

### Palantir Technologies Inc (NASDAQ:PLTR)



<b>Key Indicators:</b>					© Date: Apr 12, 2025
Stock Price	\$88.5	EPS Actual	0.41	Beta (5Y)	2.74
Upside	-\$47.4	EPS Estimate	0.61	Revenue	2.9B
Fair Value	\$41.1	EPS Revisions (90d)	↑ 10 ↓ 0	Revenue Forecast	3.8B
52-Week Range	\$20.3 - \$125.4	PEG Ratio	4.04	1-Year Change	290.6%
Market Cap	207.7B	FCF Yield	0.55	Div Yield	0%
P/E Ratio	449.3	EV / EBITDA	592.9	Div. Growth Streak	-
P/E (Fwd.)	146.1	Book / Share	2.20	Next Earnings	2025-05-12



#### **Executive Summary**

Palantir Technologies stands as a leading provider of Al-powered software solutions, serving both government agencies and commercial enterprises with particular strength in defense and intelligence sectors.

The company has demonstrated robust financial performance, achieving 30% year-over-year revenue growth in Q3 2024, with particularly impressive growth in its U.S. operations where government and commercial sectors expanded by 40% and 54% respectively. Palantir's operational efficiency is evident in its 38% adjusted operating margin and substantial cash flows, while its customer base has grown 39% year-over-year to 629 clients. The company's inclusion in the S&P 500 in September 2024 further validates its market leadership position and sustained profitability.

Despite its strong performance, Palantir faces several challenges, including high valuation multiples compared to industry peers and significant customer concentration. The company's dependence on government contracts, while providing stable revenue, also presents potential risks related to changing political priorities. International commercial revenue growth has been slower than domestic performance, though this represents a potential growth opportunity.

Recent strategic initiatives showcase Palantir's expansion efforts, particularly in healthcare through the R37 Al lab partnership with R1, aimed at revolutionizing healthcare revenue management. The company has also secured six new customers for its Warp Speed manufacturing platform and formed a strategic partnership with Everfox to enhance military command and control capabilities. These developments highlight Palantir's commitment to diversifying its application portfolio and industry reach.

Looking forward, Palantir is well-positioned to capitalize on increasing enterprise adoption of Al and data analytics solutions. The company has raised its full-year revenue guidance to \$2.807 billion, representing 26% year-over-year growth, while maintaining robust margins and profitability metrics. However, investors should monitor macroeconomic uncertainties and evolving data privacy regulations that could impact client spending and operational constraints.

Valuation					
Reporting Date	2022	2023	2024	2025	2026
Period Ending	31/12	31/12	31/12	31/12	31/12
Capitalization	13.4B	37.4B	172.3B	207.7B	207.7B
P/E Ratio	-23.8	253.6	449.3	146.1	113.6
Div. Yield	0	0	0	0	-
Capitalization / Revenue	7.30	17.6	72.5	55.3	43.4
EV / Revenue	6.08	16.2	70.8	54.0	42.4
EV / EBITDA	-60.7	497.8	592.9	126.9	96.7
EV / FCF	-28.8	-3,307	662.2	-	-
FCF Yield	1.48	1.27	0.55	-	-
Price / Book	5.60	11.7	41.5	41.5	-

**Latest Ratings** 

## **Analyst Projections:**

**Analyst EPS Forecasts** 

**EPS Revisions Q1 2025** 

- Forecast

Period Ending	Average	YoY Growth	Forward P/E	# of Analysts
2024	0.61	36.4%	146.1x	23
2025	0.78	24.9%	113.6x	22
				_

Ending	Average	Growth	P/E	Analysts
2024	0.61	36.4%	146.1x	23
2025	0.78	24.9%	113.6x	22
2026	1.06	33.8%	83.8x	8

## 0.12 0.11 0.1 0.09 0.08 2024-05-03 2025-01-27 2024-08-09 2024-11-07

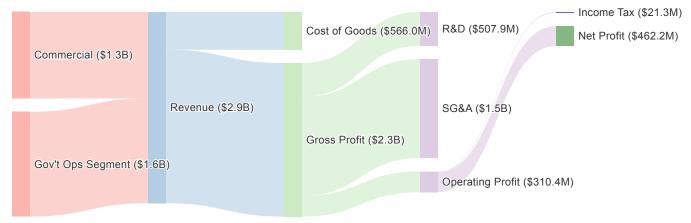
The chart above depicts the trend in analyst earnings per share (EPS) forecasts for the upcoming quarter. Analysts have increased this quarter's expectations by 23.3% for EPS from \$0.09 per share to \$0.11 per share over the last 12 months. The company is expected to report earnings for Q1, 2025, on May 12, 2025.

Date	Analyst	Rating	Target
Feb 19, 25	Loop Capital	Buy	\$141.00
Feb 19, 25	Jefferies	Underperform	\$60.00
Feb 4, 25	Cantor	Neutral	\$98.00
Feb 4, 25	RBC Capital Markets	Underperform	\$40.00
Jan 23, 25	Wedbush	Outperform	\$90.00
Jan 16, 25	Raymond James	Market Perform	N/A
Dec 12, 24	Baird	Neutral	\$70.00
Nov 5, 24	William Blair	Underperform	N/A
Nov 5, 24	D.A. Davidson	Neutral	\$47.00
Oct 29, 24	RBC Capital Markets	Underperform	\$9.00
Sep 23, 24	Raymond James	Market Perform	N/A
Sep 12, 24	Citi Research	Neutral	\$30.00





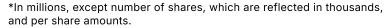
## Y LTM Financials:



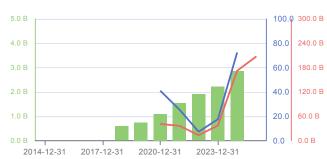
\* Revenue segments are based on data from 2024-03-31 to 2024-12-31

\* Income Statement is based on LTM data from 2023-12-31 to 2024-12-31

Income Statement							
Date	2021	2022	2022	2024	LTM		
Revenue	1,541	1,905	2,225	2,865	2,865		
Operating Income	-411.0	-161.2	120.0	310.4	310.4		
Net Income to Stockholders	-520.4	-373.7	209.8	462.2	462.2		
Shares Outstanding	2,004	2,080	2,176	2,278	2,345		
Diluted EPS	-0.27	-0.18	0.09	0.19	0.19		
EBITDA	-396.1	-138.7	153.3	342.0	342.0		
<b>Balance Sheet</b>							
Date	2021	2022	2022	2024	LTM		
Total Current Assets	2,863	3,041	4,138	5,934	5,934		
Total Assets	3,247	3,461	4,522	6,340	6,340		
Total Current Liabilities	660.1	587.9	746.0	996.0	996.0		
Total Liabilities	956.4	818.8	961.5	1,246	1,246		
Total Equity	2,291	2,642	3,561	5,094	5,094		
Total Debt	260.1	249.4	229.4	239.2	239.2		
Cash Flow S	tatement						
Date	2021	2022	2022	2024	LTM		
Cash from Operations	333.9	223.7	712.2	1,153	1,153		
Cash from Investing	-397.9	-45.4	-2,711	-340.7	-340.7		
Cash from Financing	306.7	86.0	218.8	463.4	463.4		
Levered Free Cash Flow	321.2	183.7	697.1	1,141	1,141		



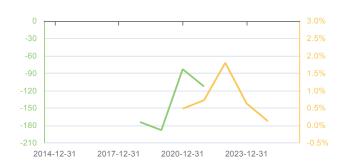
# Revenue, Market Cap, Price/sales Price/Sales Revenue — Market Cap







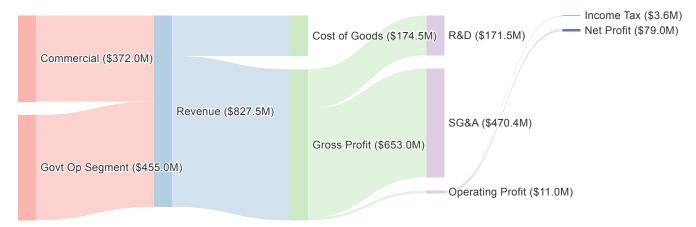








### Q Q3 Financials



<sup>\*</sup> Revenue segments are based on data from 2024-12-31

<sup>\*</sup> Income Statement is based on LTM data from 2024-12-31

Income Statement							
Date	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024		
Revenue	608.4	634.3	678.1	725.5	827.5		
Operating Income	65.8	80.9	105.3	113.1	11.0		
Net Income to Stockholders	93.4	105.5	134.1	143.5	79.0		
Shares Outstanding	2,176	2,212	2,226	2,239	2,278		
Diluted EPS	0.04	0.04	0.06	0.06	0.03		
EBITDA	73.8	89.3	113.4	121.2	18.0		
<b>Balance Sheet</b>							
Date	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024		
Total Current Assets	4,138	4,436	4,773	5,352	5,934		
Total Assets	4,522	4,807	5,191	5,768	6,340		
Total Current Liabilities	746.0	750.6	806.9	943.5	996.0		
Total Liabilities	961.5	945.9	1,054	1,176	1,246		
Total Equity	3,561	3,861	4,137	4,591	5,094		
Total Debt	229.4	217.1	258.5	254.9	239.2		
Cash Flow S	Statemen	it					
Date	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024		
Cash from Operations	301.2	129.6	144.2	419.8	460.3		
Cash from Investing	-569.2	-511.2	-148.9	-320.7	640.2		
Cash from Financing	51.2	75.2	-2.0	151.4	238.7		

<sup>\*</sup>In millions, except number of shares, which are reflected in thousands, and per share amounts.

126.9

141.3

415.8

457.2

296.3

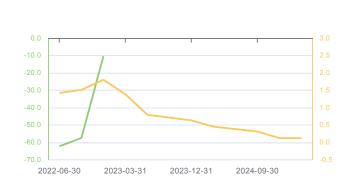
Levered Free

Cash Flow





Interest Coverage Ratio — Total Debt / Total Capital





### **Latest Wall Street Insights**

#### **Bull Case**

- Palantir's Artificial Intelligence Platform (AIP) has the potential to be transformative for enterprise AI adoption, offering a comprehensive solution for organizations to leverage Al across their operations.
- The company's innovative approach of using Al boot camps has proven effective in demonstrating the value of AIP to potential clients, leading to increased brand recognition and successful upselling.
- Palantir's focus on interoperability and ability to replace homegrown offerings with Al-integrated workflows could position it as a central player in the enterprise AI ecosystem.
- The company has shown significant potential for expanding its commercial customer base, particularly in the US market, with 59% year-over-year growth in US commercial revenue (excluding strategic commercial contracts).
- Palantir has demonstrated success in securing larger and longer-duration contracts, especially in the APAC region, indicating its ability to attract and retain highvalue commercial clients.
- The company's efficiency improvements in go-tomarket strategies, including greater automation and remote service capabilities, could enable more effective scaling of commercial operations.
- Palantir maintains a strong financial position with a current ratio of 5.96, indicating ample liquidity to fund growth initiatives.

#### **Bear Case**

- Palantir's current valuation, trading at 26-32 times forward revenue estimates, is considered one of the richest in the software sector, raising concerns about sustainability.
- The rapid stock price appreciation, rising over 120% year-to-date and sixfold over the past two years, may have pushed the valuation beyond what can be justified by current growth trajectory and market position.
- There are concerns about the sustainability of growth rates, particularly given the weakness in international commercial revenue, which declined by 7% sequentially in recent quarters.
- Palantir's significant reliance on government contracts exposes the company to risks associated with changes in government spending priorities and potential volatility in government-related revenue.
- The cyclical nature of government spending, especially around election periods, could lead to volatility in Palantir's government-related revenue.
- Potential seasonality effects in the government business, particularly in Q3, could impact quarterover-quarter performance.
- The company's focus on defense and intelligence contracts means that geopolitical events and national security priorities play a crucial role in its business outlook, potentially posing challenges to growth trajectory in the government sector.

#### **Additional Analyst Takeaways**

- Palantir has a market capitalization of \$196 billion and has delivered a 234% return over the past year.
- The company achieved 28.79% revenue growth in the last twelve months, maintaining impressive gross profit margins of 80.25%.
- Palantir's financial health score is rated as "GREAT" by InvestingPro's comprehensive analysis system.
- The US government sector saw a 40% increase in revenue compared to 23% in the prior quarter.
- Palantir has secured significant wins in government contracts, such as the MAVEN and TITAN projects.
- The company's adjusted operating income margins improved to 38% in recent quarters.
- Palantir is trading at a P/E ratio of 407.6x, significantly above industry averages.
- The company operates with moderate debt levels and has demonstrated strong cash flow generation capabilities.
- Analyst perspectives on Palantir remain mixed, with some expressing optimism about growth potential and others raising concerns about valuation.



### **SWOT Analysis**

#### **Strengths**

- Leadership position in Al-powered software solutions
- Strong presence in government contracts, particularly in defense and intelligence
- Robust margins and improving profitability metrics
- Innovative AIP platform with proven success across industries
- Effective go-to-market strategy, including Al boot camps

#### Weaknesse<del>s</del>

- High valuation multiples compared to software industry peers
- Customer concentration, with significant revenue from top clients
- Slower growth in international commercial revenue
- Dependence on government contracts for a substantial portion of revenue

#### **Opportunities**

- Increasing enterprise adoption of AI and data analytics solutions
- · Potential for expansion in international markets
- Growing demand for Al-powered decision-making tools across industries
- Upselling opportunities through incremental valueadding use cases

#### Threats-

- Intense competition in the AI and data analytics
- Potential changes in government spending priorities
- Risks associated with data privacy and security regulations
- Macroeconomic uncertainties affecting client spending on technology

### **Pro Tips**

Tips that distill complex financial data into concise, actionable investment insights.

- Net income is expected to grow this year
- Impressive gross profit margins
- Significant return over the last week
- High return over the last year
- Liquid assets exceed short term obligations
- Strong return over the last three months
- Analysts predict the company will be profitable this year
- Profitable over the last twelve months
- Large price uptick over the last six months
- High return over the last decade
- Strong return over the last five years

- Trading at a high earnings multiple
- Stock price movements are quite volatile
- Trading at a high EBIT valuation multiple
- Trading at a high EBITDA valuation multiple
- Trading at a high revenue valuation multiple
- Trading at a high Price / Book multiple
- Operates with a moderate level of debt
- Does not pay a dividend to shareholders

### **Momentum & Technical Indicators**

<b>Price Momentum</b>				Peers	
Metric	PLTR	Percentile	Score	AI	RAMP
Price % of 52 Week High	70.6%	60.7%	3.0	45.0%	65.5%
1 Month Price Total Return	13.5%	95.2%	4.8	-3.0%	-5.5%
1 Week Price Total Return	19.7%	99.8%	5.0	6.9%	2.6%
1 Year Price Total Return	287.9%	100%	5	-14.2%	-27.2%
2 Week Price Total Return	3.2%	90.9%	4.5	-6.9%	-5.5%
2 Year Price Total Return	928.9%	100%	5	-10.8%	8.9%
3 Month Price Total Return	31.7%	94.6%	4.7	-37.4%	-15.1%
3 Week Price Total Return	-2.6%	77.1%	3.9	-10.3%	-8.4%
3 Year Price Total Return	599.8%	100%	5	-1.8%	-33.3%
4 Year Price Total Return	268.5%	100%	5	-66.7%	-51.3%
5 Year Price Total Return	832.5%	100%	5	-78.1%	-24.1%
6 Month Price Total Return	103.6%	98.3%	4.9	-25.5%	1.9%



The Moving Average Score is based on various moving averages, both simple and exponential, with ranges from 5 to 200.

The Technical Score is calculated based on key technical indicators, including RSI, Stochastic, MACD, Williams %R, CCI, ATR, Highs/Lows, Ultimate Oscillator, ROC, and Bull/Bear Power, among others.

#### **Peer Benchmarks:**

**Market and Yield Metrics** 

market and ricia	Mictrios		
Metric	PLTR	AI	RAMP
Market Cap	207.7B	\$2.7B	\$1.6B
Price % of 52 Week High	70.6%	45.0%	65.7%
Div Yield	0%	0%	0%
Beta	2.74	2.00	1.05
1 Year Return	290.6%	-8.20%	-25.9%
<b>Growth Metrics</b>			
Metric	PLTR	AI	RAMP
Revenue Growth	28.8%	23.8%	14.5%
Revenue CAGR (5y)	31.0%	27.7%	18.2%
Net Income Growth	120.3%	-3.75%	100.6%
Net Income CAGR (5y)			-59.0%
Revenue Forecast CAGR (5y)	31.6%	36.9%	13.0%
Net Income Forecast CAGR (5y)	58.9%		89.8%

Financial Statement Metrics							
Metric	PLTR	AI	RAMP				
Revenue	\$2.9B	\$366.9M	\$728.7M				
Gross Profit	2.3B	220.0M	523.0M				
Operating Income	\$310.4M	-\$317.8M	\$7.8M				
Gross Profit Margin	80.2	59.9	71.8				
Net Income to Common	\$462.2M	-\$281.9M	-\$2.4M				
ROE	10.9	-32.1	-0.25				
ROI	5.85	-21.9	0.64				
ROA	8.61	-26.6	0.01				
Total Assets	6.3B	\$1.1B	\$1.3B				
Total Debt	239.2	\$4.5M	\$38.1M				
<b>Valuation Metrics</b>							
Metric	PLTR	AI	RAMP				
P/E Ratio (LTM)	449.3	-9.69	-680.8				
PEG Ratio	4.04	-2.36	-6.77				
Price / Book	41.5	3.18	1.72				
Price / LTM Sales	72.5	7.45	2.25				
Analyst Upside	2.27%	36.0%	52.1%				

-53.6%

6.42%

Fair Value Upside

36.1%



### Earnings Call - Q3 2024

Date: 11/04/24

- Palantir reported a 30% year-over-year revenue growth for Q3 2024, fueled by increased AI demand.
- U.S. business grew 44%, with U.S. government and commercial sectors growing by 40% and 54% respectively.
- The company raised its full-year revenue guidance to \$2.807 billion, indicating a 26% year-over-year growth

#### \* Bullish Highlights

- Palantir's adjusted operating margin reached 38%, marking the eighth consecutive quarter of expansion.
- The company projects over \$1 billion in adjusted free cash flow for 2024.
- Significant contract wins in both government and commercial sectors, with total contract value booked at \$1.1 billion, up 33% year-over-year.
- U.S. commercial revenue guidance was raised to exceed \$687 million, indicating at least a 50% growth.

- · Palantir was added to the S&P 500 in September 2024, highlighting its market leadership and profitability.
- · Cash flow from operations was \$420 million, and adjusted free cash flow was \$435 million.
- Adjusted operating margin improved to 38%, and customer count increased to 629, a 39% rise year-over-

#### **Bearish Highlights**

- International commercial revenue contracted by 7% sequentially.
- Strategic commercial contracts now contribute only 1% of revenue and are considered no longer relevant.

#### **Q&A Highlights**

- CEO Alex Karp emphasized the importance of managing large language models through Palantir's infrastructure.
- Palantir focuses on deep client relationships with highimpact clients rather than a broad customer base.
- The boot camp program effectively converts potential customers into substantial deals.
- Leadership acknowledged a market divide between companies quickly adopting AI and those that do not.
- Palantir remains committed to enhancing AI capabilities while ensuring profitability amidst macroeconomic challenges.

#### **Misses**

- · Strategic commercial contracts contribute a diminishing percentage of revenue, now at only 1%.
- International commercial revenue faced a 7% sequential drop, despite some notable deals like a multi-year renewal with BP.



#### Top News, last 60 days:

#### **Everfox and Palantir Form Strategic** Partnership for Military Command and **Control Solutions**

March 25, 2025

- Everfox (formerly Forcepoint Federal) announced a strategic partnership with Palantir Technologies (NASDAQ:PLTR) on 20250325 to enhance software solutions for classified network environments.
- The partnership combines Everfox's crossdomain solutions with Palantir's AI capabilities and Mission Manager to process realtime intelligence across multiple networks.
- The collaboration enables customers to manage commercial, open source, and government software across classified networks using continuous integration/continuous delivery support models.
- The partnership has already been tested and deployed with existing customers and will be extended to additional clients with complex network needs.

Importance - 7/10 Positive

#### R1 and Palantir Launch Healthcare Al Lab to **Reduce Administrative Costs**

March 14, 2025

- R1 and Palantir Technologies have launched R37, an AI lab focused on automating healthcare revenue cycle management (RCM) processes.
- Healthcare administrative expenses currently account for over 40% of hospital costs, with annual RCM spending exceeding \$160 billion in the US.
- R1 serves 94 of the top 100 US health systems and manages over 180 million annual payer transactions and 550 million patient encounters.
- R37 has been operational for several months and plans to roll out 'agentic RCM worker' solutions to enterprise customers in late 2025
- Loop Capital Markets adjusted Palantir's price target to \$125 from \$141, maintaining Buy rating.
- Palantir recently added six new clients for its Warp Speed software and partnered with Ondas Holdings for drone platform adoption.

Importance - 7/10 Positive

#### Palantir and R1 Partner to Launch Al-**Powered Healthcare Revenue Management** Lab

March 14, 2025

- Palantir Technologies and R1 have launched R37, an AI lab focused on revolutionizing healthcare financial performance through intelligent automation.
- R1 serves 94 of the top 100 U.S. health systems and manages over 180 million annual payer transactions, 550 million patient encounters, and 1.2 billion annual workflow actions.
- The initiative aims to address the \$160 billion spent annually on revenue cycle management, which accounts for 40% of U.S. hospital expenses.
- The lab has been operational for months and is already producing Alpowered applications showing positive results in initial batch testing.
- R1 plans to deploy 'agentic RCM worker' solutions to enterprise customers in the second half of 2025.

Importance - 7/10 Positive

### Palantir Announces Six New Defense and **Maritime Customers for Warp Speed Manufacturing Platform**

March 13, 2025

- Palantir Technologies announced six new customers (Epirus, Red Cat, Saildrone, Saronic, SNC, and Ursa Major) deploying its Warp Speed platform for manufacturing optimization.
- The platform enables MRP Speed for continuous material resource planning, engineering change integration, and ERP data unlocking from multiple systems in under 24 hours.
- New customers span critical defense sectors including drone technology (Epirus, Red Cat), maritime vessels (Saildrone, Saronic), aerospace (SNC), and propulsion systems (Ursa Major).
- Warp Speed now includes command & control capabilities for AI at the edge, allowing Alenabled fleet operations across various connectivity types and compliance levels.
- The platform has been enhanced with security features to meet defense contractor compliance requirements (CMMC) and operate in both highside and lowside manufacturing environments.

Importance - 7/10 Positive



#### **Palantir and Databricks Form Strategic Partnership for AI Integration**

March 13, 2025

- Palantir Technologies and Databricks announced a strategic product partnership on March 13, 2025, combining Palantir's Al operating system with Databricks' data and Al platform.
- The partnership integrates Databricks' Unity Catalog through Delta Sharing with Palantir's multimodal security system to provide secure, unified AI and data warehousing capabilities.
- The integration is already serving customers including the Department of Defense, Department of Treasury, Department of Health and Human Services, and bp.
- According to bp's EVP Technology, the partnership will support their digital transformation strategy and accelerate Al adoption.
- The collaboration aims to reduce technical and operational barriers for GenAl deployment while maintaining cost efficiency.

Importance - 7/10 Positive

March 13, 2025 Archer Aviation Inc. (NYSE:ACHR) and Palantir

**Develop Al Solutions for Aviation Industry** 

**Archer Aviation and Palantir Partner to** 

- Technologies Inc. (Nasdag:PLTR) announced a partnership on 20250313 to develop AI solutions for nextgeneration aviation technologies.
- The partnership will utilize Palantir Foundry and AIP to scale Archer's aircraft manufacturing capabilities in Georgia and Silicon Valley facilities.
- The collaboration aims to develop Alpowered software solutions for air traffic control, movement control, and route planning to improve efficiency, safety, and affordability.
- The partnership will be formalized at Palantir's AIPCon through a signing ceremony between Palantir CEO Alex Karp and Archer CEO Adam Goldstein.
- The initiative represents a shift from incremental improvements in aviation technology toward transformative Aldriven solutions.

Importance - 7/10 Positive

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