Earnings News On the Move

## Salesforce.com Non-GAAP EPS of \$2.12 beats by \$0.24, revenue of \$8.6B beats by \$70M

Aug. 30, 2023 4:06 PM ET | Salesforce, Inc. (CRM) | By: Pranav Ghumatkar, SA News Editor | 22 Comments

Salesforce.com press release (NYSE:CRM): Q2 Non-GAAP EPS of \$2.12 beats by \$0.24.

Revenue of \$8.6B (+11.4% Y/Y) beats by \$70M.

Second Quarter GAAP Operating Margin of 17.2% and Non-GAAP Operating Margin of 31.6%

Current Remaining Performance Obligation of \$24.1 Billion, up 12% Y/Y, 11% CC.

Returned \$1.9 Billion to Stockholders in the Second Quarter in the Form of Share Repurchases

Initiates Third Quarter FY24 Revenue Guidance of \$8.70 Billion to \$8.72 Billion vs. consensus of \$8.66B, up ~11% Y/Y

Raises Full Year FY24 Revenue Guidance to \$34.7 Billion to \$34.8 Billion vs. consensus of \$34.65B, up ~11% Y/Y

Raises Full Year FY24 GAAP Operating Margin Guidance to ~13.3% and Non-GAAP Operating Margin Guidance to ~30.0%

Raises Full Year FY24 Operating Cash Flow Growth Guidance to 22% to 23% Y/Y.

Shares +5.75%.

## More on Salesforce.com

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Salesforce Q2 Earnings Preview: Revenue Growth Uncertain, Margin Narrative Remains Intact

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My Favorite AI Is A Salesforce Guy Whose Name Is Einstein GPT

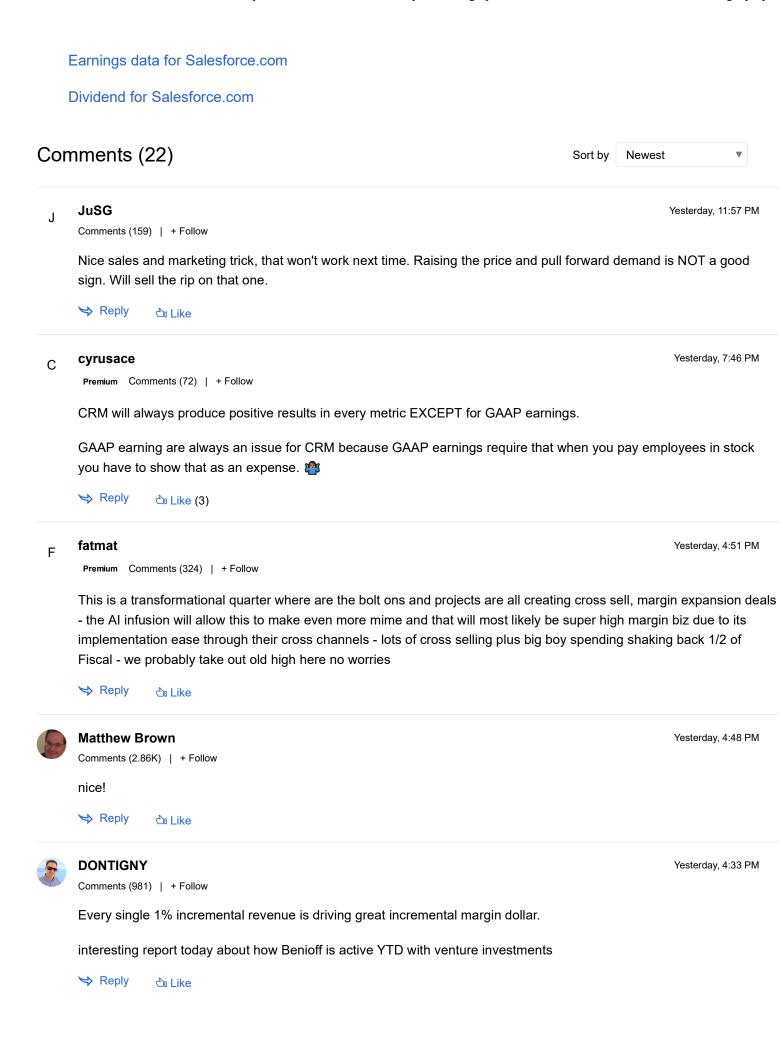
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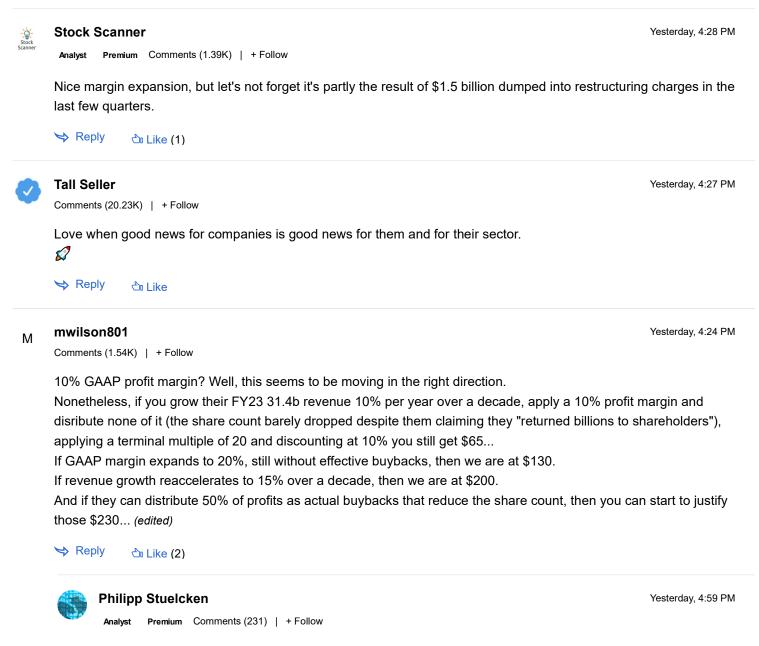
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Salesforce slips as JP Morgan removes from Focus List

Salesforce still seeing 'sluggish' demand, Jefferies says

Seeking Alpha's Quant Rating on Salesforce.com





*@mwilson801* Why would you calculate with a 10% profit margin when even their current guidance for 2023 is at 13,3%? It should reach 20% in the mid-term and tend to 25-30% at the end of the decade.

Seply 👌 Like

## M mwilson801

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@Philipp Stuelcken 13.3% is the operating margin.

GAAP EPS guidance is 3.51, which assumes 988 diluted shares: that is a net income of 3.5b, which is 10% of their 34.75b revenue guidance.

Their margin history as been very unstable, so I have no clue about what the future will look like. The only thing that seems clear to me is that perfection is baked into the price. and hence I should stay away.

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