

Salesforce - Q4 2022 Financial Report

Metric	Value
Revenue	\$46,916,216.00
Growth Rate	-2.5%
Profit Margin	8.4%

****Salesforce Announces Fourth Quarter Fiscal Year 2022 Results** **Executive Summary:****

Salesforce delivered a strong fourth quarter, capping off a year of robust growth and profitability. Revenue exceeded expectations, driven by continued demand for our Customer 360 platform. While navigating a dynamic macroeconomic environment, our commitment to innovation and customer success fueled a solid performance. We remain focused on disciplined execution and profitable growth as we enter fiscal year 2023. ****Revenue Performance:**** Total revenue for Q4 2022 reached \$7.33 billion, an increase of 26% year-over-year. Subscription and support revenues, the core of our business, grew by 25% to \$6.8 billion, reflecting the continued stickiness of our cloud offerings. Professional services and other revenues grew by 35% to \$530 million. Geographically, the Americas contributed the largest share of revenue, followed by EMEA and APAC, all showing strong double-digit growth. Standout performers included our Sales Cloud and Service Cloud offerings, seeing continued adoption from both enterprise and SMB customers. Slack also contributed significantly to Q4 revenue, reflecting increasing cross-selling opportunities. ****Key Business Highlights:**** We successfully launched several key product innovations, including advancements in Einstein AI and enhancements to our industry-specific cloud offerings. We strengthened strategic partnerships, expanding our ecosystem and reach. Key customer wins across various industries underscore the value of our comprehensive platform. We made significant progress in integrating Slack into the Salesforce ecosystem, driving increased collaboration and productivity for our customers. ****Market Conditions and Competitive Landscape:**** The CRM market remains highly competitive, with established players and emerging disruptors vying for market share. Despite increased competition from Microsoft Dynamics 365 and smaller, niche vendors, Salesforce maintains a leading position, driven by our comprehensive product portfolio, strong brand recognition, and extensive ecosystem. The ongoing shift to digital transformation continues to fuel demand for CRM solutions, presenting significant growth opportunities.

****Forward-Looking Statements and Guidance:**** For fiscal year 2023, we anticipate continued growth, albeit at a more moderate pace reflecting the broader economic outlook. We expect revenue in the range of \$31.7 to \$32.0 billion, representing approximately 20% year-over-year growth. We remain committed to improving operational efficiency and delivering sustainable, profitable growth. We are closely monitoring macroeconomic trends and remain prepared to adapt our strategies as needed. We will continue to invest in innovation and customer success to maintain our leadership position in the CRM market.