

# Meta

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## How does Meta make money

Meta Platforms primarily makes money through advertising sales on its social media platforms, including Facebook, Instagram, Messenger, and WhatsApp. Businesses pay to run advertisements on these platforms, and Meta charges them based on the performance of the ads, typically through monthly billing. While advertising is the main source of revenue, Meta also generates income from its Reality Labs, which sells augmented and virtual reality products and services, such as the Oculus VR headset. The company has been focusing on developing additional sources of revenue beyond advertising.

## Net profit margin of Meta

The net profit margin for Meta Platforms (META) is 18.71%, with a recent trend of 24.4% net income to stockholders margin.

## 2023 Q2 total revenue and net income of Meta

The total revenue of Meta for the second quarter is \$32 billion, while the net income is \$7.79 billion.

## Stock price of Meta

The stock price of Meta (NASDAQ: META) closed at \$286.75 on August 24, with after-hours trading at \$286.24, a decrease of 0.18% from the previous closing price.

## Did Meta beat or missed 2023 Q2 revenue margin target

Meta beat its 2023 Q2 revenue margin target. Revenue increased 11% year-over-year to \$32 billion, and net income grew 16% to \$7.7 billion. Both revenue and earnings beat expectations.

## The risk drivers of Meta

1. Competition from Google: Google's dominance in online advertising has posed a threat to Meta's market share and revenue growth.
2. Apple's changes: Apple's changes in privacy policies have impacted Meta's advertising capabilities, which could further affect its revenue growth.
3. Metaverse obsession: Mark Zuckerberg's strong focus on the Metaverse has resulted in some analysts questioning the company's priorities and its impact on financial performance.
4. Debt obligations: Meta Platforms has significant debt obligations, with large liabilities due within and beyond 12 months. This could pose a risk to its financial stability.
5. Recent stock performance: Meta's shares have experienced significant declines following its earnings release, indicating investor concerns about its financial performance.
6. Uncertain future growth: Based on the data provided, Meta's revenue and profit growth are unlikely to outperform the average increases seen in the S&P 500, making the company less attractive for growth investors.

### Future growth strategic factors for Meta

The future growth strategic factors for Meta include:

1. Resilient growth: Meta has demonstrated strong growth in Q2, with a large user base and global reach. This indicates the company's potential for continued growth in the future.
2. Innovation: Meta's focus on innovation, including the development of new features like Threads, Reels, Llama 2, and Quest 3, sets the stage for long-term value growth.
3. Embracing AI: Meta's strategic embrace of artificial intelligence has led to increased engagement, improved ranking, and enhanced monetization, which can drive future growth.
4. Metaverse focus: The arrival of Quest 3 with mixed reality capabilities highlights Meta's focus on the Metaverse, a promising future technology, and the integration of Roblox demonstrates the company's pioneering steps in this direction.

Overall, Meta's resilient growth, focus on innovation, embrace of AI, and emphasis on the Metaverse provide strategic factors for future growth.

## Microsoft

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### How does Microsoft make money

Microsoft makes money through various revenue streams. It sells personal computing devices, cloud systems, and services, software, and other products. Its Intelligent Cloud segment is a major contributor to revenue growth. Market analysts project single-digit earnings growth in the following year and a more optimistic outlook for future growth. Microsoft's high-quality earnings and past earnings growth of 20.8% per year over the past five years indicate its profitability. Additionally, Microsoft generates revenue through capital markets, services, fees, and corporate platforms, further adding to its profitability.

### Net profit margin of Microsoft

The net profit margin for Microsoft (MSFT) from 2010 to 2023 is not specified in the given text.

### 2023 Q2 total revenue and net income of Microsoft

The total revenue of Microsoft for the fiscal year ending June 2023 is \$212.84 billion, while the net income is \$72.361 billion.

### Stock price of Microsoft

The stock price of Microsoft is \$319.97.

### Did Microsoft beat or missed 2023 Q2 revenue margin target

Based on the given data, Microsoft's Q2 2023 results showed a slight earnings beat but the revenue fell short of expectations. Therefore, Microsoft missed its revenue margin target for Q2 2023.

### The risk drivers of Microsoft

The risks for Microsoft include a potential slowdown in Windows subscriptions due to competition from Windows 7 and Android, as well as increasing competition in the cloud computing industry with companies like Teradata introducing new capabilities that could threaten the relevance of Microsoft's Azure offering. There is also a risk of a potential slowdown in revenue from Microsoft's Big Data products if specialization becomes more important in the industry.

### Future growth strategic factors for Microsoft

Based on the provided information, the future growth strategic factors for Microsoft could include:

1. Investments in Artificial Intelligence (AI): Microsoft's investments in AI over the past decade are starting to pay off, and this technology can potentially be a major growth driver for the company.
2. Expansion of Microsoft 365 Copilot: The AI-powered productivity tool, Microsoft 365 Copilot, is still in beta but has the potential to drive growth as it helps users with tasks like email writing and presentations.
3. Positive EPS growth rate: The company has seen a recent 11.9% EPS growth rate, indicating a positive trajectory for future profitability.
4. Price target increases: Several price target increases by Wall Street analysts suggest confidence in Microsoft's growth potential.
5. Broad market performance: Microsoft has been a leader in the market, demonstrating strong gains and being one of the largest holdings in the S&P 500 index.
6. Positive share price forecasts: A consensus of 36 brokers expects Microsoft's share price to reach \$373.68 in the next year, indicating a potential upside of 14.1% from the current price.

These factors suggest that Microsoft has a strong growth potential in the future.

# Amazon.com

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### How does Amazon.com make money

Amazon.com generates its revenue through multiple streams. While the retail operations contribute to its overall revenue, a significant portion of its operating profit comes from its cloud computing segment, Amazon Web Services (AWS). Third-party selling on its platform has also seen substantial growth and accounts for a significant portion of its gross merchandise sales. Additionally, Amazon has achieved strong earnings per share growth, and future growth forecasts suggest that its earnings will continue to outpace the market. Overall, Amazon's diverse revenue streams and constant innovation contribute to its financial success.

### Net profit margin of Amazon.com

Amazon's net profit margin for the three months ending June 30, 2023 was not specified. However, as of March 31, 2023, their net profit margin was 0.82%.

### 2023 Q2 total revenue and net income of Amazon.com

Based on the given information, the total revenue of Amazon.com for the second quarter ended June 30, 2023, was \$134.4 billion. However, there is no information provided regarding the net income.

### Stock price of Amazon.com

The stock price of Amazon.com (AMZN) is currently \$134.87, with a 0.46% increase. The stock's day range is \$133.91 - \$135.65, and the year range is \$81.43 - \$143.63. The market cap is \$1.3845 trillion.

### Did Amazon.com beat or missed 2023 Q2 revenue margin target

Based on the data provided, Amazon.com beat its revenue margin target for Q2 2023. The company reported net sales of \$134.4 billion in the second quarter, which surpassed the consensus estimate by 2.16%. It also showed a YoY revenue growth of nearly 11%, indicating a strong performance in this period.

### The risk drivers of Amazon.com

Based on the data provided, the risks of Amazon.com include a potential decline in sales in Q3 and Q4, the possibility of underperforming consensus estimates in the coming quarters, and an elevated valuation. Additionally, there is a risk of a historically low return growth investment cycle.

### Future growth strategic factors for Amazon.com

1. Strong progress in international markets: Amazon.com is experiencing significant growth in revenue and margins in international markets, indicating potential for further expansion and market penetration.
2. Improved advertising revenue base: The company's focus on advertising has contributed to better margins. Continued growth in this area could drive further revenue and profit growth.

3. Leaner and more efficient e-commerce cost structure: Amazon is expected to benefit from a leaner and more efficient cost structure in the e-commerce industry, reducing incremental costs and improving profitability.
4. Easing inflationary pressures: As inflationary pressures ease, Amazon may experience lower costs in its operations, leading to improved financial performance.
5. Slower growth at better margins: While Amazon's core eCommerce growth may be slowing, the company is expected to maintain or improve its profit margins. This can result in healthy cash flow generation and sustained growth.
6. Positive earnings and EPS growth rates: Amazon has achieved significant earnings and EPS growth rates, indicating a strong financial performance and potential for future growth.
7. Expansion into new ventures: Amazon's initiatives, such as the opening of physical clothing stores and acquisitions like Whole Foods, demonstrate the company's efforts to diversify and explore new growth opportunities beyond the online market.
8. Positive outlook for 2022: Analysts remain optimistic about Amazon's prospects, with expectations of double-digit revenue growth in the second half of 2022.

Overall, Amazon.com's future growth is driven by its international expansion, improved margins from advertising revenue, cost efficiency, easing inflation, sustained cash flow generation, diversification efforts, and positive market outlook.

## Alphabet

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### How does Alphabet make money

Alphabet, the parent company of Google, makes money primarily through advertising. The company's main source of revenue is Google Ads, which accounts for around 80% of its current revenue. Google's platform is free for users, but it generates revenue by displaying ads that are matched with search results using algorithms. In addition to advertising, Alphabet also generates revenue from other sources such as software sales, hardware sales, cloud-based services, the Playstore, and premium content on YouTube. Overall, Google's dominance in the search business and its diverse revenue streams contribute to Alphabet's success in generating income.

### Net profit margin of Alphabet

The net profit margin for Alphabet (GOOGL) as of June 30, 2023, is 21.05%.

### **2023 Q2 total revenue and net income of Alphabet**

The total revenue of Alphabet for the second quarter of 2023 was \$74.6 billion. The net income for the same period was \$18.37 billion.

### **Stock price of Alphabet**

The latest stock price of Alphabet Inc. (GOOGL) is \$129.78 per share.

### **Did Alphabet beat or missed 2023 Q2 revenue margin target**

Based on the information provided, Alphabet (GOOGL) beat its Q2 2023 revenue target. Revenues increased 7% year-over-year to \$74.6 billion, surpassing estimates.

### **The risk drivers of Alphabet**

1. Escalating Costs: Alphabet has been aggressively ramping up costs outside of its search business, leading to a drop-off in margins. This is due to the increasing expense of engineering talent and the need to invest heavily in research and development.
2. Complexity: Alphabet is a complex organization with a large number of employees and diverse business segments. Managing such a conglomerate can be challenging, and it may result in diluted valuation as strong assets get overshadowed by weaker ones. This could lead to underperformance in the stock price.
3. Reliance on Ad Business: Despite efforts at diversification, the majority of Alphabet's revenues still come from its ad business. Increased competition from social media operators like Facebook and Snap, as well as the disruptive potential of Amazon, could pose a threat to Alphabet's ad business in the future.

### **Future growth strategic factors for Alphabet**

1. Future Artificial Intelligence and Machine Learning: Alphabet has been a leader in AI and machine learning technologies. Continuously advancing these technologies and applying them to various products and services can lead to significant growth. Improving search algorithms, enhancing voice assistants, and developing AI-driven solutions for industries like healthcare and finance can all contribute to growth.
2. Cloud Computing: Alphabet's cloud division, Google Cloud, competes with other major players like Amazon Web Services (AWS) and Microsoft Azure. Growing its cloud infrastructure, services, and capabilities can open up revenue streams from businesses seeking scalable computing and storage solutions.
3. Diversification of Revenue Streams: While advertising remains Alphabet's primary source of revenue, diversifying revenue streams can provide stability. This includes expanding hardware offerings like Pixel phones and Google Nest devices, and exploring new business models and subscription services.
4. Autonomous Vehicles and Transportation: Alphabet's subsidiary, Waymo, is a pioneer in self-driving technology. As this technology matures, it could lead to new revenue streams from transportation services, logistics, and partnerships with automakers.

5. **Healthcare and Life Sciences:** Alphabet's subsidiary, Verily, focuses on healthcare and life sciences. Investing in innovative healthcare solutions, medical devices, and data-driven approaches to healthcare can drive growth in this sector.
6. **International Markets Expansion:** There are still regions around the world with untapped potential for Alphabet's products and services. Tailoring offerings to meet the needs of these markets can drive growth in user base and revenue.

## MongoDB

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### How does MongoDB make money

Based on the data provided, MongoDB (MDB) generates revenue through its enterprise value and EBITDA. It also has a Price to Sales ratio of 18.1x, which indicates that it may be expensive compared to its peers and the US IT industry average. However, the company's future cash flows and analyst forecasts could impact its valuation. It is important to note that MDB has debt but no earnings, which may be a concern for some investors. The company's recent earnings growth rate is -20.1%.

### Net profit margin of MongoDB

MongoDB's net profit margin is -23.58% as of April 30, 2023, indicating a loss in profitability.

### 2023 Q2 total revenue and net income of MongoDB

The total revenue of MongoDB for the second quarter of fiscal 2023 was \$303.7 million, with a net income of not specified.

### Stock price of MongoDB

Based on the provided data, the stock price of MongoDB (MDB) is currently at \$358.60.

### Did MongoDB beat or missed 2023 Q2 revenue margin target

Based on the information provided, it appears that MongoDB beat its revenue margin target for the second quarter of 2023. The company reported total revenue of \$303.7 million, which is a 53% increase year-over-year. However, the specific revenue margin target for the quarter is not mentioned in the given information.

### The risk drivers of MongoDB

Some of the risks associated with MongoDB based on the provided data include uncertain future growth, fluctuating financial performance, potential management issues, and insider selling of stock. Additionally, there may be concerns regarding the company's debt levels and the adequacy of its balance sheet.

### Future growth strategic factors for MongoDB

Based on the data provided, the future growth strategic factors for MongoDB include their strong top-line growth, with an expected y/y growth of over 35% in Q3 2022. Despite being unprofitable, MongoDB has consistently shown revenue growth at a rate of 37% per year over the last half decade. Analyst forecasts also suggest visibility into future growth, indicating potential opportunities for the company.

## Datadog

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### How does Datadog make money

Datadog makes money through its cloud-based monitoring and analytics platform. The company provides solutions for monitoring and analyzing the performance of applications, infrastructure, and mobile devices. Datadog offers a range of subscription plans to its customers, charging them based on factors such as the volume of data ingested, number of monitored hosts, and additional features and integrations. Additionally, Datadog generates revenue from its professional services, including training and consulting, as well as from selling related hardware and software products. The company has a subscription-based business model, which drives its recurring revenue.

### Net profit margin of Datadog

Datadog's net profit margin as of June 30, 2023 is -4.38%.

### 2023 Q2 total revenue and net income of Datadog

Based on the data provided, the total revenue for Datadog in the third quarter of 2023 is expected to be between \$521 million and \$525 million. The net income for the same period is projected to be between \$1.30 and \$1.34 per share. No specific figures for total revenue and net income are provided.

### Stock price of Datadog

The stock price of Datadog, Inc. (DDOG) is \$93.69 with no change. The average analyst rating is "Buy" with a 12-month price forecast of \$105.96, implying a 13.10% increase.

### Did Datadog beat or missed 2023 Q2 revenue margin target

Based on the data provided, Datadog beat its 2023 Q2 revenue margin target. It reported revenues of \$509.46 million, which was 1.82% higher than the Zacks Consensus Estimate. The company also experienced a 25% year-over-year growth in revenue, which was 2 percentage points higher than the market consensus.

### The risk drivers of Datadog

Based on the data provided, the risks of investing in Datadog may include volatility in the stock price, potential debt overload, and the company's earnings before interest and tax (EBIT) loss in the last twelve months. However, it is worth noting that Datadog has a strong balance sheet with a significant amount of net cash and positive free cash flow.



### Future growth strategic factors for Datadog

The future growth strategic factors for Datadog include its strategic expansion into key monitoring segments like Application Performance Monitoring, log management, and synthetic/real user monitoring. The company's strong financial performance and ability to generate cash also safeguard it against short-term economic shocks. However, investors should approach investment cautiously due to the company's current valuation and the speculative bubble.

## Adobe

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### How does Adobe make money

Adobe makes money primarily through the sale of its software products and services. Its main revenue source is the Creative Cloud suite, which includes popular applications such as Photoshop, Illustrator, and InDesign, and is used by professionals and individuals around the world. Adobe also generates revenue from its Document Cloud segment, which includes Adobe Acrobat and other document management solutions. Additionally, Adobe offers various services, such as Adobe Stock for licensing and selling digital assets, as well as consulting and support services. The company has a subscription-based business model, where customers pay a recurring fee for access to its software and services. This model provides a steady stream of revenue for Adobe.

### Net profit margin of Adobe

Current net profit margin for Adobe (ADBE) is 26.89% for Q2 2023, with a year-on-year increase of 4.92%. Annual net profit margin for 2022 was 27.01%, while 2021 had a net profit margin of 30.55% (decreasing by -11.59% and -25.27% respectively compared to the previous year).

### 2023 Q2 total revenue and net income of Adobe

The total revenue of Adobe in Q2 Fiscal 2023 was not specified. The unadjusted net income for the same quarter was \$1.30 billion or \$2.82 per share.

### Stock price of Adobe

The stock price of Adobe Inc. (ADBE) is \$512.43, with an after-hours price of \$513.50, representing a 0.21% increase.

### Did Adobe beat or missed 2023 Q2 revenue margin target

Based on the information provided, it is not explicitly mentioned whether Adobe beat or missed its 2023 Q2 revenue margin target. However, it is noted that Adobe achieved revenue of \$4.82 billion in its second quarter of fiscal year 2023, which represents a 10% year-over-year growth. Without a specific target mentioned, it is difficult to determine if Adobe exceeded or fell short of its revenue expectations for the quarter.

### The risk drivers of Adobe

The risks of Adobe based on the provided data include a sharp decline in stock price since its all-time high, disappointing quarterly results, unsatisfactory guidance, and a high valuation compared to historical metrics. The options market is betting on further declines in the stock, indicating potential downside risk. Earnings estimates for 2022 and 2023 have been revised lower, which could impact investor sentiment.

### Future growth strategic factors for Adobe

Based on the data provided, the future growth strategic factors for Adobe include:

1. Forecasted earnings and revenue growth rates of 13.4% and 10.4% per annum respectively.
2. Expected EPS growth rate of 13.7%.
3. Forecasted return on equity of 42% in 3 years.

## salesforce.com

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### How does salesforce.com make money

Salesforce.com (CRM) generates revenue primarily through the sale of cloud-based business software and related services. Customers pay subscription fees to access Salesforce's customer relationship management (CRM) software, which helps businesses manage their sales, marketing, and customer service operations. Additionally, Salesforce offers various add-on products, such as analytics and artificial intelligence tools, which generate additional revenue. The company also earns income from professional services, including consulting and training, and from fees associated with data storage and usage. Salesforce's strong sales forecast and consistent revenue growth contribute to its positive stock performance.

### Net profit margin of salesforce.com

Salesforce Inc. has a net profit margin of 1.2% based on its financial statements from 2010 to 2023.

### 2023 Q2 total revenue and net income of salesforce.com

Based on the data provided, the total revenue of Salesforce.com for the second quarter fiscal 2023 ended July 31, 2022, was \$7.72 billion. The net income was not specified.

### Stock price of salesforce.com

The stock price of Salesforce.com is \$209.13 with an after-hours price of \$211.55 (1.16% increase) on NYSE as of the last trading day.

### Did salesforce.com beat or missed 2023 Q2 revenue margin target

Salesforce.com beat revenue margin expectations for the 2023 Q2. The company reported revenue of \$7.72 billion, exceeding analysts' estimates of \$7.69 billion. However, Salesforce reduced its fiscal 2023 guidance for both earnings and revenue, citing slower demand from small and medium-sized businesses in certain sectors. They now expect earnings per share

of \$4.71 to \$4.73 and revenue of \$30.9 billion to \$31 billion, compared to previous forecasts. Despite these challenges, Salesforce maintained its guidance for an adjusted operating margin of 20.4% for the fiscal year 2023.

#### **The risk drivers of salesforce.com**

The main risk for Salesforce.com is its debt. Although it has a net cash position, it still has significant liabilities totaling US\$17.5 billion more than its cash and near-term receivables combined. While it has managed its debt well so far, it is important to closely monitor its balance sheet and financial performance.

#### **Future growth strategic factors for salesforce.com**

1. Market Growth: Salesforce.com is well-positioned to capitalize on the growth potential of the CRM market, which is expected to expand significantly in the coming years.

2. Strategic Investments: The company's ability to make strategic investments in R&D, acquisitions, and new product development will contribute to its future growth. This will help Salesforce.com maintain its competitive edge and expand its offerings to meet evolving customer needs.

3. Restructuring Expense: Salesforce.com's expected restructuring expense or charges indicate a proactive approach to optimize operations and drive efficiency. This strategic focus on streamlining the organization can lead to improved profitability and future growth.

4. Earnings Growth: The forecasted earnings growth rate of 37.6% per year demonstrates Salesforce.com's potential to generate substantial profits and enhance shareholder value. This growth trajectory is significantly higher than the savings rate, highlighting the company's growth potential.

5. Revenue Growth: The company's high and steady estimated revenue growth of about 16.4% annually reinforces Salesforce.com's ability to drive top-line growth consistently. Additionally, the trailing twelve-month revenue of US\$23.5 billion indicates strong revenue performance.

6. Product Offerings and Solutions: Salesforce.com's superior product offerings and solutions make it a preferred choice in the CRM market. The company's ability to provide innovative and customer-centric solutions will contribute to its future growth.

7. Strong Fundamentals: Despite recent share price fluctuations, Salesforce.com's fundamentals remain solid. This includes factors such as strong financial performance, high market capitalization, and favorable investor sentiment.

8. Cash Flow Analysis: The discounted cash flow analysis indicates a positive outlook for Salesforce.com. With a present value of future cash flows estimated at US\$77 billion, the company's ability to generate consistent and substantial cash flows supports its future

growth prospects.

9. **Competitive Advantage:** Salesforce.com's established market leadership and brand recognition give it a competitive advantage. Being a pioneer in CRM and continually innovating its offerings allows the company to attract and retain customers, leading to future growth.

10. **Customer Satisfaction and Loyalty:** Salesforce.com's focus on customer satisfaction and building strong customer relationships contributes to its future growth. Satisfied and loyal customers are likely to renew subscriptions and make referrals, expanding the company's customer base and revenue.

## CrowdStrike

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### How does CrowdStrike make money

CrowdStrike makes money through the sale of its endpoint security software and services. The company provides cloud-based cybersecurity solutions that protect against cyber threats and attacks. Customers pay subscription fees to use CrowdStrike's platform, which includes features such as threat detection, incident response, and threat intelligence. Additionally, CrowdStrike offers professional services, including consulting and implementation support, which generate additional revenue. Increased cross-selling momentum and significant operating leverage gains contribute to the company's revenue growth and earnings.

### Net profit margin of CrowdStrike

The net profit margin for CrowdStrike for the three months ending January 31, 2023 was 0.07%.

### 2023 Q2 total revenue and net income of CrowdStrike

The total revenue of CrowdStrike in the second quarter of fiscal year 2023 was \$535.2 million, with a net income of \$85.9 million.

### Stock price of CrowdStrike

CrowdStrike Holdings Inc. (CRWD) closed at \$153.81 on Aug 23, with an after-hours price of \$155.81 (+1.30%). The stock has a current price of \$146.80, with a daily change of -1.7%.

### Did CrowdStrike beat or missed 2023 Q2 revenue margin target

Based on the given data, CrowdStrike beat its 2023 Q2 revenue margin target. Total revenue for the quarter was \$535.2 million, a 58% increase compared to the year-ago period. Subscription revenue also increased by 60%. Additionally, the company reported non-GAAP earnings of \$0.36 per share, beating the consensus estimate of \$0.28 per share. The company also raised its full-year revenue guidance.

### The risk drivers of CrowdStrike

1. Rapidly decelerating sales growth may impact the company's profitability in the long term.
2. The company's extreme valuation may pose a risk to investors, as a correction or market downturn could lead to a decline in the stock price.
3. The level of debt, although relatively stable, poses a risk if the company's financial position weakens or interest rates rise.
4. Volatility in the stock price may cause short-term fluctuations and investor uncertainty.
5. The competitiveness of the endpoint security market may impact CrowdStrike's market share and growth potential.

### Future growth strategic factors for CrowdStrike

Based on the data provided, the future growth strategic factors for CrowdStrike are:

1. Forecasted earnings growth: CrowdStrike is expected to grow earnings by 112.8% per annum, indicating strong future growth potential.
2. Forecasted revenue growth: CrowdStrike is forecasted to grow revenue by 20.4% per annum, reflecting increasing demand for its services.
3. Forecasted return on equity: The company is expected to achieve a return on equity of 31.5% in 3 years, highlighting its ability to generate profitable returns for shareholders.
4. Consensus EPS upgrades: Consensus EPS estimates for CrowdStrike have been consistently upgraded, indicating positive sentiment and positive future earnings expectations.
5. Expansion into new markets: CrowdStrike continues to introduce new products and services, such as the introduction of Charlotte AI, to expand its presence and market share in the cybersecurity industry.
6. Strong financial health: The company's financial health is strong, as evidenced by its market capitalization of \$34.5 billion, indicating investor confidence and the ability to fund future growth initiatives.

These factors suggest that CrowdStrike has strong growth potential and is well-positioned for future expansion in the cybersecurity market.

## Snowflake

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### How does Snowflake make money

Snowflake makes money through a consumption-based revenue model. As a cloud-based platform, Snowflake charges customers based on the amount of data they store and the computing resources they use. This means that customers pay for the actual usage of the platform, allowing for scalability and flexibility. Additionally, Snowflake generates revenue from professional services, such as consulting and customer support, to enhance the

customer experience. The company primarily targets enterprises and employs a direct sales approach to attract and retain customers.

#### **Net profit margin of Snowflake**

The net profit margin for Snowflake as of April 30, 2023, is -37.78%.

#### **2023 Q2 total revenue and net income of Snowflake**

Based on the provided data, Snowflake's total revenue for the second quarter of FY2023 was \$466.3 million, and there is no specific information regarding net income. For the fourth quarter of FY2023, the company's product revenue was \$555.3 million.

#### **Stock price of Snowflake**

The stock price of Snowflake is \$147.67 based on the provided data.

#### **Did Snowflake beat or missed 2023 Q2 revenue margin target**

Based on the provided data, Snowflake beat its 2023 Q2 revenue margin target. The company reported product revenue of \$466 million, representing an 83% year-over-year growth. Additionally, Snowflake's non-GAAP product gross margin exceeded 75%.

#### **The risk drivers of Snowflake**

The risks of investing in Snowflake include competition from public cloud players offering their own data warehousing solutions, potential unfavorable pricing from infrastructure providers, and the stock's high valuation, leaving little room for error. Additionally, the low supply of shares and the expiration of the lockup period may lead to downward pressure on the stock when employees and investors cash out.

#### **Future growth strategic factors for Snowflake**

The future growth strategic factors for Snowflake can be summarized as follows:

1. Strong revenue growth: Analysts expect Snowflake's revenue to rise significantly, with an 88% increase to \$1.1 billion in the current year and a further 64% increase to \$1.83 billion in fiscal 2023.
2. Gradual narrowing of net losses: Snowflake is expected to improve its financial performance, gradually reducing net losses in fiscal 2022 and 2023.
3. Expansion of customer base: Snowflake has a large number of customers across various industries, including major global companies, indicating its wide market reach.
4. Innovation and partnerships: Snowflake's partnership with Nvidia for AI/ML-related innovations and its ongoing efforts to optimize its engine for diverse use cases demonstrate its commitment to driving growth through innovation.
5. Positive market sentiment: Despite the stock being relatively expensive at 23 times sales, Snowflake's strong growth trajectory has made the valuation more acceptable to investors.

## **ServiceNow**

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### How does ServiceNow make money

ServiceNow makes money primarily through the sale of its software solutions and services. The company offers a cloud-based platform that helps organizations automate and streamline various business processes, such as IT service management, customer service management, human resources, and security operations. ServiceNow generates revenue by licensing its software to customers and providing related implementation, training, and support services. Additionally, the company offers various subscription plans and pricing options based on the size and needs of the customer. ServiceNow also generates revenue through its marketplace, where customers can purchase additional applications and integrations. Overall, the company's revenue is derived from software sales, subscriptions, and professional services.

### Net profit margin of ServiceNow

The net profit margin for ServiceNow Inc. in 2022 is 4.90%. The net profit margin for the S&P 500 companies is under pressure due to higher costs. Dominion Energy Inc. and WellCare Health Plans, Inc. have the highest gross margins in the S&P 500. Investors prefer businesses with regular profits. The New York Times has a net profit margin of 7.45% as of June 30, 2023.

### 2023 Q2 total revenue and net income of ServiceNow

The total revenue of ServiceNow for the second quarter of 2023 was \$594 million. The net income attributable to NOW Inc. was \$34 million.

### Stock price of ServiceNow

ServiceNow Inc (NOW) closed at \$549.54 on August 24, 2023, with after-hours trading at \$549.00 (-0.098%).

### Did ServiceNow beat or missed 2023 Q2 revenue margin target

Based on the provided data, there is no information about ServiceNow's revenue margin target for 2023 Q2.

### The risk drivers of ServiceNow

The risks of investing in ServiceNow include the stock's high valuation, which is trading at around 17 times its 2022 revenue. Additionally, the recent tech stock crash has affected the entire sector, regardless of growth or profit margins. Market losses have been accumulating, and there is a potential risk of deflation in the US economy.

### Future growth strategic factors for ServiceNow

Based on the information provided, there are several future growth strategic factors for ServiceNow:

1. Positive earnings growth: ServiceNow has posted impressive earnings growth, indicating potential future growth.
2. Adoption of diversification strategies: ServiceNow has adopted various strategies to

bolster its revenues in the medium term, which could drive future growth.

3. Industry-leading customer growth: ServiceNow led the industry in postpaid voice net additions in 2021, suggesting the potential for continued customer growth.

4. Focus on underpenetrated segments: ServiceNow aims to tap into underpenetrated segments of the mobility market, indicating potential for expansion and revenue growth.

5. Favorable economic conditions: Economic growth is forecasted to be above average, which could support ServiceNow's growth prospects.

6. Comparison with industry peers: ServiceNow's growth forecast should be compared against its industry peers to assess its relative growth potential.

It is important to note that these factors are based on the provided data and further analysis would be required to determine the full range of growth strategic factors for ServiceNow.

## Okta

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### How does Okta make money

Okta generates revenue primarily through the sale of its cloud-based identity and access management (IAM) solutions. These solutions help organizations securely manage user identities, authentication, and authorization across various applications and devices. Okta's customers pay a subscription fee for accessing its IAM services, which is based on the number of users and the level of functionality required. With an expected 35% improvement in sales in 2022, Okta's revenue is forecasted to reach approximately \$1.22 billion. Despite its current unprofitability, Okta, along with other cloud services specialists, has reported solid demand as enterprises increasingly digitize their work processes.

### Net profit margin of Okta

Okta's net profit margin for the fiscal year ending January 31, 2023, is -43.87%.

### 2023 Q2 total revenue and net income of Okta

Okta's total revenue in the Q2 of fiscal 2023 was \$452 million, and for the full fiscal year 2023, the company expects total revenue to be between \$1.812 billion to \$1.820 billion. The net income for fiscal 2023 was -\$0.815 billion, a decline of 3.89% from 2022.

### Stock price of Okta

The stock price of Okta (NASDAQ: OKTA) is \$71.38, with a decrease of -2.14% at the close of trading. The after-hours price is \$71.45, with a 0.10% increase. The average rating for OKTA stock is "Buy" according to 37 analysts.



### Did Okta beat or missed 2023 Q2 revenue margin target

Based on the available information, Okta beat its revenue margin target for Q2 2023. The company reported total revenue of \$452 million, which was an increase of 43% year-over-year. This beat analyst estimates of \$430.6 million by 4.91%. Okta also provided revenue guidance for Q3 2023 that is in line with analyst expectations.

### The risk drivers of Okta

The risks of Okta include the poor performance of its stock due to the poor macroeconomy, as well as a bad decision made by the company in early 2022 that could have negative consequences.

### Future growth strategic factors for Okta

The future growth strategic factors for Okta include the acquisition of Auth0, targeting revenue of \$4 billion in fiscal 2026 with annual growth of at least 35%, co-founders' vision for lifting Okta higher in the next decade, and analysts' forecast of accelerated growth.

## Twilio

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### How does Twilio make money

Twilio makes money through its software and communication solutions. The company offers APIs and software solutions to enhance communication between Twilio customers and their users, as well as software products that help businesses improve customer engagement. Twilio Communications generated \$913 million in revenue, while Twilio Data & Applications generated \$125 million in revenue. The company's revenue sources include messaging, voice, email, segment, engage, flex, and marketing campaigns. Twilio's business model relies on providing tools and services that enable developers to create, expand, and manage customer engagement in their applications.

### Net profit margin of Twilio

Twilio's net profit margin has been -32.83% over the past year.

### 2023 Q2 total revenue and net income of Twilio

Twilio reported second quarter 2023 revenue of \$1.04 billion, up 10% year-over-year. The company also had a second quarter GAAP loss from operations of \$142 million, a 55% improvement year-over-year.

### Stock price of Twilio

Based on the provided data, the stock price of Twilio Inc (TWLO) closed at \$59.16 on August 24. Please note that this information is subject to change and should not be considered as financial advice.

### Did Twilio beat or missed 2023 Q2 revenue margin target

Twilio beat its 2023 Q2 revenue margin target as it reported \$1.04 billion in revenue for the quarter, representing a year-over-year increase of 10%. This surpassed the Zacks

Consensus Estimate by 5.41%. Additionally, the company reported non-GAAP earnings of 54 cents per share, surpassing the Zacks Consensus Estimate of 29 cents. Overall, Twilio's Q2 2023 results were better than expected.

#### **The risk drivers of Twilio**

The risks of investing in Twilio include the downturn in the stock due to bear market conditions for growth stocks, high liabilities of \$795.3m due within 12 months, and the possibility that the stock's run may be nearing an end. Additionally, the volatility of the stock and the influence of institutional ownership should be considered. Insider selling and potential market catalysts also pose risks.

#### **Future growth strategic factors for Twilio**

Based on the data provided, it is difficult to determine the future growth strategic factors for Twilio. However, potential factors could include continued expansion into new markets, development of innovative communication solutions, strategic acquisitions or partnerships, and improving profitability over the long term. It would be advisable to conduct a more comprehensive analysis of Twilio's financials, industry trends, and market opportunities to ascertain the specific growth strategies for the company.

## **Palo Alto Networks**

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#### **How does Palo Alto Networks make money**

Palo Alto Networks generates revenue primarily through the sale of its cybersecurity products and services. The company offers a range of firewall, network security, and cloud security software products, as well as cybersecurity assessment software and VPN software. Palo Alto Networks also provides consulting, support, and training services related to its products. The company's financial performance is influenced by factors such as the overall demand for cybersecurity solutions, competition in the market, and the ability to maintain and expand its customer base.

#### **Net profit margin of Palo Alto Networks**

The data provided does not include the necessary information to calculate the net profit margin.

#### **2023 Q2 total revenue and net income of Palo Alto Networks**

The total revenue of Palo Alto Networks for the fiscal second quarter is \$1.66 billion. The net income for the same period is \$84.2 million. The company's revenue rose 26% year over year in the quarter.

#### **Stock price of Palo Alto Networks**

Palo Alto Networks stock price is \$227.45, with after-hours trading at \$227.66, representing a change of +0.092%.

### Did Palo Alto Networks beat or missed 2023 Q2 revenue margin target

Based on the information provided, Palo Alto Networks beat its revenue margin target for the second quarter of 2023. Its revenue grew by 26% year over year to \$1.7 billion, which exceeded analyst estimates of \$1.65 billion. Additionally, its non-GAAP EPS of \$1.05 beat analyst estimates of \$0.78. The company also reconfirmed its revenue guidance for the full year.

### The risk drivers of Palo Alto Networks

The risks of Palo Alto Networks include potential cybersecurity breaches and the increasing competition in the cybersecurity market. There is also a risk of revenue growth slowing down or not meeting expectations. Additionally, macroeconomic factors and regulations could impact the company's performance.

### Future growth strategic factors for Palo Alto Networks

Based on the data provided, the future growth strategic factors for Palo Alto Networks include its focus on fast-growing cybersecurity niches such as cloud security and automated threat detection, the increasing prevalence of cyber threats and the growing demand for cybersecurity solutions, and the company's strong financial performance, with revenue growth of 27.2% YoY and a forecasted earnings growth of 28.6% per year. Additionally, Palo Alto Networks' NGS business, with a 60% YoY growth in ARR, and its significant SASE bookings and Cortex offerings contribute to its growth potential.

## Workday

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### How does Workday make money

Workday generates revenue primarily through the sale of its cloud-based software solutions. The company provides human capital management, financial management, and analytics solutions to businesses. These solutions are typically offered as a subscription service, where customers pay a recurring fee for access to the software and ongoing support. Workday also generates revenue from professional services, including implementation, consulting, and training, to help customers adopt and optimize its software. Additionally, the company may generate some revenue from ancillary services, such as data storage and integration services.

### Net profit margin of Workday

The net profit margin for Workday (WDAY) from 2011 to 2023 is unavailable. Workday's gross profit margin averaged 71.3% from 2018 to 2022, with a median of 70.6%. The highest gross profit margin was 72.6% in January 2021.

### 2023 Q2 total revenue and net income of Workday

Workday's total revenue for the fiscal 2024 second quarter was \$1.79 billion, an increase of 16.3% from the second quarter of fiscal 2023. However, the net income is not mentioned in the provided data.

### Stock price of Workday

The stock price of Workday (WDAY) is \$230.12 with a market capitalization of \$60.06 billion. The 52-week low and high are \$128.72 and \$240.18, respectively.

### Did Workday beat or missed 2023 Q2 revenue margin target

Based on the data provided, Workday beat its 2023 Q2 revenue margin target. The company reported total revenues of \$1.54 billion, which is a 21.9% increase compared to the same quarter last year. Subscription revenues also grew by 22.8%. This positive growth indicates that Workday exceeded the average revenue estimate of analysts and met its own guidance.

### The risk drivers of Workday

The risks of Workday include potential downward share price repricing due to monetary conditions normalizing, the difficulty in achieving high and sustainable GAAP profitability, the possibility of the company under-delivering with its new applications, the presence of debt without earnings, insider selling, and the overall volatility in the market.

### Future growth strategic factors for Workday

Based on the provided data, the future growth strategic factors for Workday can be identified as follows:

1. Profitability Forecast: Workday is projected to become profitable over the next 3 years, indicating faster growth compared to the savings rate.
2. Share Price Growth: The company has experienced decent share price growth on the NASDAQGS, which suggests positive investor sentiment and market confidence.
3. Total Return: Despite a challenging year in 2022, Workday has delivered a total return of 35% since the beginning of 2023, indicating potential future growth opportunities.
4. Revenue Growth: Workday has shown consistent revenue growth, with subscription revenue increasing by 19% year over year and total revenue growing by 16%.
5. Steady FCF Profitability: Workday maintains a high growth rate along with steady free cash flow (FCF) profitability, indicating strong financial performance and the potential for sustained growth.

These factors suggest that Workday has the potential for future growth in terms of profitability, share price, total return, revenue, and financial stability.

## Guidewire

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### How does Guidewire make money

Guidewire Software Inc (GWRE) generates revenue by providing software solutions for the insurance industry. They offer a suite of products that help insurance companies manage their business operations, including policy administration, claims management, and billing. Guidewire generates revenue through the sale of software licenses and subscriptions, as well as professional services such as implementation, training, and support. Additionally, they may generate revenue through maintenance and support fees for ongoing software maintenance and updates. Their financial performance, including revenue and profitability, will be reflected in their quarterly and annual financial results.

### Net profit margin of Guidewire

The net profit margin for Guidewire Software Inc is currently -22.20%, indicating a negative profitability.

### 2023 Q2 total revenue and net income of Guidewire

Revenue accounted for \$189.3 million, while professional services revenue was \$18.2 million. Net income for the quarter was -\$9.19 million.

### Stock price of Guidewire

Based on the data provided, the stock price of Guidewire (GWRE) is \$80.44.

### Did Guidewire beat or missed 2023 Q2 revenue margin target

Based on the provided data, there is no information about Guidewire Software, Inc.'s actual Q2 2023 revenue. Therefore, it is impossible to determine whether they beat or missed their revenue margin target for the quarter.

### The risk drivers of Guidewire

Based on the provided data, some potential risks for Guidewire include:

1. Market Competition: As Guidewire operates in the insurance software industry, there is intense competition from other established players as well as emerging insurtech companies.
2. Technology Disruption: Technological advancements and disruptive innovations may impact the demand for Guidewire's products and services, requiring the company to continuously adapt and update its offerings.
3. Customer Retention: Guidewire's success depends on its ability to retain and expand its customer base. If clients are unsatisfied with the performance or cost-effectiveness of Guidewire's solutions, they may switch to competitors.
4. Regulatory Changes: The insurance industry is subject to regulatory changes and compliance requirements. Guidewire needs to ensure that its products and services comply with regulatory standards across different jurisdictions.
5. Implementation Challenges: While successful implementations like that of Velocity Risk are a positive sign, there is always a risk of challenges and delays in the implementation process, which can lead to customer dissatisfaction.
6. Economic Conditions: The overall economic conditions, including recession or financial

instability, can impact the demand for insurance software and services, which could affect Guidewire's financial performance.

7. Integration Issues: Guidewire's ability to integrate with other insurtech solutions through its Guidewire Marketplace and PartnerConnect ecosystem is vital. Any difficulties in seamless integration can hinder the company's growth and value proposition.

8. Cybersecurity Threats: The increasing digitalization of the insurance industry exposes Guidewire and its clients to potential cybersecurity risks, such as data breaches or system vulnerabilities.

Please note that this analysis is based on limited information and additional research and analysis would be required for a more comprehensive assessment of the risks faced by Guidewire.

#### **Future growth strategic factors for Guidewire**

Based on the data provided, the future growth strategic factors for Guidewire Software include:

1. Strong Forecasted Earnings and Revenue Growth: Guidewire Software is projected to grow earnings by 53.6% and revenue by 9.4% annually, indicating a positive growth trajectory.
2. Focus on EPS Growth: The company is expected to achieve a significant EPS growth rate of 53.4%, which demonstrates its ability to improve profitability.
3. Positive Return on Equity: Guidewire Software is forecasted to achieve a return on equity of 8.1% in the next three years, indicating efficient use of shareholder capital.
4. Analyst Coverage and Upgrades: The company has good analyst coverage and has received positive updates, including improved estimates and price targets.
5. Strategic Partnerships and Acquisitions: Guidewire Software has formed partnerships and alliances with other companies in the industry, such as Appian, to expand its solutions and market reach.
6. Innovation and Product Development: The launch of new solutions for the London Market and the adoption of Guidewire Cloud by Golden Bear Insurance Company indicate a focus on innovation and meeting customer needs.
7. Financial Health: While not specifically mentioned in the data, the company's financial health is likely a factor contributing to its future growth. This includes factors such as manageable debt levels and strong cash flow.

These factors indicate that Guidewire Software has a positive growth outlook and is implementing strategies to expand its market presence and improve profitability.

# Oracle

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## How does Oracle make money

Oracle makes money primarily through the sale of enterprise software and related services. The company's revenue is generated from software licenses, cloud services and subscriptions, support services, and hardware products. Oracle's earnings per share (EPS) and revenue figures are closely monitored by analysts and investors, with quarterly estimates and actual results playing a significant role in determining the company's financial performance. Additionally, Oracle offers dividends to shareholders, although its dividend growth track record is not established.

## Net profit margin of Oracle

Oracle's net profit margin for the three months ending May 31, 2023 was 17.02%. This indicates that the company retains approximately 17.02% of its total sales revenue as net income.

## 2023 Q2 total revenue and net income of Oracle

Oracle's total revenue for fiscal year 2023 was \$50.0 billion, with net income of \$1.74 billion. In the second quarter of fiscal 2023, total revenue was \$12.3 billion.

## Stock price of Oracle

The stock price of Oracle Corporation (ORCL) is \$34,465.00.

## Did Oracle beat or missed 2023 Q2 revenue margin target

Based on the provided data, Oracle beat its 2023 Q2 revenue margin target. Total quarterly revenues were up 18% year-over-year and cloud services and license support revenues were up 14% in USD and up 20% in constant currency. The company also reported a profit margin of 14%, compared to a net loss in the previous quarter.

## The risk drivers of Oracle

The risks of Oracle based on the provided data include:

1. Increasing debt: Oracle's debt has been growing, which could strain its financials and increase its interest expenses.
2. Revenue miss: Oracle's revenue growth has been slower than expected, indicating potential challenges in generating sales and meeting market expectations.
3. Share price volatility: Oracle's share price has shown significant volatility, erasing its excess returns over the broader market, which can indicate uncertainty and investor concerns.
4. Financial strength: Oracle's overall financial strength rating is relatively low, suggesting

potential weaknesses in its financial position and stability.

5. Cash-to-debt ratio: Oracle has a low cash-to-debt ratio, indicating its vulnerability to debt obligations and potential liquidity challenges.

6. Analyst rating: While given a "Moderate Buy" rating by analysts, it's important to note that the consensus rating may not fully capture all risks and uncertainties associated with the company.

7. Limited hedge fund ownership: The limited ownership of Oracle shares by hedge funds suggests a lack of confidence and potential risk aversion by professional investors.

8. Regulatory and market risks: As a publicly traded company, Oracle is exposed to general market volatility, regulatory changes, and other external factors that can impact its operations and financial performance.

#### Future growth strategic factors for Oracle

Based on the data provided, the future growth strategic factors for Oracle are:

1. Strong growth in cloud services and license support revenues, indicating a growing customer base and increased adoption of cloud solutions.
2. Hypergrowth phase expected in the cloud infrastructure business, indicating significant potential for expansion and revenue growth.
3. Acquisition of Cerner, indicating a strategic focus on expanding capabilities and market share.
4. Accelerating growth rates in both infrastructure and cloud applications, suggesting sustained momentum and potential for continued growth.
5. Positive earnings and revenue growth forecasts, indicating favorable market conditions and potential for increased profitability.
6. Increased price target, suggesting positive sentiment and investor confidence in future growth prospects.
7. Hosting important industry event, Oracle CloudWorld, indicating a focus on driving customer engagement and showcasing product offerings.
8. Strong operating cash flow, providing financial stability and the ability to invest in growth initiatives.

These factors collectively suggest a positive outlook for Oracle's future growth prospects.

## Netflix

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### How does Netflix make money

Based on the data provided, Netflix primarily generates revenue through its entertainment services, offering TV series, documentaries, feature films, and mobile games across various genres and languages. The company provides streaming content to its members through internet-connected devices such as TVs and digital video platforms. Netflix's revenue has been growing at an average rate of 16.6% per year, with earnings growing at a higher rate of 29.6% annually, indicating its profitability. The company's revenue for the fiscal years ending from December 2018 to 2022 averaged around \$24.452 billion, peaking at \$31.616 billion in December 2022.

### Net profit margin of Netflix

The net profit margin for Netflix (NFLX) is 13.22% as of June 30, 2023, and the TTM average net profit margin is 14.61%.

### 2023 Q2 total revenue and net income of Netflix

Netflix reported quarterly revenue of \$8.19 billion, up 3% from the previous year. Net income for the quarter was \$1.49 billion. The company added 5.9 million customers during the second quarter.

### Stock price of Netflix

The stock price of Netflix, Inc. (NFLX) is currently at \$432.96, with a gain of 4.79%.

### Did Netflix beat or missed 2023 Q2 revenue margin target

Based on the provided data, it is mentioned that Netflix missed revenue estimates for the second quarter in a row.

### The risk drivers of Netflix

The risks of Netflix based on the data include: consecutive quarters of estimate misses, loss of close to 60% in stock value, reaching maturity earlier-than-expected, slow penetration into growth markets, a cloudy economic outlook, increasing competition, and the need for time to materialize on growth strategies and restore investor confidence.

### Future growth strategic factors for Netflix

Based on the provided data, the future growth strategic factors for Netflix are as follows:

1. Increasing Returns on Capital (ROCE) of 18%: Netflix's above-average ROCE indicates efficient capital utilization and potential for further growth.
2. Improved Revenue per Subscriber: Assuming a 6% yearly increase in revenue per subscriber, Netflix can generate higher revenue streams.
3. Expected Earnings Growth: Netflix's earnings are forecasted to grow significantly over the next three years, suggesting future profitability.
4. Revenue Growth Outpacing Market: Netflix's revenue is projected to grow faster than the overall US market, indicating market share expansion.
5. Strong Net Income Growth: Netflix has experienced substantial and exponential net income growth, driven by a rising subscriber count.

6. Favorable Valuation: With an intrinsic value above the current market valuation, Netflix is considered a bargain by some analysts.

7. Growth Stock Potential: Investing in growth stocks like Netflix is an opportunity to capitalize on above-average financial growth and exceptional returns.

## Peloton

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### How does Peloton make money

Peloton generates revenue through the sale of its exercise equipment, including exercise bikes and treadmills, as well as subscription fees for its digital fitness content. Customers purchase Peloton products and then pay a monthly subscription fee to access live and on-demand fitness classes. The company's revenue is primarily derived from the sale of its equipment and the ongoing subscription fees from users. However, based on the provided data, Peloton has experienced a decline in revenue and has struggled to generate profitability.

### Net profit margin of Peloton

Peloton Interactive's net profit margin as of March 31, 2023 is -79.82%.

### 2023 Q2 total revenue and net income of Peloton

The total revenue of Peloton for the three months that ended on December 31 was \$792.7 million. The net loss for the same period was \$335.4 million.

### Stock price of Peloton

Based on the data provided, the stock price of Peloton Interactive, Inc. (PTON) is \$6.99 with a pre-market price of \$5.18 (-25.89%). The stock is traded on the NASDAQ and has a year range of \$6.62 - \$16.79.

### Did Peloton beat or missed 2023 Q2 revenue margin target

Based on the data provided, Peloton beat its 2023 Q2 revenue target. The company reported revenue of \$792.7 million, surpassing Wall Street's expectations of \$710 million. Despite a 30% drop in revenue compared to the previous year, Peloton's subscription revenue increased by 22%. CEO Barry McCarthy referred to these results as a potential "turning point" for the company. Although Peloton posted wider losses per share than expected, the stock closed about 26% higher following the announcement. Peloton also expects higher margins in the next quarter, indicating positive momentum for the company.

### The risk drivers of Peloton

1. Poor guidance and flat revenues indicate potential stagnation or decline in the company's growth.
2. Product safety concerns and the need for a large-scale product recall can damage the company's reputation and result in financial losses.
3. Long-term debt increases the financial risk, especially for a company with volatile equity and potential cash flow issues.

4. Dependency on pandemic-related demand may decline as gyms reopen, impacting future sales and growth prospects.
5. High financial leverage in the past suggests vulnerability to economic downturns or industry-specific challenges.

#### **Future growth strategic factors for Peloton**

1. Secular trends favoring at-home fitness: The convenience and cost-effectiveness of owning a Peloton compared to gym memberships and spin classes will continue to drive sales growth post-pandemic.
2. Expansion into international markets: Peloton's international expansion is just getting started and is expected to drive sales growth in the future.
3. Easing of supply chain bottlenecks: Building its own U.S. factory and the easing of current supply chain bottlenecks will enable Peloton to meet the growing demand for its products.
4. Potential push into commercial-fitness applications: Peloton's acquisition of Precor opens up the possibility of entering the commercial-fitness market, which could further boost revenue growth.
5. Potential for improved profitability and free cash flow: Peloton is positioning its business for long-term growth while establishing a clear path to consistent profitability and sustainable free cash flow, which could enhance shareholder value.
6. Positive sentiment: Peloton's current low valuation indicates heightened negative sentiment, but if the company can achieve its growth goals, it could lead to a positive reassessment by shareholders.
7. Recovery from product recalls: Despite the negative impact of recent product recalls, if Peloton can successfully grow its subscriber base and mitigate future product recall risks, it can regain investor confidence and drive stock performance.

## **Spotify**

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#### **How does Spotify make money**

Spotify makes money primarily through two revenue streams: advertising and subscriptions. The company offers a free version of its music streaming service that is supported by ads, generating revenue from advertisers. Additionally, Spotify offers premium subscriptions that provide ad-free listening, offline playback, and other features, generating steady income from subscribers. The company's market capitalization is determined by the value of its stock on the stock exchange, where investors and traders can buy and sell shares, potentially making money through trading activities.

#### **Net profit margin of Spotify**

Spotify Technology has a net profit margin of -7.8% based on its financial data.

#### **2023 Q2 total revenue and net income of Spotify**

The total revenue of Spotify Technology for the last quarter was \$3.46 billion. The net income for Q2 2023 was -\$328.68 million.

### Stock price of Spotify

The stock price of Spotify Technology SA (SPOT) closed at \$135.76 on August 24th, with after-hours trading remaining at the same price.

### Did Spotify beat or missed 2023 Q2 revenue margin target

Based on the data provided, Spotify missed its Q2 2023 revenue margin target. The company reported a significantly increased net loss, decreases in margins and ARPU, and revenues that slightly missed company guidance. However, user growth remained strong, with monthly active users growing to 551 million.

### The risk drivers of Spotify

The risks of investing in Spotify include intense competition from other streaming platforms like Apple, Amazon, and Google, as well as potential regulatory challenges. Additionally, changes in consumer preferences and the music industry could impact Spotify's growth and profitability. Finally, fluctuations in royalty costs and licensing fees could affect the company's financial performance.

### Future growth strategic factors for Spotify

1. Podcasting growth: Spotify is well-positioned to capitalize on the growing popularity of podcasts, with expectations for podcasting gross margins to reach 30% over the next 3-5 years. This presents a significant opportunity for future growth.
2. Expansion into audiobooks: Spotify's move into audiobooks from 2022 onwards can help capture market share from competitors like Audible, further expanding their revenue streams.
3. Product initiatives: Spotify has announced several product initiatives that have the potential to generate significant high-margin revenue in the future. These initiatives can drive growth and improve profitability.
4. Aggressive growth targets: Management's long-term guidance includes targeting \$100 billion in annualized revenue, 40% gross margins, and 20% operating margins. These ambitious targets demonstrate the company's commitment to growth and value creation.

## Apple

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### How does Apple make money

Apple makes money primarily through the sale of its products and services. This includes revenue from the sale of iPhones, iPads, Macs, and other devices, as well as revenue from digital services such as the App Store, Apple Music, iCloud, and Apple Pay. Apple also generates income from licensing and royalties, as well as sales of accessories and other hardware. Additionally, the company earns money from its ecosystem of software, services, and content that drive customer loyalty and engagement. Overall, Apple's financial health is strong, with consistent growth in earnings and revenues, a high return on equity, and healthy net margins.

### Net profit margin of Apple

Apple's net profit margin has fluctuated over the years, with a decrease in 2019, 2020, and 2022, and an increase in 2018 and 2021.

### 2023 Q2 total revenue and net income of Apple

The total revenue and net income of Apple for the second quarter of 2023 were not specifically provided in the given data.

### Stock price of Apple

The stock price of Apple (AAPL) is currently \$175.60 with a daily increase of \$1.11 or 0.64%.

### Did Apple beat or missed 2023 Q2 revenue margin target

Based on the provided information, Apple beat its Q2 2023 revenue margin target. The company reported earnings of \$1.52 per share, beating the Zacks Consensus Estimate by 5.56%. Additionally, Apple reported revenue of \$94.8 billion for the quarter, which was better than expectations.

### The risk drivers of Apple

1. Dependence on China: The risk of Apple's heavy reliance on the Chinese market remains a significant concern.
2. Declining revenues: Apple's Q1 2023 revenues declined 5% year-over-year, indicating potential challenges in maintaining consistent growth.
3. Product revenue weakness: Although services revenue has increased, the weakening of product revenue could impact overall financial performance.
4. Macroeconomic environment: The firm's financial performance is contingent on factors like supply, demand, costs, and the foreign exchange environment, which can be unpredictable and volatile.

### Future growth strategic factors for Apple

1. Accelerating revenue growth: Apple has reported growth acceleration in the Americas, Europe, and China, indicating future potential for expanding market share in these regions.
2. Strong performance in Services: Apple's Services segment has shown strong performance, suggesting that this area will continue to drive revenue growth, particularly with the increasing popularity of subscription-based services.
3. Earnings growth rate: Apple's forecasted earnings growth rate of 6.4% per year is higher than the savings rate, indicating potential future profitability and financial strength.
4. Higher gross margins: There are expectations for higher gross margins in the future, which can contribute to increased profitability and shareholder value.
5. Positive stock performance: Apple's stock has seen significant price increases, indicating investor confidence and potential for future capital appreciation.
6. Intrinsic value and fair value ratios: The intrinsic value estimate and the fair price-to-earnings ratio suggest that Apple's stock may be undervalued, presenting an opportunity for future growth.

7. Continued innovation: Apple has a strong track record of innovation and product launches, which can drive consumer demand and contribute to future growth prospects.

# NVIDIA

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## How does NVIDIA make money

NVIDIA generates its revenue primarily from the sales of graphic processor units (GPUs). The company designs and develops GPUs and software for various applications such as PC graphics, video games, AI, machine learning, AR, VR, and cryptocurrency mining. Its largest segment is GPU, which accounted for 87% of total revenues in fiscal 2019. NVIDIA's earnings have shown a positive growth trend over the past 5 years, although it had negative earnings growth over the past year. The company competes with Intel Corp and others in the industry.

## Net profit margin of NVIDIA

The net profit margin for NVIDIA (NVDA) from 2010 to 2023 is as follows:

2023: Not available

2022: 36.2%

2021: 26.0%

2020: 25.6%

2019: 35.3%

2018: 31.4%

## 2023 Q2 total revenue and net income of NVIDIA

Based on the provided data, the total revenue of NVIDIA for the second quarter of fiscal 2023 is \$13.51 billion, and the net income is \$6.7 billion.

## Stock price of NVIDIA

The stock price of NVIDIA Corporation (NVDA) is currently \$457.75 with a 0.23% increase. On August 24, 2023, at 12:40 p.m. EDT, the real-time quote is \$488.34, showing a 3.65% increase.

## Did NVIDIA beat or missed 2023 Q2 revenue margin target

NVIDIA missed its 2023 Q2 revenue margin target as its second quarter earnings fell short of Wall Street expectations. The company reported lower sales of its gaming products, primarily graphics cards for PCs, due to challenging market conditions. Despite predicting \$6.7 billion in revenue for the quarter, NVIDIA only achieved \$6.7 billion. Additionally, the company's gaming department revenue declined 33% year-over-year. The chipmaker warned of slower growth and a drop in gross margin, with a sales expectation of \$5.9 billion for its fiscal third quarter, lower than Refinitiv consensus estimates of \$6.95 billion. NVIDIA's stock fell over 4% in extended trading.

### The risk drivers of NVIDIA

1. Macroeconomic risks: Nvidia's vulnerability to near-term macro risks was evident in its preliminary F2Q23 results, where revenue fell almost \$1.5 billion below guidance. These risks could include economic downturns, fluctuations in currency exchange rates, and geopolitical uncertainties.
2. Market volatility: The stock could face downward pressure in the near term due to broad-based market volatility. This could stem from factors such as changes in investor sentiment, economic indicators, and overall market trends.
3. External headwinds: Nvidia may face challenges from external factors that could impact its performance. This could include increased competition from companies like Advanced Micro Devices (AMD) and Intel Corporation (INTC), changes in industry regulations, or shifts in consumer preferences.

### Future growth strategic factors for NVIDIA

1. Massive growth in the video gaming and data center industries provides opportunities for NVIDIA to expand its market presence.
2. Future revenue growth is forecasted to be strong, with a projected earnings growth rate of 32.7% per year.
3. NVIDIA has demonstrated its ability to generate significant revenue and cash flow, with \$27 billion in revenue and over \$8 billion of free cash flow in 2021.
4. The company's niche businesses have the potential to reach \$1.0 billion in annual sales each by 2025.
5. NVIDIA's strong financial performance and shareholder-friendly actions, such as share repurchases and dividends, indicate a commitment to value creation for investors.

## Snap

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### How does Snap make money

Snap, the parent company of Snapchat, primarily generates revenue through advertising. Brands pay to advertise on the Snapchat platform, targeting users based on demographics, interests, and location. Snapchat offers various ad formats, including interactive lenses, sponsored geofilters, and video ads, to engage users and drive brand awareness. Additionally, Snap generates revenue from partnerships and content licensing agreements. For example, Snap has partnerships with media companies and publishers to feature their content on Snapchat's Discover section, and it receives a share of the advertising revenue generated from those partnerships.

### Net profit margin of Snap

The net profit margin for the company is -3.89%.

### 2023 Q2 total revenue and net income of Snap

Snap's total revenue for the second quarter of 2023 was \$1,068 million. Its net loss for the same period was \$377 million.

### Stock price of Snap

Snap Inc. (SNAP) closed at \$9.25 with an after-hours price of \$9.29, representing a 0.43% increase. The stock has a 52-week range between \$7.33 and \$13.89 and a market cap of \$14.9 billion. The P/E ratio is N/A.

### Did Snap beat or missed 2023 Q2 revenue margin target

Snap missed its 2023 Q2 revenue margin target. Despite a 14% increase in daily active users, the company reported a 4% drop in sales compared to the previous year. The revenue for the quarter was \$1,068 million, lower than the prior year's revenue of \$1,111 million. Snap's stock also fell due to a weaker-than-expected Q3 outlook.

### The risk drivers of Snap

The risks of Snap include the disappearing growth and declining margins, competition from TikTok, and the lack of a clear solution to counter these challenges. Execution risk is also a concern for the company.

### Future growth strategic factors for Snap

Future growth strategic factors for Snap could include:

1. Increasing daily active user (DAU) growth in North America to mitigate slowing growth.
2. Implementing strategies to boost average revenue per user (ARPU) and reverse declining trends.
3. Focusing on strategic initiatives to expand and capture market share.
4. Continued profitability and strong revenue growth to address concerns about future outlook.
5. Increasing sales efficiency and optimizing the sales to capital ratio to maximize revenue generation.
6. Consistently reducing expenses and controlling spending to improve profitability.
7. Capitalizing on the continued growth of advertising and digital marketing industry.
8. Leveraging new features, technologies, and innovations to enhance user experience and attract new users.
9. Expanding into new markets and demographics to diversify revenue streams.
10. Sustaining revenue growth trajectory by consistently delivering value to users and advertisers.

## Doordash

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### How does Doordash make money

DoorDash primarily generates revenue through the following sources:



1. **Delivery Fees:** DoorDash charges a fee for each delivery made by their drivers. This fee varies depending on factors such as distance, time, and demand.
2. **Commissions:** DoorDash receives a commission from partner restaurants for each order placed through their platform. This commission is typically a percentage of the order value.
3. **Subscription Plans:** DoorDash offers a subscription service called DashPass, which provides unlimited free delivery for a monthly fee. Subscribers pay a recurring fee, providing DoorDash with a steady stream of revenue.
4. **Advertising:** DoorDash allows restaurants to advertise on their platform, providing additional visibility and exposure. Restaurants can pay to promote their offerings to a larger customer base.
5. **Catering:** DoorDash offers catering services for corporate events, parties, and large gatherings. They earn revenue by providing food delivery for these occasions.

DoorDash's revenue model is based on facilitating food delivery services and creating partnerships with restaurants to expand their customer base.

#### **Net profit margin of Doordash**

DoorDash Inc. (DASH) had a net profit margin of -7.97% as of August 21, 2023.

#### **2023 Q2 total revenue and net income of Doordash**

The total revenue of DoorDash for the second quarter of 2023 was \$2.1 billion. The net income for the quarter was a loss of \$170 million.

#### **Stock price of Doordash**

The stock price of DoorDash Inc. (DASH) is currently at \$77.82 as of the latest data.

#### **Did Doordash beat or missed 2023 Q2 revenue margin target**

Based on the provided data, DoorDash beat its 2023 Q2 revenue margin target. The company reported revenue of \$2.1 billion, which beat estimates by \$40 million (+30.4% YoY).

#### **The risk drivers of Doordash**

The risks of DoorDash include a limited upside in valuation due to the market already pricing in recent results, significant macro risks in the short term, and regulatory risks in the long term. Additionally, the demand for food delivery services has decreased post-pandemic, impacting DoorDash's business.

#### **Future growth strategic factors for Doordash**

Based on the data provided, the future growth strategic factors for DoorDash include:

1. **Continued revenue growth:** DoorDash has experienced strong revenue growth over the

past few years, with a 3-year CAGR of 156.10%. This indicates a positive trend in the company's ability to generate revenue.

2. Partnerships with grocers and retailers: DoorDash has recently announced partnerships with top grocers and retailers, such as Sprouts Farmers Market, EG America, and Big Lots. These partnerships can help DoorDash expand its customer base and drive sales growth.

3. Robust demand after Covid-19: DoorDash has experienced a robust demand for its services following the Covid-19 pandemic. As more consumers continue to rely on food delivery services, DoorDash has the opportunity to capture a larger market share and drive further growth.

4. Expansion of profit margins: The partnerships with grocers and retailers can also help DoorDash expand its profit margins. By leveraging its technology platform and logistics, DoorDash can improve operational efficiency and drive profitability.

5. Global expansion: DoorDash operates in 27 countries across the globe. As the company continues to expand its presence in new markets, it has the opportunity to tap into new customer segments and drive growth on a global scale.

## Chewy

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### How does Chewy make money

Chewy is an online retailer that sells pet food, products, and medications. It generates revenue primarily through the sale of these products to customers. Chewy earns money by selling pet food and supplies through its website and mobile app, providing a convenient and accessible platform for pet owners to purchase these items. Additionally, Chewy offers a subscription-based autship program, which ensures regular and repeat purchases from customers, further contributing to its revenue stream. The company also generates income from prescription medications, premium services such as telehealth consultations, and advertising partnerships.

### Net profit margin of Chewy

Uber Technologies Inc.'s net profit margin as of June 30, 2023, is -1.07%.

### 2023 Q2 total revenue and net income of Chewy

Based on the provided data, the revenue of Chewy is not mentioned, and there is no information regarding the net income of Chewy.

### Stock price of Chewy

The stock price of Chewy is \$44.63 with an after-hours price of \$44.59 (-0.090%) as of Aug 21.

### Did Chewy beat or missed 2023 Q2 revenue margin target

Based on the given data, Chewy's Q2 2023 revenue missed the analyst estimates by 1.16%.

### The risk drivers of Chewy

Based on the provided data, the risks of Chewy include its foray into the consumer business, declining stock price since the IPO, regulatory and legal challenges, and the risk posed by its large number of drivers.

### Future growth strategic factors for Chewy

Based on the data provided, the future growth strategic factors for Chewy may include leveraging network effects, utilizing data to drive decision-making and improve customer experience, and making strategic growth investments in new areas or ventures.

## Lyft

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### How does Lyft make money

Lyft generates revenue primarily through its ride-sharing services. The company charges a fee for each ride booked through its platform and takes a portion of the fare paid by the passenger. Additionally, Lyft offers various other services such as Lyft Pink subscription, Lyft Business, and Lyft Rewards, which contribute to its revenue. The company may also generate revenue through partnerships and advertising.

### Net profit margin of Lyft

Lyft's net profit margin for the fiscal years 2020 and 2021 was -74.1% and -31.5% respectively. For the most recent quarter (March 31, 2023), the net profit margin was -18.75%.

### 2023 Q2 total revenue and net income of Lyft

Based on the information provided, the total revenue of Lyft for the second quarter of 2023 was \$19.4 billion, and the net income was \$2.9 billion.

### Stock price of Lyft

The stock price of Lyft is \$11.10.

### Did Lyft beat or missed 2023 Q2 revenue margin target

Based on the data provided, Lyft beat its revenue margin target for 2023 Q2. The revenue for Q2 was \$1.021 billion, which is a 3% increase year-over-year. The net loss margin improved to 11.2% compared to 18.8% in Q1'23 and 38.1% in Q2'22. Additionally, the adjusted EBITDA was \$41.0 million, showing a positive trend compared to previous quarters. Lyft also provided a positive outlook for Q3'23 with anticipated revenue of approximately \$1.130 billion to \$1.150 billion and adjusted EBITDA between \$75 million and \$85 million.

### The risk drivers of Lyft

1. EBIT Loss: Lyft had an earnings before interest and tax (EBIT) loss over the last year, indicating potential financial instability and uncertainty.
2. High P/S Ratio: Lyft's P/S ratio is higher than the industry average, suggesting that the stock may be overvalued and potentially risky.
3. Driver Relationship: The company faces the risk of maintaining a good relationship with its drivers to ensure a reliable service and protect its reputation.
4. Financial Position: Lyft may face challenges due to its short-term liabilities exceeding its short-term assets, potentially indicating liquidity issues.
5. Missed Opportunities: Lyft's failure to invest in food delivery and its focus on remaining a domestic brand may pose strategic risks and limit growth potential.

### Future growth strategic factors for Lyft

Based on the data provided, the future growth strategic factors for Lyft can be identified as follows:

1. Increasing revenue: Lyft's first-quarter revenue grew 44% year-over-year, indicating a positive growth trajectory. Continued efforts to increase revenue through market expansion and ride volume growth will be crucial for future growth.
2. Narrowing net loss: Lyft's net loss for the first quarter of 2021 decreased compared to the same period in 2020, suggesting progress in cost management. Continued focus on reducing expenses and achieving profitability will be important for future growth.
3. Positive analyst forecasts: Analysts have provided positive future growth forecasts for Lyft, indicating optimism about the company's potential for growth. These forecasts can attract investor interest and contribute to the company's stock performance.
4. Market potential: The global ride-sharing market is projected to grow significantly in the coming years, presenting opportunities for Lyft to capture a larger market share. Capitalizing on this market potential through strategic expansion and innovative services will be critical for future growth.

## Airbnb

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### How does Airbnb make money

Airbnb generates revenue primarily through fees charged to both hosts and guests for booking accommodations and experiences. The company earns a commission on each booking, which is a percentage of the total booking price. The growth in revenue is driven by an increase in the number of nights and experiences booked, as well as an increase in the gross booking value. Additionally, Airbnb has improved its cost efficiency over time, leading

to higher profitability. The company is also trading at a similar level as its fair value estimate, indicating potential stability in its financial performance.

#### **Net profit margin of Airbnb**

Airbnb's net profit margin for the year 2023 is 25.31%.

#### **2023 Q2 total revenue and net income of Airbnb**

The total revenue of Airbnb for the second quarter of 2023 is \$2.48 billion. The net income for the same period is \$752 million.

#### **Stock price of Airbnb**

The stock price of Airbnb (ABNB) is currently \$128.13 with a market cap of \$82 billion. It has seen a 1.84% increase today, closing at \$124.00 yesterday.

#### **Did Airbnb beat or missed 2023 Q2 revenue margin target**

Based on the data provided, Airbnb beat its 2023 Q2 revenue margin target. The company delivered a net income margin of 26%, its highest second quarter ever, up from 18% in Q2 2022. Additionally, the company reported \$2.48 billion in revenue, representing a year-over-year increase of 18.1%.

#### **The risk drivers of Airbnb**

The risks of Airbnb based on the provided data include rapidly decelerating revenue growth, an elevated valuation, and a downside asymmetry in its expected return profile. The effects of COVID-19 have greatly impacted the company, and adjusting for these effects reveals a slowing revenue growth trajectory. Additionally, the company's stock has shown subdued performance since its initial public offering. These factors present potential downside risks for investors.

#### **Future growth strategic factors for Airbnb**

Based on the provided data, the future growth strategic factors for Airbnb include increasing revenue forecasts, more rapid revenue growth compared to the wider market, and a flexible business model attracting investors. Additionally, positive cash flows pre-COVID and improving profitability are contributing to the company's growth potential.

## **Etsy**

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#### **How does Etsy make money**

Etsy makes money through various fees charged to sellers for listing and selling products on its marketplace. It charges \$0.20 per item listed for sale and a 5% transaction fee, 3% commission, and a \$0.25 payment processing fee per item sold. Additionally, Etsy generates revenue through seller services, such as advertising platform fees, direct checkout fees, payment processing fees, and discounted shipping label fees. Compared to other online marketplaces like Amazon and eBay, Etsy has lower fees, offers discounts on USPS shipping, and provides strong seller statistics and promotional opportunities for sellers.

### Net profit margin of Etsy

The net profit margin for Etsy (ETSY) as of March 31, 2023, is -26.86%.

### 2023 Q2 total revenue and net income of Etsy

The total revenue of Etsy for the second quarter of 2023 was \$628.88 million. The net income for the same period was \$61.92 million.

### Stock price of Etsy

Etsy Inc (ETSY) closed at \$73.48 on August 22, with after-hours trading at \$74.63 (1.57% increase).

### Did Etsy beat or missed 2023 Q2 revenue margin target

Based on the provided information, it is unclear whether Etsy beat or missed its 2023 Q2 revenue margin target. The data only mentions that Etsy plans to release its Q2 2023 financial results on August 2, 2023. To determine if Etsy beat or missed its revenue margin target, one would need to wait for the release of its financial results.

### The risk drivers of Etsy

The risks of Etsy based on the given data include high volatility in the stock price, a significant decline in value, a high level of debt, negative shareholders equity, and a relatively low interest coverage ratio. These factors suggest potential financial instability and greater risk for investors.

### Future growth strategic factors for Etsy

Based on the data provided, the future growth strategic factors for Etsy are as follows:

- 1) Forecasted earnings and revenue growth: Etsy is expected to grow earnings by 51.3% and revenue by 9.8% per annum. This indicates strong growth potential for the company.
- 2) EPS growth rate: Etsy's EPS is expected to grow by 54.1%, indicating increased profitability and potential for higher shareholder returns.
- 3) Return on equity: The forecasted return on equity for Etsy is 22.8% in 3 years. This suggests that the company is expected to generate strong returns for its shareholders.

Overall, these growth factors demonstrate Etsy's potential for continued expansion and profitability in the future.

## Chewy

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### How does Chewy make money

Chewy generates revenue primarily through the sale of pet products on its online platform. Customers can order pet food, toys, supplies, and other pet-related items from Chewy's website. The company focuses on providing a convenient and enjoyable shopping

experience, with fast and reliable delivery and excellent customer service. Chewy's revenue is derived from the sales of these products, and the company aims to attract and retain customers through its user-friendly platform and high-quality service.

#### **Net profit margin of Chewy**

The net profit margin for Chewy Inc. (CHWY) as of April 30, 2023, is 0.51%.

#### **2023 Q2 total revenue and net income of Chewy**

Based on the data provided, the total revenue of Chewy for the fiscal year 2023 was \$10.1 billion, and the net income for the same period was \$49.2 million.

#### **Stock price of Chewy**

The stock price of Chewy Inc. (CHWY) is \$27.49 USD.

#### **Did Chewy beat or missed 2023 Q2 revenue margin target**

Based on the available data, it can be inferred that Chewy missed its revenue target for the Q2 2023. The exact extent of the miss is not specified, but it is mentioned that the miss was by a tiny margin.

#### **The risk drivers of Chewy**

1. Decelerating sales growth: Chewy's Q2 earnings report indicated a significant slowdown in sales growth, which disappointed investors and raised concerns about the company's ability to sustain its growth trajectory.
2. Valuation not supported by fundamentals: The current valuation of Chewy is considered to be inflated and not justified by its underlying fundamentals. This raises the risk of a potential market correction or price decline.
3. Guidance disappointment: The company's guidance for the remainder of the year fell short of investor expectations, indicating potential challenges for Chewy in meeting its sales and growth targets.
4. Competitive landscape: Chewy operates in a highly competitive industry, facing competition from both brick-and-mortar retailers and e-commerce giants. Increased competition can erode market share and put pressure on profitability.
5. Supply chain disruptions: Chewy's role as a supply chain platform for pet care makes it vulnerable to disruptions in the supply chain, such as logistics challenges, product shortages, or unexpected events. These disruptions can impact the company's operations and financial performance.

#### **Future growth strategic factors for Chewy**

The future growth strategic factors for Chewy based on the provided data include strong earnings growth forecasts, potential market outperformance compared to the US market, a significant increase in revenue and financial results for fiscal Q2 2022 and full year 2022, and the company's reputation as a trusted destination for pet parents and partners. Additionally, the company still has a long growth runway and room for expansion in the online pet products industry.

# Bookings

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## How does Bookings make money

Based on the provided information, Booking (BKNG) makes money primarily through its booking platform, which allows customers to book accommodations, flights, rental cars, and other travel services. They generate revenue by charging commissions or fees on each booking made through their platform. The high stock price indicates the market's confidence in the company's ability to generate profits. Additionally, Booking owns and operates other travel-related brands such as Kayak, OpenTable, and Rentalcars.com, which contribute to their overall revenue. However, the information provided does not specify the exact breakdown of Booking's revenue streams.

## Net profit margin of Bookings

The net profit margin for Booking Holdings (BKNG) for the quarter ending March 31, 2023 was 7.04%, representing a decrease of 76.92% compared to the previous quarter. The year-over-year quarterly net profit margin decreased by 64.73%. The annual net profit margin for 2022 was 17.89%, which is a 68.3% increase from the previous year. The annual net profit margin for 2021 was 10.63%, a significant increase of 1121.84% from the previous year.

## 2023 Q2 total revenue and net income of Bookings

Bookings reported total revenue of \$5.5 billion and net income of \$1.3 billion for the second quarter of 2023.

## Stock price of Bookings

Based on the information provided, the stock price of Booking Holdings Inc (BKNG) is \$3,026.39 as of the last closing price.

## Did Bookings beat or missed 2023 Q2 revenue margin target

Based on the provided data, Booking Holdings Inc. (BKNG) beat the revenue margin target for the second quarter of 2023. They reported earnings and revenue surprises of 30.44% and 6.41%, respectively, exceeding expectations. The non-GAAP earnings per share for the quarter were \$37.62, surpassing the Zacks Consensus Estimate by 30.4%.

## The risk drivers of Bookings

Based on the provided data, the risks associated with Booking Holdings Inc. (BKNG) could include investment risks, potential underperformance compared to market returns, evolving risk management strategies, and potential volatility in stock price. Additionally, there may be specific risks associated with the company's financial performance and asset utilization.

## Future growth strategic factors for Bookings

of BKNG's future growth potential.



1. Online travel growth: Booking Holdings has experienced significant growth in revenue and free cash flow over the past decade, primarily due to the increasing popularity of online travel bookings. As more travelers shift towards online platforms for reservations, BKNG is well-positioned to capitalize on this trend.

2. Strategic acquisitions: The company's growth has also been fueled by strategic acquisitions, such as Booking.com, Rentalcars.com, and Priceline. These acquisitions have expanded BKNG's market presence and diversify its offerings, further driving revenue growth.

3. AI technology: Booking Holdings is focusing on AI technology to enhance its customer experience. By leveraging artificial intelligence, the company can provide personalized recommendations and tailored travel options, improving customer satisfaction and loyalty.

4. Strong profitability: Despite the impact of the COVID-19 pandemic on the travel industry, BKNG has maintained strong profitability compared to its competitors. This resilience reflects the company's solid business model and ability to adapt to challenging market conditions.

5. Growth projections: Booking Holdings has favorable growth projections for the coming years. As travel rebounds post-pandemic, the demand for online travel bookings is expected to increase, benefiting BKNG's revenue and profitability.

Overall, Booking Holdings has a strong foundation for future growth. Its focus on online travel, strategic acquisitions, AI technology, and resilience during challenging times positions the company for continued success in the travel industry.

## Expedia

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### How does Expedia make money

Expedia makes money primarily through its online travel booking services. The company earns revenue by charging commissions and fees on hotel bookings, flight bookings, vacation packages, and other travel-related services made through its platform. Expedia also generates revenue from advertising and marketing partnerships with hotels, airlines, car rental companies, and other travel providers. Additionally, the company offers advertising opportunities to businesses looking to reach its large user base. Expedia may also earn income from other sources such as travel insurance, activities and attractions bookings, and corporate travel services.

### Net profit margin of Expedia

The net profit margin for Expedia Group Inc in the most recent quarter was 11.47%.

### **2023 Q2 total revenue and net income of Expedia**

Based on the data provided, the total revenue of Expedia in the second quarter of 2023 was \$925 million. The net income for the same period was not mentioned in the data.

### **Stock price of Expedia**

The stock price of Expedia is \$105.96 based on the provided data.

### **Did Expedia beat or missed 2023 Q2 revenue margin target**

Based on the provided information, it is not explicitly mentioned whether Expedia beat or missed its 2023 Q2 revenue margin target. More information is needed to determine if Expedia's revenue performance met or exceeded expectations.

### **The risk drivers of Expedia**

Based on the provided data, the risks of investing in Expedia are as follows:

1. High debt levels: Expedia has significant liabilities due within the next 12 months and beyond. This increases the risk of financial strain and potentially affects the company's ability to meet its obligations.
2. Market performance: Wall Street is divided on the stock, with a mix of buy, hold, and sell ratings. This uncertainty can lead to volatile stock prices and potential underperformance.
3. Competition: Expedia operates in a highly competitive industry. Other major players, such as Booking Holdings Inc and Hilton Worldwide Holdings, pose a potential threat to Expedia's market share and profitability.
4. Lack of risk detected: While no risks are detected in the provided risk analysis, it's worth noting that this may not capture all potential risks. It is important to conduct comprehensive due diligence to assess all possible risks facing the company.
5. Market volatility: Expedia's stock price can be influenced by factors such as economic conditions, geopolitical events, and changes in consumer behavior. This volatility can result in fluctuations in stock value.

### **Future growth strategic factors for Expedia**

1. Strong EPS growth rate: Expedia has a 20.6% EPS growth rate, indicating a positive financial performance and potential for future growth.
2. Undervaluation: The company's fair value estimate is significantly higher than the current stock price, suggesting potential for share price appreciation.
3. Revenue growth: Expedia is expected to experience a forecasted revenue growth of 50%, which is faster than its historical growth rate, indicating a positive growth trajectory.
4. Improved EBIT margins: Expedia's EBIT margins have increased from 5.1% to 9.8%, indicating improved profitability and potential for future growth.
5. Positive market sentiment: The stock has seen significant share price rises and analyst

price target increases, indicating positive market sentiment and potential for future growth.

6. Macro-economic factors: Factors such as rising interest rates and the reopening of the economy can contribute to Expedia's growth as travel and tourism activities increase.

## GoodRx

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### How does GoodRx make money

GoodRx makes money from various sources. Firstly, it earns transaction fees from pharmacies when consumers use its discount codes to purchase medication. Additionally, GoodRx charges membership fees from consumers who opt for its premium service, GoodRx Gold Subscriptions. The company also generates revenue from pharmaceutical companies that advertise on its platform. Lastly, GoodRx earns income from telehealth charges when users access its telehealth marketplace for online medical services. Overall, GoodRx's revenue streams include transaction fees, membership fees, advertising income, and telehealth charges.

### Net profit margin of GoodRx

GoodRx Holdings' net profit margin for 2022 was -4.28%, indicating a decrease compared to the previous year. The company's net profit margin for the quarter ending December 31, 2022, was -1.07%, displaying a significant decrease compared to the previous quarter.

### 2023 Q2 total revenue and net income of GoodRx

Based on the given data, the total revenue of GoodRx in the second quarter of 2023 was \$189.7 million. The net income for the same period was \$58.8 million.

### Stock price of GoodRx

The stock price of GoodRx Holdings, Inc. (GDRX) is \$6.36 as of August 23rd. The stock has a year range of \$3.82 to \$10.37.

### Did GoodRx beat or missed 2023 Q2 revenue margin target

Based on the data provided, GoodRx Holdings, Inc. beat its 2023 Q2 revenue margin target by surpassing the Zacks Consensus Estimate with revenues of \$189.68 million, which is a 1.48% increase over estimates.

### The risk drivers of GoodRx

The risks of GoodRx include acute execution risk due to its transformation plan, preliminary signs of a slowdown in consumer adoption, extreme valuation, and the uncertainty surrounding its full-year guidance. The company also faces competition in the digital health platform market.

### Future growth strategic factors for GoodRx

Based on the data provided, the future growth strategic factors for GoodRx include:

1. Expected earnings growth rate of 44.4% per annum.

2. Expected revenue growth rate of 12.1% per annum.
3. Anticipated EPS growth rate of 44.9%.
4. Forecasted return on equity of 14.7% in 3 years.
5. Positive analyst coverage.
6. Recent increase in price target by 18%.
7. Successful Q2 2023 earnings exceeding analyst expectations.
8. Revenue guidance provided for Q3 and full year 2023.
9. Ongoing strategic acquisitions and executive appointments.
10. Consistent improvement in financial performance and valuation metrics.

## Farfetch

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### How does Farfetch make money

Based on the provided data, Farfetch generates revenue through its e-commerce platform. The company's actual revenue was \$556.4 million, exceeding the estimated revenue of \$512.7 million. Farfetch connects luxury fashion brands with consumers by providing an online marketplace for buying and selling fashion items. It earns money by charging fees to brands and retailers for using its platform and by taking a commission on each transaction. The company's revenue growth is supported by the increasing popularity of online shopping and the demand for luxury fashion items.

### Net profit margin of Farfetch

Farfetch's net profit margin for the fiscal year 2023 is -23.19%.

### 2023 Q2 total revenue and net income of Farfetch

Unfortunately, the total revenue and net income of Farfetch are not mentioned in the provided data.

### Stock price of Farfetch

The Farfetch Limited (FTCH) stock price is currently at \$2.71 as of August 21, 2023.

### Did Farfetch beat or missed 2023 Q2 revenue margin target

Based on the given data, Farfetch missed its 2023 Q2 revenue margin target. The company reported revenue of \$572.09 million, down 1.3% compared to the same period last year, and the Zacks Consensus Estimate was not met.

### The risk drivers of Farfetch

The risks of Farfetch based on the provided data are not explicitly mentioned. However, potential risks for Farfetch could include increased competition from other e-commerce platforms such as Amazon, potential economic downturn impacting consumer spending on luxury goods, unfavorable exchange rates affecting international operations, and potential regulatory challenges in different markets.

### Future growth strategic factors for Farfetch

The future growth strategic factors for Farfetch include progress on strategic initiatives, expected strong growth in 2023, achieving Adjusted EBITDA profitability, and positive Free Cash Flow. These factors are supported by the company's leading position in the luxury fashion industry and its strong overall digital platform growth.

## Paypal

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### How does Paypal make money

PayPal makes money primarily through fees charged on payment transactions processed through its digital payments platform. This includes fees on both merchant and consumer transactions. The company also generates revenue through partnerships, referral fees, subscription fees, gateway fees, and other value-added services provided to merchants and consumers. Additionally, PayPal earns interest and fees on its portfolio of loan receivables and on certain assets underlying customer balances. Despite facing competition in the global payments industry, PayPal continues to expand its services and launch new products to drive growth.

### Net profit margin of Paypal

The net profit margin for PayPal Holdings (PYPL) from 2013 to 2023 ranged from 5.0% to 24.73%. For the quarter ending March 31, 2023, the net profit margin was 11.29%, showing a decrease compared to the previous quarter. The net margin for PayPal Holdings as of June 2023 is 14.12%. PayPal Holdings has a strong return on equity of 20.7% and net margins of 14.3%.

### 2023 Q2 total revenue and net income of Paypal

PayPal's total revenue for the second quarter of 2023 was \$7.29 billion, and its net income for the same period was \$1.03 billion.

### Stock price of Paypal

PayPal (PYPL) stock closed at \$60.98, with an after-hours price of \$61.01 (+0.049%). No significant news for the past two years.

### Did Paypal beat or missed 2023 Q2 revenue margin target

Based on the provided data, it is not specified whether Paypal beat or missed its 2023 Q2 revenue margin target. However, it is mentioned that Paypal reported revenue of \$6.8 billion for the second quarter, which is a 9% increase year-over-year. This suggests positive revenue growth for the company.

### The risk drivers of Paypal

The risks of PayPal based on the given data are not explicitly mentioned. However, some potential risks to consider based on general knowledge about the company and the industry are:

1. Regulatory and compliance risks: PayPal operates in multiple jurisdictions and is subject to various regulations related to financial services and digital payments. Changes in regulations or non-compliance could impact the company's operations and profitability.
2. Competitive risks: The digital payments industry is highly competitive, with numerous players offering similar services. PayPal faces competition from traditional financial institutions as well as emerging fintech companies. Intense competition could impact the company's market share and profitability.
3. Technology risks: PayPal's business heavily relies on technology infrastructure, including online platforms, mobile apps, and secure payment systems. Any disruptions, cyberattacks, or technological failures could lead to operational disruptions, data breaches, or reputational damage.
4. Economic and market risks: PayPal's performance is closely tied to the overall economic conditions and consumer spending patterns. A downturn in the economy or a decline in consumer confidence could negatively impact payment volumes and transaction fees.
5. Security and fraud risks: PayPal processes a significant volume of transactions, making it a potential target for fraudsters and cybercriminals. Any breaches in security measures or an increase in fraudulent activities could harm the company's reputation and lead to financial losses.

It is essential to conduct a comprehensive analysis and consider additional information to accurately assess the risks associated with PayPal.

#### **Future growth strategic factors for Paypal**

1. Revenue growth: PayPal's future growth strategy will focus on increasing its revenue by expanding its user base and driving higher transaction volumes.
2. Margin expansion: PayPal aims to achieve more margin expansion in the future, indicating a focus on increasing profitability.
3. New partnerships and acquisitions: PayPal may pursue strategic partnerships and acquisitions to enhance its competitive position and expand into new markets.
4. Innovation and technology development: PayPal will likely continue to invest in innovative technologies and develop new products and services to stay ahead in the digital payment industry.
5. Customer retention and loyalty: PayPal will prioritize customer retention and loyalty by improving its user experience, offering attractive rewards programs, and providing excellent customer service.

6. International expansion: PayPal will continue its efforts to expand its services globally, especially in emerging markets, to tap into new growth opportunities.
7. Regulatory compliance: PayPal will focus on maintaining regulatory compliance in various jurisdictions to mitigate risks and ensure long-term sustainable growth.
8. Strategic partnerships with financial institutions: PayPal may form partnerships with banks and other financial institutions to strengthen its position in the financial services industry and offer a wider range of services to its users.
9. Enhanced security measures: PayPal will continue to invest in advanced security measures and fraud prevention technologies to protect its users' financial information and instill trust and confidence in its platform.
10. Continuous improvement of data analytics capabilities: PayPal will leverage data analytics to gain insights into customer behavior and preferences, enabling targeted marketing campaigns and personalized experiences.

## Adyen

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### How does Adyen make money

Adyen primarily generates revenue through settlement fees and processing fees charged to merchants on a per transaction basis. These fees vary based on the payment method and the region where the transaction occurs. The company's revenue has been growing at a rate of 39.6% per year, and its earnings have grown at an average annual rate of 32.5% over the past 5 years. Additionally, Adyen's return on equity is 23.4%, and it has net margins of 6.3%.

In the future, Adyen's revenue is forecasted to decline at -20.8% per annum, while its annual earnings are expected to grow at a rate of 22.6% per year.

### Net profit margin of Adyen

Adyen's net profit margin for 2021 was 63%, indicating strong profitability and growth in the company's payments processing business, driven by the continued shift to e-commerce and mobile commerce.

### 2023 Q2 total revenue and net income of Adyen

Based on the data provided, Adyen's total revenue for H1 2023 was €739.1 million, and their net income is not specified.

### Stock price of Adyen

Based on the data provided, the stock price of Adyen (ENXTAM:ADYEN) is €763.70.

### Did Adyen beat or missed 2023 Q2 revenue margin target

Based on the provided data, it can be concluded that Adyen missed its 2023 Q2 revenue margin target. The company's first-half earnings missed estimates and sales growth slowed, leading to a significant drop in share price. Additionally, the 52% EBITDA margin in 2H was lower than the consensus estimate of 59.7%, indicating a 7.7 percentage-point miss. Increased wages and salaries from scaling the global team also impacted the company's financials.

### The risk drivers of Adyen

Based on the provided data, the risks associated with Adyen include:

1. Volatile share price over the past 3 months.
2. Potential decrease in investor sentiment due to a 44% stock fall.
3. Uncertainty in share price stability.
4. Future revenue and earnings estimates may not meet expectations.

It's important to note that this analysis is based on limited information, and further research and analysis are recommended before making any investment decisions.

### Future growth strategic factors for Adyen

1. Global Expansion: Adyen's growth potential lies in expanding its presence in both established and emerging markets. Focusing on regions where online and mobile payments are still growing and where Adyen's technology can offer unique value can drive revenue growth.
2. Cross-Border Payments: Facilitating cross-border transactions with ease and efficiency is crucial for businesses operating in the global economy. Adyen's ability to provide seamless cross-border payment solutions can attract multinational clients seeking to simplify their payment processes.
3. E-commerce Growth: The rise of e-commerce continues to create opportunities for payment processors. Adyen can capitalize on the growth of online retail by offering innovative payment solutions tailored to the unique needs of e-commerce businesses.
4. Omnichannel Payments: As brick-and-mortar businesses integrate digital channels, providing a seamless omnichannel payment experience becomes vital. Adyen's platform can enable businesses to accept payments across various touchpoints, including in-store, online, and via mobile devices.
5. Mobile Payments and Wallets: With the increasing use of smartphones for shopping and payments, Adyen can invest in enhancing its mobile payment capabilities and supporting popular mobile wallets to cater to evolving consumer preferences.