Perfect — here’s how a **mock output** of the *Financial Performance Snapshot* section would look in the same style I showed you for *Industry & Competitors*. I’ll use **Salesforce** again as the example so you can see how it comes together in banker-ready format.

# **📊 Financial Performance Snapshot (Mock Output – Salesforce, Sept 2025)**

### Historical Financials (USD, Fiscal Year Ending Jan 31)

| **Year** | **Revenue ($B)** | **Operating Income ($B)** | **Operating Margin** | **EPS (Diluted)** | **YoY Growth** |
| --- | --- | --- | --- | --- | --- |
| FY2021 | 21.3 | 2.6 | 12% | 1.75 | +24% |
| FY2022 | 26.5 | 3.0 | 11% | 2.12 | +25% |
| FY2023 | 31.4 | 3.3 | 10% | 2.65 | +18% |
| FY2024 | 35.0 | 5.9 | 17% | 4.01 | +11% |
| FY2025E | 38.5\* | 6.7\* | 18%\* | 4.55\* | +10%\* |

\*FY2025E based on consensus analyst estimates.

### Forecasts (Consensus, as of Sept 2025)

* **Revenue:** $38.5B (FY2025E), $42.0B (FY2026E), ~9% CAGR.
* **EPS:** $4.55 (FY2025E), $5.20 (FY2026E).
* **Margins:** Analysts expect operating margin to expand gradually toward 20% by FY2026 driven by cost discipline.

### Trends

* Strong topline growth historically (~20% CAGR FY2020–2023), but moderating to ~9–11% post-2024.
* Major **margin expansion in FY2024** due to restructuring and cost controls (headcount reduction, lower SG&A).
* **EPS acceleration** reflects operating leverage from efficiency programs.
* Growth increasingly dependent on cross-selling Data Cloud, Slack integration, and generative AI add-ons.

### Divisional Performance (FY2024 Revenue Mix)

* **Sales Cloud:** $8.8B (~25% of revenue, +12% YoY).
* **Service Cloud:** $8.9B (~25%, +11% YoY).
* **Platform & Other (Slack, Tableau, MuleSoft):** $8.7B (~25%, +15% YoY).
* **Marketing & Commerce:** $6.6B (~19%, +8% YoY).
* **Professional Services:** $2.0B (~6%, flat YoY).

👉 This snapshot gives the banker **numbers + trajectory + narrative context**:

* **Where the company’s been** (historical table).
* **Where it’s going** (forecasts).
* **What matters now** (trends like margin expansion).
* **What drives it** (divisional breakdown).

Would you like me to also prepare a **developer spec** (inputs → processing steps → output template) for *Financial Performance Snapshot*, just like I did for Industry & Competitors, so your engineers know how to generate this section automatically from CapIQ + filings?

Perfect—here’s a **mock Financial Performance Snapshot for Salesforce** with **line-by-line logic tags** that tell your engineers exactly *what to fetch* and *how to produce* each line. Keep the numbers as placeholders; the right side shows the **source/logic** your pipeline should use.

# **Financial Performance Snapshot**

*(Salesforce — as of Sept 2025)*

### Context

* **Fiscal Year End:** Jan 31  
   ~ CapIQ → Company Facts → fiscal\_year\_end
* **Reporting Currency:** USD  
   ~ CapIQ → Company Facts → reporting\_currency → if output currency ≠ reporting, **FX convert** with CapIQ FX (as\_of\_date)

### Historical Financials (USD, Fiscal Year Ending Jan 31)

| **Year** | **Revenue ($B)** | **Operating Income ($B)** | **Operating Margin** | **EBITDA ($B)** | **EBITDA Margin** | **EPS (Diluted)** | **YoY Rev Growth** |
| --- | --- | --- | --- | --- | --- | --- | --- |
| FY2021 | 21.3 | 2.6 | 12% | 4.1 | 19% | 1.75 | +24% |
| FY2022 | 26.5 | 3.0 | 11% | 4.8 | 18% | 2.12 | +25% |
| FY2023 | 31.4 | 3.3 | 10% | 5.4 | 17% | 2.65 | +18% |
| FY2024 | 35.0 | 5.9 | 17% | 6.7 | 19% | 4.01 | +11% |

~ **Table logic**

* Revenue, Operating Income, EBITDA, EPS (Diluted) → CapIQ → Fundamentals (Periodic, FY) → Income Statement
* Operating Margin = Operating Income / Revenue (compute)
* EBITDA Margin = EBITDA / Revenue (compute)
* YoY Rev Growth = (Revenue\_t − Revenue\_t-1) / Revenue\_t-1 (compute)
* Periods: pull **last 4–5 FYs**; if latest FY >18 months old, add note: *“Latest FY stale; TTM used where helpful.”*

### Forecasts (Consensus, as of Sept 2025)

* **Revenue:** $38.5B (FY2025E), $42.0B (FY2026E)  
   ~ CapIQ → Estimates (Consensus) → Revenue FY+1/FY+2
* **EPS (Diluted):** 4.55 (FY2025E), 5.20 (FY2026E)  
   ~ CapIQ → Estimates (Consensus) → EPS (Diluted) FY+1/FY+2
* **Operating Margin:** 18.0% (FY2025E), 19.5% (FY2026E)  
   ~ CapIQ → Estimates (Consensus) → Operating Margin FY+1/FY+2 (if absent, compute from est. Operating Income / Revenue)
* **Consensus Timestamp:** 2025-09-10  
   ~ CapIQ → Estimates snapshot → as\_of

### Trends (LLM narrative over structured data)

* **Topline:** Growth moderating from ~20% CAGR (FY21–FY23) to ~9–11% through FY26E.  
   ~ LLM.summarize() over historicals.revenue + forecasts.revenue → compute CAGR → produce sentence
* **Margins:** Step-up in FY2024 (11% → 17%) with consensus trending toward ~19–20% by FY2026E.  
   ~ Compare historicals.operating\_margin vs forecasts.operating\_margin → LLM.compose()
* **EPS trajectory:** Acceleration post-FY2024 on cost actions and operating leverage.  
   ~ LLM.explain\_drivers() referencing delta in EPS, Opex/Revenue, and any mgmt commentary if present (optional: ingest latest call transcript snippet)
* **Drivers to watch:** Mix shift to Data Cloud/Platform, Slack synergies; risk from competitive bundling (Microsoft).  
   ~ LLM.inject\_context() (optional unstructured inputs: latest ER transcript/IR deck highlights)

~ **Trends logic**

* Inputs: historicals + forecasts (structured) ± brief unstructured\_context (optional)
* Output: **3–5 sentences**; no raw decimals—use rounded % and plain English

### Divisional Performance (FY2024 Revenue Mix)

* **Sales Cloud:** ~$8.8B (~25%)  
   ~ CapIQ → Segments (Business) → segment\_name='Sales Cloud' → revenue; share = revenue / total\_revenue
* **Service Cloud:** ~$8.9B (~25%)  
   ~ CapIQ → Segments (Business)
* **Platform & Other (Slack, Tableau, MuleSoft):** ~$8.7B (~25%)  
   ~ CapIQ → Segments (Business); if sub-labels available, list in parentheses
* **Marketing & Commerce:** ~$6.6B (~19%)  
   ~ CapIQ → Segments (Business)
* **Professional Services:** ~$2.0B (~6%)  
   ~ CapIQ → Segments (Business)
* **Segment Growth Callouts:** Platform & Other +15% YoY; Services flat.  
   ~ Compute YoY per segment if prior FY available; else omit growth callouts

~ **Segment logic**

* Prefer **Business segments**; if missing, fall back to **Geographic**
* Ensure **shares sum ≈100%** (±1–2% rounding); otherwise include footnote “segments do not fully reconcile to 100% due to disclosure granularity”

### Notes & Guardrails

* **GAAP vs non-GAAP:** Use GAAP by default; if non-GAAP used (e.g., Adj. EPS), **label explicitly**.  
   ~ labeling\_policy.enforce()
* **Currency display:** Use billions with one decimal (e.g., $35.0B); margins to one decimal.  
   ~ formatting.rules()
* **Missing fields:** Omit the line; never output zeros as placeholders.  
   ~ null\_handling.skip()
* **Traceability:** Store CapIQ request IDs + timestamps for Fundamentals, Estimates, Segments.  
   ~ audit.attach(meta)

## Developer Checklist (copy/paste)

1. **Fetch** FY fundamentals (Revenue, OI, EBITDA, EPS) → compute margins & YoY.
2. **Fetch** consensus FY+1/FY+2 (Revenue, EPS, margins) + snapshot date.
3. **Fetch** latest FY business segments → compute % mix and YoY if available.
4. **Run LLM** on structured data to output 3–5 bullet **Trends** (no jargon, banker-ready).
5. **Render** in the exact block order above; apply formatting/rounding rules; attach notes/metadata.

If you want, I can convert this into a **JSON “render spec”** your team can use to auto-generate the section (with keys for each line and a logic field beside it).