

Palantir Technologies

5th GAAP profitable Q; strong US comm'l performance and FCF generation

Maintain Rating: BUY | PO: 21.00 USD | Price: 16.72 USD

Double digit growth at Comm'l and Gov't drives beat

PLTR reported its fifth quarter of GAAP profitability with GAAP EPS of \$0.04. Adj. EPS came in at \$0.08, in line with STe and beating BofAe of \$0.07. The beat was primarily driven by stronger than expected revenues (up 20% Y/Y) and stronger profitability (adj. EBITDA margins of 36% versus BofAe 32.5%). Robust top line results were driven by double digit growth at both Commercial (up 32% Y/Y with US Commercial revenue up 70% Y/Y) and Government (up 11% Y/Y). Customer count increased 35% Y/Y, with US commercial customer count growing 55% Y/Y. Adjusted FCF came in at \$305mn above BofAe of \$111mn and STe of \$156mn.

Expecting another year of GAAP profitability

Management expects full year 2024 revenues of \$2.652-\$2.668bn, representing revenue growth of ~20% at the midpoint (in line with BofAe \$2,671mn & STe \$2,664mn). US Commercial are expected to be up 40%+, vs. BofAe 41% Y/Y. Operating margins of 31% came in above BofAe and STe expectations of 29%. PLTR expects to see continued strong cash generation with expected FCF of \$800-1,000mn (above BofAe of \$721mn and STe of \$667mn). The company expects to be GAAP profitable in every quarter of 2024. We maintain our Buy rating.

Exhibit 1:Quick take of results vs. Expectations

Double digit growth in both segments

Quick-take of results vs. Expectations:

Adj. EPS	4Q23: \$0.08 vs. BofAe: \$0.07 vs. BBG: \$0.08 vs. 4Q22: \$0.04 (4Q23 up 85.2% Y/Y)
Revenue	4Q23 : \$608mn vs. BofAe: \$603mn vs. BBG: \$603mn vs. PLTR outlook: \$599-603mn vs. 4Q22: \$509mn (increased 19.6% Y/Y)
Adj. operating margin	4Q23 : 34.4% vs. BofAe: 31.0% vs. BBG: 31.1% vs. 4Q22: 22.5%
Revenue by segment	Government 4Q23: \$324mn vs. 4Q22: \$293mn (increased 10.7% Y/Y) Commercial 4Q23: \$284mn vs. 4Q22: \$216mn (increased 31.8% Y/Y)
Adj. FCF	4Q23: \$305 vs. BofAe: \$111 vs. 4Q22: \$76 (4Q23 up 302.2% Y/Y)
2024 revenue outlook	Revenue in line \$2,652-2,668mn (vs. BofAe \$2,671mn & BBG: \$2,664mn)
2024 Adj. op margin outlook	Adj. Operating margin of 31% (vs. BofAe & BBG: 29%)
2024 FCF outlook	FCF of \$800-1,000mn (vs. BofAe \$721mn vs. BBG: \$667mn)

Source: BofA Global Research, Bloomberg, Company filings

BofA GLOBAL RESEARCH

05 February 2024

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Stock Data

16.72 USD Price Objective 21.00 USD 3-Nov-2023 Date Established Investment Opinion C-1-9 52-Week Range 7.19 USD - 21.85 USD Mrkt Val (mn) / Shares Out 34,601 USD / 2,069.4 92.8% 693.33 USD Average Daily Value (mn) BofA Ticker / Exchange PLTR / NYS Bloomberg / Reuters PLTR US / PLTR.N ROE (2023E) 18.6% Net Dbt to Eqty (Dec-2022A) -98.3% ESGMeter™ Medium

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Objective Basis/Risk on page 2.

Price objective basis & risk

Palantir Technologies (PLTR)

Our PO of \$21 is based on a 0.6x EV/Sales/Growth multiple to 2025e and represents a sum of the parts of 0.6x on Government (above Defense IT svs on stronger EBITDA margins) and 0.8x on Commercial (in line with GAAP profitable software infrastructure and industrial automation). We think that higher-than-peers' stock based compensation, outsized founders' voting power, and a less conventional investment and sales strategy are balanced by a beneficial position to national security and US government/allies' modernization efforts, a leading role in artificial intelligence (AI)-powered platforms, opportunistic partnerships, strong balance sheet and strengthening profitability.

Downside risks to our PO are lower-than-expected Al-platforms market growth, faster than expected commoditization, higher success from competitors to catch up with technologies, and/or stronger than expected resistance from government customers to use commercial off the shelf solutions.

Upside risks to our PO are stronger-than-expected growth of the Al-platforms market, higher-than-expected PLTR penetration, better-than-expected profitability, and/or successful agreements and investments.

Analyst Certification

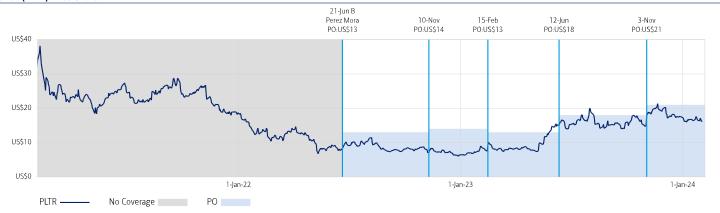
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Palantir (PLTR) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	215	53.09%	Buy	111	51.63%
Hold	97	23.95%	Hold	45	46.39%
Sell	93	22.96%	Sell	24	25.81%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
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Sell	807	22.84%	Sell	383	47.46%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Jnderperform	N/A	≥ 20%

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