

SentinelOne, Inc.

Solid results across most fronts; but stock is paying the price for high expectations

Reiterate Rating: BUY | PO: 35.00 USD | Price: 27.94 USD

Strong results potentially impacted by deal timing

Despite the stock trading down 11% after hours, we highlight mostly positive trends in the quarter. The stock is down on three drivers. First, CrowdStrike raised Street expectations and investors leaned on the positive side ahead of the results. In addition, total ARR of \$724mn and net new ARR of \$61mn were slightly below expectations of \$721mn and \$57mn, and as we expected, 1Q/FY25 revenue guidance was conservative, at \$181mn/\$815mn, vs. Street's \$182mn/\$818mn. However, digging one layer below the headline results, we see strengths across the board, with 4Q billings and RPO up 50%/47% YoY on larger deal sizes and longer contract durations, combined with better gross and operating margins and a 2c beat to EPS. We believe SentinelOne guidance is mostly driven by conservatism and lumpy deal flow, and could ultimately prove conservative. We remain positive on SentinelOne's competitive positioning and its near-term pathway to profitability and FCF generation. We reiterate our Buy and \$35 PO. We also tweak our estimates to reflect management's latest guidance targets.

Solid revenue growth supported by cross-selling

Revenues grew 38% YoY and net new ARR grew 3% YoY, beating Street's -2%, with strong upselling momentum. The number of \$100k+ ARR customers grew 30% YoY, vs. 28% last quarter. Management noted that Cloud security, data security, and identity protection contributed to +33% of FY24 total bookings, with data security accounting for 10% of quarterly bookings. In addition, new customer acquisition remains strong and we estimate it accounts for +50% of revenues, vs. ~33% at CrowdStrike. Management also called out another strong quarter of MSSP growth, a key long-term growth driver.

Few signs of worsening cyber spending conditions

Management commentary was somewhere between the bearish views of Palo Alto and the strong optimism of CrowdStrike. Lingering macro weakness is driving management's conservative guidance. However, CEO Tomer Weingarten also noted the company is seeing none of the negative trends noted by Palo Alto, such as spending fatigue nor severe pricing pressure. He noted that SentinelOne is not offering zero-price deals nor heavily discounting its bundles. The demand remains healthy, per management, and SentinelOne remains focused on customer acquisition, upsell opportunities and achieving profitability/positive free cash flow. The company continues to enhance the portfolio, and the PingSafe acquisition is aimed to bolster the Singularity Cloud offering and strengthen the CNAPP platform against the likes of CrowdStrike, Wiz, and Palo Alto.

Estimates (Jan) (US\$)	2023A	2024A	2025E	2026E	2027E
EPS	(0.70)	(0.28)	0.01	0.33	0.60
GAAP EPS	(1.36)	(1.14)	(0.92)	(0.49)	(0.30)
EPS Change (YoY)	2.8%	60.0%	NM	NM	81.8%
Consensus EPS (Bloomberg)			0.07	0.34	NA
DPS	0	0	0	0	0
Valuation (Jan)					
P/E	NM	NM	2,794.0x	84.7x	46.6x
EV / EBITDA*	NM	NM	NM	77.3x	39.1x
Free Cash Flow Yield*	-2.9%	-1.0%	0.4%	1.4%	3.2%

* For full definitions of *IQmethod*SM measures, see page 6.

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Stock Data

Price	27.94 USD
Price Objective	35.00 USD
Date Established	14-Feb-2024
Investment Opinion	C-1-9
52-Week Range	12.43 USD - 30.76 USD
Mkt Val (mn) / Shares Out (mn)	6,950 USD / 248.7
Free Float	98.1%
Average Daily Value (mn)	150.76 USD
BoFA Ticker / Exchange	S / NYS
Bloomberg / Reuters	S US / S.N
ROE (2025E)	0.3%
Net Dbt to Eqty (Jan-2024A)	-15.8%
ESGMeter TM	NLA

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BoFA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to ["BoFA ESGMeter Methodology"](#).

MSSP: Managed Security Service Provider

ARR: Annual Recurring Revenue

CNAPP: Cloud Native Application Protection Platform

RPO: Remaining Performance Obligations

iQprofileSM SentinelOne, Inc.

iQmethodSM – Bus Performance*

(US\$ Millions)	2023A	2024A	2025E	2026E	2027E
Return on Capital Employed	-9.6%	-3.8%	0.6%	5.4%	9.1%
Return on Equity	-11.8%	-5.0%	0.3%	6.2%	10.9%
Operating Margin	-49.5%	-19.0%	-4.0%	6.0%	11.7%
Free Cash Flow	(198)	(70)	29	100	223

iQmethodSM – Quality of Earnings*

(US\$ Millions)	2023A	2024A	2025E	2026E	2027E
Cash Realization Ratio	NM	NM	6.9x	1.1x	1.2x
Asset Replacement Ratio	0.2x	0x	0x	0.1x	0.1x
Tax Rate	1.5%	NM	NM	NM	NM
Net Debt-to-Equity Ratio	-8.1%	-15.8%	-16.8%	-20.8%	-30.1%
Interest Cover	NA	NA	NA	NA	NA

Income Statement Data (Jan)

(US\$ Millions)	2023A	2024A	2025E	2026E	2027E
Sales	422	621	816	1,022	1,253
% Change	106.1%	47.1%	31.3%	25.4%	22.6%
Gross Profit	305	481	636	802	989
% Change	136.3%	57.9%	32.2%	26.1%	23.4%
EBITDA	(179)	(79)	4	89	175
% Change	-7.5%	55.7%	NM	NM	97.7%
Net Interest & Other Income	18	43	45	45	45
Net Income (Adjusted)	(195)	(81)	4	99	184
% Change	-9.1%	58.3%	NM	NM	86.5%

Free Cash Flow Data (Jan)

(US\$ Millions)	2023A	2024A	2025E	2026E	2027E
Net Income from Cont Operations (GAAP)	(379)	(336)	(278)	(149)	(90)
Depreciation & Amortization	30	39	37	27	28
Change in Working Capital	(28)	(39)	(35)	(30)	13
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	184	268	305	256	276
Capital Expenditure	(5)	(1)	(1)	(4)	(3)
Free Cash Flow	-198	-70	29	100	223
% Change	-99.8%	64.9%	NM	250.9%	122.8%
Share / Issue Repurchase	0	0	0	0	0
Cost of Dividends Paid	0	0	0	0	0
Change in Debt	0	0	0	0	0

Balance Sheet Data (Jan)

(US\$ Millions)	2023A	2024A	2025E	2026E	2027E
Cash & Equivalents	138	257	266	343	537
Trade Receivables	151	214	158	198	185
Other Current Assets	625	826	818	869	913
Property, Plant & Equipment	39	49	31	32	37
Other Non-Current Assets	1,305	975	1,213	1,296	1,404
Total Assets	2,259	2,321	2,487	2,738	3,076
Short-Term Debt	4	5	5	5	5
Other Current Liabilities	469	585	762	930	1,101
Long-Term Debt	0	0	0	0	0
Other Non-Current Liabilities	129	137	159	181	202
Total Liabilities	602	727	926	1,116	1,308
Total Equity	1,657	1,594	1,561	1,622	1,768
Total Equity & Liabilities	2,259	2,321	2,487	2,738	3,076

* For full definitions of iQmethodSM measures, see page 6.

Company Sector

Cyber Security

Company Description

SentinelOne provides Endpoint Protection Platform solutions to optimally protect enterprises' internet-connected devices from cyber threats. The company benefits from an ongoing shift from legacy, on-premise offerings to cloud-based platforms that use machine learning and AI technology. SentinelOne is strongly positioned to compete with and displace legacy incumbents with its next-gen EPP offerings, including extended detection and response capabilities.

Investment Rationale

We believe SentinelOne is positioned to gain share in the endpoint security market and expand into other areas of security over time through its scalable, AI-powered next-gen platform. In the long-run, the company's SaaS model and platform up/cross-sell potential could deliver sustainable high growth.

Stock Data

Average Daily Volume 5,643,404

Quarterly Earnings Estimates

	2024	2025
Q1	-0.15A	-0.05E
Q2	-0.08A	-0.01E
Q3	-0.03A	0.03E
Q4	-0.02A	0.04E

Financial highlights

Exhibit 1: Actual versus estimated results

4Q results came in above our expectations across the board

mn's (except per share)	4Q23	1Q24	2Q24	3Q24	4Q24	Estimated	Delta	QoQ	YoY
Actual vs Estimated									
ARR	521.7	563.6	612.2	663.9	724.4	722.7	1.74	9.1%	38.9%
Total Revenue	126.1	133.4	149.4	164.2	174.2	169.3	4.91	6.1%	38.1%
YoY growth	92.1%	70.5%	45.8%	42.4%	38.1%	34%			
Gross profits	94.64	100.08	114.89	130.11	135.93	131.18	4.76	4.5%	43.6%
S&M	73.14	84.10	82.21	81.91	83.42	86.00	(2.59)	1.8%	14.0%
R&D	39.56	39.95	38.26	36.26	40.47	38.43	2.04	11.6%	2.3%
G&A	25.67	26.84	27.84	30.13	27.90	30.43	(2.53)	-7.4%	8.7%
Total OPEX	138.38	150.89	148.31	148.30	151.79	154.87	(3.08)	2.4%	9.7%
Operating Income	(43.74)	(50.81)	(33.43)	(18.19)	(15.85)	(23.69)	7.84	-12.8%	-63.8%
Interest Income / Other Income	8.65	9.57	10.29	11.78	11.24	11.78	(0.54)	-4.6%	29.9%
Net profit/loss	(37.39)	(42.30)	(24.61)	(7.73)	(6.62)	(13.23)	6.61	-14.3%	-82.3%
Shares outstanding (diluted)	283.55	288.30	293.17	296.65	301.36	301.10	0.26	1.6%	6.3%
EPS (Diluted)	(0.13)	(0.15)	(0.08)	(0.03)	(0.02)	(0.04)	0.02	-15.6%	-83.3%
Margin Analysis									
Gross margin	75.1%	75.0%	76.9%	79.3%	78.0%	77.5%	54bps	-121bps	299bps
S&M margin	58.0%	63.0%	55.0%	49.9%	47.9%	50.8%	-292bps	-200bps	-1011bps
R&D margin	31.4%	29.9%	25.6%	22.1%	23.2%	22.7%	53bps	115bps	-814bps
G&A margin	20.4%	20.1%	18.6%	18.4%	16.0%	18.0%	-196bps	-233bps	-434bps
Operating margin	-34.7%	-38.1%	-22.4%	-11.1%	-9.1%	-14.0%	489bps	198bps	2559bps
Net margin	-29.7%	-31.7%	-16.5%	-4.7%	-3.8%	-7.8%	401bps	90bps	2585bps

Source: BofA Global Research estimates, company report

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Exhibit 2: Summary of model changes

We change our estimates to reflect management's latest guidance targets

	Sales			EPS			Gross Margin			Operating Margin		
	Old	New	Delta	Old	New	Delta	Old	New	Delta	Old	New	Delta
FY24												
1Q24	133.39	133.39	-	(0.15)	(0.15)	-	75.0%	75.0%	0.0%	-38.1%	-38.1%	0.0%
2Q24	149.42	149.42	-	(0.08)	(0.08)	-	76.9%	76.9%	0.0%	-22.4%	-22.4%	0.0%
3Q24	164.17	164.17	-	(0.03)	(0.03)	-	79.3%	79.3%	0.0%	-11.1%	-11.1%	0.0%
4Q24	169.26	174.18	4.91	(0.04)	(0.02)	0.02	77.5%	78.0%	0.5%	-14.0%	-9.1%	4.9%
Total	616.24	621.15	4.91	(0.30)	(0.28)	0.02	77.3%	77.4%	0.2%	-20.5%	-19.0%	1.4%
FY25E												
1Q25E	186.08	181.01	(5.07)	(0.03)	(0.05)	(0.02)	77.1%	77.5%	0.4%	-10.6%	-14.1%	-3.5%
2Q25E	199.48	198.64	(0.84)	0.01	(0.01)	(0.01)	77.6%	77.7%	0.1%	-4.2%	-5.7%	-1.5%
3Q25E	213.51	213.61	0.10	0.04	0.03	(0.01)	77.6%	77.8%	0.2%	1.1%	0.6%	-0.5%
4Q25E	228.89	222.34	(6.54)	0.07	0.04	(0.03)	78.6%	78.7%	0.1%	4.1%	1.3%	-2.8%
Total	827.96	815.61	(12.35)	0.08	0.01	(0.07)	77.8%	78.0%	0.2%	-2.0%	-4.0%	-2.0%
FY26E												
1Q26E	243.71	235.00	(8.71)	0.07	0.04	(0.02)	77.6%	78.0%	0.4%	4.1%	1.8%	-2.2%
2Q26E	260.00	248.00	(12.01)	0.09	0.07	(0.03)	78.1%	78.2%	0.1%	7.0%	4.3%	-2.7%
3Q26E	276.84	261.97	(14.88)	0.13	0.09	(0.03)	78.1%	78.3%	0.2%	10.2%	7.3%	-2.9%
4Q26E	295.77	277.42	(18.36)	0.14	0.12	(0.01)	79.1%	79.2%	0.1%	10.4%	10.0%	-0.4%
Total	1,076.33	1,022.37	(53.95)	0.43	0.33	(0.10)	78.3%	78.5%	0.2%	8.1%	6.0%	-2.0%

Source: BofA Global Research estimates, company report

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Exhibit 3: Income statement

We model FY25 revenues/EPS to reach \$815mn/1c, respectively

(\$mn except EPS)	1Q23	2Q23	3Q23	4Q23	FY23	1Q24	2Q24	3Q24	4Q24	FY24	1Q25E	2Q25E	3Q25E	4Q25E	FY25E
Total ARR	322.00	417.00	463.00	521.70	521.70	563.60	612.20	663.90	724.40	724.40	767.76	818.32	872.24	934.82	934.82
Total revenue	78.26	102.51	115.32	126.10	422.18	133.39	149.42	164.17	174.18	621.15	181.01	198.64	213.61	222.34	815.61
YoY growth (%)	109.3%	124.1%	105.9%	92.1%	106.1%	70.5%	45.8%	42.4%	38.1%	47.1%	35.7%	32.9%	30.1%	27.7%	31.3%
Total gross profit	53.51	73.97	82.45	94.64	304.56	100.08	114.89	130.11	135.93	481.01	140.28	154.35	166.19	174.98	635.80
Gross margin	68.4%	72.2%	71.5%	75.1%	72.1%	75.0%	76.9%	79.3%	78.0%	77.4%	77.5%	77.7%	77.8%	78.7%	78.0%
Sales & Marketing	53.21	66.48	69.01	73.14	261.84	84.10	82.21	81.91	83.42	331.63	92.76	91.83	89.99	95.39	369.98
Research & Development	35.38	41.04	37.84	39.56	153.82	39.95	38.26	36.26	40.47	154.94	43.71	44.06	44.72	46.06	178.55
General & Administrative	22.36	24.54	25.19	25.67	97.77	26.84	27.84	30.13	27.90	112.71	29.30	29.84	30.14	30.74	120.01
Operating Income / (Loss)	(57.44)	(58.10)	(49.59)	(43.74)	(208.87)	(50.81)	(33.43)	(18.19)	(15.85)	(118.28)	(25.48)	(11.38)	1.34	2.79	(32.73)
Operating margin	-73.4%	-56.7%	-43.0%	-34.7%	-49.5%	-38.1%	-22.4%	-11.1%	-9.1%	-19.0%	-14.1%	-5.7%	0.6%	1.3%	-4.0%
Net Income	(56.98)	(55.87)	(44.39)	(37.39)	(194.63)	(42.30)	(24.61)	(7.73)	(6.62)	(81.25)	(16.25)	(2.15)	10.57	12.02	4.19
Non-GAAP EPS	(0.21)	(0.20)	(0.16)	(0.13)	(0.70)	(0.15)	(0.08)	(0.03)	(0.02)	(0.28)	(0.05)	(0.01)	0.03	0.04	0.01
GAAP EPS	(0.33)	(0.35)	(0.35)	(0.33)	(1.36)	(0.37)	(0.29)	(0.24)	(0.24)	(1.14)	(0.29)	(0.24)	(0.20)	(0.19)	(0.92)
Total share count	270	277	281	284	278	288	293	297	301	295	302	302	302	303	302
Net Cash from Operating Activities	(49.35)	(62.12)	(59.74)	(22.07)	(193.29)	(28.06)	(11.90)	(22.23)	(6.18)	(68.37)	(9.69)	1.85	9.74	27.23	29.13
Free cash flow	(54.73)	(66.87)	(64.72)	(25.37)	(211.69)	(31.43)	(15.19)	(26.38)	(10.64)	(83.63)	(15.05)	(2.13)	3.17	23.79	9.78
FCF Margin	-69.9%	-65.2%	-56.1%	-20.1%	-50.1%	-23.6%	-10.2%	-16.1%	-6.1%	-13.5%	-8.3%	-1.1%	1.5%	10.7%	1.2%
Cash & Cash Equivalents	766.10	269.49	210.47	137.94	137.94	150.10	133.07	127.34	256.65	256.65	241.60	239.47	242.64	266.43	266.43
Margin Analysis															
Total Gross Margin	68.4%	72.2%	71.5%	75.1%	72.1%	75.0%	76.9%	79.3%	78.0%	77.4%	77.5%	77.7%	77.8%	78.7%	78.0%
Sales & Marketing	68.0%	64.9%	59.8%	58.0%	62.0%	63.0%	55.0%	49.9%	47.9%	53.4%	51.2%	46.2%	42.1%	42.9%	45.4%
Research & Development	45.2%	40.0%	32.8%	31.4%	36.4%	29.9%	25.6%	22.1%	23.2%	24.9%	24.1%	22.2%	20.9%	20.7%	21.9%
General & Administrative	28.6%	23.9%	21.8%	20.4%	23.2%	20.1%	18.6%	18.4%	16.0%	18.1%	16.2%	15.0%	14.1%	13.8%	14.7%
Operating Margin	-73.4%	-56.7%	-43.0%	-34.7%	-49.5%	-38.1%	-22.4%	-11.1%	-9.1%	-19.0%	-14.1%	-5.7%	0.6%	1.3%	-4.0%
Net Income	-72.8%	-54.5%	-38.5%	-29.7%	-46.1%	-31.7%	-16.5%	-4.7%	-3.8%	-13.1%	-9.0%	-1.1%	4.9%	5.4%	0.5%
YoY Growth															
Total Revenue	109.3%	124.1%	105.9%	92.1%	106.1%	70.5%	45.8%	42.4%	38.1%	47.1%	35.7%	32.9%	30.1%	27.7%	31.3%
Total Operating Expenses	64.5%	80.0%	73.4%	60.0%	69.2%	36.0%	12.3%	12.3%	9.7%	16.7%	9.9%	11.7%	11.2%	13.4%	11.6%
Operating Income	21.0%	29.1%	28.0%	0.9%	19.7%	-11.5%	-42.5%	-63.3%	-63.8%	170.4%	-49.9%	-66.0%	-107.3%	-117.6%	106.5%
Net Income	17.5%	21.5%	11.1%	-15.0%	9.1%	-25.8%	-56.0%	-82.6%	-82.3%	117.3%	-61.6%	-91.3%	-236.8%	-281.5%	-163.3%
QoQ Growth															
Total revenue	19.2%	31.0%	12.5%	9.3%		5.8%	12.0%	9.9%	6.1%		3.9%	9.7%	7.5%	4.1%	
Total Operating expenses	28.3%	-56.5%	19.0%	4.8%		9.0%	-1.7%	0.0%	2.4%		9.2%	0.0%	-0.5%	4.5%	
Operating Income	32.5%	-66.7%	-13.7%	-24.7%		16.2%	-34.2%	-45.6%	-12.8%		60.7%	-55.3%	-111.7%	108.8%	
Net Income	29.6%	-68.7%	-22.1%	-33.1%		13.1%	-41.8%	-68.6%	-14.3%		145.3%	-86.8%	-591.8%	13.8%	

Source: BofA Global Research estimates, company report

BofA GLOBAL RESEARCH



Price objective basis & risk

SentinelOne, Inc. (S)

Our PO of \$35 is based on 10x our FY26E EV/Sales, a discount to the roughly 14x multiple at which its key competitor trades, reflecting SentinelOne's lower scale, margins, and free cash flow generation. We choose EV/Sales as our valuation metric due to SentinelOne's early growth stage and investment period creating outsized operating losses in the near-term.

Downside risks to our PO are 1) investor sentiment and sensitivity to the premium valuation levels, 2) a lower take-rate of new offerings, 3) material slowdown in new customer adoption and platform expansion deals, 4) risk of security breaches, and 5) an increase in competition from incumbent vendors and other next-gen players.

Upside risks to our PO are 1) increased growth within the endpoint security market, 2) higher adoption of adjacent products, 3) better-than-expected enterprise IT spending, 4) material increase in new customer adds, and 5) further growth of offerings into new markets.

Analyst Certification

I, Tal Liani, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

US - Telecom and Data Networking Equipment Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Akamai	AKAM	AKAM US	Madeline Brooks
	Amdocs	DOX	DOX US	Tal Liani
	Arista Networks	ANET	ANET US	Tal Liani
	Cellebrite	CLBT	CLBT US	Tomer Zilberman
	Check Point Software Technologies	CHKP	CHKP US	Tal Liani
	Ciena	CIEN	CIEN US	Tal Liani
	CrowdStrike Holdings Inc.	CRWD	CRWD US	Tal Liani
	CyberArk	CYBR	CYBR US	Tal Liani
	Fastly	FSLY	FSLY US	Madeline Brooks
	Fortinet	FTNT	FTNT US	Tal Liani
	Gen Digital, Inc.	GEN	GEN US	Jonathan Eisenson
	InterDigital, Inc.	IDCC	IDCC US	Tal Liani
	Motorola Solutions	MSI	MSI US	Tomer Zilberman
	Okta Inc	OKTA	OKTA US	Madeline Brooks
	Qualcomm	QCOM	QCOM US	Tal Liani
	SentinelOne, Inc.	S	S US	Tal Liani
	Zscaler	ZS	ZS US	Tal Liani
NEUTRAL				
	Cisco Systems	CSCO	CSCO US	Tal Liani
	Palo Alto Networks	PANW	PANW US	Tal Liani
UNDERPERFORM				
	Cloudflare	NET	NET US	Madeline Brooks
	CommScope	COMM	COMM US	Tal Liani
	F5 Inc	FFIV	FFIV US	Tal Liani
	SecureWorks	SCWX	SCWX US	Tal Liani



iQmethodSM Measures Definitions

Business Performance

Return On Capital Employed

Return On Equity

Operating Margin

Earnings Growth

Free Cash Flow

Quality of Earnings

Cash Realization Ratio

Asset Replacement Ratio

Tax Rate

Net Debt-To-Equity Ratio

Interest Cover

Valuation Toolkit

Price / Earnings Ratio

Price / Book Value

Dividend Yield

Free Cash Flow Yield

Enterprise Value / Sales

EV / EBITDA

Numerator

$\text{NOPAT} = (\text{EBIT} + \text{Interest Income}) \times (1 - \text{Tax Rate}) + \text{Goodwill Amortization}$

Net Income

Operating Profit

Expected 5 Year CAGR From Latest Actual

Cash Flow From Operations – Total Capex

Numerator

Cash Flow From Operations

Capex

Tax Charge

Net Debt = Total Debt – Cash & Equivalents

EBIT

Numerator

Current Share Price

Current Share Price

Annualised Declared Cash Dividend

Cash Flow From Operations – Total Capex

$\text{EV} = \text{Current Share Price} \times \text{Current Shares} + \text{Minority Equity} + \text{Net Debt} +$

Other LT Liabilities

Enterprise Value

Denominator

$\text{Total Assets} - \text{Current Liabilities} + \text{ST Debt} + \text{Accumulated Goodwill}$

Amortization

Shareholders' Equity

Sales

N/A

N/A

Denominator

Net Income

Depreciation

Pre-Tax Income

Total Equity

Interest Expense

Denominator

Diluted Earnings Per Share (Basis As Specified)

Shareholders' Equity / Current Basic Shares

Current Share Price

$\text{Market Cap} = \text{Current Share Price} \times \text{Current Basic Shares}$

Sales

Basic EBIT + Depreciation + Amortization

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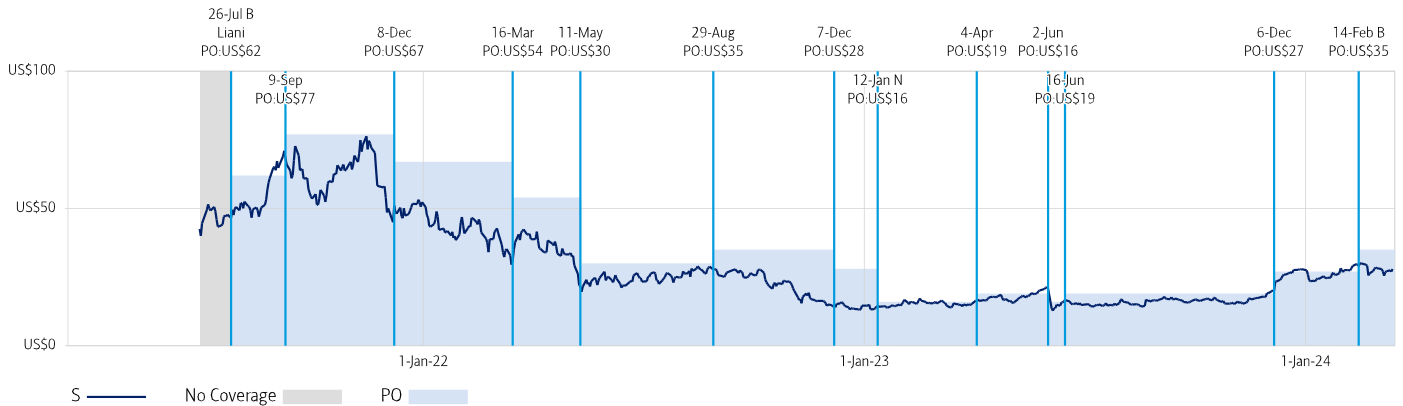
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SentinelOne (S) Price Chart



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

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	57	51.82%	Buy	43	75.44%
Hold	27	24.55%	Hold	17	62.96%
Sell	26	23.64%	Sell	12	46.15%

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%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

^{R1} Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

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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%
Underperform	N/A	≥ 20%

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