Salesforce (CRM)

Technology / Software - Application

$305.28 **$2.86 (0.95%)** as of Friday's close

52-wk Range
$170.00 $318.71

Cap ($M USD)	P/E	EPS (1Y)	Dividend	Last Filing
$296,121	**72.5**	**1900.0%**	**$1.60**	**01/31/24**
Sales ($M)	Forward P/E	Sales (1Y)	Div. Yield	Next Earnings
34,857	**27.8**	**11.2%**	**0.5%**	**05/29/24**

Dividend Adjusted Return *Mar 8, 2023 - Mar 8, 2024*

CRM 305.28 (+66.5%) **Technology 521.49 (+46.8%)** **S&P 500 5123.69 (+30.5%)**

CRM has outperformed the S&P 500 by 36.0% in the past year.

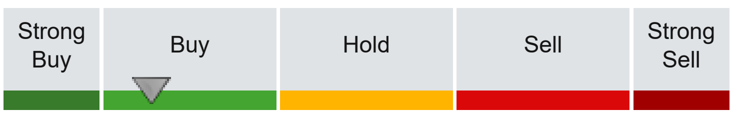
CRM has outperformed its sector by 19.7% in the past year.

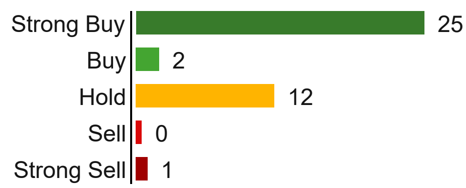
The Technology sector has outperformed the market by 16.3% in the past year.

ANALYST CONSENSUS

Buy

The consensus rating is unchanged from 1 month ago.





QUANTITATIVE SCORES

Fair Value $378.27

Margin of Safety 24%

The Margin of Safety is the difference between a company's Fair Value and the current price. See more on page 8.

3 warnings
Details on Page 8

Value Score 51

Value Score: Our value score looks at EV/EBITDA, P/E, P/S, P/TB (Price/Tangible Book) and EPS Predictability. P/S and P/TB are compared within a sector. Other metrics are compared across all stocks

Quality Score 66

Quality Score: Our quality score compares profitability and balance sheet metrics to find high quality companies using ROIC, Net Margin, Gross Margin, Interest Coverage, and Debt / Equity metrics.

Growth Score 96

Growth Score: Our growth score looks at the 5 year history and the forward estimates for EBITDA, Sales, and EPS growth, ranking the best companies across all stocks.

Sentiment Score 52

Sentiment Score: Our sentiment score finds stocks in favor by analyzing Short Interest, returns in key periods over the last year, Price vs. 52-wk High, Days Since 52-wk High and MACD signals.

BUSINESS SUMMARY

Salesforce Inc provides enterprise cloud computing solutions. The company offers customer relationship management technology that brings companies and customers together. Its Customer 360 platform helps the group to deliver a single source of truth, connecting customer data across systems, apps, and devices to help companies sell, service, market, and conduct commerce. It also offers Service Cloud for customer support, Marketing Cloud for digital marketing campaigns, Commerce Cloud as an e-commerce engine, the Salesforce Platform, which allows enterprises to build applications, and other solutions, such as MuleSoft for data integration.

Employees 72,682 **Homepage** www.salesforce.com **Headquarters** San Francisco, CA

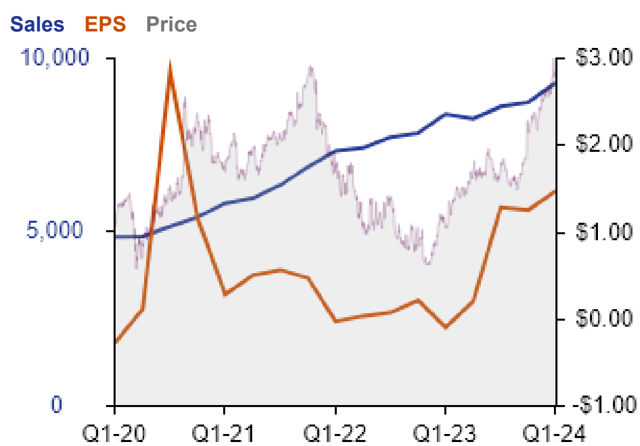
VALUATION SUMMARY

	CRM	Industry	S&P 500
Value Score	51	44	71
Price / Earnings	72.5	-	27.7
Price / Sales	8.6	6.7	2.9
Price / Free Cash Flow	31.7	51.6	28.4
Price / Book	5.0	6.7	4.9
Price / Tangible Book	51.5	-	500+
EV / EBITDA	29.6	37.9	22.9
EPS Predict. Pctl.	12	53	67
Piotroski F Score	9	7	8

	Low	High
5-Year P/E Range	47.0	-
5-Year P/B Range	2.1	9.6
5-Year P/S Range	4.4	13.6

GROWTH SUMMARY

	CRM	Industry	S&P 500
Growth Score	96	51	75
Sales Growth			
Sales Growth Next Year	10.5%	13.0%	9.3%
Sales 1-Year Chg (%)	11.2%	30.0%	10.5%
Sales 3-Year Avg (%)	17.9%	25.8%	12.4%
Sales 5-Year Avg (%)	21.3%	11.2%	12.1%
EPS Growth			
Next Yr. Growth Est.	12.8%	20.5%	14.9%
EPS 1-Year Chg (%)	1900.0%	141.4%	16.3%
EPS 3-Year Avg (%)	-1.4%	37.4%	26.9%
EPS 5-Year Avg (%)	24.0%	14.7%	11.7%



PEERS ANALYSIS SUMMARY

Ticker	Company	Cap ($M USD	P/E	Div. Yield	1M Return	1Y Return	Margin of Safety	Value Score	Growth Score	Quality Score
ORCL	Oracle	$309,033	31.1	1.4%	-3.7%	29.0%	27%	65	90	87
CRM	Salesforce	$296,121	72.5	0.5%	4.6%	66.9%	24%	51	96	66
ADBE	Adobe	$249,629	46.7	-	-10.4%	59.5%	15%	66	91	99
ACN	Accenture	$237,109	35.1	1.4%	2.6%	45.6%	-4%	77	80	97
SAP	SAP	$228,536	57.1	1.2%	6.5%	67.2%	3%	66	83	95
INTU	Intuit	$182,473	66.7	0.6%	-0.2%	57.5%	23%	54	94	96
UBER	Uber Technologies	$163,420	90.1	-	9.9%	131.4%	-2%	53	62	77
NOW	ServiceNow	$155,324	90.1	-	-5.2%	69.5%	0%	53	99	98
SHOP	Shopify	$98,032	500+	-	-13.3%	74.3%	-18%	49	64	49
CDNS	Cadence Design Sys	$84,012	80.7	-	0.4%	54.8%	10%	59	96	99
WDAY	Workday	$69,516	50.8	-	-11.5%	44.1%	2%	60	87	67
ROP	Roper Techs	$58,428	42.9	0.6%	0.1%	29.4%	26%	64	95	90

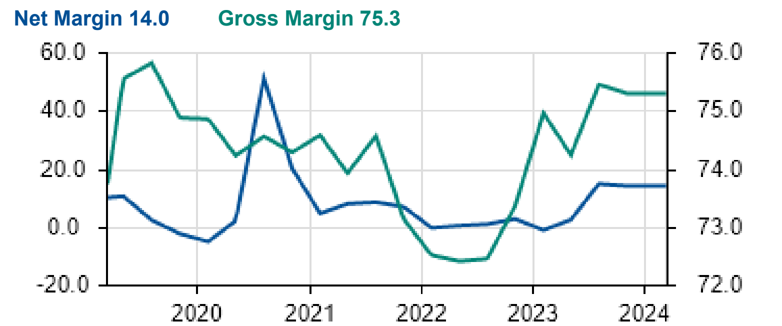
Salesforce (CRM)

Technology / Software - Application

StockRover
Stock Report | March 09, 2024

PROFITABILITY SUMMARY

	CRM	Industry	S&P 500
Quality Score	66	51	77
Gross Margin	75.5%	61.4%	29.6%
Operating Margin	17.2%	6.6%	14.1%
Net Margin	11.9%	2.3%	10.6%
Return on Assets	4.2%	5.8%	9.3%
Return on Equity	6.9%	10.4%	31.9%
ROIC	5.7%	5.7%	22.1%



RETURNS SUMMARY

	CRM	Industry	S&P 500
Sentiment Score	52	49	77
5-Day Return	-3.7%	-1.6%	-0.3%
1-Month Return	4.6%	1.0%	2.5%
YTD Return	16.0%	8.5%	7.4%
1-Year Return	66.9%	46.4%	30.3%
3-Year Return	47.0%	5.8%	40.2%
5-Year Return	96.9%	84.2%	102.8%
Beta 1-Year	1.27	1.27	0.99

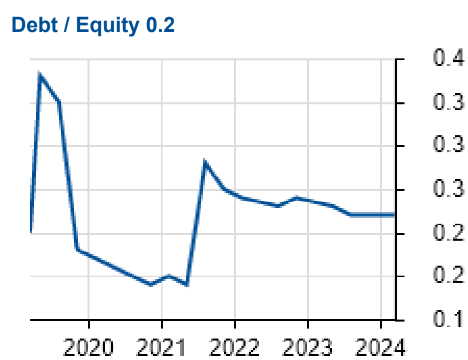
Dividend Adjusted Return *Mar 8, 2023 - Mar 8, 2024*

DIVIDEND

	CRM	Industry
Dividend Yield	0.5%	0.3%
Payout Ratio	-	25.7%
TTM Yield	-	-
Dividend Per Share	$1.60	$0.71
Div. 1Y Chg (%)	-	4.8%
Div. 3Y Avg (%)	-	4.8%
Div. 5Y Avg (%)	-	4.8%
Cons. Growth Years	0	3
Div. Coverage Ratio	-	3.9

DEBT & EQUITY

Current Ratio	1.1
Quick Ratio	1.1
Price	$305.28
Net Cash Per Share	$1.50
Equity Per Share	$61.49
Debt / Equity	0.2
Solvency Ratio	21%
Short % of Float	0.8%
Altman Z-Score	5.2



ANALYST REVISIONS

Current Quarter EPS	
# Up Last 30 days	33.00
# Down Last 30 days	0.00
Mean Estimate	2.37
% Change (30 Days)	8.22%

Next Quarter EPS	
# Up Last 30 days	20.00
# Down Last 30 days	0.00
Mean Estimate	2.39
% Change (30 Days)	0.42%

MEAN ESTIMATE TREND

	Cur Qtr	Next Qtr	Cur Year	Next Year
Latest	$2.37	$2.39	$9.75	$11.00
30 Days Ago	$2.19	$2.38	$9.55	$11.10
90 Days Ago	$2.20	$2.38	$9.55	$11.10
% Change (90 Days)	7.7%	0.4%	2.1%	-0.9%

EARNINGS SURPRISES

Earnings surprise is the difference between a company's announced earnings and the average analyst estimated value. Surprises typically causes the stock price to jump and are often followed by more of the same surprise type.

Surprise Summary (Last 12 Quarters)

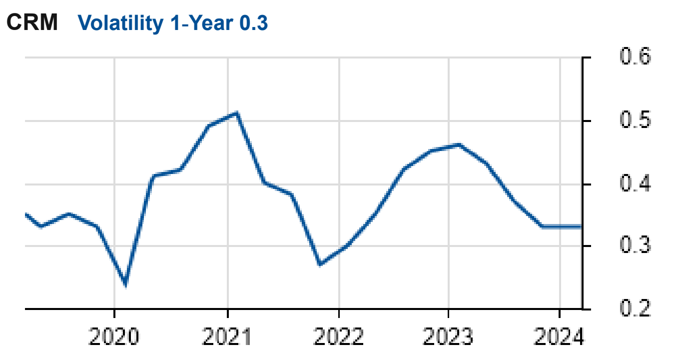
Surprise Type	Amount	Percent
Positive Quarters (> 2%)	11	91.7%
Negative Quarters (< 2%)	0	-
In-Line Quarters (within 2%)	1	8.3%

Surprise Detail (Last 6 Quarters)

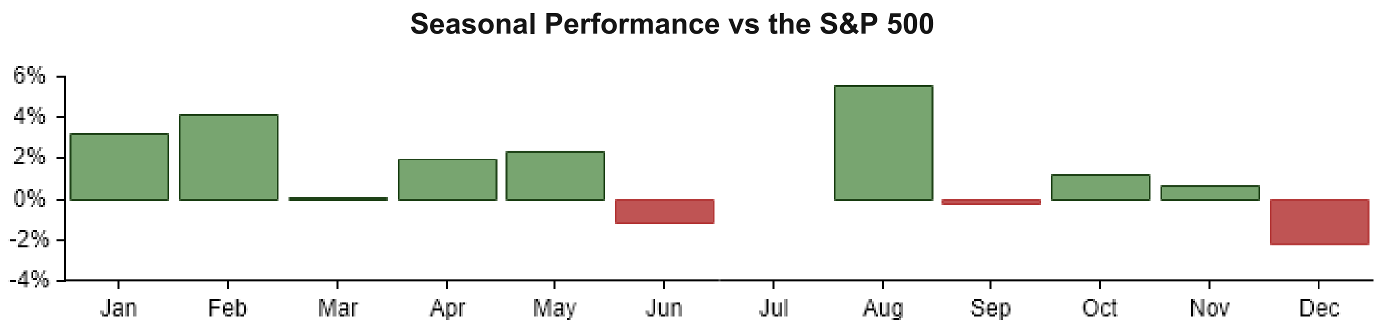
Surprise Type	Announce Date	Period End Date	Actual EPS	Est. EPS	Surprise (%)
In-Line	02/28/24	01/31/24	$2.29	$2.26	1.3%
Positive	11/29/23	10/31/23	$1.96	$1.91	2.6%
Positive	08/30/23	07/31/23	$2.12	$1.90	11.6%
Positive	05/31/23	04/30/23	$1.69	$1.61	5.0%
Positive	03/01/23	01/31/23	$1.68	$1.36	23.5%
Positive	11/30/22	-	$1.40	$1.21	15.7%

RISK

	CRM	Industry	S&P 500
Best Monthly Return (5Y)	34.2%	20.0%	17.9%
Worst Monthly Return (5Y)	-18.5%	-15.9%	-16.4%
Beta 1-Year	1.27	1.27	0.99
Volatility 1-Year	0.26	0.19	0.12
Volatility 1Y Pctl.	26	-	-
Max Drawdown 1-Year	-16.3%	-20.2%	-10.3%
Max Drawdown 3-Year	-58.6%	-50.9%	-25.4%
Max Drawdown 5-Year	-58.6%	-41.3%	-33.9%



SEASONALITY

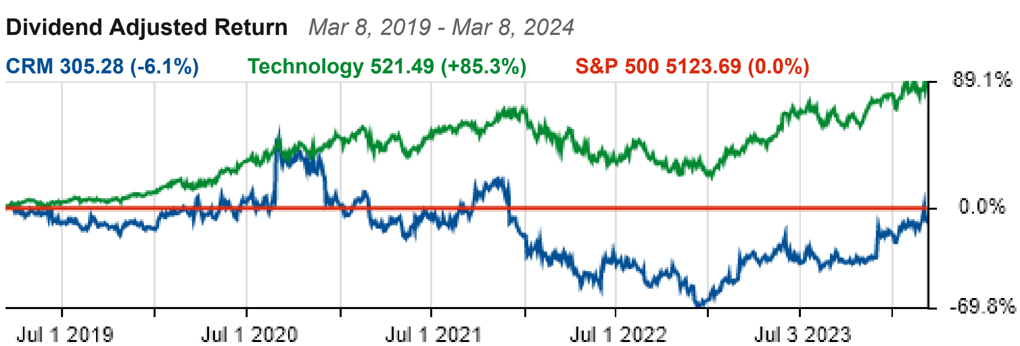


5-YEAR RELATIVE PERFORMANCE VS S&P 500

Relative to the S&P 500 baseline, CRM has underperformed the S&P 500 by -6.1% in the past 5 Years.

CRM has underperformed its sector by -91.4% in the past 5 Years.

The Technology sector has outperformed the market by 85.3% in the past 5 Years.



Overall Rating vs. Peers **91**

Ratings scores are relative to industry groups. They compare key metrics to rank stocks vs. their competitors.
For example, higher growth than peers will score high even when the absolute growth is below the market average.

Growth vs Peers

Ticker	Company	Growth Rating vs. Peers	Sales QoQ Chg.	Eps QoQ Chg.	Sales Growth Next Y.	Sales 1Y Chg (%)	Sales 3Y Avg (%)	Sales 5Y Avg (%)
INTU	Intuit	96	11.3%	108.3%	12.5%	10.3%	25.0%	19.3%
CRM	Salesforce	95	10.8%	-	10.5%	11.2%	17.9%	21.3%
ORCL	Oracle	76	5.4%	41.3%	8.3%	7.7%	9.2%	5.3%
SAP	SAP	28	5.0%	114.9%	10.7%	5.7%	4.5%	4.8%
ACN	Accenture	24	3.0%	0.7%	7.5%	2.3%	12.2%	8.5%

Valuation vs Peers

Ticker	Company	Valuation Rating vs. Peers	P/E	Forward P/E	PEG Trailing	P/S	P/B	5Y P/E Range	
CRM	Salesforce	76	72.5	27.8	3.0	8.6	5.0	47.0	-
ACN	Accenture	59	35.1	27.9	3.7	3.7	8.9	18.7	45.4
SAP	SAP	57	57.1	28.5	-	6.7	4.8	18.0	93.8
ORCL	Oracle	48	31.1	18.1	5.6	6.1	80.0	12.7	52.4
INTU	Intuit	30	66.7	34.5	4.3	12.2	10.8	32.6	91.0

Efficiency vs Peers

Ticker	Company	Efficiency Rating vs. Peers	Gross Margin	Operating Margin	Net Margin	5Y ROE Range		5Y ROA Range	
ORCL	Oracle	96	71.9%	28.9%	19.6%	-905.4%	792.5%	5.0%	11.8%
CRM	Salesforce	92	75.5%	17.2%	11.9%	-0.5%	10.4%	-0.4%	7.5%
ACN	Accenture	90	32.5%	13.6%	10.7%	25.8%	34.1%	14.0%	18.4%
INTU	Intuit	90	78.1%	23.0%	18.4%	11.7%	44.8%	7.4%	27.3%
SAP	SAP	79	72.2%	19.2%	19.7%	4.1%	18.0%	2.2%	9.5%

Financial Strength vs Peers

Ticker	Company	Financial Str. Rating vs. Peers	Debt / Equity	Interest Coverage	Quick Ratio	Intangibles %	Solvency Ratio	Short % of Float
ACN	Accenture	92	0.1	168.2	1.3	35.7%	42%	1.2%
SAP	SAP	89	0.2	5.1	1.3	46.2%	34%	-
INTU	Intuit	86	0.4	14.2	1.2	67.0%	28%	1.2%
CRM	Salesforce	79	0.2	-	1.1	54.0%	21%	0.8%
ORCL	Oracle	52	23.0	3.9	0.8	52.6%	15%	0.9%

Dividends vs Peers

Ticker	Company	Dividends Rating vs. Peers	Div. Yield	TTM Yield	Price	Div. Per Share	Consecutive Div. Growth Years	Payout Ratio
ACN	Accenture	70	1.4%	1.3%	$378.17	$5.16	4	42.6%
ORCL	Oracle	59	1.4%	1.4%	$112.42	$1.60	10+	40.8%
INTU	Intuit	38	0.6%	0.5%	$651.74	$3.60	10+	34.0%
SAP	SAP	24	1.2%	1.2%	$192.99	$2.23	1	39.6%
CRM	Salesforce	2	0.5%	-	$305.28	$1.60	0	-

Momentum vs Peers

Ticker	Company	Momentum Rating vs. Peers	1M Return	3M Return	6M Return	YTD Return	1Y Return	Beta 1Y	Volatility 1Y	Price vs 52-wk High (%)
SAP	SAP	89	6.5%	20.5%	37.4%	24.8%	67.2%	1.02	0.22	98.5%
CRM	Salesforce	86	4.6%	21.7%	35.8%	16.0%	66.9%	1.27	0.26	95.8%
ACN	Accenture	80	2.6%	12.5%	17.1%	8.2%	45.6%	1.06	0.20	97.6%
INTU	Intuit	71	-0.2%	13.7%	18.8%	4.4%	57.5%	1.55	0.27	97.1%
ORCL	Oracle	30	-3.7%	-0.7%	-10.3%	7.0%	29.0%	1.18	0.31	88.1%

DIVIDEND DETAIL

CALENDAR YEAR DIVIDEND HISTORY

Year	Ex-Dividend	Pay Date	Text	Amount
2024 Dividends				**$0.40**
	03/13/24	04/11/24	Regular	$0.40

UPCOMING DIVIDEND

Ex-Dividend Date	03/13/24
Payment Date	04/11/24
Amount	$0.40
Type	Regular

DIVIDEND RATE

Regular Dividend	$0.40
Annual Dividend Rate	$1.60
Annual Dividend Yield	0.5%
Trailing 12 Months Dividends	-
Trailing 12 Months Yield	-

STATISTICS

Payout Ratio	-
Dividend Coverage Ratio	-
Consecutive Growth Years	0
3 Year Growth Rate	-
5 Year Growth Rate	-
10 Year Growth Rate	-

FINANCIAL STATEMENT SUMMARY

USD in Millions	Chart	2019	2020	2021	2022	2023	TTM	CAGR
Income Statement								
Revenue		15,850	20,286	24,983	30,294	33,954	34,857	20.7%
Operating Income		636	226	917	497	5,389	5,999	70.9%
Net income		736	3,557	1,739	278	2,592	4,136	51.0%
Earnings per share diluted		$0.91	$3.81	$1.80	$0.26	$2.63	$4.20	44.1%
Average shares diluted		818	923	959	1,002	985	984	4.5%
P/E Ratio		135.0	88.8	141.6	254.8	62.8	72.5	-13.8%
Balance Sheet								
Cash		6,529	9,492	9,391	11,918	11,863	14,194	20.4%
Current assets		11,026	14,946	15,957	19,209	20,202	29,074	26.1%
Net Property, Plant and Equipm…		5,515	5,526	5,677	6,418	6,325	6,055	2.3%
Working Capital		552	2,712	922	982	808	2,443	42.7%
Net Debt		-435	-3,652	4,610	2,080	849	-1,606	-
Stockholders' Equity		33,279	40,310	57,054	59,351	58,090	59,646	15.0%
Cash Flow								
Operating Cash Flow		4,030	4,259	6,192	6,305	9,619	10,234	24.9%
Cap Ex		-674	-697	-699	-747	-807	-736	2.1%
Free Cash Flow		3,356	3,562	5,493	5,558	8,812	9,498	28.2%
Free Cash Flow per share		$4.10	$3.86	$5.73	$5.55	$8.95	$9.65	22.7%
Profitability								
Operating Margin		4.0%	1.1%	3.7%	1.6%	15.9%	17.2%	41.6%
Return on Assets		2.3%	6.8%	2.5%	0.3%	2.8%	4.2%	15.5%
Return on Equity		2.2%	8.8%	3.0%	0.5%	4.5%	6.9%	31.4%
Return on Invested Capital		1.9%	7.7%	2.4%	0.4%	3.7%	5.7%	30.6%
Dividends								
Dividends Per Share		-	-	-	-	-	$1.60	0.0%
Dividend Yield		0.0%	0.0%	0.0%	0.0%	0.6%	0.5%	-56.5%
Dividend Growth		-	0.0%	0.0%	0.0%	0.0%	0.0%	-

VALUATION & PROFITABILITY HISTORY

Date →		TTM	1 Yr Ago	2 Yrs. Ago	3 Yrs. Ago	4 Yrs. Ago
Price / Earnings		72.5	500+	107.2	47.5	180.0
Price / Cash Flow		29.3	29.0	29.7	40.3	33.3
Price / Book		5.0	3.0	3.3	4.6	4.4
Price / Tangible B…		51.5	56.1	-	17.3	53.5
Price / Sales		8.6	6.1	7.4	9.1	8.5
EV / EBITDA		29.6	32.2	50.6	56.7	56.2
Dividend Yield		0.5%	0.0%	0.0%	0.0%	0.0%
Shareholder Yield		3.1%	2.2%	0.0%	0.0%	0.0%
Gross Margin		75.5%	73.3%	73.5%	74.4%	75.2%
Net Margin		11.9%	0.7%	5.5%	19.2%	0.7%
Return on Assets		4.2%	0.2%	1.8%	6.7%	0.3%
Return on Equity		6.9%	0.4%	2.5%	9.8%	0.4%
ROIC		5.7%	0.3%	2.4%	9.3%	0.4%

WARNINGS

Name	Severity	Details
High Goodwill	Medium	Goodwill %: 48.7%

Goodwill on a company's balance often results from over-paying to acquire other firms. A high percentage here can turn into impairment charges that weigh down future earnings for the company.

Name	Severity	Details
MACD Crossover	Low	MACD Crossover Days: 1; MACD Divergence: -0.15

The MACD indicator has turned negative in the past week. This is a bearish signal among technical traders.

Name	Severity	Details
GAAP Earnings vs. Pro Forma	Low	Official EPS: $1.47; Announced EPS: $1.78

The GAAP compliant earnings that the company filed with the SEC are less than the pro-forma earnings they announced to the press. Pro-forma earnings can exclude special one-time charges but some distressed companies post these "one-time" charges quarter after quarter.

REPORT TIPS

Metric Definitions

Metric descriptions are available at stockrover.com/help/metrics/metric-overview

Quantitative Scores

Our scores analytics is to offer our concise analysis of a stock in powerful, but easy to digest format. Each of the composite score metrics are designed to use the best available accounting practices as well as source data from SEC filings. The scores are computed for a company vs. the market as a whole.

Fair Value

Fair value performs a forecasted discounted cash flow analysis of a company to determine the company's intrinsic value based on the expected future cash flows the company will produce. It basically determines what a company is worth based on how much cash flow it is expected to generate for you in the future, taking into account the time value of money and the predictability of those forecasted cash flows.

Peers

Peer ratings are computed from ranking companies in the same

DISCLAIMER