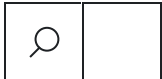




↩ Get Started



Letter to Shareholders

November 2, 2023

I.

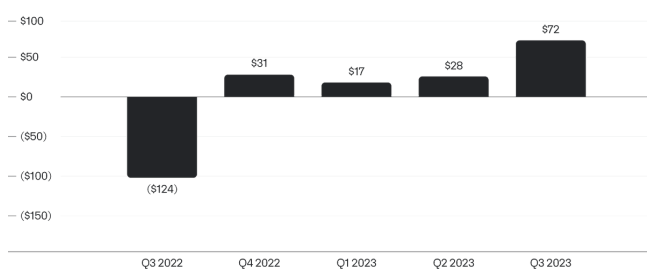
We earned the most significant profit in our company's twenty-year history.

We generated net income of \$72 million for the third quarter of 2023, and \$147 million on a trailing twelve-month basis.

The speed with which our company has shifted from losses to profits is a reflection of the power and sophistication of the software platforms that we have built and refined for years.

Net Income (Loss) by Quarter (\$M)

(according to generally accepted accounting principles)



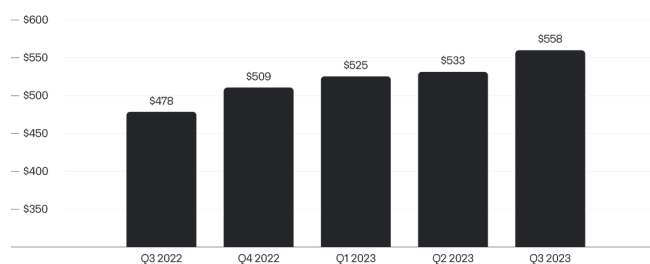
With these results, our company is now eligible for inclusion in the S&P 500, a milestone that we have been working towards and knew was within reach.

Our focus on profitability, however, will not interfere with our broader ambition and the growth of our business overall

BUSINESS OVERALL

We generated \$558 million in revenue in Q3 2023, representing a 17% increase from the same period in the year earlier.

Total Revenue (\$M)
(on a quarterly basis)



The growth of our commercial business in the United States, in particular, has continued to be significant. We generated \$116 million in revenue in the U.S. commercial sector last quarter alone, representing a 33% increase over the same period the year before.

The reacceleration in the growth of our U.S. commercial business, the new and emerging center of our company, is aided by the growing demand that we are seeing for our new Artificial Intelligence Platform (AIP), which was released only months ago.

Companies across industries in the United States are scrambling to deploy software platforms that will allow them to leverage the power of the latest large language models. And we have built what they need.

Every large organization in the markets that we serve is a potential customer. And we intend to work with all of them.

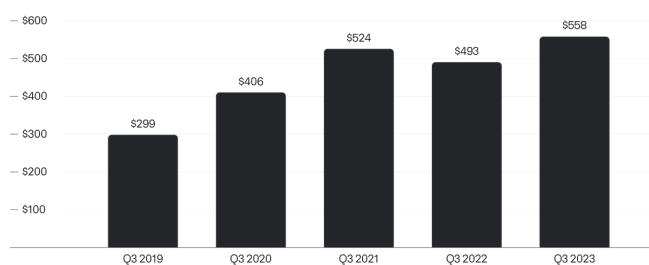
II.

We continue to do more with less.

The revenue we are generating per employee has nearly doubled in the past four years. Our engineers have built our software platforms, and it is those platforms that are now driving the value that we as a company create.

At the end of Q3 2019, we had 2,358 employees and had generated \$705 million in revenue on a trailing twelve-month basis, representing nearly \$299,000 in revenue per employee. Four years later, by the end of Q3 2023, we had a total of 3,810 employees and had generated \$2.13 billion in revenue on a trailing twelve-month basis, representing almost \$558,000 in revenue per employee.

Revenue Per Employee
(on a trailing 12-month basis, \$ in Thousands)



The sharp rise in the productive capacity of our company is a reflection of the increasing strength of

our software products, whose development only continues to accelerate.

III.

We are one of a few companies in the world to stand up and announce our support for Israel, which remains steadfast.

Palantir stands with Israel.

Sincerely,



Alexander C. Karp

Chief Executive Officer & Co-Founder

Palantir Technologies Inc.

Forward-Looking Statements

This letter contains “forward-looking statements” within the meaning of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995,

including, but not limited to, statements regarding our financial outlook, product development and related timing, distribution, and pricing, expected benefits of and applications for our software platforms, business strategy, and plans (including strategy and plans relating to our Artificial Intelligence Platform (“AIP”), sales and marketing efforts, sales force, partnerships, and customers), investments in our business, market trends and market size, opportunities (including growth opportunities), our expectations regarding our existing and potential investments in, and commercial contracts with, various entities, our expectations regarding macroeconomic events, our expectations regarding potential eligibility or inclusion in market indices, our expectations regarding our share repurchase program, and positioning. These forward-looking statements are made as of the date they were first issued and were based on current expectations, estimates, forecasts, and projections as well as the beliefs and assumptions of management. Words such as “guidance,” “expect,” “anticipate,” “should,” “believe,” “hope,” “target,” “project,” “plan,” “goals,” “estimate,” “potential,” “predict,” “may,” “will,” “might,” “could,” “intend,” “shall,” and variations of these terms or the negative of these terms and similar expressions are intended to identify these forward-looking statements. Forward-looking statements are subject to a number of risks and uncertainties, many of which involve factors or circumstances that are beyond our control. Our actual results could differ materially from those stated or implied in forward-looking statements due to a number of factors, including but not limited to risks detailed in our filings with the Securities and Exchange Commission (the “SEC”), including in our annual report on Form

10-K for the fiscal year ended December 31, 2022 and other filings and reports that we may file from time to time with the SEC, including our current report on Form 8-K furnishing our earnings press release for the fiscal quarter ended September 30, 2023 and our quarterly report on Form 10-Q for the fiscal quarter ended September 30, 2023. In particular, the following factors, among others, could cause our results to differ materially from those expressed or implied by such forward-looking statements: our ability to successfully execute our business and growth strategy; the sufficiency of our cash and cash equivalents to meet our liquidity needs; the demand for our platforms, product offerings, and services in general; our ability to increase our number of new customers and revenue generated from customers; our ability to realize some or all of the total contract value of customer contracts as revenue, including any contractual options available to customers or contractual periods that are subject to termination for convenience provisions; our long and unpredictable sales cycle; our ability to successfully execute our channel sales and other strategic initiatives with third parties; our ability to retain and expand our customer base; the fluctuation of our results of operations and our key business measures on a quarterly basis in future periods; the seasonality of our business; the implementation process for our platforms, which may be complex and lengthy; our ability to successfully develop and deploy new technologies to address the needs of our existing or prospective customers; our ability to make our platforms and product offerings easier to install, consume, and use; our ability to maintain and enhance our brand and reputation; our ability to maintain and enhance our culture as our business grows

and as we pursue our business and financial goals; news or social media coverage about us, including but not limited to coverage that presents, or relies on, inaccurate, misleading, incomplete, or otherwise damaging information; the impact of recent or future global macroeconomic and geopolitical events, such as the ongoing Russia-Ukraine conflict and Hamas' recent attack against Israel and ensuing conflicts, rising inflation and interest rates in the U.S. and in other countries, monetary policy changes, financial services sector instability, and foreign currency fluctuations, on the business and operations of our company or of our existing or prospective customers and partners; issues raised by the use of artificial intelligence in our platforms; and any breach or access to our or customer or third-party data.

The forward-looking statements included in this letter represent our views as of the date of this letter. We anticipate that subsequent events and developments will cause our views to change. We undertake no intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this letter. Past performance is not necessarily indicative of future results.

Other Notes

This letter may contain statistical data, estimates, forecasts and statements that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This

information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates.

We have not independently verified the accuracy or completeness of the data

contained in these industry publications and other publicly available information. © 2023 Palantir Technologies Inc. All rights reserved.

Accordingly, we make no representations about the accuracy or completeness of that data nor do we undertake to update such data after the date of this letter.

This letter may refer to various growth rates when discussing our business. These rates reflect year-over-year comparisons unless otherwise stated.

By receiving this letter, you acknowledge that you will be solely responsible for your own assessment of the market and our market position and that you will conduct your own analysis and be solely responsible for forming your own view of the information provided, including regarding the potential future performance of our business.

OFFERINGS

- Anti-Money Laundering
- Automotive & Mobility
- Data Protection
- Defense
- Ecosystem
- Energy
- Federal Health
- Financial Services
- Foundry for Builders
- Govt Financial Management
- Health & Life Sciences
- Hospital Operations
- Intelligence
- Palantir HyperAuto
- Rail
- Readiness
- Retail
- Secure Collaboration
- Semiconductors
- Supply Chain
- Telecommunications
- Utilities

IMPACT STUDIES

- Airbus
- Axel Springer
- Cleveland Clinic
- Concordance
- Doosan Infracore
- Ferrari
- Fujitsu
- Grupo Globo
- HHS & CDC
- Jacobs
- Kinder Morgan
- NHS
- Pacific Gas & Electric
- Ringier
- Sonnex
- SOMPO
- Swiss Re
- Tampa General Hospital
- World Food Programme

CAPABILITIES

DOCUMENTS

| | |
|-------------------|--------------------|
| AI + ML | Platform |
| Data Integration | Documentation |
| Digital Twin | Palantir |
| Dynamic | Developers |
| Scheduling | Security Bulletins |
| Edge AI | Trust Center |
| Marketplace | Modern Slavery |
| MetaConstellation | Statement |
| Pipeline Builder | Cookies |
| Process Mining | Privacy and |
| Real-Time | Security |
| Alerting | Climate Pledge |
| Streaming | Terms of Use |
| | Sitemap |