

# DATI, AI E INNOVAZIONE PERCHÉ OGGI LA GOVERNANCE E' UNA PRIORITA'

**Marika Lilla Country Manager Snowflake Italia**



## PRODUCT REVENUE <sup>1</sup>



# \$900.3M

+ 29% YoY Growth

## NET REVENUE RETENTION RATE <sup>2</sup>



# 127%

## TOTAL CUSTOMERS <sup>2</sup>



# 10,618

+ 20% YoY Growth

## \$1M+ CUSTOMERS <sup>2</sup>



# 542

+ 25% YoY Growth  
Customers with Trailing 12-Month  
Product Revenue Greater than \$1M

## FORBES GLOBAL 2000 CUSTOMERS <sup>2</sup>



# 754

+ 8% YoY Growth

## SNOWFLAKE MARKETPLACE LISTINGS <sup>3</sup>



# 2,946

Total Listings  
+ 26% YoY Growth

## NET PROMOTER SCORE (NPS) <sup>4</sup>



# 67

Most Customers Would  
Recommend Snowflake  
to a Friend or Colleague

## SNOWFLAKE AI DATA CLOUD

MARKETPLACE  
DATA & APPLICATIONS

GOVERNED  
COLLABORATION

### WORKLOADS



AI/ML



Applications



Data Warehouse



Data Engineering



Data Lake



Unistore

1. For the three months ended October 31, 2024. 2. As of October 31, 2024. Please see our Q3FY25 earnings press release for definitions of net revenue retention rate, customers with trailing 12-month product revenue greater than \$1 million (which definition includes a description of our total customer count), and Forbes Global 2000 customers. 3. As of October 31, 2024. Each live dataset, package of datasets, or data service published by a data provider as a single product offering on Snowflake Marketplace is counted as a unique listing. A listing may be available in one or more regions where Snowflake Marketplace is available. 4. As of July 2023. The NPS score is based on our annual Customer Experience Survey conducted in partnership with Walker. If a customer fails to (i) respond to each required question in the survey or (ii) submit a complete set of responses by the end of the survey period, we consider that customer's survey incomplete. Our NPS as of July 2023 excludes incomplete survey responses from the calculation.

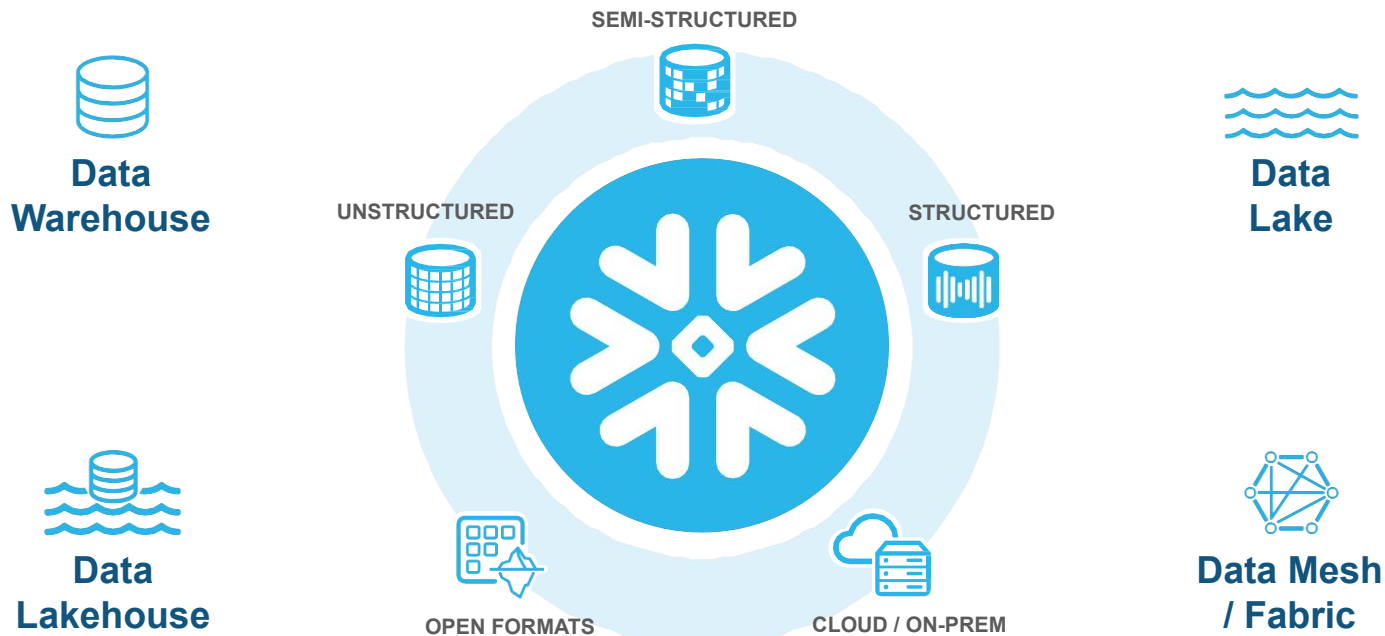




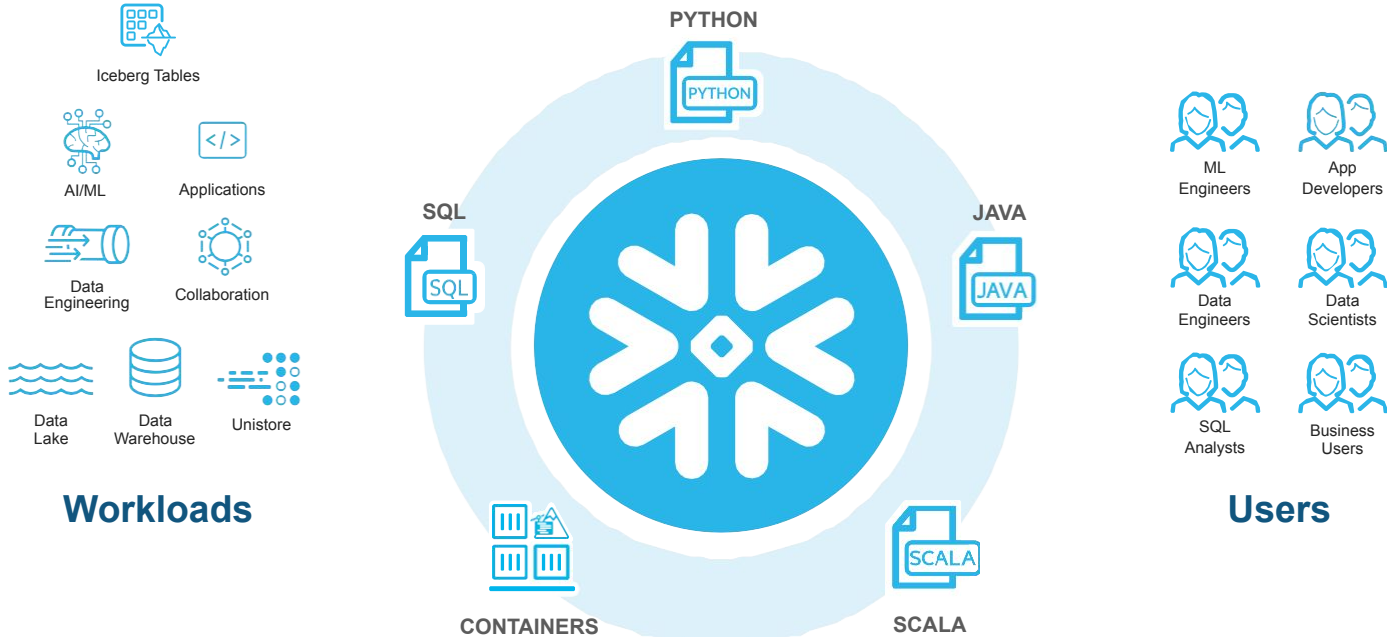
**THERE IS NO AI STRATEGY,  
WITHOUT A DATA STRATEGY**



# Unified Data. All Architectures.



# All Workloads & Users



# Universal Governance

## All Content



Data



Apps



Models

COMPLIANCE



SECURITY



PRIVACY



ACCESS



INTEROPERABILITY

## Replication & BDR

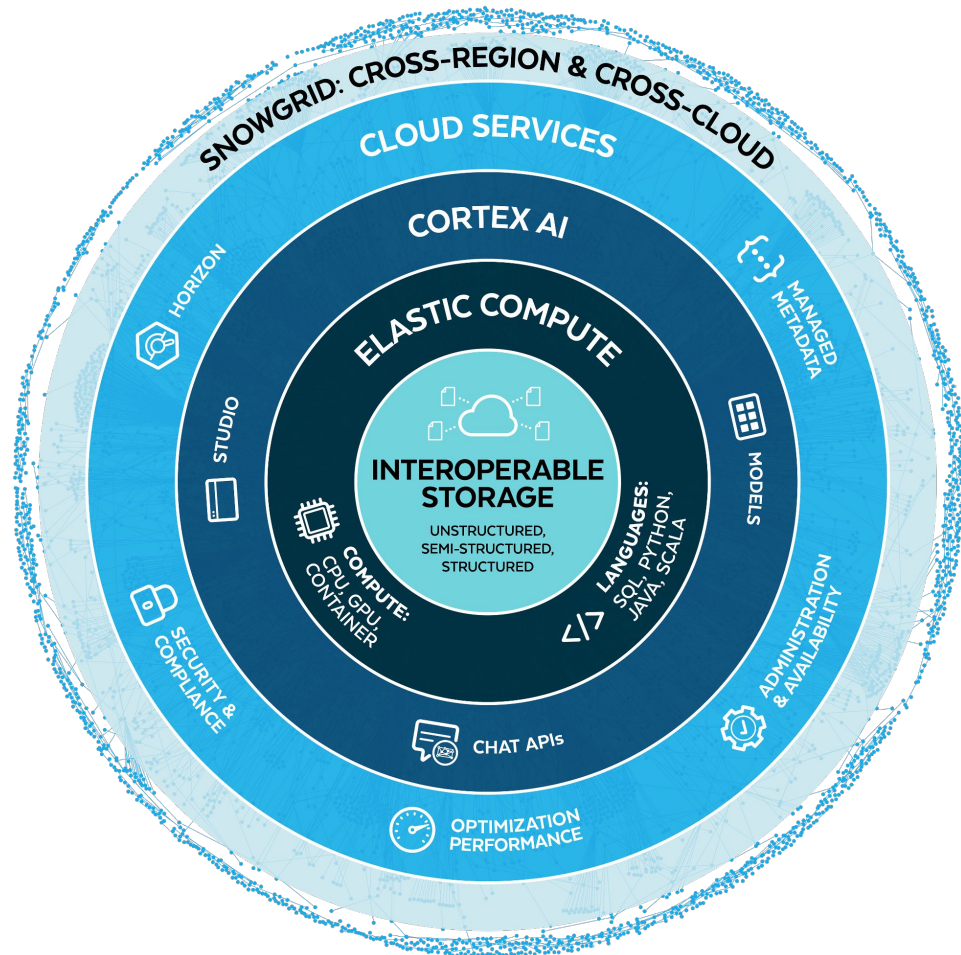


40+ regions

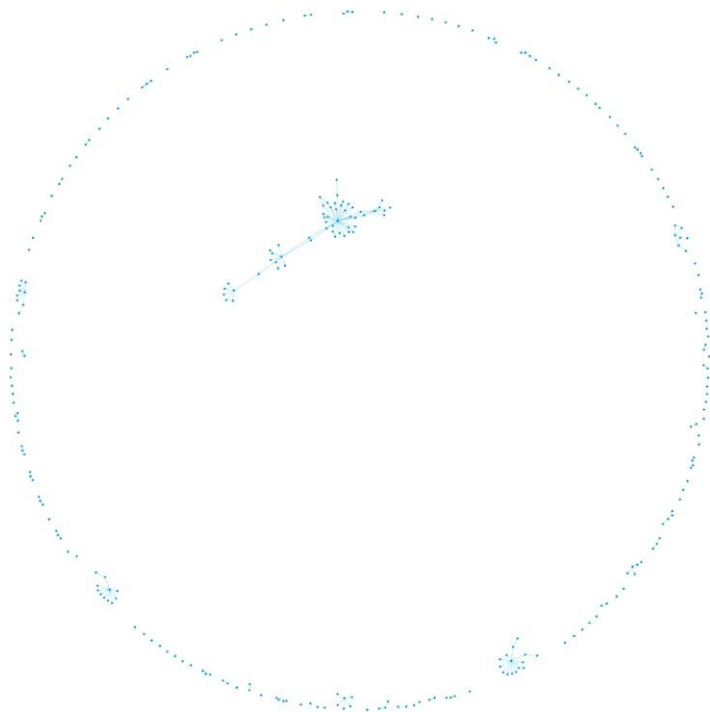




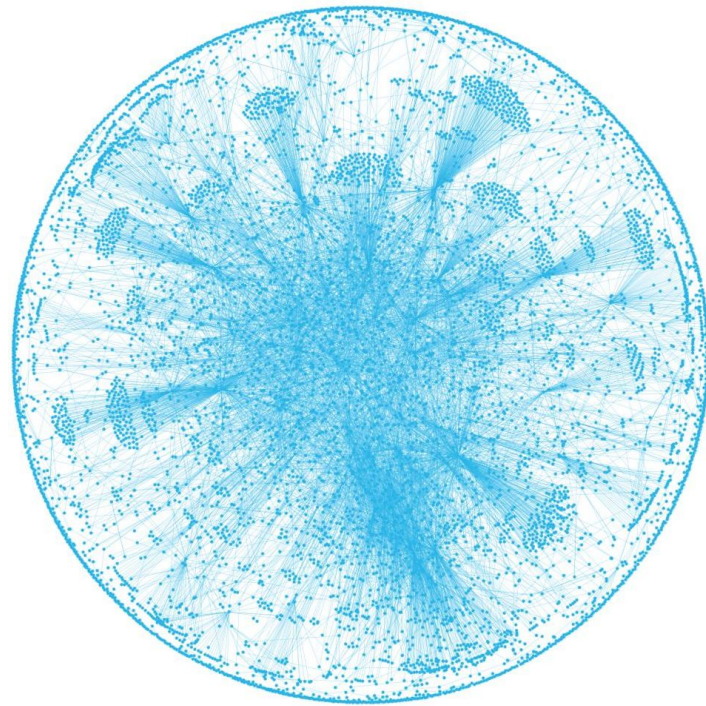
# Backed by Unique Platform Architecture



# AI Data Cloud Growth



April 2020



October 2024

\* Visualization based on actual AI Data Cloud sharing activity as of April 30, 2020 and October 31, 2024 respectively.







# PROVEN BY THOUSANDS OF CUSTOMERS



# GRAZIE

