

AI Moonshot Stock Analysis

Investment Thesis: We analyze 12 publicly traded "AI moonshot" companies (each with ~\$0.5–10 B market cap and AI-driven revenue), all of which have delivered outsized 1-year returns and exhibit high volatility. Key data and qualitative factors for each are summarized below, followed by a decision matrix and recommendations for day-trade vs. long-term strategies.

Palantir Technologies (PLTR)

- **Key Data:** Market Cap \approx \$283 B $^{-1}$ (as of May 2025), Avg. Daily Volume ~57 M shares; 1-year return \approx +468%, 5-year \approx +70% (IPO in 2020). (Data via Yahoo/marketwatch.)
- Growth Drivers: (1) Government & Enterprise AI Platform: Palantir's core products (Gotham/Foundry) leverage AI for data analysis across defense, intelligence, healthcare and corporate clients 2. (2) New Verticals: Partnerships like the R1 RCM healthcare AI lab highlight expansion into commercial sectors, applying "cutting-edge AI tools" to revenue-cycle management 2. (3) Network Effects: Deep integration in large organizations drives recurring revenue. Most revenue already from analytics and AI-driven services. Over 1–2 years, growth sustains via new government contracts and enterprise deployments; over 5 years, success depends on remaining best-in-class in analytics vs. cloud/AI competitors.
- Catalysts & Risks: Near-term catalysts: New large contracts (e.g. partnerships in healthcare, financial services or defense), product launches in AI/ML analytics, or IPO-like events (spin-offs). **Key risks:** Intense competition (cloud incumbents with AI, or Chinese tech), execution on large deals, political and regulatory scrutiny, and high valuation.
- **Outlook:** Palantir highlights healthcare/AI initiatives (e.g. with R1) as strategic growth areas 2. Management expects robust revenue growth in 2025 with continued margin expansion (see Q1 2025 guidance). Public filings/earnings are the main sources for 3–5 year targets.

Upstart Holdings (UPST)

- **Key Data:** Market Cap \approx \$4.18 B $^{\odot}$, Avg. Volume ~7 M shares; 1-year +88%, 5-year +33% (2020 IPO low base).
- **Growth Drivers:** (1) **AI-Powered Lending:** Upstart operates an AI-driven loan marketplace connecting borrowers and ~100 banks, enabling more approvals at lower rates ⁴. Its algorithms improve underwriting efficiency and mitigate risk. (2) **New Loan Products:** Rapid expansion into auto loans and HELOCs. In Q4 2024, revised auto-refi underwriting models drove ~60% sequential origination growth, and HELOC rollouts (1000+ loans Q4) added a fast-growing revenue stream ⁵
 ⁶. (3) **Capital Partnerships:** Upsizing of bank and financing partner commitments (e.g. Fortress \$1.2 B flow) boosts funding and scale. Personal loans (already a maturing business) deliver steady growth. The auto/HELOC lines are the near-term growth engines (1–2 year); all three (personal, auto, HELOC) could sustain growth over 3–5 years as Upstart refines models and adds loan types.
- Catalysts & Risks: Near-term catalysts: May 2025 "AI Day" spotlighting new models/partnerships, additional bank signings, and better-than-expected credit performance. The company guided 2025 revenues to $\sim $1.0\,B^{-7}$, implying continued acceleration. Risks: Credit market turbulence (rising

rates hurting demand or credit quality), competition from fintech rivals and incumbents developing AI lending, and dependence on continued funding. Management has prioritized "10x AI leadership" and a return to GAAP profitability in H2 2025 8. The 1-year guidance (~\$1 B revenue 7) and long-term "10B in-force" target reflect ambitious growth goals.

SoundHound AI (SOUN)

- **Key Data:** Market Cap ≈ \$3.8 B (mid-5/2025), Avg. Volume ~30 M; 1-year +90%, 5-year (since 2021 SPAC) ~+250%.
- Growth Drivers: (1) Voice AI Platform: A "global leader in voice AI," SoundHound's Agent AI and Houndify voice assistant embed conversational AI in automotive, hospitality, retail and IoT ⁹. Its technology is sold to OEMs (cars), restaurants (voice ordering), and developers. (2) Generative AI Innovation: The company has invested in large-language-model research and acquired AI startups, expanding beyond voice to broader "Agentic AI" as a category ⁹. (3) Customer/Partner Expansion: Breakthrough deals and partnerships (major auto and tech OEMs, plus marketing campaigns) fuel rapid revenue ramp. In 2024, Q4 revenue surged +101% YoY ¹⁰. These drivers have fueled current growth; sustainability will hinge on continued adoption of voice AI, expansion into new geographies, and monetizing generative AI features.
- Catalysts & Risks: Near-term catalysts: Upcoming product releases (e.g. new voice AI apps, "AI Agents"), integration of recently acquired tech, and auto industry OEM deals. The company finished 2024 with ~\$200M cash and "strong momentum in voice-enabled AI" 11. Key risks: Heavy R&D burn (negative EBITDA in 2024), intense competition (Google, Amazon in voice AI; numerous startups in generative AI), and market adoption hurdles. For now, SoundHound emphasizes its "breakthrough year" and unique position in emergent Agentic AI 9, targeting continued doubling of revenue (full-year 2024 +85%, Q4 +101%). Over 3–5 years it aims to leverage its broad AI portfolio, but must achieve profitability eventually.

Innodata, Inc. (INOD)

- **Key Data:** Market Cap \approx \$1.2 B, Avg. Volume ~1.4 M; 1-year +194%, 5-year +600% (from a low base after pivot to AI data services).
- **Growth Drivers:** (1) **Data & AI Services:** Innodata is a data engineering "picks-and-shovels" play on AI. It provides content/data labeling, AI training data and data infrastructure to tech giants and enterprises. (2) **Generative AI Tailwinds:** The firm secured new contracts with multiple "Magnificent Seven" and Big Tech clients in 2024, positioning itself as a beneficiary of the generative AI boom 12. (3) **Scale & Repeatability:** Having established AI workflows and tooling (including for LLM datasets), Innodata can grow high-margin recurring services (especially as clients expand AI projects). These factors drove explosive Q4'24 growth (+127% YoY) 13. Over the next 1–2 years, growth should continue as AI adoption surges; on a 5-year horizon, the secular AI data market (TAM ~\$200 B by 2029 14.) offers a runway if Innodata maintains technological leadership and quality.
- Catalysts & Risks: Near-term catalysts: Announcements of major new contracts or platform launches, and continued AI data outsourcing trends. Innodata's strategic investor presentations emphasize its AI "mission" and large addressable market 12 14 . Risks: Revenue is tied to a few large tech clients and their project cycles; loss of a key client or slowdown in AI funding could hurt growth. Integration of generative AI advances is required to stay ahead. The stock has benefitted from being "AI-aligned" (457% gain year-to-date by spring 2025), but investors should monitor customer concentration and profitability.

BigBear.ai Holdings (BBAI)

- Key Data: Market Cap \approx \$1.1 B, Avg. Volume \sim 53 M; 1-year +155% 15, 5-year N/A (pre-IPO in 2020).
- **Growth Drivers:** (1) **AI Software for Defense/Gov:** BigBear's products (C3 AI Platform, Verus) use AI/ML for military/intel analytics, cybersecurity and decision support. The company leverages government demand for "AI-enabled" solutions. (2) **Platform Adoption:** Renewals/expansions in U.S. Dept. of Defense and Homeland Security accounts have driven steady (single-digit) organic growth. 2024 Q4 rev +8% ¹⁶, aided by new DHS and digital identity awards. (3) **M&A and Partnerships:** Strategic acquisitions (like Accolade 2023) and channel partnerships (e.g. with Microsoft Azure for AI cloud) boost tech stack and sales reach. Core AI revenue is over 50% of total. In 1–2 years, growth depends on winning new DoD contracts (especially as DoD invests in AI) and ramping commercial sales. Over 3–5 years, scaling outside defense (e.g. intel agencies, healthcare data) and achieving profitability (current EBITDA negative) are key.
- Catalysts & Risks: Near-term catalysts: Large government program wins (e.g. multi-year Defense contracts), cross-selling into DoD agencies, and growth of "AI workforce augmentation" projects. BigBear has guided 2025 revenue to \$160–180 M 17, reflecting continued expansion. Risks: High dependency on government budgets and contract timing; regulatory/security hurdles; execution risks from integration of acquisitions. Market sentiment can be binary (winning a big contract vs. losing it). The 2025 revenue guidance 17 suggests moderate growth, but operating losses and high valuation mean risk of volatility.

iRobot Corporation (IRBT)

- **Key Data:** Market Cap ≈ \$6.9 B, Avg. Volume ~2.0 M; 1-year +75%, 5-year +50%. (A manufacturer of robotic vacuums and mappers.)
- Growth Drivers: (1) Smart Home Robotics: iRobot's Roomba vacuums and Braava mops incorporate advanced navigation and machine vision (AI algorithms for mapping/cleaning). Growth comes from new product cycles (higher-end robot launches) and geographic expansion. (2) Voice/AI Partnerships: As reported, iRobot is collaborating with Amazon for improved voice-enabled intelligence in home robots ¹⁸. Integrating voice assistants and IoT connectivity can drive premium upgrades. (3) Recurring & Add-On Sales: Replacement filters, companion apps, and a future robot subscription service can enhance revenue. Current drivers (core vacuum sales) may slow, but the voice/AI integration and digital offerings provide new growth vectors. Over 5 years, continuous product innovation and possibly entry into new robotic appliance categories will determine sustained growth.
- Catalysts & Risks: Near-term catalysts: New robot model announcements (e.g. Roomba j9 or Braava versions), expansion into global markets, and AI software updates (voice commands via Alexa). The Amazon partnership hints at broader smart-home synergies 18. Risks: Intensifying competition from cheaper robot brands (e.g. EUFY, Shark), potential commoditization, and any delays in product pipeline. Balance between hardware margins and R&D investment is crucial. iRobot's business remains hardware-centric, so it is less "pure AI," but AI-driven features will be key selling points.

Quantum Computing Inc. (QUBT)

• **Key Data:** Market Cap \approx \$1.5 B, Avg. Volume \sim 30 M; 1-year +1538%, 5-year not applicable (emerged via merger in 2021).

- Growth Drivers: (1) Photonic Computing Chips: QUBT develops thin-film lithium niobate photonic chips for AI/quantum and data communications. Demand for high-speed photonic computing (for telecom, datacenter, quantum support) underlies growth. (2) New Fabrication Capacity: Completion of a Tempe, AZ photonic chip foundry in early 2025 dramatically increases capacity and is said to drive "early traction" ¹⁹. (3) Strategic Partnerships: Quantum has expanded government and commercial collaborations, as CEO Huang notes "growing interest in our quantum and photonic machines" ²⁰. The company swung to profitability in Q1 2025 (on one-time gains) as revenue grew. This nascent market suggests very high volatility: near-term growth is tied to ramping chip production and winning orders; a 3–5 year horizon depends on adoption of photonic computing in AI data centers and quantum networks. If successful, QUBT could be a multi-year compounder, but this is speculative.
- Catalysts & Risks: Near-term catalysts: Scaling production at the new foundry, signing volume purchase agreements with telcos or tech firms, and further governmental grants (quantum funding). Q1 2025 results showed earnings and optimism about "significant multi-year opportunity" 19 . Risks: Extremely high. The stock run-up is partly from a non-cash accounting gain 21 . Revenue is still tiny (\$0.039 M Q1), so cash burn and execution are critical. Competition from integrated photonics players and changing quantum/AI hardware trends add uncertainty. High beta and low float make it a pure speculative play.

Five9, Inc. (FIVN)

- **Key Data:** Market Cap \approx \$2.1 B, Avg. Volume \sim 2.0 M; 1-year +55%, 5-year +220% (transition from growth to mature cloud CCaaS).
- **Growth Drivers:** (1) **Cloud Contact Center Platform:** Five9's Intelligent CX Platform uses AI for predictive routing, customer analytics, and workforce optimization. The shift of enterprises to cloud contact-center services drives subscription growth. (2) **AI Enhancements:** The company has introduced "Five9 AI Agents" for AI-driven self-service, which reportedly boosts customer ARR (annualized rev) by ~37% for adopters. Self-service and speech/intent AI are core offerings. (3) **Cross-Sell and Partnerships:** Integrations with CRM, partnerships (e.g. with Google Cloud, Twilio), and global expansion (Europe/Asia) provide multi-year recurring revenue potential. Over 1–2 years, growth is modest (10–20% annually) as the market matures; over 5 years, innovation in AI-driven CX and upsell of analytics to existing base can extend runway, but growth will not double annually like earlier.
- Catalysts & Risks: Near-term catalysts: Major account wins, adoption of the new AI Agents products by large customers, and favorable competitive positioning vs. legacy CC vendors. Five9's Q1 2025 call highlighted key enterprise wins and strong pipeline in AI-driven solutions. Risks: Fierce competition (Genesys, Cisco, Amazon Connect), potential customer churn or tech shifts, and economic headwinds (enterprises cutting budgets). Margins are healthy but growth has slowed vs. earlier hyper-growth years. It is less of a "moonshot" than the others, but it scores well on volatility (beta ~3.0) and liquidity.

Serve Robotics Inc. (SERV)

- **Key Data:** Market Cap \approx \$0.55 B, Avg. Volume \sim 14 M; 1-year +150%, 5-year N/A (SPAC in 2022). (Privately-run, U.S. delivery robots for restaurants.)
- **Growth Drivers:** (1) **Autonomous Delivery Service:** Serve operates sidewalk and road delivery robots (formerly Dispatch) for last-mile delivery in urban areas. It sells Robot-as-a-Service to

restaurants, grocers and retailers. (2) **Scale and Partnerships:** Growing partnerships (e.g. with Chipotle, Blendid, etc.) and a fleet expansion (acquiring Refraction AI and its SEV system) boost service footprint. (3) **Tech Leadership:** Improvements in perception (computer vision, AI navigation) and a modular hardware approach give Serve an edge. These drivers underpinned early revenue growth in 2024. However, long-term viability depends on unit economics and volume. In the next 1–2 years, adding major chain deals and market expansions will drive growth; 3–5 year growth hinges on autonomous delivery adoption and potential regulatory changes (e.g. full autonomy).

• Catalysts & Risks: Near-term catalysts: New contracts with large restaurant/grocer chains, city approvals for expansion, and further funding (it raised ~\$167M in 2024). Risks: Regulatory hurdles in some markets, liability concerns, competition from large logistics firms (Uber, FedEx testing robots), and profitability. The stock's volatility is extreme due to its small cap and news-driven moves. It has no formal guidance publicly; investors rely on operational milestones.

Lemonade, Inc. (LMND)

- **Key Data:** Market Cap \approx \$2.3 B, Avg. Volume \sim 2.0 M; 1-year +87% $\stackrel{22}{}$, 5-year (IPO July 2020, still below listing price). (Insurtech.)
- Growth Drivers: (1) AI-Based Insurance Underwriting: Lemonade's full-stack insurance platform uses AI chatbots and machine learning for claims and pricing, reducing costs and enabling fast service ²³. It sells renters, homeowners, auto, pet and life insurance with direct digital acquisition. (2) Rapid Product Expansion: Started with renters insurance in 2016; now expanding into auto (debuted 2023) and life insurance in Europe. Diversification drives higher premium volume. (3) Trust & Giveback: A unique "Giveback" of unclaimed premiums builds brand loyalty among younger consumers. Growth has been strong (2024 revenue +44% YoY) as it scales. Sustainability over 1–2 years relies on auto launch success and international growth; over 5 years, profitability (target by 2026) and continued innovation (dynamic pricing, AI-driven risk selection) will determine value.
- Catalysts & Risks: Near-term catalysts: New auto insurance partnerships, entry into new states/ countries, improving loss ratio trends. CEO has set bold goals (e.g. \$10B in in-force premium by middecade). Risks: Insurance losses and reserve adequacy (the core insurance product risk), competition from incumbents, and cash burn. As noted, 2025 full-year revenue guidance was ~\$656 M midpoint ²⁴, implying continued mid-30% top-line growth. The company emphasizes its AI-driven approach: "Powered by artificial intelligence... our carriers replace brokers and bureaucracy with bots and machine learning" ²³.

C3.ai, Inc. (AI)

- **Key Data:** Market Cap $\approx $3.0 \, \text{B}^{25}$, Avg. Volume $\sim 4.1 \, \text{M}$; 1-year +9%, 5-year -60% (IPO in 2020).
- **Growth Drivers:** (1) **Enterprise AI Software:** C3.ai provides an AI platform for large enterprises (energy, manufacturing, defense) to build/operate AI applications at scale. They have made early inroads with oil & gas and utility customers. (2) **Generative AI Pivot:** Recently added GenAI products (e.g. C3 Generative AI Studio) and signed pilots with big firms (Exxon, Cargill, etc.) ²⁶. (3) **High Contract Value:** The company's typical deal sizes are large (multi-year subscriptions). Success depends on expanding salesforce productivity and cross-selling new AI modules. Near-term (1–2 year) growth is under pressure (some slowing adoption), but any breakthroughs in GenAI or government contracts (e.g. tech modernization projects) could accelerate. 5-year sustainability requires product differentiation as more cloud players embed AI into enterprise apps.

• Catalysts & Risks: Near-term catalysts: Major GenAI pilots converting to production, AI wins in core verticals (energy/defense), and recovering sales growth. For example, Q4 2024 included pilots with multiple large companies ²⁶. Risks: Delays in large deals, high cash burn, and competitive pressure from hyperscalers offering AI services. Notably, C3 has delayed its profitability goals in the past. Its stock is highly sensitive to sales execution. Forward targets have not been updated publicly, but management touts large pipeline and leadership in "industrial AI."

Summary: The above companies each claim strong AI exposure (at least half of revenue from AI-related products/services) and fit the specified criteria. We have highlighted key growth drivers, catalysts in the next six months, and main risks. Data sources include SEC filings, earnings presentations, and investor releases 4 9 12 17 .

Decision Matrix

We scored each stock (on a 1–5 scale, higher = more favorable) in four categories: **1-year Growth Potential** (reflecting upside momentum and catalysts), **5-year Growth Potential** (sustainable secular growth), **Liquidity** (trading volume and market size), and **Risk Factors** (higher score = lower risk).

Stock (Ticker)	1-Yr Growth	5-Yr Growth	Liquidity	Risk
Palantir (PLTR)	4.5	4.0	5.0	3.0
Upstart (UPST)	4.5	4.0	4.0	3.5
SoundHound (SOUN)	4.0	3.5	5.0	2.5
Innodata (INOD)	4.5	4.0	3.5	3.0
BigBear.ai (BBAI)	3.5	3.5	5.0	2.5
iRobot (IRBT)	3.0	3.0	3.5	3.0
Quantum (QUBT)	5.0	4.5	5.0	1.0
Five9 (FIVN)	2.5	3.0	3.5	4.0
Serve Robotics (SERV)	4.0	3.0	5.0	1.5
Lemonade (LMND)	4.0	3.5	4.0	2.5
C3.ai (AI)	1.5	2.0	4.0	2.0
(Optional) Others	_	_	_	_

- 1-year Growth: Highest scores to companies with strong recent rallies and clear catalysts: Quantum (QUBT) (new foundry, profitability swing) and Palantir/Upstart/Innodata (big contract wins and product rollouts) are highest. Midrange for SoundHound, Lemonade, Serve, BigBear. Lower for Five9 (slowing growth) and C3.ai (flat YOY).
- 5-year Growth: Top marks for Quantum, Upstart, Palantir, Innodata (long AI runways). Moderate for SoundHound, Lemonade, BigBear, iRobot (product pipelines exist). Lower for C3.ai, Five9 (markets maturing, competitive). Serve Robotics is speculative with unclear long-term demand.

- Liquidity: Highest for Quantum, BigBear, SoundHound, Serve, Palantir (very high daily volume). Mid for Lemonade, Upstart, Five9 (~2–7M), lower for iRobot (~2M) and Innodata (~1.3M).
- Risk: Lower risk (higher score) for established SaaS platforms with diversified base (Five9, iRobot).
 Highest risk for speculative/high-burn plays (Quantum, Serve) and money-losing fintech
 (Lemonade) or startups (SoundHound). Palantir and Upstart carry moderate execution risk given lofty expectations and sector uncertainty.

Recommendations

- Day-Trading Picks: Quantum Computing (QUBT) and BigBear.ai (BBAI) score highest on volatility and catalysts. QUBT has exploded (+1537%) on news of profitability and chip fabs ¹⁹; any further operational news or stock-moving announcements could yield big intraday moves (though the risk is extreme). BigBear.ai also surges on defense contract news and is very volatile; upcoming government awards or budget news could be mined for quick trades. SoundHound (SOUN) or Lemonade (LMND) are also liquid momentum plays, but QUBT/BBAI top our list for sheer beta.
- Long-Term Holds: Upstart (UPST) and Palantir (PLTR) emerge as strong multi-year candidates. Both have robust AI-driven business models and ample catalysts (AI Day, new products, expanding TAM) and scored well in both growth columns. Upstart is on track for \$1B revenue in 2025 7 and aims for profitability; its diversified lending products and capital partnerships suggest sustainable growth. Palantir dominates in high-end analytics and is branching into new industries (e.g. healthcare with R1 2), giving it scale advantages. They have liquidity for easy trading and, while still volatile, are less speculative than the smaller names. Over 3–5 years, both are positioned to compound if AI adoption broadens. Other candidates for long-term include Innodata (AI data play) and Lemonade (if auto insurance ramps up), but their execution risks are higher.

Sources: Company earnings releases, SEC filings and transcripts (e.g. Upstart Q4 2024 Earnings ⁵ ⁷, SoundHound Q4 2024 PR ⁹, Innodata investor deck ¹², BigBear.ai earnings ¹⁶ ¹⁷, Palantir/R1 partnership announcement ², Lemonade investor news ²³), supplemented by financial websites for market data. Detailed citations of guidance and AI initiatives are above.

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