

FY27 Disclosure Update

May 2026

A large, light blue thought bubble containing the word "salesforce" in white lowercase letters. The bubble is surrounded by several yellow four-pointed stars of varying sizes. Below the bubble is a small blue cartoon character with large eyes and a black visor, also surrounded by yellow stars.

salesforce



Agenda



- 01** Disclosure Framework
- 02** FY27 Disclosure Updates
- 03** FY26 Disclosure Recast

Disclosure Framework



Rigorous cadence to provide a comprehensive view of our long-term value creation

Earnings Commentary

Key momentum metrics and insights across product, customer, and financial dimensions

Earnings Release and Presentation

Financial and business highlights, trended view of performance

SEC Filings

Standardized, high-integrity reporting of our financial performance and disciplined capital allocation

FY27 Update - Disaggregated Revenue

salesforce

WHY

In the Agentic Enterprise, how we develop, sell, serve, & engage customers is being transformed by agents. Today, the cases on help.salesforce.com are resolved by agents and humans, and this is the future of every customer interaction. As this extends across the enterprise, our data and platform foundation is more critical than ever, powering every agent, app, and workflow. **Our revenue disclosures now reflect both: Agentforce Apps, and the Data 360 & Platform foundation powering it all.**

WHAT

Agentforce Apps

Groups our applications with Agentforce, to reflect how Agentforce is embedded in every app

Data 360, Platform, & Other

Groups our data context layer and unified platform, to reflect the foundation powering Agentforce Apps

Significant Acquisitions: To ensure financial transparency, we will report revenue from significant acquisitions for one year following deal close

FY27 Update - Disaggregated Revenue



Prior Disaggregated Revenue Structure

Agentforce Sales	Agentforce Sales
Agentforce Service	Agentforce Service
Agentforce Marketing and Agentforce Commerce	Agentforce Marketing Agentforce Commerce
Agentforce 360 Platform, Slack and Other	Agentforce 360 Platform Flex Credits Slack Data 360 Informatica Other
Agentforce Integration and Agentforce Analytics	Agentforce MuleSoft Agentforce Tableau
Total Subscription & Support Revenue	
Significant Acquisitions Total Revenue Constant Currency Growth Rate	Agentforce MuleSoft, Agentforce Tableau, Slack

New Disaggregated Revenue Structure

Agentforce Apps	Agentforce Sales Agentforce Service Agentforce Marketing Agentforce Commerce Agentforce Apps Flex Credits Slack
Data 360, Platform, & Other	Data 360 Data 360 & Platform Flex Credits Agentforce 360 Platform Informatica Agentforce MuleSoft Agentforce Tableau Other
Total Subscription & Support Revenue	
Significant Acquisitions Total Revenue (\$ only)	Informatica

Our new disaggregated revenue structure reflects our evolved product architecture powering the Agentic Enterprise

FY27 Update - Disaggregated Revenue



Prior Disaggregated Revenue Structure

Agentforce Sales	Agentforce Sales
Agentforce Service	Agentforce Service
Agentforce Marketing and Agentforce Commerce	Agentforce Marketing
	Agentforce Commerce
Agentforce 360 Platform, Slack and Other	Agentforce 360 Platform
	Flex Credits
	Slack
	Data 360
	Informatica
Agentforce Integration and Agentforce Analytics	Agentforce MuleSoft
	Agentforce Tableau
Total Subscription & Support Revenue	

New Disaggregated Revenue Structure

Agentforce Apps	Agentforce Sales
	Agentforce Service
	Agentforce Marketing
	Agentforce Commerce
	Agentforce Apps Flex Credits
	Slack
	Data 360, Platform, & Other
Data 360, Platform, & Other	Data 360
	Data 360 & Platform Flex Credits
	Agentforce 360 Platform
	Informatica
	Agentforce MuleSoft
	Agentforce Tableau
	Other
Total Subscription & Support Revenue	

Flex credits enable customers to seamlessly shift consumption across our Agentforce Apps and Data 360, Platform, & Other categories

Prior Cloud Revenue Structure will be provided temporarily for Subscription and Support Revenue Constant Currency Growth Rates only. We will not provide significant acquisition disclosure for Agentforce MuleSoft, Agentforce Tableau, or Slack. Flex credits will be split evenly (50/50) across both reporting categories, with allocations revisited over time based on actual usage and trends.

Disaggregated Revenue Recast - As Shown in Earnings Presentations



Subscription & Support Revenue Growth Trends in Constant Currency

Recast (New Structure)	FY' 25	Q1' 26	Q2' 26	Q3' 26	Q4' 26	FY' 26
Agentforce Apps	10%	7%	7%	7%	6%	7%
Data 360, Platform, & Other	10%	13%	14%	13%	21%	15%
Total Subscription & Support Revenue	10%	9%	9%	9%	11%	10%

As Reported (Prior Structure)	FY' 25	Q1' 26	Q2' 26	Q3' 26	Q4' 26	FY' 26
Agentforce Sales	10%	7%	8%	8%	8%	8%
Agentforce Service	10%	7%	8%	8%	7%	8%
Agentforce 360 Platform, Slack and Other	10%	14%	16%	19%	37%	22%
Agentforce Marketing and Agentforce Commerce	8%	4%	3%	1%	-1%	2%
Agentforce Integration and Agentforce Analytics	12%	10%	12%	6%	3%	7%
Total Subscription & Support Revenue	10%	9%	9%	9%	11%	10%

To support transparency during the transition to our new disaggregated revenue structure, we will provide constant currency growth under the prior structure each quarter of FY27 in the appendix of our earnings deck, and report solely under the new structure beginning in FY28

Disaggregated Revenue Recast - As Shown in SEC Filings



Subscription & Support Revenue in Millions

Recast (New Structure)	FY' 25	Q1' 26	Q2' 26	Q3' 26	Q4' 26	FY' 26
Agentforce Apps	\$24,751	\$6,345	\$6,682	\$6,778	\$6,892	\$26,697
Data 360, Platform, & Other	\$10,928	\$2,952	\$3,008	\$2,948	\$3,783	\$12,691
Total Subscription & Support Revenue	\$35,679	\$9,297	\$9,690	\$9,726	\$10,675	\$39,388

As Reported (Prior Structure)	FY' 25	Q1' 26	Q2' 26	Q3' 26	Q4' 26	FY' 26
Agentforce Sales	\$8,322	\$2,131	\$2,267	\$2,297	\$2,333	\$9,028
Agentforce Service	\$9,054	\$2,334	\$2,458	\$2,495	\$2,531	\$9,818
Agentforce 360 Platform, Slack and Other	\$7,247	\$1,963	\$2,084	\$2,180	\$2,655	\$8,882
Agentforce Marketing and Agentforce Commerce	\$5,281	\$1,325	\$1,365	\$1,361	\$1,377	\$5,428
Agentforce Integration and Agentforce Analytics	\$5,775	\$1,544	\$1,516	\$1,393	\$1,779	\$6,232
Total Subscription & Support Revenue	\$35,679	\$9,297	\$9,690	\$9,726	\$10,675	\$39,388

Prior year recast disclosure will be presented as prior year amounts for comparability in future SEC Filings.

Safe Harbor and Note About Non-GAAP Financial Measures



"Safe harbor" statement under the Private Securities Litigation Reform Act of 1995: In addition to historical information, this presentation contains forward-looking statements about the Company's financial and operating results and guidance which include, but are not limited to, expected GAAP and non-GAAP financial and other operating and non-operating results. The achievement or success of the matters covered by such forward-looking statements involves risks, uncertainties and assumptions. If any such risks or uncertainties materialize or if any of the assumptions prove incorrect, results or outcomes could differ materially from those expressed or implied by these forward-looking statements. The risks and uncertainties referred to above include, but are not limited to: the effect of the acquisition of Informatica on our operating results, the market price of our common stock, our ability to retain and hire key personnel and our ability to maintain relationships with customers, suppliers and others with whom we or Informatica do business; uncertainties regarding AI technologies and its integration into our product offerings; the effect of evolving domestic and foreign government regulations; regulatory developments and regulatory investigations involving us or affecting our industry; our ability to successfully introduce new services and product features, including related to AI and Agentforce; our ability to execute our business plans; our ability to meet our long-term revenue target and profitable growth framework; the pace of change and innovation in enterprise cloud computing services; and our ability to maintain and enhance our brands. Further information on these and other factors that could affect the Company's actual results or outcomes is included in the reports on Forms 10-K, 10-Q and 8-K and in other filings it makes with the Securities and Exchange Commission from time to time. These documents are available on the SEC Filings section of the Financials section of the Company's website at investor.salesforce.com/financials/. Salesforce, Inc. assumes no obligation and does not intend to revise or update publicly any forward-looking statements for any reason, except as required by law.

This presentation includes information about constant currency subscription and support revenue growth rates, a "non-GAAP financial measure". This is a measurement of financial performance that is not prepared in accordance with U.S. generally accepted accounting principles and computational methods may differ from those used by other companies. Non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP measures and should be read only in conjunction with the Company's condensed consolidated financial statements prepared in accordance with GAAP. Management uses both GAAP and non-GAAP financial measures when planning, monitoring and evaluating the Company's performance.

The primary purpose of using non-GAAP financial measures is to provide supplemental information that may prove useful to investors and to enable investors to evaluate the Company's results in the same way management does. Management believes that supplementing GAAP disclosure with non-GAAP disclosure provides investors with a more complete view of the Company's operational performance and allows for meaningful period-to-period comparisons and analysis of trends in the Company's business. Further, to the extent that other companies use similar methods in calculating non-GAAP financial measures, the provision of supplemental non-GAAP information can allow for a comparison of the Company's relative performance against other companies that also report non-GAAP operating results.

Constant currency information is provided as a framework for assessing how our underlying business performed excluding the effect of foreign currency rate fluctuations. To present constant currency revenue growth rates, current and comparative prior period results for entities reporting in currencies other than United States dollars are converted into United States dollars at the weighted average exchange rate for the quarter being compared to rather than the actual exchange rates in effect during that period.

Thank
you

