adjustments outside of current forecast, GAAP, FY01 revenue growth is 16%, and EPS growth is 7%.

The far right hand columns show a number of planned or potential adjustments on a GAAP basis. These adjustments are not in the budget. These adjustments increase revenue growth to 18% and EPS to 16%. They do include \$300 million reduction in operating expenses due to headcount hiring and associated costs being below plan.

We have a schedule that we will walk you through that gets from MAP to GAAP. We also do have a schedule that reconciles the steveb exec p&l to GAAP.

We can discuss Q01-1 forecast and full year tomorrow when we meet including the timing of some of the planned adjustments. For proper context it is best to do them offline.



GAAP FY01 Forecast
(7-15).xls

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