

Salesforce Non-GAAP EPS of \$2.41 misses by \$0.04, revenue of \$9.44B beats by \$90M

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Salesforce [press release](#) (NYSE:CRM): Q3 Non-GAAP EPS of \$2.41 **misses by \$0.04**.

Revenue of \$9.44B (+8.3% Y/Y) **beats by \$90M**.

Shares **-2.08%**.

Third Quarter GAAP Operating Margin of 20.0% and non-GAAP Operating Margin of 33.1%

Current Remaining Performance Obligation of \$26.4 Billion, up 10% both Y/Y & in CC

Third Quarter Operating Cash Flow of \$1.98 Billion, up 29% Y/Y, and Free Cash Flow of \$1.78 Billion, up 30% Y/Y

Returned \$1.2 Billion in the Form of Share Repurchases and \$0.4 Billion in Dividend Payments to Stockholders, Third Quarter Total Cash Returned to Stockholders of \$1.6 Billion

FY25 Guidance Highlights

Initiates Fourth Quarter FY25 Revenue Guidance of \$9.90 Billion - \$10.10 Billion, up 7% - 9% Y/Y. Q4 revenue consensus is \$10.05B

Raises Low End of Full Year FY25 Revenue Guidance to \$37.8 Billion to \$38.0 Billion, up 8% - 9% Y/Y and Maintains Full Year FY25 Subscription & Support Revenue Growth Guidance of Slightly Below 10% Y/Y & Approximately 10% in CC. FY24 revenue consensus is \$37.86B

Raises Full Year FY25 GAAP Operating Margin Guidance to 19.8% and Raises non-GAAP Operating Margin Guidance to 32.9%

Raises Full Year FY25 Operating Cash Flow Growth Guidance to 24% to 26% Y/Y

Non-GAAP Diluted Net Income per Share: Q4 \$2.57 - \$2.62, Q4 EPS consensus is \$2.65

FY guidance \$9.98 - \$10.03, FY24 EPS consensus is \$10.11

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