

## Amazon.com Announces Third Quarter Sales up 34% to \$43.7 Billion

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Amazon.com, Inc. (NASDAQ: AMZN) today announced financial results for its third quarter ended September 30, 2017. Operating cash flow increased 14% to \$17.1 billion for the trailing twelve months, compared with \$15.0 billion for the trailing twelve months ended September 30, 2016. Free cash flow decreased to \$8.1 billion for the trailing twelve months, compared with \$9.0 billion for the trailing twelve months ended September 30, 2016.

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Operating cash flow increased 14% to \$17.1 billion for the trailing twelve months, compared with \$15.0 billion for the trailing twelve months ended September 30, 2016. Free cash flow decreased to \$8.1 billion for the trailing twelve months, compared with \$9.0 billion for the trailing twelve months ended September 30, 2016. Free cash flow less lease principal repayments decreased to \$3.5 billion for the trailing twelve months, compared with \$5.3 billion for the trailing twelve months ended September 30, 2016. Free cash flow less finance lease principal repayments and assets acquired under capital leases decreased to an outflow of \$1.0 billion for the trailing twelve months, compared with an inflow of \$3.8 billion for the trailing twelve months ended September 30, 2016.

Common shares outstanding plus shares underlying stock-based awards totaled 503 million on September 30, 2017, compared with 496 million one year ago.

Net sales increased 34% to \$43.7 billion in the third quarter, compared with \$32.7 billion in third quarter 2016. Net sales includes \$1.3 billion from Whole Foods

Market, which Amazon acquired on August 28, 2017. Excluding Whole Foods Market and the \$124 million favorable impact from year-over-year changes in foreign exchange rates throughout the quarter, net sales increased 29% compared with third quarter 2016.

Operating income decreased 40% to \$347 million in the third quarter, compared with operating income of \$575 million in third quarter 2016. Operating income includes income of \$21 million from Whole Foods Market.

Net income was \$256 million in the third quarter, or \$0.52 per diluted share, compared with net income of \$252 million, or \$0.52 per diluted share, in third quarter 2016.

“In the last month alone, we’ve launched five new Alexa-enabled devices, introduced Alexa in India, announced integration with BMW, surpassed 25,000 skills, integrated Alexa with Sonos speakers, taught Alexa to distinguish between two voices, and more. Because Alexa’s brain is in the AWS cloud, her new abilities are available to all Echo customers, not just those who buy a new device,” said Jeff Bezos, Amazon founder and CEO. “And it’s working — customers have purchased tens of millions of Alexa-enabled devices, given Echo devices over 100,000 5-star reviews, and active customers are up

more than 5x since the same time last year.  
With thousands of developers and hardware  
makers building new Alexa skills and devices,

the Alexa experience will continue to get even  
better.”

Source: [Amazon](#)