Salesforce, Inc.

CRM

NYSE; business equipment; SIC 7372, Services-Prepackaged Software; CIK 0001108524

C

middle fifth of 498 graded peers in business equipment

rank 270 of 498; percentile 54.1; sampling error 2.2 points; lower is stronger

A B C D E

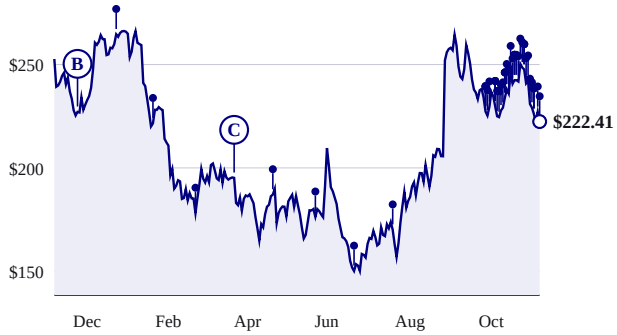
C, the tortoise



Scoreboard

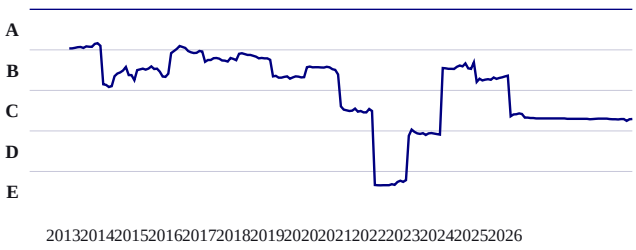
Profitability	C percentile 48.0
Solvency	C/D percentile 58.2
Growth and financing	C percentile 42.8
Reliability	0.94 AUC filers with over $2.67B assets; 95% interval 0.88 to 0.97; 61 events, 2020 to 2025
Peer failure rate	0.52% a year Item 1.03 bankruptcies, same asset band, 2012 to 2025
Size band	over $2.67B assets total assets $112.3B
Standard universe	inside revenue above $1M and assets above $10M
Warnings	none triggered not computable: distress
Inputs computable	12 of 14
Graded from	filings received through Mar 2, 2026 249 days before the rescan; latest periodic filing 10-Q received Aug 27, 2026
Last close	$222.36 2026-11-05; market equity $183.0B; no price enters the letter

Share price, twelve months to the rescan



Split-adjusted close. Each lollipop is a rescan and carries the letter held then.

Letter at every rescan, 2012 to 2026



Sector percentile at each rescan, stronger toward the top; facts filed by each date only.

Business, in the company's words

opening of Item 1 of the 10-K received Mar 2, 2026

Salesforce, Inc. ("Salesforce," the "Company," "we" or "our") is a global leader in customer relationship management ("CRM") technology, helping organizations of any size become agentic enterprises. Founded in 1999, we bring humans, agents, applications, and data together on a trusted, unified platform to unlock growth and innovation. Our artificial intelligence ("AI") powered Agentforce 360 Platform unites our offerings - spanning sales, service, marketing, commerce, collaboration, data management, integration, analytics, IT service, industry verticals and more - on a single, intelligent platform for trusted enterprise execution.

The fourteen inputs

lower percentile is stronger; sleeves and inputs within a sleeve carry equal weight

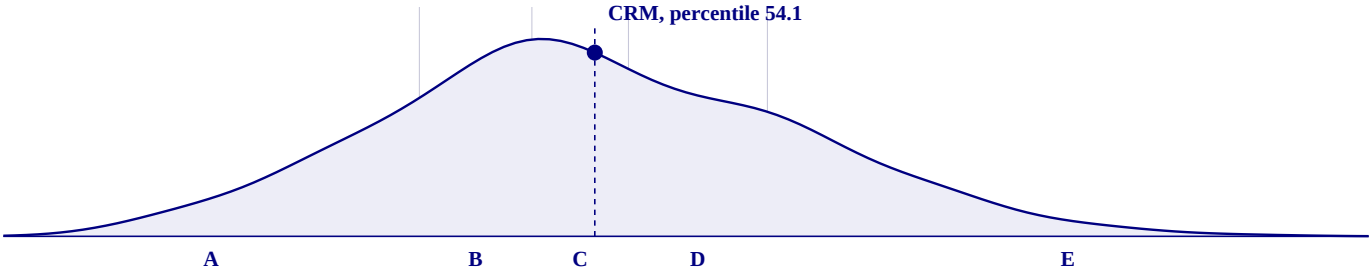
Input	Value	Peer median	Percentile, 0 to 100	Pct	Peers	Period end
Profitability, sleeve percentile 48.0						
Gross profitability	28.7%	28.7%		46.4	555	2026-01-31
Return on invested capital	10.3%	11.4%		51.5	133	2026-01-31
Accruals ratio	(7.0%)	(7.3%)		53.6	618	2026-01-31

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Gross margin stability, five years	1.8 pts	2.3 pts	40.5	426	2026-01-31
Solvency, sleeve percentile 58.2					
Twelve-month failure probability	not computable	0.05%			
latest liabilities, cash plus short-term investments, book equity, and shares are required					
Altman Z double-prime	1.79	2.18	46.6	565	2026-01-31
Net debt to EBITDA	0.75x	1.08x	39.0	147	2026-01-31
Interest coverage	not computable	3.77x			
latest aligned inputs end 2019-01-31; latest annual assets end 2026-01-31					
Current ratio	0.76x	2.01x	88.8	663	2026-01-31
Growth and financing, sleeve percentile 42.8					
Revenue growth, three-year compound	9.8%	6.4%	40.4	535	2026-01-31
Free cash flow growth, three-year compound	31.6%	18.0%	30.7	265	2026-01-31
Reinvestment rate	(172.4%)	13.5%	82.4	223	2026-01-31
Asset growth, three years	4.3%	5.1%	50.3	560	2026-01-31
Net share issuance, one year	(4.0%)	0.5%	10.3	409	2026-02-25

Among 498 peers

business equipment; letters are fifths of this list



Composite score of every graded peer, smoothed; vertical rules are the letter band edges; stronger to the left.

Rank	Company	Percentile	Letter	Warnings
265	Kulicke & Soffa Industries Inc. (KLIC)	53.1	C	
266	CareCloud, Inc. (CCLD)	53.3	C	fortress balance sheet
267	Rapid7, Inc. (RPD)	53.5	C	
268	Owlet, Inc. (OWLT)	53.7	C	dilution, fortress balance sheet
269	Cisco Systems, Inc. (CSCO)	53.9	C	
270	Salesforce, Inc. (CRM)	54.1	C	
271	Automatic Data Processing Inc. (ADP)	54.3	C	fortress balance sheet
272	Benchmark Electronics Inc. (BHE)	54.5	C	fortress balance sheet
273	Q2 Holdings, Inc. (QTWO)	54.7	C	
274	Blackberry Ltd. (BB)	54.9	C	fortress balance sheet
275	Lumentum Holdings Inc. (LITE)	55.1	C	dilution

What the price implies

at the 2026-11-05 close; none of these enters the grade

Measure	Value	Peer median	Percentile
Twelve-month price change, skipping the latest month	(11.2%)	(2.0%)	42
Distance from 52-week high	(16.5%)	(37.7%)	74
EBIT to enterprise value	3.9%	1.8%	68
Free cash flow yield	7.9%	3.0%	79
Book value to price	0.21	0.30	40
Sales to price	0.23	0.33	40
Composite equity issuance, five years	(13.0%)	4.2%	22
Relative strength against the sector, log excess return	(0.39)	(0.29)	42

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Diagnostics

shown on every report; none enters the grade

Measure	Value
Piotroski F-score 7 of 9, period end 2026-01-31	
Return on assets above zero	pass
Operating cash flow above zero	pass
Return on assets improved	pass
Operating cash flow exceeds net income	pass
Long-term leverage fell	fail
Current ratio improved	fail
No new shares issued	pass
Gross margin improved	pass
Asset turnover improved	pass
Cash, filings, liquidity	
Cash and equivalents	$8.3B
Operating cash flow, four quarters	$15.8B
Months of runway	not finite
Days since last periodic filing	71 (10-Q received Aug 27, 2026)
Median daily dollar volume, 63 sessions	$2.3B

Sources

every fact behind the inputs; each row links to its filing index on sec.gov

#	Concept	XBRL tag	Value	Period end	Received	Form	Accession
1	gross profit	us-gaap:GrossProfit	$32.3B	2026-01-31	2026-03-02	10-K	26-000060
2	assets	us-gaap:Assets	$112.3B	2026-01-31	2026-03-02	10-K	26-000060
3	operating income	us-gaap:OperatingIncomeLoss	$8.3B	2026-01-31	2026-03-02	10-K	26-000060
4	pretax income	us-gaap:IncomeLossFromContinuingOperationsBeforeInc...	$9.5B	2026-01-31	2026-03-02	10-K	26-000060
5	income tax	us-gaap:IncomeTaxExpenseBenefit	$2.1B	2026-01-31	2026-03-02	10-K	26-000060
6	total debt	us-gaap:LongTermDebt	$14.4B	2026-01-31	2026-03-02	10-K	26-000060
7	book equity	us-gaap:StockholdersEquity	$59.1B	2026-01-31	2026-03-02	10-K	26-000060
8	cash	us-gaap:CashAndCashEquivalentsAtCarryingValue	$7.3B	2026-01-31	2026-03-02	10-K	26-000060
9	total debt	us-gaap:LongTermDebt	$8.4B	2025-01-31	2026-03-02	10-K	26-000060
10	book equity	us-gaap:StockholdersEquity	$61.2B	2025-01-31	2026-03-02	10-K	26-000060
11	cash	us-gaap:CashAndCashEquivalentsAtCarryingValue	$8.8B	2025-01-31	2026-03-02	10-K	26-000060
12	net income	us-gaap:NetIncomeLoss	$7.5B	2026-01-31	2026-03-02	10-K	26-000060
13	operating cash flow	us-gaap:NetCashProvidedByUsedInOperatingActivities	$15.0B	2026-01-31	2026-03-02	10-K	26-000060
14	assets	us-gaap:Assets	$102.9B	2025-01-31	2026-03-02	10-K	26-000060
15	revenue	us-gaap:RevenueFromContractWithCustomerExcludingA...	$41.5B	2026-01-31	2026-03-02	10-K	26-000060
16	gross profit	us-gaap:GrossProfit	$29.3B	2025-01-31	2026-03-02	10-K	26-000060
17	revenue	us-gaap:RevenueFromContractWithCustomerExcludingA...	$37.9B	2025-01-31	2026-03-02	10-K	26-000060
18	gross profit	us-gaap:GrossProfit	$26.3B	2024-01-31	2026-03-02	10-K	26-000060
19	revenue	us-gaap:RevenueFromContractWithCustomerExcludingA...	$34.9B	2024-01-31	2026-03-02	10-K	26-000060
20	gross profit	us-gaap:GrossProfit	$23.0B	2023-01-31	2025-03-05	10-K	25-000006
21	revenue	us-gaap:RevenueFromContractWithCustomerExcludingA...	$31.4B	2023-01-31	2025-03-05	10-K	25-000006
22	gross profit	us-gaap:GrossProfit	$19.5B	2022-01-31	2024-03-06	10-K	24-000005
23	revenue	us-gaap:RevenueFromContractWithCustomerExcludingA...	$26.5B	2022-01-31	2024-03-06	10-K	24-000005
24	current assets	us-gaap:AssetsCurrent	$28.2B	2026-01-31	2026-03-02	10-K	26-000060
25	current liabilities	us-gaap:LiabilitiesCurrent	$37.1B	2026-01-31	2026-03-02	10-K	26-000060
26	retained earnings	us-gaap:RetainedEarningsAccumulatedDeficit	$22.2B	2026-01-31	2026-03-02	10-K	26-000060
27	liabilities	us-gaap:Liabilities	$53.2B	2026-01-31	2026-03-02	10-K	26-000060
28	depreciation amortization	us-gaap:DepreciationDepletionAndAmortization	$1.2B	2026-01-31	2026-03-02	10-K	26-000060
29	operating income	us-gaap:OperatingIncomeLoss	$535.0M	2019-01-31	2021-03-17	10-K	22-000008
30	interest expense	us-gaap:InterestExpense	$154.0M	2019-01-31	2019-03-08	10-K	19-000009
31	capital expenditure	us-gaap:PaymentsToAcquirePropertyPlantAndEquipment	$594.0M	2026-01-31	2026-03-02	10-K	26-000060

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32	operating cash flow	us-gaap:NetCashProvidedByUsedInOperatingActivities	$13.1B	2025-01-31	2026-03-02	10-K	26-000060
33	capital expenditure	us-gaap:PaymentsToAcquirePropertyPlantAndEquipment	$658.0M	2025-01-31	2026-03-02	10-K	26-000060
34	operating cash flow	us-gaap:NetCashProvidedByUsedInOperatingActivities	$10.2B	2024-01-31	2026-03-02	10-K	26-000060
35	capital expenditure	us-gaap:PaymentsToAcquirePropertyPlantAndEquipment	$736.0M	2024-01-31	2026-03-02	10-K	26-000060
36	operating cash flow	us-gaap:NetCashProvidedByUsedInOperatingActivities	$7.1B	2023-01-31	2025-03-05	10-K	25-000006
37	capital expenditure	us-gaap:PaymentsToAcquirePropertyPlantAndEquipment	$798.0M	2023-01-31	2025-03-05	10-K	25-000006
38	current assets	us-gaap:AssetsCurrent	$29.7B	2025-01-31	2026-03-02	10-K	26-000060
39	current liabilities	us-gaap:LiabilitiesCurrent	$28.0B	2025-01-31	2026-03-02	10-K	26-000060
40	assets	us-gaap:Assets	$99.8B	2024-01-31	2025-03-05	10-K	25-000006
41	assets	us-gaap:Assets	$98.8B	2023-01-31	2024-03-06	10-K	24-000005
42	shares outstanding	dei:EntityCommonStockSharesOutstanding	923,000,000	2026-02-25	2026-03-02	10-K	26-000060
43	shares outstanding	dei:EntityCommonStockSharesOutstanding	961,000,000	2025-02-28	2025-03-05	10-K	25-000006

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