

FY'94 Channel Plan

MS7063449
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Worldwide

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Worldwide Financial Plan US\$
(in thousands)

	FC SWK	DEM	SWK	MFC	PSS	EE RAD	FLA	VP Hqmt	Total	No OTH
Revenue	266,093	31,048	279,332	0	0	0	0	0	779,935	18.2
Excel	11,048	179,332	190,380	0	0	0	0	0	748,752	2.2
Word	2,411	149,345	151,756	0	0	0	0	0	841,112	4.4
Project	105,644	1,868	107,512	0	0	0	0	0	107,512	2.6
	1,910,118	41,232	1,951,350	0	0	0	0	0	1,951,350	41.3
Desktop	75,007	1,449	76,457	0	0	0	0	0	76,457	1.9
Messaging	10,273	0	10,273	0	0	0	0	0	10,273	0.2
Connectivity	85,280	1,440	86,720	0	0	0	0	0	86,720	2.1
Workgroup	165,822	0	165,822	0	0	0	0	0	165,822	4.0
DBMS	107,888	656	108,544	0	0	0	0	0	107,888	2.8
Fox Pro	15,277	11	15,288	0	0	0	0	0	15,277	0.5
Alpha	58,479	936	59,415	0	0	0	0	0	58,479	1.4
CIS	409,290	1,623	410,913	0	0	0	0	0	410,913	10.0
Database	151,493	22,287	173,781	0	0	0	0	0	173,781	3.2
Work	28,439	2,417	30,856	0	0	0	0	0	28,439	0.7
Entry	212,198	29,172	241,370	0	0	0	0	0	241,370	5.8
Consumer	2,616,886	71,467	2,690,353	0	0	0	0	0	2,690,353	65.2
Total Applications	133,915	387,454	521,369	0	0	0	0	0	521,369	12.1
MS-DOS	17,923	0	17,923	0	0	0	0	0	17,923	0.3
Adv. Prod. envip	1,114	0	1,114	0	0	0	0	0	1,114	0.1
Adv. Consumer	185,131	250,324	435,455	0	0	0	0	0	435,455	10.8
Subscriptions	116,217	462,162	578,379	0	0	0	0	0	578,379	14.2
MS-DOS	216,443	38,749	255,192	0	0	0	0	0	255,192	6.2
MS-W	152,923	36,089	189,012	0	0	0	0	0	189,012	4.3
OO System	11,246	0	11,246	0	0	0	0	0	11,246	0.3
Audio	11,240	0	11,240	0	0	0	0	0	11,240	0.3
MS-574	76,217	1,643,932	1,720,149	0	0	0	0	0	1,720,149	21.1
Printing	41,670	0	41,670	0	0	0	0	0	41,670	1.0
Total Systems	1,416,723	790,184	2,206,907	0	0	0	0	0	2,206,907	54.4
Other public	0	0	0	0	0	0	0	0	0	0.0
Non-specific	0	0	0	0	0	0	0	0	0	0.0
Grass revenues	0	0	0	0	0	0	0	0	0	0.0
Revenue Adjustments	0	0	0	0	0	0	0	0	0	0.0
Allocate Non spec Revenue	0	0	0	0	0	0	0	0	0	0.0
Intercompany Sales	-10,000	0	-10,000	0	0	0	0	0	-10,000	-0.2
100 Royalty Revenue	4,000	0	4,000	0	0	0	0	0	4,000	0.1
100 Royalty Revenue from Subs	0	0	0	0	0	0	0	0	0	0.0
Belgium Revenue	105,658	0	105,658	0	0	0	0	0	105,658	2.6
Inter Bus Unit Royalties	0	0	0	0	0	0	0	0	0	0.0
Rebate	99,658	0	99,658	0	0	0	0	0	99,658	2.4
Total adjustments	3,337,064	790,184	4,127,248	0	0	0	0	0	4,127,248	100.0
Net revenue	3,337,064	790,184	4,127,248	0	0	0	0	0	4,127,248	100.0

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Worldwide Financial Plan US\$
 Fiscal Year 1994
 (in thousands)

	FC SLM	DEP	SLM	MI9	PSS	FE RLD	F&A	VP Mgmt	Total	No DEH
Cost of revenue										
Facel	110,195	0	110,195	0	0	0	0	0	110,195	3.3
Hard	105,486	0	105,486	0	0	0	0	0	105,486	2.6
Graphics	24,681	0	24,681	0	0	0	0	0	24,681	0.7
Project	4,021	0	4,021	0	0	0	0	0	4,021	0.1
DeActop	244,124	0	244,124	0	0	0	0	0	244,124	7.1
Messaging	8,799	0	8,799	0	0	0	0	0	8,799	0.3
Connectivity	111	0	111	0	0	0	0	0	111	0.0
Workgroup	8,930	0	8,930	0	0	0	0	0	8,930	0.3
IMS	17,055	0	17,055	0	0	0	0	0	17,055	0.5
FOX Pro	11,856	0	11,856	0	0	0	0	0	11,856	0.3
APPY	1,521	0	1,521	0	0	0	0	0	1,521	0.0
C. Eng.	18,589	0	18,589	0	0	0	0	0	18,589	0.6
Database	57,076	0	57,076	0	0	0	0	0	57,076	1.7
Works	13,918	0	13,918	0	0	0	0	0	13,918	0.4
Entry	11,995	0	11,995	0	0	0	0	0	11,995	0.3
MM M/H	2,111	0	2,111	0	0	0	0	0	2,111	0.1
Consumer	28,629	0	28,629	0	0	0	0	0	28,629	0.9
Total Applications	318,959	0	318,959	0	0	0	0	0	318,959	10.2
MS-POS	14,233	0	14,233	0	0	0	0	0	14,233	0.4
Adv. Prod. Dvlp	1,929	0	1,929	0	0	0	0	0	1,929	0.0
Adv. Comms	316	0	316	0	0	0	0	0	316	0.0
Subscriptions	30,081	0	30,081	0	0	0	0	0	30,081	0.7
Min. RT	24,361	0	24,361	0	0	0	0	0	24,361	0.6
OO Strat	54,904	17,813	72,717	0	0	0	0	0	72,717	1.8
Anal. Sys.	7,119	1,800	8,919	0	0	0	0	0	8,919	0.2
Printing	3,402	0	3,402	0	0	0	0	0	3,402	0.1
Total Systems	137,472	19,613	157,085	0	0	0	0	0	157,085	3.3
Other PM	8,930	0	8,930	0	0	0	0	0	8,930	0.3
Non-specific	485,321	19,613	504,934	12.2	0	0	0	0	504,934	14.5
Product cost of revenue										
Allocate Manuf. Prod. Cost	0	0	0	0	0	0	0	0	0	0.0
Inventory Carrying Costs	0	0	0	0	0	0	0	0	0	0.0
Manufacturing Variance	76	0	76	27,278	0	0	0	0	28,046	0.8
Inventory Adjustments	10,613	4,835	15,448	102,326	0	0	0	0	117,774	2.9
Freight, Freight Dist. & Other	0	0	0	0	0	0	0	0	0	0.0
Mfg. Distributions	34,455	0	34,455	6,142	0	0	0	0	40,597	1.2
Royalties	0	0	0	0	0	0	0	0	0	0.0
Intro. Inv. Unit Repetition	24,448	0	24,448	135,747	0	0	0	0	681,351	18.3
Total cost of revenue	2,805,908	765,716	3,571,624	-135,747	0	0	0	0	3,635,897	83.2
Gross Profit										

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