



GLOBAL **RECOMMENDATION**



PLTR:NASDAQ



January 2025

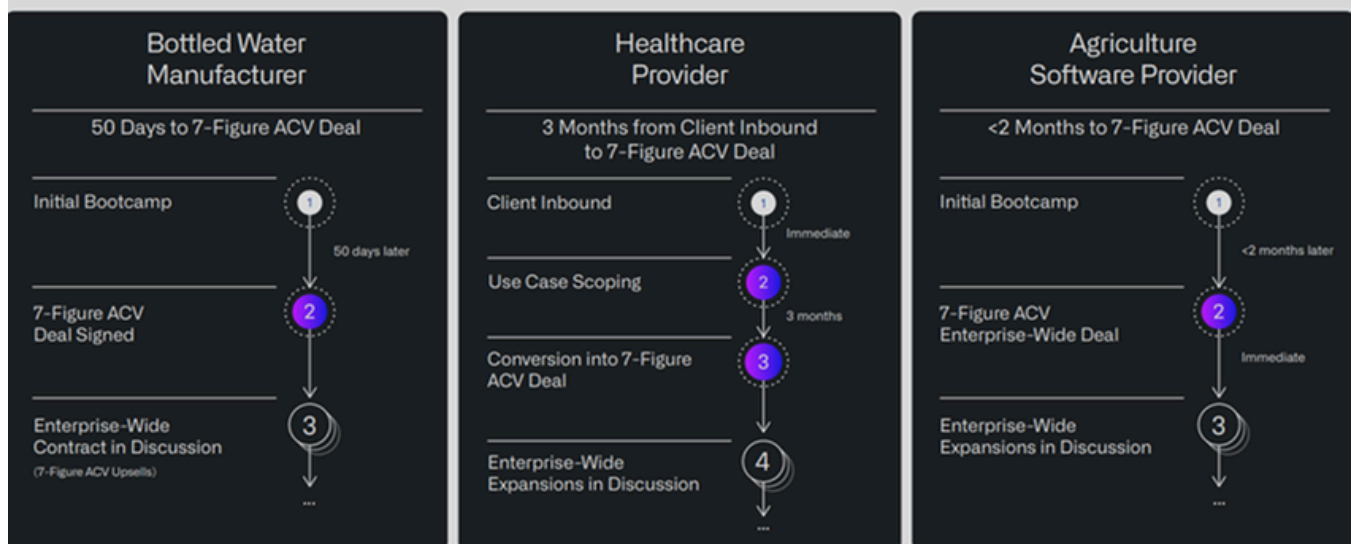
GENERAL ADVICE ONLY - THIS RECOMMENDATION IS GENERAL ADVICE ONLY AND DOES
NOT TAKE INTO ACCOUNT YOUR SPECIFIC CIRCUMSTANCES

GLOBAL RECOMMENDATION

PALANTIR PLTR:NASDAQ

Palantir Technologies is a leading software company specializing in big data analytics and integration. Founded in 2003, Palantir provides powerful platforms - Gotham and Foundry - that enable organizations to integrate, analyze, and derive insights from vast amounts of complex data. The company serves both government agencies and commercial enterprises, offering solutions for intelligence, defense, healthcare, and various industries.

Prototype to production: accelerating the US commercial customer journey



Q3 Financials

We ended Q3 2024 with

\$4.6B

in cash, cash equivalents,
and US Treasury securities
and no debt.

Cash from Operations and Adjusted Free Cash Flow



INVESTMENT CONSIDERATIONS

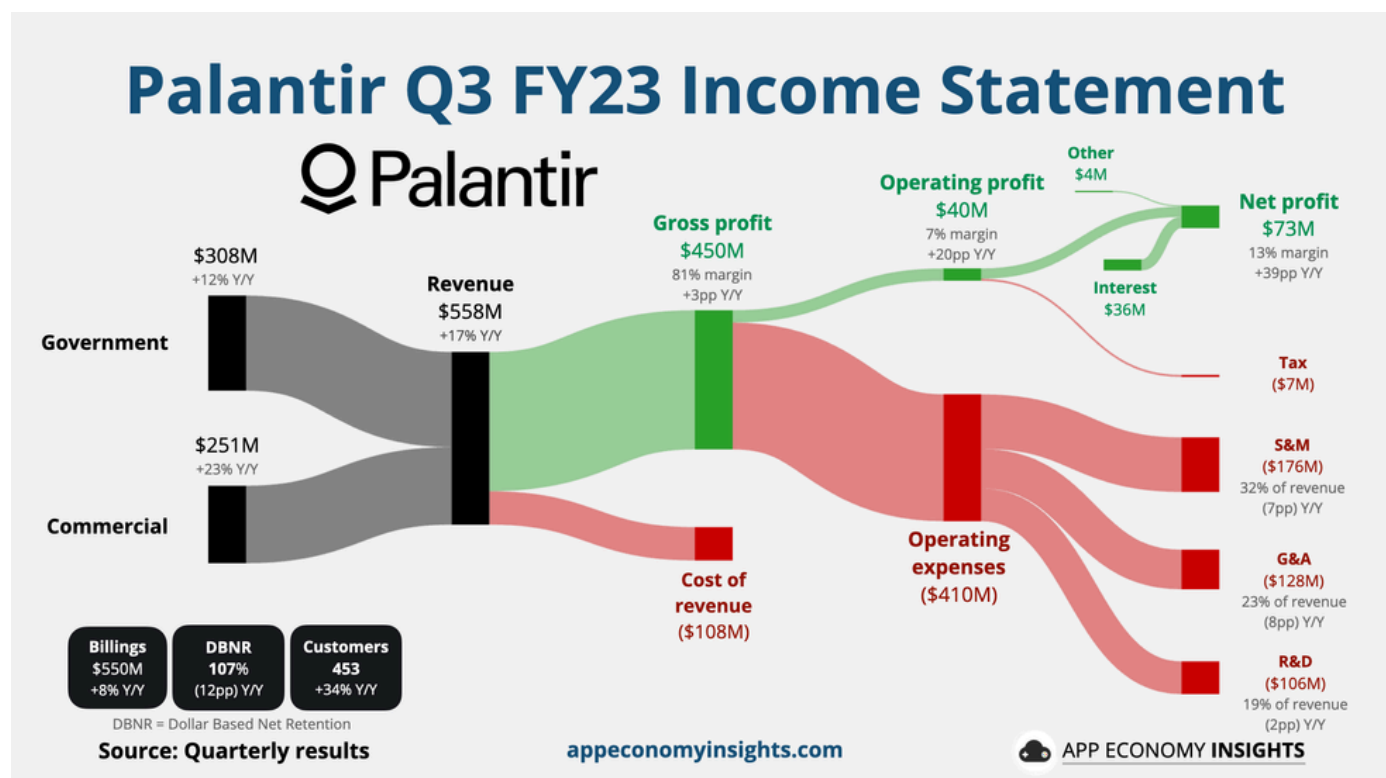
Leadership

Palantir is led by co-founder and CEO Alexander Karp, a visionary leader with a strong track record in data analytics and software development. The management team includes experienced executives like COO Shyam Sankar and CFO David Glazer, who bring valuable expertise in technology and finance.

Financial Performance

As of November 18, 2024, Palantir's stock price is \$65.77, with a market capitalization of approximately \$149.8 billion. The company's current P/E ratio of 328.85 reflects high growth expectations from investors.

Palantir has demonstrated improving profitability and cash flow generation. In Q3 2024, the company reported a record net income of \$144 million, representing a 20% margin. Adjusted free cash flow reached \$435 million, a 60% margin, surpassing \$1 billion on a trailing twelve-month basis



INVESTMENT CONSIDERATIONS

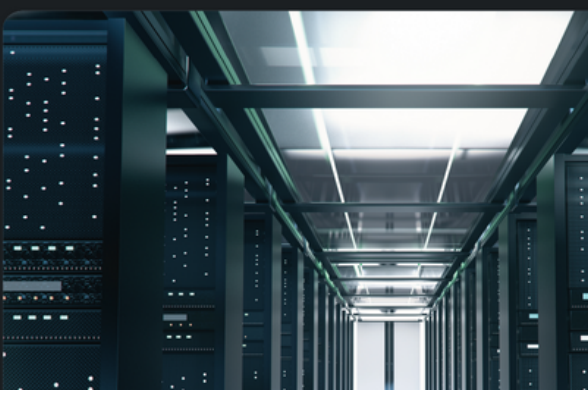
Strategic Initiatives

Palantir's revenue growth is accelerating, with a 30% year-over-year increase in Q3 2024. The company has raised its full-year 2024 revenue guidance to between \$2.805 - \$2.809 billion. Analysts forecast a 23% compound annual growth rate over the next five years, driven by expansion in both government and commercial operations

Q4 Business Update

Transforming the speed and scale of the US Government

In Q4, we received FedRAMP High Authorization for our Federal Cloud Service and Supporting Services, enabling software companies to accelerate market access to the Federal space through radical reduction of both time and cost.



Q4 Business Update

Through our renewed enterprise contract, Rio Tinto Rail operators will use Foundry and AIP to orchestrate and optimize train routes and maintenance needs for dozens of unmanned trains running 24/7.



Palantir extended its longstanding Army Vantage partnership for up to four years.

↳ Supporting Army Data Platform Strategy and Joint Multi-Domain Operations.

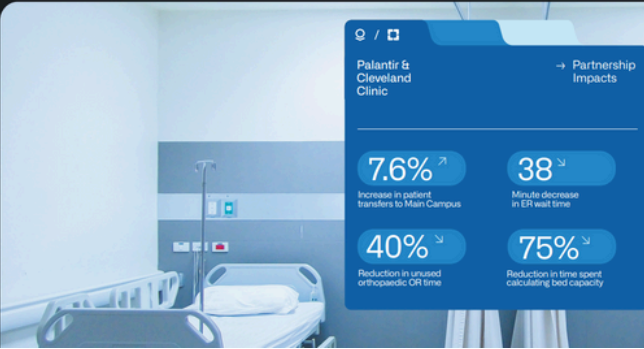


Q4 Business Update

Cleveland Clinic uses AIP to streamline operations and bring world class care to more patients.

"It's been transformative and it just shows the potential to set the standard for being the best-run hospital in the world."

Rohit Chandra, PhD,
Chief Digital Officer



Palantir & Cleveland Clinic → Partnership Impacts

7.6% ↑ Increase in patient transfers to Main Campus	38 ↓ Minute decrease in ER wait time
40% ↓ Reduction in unused orthopaedic OR time	75% ↓ Reduction in time spent calculating bed capacity

INVESTMENT CONSIDERATIONS

Growth Prospects

ServiceNow's growth prospects appear strong, driven by several factors:

- 1.Consistent revenue growth: The company reported a 22.2% year-over-year increase in revenue for Q3 2024, reaching \$2.80 billion.
- 2.Expanding market presence: ServiceNow's calculated Remaining Performance Obligations (cRPO) increased by 23.5% year-over-year in constant currency, indicating strong future revenue potential.
- 3.AI-driven innovation: The company's focus on AI-powered solutions positions it well to capitalize on the growing demand for intelligent automation in enterprises.
- 4.Strong subscription revenue growth: A key metric for SaaS businesses, ServiceNow's subscription revenue grew by 23% year-over-year.

US commercial continues to accelerate in Q4 2024 alongside AIP revolution

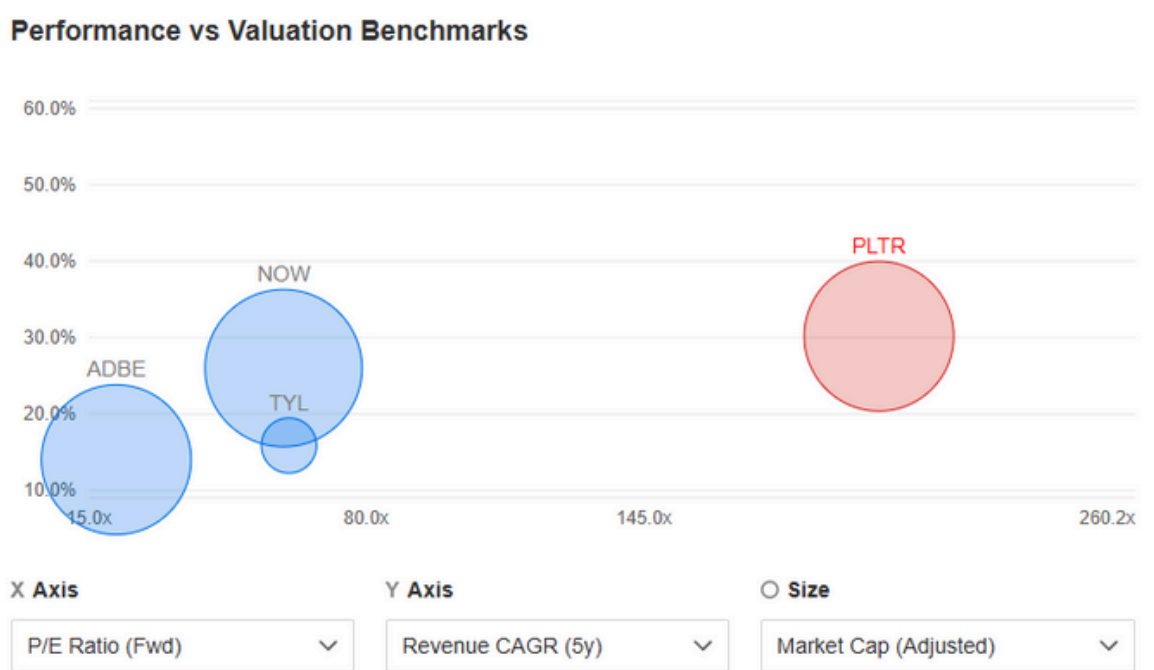


RISKS

Palantir Technologies Inc. (PLTR) faces several risks that could impact its business performance and stock valuation. Here are the key risks to consider:

- **Market Competition:** Palantir operates in a highly competitive landscape for data analytics and artificial intelligence solutions.
- **Dependence on Large Contracts:** A significant portion of Palantir's revenue comes from large government contracts, which can be subject to lengthy procurement processes and political influences. The loss or non-renewal of major contracts could adversely affect financial performance.
- **Technological Risks:** Rapid advancements in technology mean that Palantir must continuously innovate to stay relevant. If the company fails to develop new technologies or adapt its platforms to changing market needs, it may lose competitive advantage.
- **Economic and Geopolitical Factors:** Global economic conditions, including inflation, interest rates, and geopolitical tensions (e.g., the Russia-Ukraine conflict), can impact customer spending on technology solutions. These factors may affect both government and commercial sectors' budgets.
- **Data Security Concerns:** As a company that handles sensitive data for government and commercial clients, any breach or failure in data security could lead to significant legal liabilities, loss of customer trust, and reputational harm.

These risks highlight the complexities facing Palantir as it navigates growth in a competitive environment while managing operational challenges and external pressures



WHY HOLD THE COMPANY?

Why Investors Should Own Palantir Shares:

- **AI Leadership:** Palantir is at the forefront of the AI revolution, with its platforms well-positioned to capitalize on the growing demand for advanced data analytics and AI solutions
- **Strong U.S. Market Growth:** The company's U.S. revenue, particularly in the commercial sector, is experiencing rapid growth, indicating increasing market penetration and adoption of its technologies
- **Improving Financials:** Palantir has achieved GAAP profitability and is generating substantial free cash flow, demonstrating the scalability of its business model
- **Government and Commercial Diversification:** The company's dual focus on government and commercial sectors provides a balanced revenue stream and multiple growth avenues
- **Innovative Technology:** Palantir's platforms offer unique capabilities in data integration and analysis, giving it a competitive edge in the rapidly evolving AI and big data markets
- **Experienced Leadership:** The company's management team has a proven track record in building and scaling innovative technology businesses
- **Long-term Growth Potential:** As organizations increasingly rely on data-driven decision-making, Palantir is well-positioned to benefit from this long-term trend

In conclusion, Palantir represents a compelling investment opportunity for those seeking exposure to the high-growth AI and data analytics markets. The company's strong revenue growth, improving profitability, and strategic positioning in both government and commercial sectors make it an attractive option for long-term investors willing to accept some volatility in pursuit of potentially significant returns.

Disclaimer



Our Commitment

recommendations, managed and presented by Milton Park Equities Pty Ltd (ABN 33 668 234 562), as a Corporate Authorised Representative of LeMessurier Securities Pty Ltd (ABN 43 111 931 849) (LemSec), holder of Australian Financial Services Licence No. 296877, offers insights and analyses formulated in good faith. Our evaluations and projections are grounded in the known facts at the time of creation and aim to provide a comprehensive view of the anticipated financial landscape in 2024. However, readers should be aware that these projections are estimates and may not fully materialize.

Scope and Application

The insights within MPC Markets are crafted for a broad audience and do not specifically cater to individual investment objectives, financial situations, or needs. Readers should consider the suitability of the advice in relation to their personal circumstances before making any investment decisions.

Research Integrity and Use

The research and content of MPC Markets are intended solely for our readers and should not be copied, distributed, or shared without proper attribution. While we strive to ensure accuracy and relevance, Milton Park Equities cannot guarantee the continuous updating or correction of the information or opinions expressed within the publication.

Disclaimer of Liability

Milton Park Equities, in its capacity as a Corporate Authorised Representative of LemSec, disclaims any responsibility for losses or damages arising from reliance on the opinions, advice, recommendations, or information—whether direct or implied—contained in the MPC Markets Discount Entry Note, notwithstanding any errors, omissions, or instances of negligence.

Analyst Objectivity

All research analysts contributing to the MPC Markets Discount Entry Note affirm that the views expressed represent their personal opinions regarding the subject companies and financial products covered in the publication.

Copyright and Usage Rights

The content of MPC Markets Discount Entry Note is the property of Milton Park Equities Pty Ltd, either through ownership or licensing agreements. Unauthorized reproduction, adaptation, linkage, framing, broadcasting, distribution, or transmission of this material is prohibited without express written permission from Milton Park Equities, except for personal use or as allowed by applicable laws.