

## BALANCE SHEETS

(In millions)

June 30,	2025	2024
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 30,242	\$ 18,315
Short-term investments	64,323	57,228
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Total cash, cash equivalents, and short-term investments	94,565	75,543
Accounts receivable, net of allowance for doubtful accounts of \$944 and \$830	69,905	56,924
Inventories	938	1,246
Other current assets	25,723	26,021
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Total current assets	191,131	159,734
Property and equipment, net of accumulated depreciation of \$93,653 and \$76,421	204,966	135,591
Operating lease right-of-use assets	24,823	18,961
Equity and other investments	15,405	14,600
Goodwill	119,509	119,220
Intangible assets, net	22,604	27,597
Other long-term assets	40,565	36,460
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Total assets	\$ 619,003	\$ 512,163
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<b>Liabilities and stockholders' equity</b>		
Current liabilities:		
Accounts payable	\$ 27,724	\$ 21,996
Short-term debt	0	6,693
Current portion of long-term debt	2,999	2,249
Accrued compensation	13,709	12,564
Short-term income taxes	7,211	5,017
Short-term unearned revenue	64,555	57,582
Other current liabilities	25,020	19,185
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Total current liabilities	141,218	125,286
Long-term debt	40,152	42,688
Long-term income taxes	25,986	27,931
Long-term unearned revenue	2,710	2,602
Deferred income taxes	2,835	2,618
Operating lease liabilities	17,437	15,497
Other long-term liabilities	45,186	27,064
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Total liabilities	275,524	243,686
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Commitments and contingencies		
Stockholders' equity:		
Common stock and paid-in capital – shares authorized 24,000; outstanding 7,434 and 7,434	109,095	100,923
Retained earnings	237,731	173,144
Accumulated other comprehensive loss	(3,347)	(5,590)
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Total stockholders' equity	343,479	268,477
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Total liabilities and stockholders' equity	\$ 619,003	\$ 512,163

Refer to accompanying notes.

## INCOME STATEMENTS

(In millions, except per share amounts)

Year Ended June 30,	2025	2024	2023
Revenue:			
Product	\$ 63,946	\$ 64,773	\$ 64,699
Service and other	217,778	180,349	147,216
Total revenue	<u>281,724</u>	<u>245,122</u>	<u>211,915</u>
Cost of revenue:			
Product	13,501	15,272	17,804
Service and other	74,330	58,842	48,059
Total cost of revenue	<u>87,831</u>	<u>74,114</u>	<u>65,863</u>
Gross margin	193,893	171,008	146,052
Research and development	32,488	29,510	27,195
Sales and marketing	25,654	24,456	22,759
General and administrative	7,223	7,609	7,575
Operating income	128,528	109,433	88,523
Other income (expense), net	(4,901)	(1,646)	788
Income before income taxes	123,627	107,787	89,311
Provision for income taxes	21,795	19,651	16,950
Net income	<u>\$ 101,832</u>	<u>\$ 88,136</u>	<u>\$ 72,361</u>
Earnings per share:			
Basic	\$ 13.70	\$ 11.86	\$ 9.72
Diluted	\$ 13.64	\$ 11.80	\$ 9.68
Weighted average shares outstanding:			
Basic	7,433	7,431	7,446
Diluted	7,465	7,469	7,472

Refer to accompanying notes.

# 微軟的收入認列

## **Revenue**

### ***Product Revenue and Service and Other Revenue***

Product revenue includes sales from operating systems, cross-device productivity and collaboration applications, server applications, business solution applications, desktop and server management tools, software development tools, video games, and hardware such as PCs, tablets, gaming and entertainment consoles, other intelligent devices, and related accessories.

Service and other revenue includes sales from cloud-based solutions that provide customers with software, services, platforms, and content such as Office 365, Azure, Dynamics 365, and gaming; solution support; and consulting services. Service and other revenue also includes sales from online advertising and LinkedIn.

### ***Revenue Recognition***

Revenue is recognized upon transfer of control of promised products or services to customers in an amount that reflects the consideration we expect to receive in exchange for those products or services. We enter into contracts that can include various combinations of products and services, which are generally capable of being distinct and accounted for as separate performance obligations. Revenue is recognized net of allowances for returns and any taxes collected from customers, which are subsequently remitted to governmental authorities.

### ***Nature of Products and Services***

Licenses for on-premises software provide the customer with a right to use the software as it exists when made available to the customer. Customers may purchase perpetual licenses or subscribe to licenses, which provide customers with the same functionality and differ mainly in the duration over which the customer benefits from the software. Revenue from distinct on-premises licenses is recognized upfront at the point in time when the software is made available to the customer. In cases where we allocate revenue to software updates, primarily because the updates are provided at no additional charge, revenue is recognized as the updates are provided, which is generally ratably over the estimated life of the related device or license.

Cloud services, which allow customers to use hosted software over the contract period without taking possession of the software, are provided on either a subscription or consumption basis. Revenue related to cloud services provided on a subscription basis is recognized ratably over

the contract period. Revenue related to cloud services provided on a consumption basis, such as the amount of storage used in a period, is recognized based on the customer utilization of such resources. When cloud services require a significant level of integration and interdependency with software and the individual components are not considered distinct, all revenue is recognized over the period in which the cloud services are provided.

Certain volume licensing programs, including Enterprise Agreements, include on-premises licenses combined with Software Assurance (“SA”). SA conveys rights to new software and upgrades released over the contract period and provides support, tools, and training to help customers deploy and use products more efficiently. On-premises licenses are considered distinct performance obligations when sold with SA. Revenue allocated to SA is generally recognized ratably over the contract period as customers simultaneously consume and receive benefits, given that SA comprises distinct performance obligations that are satisfied over time.

Revenue from search advertising is recognized when the advertisement appears in the search results or when the action necessary to earn the revenue has been completed. Revenue from consulting services is recognized as services are provided.

Our hardware is generally highly dependent on, and interrelated with, the underlying operating system and cannot function without the operating system. In these cases, the hardware and software license are accounted for as a single performance obligation and revenue is recognized at the point in time when ownership is transferred to resellers or directly to end customers through retail stores and online marketplaces.

中文翻譯：

以下為您提供專業、逐段的中文翻譯與解析（偏向財會／IFRS 語氣）：

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## ★Revenue（營收）

### Product Revenue and Service and Other Revenue

（產品收入以及服務與其他收入）

Product revenue 產品收入

產品收入包含下列項目的銷售收入：

- 作業系統
- 跨裝置的生產力與協作應用程式
- 伺服器應用程式
- 商業解決方案應用
- 桌面與伺服器管理工具
- 軟體開發工具
- 電玩遊戲
- 硬體產品，如：PC、平板電腦、遊戲及娛樂主機、其他智慧裝置與相關周邊配件

## Service and other revenue 服務與其他收入

服務與其他收入包括：

- 雲端解決方案及平台服務（如 Office 365、Azure、Dynamics 365、遊戲）
  - 技術支援與顧問諮詢服務
  - 線上廣告
  - LinkedIn
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## Item 8

# Revenue Recognition (收入認列)

收入在企業將承諾之產品或服務的**控制權**移轉給客戶時認列，金額為企業預期能夠因交換而收到的對價。

公司與客戶簽訂的合約通常包含多種產品或服務，其多數屬可明確區分之履約義務，因此以**個別履約義務**方式認列收入。收入金額為扣除退貨折讓及代收稅款後之淨額。

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## Nature of Products and Services (產品與服務性質)

### 1. On-premises software license (本地端授權)

這類授權讓客戶使用交付時版本的軟體，授權可能為：

- 永久授權 (perpetual license)
- 訂閱授權

收入認列方式：

- 對於可明確辨識的本地端授權 一次性在交付時點認列收入。
  - 若授權包含免費更新，與更新相關的收入則按更新提供期間採平均分攤認列。
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## 2. Cloud services (雲端服務)

客戶使用雲端託管軟體，不取得軟體本身。

依合約型態分為：

- **Subscription basis** (訂閱制)：收入在合約期間內採**直線法平均認列**。
- **Consumption basis** (依使用量)：如儲存空間使用量，收入依**實際使用量認列**。

若雲端服務與軟體高度整合且無法區分為不同履約義務，則採**單一履約義務處理**，並於提供雲端服務期間認列收入。

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## 3. Volume licensing with Software Assurance (SA)

某些大量授權契約 (如 Enterprise Agreement) 包含本地端授權與 Software Assurance (SA)。

SA 內容包括：

- 升級權
- 新版本更新
- 支援、工具與訓練服務

本地端授權可視為獨立履約義務；而分配給 SA 的收入一般採**合約期間平均分攤認列**，因客戶是持續取得服務效益。

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#### 4. Other revenue policies

- 搜尋廣告收入於廣告出現在搜尋結果或完成必要行動時認列。
- 顧問服務收入於服務實際提供期間認列。

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#### 5. Hardware + Operating system

某些硬體產品強烈依賴作業系統，無法單獨運作，因此視為**單一履約義務**，並於客戶取得所有權時認列收入（不論是經銷商、零售或線上商店）。

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