

Twilio Inc. (TWLO)

Technology / Software - Infrastructure · New York Stock Exchange

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

LAST CLOSE \$244.37 2026-10-16	MARKET CAP \$37.5B VOLUME 4.6M	52-WK HIGH \$308.40 52-WK LOW \$104.50	TRAILING PE 32.5 P/S 6.73	GROSS MARGIN 48.5% NET MARGIN 20.6%	ROE 14% ROIC 3%	PIOTROSKI 5/9 ALTMAN Z 12.0	1-YR RETURN +129.9% 5-YR RETURN +92.6%
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Twilio Inc. offers a comprehensive cloud-based communications platform, empowering developers to build, scale, and manage customer engagement features directly within their software applications across both U.S. and international markets. Central to its customer engagement solution is a robust suite of application programming interfaces (APIs). These APIs streamline the complex communication logic required for various customer interactions and enable developers to seamlessly integrate voice, messaging, video, and email functionalities into their applications. Established in 2008, Twilio's corporate headquarters are located in San Francisco, California.

SECTOR Technology INDUSTRY Software - Infrastructure EXCHANGE NYSE MARKET CAP \$37.5B EMPLOYEES 5,587 (SEC-filed) CEO Khozema Z. Shipchandler
IPO 2016-06-23 COUNTRY US
101 Spear Street, San Francisco, CA 94105 · Tel 415 390 2337 · [twilio.com](https://www.twilio.com)

1 INSIDERSTREET SCORE

INSIDERSTREET SCORE

73 / 100

Street mean \$274.07 (14 analysts, last qtr) — their number, not ours

INSIDER CONSENSUS SIGNAL

ROUTINE SELLING — LOW SIGNAL

\$483M sold / 6 mo, zero open-market buys

2 INSIDERSTREET SCORE

live IS factor model

INSIDERSTREET
SCORE
73
OF 100

Score Breakdown

Profitability	60/100
Growth	71/100
Momentum	86/100
Quality	74/100
Earnings Quality	77/100
Balance Sheet	91/100
Value	48/100
Risk (safety)	100/100
Overall	72.6/100

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
ZS	47
CRVV	17
OKTA	74
VRSN	56
SQ	42
MDB	74
TWLO	73

IS Score Trend — quarterly



14 quarters, 23 Q1 to 26 Q2. Peak 73 in 26 Q2, latest 73 — +0 since. Fell in 0 of the last 4 quarters. Dashed line marks 40 on the 0-100 scale.

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3 PRICE AND VOLUME

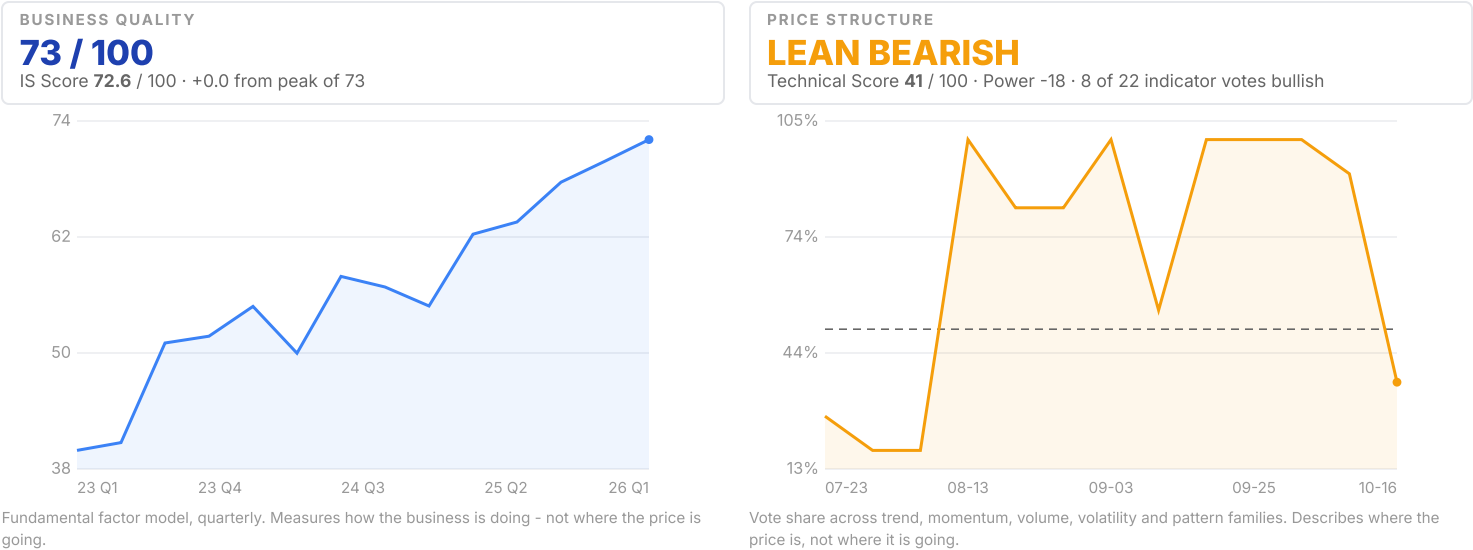
adjusted close, prod data layer



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.

4 TWO READINGS

business vs price



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

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

These two disagree — business quality 73, price structure 41 out of 100, so the business reads better than the price does. We publish the disagreement rather than resolving it: they answer different questions, and the gap between them is information, not an error.

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 72.6	would move us up one band
IS Score stops falling - one quarter higher than the prior	last four: 64 → 68 → 70 → 73	the direction matters more than the level
Technical vote share back above 50%	now 36%	price structure no longer broken
Institutional holder count rises two quarters running	peak 970 → now 970	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.

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.

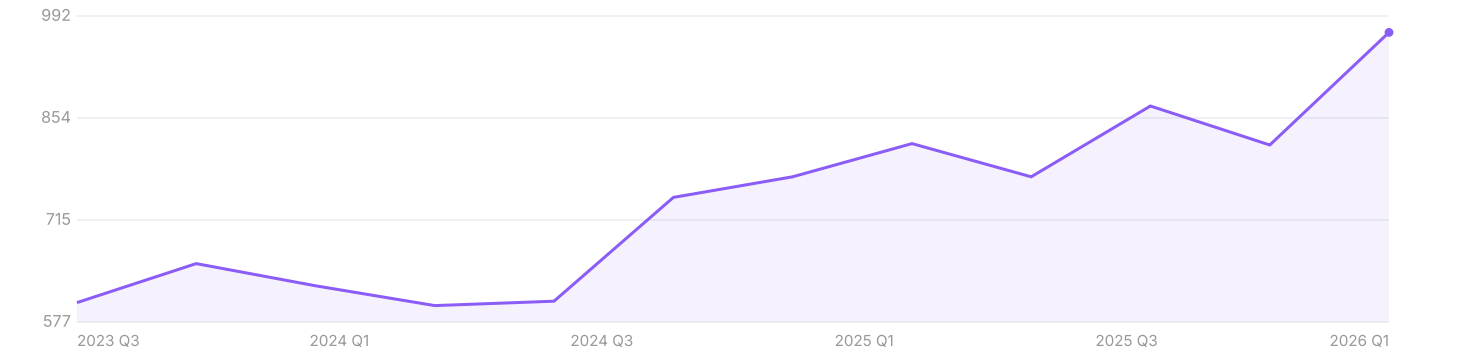
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6 SMART MONEY CONFLUENCE				EDGE · disclosure sources
SITE CONVERGENCE SCORE 3 of 4 top 4% of 29,420 symbols	SOURCES ALIGNED — of 3 independent disclosures	CONGRESS (180D) 3 buys 2026-05-04	INSIDER BUYS (180D) 0 none disclosed	
ETF FUNDS (30D) 1171 up / 901 down net +270 funds	INSTITUTIONS ADDED (13F) 153 managers opening or increasing			

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
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Institutions holding — 12 quarters



Peak 970 · latest 970 (+0 from peak).

QUARTER	HOLDERS	13F SHARES	VALUE	REPORTED OWN%
2026 Q2	970	139.8M	\$28.5B	91.5%
2026 Q1	817	136.1M	\$17.0B	89.1%
2025 Q4	870	136.9M	\$19.3B	89.6%
2025 Q3	774	140.4M	\$14.0B	91.9%
2025 Q2	819	131.5M	\$16.2B	86.1%
2025 Q1	774	121.7M	\$11.9B	79.6%
2024 Q4	746	119.2M	\$12.8B	78.0%
2024 Q3	605	118.3M	\$7.7B	77.5%
2024 Q2	599	128.9M	\$7.3B	84.3%
2024 Q1	626	136.9M	\$8.3B	89.6%
2023 Q4	656	145.6M	\$10.9B	95.3%
2023 Q3	603	142.6M	\$8.3B	93.3%

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.

8 INSIDER ACTIVITY							live Form 4 data
INSIDER	ROLE	DATE	TYPE	SHARES	VALUE	POST-TXN OWNED	
Shipchandler Khozema	director, Chief Executive Officer	2026-10-05	SELL	1,934	\$0.56M	191,371	
Shipchandler Khozema	director, Chief Executive Officer	2026-10-05	SELL	1,900	\$0.55M	189,471	
Shipchandler Khozema	director, Chief Executive Officer	2026-10-05	SELL	5,156	\$1.50M	184,315	
Shipchandler Khozema	director, Chief Executive Officer	2026-10-05	SELL	501	\$0.15M	183,814	
Shipchandler Khozema	director, Chief Executive Officer	2026-10-05	SELL	800	\$0.23M	183,014	
Shipchandler Khozema	director, Chief Executive Officer	2026-10-05	SELL	1,600	\$0.47M	181,414	
Shipchandler Khozema	director, Chief Executive Officer	2026-10-05	SELL	2,551	\$0.75M	178,863	
Viggiano Aidan	Chief Financial Officer	2026-09-30	SELL	100	\$0.03M	108,230	

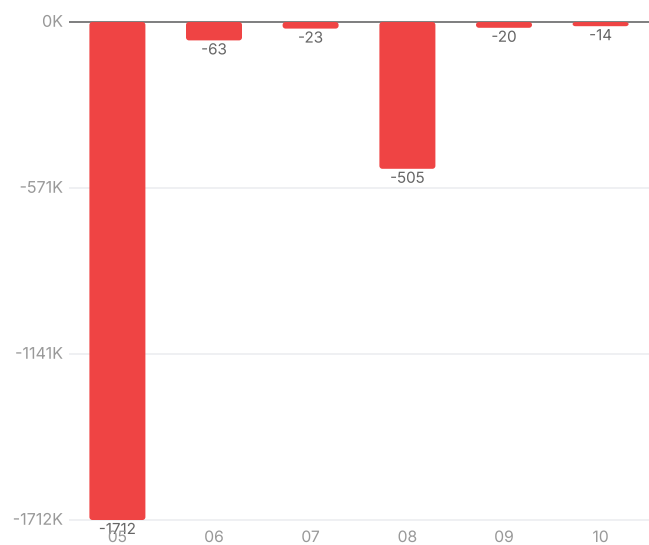
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9 SELL DECOMPOSITION — ROUTINE VS. DISCRETIONARY

EDGE

6-MO DECOMPOSITION (FORM 4)	TXNS	SHARES	VALUE	SIGNAL WEIGHT
S — Open-market sales	82	2,392,863	\$483.4M	Counted
M — Exercises (paired A/D)	2	76,316	\$7.7M	None — mechanics
G — Gifts	6	2,829	—	None
P — Open-market purchases	0	0	\$0	Counted — none occurred

Monthly Net Insider Flow (000 shares)



Net of acquisitions minus dispositions, all Form 4 types.

Signal Summary

SIGNAL Routine Selling — Low Signal	OPEN-MARKET SELLS \$483.4M 82 txns / 6 mo	OPEN-MARKET BUYS \$0.0M 0 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
2026-10-05	Shipchandler Khozema	14,442	\$4.2M
2026-09-30	Shipchandler Khozema	13,898	\$4.1M
2026-09-30	Viggiano Aidan	9,084	\$2.7M
2026-08-17	Viggiano Aidan	1,394	\$0.3M
Trailing 12 mo	36 filings	3,482,871	\$624M

11 13D / 13G STAKES

COND

FILED	FORM	REPORTING PERSON	% OF CLASS	SHARES
2026-07-27	SCHEDULE 13G/A	JPMORGAN CHASE & CO.	8.00%	12.2M sh
2026-04-30	SCHEDULE 13G	Vanguard Capital Management	5.35%	8.1M sh
2026-04-29	SCHEDULE 13G	Vanguard Portfolio Management	5.34%	8.1M sh
2026-03-27	SCHEDULE 13G/A	The Vanguard Group	—	exit/reporting change

12 CONGRESSIONAL TRADING

EDGE · STOCK Act

MEMBER	CHAMBER	TRADE	SIZE BAND	TRADED	DISCLOSED
Josh Gottheimer	House	BUY	\$1,001 - \$15,000	2026-05-04	2026-06-04
Josh Gottheimer	House	BUY	\$1,001 - \$15,000	2026-05-04	2026-06-04
Josh S. Gottheimer	House	BUY	\$1,001 - \$15,000	2026-05-03	2026-06-04

HOUSE 12-MO 3 trades 3 purchases	SENATE 12-MO 0 trades None purchases	COVERAGE STOCK Act filings 30-45 day disclosure lag	
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13 INSTITUTIONAL OWNERSHIP & 13F FLOW

live 13F data

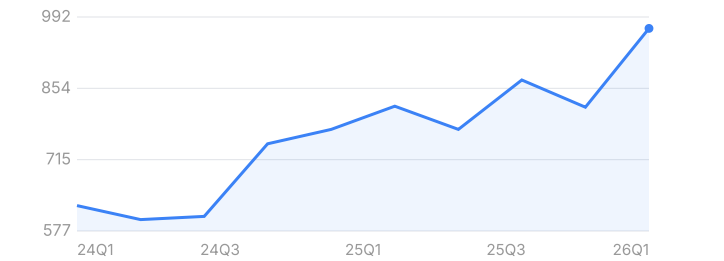
13F FILERS (LAST COMPLETE Q) 817	13F SHARES 136M 89.1% of shares out	NEW / CLOSED 92 / 129 positions, QoQ	INCREASED / REDUCED 326 / 266 positions, QoQ
PUT/CALL (13F) 0.81 option positions	FREE FLOAT 99.6% 153M sh		

2.8 · Largest Reporting 13F Managers

MANAGER	SHARES	VALUE
Artemis Investment Management Llp	588,018	\$172M
Congress Asset Management Co	160,425	\$47M
Assenagon Asset Management S.A.	85,601	\$25M
Fjarde Ap-Fonden /Fourth Swedish N	59,662	\$17M
Mn Services Vermogensbeheer B.V.	41,678	\$12M
Concurrent Investment Advisors, LI	41,490	\$12M

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

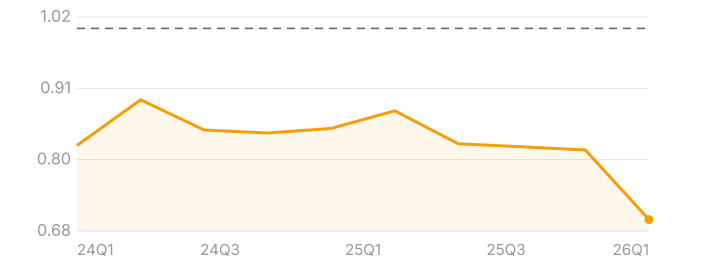
13F Filers Holding TWLO — quarterly



2.9 · Top ETF & Fund Ownership

FUND	WEIGHT	POSITION
VITSX	0.1%	\$1.4B
VSMPX	0.1%	\$1.4B
VTI	0.1%	\$1.4B
VTSAX	0.1%	\$1.4B
NJH	0.9%	\$1.0B
NAESX	0.6%	\$1.0B

Institutional Put/Call — quarterly



14 SHORT VOLUME — DAILY, 60 SESSIONS	EDGE · live FINRA feed			
	LATEST SESSION 45.4% 2026-10-15	20-DAY AVG 55.8% 50-day 58.9%	TREND Falling 20d vs 50d	BY MARKET CENTER Q: 45% · N: 50% · B: 36% latest session

Daily short-sale volume as % of volume reported in FINRA's short-sale file — a flow measure, not short interest; dashed = 50-day average.

15

DARK POOL ACTIVITY

EDGE · live ATS data

Weekly Notional (\$B)

Date	Notional (\$B)
06-15	0.50
06-22	0.60
06-29	0.50
07-06	0.85
07-13	0.50
07-20	0.48
07-27	1.45
08-03	1.35
08-10	0.70
08-17	0.55

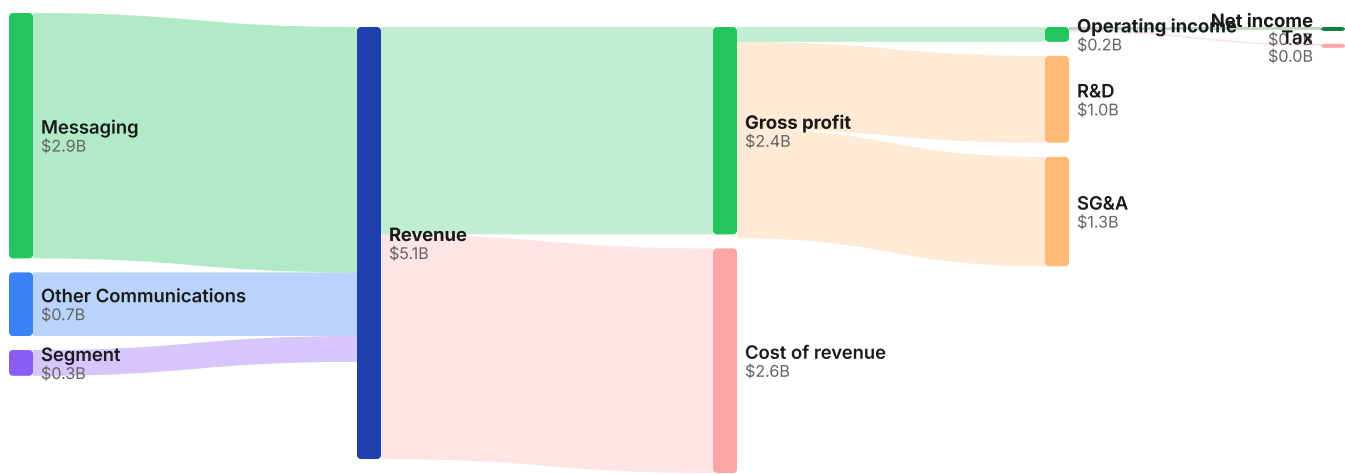
Where TWLO Trades in the Dark

ATS VENUE (4-WK)	SHARES	AVG TRADE
Incr Intelligent Cross Llc	3.8M	42 sh
Ubsa Ubs Ats	3.3M	54 sh
Sgmt Sigma X2	2.3M	45 sh
Mlix Instinct X	2.0M	68 sh
Ebxl Level Ats	1.7M	30 sh
Mspl Ms Pool (Ats- 4)	1.4M	145 sh

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16 REVENUE FLOW — FY2025

live segmentation + income data



Where a dollar of Twilio Inc. revenue goes. All values FY2025 filings, live.

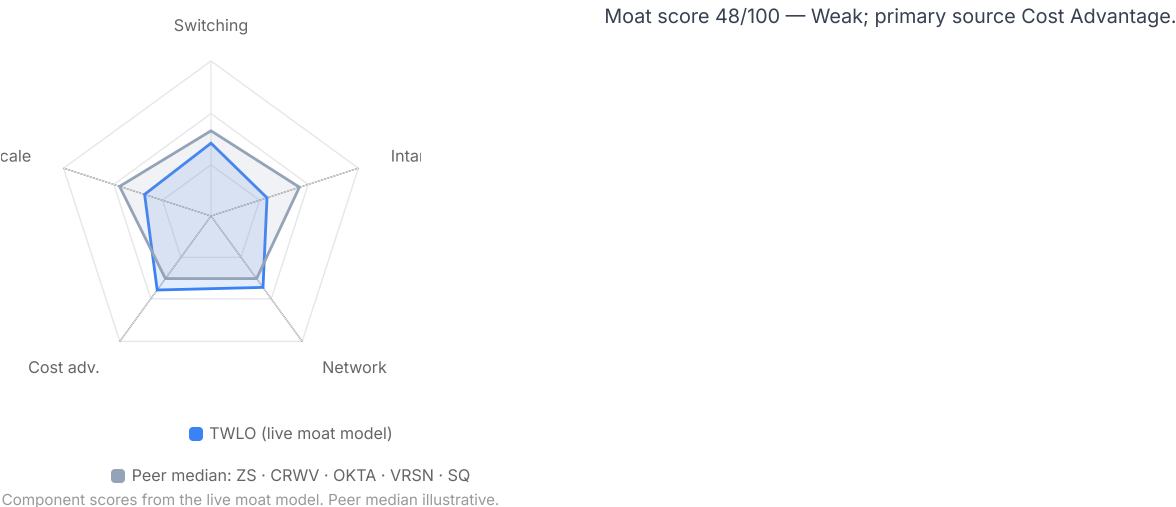
17 GEOGRAPHIC REVENUE

live segmentation

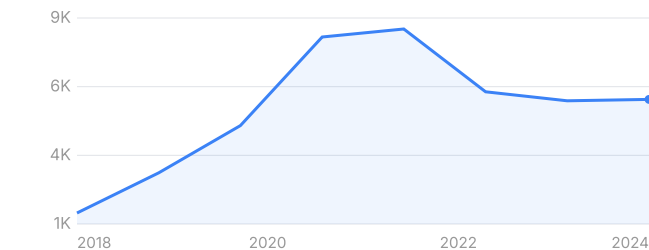
REGION	REVENUE	SHARE
UNITED STATES	\$3.2B	64%
Non-US	\$1.8B	36%

18 MOAT & COMPETITIVE POSITION

LIVE MODEL · 48/100 WEAK



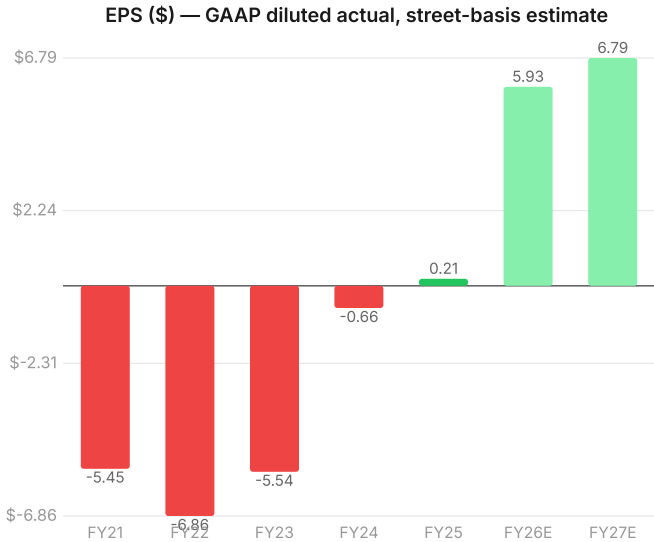
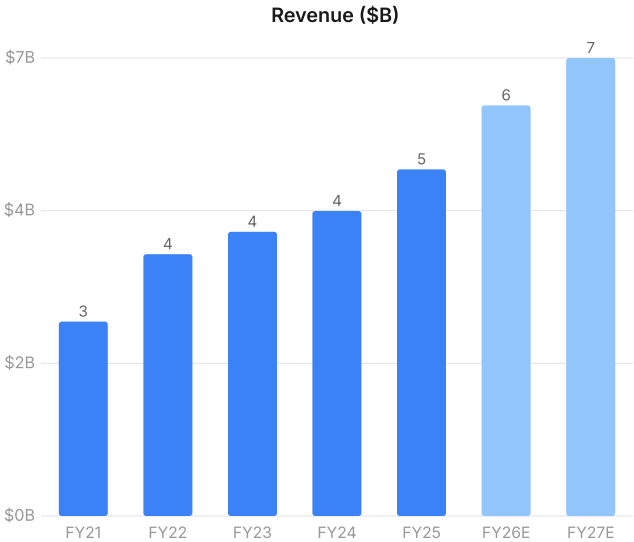
3.8 · Employees (SEC filings)



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19 CORPORATE INFORMATION — KEY OFFICERS		5,587 employees
OFFICER	TITLE	
Khozema Z. Shipchandler	Chief Executive Officer & Director	
Aidan Viggiano	Chief Financial Officer	
Andy O'Dower	Vice President of Product for Video & Voice	
Bryan Vaniman	Senior Vice President of Corporate Development, Investor Relations & Treasury	

20 REVENUE & EPS — HISTORY AND ESTIMATES		live consensus
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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.

21

ESTIMATE VS. ACTUAL & SURPRISES

live data

Quarterly EPS — Actual vs. Consensus

Quarter	EPS
25-05	1.1
25-08	1.1
25-10	1.1
26-02	1.2
26-04	1.3
26-08	1.3
NextE	1.4

BEATS (>2%)

6 of 6

recent quarters

AVG SURPRISE

+14.5%

NEXT REPORT

2026-10-29

INCOME QUALITY

0.95

OCF ÷ net income

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	

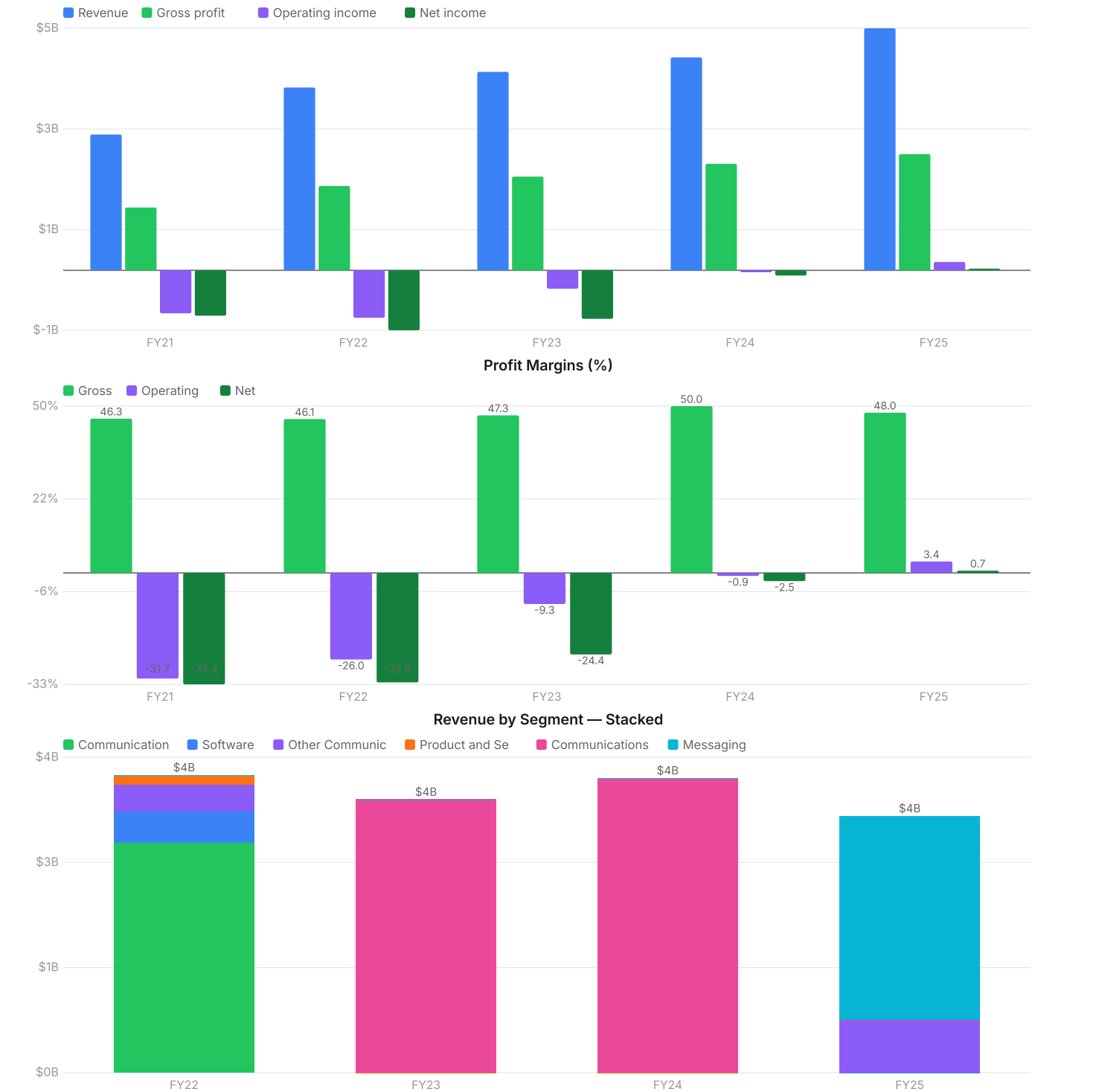
Announcement dates to . Consensus as it stood at each report. Revenue surprise shown where both estimate and actual are filed. A beat record is history, not a forecast.

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INCOME TRENDS — 5 YEAR

live financials

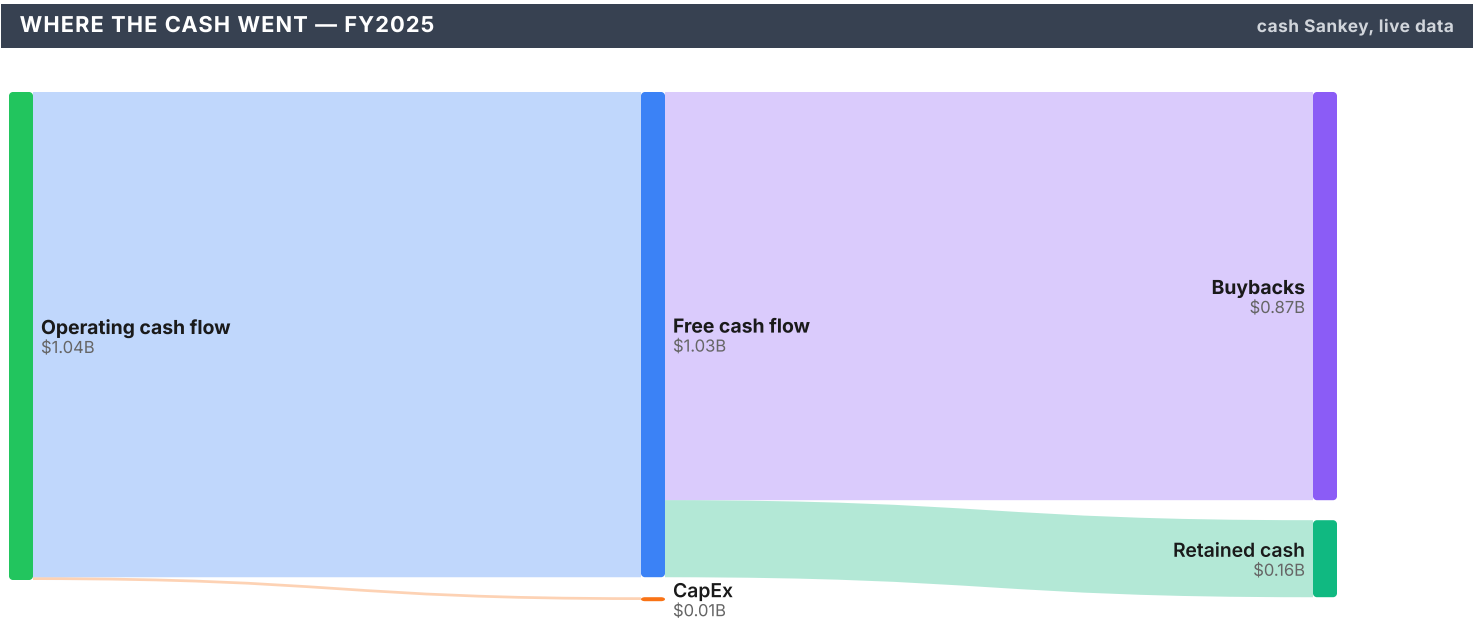
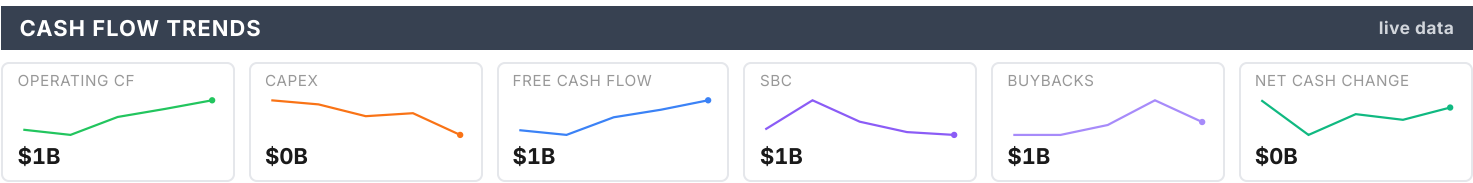


Live segmentation data.

YoY Growth Heatmap — Income Lines						
YOY GROWTH	FY21	FY22	FY23	FY24	FY25	
Revenue	+61.3%	+34.6%	+8.6%	+7.3%	+13.7%	
Gross profit	+49.9%	+34.3%	+11.2%	+13.6%	+9.2%	
Operating income	+91.2%	+10.3%	-61.1%	-89.5%	-532.0%	
Net income	+93.5%	+32.2%	-19.2%	-89.2%	-130.9%	

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23 INCOME STATEMENT — FULL						live financials
\$B · FY ENDS	FY21	FY22	FY23	FY24	FY25	TREND
Revenue	2.8	3.8	4.2	4.5	5.1	
Cost of revenue	1.5	2.1	2.2	2.2	2.6	
Gross profit	1.3	1.8	2.0	2.2	2.4	
R&D expense	0.8	1.1	0.9	1.0	1.0	
SG&A expense	1.4	1.7	1.4	1.3	1.3	
Operating income	-0.9	-1.0	-0.4	-0.0	0.2	
EBITDA	-0.7	-0.9	-0.7	0.1	0.3	
D&A	0.3	0.3	0.3	0.2	0.2	
Pretax income	-1.0	-1.2	-1.0	-0.1	0.1	
Income tax	-0.0	0.0	0.0	0.0	0.0	
Net income	-0.9	-1.3	-1.0	-0.1	0.0	
Diluted EPS (\$)	-5.45	-6.86	-5.54	-0.66	0.21	
Diluted shares (M)	174	183	183	166	160	



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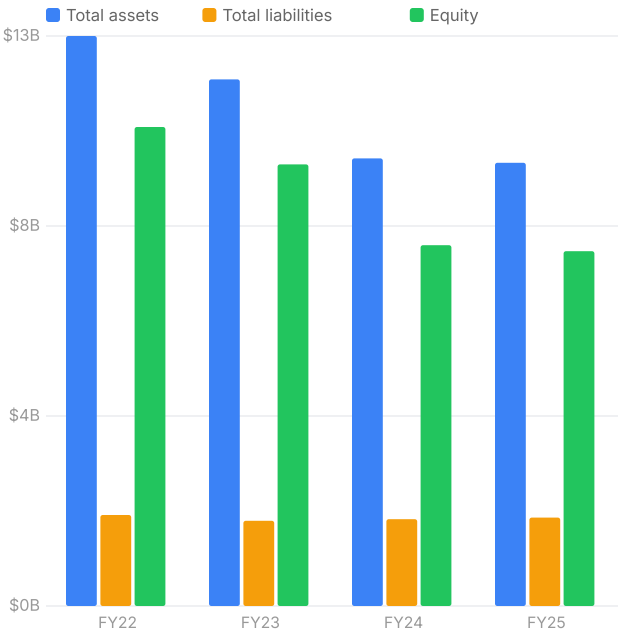
Balance Sheet — Full

\$B	FY22	FY23	FY24	FY25	
Cash & equivalents	0.7	0.7	0.4	0.7	
ST investments	3.5	3.4	2.0	1.8	
Receivables (net)	0.5	0.6	0.6	0.6	
Total current assets	5.0	4.9	3.4	3.6	
PP&E (net)	0.4	0.3	0.2	0.2	
Goodwill + intangibles	6.1	5.6	5.5	5.4	
Total assets	12.6	11.6	9.9	9.8	
Accounts payable	0.1	0.1	0.1	0.1	
Short-term debt	0.0	0.0	0.0	0.0	
Deferred revenue	0.1	0.1	0.2	0.0	
Total current liabilities	0.8	0.7	0.8	0.9	
Long-term debt	1.0	1.0	1.0	1.0	
Total liabilities	2.0	1.9	1.9	1.9	
Shareholders' equity	10.6	9.7	8.0	7.8	

Cash Flow Statement — Full

\$B	FY22	FY23	FY24	FY25	
Net income	(1.3)	(1.0)	(0.1)	0.0	
D&A	0.3	0.3	0.2	0.2	
Stock-based compensation	0.8	0.7	0.6	0.6	
Working capital change	(0.4)	(0.2)	(0.2)	(0.1)	
Operating cash flow	(0.3)	0.4	0.7	1.0	
Capital expenditures	(0.1)	(0.1)	(0.1)	(0.0)	
Investing cash flow	(0.6)	0.2	1.4	0.1	
Buybacks	0.0	(0.7)	(2.3)	(0.9)	
Dividends paid	0.0	0.0	0.0	0.0	
Debt issuance / (repay)	(0.0)	(0.0)	(0.0)	(0.0)	
Financing cash flow	0.0	(0.6)	(2.3)	(0.9)	
Free cash flow	(0.3)	0.4	0.7	1.0	

Balance Sheet Structure (\$B)



Cash Generation vs Capex (\$B)



Left: what the balance sheet is made of — the gap between the assets bar and the liabilities bar is book equity. Right: whether the capex bar is covered by the operating-cash bar; where it is not, the difference was funded externally and free cash flow goes negative.

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24 EXPANDED RATIO ANALYSIS (I)							live ratio engine · profitability · valuation
RATIO	FY21	FY22	FY23	FY24	FY25	TTM	TREND
PROFITABILITY							
ROE	-9.8%	-11.6%	-10.0%	-1.2%	0.4%	14%	
ROA	-8.4%	-9.8%	-8.4%	-1.0%	0.3%	10.6%	
ROIC	-10.3%	-10.3%	-4.4%	-0.5%	1.7%	3.1%	
Gross margin	46.3%	46.1%	47.3%	50.0%	48.0%	48.5%	
Operating margin	-31.7%	-26.0%	-9.3%	-0.9%	3.4%	5.5%	
Net margin	-33.4%	-32.8%	-24.4%	-2.5%	0.7%	20.6%	
EBITDA margin	-23.0%	-24.0%	-16.5%	3.1%	5.4%	6.0%	
FCF margin	-5.2%	-8.7%	8.8%	14.7%	20.4%	—	
VALUATION							
P/E	-49.61	-7.22	-13.58	-163.92	640.44	32.5	
P/B	4.27	0.86	1.42	2.25	2.77	4.2	
P/S	16.58	2.37	3.32	4.02	4.28	6.73	
P/FCF	-317.93	-27.09	37.94	27.28	20.98	33.8	
EV/EBITDA	-69.76	-6.70	-15.83	112.04	84.07	112.9	
EV/Revenue	15.15	1.61	2.63	3.74	4.01	6.8	
Earnings yield	-2.0%	-13.9%	-7.4%	-0.6%	0.2%	3.08%	
FCF yield	-0.3%	-3.7%	2.6%	3.7%	4.8%	2.96%	
EXPANDED RATIO ANALYSIS (II)							leverage · solvency
RATIO	FY21	FY22	FY23	FY24	FY25	TTM	TREND
LEVERAGE & SOLVENCY							
Current ratio	8.43	6.17	6.64	4.20	4.03	4.62	
Quick ratio	8.43	6.17	6.64	4.20	4.03	4.62	
Debt / equity	0.12	0.12	0.12	0.14	0.15	0.12	
Debt / assets	9.9%	9.9%	10.0%	11.3%	11.6%	9.8%	
Net debt / EBITDA	6.60	3.18	4.13	-8.57	-5.52	0.72	
Interest coverage	-25.25	—	—	—	—	—	

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EXPANDED RATIO ANALYSIS (III)							efficiency · growth · per-share · scores
RATIO	FY21	FY22	FY23	FY24	FY25	TTM	TREND
EFFICIENCY							
Asset turnover	0.25	0.30	0.34	0.42	0.52	0.51	
Receivables turnover	8.89	8.18	7.48	7.74	8.27	7.3	
DSO (days)	41	45	49	47	44	50	
DPO (days)	18	19	20	18	13	9	
Cash conversion cycle	23	25	28	29	31	41	
GROWTH (YoY)							
Revenue growth	61.3%	34.6%	8.6%	7.3%	13.7%	—	
Net income growth	-93.5%	-32.2%	19.2%	89.2%	130.9%	—	
EPS growth	-71.2%	-27.8%	17.7%	88.2%	133.7%	—	
FCF growth	-459.7%	-125.7%	208.7%	80.9%	57.1%	—	
PER SHARE (\$)							
EPS (diluted, TTM)	-5.31	-6.79	-5.59	-0.66	0.22	7.52	
Book value / share	61.65	57.04	53.54	47.93	51.34	58.76	
Revenue / share	15.88	20.67	22.85	26.87	33.26	36.47	
FCF / share	-0.83	-1.81	2.00	3.96	6.78	7.26	
Cash / share	29.94	22.45	22.07	14.37	16.22	17.39	
SHAREHOLDER RETURN & SCORES							
Buyback yield	0.0%	0.0%	4.8%	13.0%	4.0%	2.64%	
Altman Z-Score	14.61	2.71	4.30	5.31	6.34	12.0	
Piotroski F-Score	3	4	7	6	6	5/9	
Beneish M-Score	-2.25	-2.44	-3.06	-2.81	-2.86	-2.14	

25 EARNINGS QUALITY PANEL			live scores
MODEL	SCORE	ZONE	NOTE
Piotroski F-Score	5 / 9	Middling	
Altman Z-Score	12.0	Safe (>2.99)	Safe
Income quality	0.95	Accrual-heavy	OCF ÷ net income
Beneish M-Score	-2.14	Elevated	vs -2.22 threshold

26 DUPONT & GROWTH QUALITY		live analysis engine	
DUPONT DECOMPOSITION (TTM)	VALUE	GROWTH QUALITY (LIVE)	VALUE
Tax burden	6.65	Revenue stability	0.96
Interest burden	1.00	Earnings stability	0.66
Operating margin	3.1%	Earnings persistence	0.50
Asset turnover	0.54×	Revenue CAGR 3y	11.2%
Financial leverage	1.22×	EPS CAGR 3y	—
= ROE	13%	FCF CAGR 3y	—

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SHAREHOLDER RETURN PROFILE live

BUYBACK YIELD 2.64%	DIVIDEND YIELD 0.00% none paid	TOTAL SHAREHOLDER RETURN 2.49% cash yield	SBC / REVENUE 10.6% 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
ZS	\$33.8B	-531.7	-3%	-0.4%	+25.4%	5/9	-30.7%
CRWV	\$33.8B	-16.8	-44%	-24.3%	+245.9%	3/9	-56.7%
OKTA	\$31.3B	110.8	4%	14.4%	+11.2%	9/9	+113.5%
VRSN	\$27.3B	32.8	-40%	49.8%	+6.9%	6/9	+17.8%
SQ	\$51.7B	-53.5	-4%	1.3%	+5.1%	6/9	—
MDB	\$27.2B	462.1	2%	5.3%	+25.5%	7/9	—
CPAY	\$26.3B	24.0	31%	18.5%	+20.4%	7/9	—
FFIV	\$25.0B	34.8	20%	24.1%	+9.4%	9/9	—

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

29 ANALYST CONSENSUS & ESTIMATES live consensus

Buy

52 Analysts



MEAN TARGET (QTR) \$274.07 14 targets	TARGET VS. PRICE +12.2% last-quarter mean	NEXT REPORT 2026-10-29 street \$1.47
--	--	---

CONSENSUS ESTIMATES	REVENUE MEAN	HIGH / LOW	EPS MEAN	HIGH / LOW	# EPS EST.
FY2026	\$6.00B	\$6.06B / \$5.81B	\$5.93	\$6.05 / \$5.82	16
FY2027	\$6.70B	\$6.92B / \$6.14B	\$6.79	\$7.37 / \$6.26	17
FY2028	\$7.41B	\$7.83B / \$6.76B	\$7.77	\$11.17 / \$3.99	6

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

Street Price Target — Trajectory

WINDOW	AVG TARGET	VS. PRICE	# TARGETS
Last Month	\$283.67	+16.1%	3
Last Quarter	\$274.07	+12.2%	14
Last Year	\$205.16	-16.0%	50
All Time	\$184.33	-24.6%	127

Rolling mean of published targets vs. last close \$244.37. Aggregated from StreetInsider, Benzinga, MarketWatch.

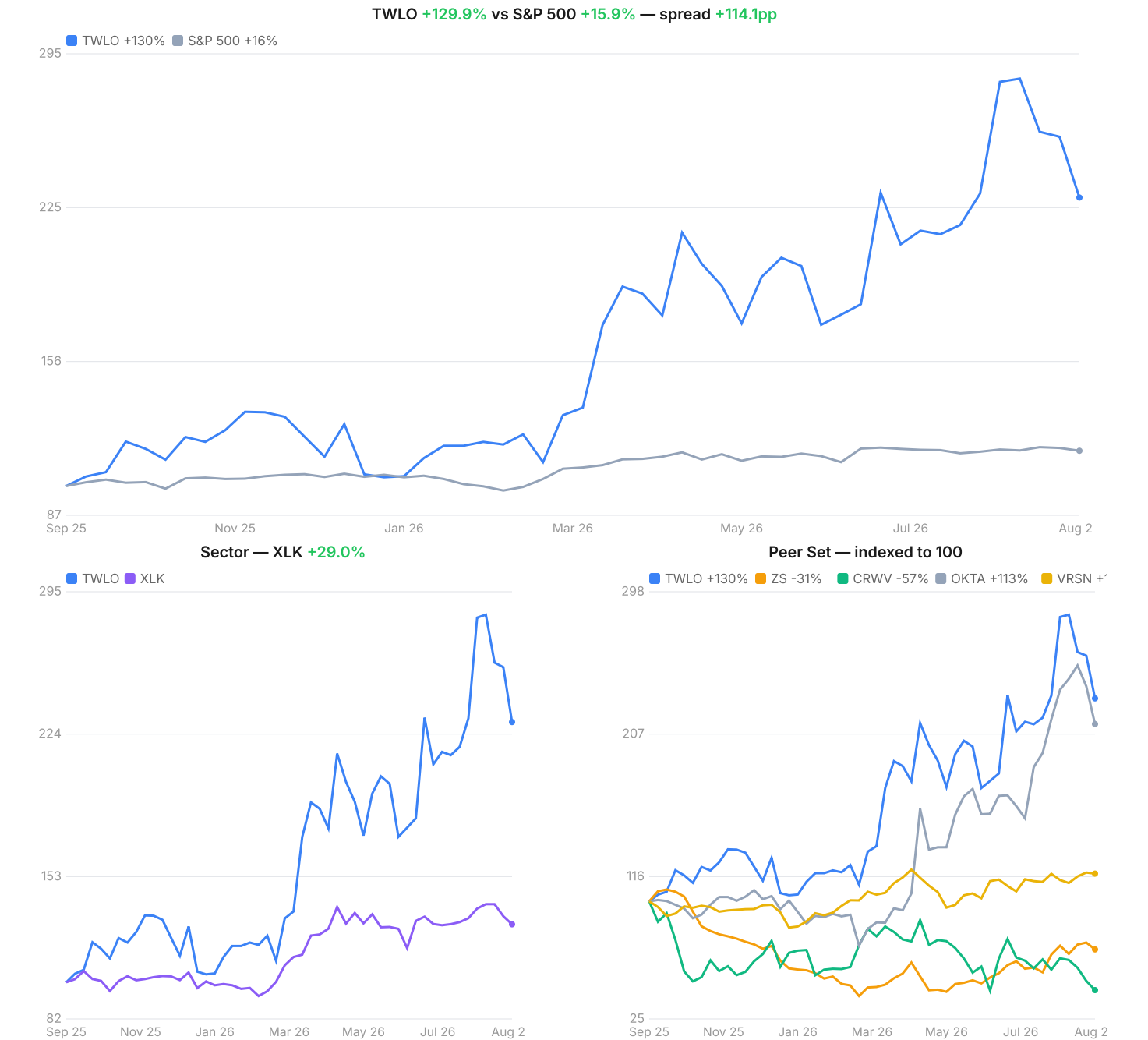
Third-Party Composite Rating

B+

DCF3/5ROE3/5ROA4/5DEBT/EQ3/5P/E2/5P/B3/5

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

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



All series indexed to 100 at the start of the window, adjusted closes.

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TECHNICAL CHART — 6-MONTH DAILY CANDLES, INDICATORS ON

site chart, print edition



Candlesticks with SMA 20/50 overlay, Bollinger (20,2σ) band, volume, and Wilder RSI(14) — computed from live daily OHLCV.

MOVING AVERAGE RIBBON & TREND

site technicals-tab chart, live indicator history



MOVING AVERAGE	VALUE	DISTANCE	% DISTANCE	SIGNAL
SMA 20	\$282.77	-38.40	-13.58%	Below
SMA 50	\$253.96	-9.59	-3.78%	Below
SMA 200	\$182.94	+61.43	+33.58%	Above
EMA 9	\$272.37	-28.00	-10.28%	Below
EMA 21	\$272.00	-27.63	-10.16%	Below
EMA 50	\$254.90	-10.53	-4.13%	Below
EMA 200	\$198.08	+46.29	+23.37%	Above

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

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32 TECHNICAL POWER SCOREEDGE · site engine · 41/100 composite

TECHNICAL VERDICT

LEAN BEARISH

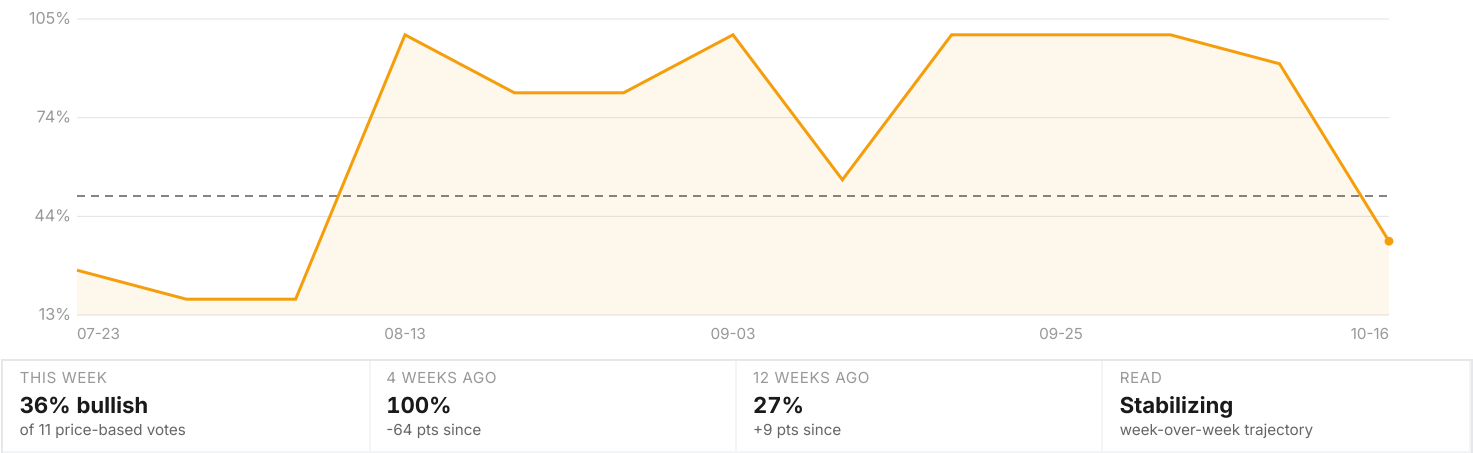
Power Score -18

8 of 22 indicator votes bullish

Family Scores (site weights)

Trend 30%		40
Momentum 25%		9
Volume 20%		81
Volatility 10%		50
Patterns 15%		38

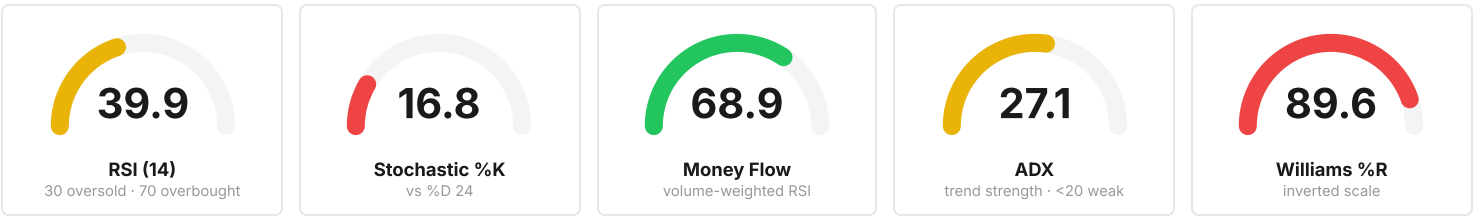
LEAN BEARISH — BUT WHICH WAY IS IT TRENDING?vote share recomputed weekly, 13 weeks



INDICATOR VOTE GRID8 bull / 14 bear

● Price vs SMA 20	\$282.77	● Price vs SMA 50	\$253.96	● Price vs SMA 200	\$182.94
● EMA 9/21 Cross	272.4/272.0	● SMA 50/200	Golden	● ADX Direction	ADX 27
● Supertrend	\$311	● Parabolic SAR	\$301	● SMA Slope	0.020
● RSI	39.9	● Stochastic K/D	17/24	● StochRSI K/D	2/5
● Williams %R	-90	● CCI	-212	● TSI vs Signal	8.5
● CMO	-20.2	● ROC	-17.08%	● OBV Signal	Accum
● Chaikin MF	0.180	● MFI	69	● Force Index	-13M
● Elder Ray Bull	6.25				

INDICATOR GAUGESsite technicals-tab style



33 KEY LEVELS & VOLATILITYlive indicator table

LEVEL	VALUE	LEVEL	VALUE
Pivot / R1 / R2	\$270.11 / \$279.55 / \$285.71	S1 / S2	\$263.95 / \$254.51
Bollinger (20,2)	\$256.06 – \$309.48	Squeeze	ON
52-wk range	\$104.50 – \$308.40	Off 52-wk high	-20.8%
ATR (14)	\$16.66 (6.8%)	Historical vol	78.0%

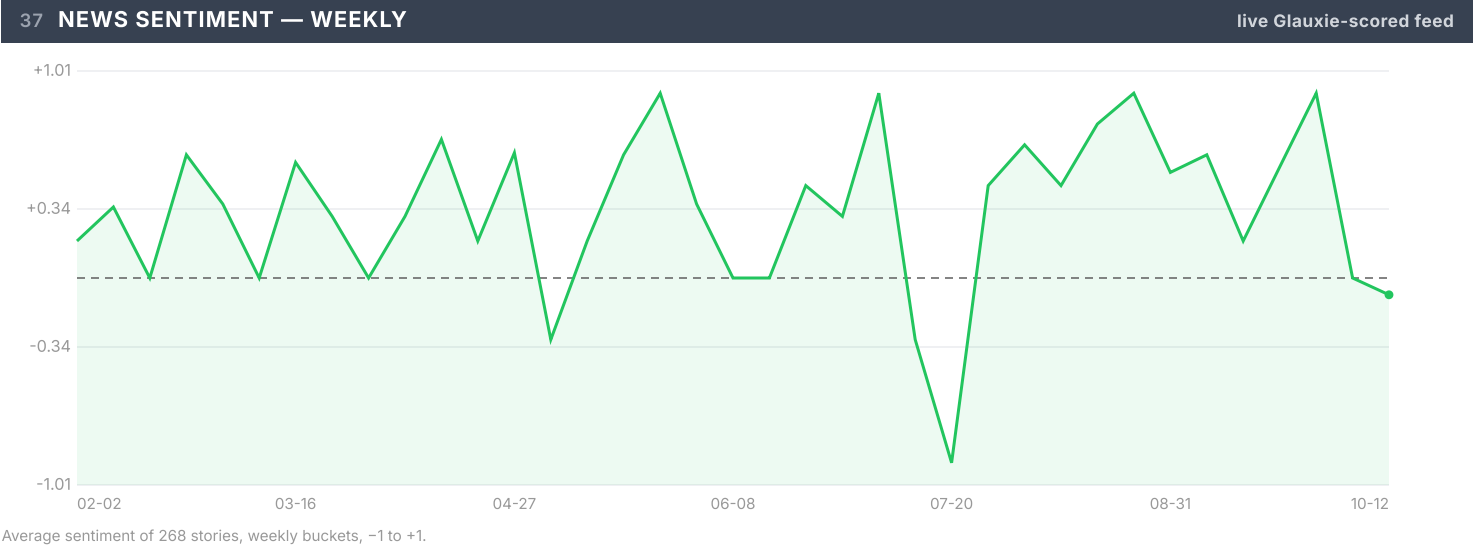
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34 SEASONALITY — 10-YEAR AVERAGES											live model · win rates shown
+8.7%	-0.4%	-5.0%	+1.9%	+12.7%	+6.1%	+5.9%	+3.2%	-2.1%	-1.4%	+3.3%	+1.2%
Jan 70%	Feb 60%	Mar 50%	Apr 56%	May 56%	Jun 60%	Jul 80%	Aug 40%	Sep 40%	Oct 50%	Nov 50%	Dec 60%

Sample: 10 years — treat short histories as suggestive, not statistical.

35 RISK INDICATORS			computed from live price history
COMPUTED FROM LIVE WEEKLY PRICES		TWLO	S&P 500
Weekly volatility (σ , 1y)		9.72%	1.83%
Best / worst week (1y)		+27.6% / -17.7%	—
Max drawdown (5y, monthly)		-89.1%	—
1-week VaR (95%)		-11.7%	—
Beta (5y)		1.41	1.00

36 EQUITY WEATHER & MARKET REGIME		EDGE · live weather engine
TWLO EQUITY WEATHER (LIVE)		MARKET REGIME (2026-10-16)
RAINY · -16		NEUTRAL
Trend		-16
Momentum		-58
Volume		+48
Volatility		-30
Breadth		-17
		VIX 19.99 Normal
		DOW THEORY Confirmed Bearish
		SPY / QQQ TSI 7.2 / 4.7 trend strength
		SECTOR STRENGTH 46/100 breadth average



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38 WEATHER - COMPANY VS INDUSTRY, SECTOR, UNIVERSE

EDGE · live weather engine · Rainy

OVERALL	TREND	MOMENTUM	VOLUME
-15.9	-15.7	-58.0	+47.8
+2.6 vs industry	+1.6 vs industry	-37.8 vs industry	+48.8 vs industry

READING	TWLO	SOFTWARE - INFRASTRUCTURE N=566	TECHNOLOGY N=6,969	ALL US SYMBOLS N=70,435
Overall	-15.9	-18.4	-20.7	-20.5
Trend	-15.7	-17.3	-20.8	-21.3
Momentum	-58.0	-20.2	-28.5	-15.8
Volume	+47.8	-1.0	+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 · FY2025

EXECUTIVE	TOTAL COMP	STRUCTURE
Khozema Shipchandler Chief Executive Officer	\$24.3M	94% equity+incentive
Aidan Viggiano Chief Financial Officer	\$9.5M	91% equity+incentive

40 ESG ASSESSMENT

live disclosure-derived scores

PILLAR (LIVE DISCLOSURE SCORES)	SCORE
Environmental	55
Social	58
Governance	58
Composite ESG	57



41 8-K MATERIAL EVENTS

live EDGAR feed

FILED	8-K CONTENTS	ITEMS
2026-08-06	Earnings Release; Exhibits	2.02,9.01
2026-06-17	Officer/Director Change; Shareholder Vote; Exhibits	5.02,5.07,9.01
2026-04-30	Earnings Release; Exhibits	2.02,9.01
2026-03-24	Officer/Director Change; Regulation FD; Exhibits	5.02,7.01,9.01
2026-02-12	Results of Operations and Financial Condition; Financial Statements an	2.02,9.01
2025-10-30	Results of Operations and Financial Condition; Financial Statements an	2.02,9.01
2025-08-07	Results of Operations and Financial Condition; Financial Statements an	2.02,9.01
2025-06-11	Amendments to Articles of Incorporation or Bylaws; Submission of Matte	5.03,5.07,9.01

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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 · 2020 to 2025
Reported vs consensus	fact/earnings_calendar	24 rows · 2020-10-26 to 2026-08-06
Analyst estimates	dim/forward_estimates	3 rows · 2026-12-31 to 2028-12-31
Institutional ownership (13F)	holdings_db.institutional_ownership_summary	44 rows · 2010 to 2026
Insider transactions (Form 4)	edgar/form4	12 rows · 2026-09-30 to 2026-10-05
Proposed sales (Form 144)	edgar/form144	1 record
Beneficial ownership (13D/G)	edgar/13dg	4 rows · 2026-03-27 to 2026-07-27
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.