From Salesforce’s most recent SEC filings (10-K for the latest fiscal year, 10-Q for the latest quarter, and any 8-K earnings releases) and official earnings call transcripts, extract the following *core financial performance metrics*:

* **Total Revenue** (quarterly and annual)
* **Year-over-Year Revenue Growth %**
* **GAAP Operating Income and Operating Margin**
* **Non-GAAP Operating Margin** (if provided in earnings release/call)
* **Net Income & EPS (GAAP and Non-GAAP, diluted)**

For each metric, provide:

* The filing or call type (10-K, 10-Q, 8-K earnings release, or earnings call)
* The fiscal year or quarter covered
* The filing date
* The metric values

Return the results as a **Markdown table** with columns: Filing/Call | Period Covered | Total Revenue | YoY Growth | GAAP Op Margin | Non-GAAP Op Margin | GAAP EPS | Non-GAAP EPS.

Here are *core financial performance* metrics for Salesforce from its **SEC filings** and **earnings-releases**:

| **Period** | **Total Revenue** | **YoY Revenue Growth** | **GAAP Operating Margin** | **Non-GAAP Operating Margin** | **GAAP Diluted EPS** | **Non-GAAP Diluted EPS** |
| --- | --- | --- | --- | --- | --- | --- |
| Q2 FY2026 (ended July 31, 2025) | $10.236 B ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Reports-Record-Second-Quarter-Fiscal-2026-Results/default.aspx?utm_source=chatgpt.com)) | +10% ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Reports-Record-Second-Quarter-Fiscal-2026-Results/default.aspx?utm_source=chatgpt.com)) | 22.8% ([Q4 Capital](https://s205.q4cdn.com/626266368/files/doc_financials/2026/q2/CRM-Q2-FY26-Earnings-Press-Release-w-financials.pdf?utm_source=chatgpt.com)) | 34.3% ([Q4 Capital](https://s205.q4cdn.com/626266368/files/doc_financials/2026/q2/CRM-Q2-FY26-Earnings-Press-Release-w-financials.pdf?utm_source=chatgpt.com)) | $1.96 ([Q4 Capital](https://s205.q4cdn.com/626266368/files/doc_financials/2026/q2/CRM-Q2-FY26-Earnings-Press-Release-w-financials.pdf?utm_source=chatgpt.com)) | $2.91 ([Q4 Capital](https://s205.q4cdn.com/626266368/files/doc_financials/2026/q2/CRM-Q2-FY26-Earnings-Press-Release-w-financials.pdf?utm_source=chatgpt.com)) |
| Q1 FY2026 (ended April 30, 2025) | $9.829 B ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Reports-Record-First-Quarter-Fiscal-2026-Results/default.aspx?utm_source=chatgpt.com)) | +8% ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Reports-Record-First-Quarter-Fiscal-2026-Results/default.aspx?utm_source=chatgpt.com)) | 19.8% ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Reports-Record-First-Quarter-Fiscal-2026-Results/default.aspx?utm_source=chatgpt.com)) | 32.3% ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Reports-Record-First-Quarter-Fiscal-2026-Results/default.aspx?utm_source=chatgpt.com)) | $1.59 ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Reports-Record-First-Quarter-Fiscal-2026-Results/default.aspx?utm_source=chatgpt.com)) | $2.58 ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Reports-Record-First-Quarter-Fiscal-2026-Results/default.aspx?utm_source=chatgpt.com)) |
| Full Year FY2025 (ended Jan 31, 2025) | $37.895 B ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Announces-Fourth-Quarter-and-Fiscal-Year-2025-Results/default.aspx?utm_source=chatgpt.com)) | +9% ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Announces-Fourth-Quarter-and-Fiscal-Year-2025-Results/default.aspx?utm_source=chatgpt.com)) | 19.0% ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Announces-Fourth-Quarter-and-Fiscal-Year-2025-Results/default.aspx?utm_source=chatgpt.com)) | 33.0% ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Announces-Fourth-Quarter-and-Fiscal-Year-2025-Results/default.aspx?utm_source=chatgpt.com)) | — | — |

If you want, I can try to get Net Income values and full non-GAAP EPS for FY2025 from the 10-K to fill the missing cells.

**Cash Flow & Balance Sheet metrics**:

From Salesforce’s most recent SEC filings (Form 10-K, Form 10-Q) and official earnings call transcripts, extract the following **Cash Flow & Balance Sheet metrics**:

* Operating Cash Flow
* Free Cash Flow (from cash flow statement or earnings call commentary)
* Cash, Cash Equivalents & Marketable Securities (from balance sheet)
* Total Debt (short- and long-term, carrying value if available)
* Deferred Revenue / Remaining Performance Obligations (RPO and cRPO)

For each metric, provide:

* The filing or call type (10-K, 10-Q, or earnings call)
* The fiscal year or quarter covered
* The filing/call date
* The exact value (with currency and units, e.g. “$13.1B”)

Return the results in a **Markdown table** with the following columns: Filing/Call | Period Covered | Operating Cash Flow | Free Cash Flow | Cash & Equivalents | Total Debt | Deferred Revenue / RPO.

| **Metric** | **Value** | **Period / Filing** | **Notes** |
| --- | --- | --- | --- |
| Operating Cash Flow | **$13.1 B** | FY 2025 (ended Jan 31, 2025), 10-K / Q4 earnings release ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Announces-Fourth-Quarter-and-Fiscal-Year-2025-Results/default.aspx?utm_source=chatgpt.com)) |  |
| Free Cash Flow | **$12.4 B** | FY 2025 (ended Jan 31, 2025), same source ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Announces-Fourth-Quarter-and-Fiscal-Year-2025-Results/default.aspx?utm_source=chatgpt.com)) |  |
| Cash, Cash Equivalents & Marketable Securities | **$14.0 B** | As of Jan 31, 2025, 10-K (balance sheet) ([PublicNow](https://www.publicnow.com/view/F6FEBDB4A3F905B92561159760A32EDF7054A22D?utm_source=chatgpt.com)) |  |
| Total Remaining Performance Obligation (RPO) / Deferred Revenue proxy | **$63.4 B total RPO**, **$30.2 B current RPO** | As of Jan 31, 2025, Q4 FY25 results / 10-K ([Salesforce Investor Relations](https://investor.salesforce.com/news/news-details/2025/Salesforce-Announces-Fourth-Quarter-and-Fiscal-Year-2025-Results/default.aspx?utm_source=chatgpt.com)) |  |

Guidance

From Salesforce’s most recent SEC filing (Form 8-K, Exhibit 99.1 earnings release, and any associated earnings call transcript), extract the company’s **forward-looking guidance**.

Capture the following metrics for both the **next quarter** and the **full fiscal year** (if provided):

* Revenue guidance
* GAAP and Non-GAAP operating margin guidance
* GAAP and Non-GAAP EPS guidance (diluted)
* Cash flow guidance (operating and free cash flow growth)

Return the results as a **Markdown table** with columns: Period | Revenue Guidance | Operating Margin Guidance | EPS Guidance | Cash Flow Guidance.

| **Period** | **Revenue Guidance** | **Operating Margin Guidance** | **EPS Guidance** | **Cash Flow Guidance** |
| --- | --- | --- | --- | --- |
| **Q3 FY2026** | $10.24 B – $10.29 B (up 8–9% YoY; ~8% in constant currency) | — | GAAP EPS: $1.60 – $1.62 Non-GAAP EPS: $2.84 – $2.86 | — |
| **Full Year FY2026** | $41.10 B – $41.30 B (up ~8.5–9% YoY; ~8% CC) | GAAP: ~21.2% Non-GAAP: ~34.1% | GAAP EPS: $6.99 – $7.03 Non-GAAP EPS: $11.33 – $11.37 | Operating cash flow growth: ~12–13% YoY |

From Salesforce’s most recent SEC filings (10-K, 10-Q) and official earnings call transcripts, extract the following **strategic & operational metrics**:

* Headcount (total employees if disclosed, otherwise note % changes or segment-specific headcount)
* Capital Expenditures (CapEx)
* Research & Development (R&D) expense
* Customer metrics if disclosed (e.g., number of $1M+ ACV deals, deal counts by product such as Data Cloud or AI, ARR for new products)

For each metric, provide:

* Filing or call type (10-K, 10-Q, 8-K earnings release, or earnings call)
* Fiscal year or quarter covered
* Metric value (in Salesforce’s own units, e.g., “$736M CapEx,” “12,500 Agentforce deals since launch”)
* Filing date

Return the results as a **Markdown table** with columns: Filing/Call | Period Covered | Headcount | CapEx | R&D Spend | Customer Metrics.

| **Metric** | **Disclosure** | **Period / Source** |
| --- | --- | --- |
| **Headcount** | Not explicitly disclosed; 10-K notes R&D headcount increased ~7% in FY2025, but no total employee count given | FY2025 10-K ([SEC filing](https://www.sec.gov/Archives/edgar/data/1108524/000110852425000006/crm-20250131.htm)) |
| **Large Deals ($1M+)** | Closed **60+ deals > $1M** that included both Data Cloud and AI | Q2 FY2026, Form 8-K Earnings Release (Sept 3, 2025) |
| **Agentforce Deals** | Closed **12,500+ deals** since launch, of which **6,000+ are paid** | Q2 FY2026, Form 8-K Earnings Release (Sept 3, 2025) |
| **Data Cloud & AI ARR** | Annual recurring revenue exceeded **$1.2B**, up **120% YoY** | Q2 FY2026, Form 8-K Earnings Release (Sept 3, 2025) |