

Salesforce, Inc. (CRM)

Technology / Software - Application · New York Stock Exchange



EQUITY FACTSHEET

Generated: 2026-Oct-18 · Market data through: 2026-10-16

LAST CLOSE	MARKET CAP	52-WK HIGH	TRAILING PE	GROSS MARGIN	ROE	PIOTROSKI	1-YR RETURN
\$240.70	\$198.1B	\$269.11	21.9	77.3%	20%	6/9	-2.0%
2026-10-16	VOLUME	52-WK LOW	P/S	NET MARGIN	ROIC	ALTMAN Z	5-YR RETURN
	8.3M	\$146.32	4.51	22.0%	9%	2.8	+67.4%

Salesforce, Inc. is a leading provider of customer relationship management (CRM) solutions, dedicated to connecting businesses and their clientele on a global scale. At its core, the Customer 360 platform empowers organizations to create seamless, integrated experiences for their customers. The company's extensive suite of services encompasses a wide array of functionalities: Sales: Tools designed to manage sales pipelines, track leads, forecast opportunities, extract data-driven insights through analytics, and streamline the creation of quotes, contracts, and invoices. Service: Capabilities enabling companies to deliver highly personalized, trustworthy, and scalable customer support. Platform: A versatile development environment, featuring intuitive drag-and-drop tools, that allows businesses of diverse sizes, locations, and industries to build tailored applications, thereby strengthening customer relationships. Learning: An online educational platform providing accessible training to acquire sought-after Salesforce skills. Slack: A comprehensive system for team collaboration and engagement. Marketing: Solutions for strategizing, personalizing, and optimizing individual customer marketing journeys. Commerce: Offerings that unify customer interactions across various channels, including mobile, web, social media, and physical retail stores. Tableau: A complete analytics solution addressing a broad spectrum of enterprise data analysis needs. MuleSoft: An integration platform designed to unlock and connect data residing across an organization's various systems. Salesforce's offerings cater to numerous sectors, such as financial services, healthcare, life sciences, and manufacturing, among others. Beyond its core products, the company also provides professional services and conducts both in-person and online courses to certify customers and partners in the architecture, administration, deployment, and development of its services. Its solutions are distributed through direct sales channels, as well as a network of consulting firms, systems integrators, and other strategic partners. Established in 1999, Salesforce, Inc. maintains its headquarters in San Francisco, California.

SECTOR Technology INDUSTRY Software - Application EXCHANGE NYSE MARKET CAP \$198.1B EMPLOYEES 83,334 (SEC-filed) CEO Marc R. Benioff
IPO 2004-06-23 COUNTRY US
Salesforce Tower, San Francisco, CA 94105 · Tel 415 901 7000 · [salesforce.com](https://www.salesforce.com)

1 INSIDERSTREET SCORE

INSIDERSTREET SCORE

72 / 100

Street mean \$259.22 (9 analysts, last qtr) — their number, not ours

INSIDER CONSENSUS SIGNAL

NET BUYING

\$2.0M open-market purchases vs \$1.2M sales / 6 mo

2 PRICE AND VOLUME

adjusted close, prod data layer

1 Year vs S&P 500 · CRM -2.0% · S&P 500 +15.9% · spread -17.9pp



7 Years vs S&P 500 · CRM +67.4% · S&P 500 +189.9% · spread -122.5pp



Both charts indexed to 100 at the start of their window and drawn on a single shared scale, so the gap to the benchmark is the gap you see. Adjusted closes throughout.

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3 INSIDERSTREET SCORE live IS factor model

INSIDERSTREET
SCORE
72
OF 100

Score Breakdown

Profitability	77/100
Growth	66/100
Momentum	92/100
Quality	78/100
Earnings Quality	74/100
Balance Sheet	58/100
Value	57/100
Risk (safety)	50/100
Overall	72.5/100

Each component is a diagnostic reading on its own 0-100 scale. The overall score is computed separately from the underlying financials and is **not** the average of the rows above — components are not equally weighted and three of them (Momentum, Value, Risk) are derived partly from price rather than from the business.

Peer Comparison — IS Score

SYMBOL	IS SCORE
SHOP	68
NOW	66
UBER	62
ADP	54
SNOW	58
ADBE	79
CRM	72

IS Score Trend — quarterly



4 TWO READINGS business vs price

BUSINESS QUALITY
72 / 100
IS Score 72.5 / 100 · -4.8 from peak of 77

Fundamental factor model, quarterly. Measures how the business is doing - not where the price is going.

PRICE STRUCTURE
BULLISH
Technical Score 74 / 100 · Power +49 · 19 of 22 indicator votes bullish

Vote share across trend, momentum, volume, volatility and pattern families. Describes where the price is, not where it is going.

Both readings sit above the midpoint — business quality at 72 and price structure at 74 out of 100 — so they are not in conflict. The fundamentals and the tape are saying the same thing, which is the case in which either one alone would have been enough.

5 WHAT WOULD CHANGE OUR MIND falsifiable - check us next quarter

TRIGGER	WHERE IT STANDS NOW	WHAT IT WOULD MEAN
IS Score reaches 75 and holds two consecutive quarters	now 72.5	would move us up one band
IS Score stops falling - one quarter higher than the prior	last four: 76 → 75 → 70 → 72	the direction matters more than the level
Technical vote share back above 50%	now 91%	price structure no longer broken
Institutional holder count rises two quarters running	peak 3,082 → now 2,482	fewer institutions willing to hold is our clearest warning

We publish these so the view can be shown to be wrong. If none of them move and our reading does, we owe you an explanation.

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This page is InsiderStreet's own reading, produced from the data in the rest of this document. It is not a price target and not investment advice. Analyst consensus and street price targets appear later under their own heading and are the street's numbers, not ours.

6 SMART MONEY CONFLUENCE

EDGE · disclosure sources

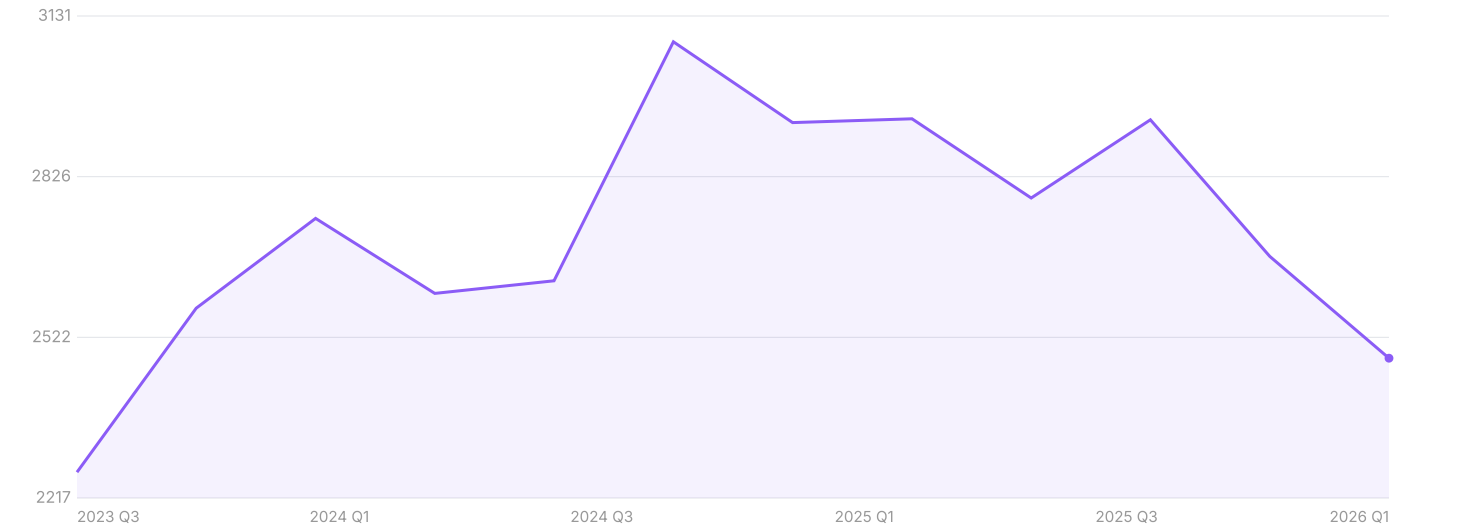
SITE CONVERGENCE SCORE 3 of 4 top 4% of 29,420 symbols	SOURCES ALIGNED — of 3 independent disclosures	CONGRESS (180D) 8 buys 2026-08-14	INSIDER BUYS (180D) 1 \$1.0M
ETF FUNDS (30D) 1658 up / 1375 down net +283 funds			

Congressional and insider figures are disclosed purchases in the trailing 180 days; ETF figures are COUNTS OF FUNDS whose holding changed in 30 days, not dollars. Coincidence of separate disclosures, not coordination. An absent source means nothing qualifying was disclosed in its window.

7 INSTITUTIONAL OWNERSHIP - 12-QUARTER TREND

13F · filed 45 days after quarter end

Institutions holding — 12 quarters



Peak 3,082 · latest 2,482 (~600 from peak).

QUARTER	HOLDERS	13F SHARES	VALUE	REPORTED OWN%
2026 Q2	2,482	706.8M	\$107.9B	86.2%
2026 Q1	2,675	737.9M	\$135.6B	90.0%
2025 Q4	2,934	809.5M	\$196.9B	98.7%
2025 Q3	2,786	764.1M	\$176.0B	93.2%
2025 Q2	2,936	770.7M	\$205.4B	94.0%
2025 Q1	2,929	783.2M	\$204.1B	95.5%
2024 Q4	3,082	774.6M	\$250.9B	94.5%
2024 Q3	2,629	763.7M	\$201.8B	93.1%
2024 Q2	2,605	773.5M	\$192.1B	94.3%
2024 Q1	2,747	783.7M	\$225.6B	95.6%
2023 Q4	2,577	781.7M	\$196.3B	95.3%
2023 Q3	2,266	763.0M	\$148.6B	93.0%

How to read ownership above 100%. A 13F reports the positions a manager has investment discretion over, and where two or more managers share discretion over the same block, each one reports it. Summed across filers, the total can therefore exceed the shares actually outstanding without anything being wrong. We publish the figure as filed rather than netting it down, and flag separately any quarter where the arithmetic is not merely high but impossible.

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8 INSIDER ACTIVITY

live Form 4 data

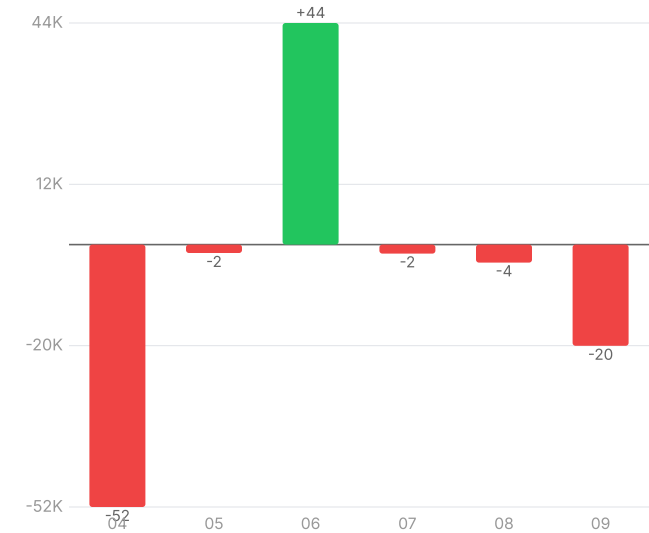
INSIDER	ROLE	DATE	TYPE	SHARES	VALUE	POST-TXN OWNED
Milano Miguel	President and COO	2026-09-22	EXERCISE	1,015	—	33,234
Milano Miguel	President and COO	2026-09-22	TAX W/H	400	\$0.09M	32,834
Milano Miguel	President and COO	2026-09-22	EXERCISE	1,526	—	34,360
Milano Miguel	President and COO	2026-09-22	TAX W/H	601	\$0.14M	33,759
Milano Miguel	President and COO	2026-09-22	EXERCISE	1,015	—	6,093
Milano Miguel	President and COO	2026-09-22	EXERCISE	1,526	—	15,259
Washington Robin L	director, President and COFO	2026-09-22	EXERCISE	1,831	—	50,658
Washington Robin L	director, President and COFO	2026-09-22	TAX W/H	908	\$0.21M	49,750

9 SELL DECOMPOSITION — ROUTINE VS. DISCRETIONARY

EDGE

6-MO DECOMPOSITION (FORM 4)	TXNS	SHARES	VALUE	SIGNAL WEIGHT
S — Open-market sales	2	4,500	\$1.2M	Counted
P — Open-market purchases	4	9,317	\$2.0M	Counted
M — Exercises (paired A/D)	54	80,157	—	None — mechanics
F — Tax withholding	42	97,717	\$19.6M	None — compensation
G — Gifts	1	16,000	—	None

Monthly Net Insider Flow (000 shares)



Net of acquisitions minus dispositions, all Form 4 types.

Signal Summary

SIGNAL Net Buying	OPEN-MARKET SELLS \$1.2M 2 txns / 6 mo	OPEN-MARKET BUYS \$2.0M 4 txns / 6 mo	CLUSTER None active 3+ insiders / 21 days
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10 FORM 144 PLANNED-SALE PIPELINE

live EDGAR data

FILED	FILER	SHARES REGISTERED	EST. PROCEEDS
2026-09-04	Craig Conway	4,500	\$1.2M
2026-08-27	Sundeep Reddy	5,250	\$1.2M
2026-01-14	Neelie Kroes	3,893	\$0.9M
2025-12-02	Parker Harris	134,662	\$31.6M
Trailing 12 mo	5 filings	200,177	\$47M

11 13D / 13G STAKES

COND

FILED	FORM	REPORTING PERSON	% OF CLASS	SHARES
2026-04-30	SCHEDULE 13G	Vanguard Capital Management	7.42%	68.6M sh

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12 CONGRESSIONAL TRADING					EDGE · STOCK Act
MEMBER	CHAMBER	TRADE	SIZE BAND	TRADED	DISCLOSED
Maria Elvira Salazar	House	SELL	\$1,001 - \$15,000	2026-09-24	2026-10-08
Tony Wied	House	BUY	\$15,001 - \$50,000	2026-08-14	2026-09-07
Ro Khanna	House	BUY	\$1,001 - \$15,000	2026-08-10	2026-09-07
Alan Armstrong	Senate	BUY	\$1,001 - \$15,000	2026-03-27	2026-07-21
Alan Armstrong	Senate	BUY	\$1,001 - \$15,000	2026-03-27	2026-07-20
Markwayne Mullin	Senate	BUY	\$15,001 - \$50,000	2025-12-29	2026-01-16
HOUSE 12-MO 38 trades 20 purchases		SENATE 12-MO 10 trades 4 purchases		COVERAGE STOCK Act filings 30-45 day disclosure lag	

13 INSTITUTIONAL OWNERSHIP & 13F FLOW				live 13F data
13F FILERS (LAST COMPLETE Q) 2,675	13F SHARES 738M 90.0% of shares out	NEW / CLOSED 242 / 447 positions, QoQ	INCREASED / REDUCED 1,071 / 1,165 positions, QoQ	
PUT/CALL (13F) 0.80 option positions	FREE FLOAT 96.8% 797M sh			

2.8 · Largest Reporting 13F Managers

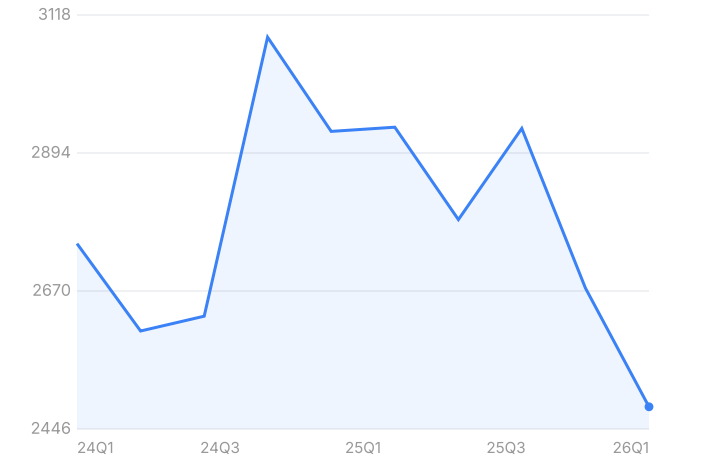
MANAGER	SHARES	VALUE
Sustainable Growth Advisers, Lp	1.0M	\$232M
Assenagon Asset Management S.A.	917,593	\$211M
Fort Washington Investment Advisor	874,178	\$201M
Vontobel Holding Ltd.	632,715	\$145M
Douglas Lane & Associates, Llc	367,924	\$84M
Banque Pictet & Cie Sa	339,496	\$78M

EDGAR 13F holdings as of 2026-09-30; filer values normalized to dollars.

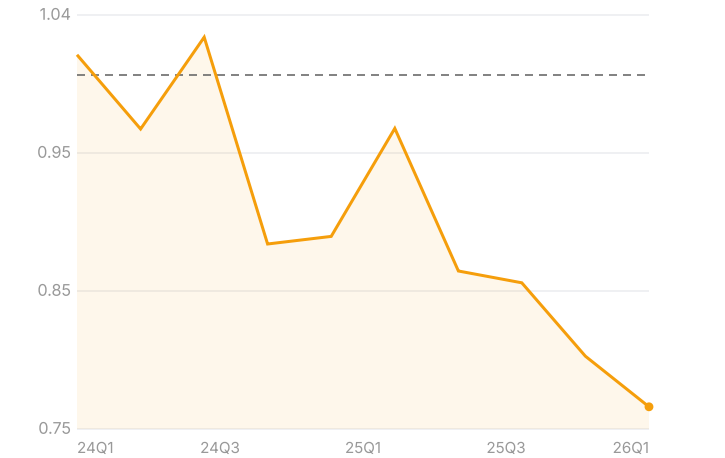
2.9 · Top ETF & Fund Ownership

FUND	WEIGHT	POSITION
VITSX	0.2%	\$5.7B
VTI	0.2%	\$5.7B
VTSAX	0.2%	\$5.7B
VSMPX	0.2%	\$5.7B
VOO	0.3%	\$4.9B
VFINX	0.3%	\$4.9B

13F Filers Holding CRM — quarterly



Institutional Put/Call — quarterly

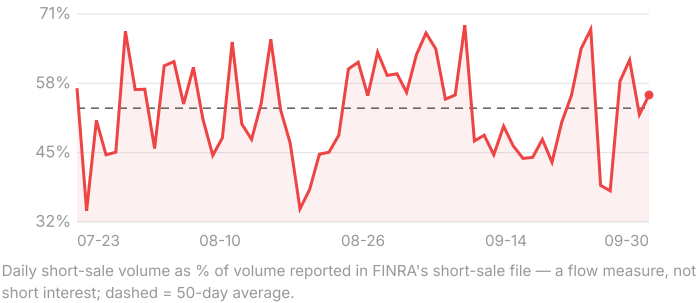


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14 SHORT VOLUME — DAILY, 60 SESSIONS

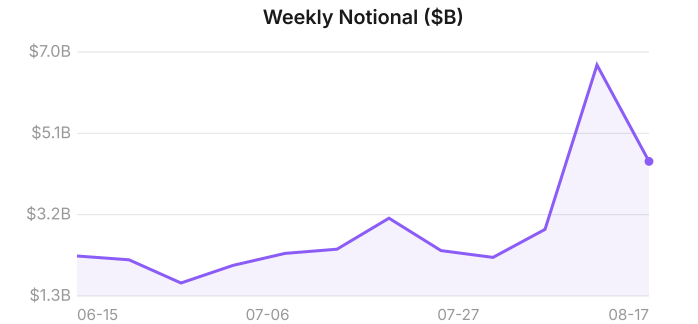
EDGE · live FINRA feed



LATEST SESSION 55.6% 2026-10-15	20-DAY AVG 51.2% 50-day 53.1%	TREND Falling 20d vs 50d	BY MARKET CENTER Q: 56% · N: 62% · B: 41% latest session
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15 DARK POOL ACTIVITY

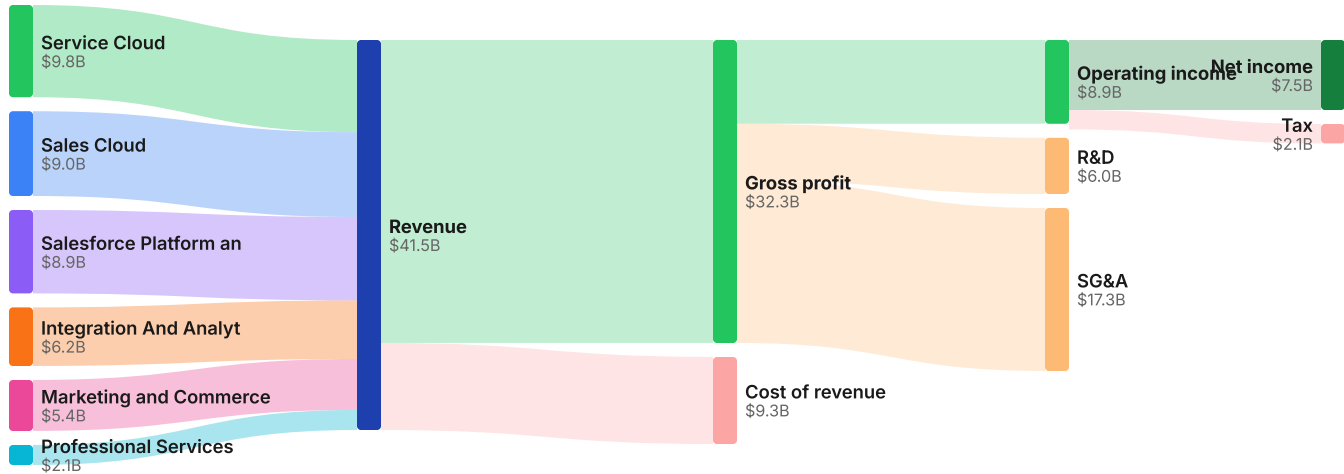
EDGE · live ATS data



Where CRM Trades in the Dark		
ATS VENUE (4-WK)	SHARES	AVG TRADE
Incr Intelligent Cross Llc	13.8M	65 sh
Ubsa Ubs Ats	12.1M	69 sh
Sgmt Sigma X2	7.3M	65 sh
Ebxl Level Ats	6.1M	38 sh
Mlix Instinct X	4.8M	76 sh
Pure Purestream	4.3M	55 sh

16 REVENUE FLOW — FY2026

live segmentation + income data



17 GEOGRAPHIC REVENUE

live segmentation

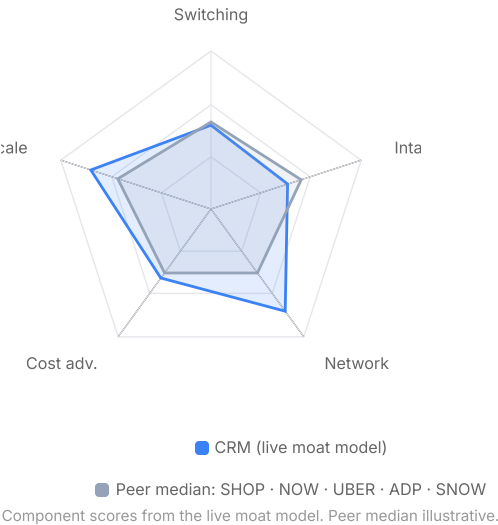
REGION	REVENUE	SHARE
Americas	\$27.2B	65%
Europe	\$10.0B	24%
Asia Pacific	\$4.3B	10%

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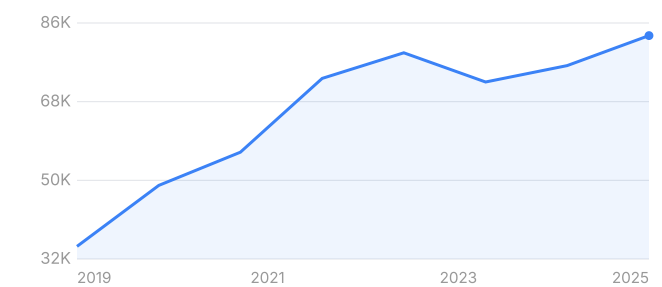
18 MOAT & COMPETITIVE POSITION

LIVE MODEL · 61/100 NARROW

Moat score 61/100 — Narrow; primary source Network Effects.



3.8 · Employees (SEC filings)



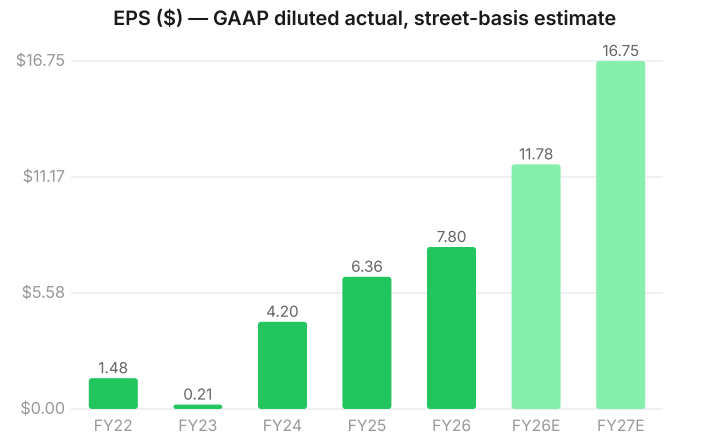
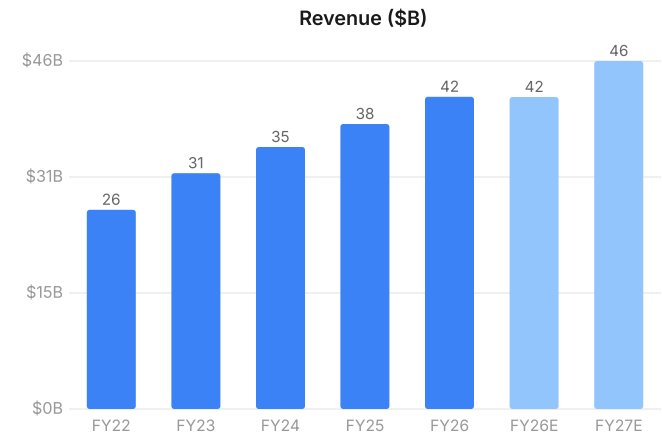
19 CORPORATE INFORMATION — KEY OFFICERS

83,334 employees

OFFICER	TITLE
Robin L. Washington	President, Chief Operating & Financial Officer and Director
Marc R. Benioff	Co - Founder, Chairman & Chief Executive Officer
Alexa Vignone	President & Chief Revenue Officer
Miguel Milano	President & COO

20 REVENUE & EPS — HISTORY AND ESTIMATES

live consensus

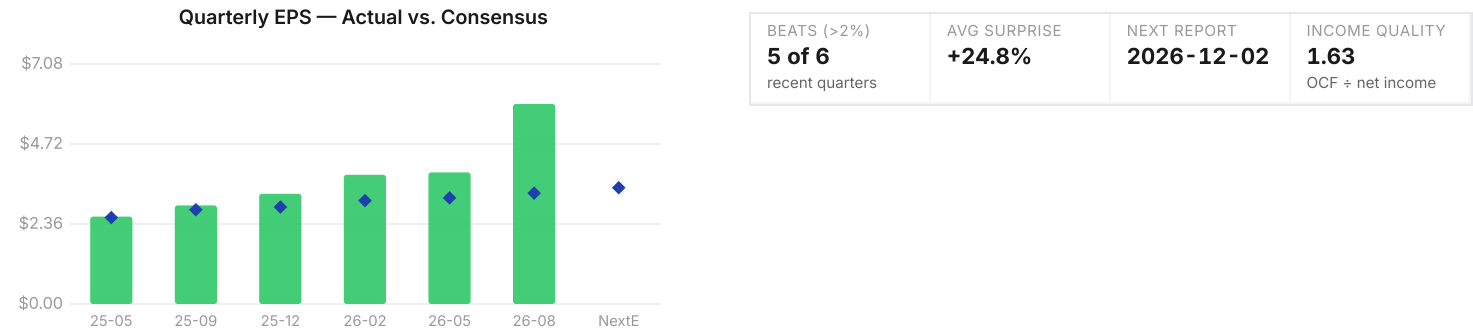


Actual bars are GAAP diluted EPS from the filed income statement; the lighter forward bars are street-basis consensus. The two are different measures and are not comparable quarter to quarter.

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21 ESTIMATE VS. ACTUAL & SURPRISES

live data



22 REPORTED VS. CONSENSUS — FULL HISTORY

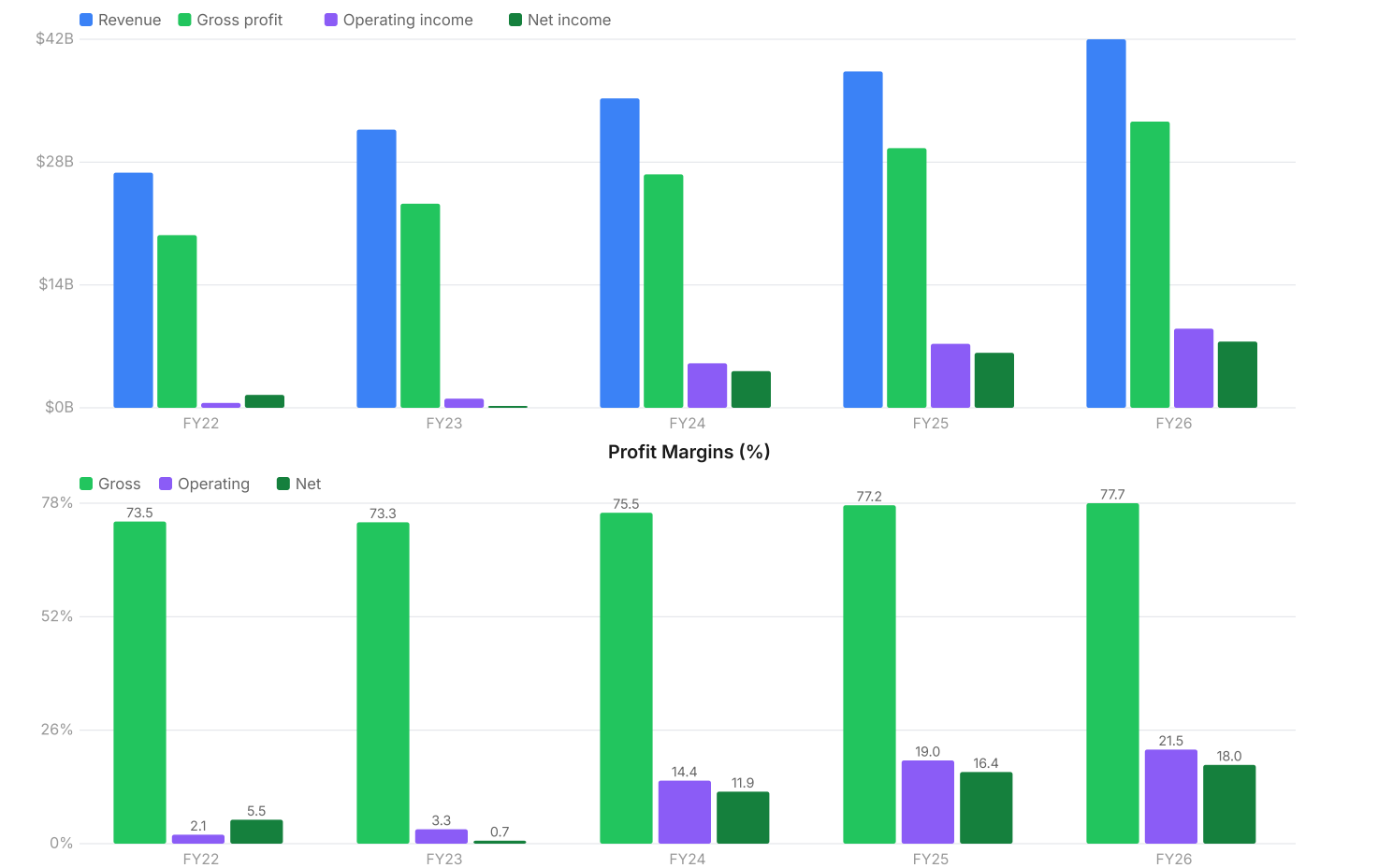
0 quarters · live data

BEAT RATE —% 0 of 0 quarters		CURRENT STREAK 0 longest 0		AVG EPS SURPRISE —% median —%		SURPRISE TREND — last 4 vs prior 4	
PERIOD	EPS EST.	EPS ACTUAL	EPS SURPRISE	REV EST. (\$M)	REV ACTUAL (\$M)	REV SURPRISE	

Announcement dates to . Consensus as it stood at each report. Revenue surprise shown where both estimate and actual are filed. A beat record is history, not a forecast.

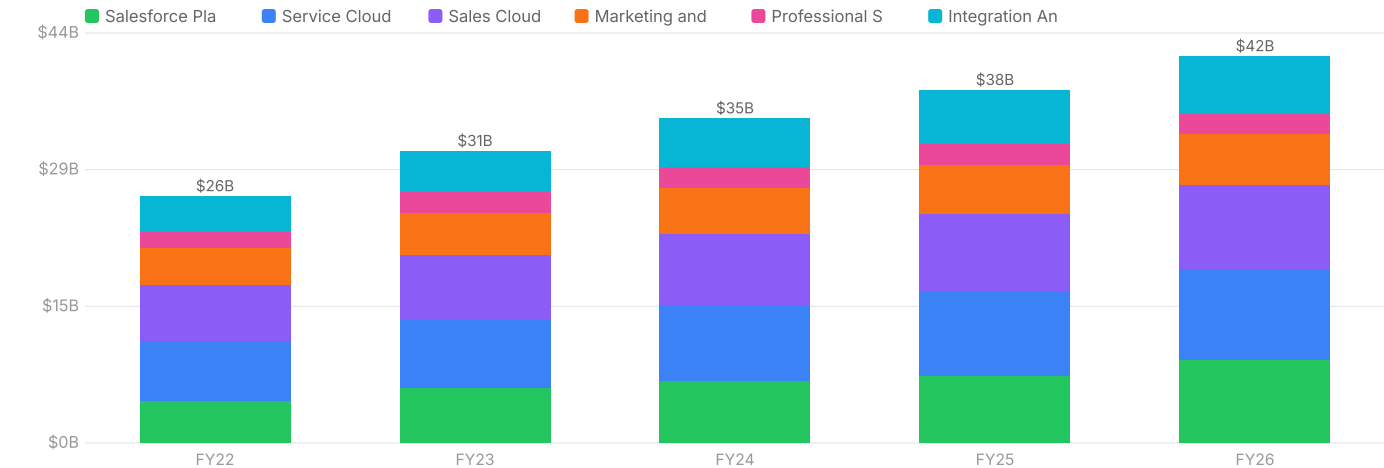
INCOME TRENDS — 5 YEAR

live financials



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Revenue by Segment — Stacked



Live segmentation data.

YoY Growth Heatmap — Income Lines

YOY GROWTH	FY22	FY23	FY24	FY25	FY26
Revenue	+24.7%	+18.3%	+11.2%	+8.7%	+9.6%
Gross profit	+23.1%	+18.1%	+14.5%	+11.2%	+10.3%
Operating income	+20.4%	+88.0%	+386.5%	+43.8%	+23.8%
Net income	-64.5%	-85.6%	+1888.5%	+49.8%	+20.3%

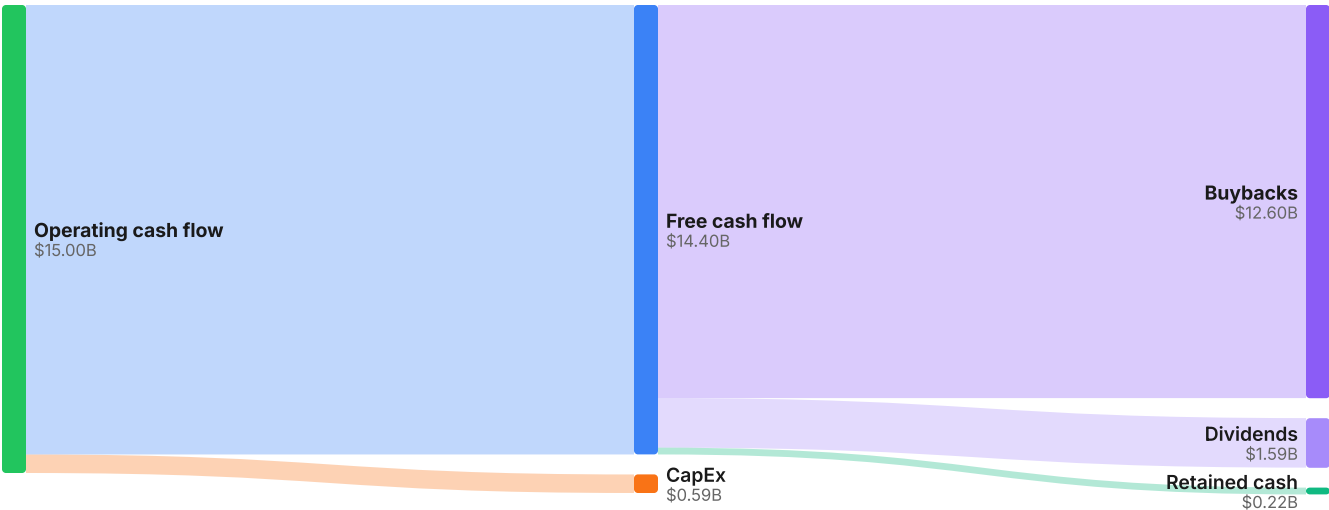
23 INCOME STATEMENT — FULL						live financials
\$B · FY ENDS	FY22	FY23	FY24	FY25	FY26	TREND
Revenue	26.5	31.4	34.9	37.9	41.5	
Cost of revenue	7.0	8.4	8.5	8.6	9.3	
Gross profit	19.5	23.0	26.3	29.3	32.3	
R&D expense	4.5	5.1	4.9	5.5	6.0	
SG&A expense	14.5	16.1	15.4	16.1	17.3	
Operating income	0.5	1.0	5.0	7.2	8.9	
EBITDA	3.8	5.6	9.2	11.1	13.2	
D&A	3.3	3.8	3.2	3.5	3.6	
Pretax income	1.5	0.7	5.0	7.4	9.5	
Income tax	0.1	0.5	0.8	1.2	2.1	
Net income	1.4	0.2	4.1	6.2	7.5	
Diluted EPS (\$)	1.48	0.21	4.20	6.36	7.80	
Diluted shares (M)	974	997	984	974	956	

CASH FLOW TRENDS						live data
OPERATING CF	CAPEX	FREE CASH FLOW	SBC	BUYBACKS	NET CASH CHANGE	
 \$15B	 \$1B	 \$14B	 \$4B	 \$13B	 \$-2B	

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WHERE THE CASH WENT — FY2026

cash Sankey, live data



Balance Sheet — Full

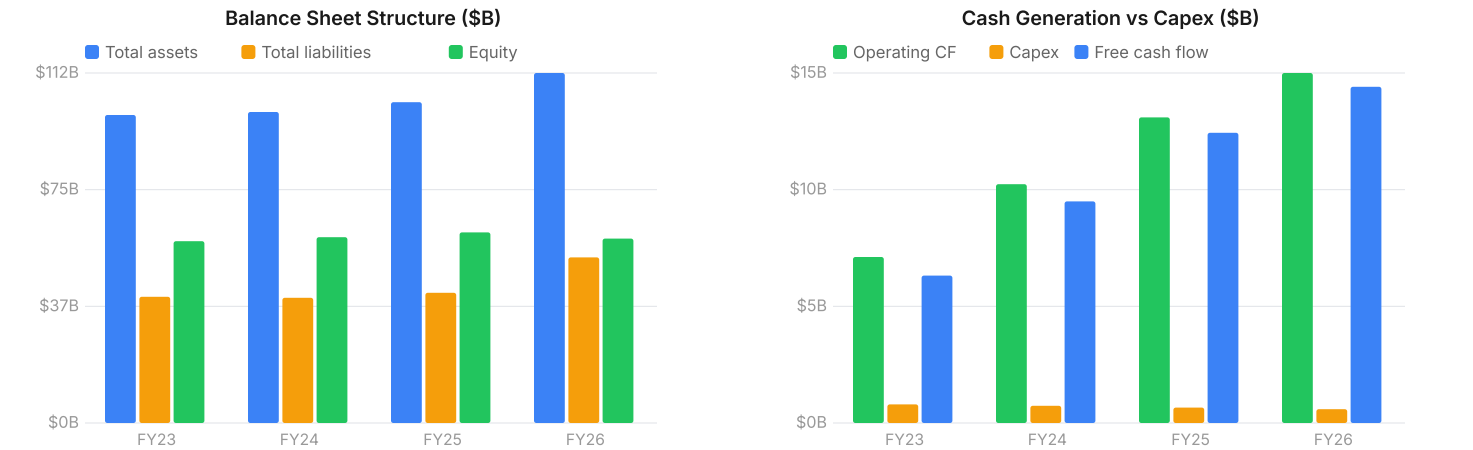
\$B	FY23	FY24	FY25	FY26	
Cash & equivalents	7.0	8.5	8.8	7.3	
ST investments	5.5	5.7	5.2	2.2	
Receivables (net)	10.8	11.4	11.9	14.3	
Total current assets	26.4	29.1	29.7	28.2	
PP&E (net)	6.6	6.1	5.4	5.1	
Goodwill + intangibles	55.7	53.9	55.7	64.8	
Total assets	98.8	99.8	102.9	112.3	
Accounts payable	0.0	0.0	0.0	0.0	
Short-term debt	1.2	1.0	0.0	4.0	
Deferred revenue	17.4	19.0	20.7	24.3	
Total current liabilities	25.9	26.6	28.0	37.1	
Long-term debt	9.4	8.4	8.4	10.4	
Total liabilities	40.5	40.2	41.8	53.2	
Shareholders' equity	58.4	59.6	61.2	59.1	

Cash Flow Statement — Full

\$B	FY23	FY24	FY25	FY26	
Net income	0.2	4.1	6.2	7.5	
D&A	3.8	4.0	3.5	3.6	
Stock-based compensation	3.3	2.8	3.2	3.5	
Working capital change	(2.1)	(2.9)	(2.0)	(0.5)	
Operating cash flow	7.1	10.2	13.1	15.0	
Capital expenditures	(0.8)	(0.7)	(0.7)	(0.6)	
Investing cash flow	(2.0)	(1.3)	(3.2)	(8.6)	
Buybacks	(4.0)	(7.6)	(7.8)	(12.6)	
Dividends paid	0.0	0.0	(1.5)	(1.6)	
Debt issuance / (repay)	(0.4)	(1.8)	(1.6)	5.4	
Financing cash flow	(3.6)	(7.5)	(9.4)	(8.1)	
Free cash flow	6.3	9.5	12.4	14.4	

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24 EXPANDED RATIO ANALYSIS (I)							live ratio engine · profitability · valuation
RATIO	FY22	FY23	FY24	FY25	FY26	TTM	TREND
PROFITABILITY							
ROE	2.9%	0.4%	7.0%	10.3%	12.4%	20%	
ROA	1.8%	0.2%	4.2%	6.1%	6.9%	8.8%	
ROIC	0.8%	0.5%	7.2%	10.3%	10.5%	8.7%	
Gross margin	73.5%	73.3%	75.5%	77.2%	77.7%	77.3%	
Operating margin	2.1%	3.3%	14.4%	19.0%	21.5%	21.4%	
Net margin	5.5%	0.7%	11.9%	16.4%	18.0%	22.0%	
EBITDA margin	14.5%	18.0%	26.5%	29.4%	31.7%	38.2%	
FCF margin	19.9%	20.1%	27.2%	32.8%	34.7%	—	
VALUATION							
P/E	156.93	785.07	66.00	53.36	26.76	21.9	
P/B	3.90	2.80	4.58	5.41	3.37	5.1	
P/S	8.55	5.21	7.83	8.73	4.81	4.51	
P/FCF	42.89	25.87	28.74	26.59	13.86	13.1	
EV/EBITDA	59.82	29.21	27.24	29.44	16.28	13.8	
EV/Revenue	8.68	5.26	7.79	8.66	4.99	5.3	
Earnings yield	0.6%	0.1%	1.5%	1.9%	3.7%	4.90%	
FCF yield	2.3%	3.9%	3.5%	3.8%	7.2%	7.65%	

EXPANDED RATIO ANALYSIS (II)							leverage · solvency
RATIO	FY22	FY23	FY24	FY25	FY26	TTM	TREND
LEVERAGE & SOLVENCY							
Current ratio	1.05	1.02	1.09	1.06	0.76	0.84	
Quick ratio	1.05	1.02	1.09	1.06	0.76	0.84	
Debt / equity	0.24	0.24	0.21	0.19	0.29	1.09	
Debt / assets	14.7%	14.3%	12.6%	11.1%	15.3%	38.1%	
Net debt / EBITDA	0.90	0.28	-0.16	-0.24	0.60	1.99	
Interest coverage	—	—	42.85	37.76	45.02	—	

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EXPANDED RATIO ANALYSIS (III)							efficiency · growth · per-share · scores
RATIO	FY22	FY23	FY24	FY25	FY26	TTM	TREND
EFFICIENCY							
Asset turnover	0.33	0.32	0.35	0.37	0.39	0.40	
Receivables turnover	3.02	3.06	3.14	3.24	3.16	7.0	
DSO (days)	121	119	116	112	116	53	
DPO (days)	113	0	0	0	0	257	
Cash conversion cycle	8	119	116	112	116	-204	
GROWTH (YoY)							
Revenue growth	24.7%	18.3%	11.2%	8.7%	9.6%	—	
Net income growth	-64.5%	-85.6%	1888.5%	49.8%	20.3%	—	
EPS growth	-66.2%	-85.6%	1890.5%	51.2%	24.7%	—	
FCF growth	29.1%	19.5%	50.5%	30.9%	15.8%	—	
PER SHARE (\$)							
EPS (diluted, TTM)	1.46	0.21	4.21	6.36	7.93	11.78	
Book value / share	58.96	59.31	60.68	62.81	62.92	46.80	
Revenue / share	26.87	31.86	35.46	38.91	44.18	53.58	
FCF / share	5.36	6.42	9.66	12.77	15.32	18.48	
Cash / share	10.69	12.71	14.44	14.41	10.18	13.91	
SHAREHOLDER RETURN & SCORES							
Buyback yield	0.0%	2.4%	2.8%	2.4%	6.3%	23.21%	
Altman Z-Score	4.09	2.91	4.82	5.61	3.07	2.8	
Piotroski F-Score	4	7	9	8	6	6/9	
Beneish M-Score	-2.29	-2.71	-2.72	-2.74	-2.57	-2.54	

25 EARNINGS QUALITY PANEL				live scores
MODEL	SCORE	ZONE	NOTE	
Piotroski F-Score	6 / 9	Middling		
Altman Z-Score	2.8	Grey zone	Grey	
Income quality	1.63	Cash-backed	OCF ÷ net income	
Beneish M-Score	-2.54	Non-manipulator	vs -2.22 threshold	

26 DUPONT & GROWTH QUALITY				live analysis engine
DUPONT DECOMPOSITION (TTM)		VALUE	GROWTH QUALITY (LIVE)	VALUE
Tax burden		0.78	Revenue stability	0.99
Interest burden		0.97	Earnings stability	0.81
Operating margin		29.2%	Earnings persistence	0.82
Asset turnover		0.42×	Revenue CAGR 3y	9.9%
Financial leverage		2.08×	EPS CAGR 3y	94.5%
= ROE		19%	FCF CAGR 3y	26.1%

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SHAREHOLDER RETURN PROFILE live

BUYBACK YIELD 23.21%	DIVIDEND YIELD 0.72%	TOTAL SHAREHOLDER RETURN 23.83% cash yield	SBC / REVENUE 8.3% dilution pressure
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27 MULTIPLE HISTORY — FY SNAPSHOTS + TTM live ratio engine



28 PEER COMPARISON live peer engine

COMPANY	MKT CAP	P/E	ROE	NET MARGIN	REV GROWTH	PIOTROSKI	1-YR RET
SHOP	\$220.0B	113.8	16%	41.9%	+32.5%	7/9	+8.3%
NOW	\$146.8B	88.2	14%	7.5%	+22.2%	5/9	-20.6%
UBER	\$143.7B	15.2	38%	16.9%	+16.7%	6/9	-24.0%
ADP	\$114.5B	26.3	72%	17.9%	+6.7%	6/9	+3.8%
SNOW	\$108.3B	-96.5	-48%	-12.4%	+32.0%	5/9	—
ADBE	\$95.4B	13.7	62%	27.0%	+12.0%	7/9	—
APP	\$89.4B	20.4	204%	65.8%	+37.9%	9/9	—
DDOG	\$88.7B	497.0	5%	4.0%	+31.5%	6/9	—

1-yr returns computed from adjusted price history; peers without a tracked series show —.

29 ANALYST CONSENSUS & ESTIMATES live consensus

Buy

98 Analysts

Str Sell (0)

Sell (2)

Hold (21)

Buy (73)

Str Buy (2)

MEAN TARGET (QTR)	TARGET VS. PRICE	NEXT REPORT
\$259.22 9 targets	+7.7% last-quarter mean	2026-12-02 street \$3.43

CONSENSUS ESTIMATES	REVENUE MEAN	HIGH / LOW	EPS MEAN	HIGH / LOW	# EPS EST.
FY2026	\$41.50B	\$41.55B / \$41.30B	\$11.78	\$11.81 / \$11.77	35
FY2027	\$46.28B	\$46.45B / \$46.08B	\$16.75	\$17.05 / \$16.71	32
FY2028	\$50.87B	\$51.90B / \$50.12B	\$16.07	\$17.87 / \$15.00	32

30 STREET TARGETS & THIRD-PARTY RATING live targets + composite

Street Price Target — Trajectory

WINDOW	AVG TARGET	VS. PRICE	# TARGETS
Last Quarter	\$259.22	+7.7%	9
Last Year	\$273.14	+13.5%	22
All Time	\$268.17	+11.4%	185

Rolling mean of published targets vs. last close \$240.70. Aggregated from StreetInsider, Benzinga, Pulse 2.0.

Third-Party Composite Rating

B+

DCF 4/5

ROE 5/5

ROA 4/5

DEBT/EQ 1/5

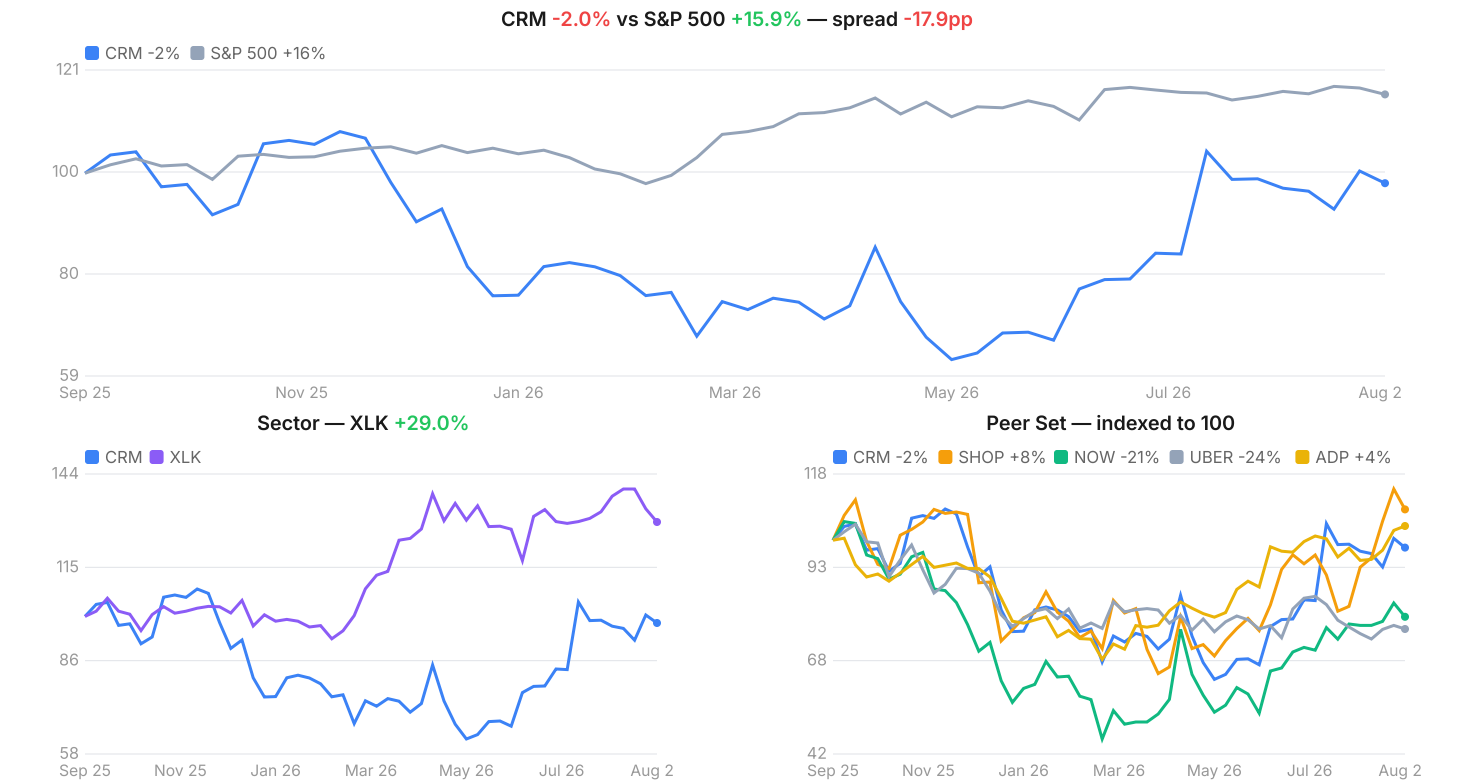
P/E 3/5

P/B 2/5

Independent quant composite as of 2026-10-16; components scored 1-5 (5 best). Shown for contrast with the InsiderStreet Score — methodologies differ.

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31 PRICE PERFORMANCE — INDEXED, 12 MOlive prices · benchmark + sector + peer set



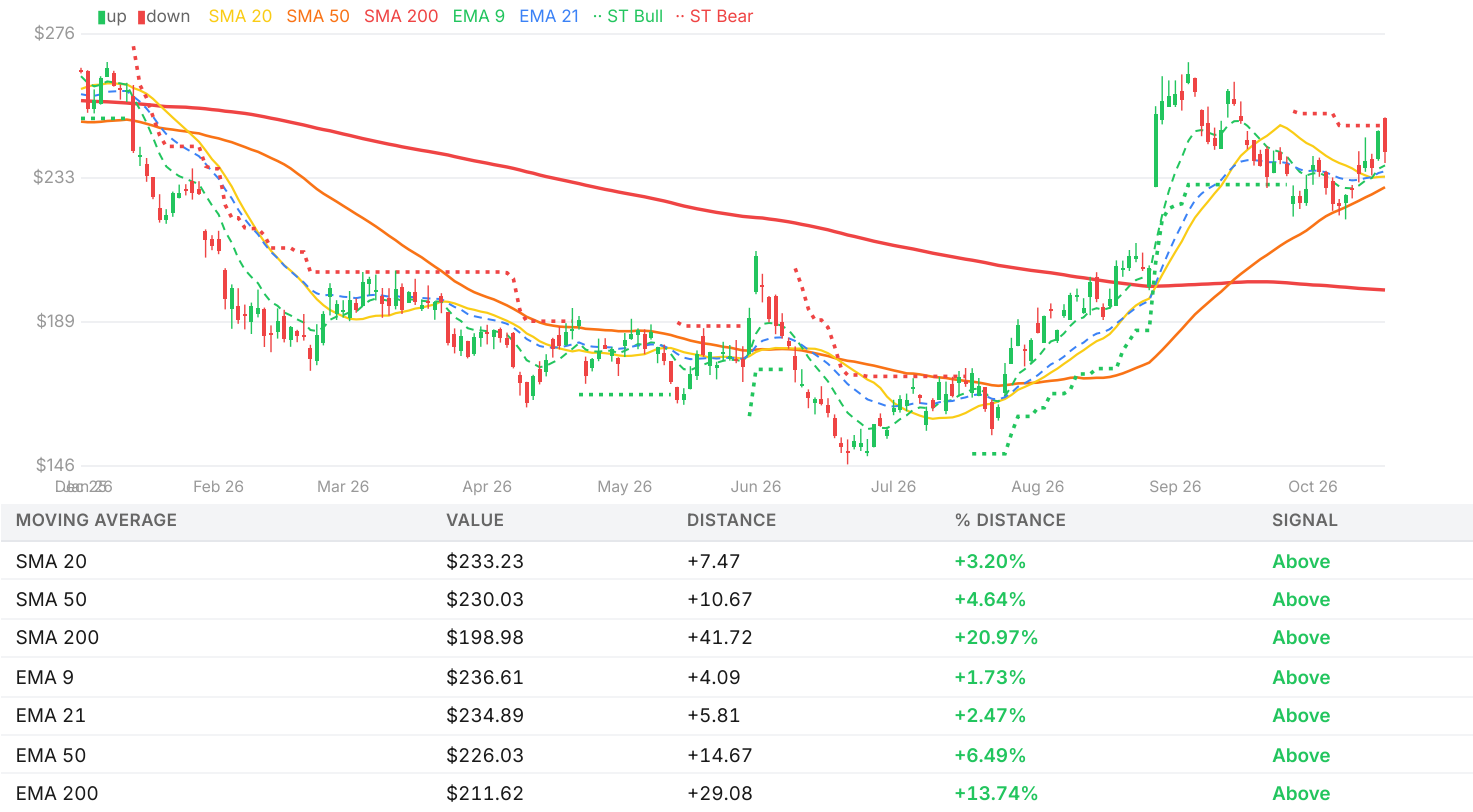
TECHNICAL CHART — 6-MONTH DAILY CANDLES, INDICATORS ONsite chart, print edition



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MOVING AVERAGE RIBBON & TREND

site technicals-tab chart, live indicator history



Series and readings from the nightly technical-indicator history — identical data to the site's ribbon chart. Supertrend segments colored by direction.

32 TECHNICAL POWER SCORE

EDGE · site engine · 74/100 composite

TECHNICAL VERDICT

BULLISH

Power Score +49

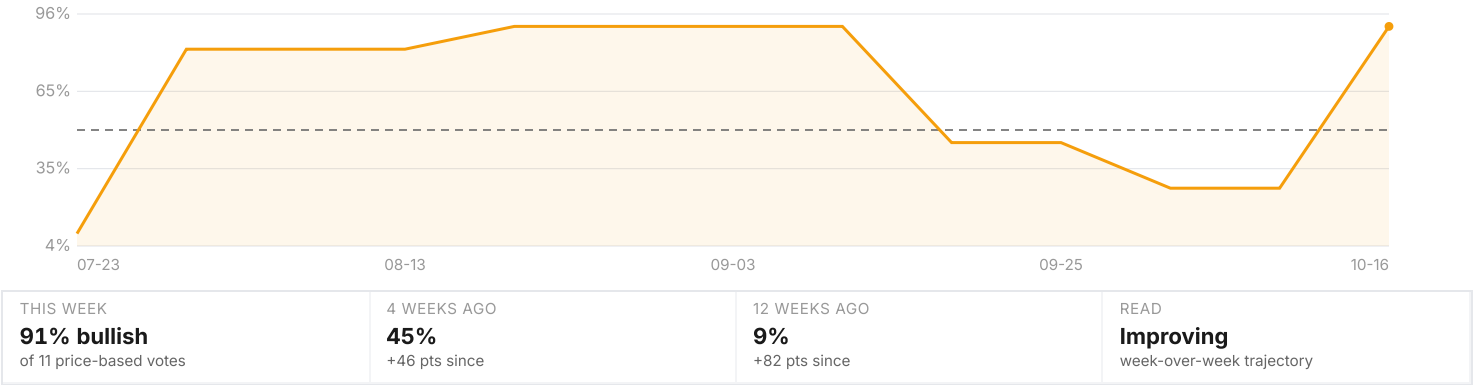
19 of 22 indicator votes bullish

Family Scores (site weights)

Trend 30%		89
Momentum 25%		91
Volume 20%		56
Volatility 10%		83
Patterns 15%		38

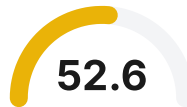
BULLISH — BUT WHICH WAY IS IT TRENDING?

vote share recomputed weekly, 13 weeks



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INDICATOR VOTE GRID						19 bull / 3 bear	
● Price vs SMA 20	\$233.23	● Price vs SMA 50	\$230.03	● Price vs SMA 200	\$198.98		
● EMA 9/21 Cross	236.6/234.9	● SMA 50/200	Golden	● ADX Direction	ADX 18		
● Supertrend	\$249	● Parabolic SAR	\$224	● SMA Slope	0.140		
● RSI	55.8	● Stochastic K/D	76/73	● StochRSI K/D	83/89		
● Williams %R	-34	● CCI	122	● TSI vs Signal	5.7		
● CMO	11.6	● ROC	2.55%	● OBV Signal	Accum		
● Chaikin MF	-0.190	● MFI	53	● Force Index	10M		
● Elder Ray Bull	16.20						

INDICATOR GAUGES					site technicals-tab style	
 55.8 RSI (14) 30 oversold · 70 overbought	 75.9 Stochastic %K vs %D 73	 52.6 Money Flow volume-weighted RSI	 17.8 ADX trend strength · <20 weak	 33.8 Williams %R inverted scale		

33 KEY LEVELS & VOLATILITY				live indicator table	
LEVEL	VALUE		LEVEL	VALUE	
Pivot / R1 / R2	\$243.98 / \$249.94 / \$253.14		S1 / S2	\$240.78 / \$234.82	
Bollinger (20,2)	\$221.83 – \$244.64		Squeeze	ON	
52 - wk range	\$146.32 – \$269.11		Off 52 - wk high	-10.6%	
ATR (14)	\$9.01 (3.7%)		Historical vol	32.1%	

34

SEASONALITY — 20-YEAR AVERAGES

live model · win rates shown

+1.6%	+1.9%	-0.2%	+2.5%	+0.8%	-0.4%	+0.9%	+5.9%	-0.1%	+3.1%	+2.4%	+1.2%
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
60%	55%	33%	60%	55%	50%	55%	65%	45%	75%	65%	55%

Sample: 20 years — treat short histories as suggestive, not statistical.

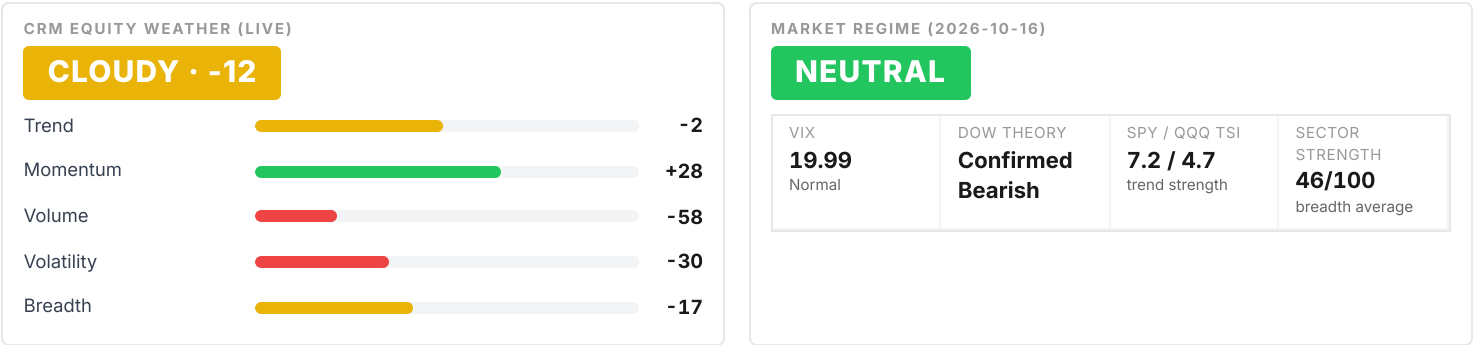
35 RISK INDICATORS			computed from live price history	
COMPUTED FROM LIVE WEEKLY PRICES		CRM	S&P 500	
Weekly volatility (σ , 1y)		7.29%	1.83%	
Best / worst week (1y)		+24.7% / -12.9%	—	
Max drawdown (5y, monthly)		-58.1%	—	
1 - week VaR (95%)		-12.0%	—	
Beta (5y)		1.20	1.00	

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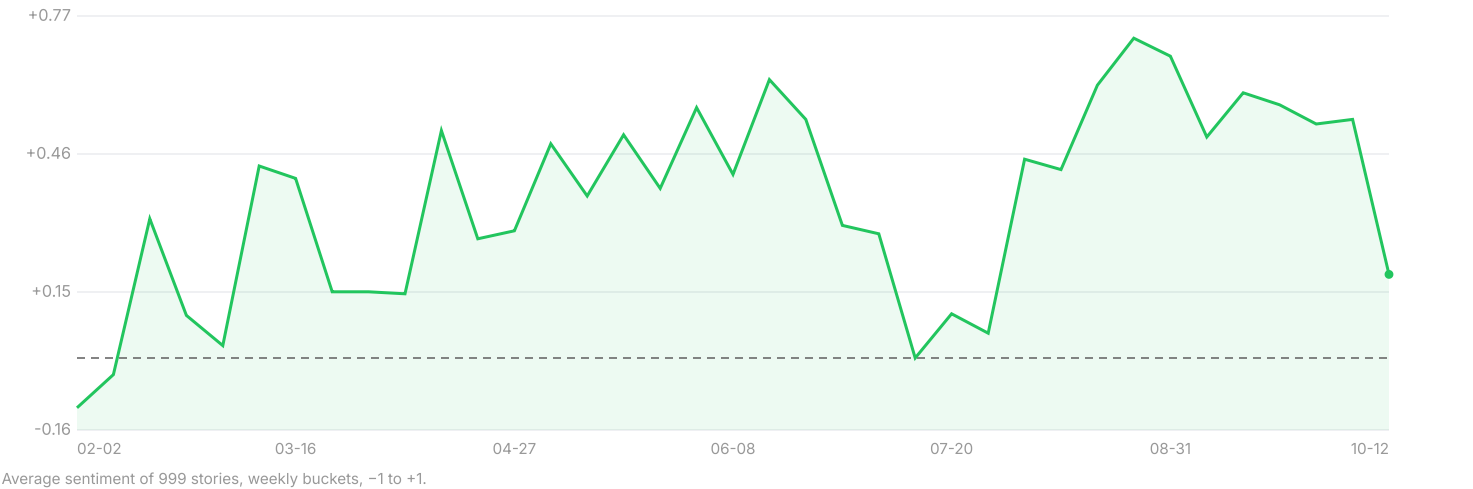
36 EQUITY WEATHER & MARKET REGIME

EDGE · live weather engine



37 NEWS SENTIMENT — WEEKLY

live Glauxie-scored feed



38 WEATHER - COMPANY VS INDUSTRY, SECTOR, UNIVERSE

EDGE · live weather engine · Cloudy

OVERALL	TREND	MOMENTUM	VOLUME
-11.6	-2.1	+27.8	-58.3
+3.8 vs industry	+15.9 vs industry	+45.2 vs industry	-58.3 vs industry

READING	CRM	SOFTWARE - APPLICATION N=1,755	TECHNOLOGY N=6,969	ALL US SYMBOLS N=70,435
Overall	-11.6	-15.4	-20.7	-20.5
Trend	-2.1	-18.0	-20.8	-21.3
Momentum	+27.8	-17.4	-28.5	-15.8
Volume	-58.3	+0.0	+0.0	-3.8

Trend, momentum and volume are computed per company. Volatility and breadth are market-regime values shared by every symbol in the universe, so they are reported once under Market Regime rather than compared here - a company cannot differ from its sector on a constant.

39 EXECUTIVE COMPENSATION

live proxy data · FY2026

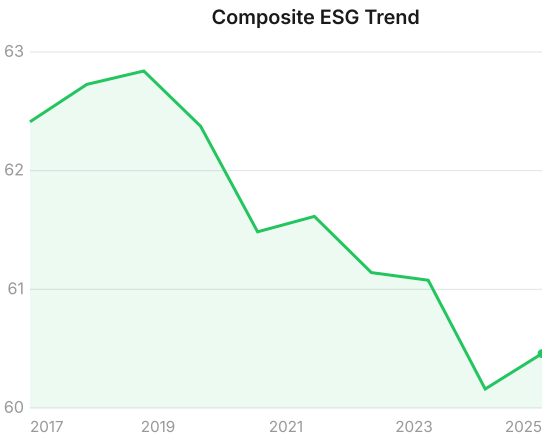
EXECUTIVE	TOTAL COMP	STRUCTURE
Marc Benioff Chair of the Board and CEO	\$49.4M	63% equity+incentive
Robin Washington President and Chief Operati	\$28.4M	57% equity+incentive
Srinivas Tallapragada President and Chief En	\$20.6M	81% equity+incentive
Miguel Milano President and Chief Revenue Of	\$18.7M	73% equity+incentive
David Schmaier President and Chief Strategy	\$15.2M	81% equity+incentive

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40 ESG ASSESSMENT

live disclosure-derived scores

PILLAR (LIVE DISCLOSURE SCORES)	SCORE
Environmental	64
Social	57
Governance	59
Composite ESG	60



41 8-K MATERIAL EVENTS

live EDGAR feed

FILED	8-K CONTENTS	ITEMS
2026-09-17	Regulation FD; Exhibits	7.01,9.01
2026-09-04	Officer/Director Change	5.02
2026-08-26	Earnings Release; Exhibits	2.02,9.01
2026-08-05	Officer/Director Change	5.02
2026-06-02	Officer/Director Change	5.02
2026-06-01	Officer/Director Change; Exhibits	5.02,9.01
2026-05-27	Earnings Release; Exhibits	2.02,9.01
2026-03-16	Regulation FD Disclosure; Financial Statements and Exhibits	7.01,9.01

42 METHODOLOGY

Methodology. Every figure originates in InsiderStreet's production data layer and is computed deterministically by the same engines that power insiderstreet.ai. This factsheet contains no model-written text. Sections without underlying data are omitted rather than estimated.

43 DISCLOSURES

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44 DATA PROVENANCE FOR THIS REPORT			sources · coverage · method
DATA DOMAIN	SOURCE	COVERAGE FOR THIS REPORT	
Price & volume	market_db.historical_prices	52 rows	
Fundamentals	income_statements_annual	6 rows · 2021 to 2026	
Reported vs consensus	fact/earnings_calendar	24 rows · 2020-12-01 to 2026-08-26	
Analyst estimates	dim/forward_estimates	3 rows · 2026-01-31 to 2028-01-31	
Institutional ownership (13F)	holdings_db.institutional_ownership_summary	89 rows · 2004 to 2026	
Insider transactions (Form 4)	edgar/form4	12 rows · 2026-09-22	
Proposed sales (Form 144)	edgar/form144	1 record	
Beneficial ownership (13D/G)	edgar/13dg	1 rows · 2026-04-30	
Short-sale volume (FINRA)	edgar/short_volume_daily	60 rows · 2026-07-23 to 2026-10-15	
Dark pool (ATS, tier 1)	edgar/darkpool_weekly	12 rows · 2026-06-15 to 2026-08-31	
ETF & fund holding	etf_holdings_changelog (30d)	1 record	
Peer set	stock_peers_dynamic	8 rows	
Industry medians	industry_medians	1 record	
Congressional trades	congress_db (House + Senate)	1 record	
ESG	fact/esg_disclosures	1 record	

Method. Every figure in this factsheet is looked up from a named field computed in code. It contains no model-written text.

Not covered. Short interest as a percent of float and days-to-cover are not in this data set — the short-sale figures above are FINRA volume, a flow, and cannot support squeeze or covering analysis. Options positioning and intraday data are also absent. 13F ownership is filed 45 days after quarter end and congressional trades are disclosed on a lag, so both describe a past position, not a current one.