



Balfour Capital Group Datadog, Inc.

Datadog is a cloud-native SaaS provider specializing in observability and security for cloud-scale applications. Its unified platform monitors servers, databases, tools, and services—offering real-time metrics, logs, traces, and security monitoring in one consolidated dashboard

1. Top 5 Competitors

Key rivals in the cloud monitoring and observability space include:

- AWS CloudWatch
- New Relic
- Splunk
- Dynatrace
- IBM Instana

2. Largest Institutional Shareholders

Among the largest institutional stakeholders in Datadog are:

- Vanguard Group Inc. (~9–9.9% ownership, ~31.4M shares)
- BlackRock Inc. (~5–5.8%, ~16.6–20M shares)
- Baillie Gifford & Co. (~3.55–3.9%, ~12.3M shares)
- FMR (Fidelity) (~3.4%, ~12M shares)
- T. Rowe Price (~2%), plus others such as State Street, Groupama

Institutional investors own roughly 75–79% of total shares .

3. Management Team

Co-Founders / Executives:

- Olivier Pomel – CEO & Co-Founder (since 2010)
- Alexis Lê-Quôc – CTO & Co-Founder

Key Senior Executives:

- David Obstler – CFO
- Sara Varni – CMO
- Adam Blitzer – COO
- Amit Agarwal – President
- Emilio Escobar – CIS Officer
- Additional roles: Chief Product Officer (Yanbing Li), General Counsel (Kerry Acocella), Chief Revenue Officer (Sean Walters)



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4. Revenue

- FY 2024: \$2.684 billion (up ~26%)
- Trailing 12 months (as of Q1 2025): \$2.83 billion (+25.5% YoY)
- Q1 2025: \$762 million (+25% YoY)
- Q4 2024: \$738 million (+25%)

Datadog also recently raised its FY 2025 guidance to \$3.22–3.24 B, up from prior \$3.18–3.20 B, driven by AI and security monitoring demand

5. Institutions with Buy Recommendations:

- UBS – Raised target to \$140; maintained Buy

Among 30 Wall Street analysts: 24 Buys, 6 Holds, 0 Sells → consensus Moderate Buy

6. Analyst Sentiment Summary

- Moderate Buy consensus (avg rating ~2.8/5).
- Price target avg is ~\$131.18 (high: \$150; low: \$115), slightly down from prior ~\$147 .
- Stifel reiterated Hold at \$120

7. Insider Buying and Selling (Last 24 Months)

Recent filings show only insider selling, totaling approximately \$32M–\$66M over the past 3 to 12 months.

- No recorded insider purchases in this timeframe .