



# Snowflake Executive Dinner

## 18.04.2023

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



**\$555.3M**

+ 54% YoY Growth



**\$1,938.8M**

+ 70% YoY Growth

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



**158%**

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



**7,828**

+ 31% YoY Growth

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



**330**

+ 79% YoY Growth  
Customers with Trailing 12-Month  
Product Revenue Greater than \$1M

## FORBES GLOBAL 2000 CUSTOMERS <sup>3</sup>



**573**

+ 16% YoY Growth

## SNOWFLAKE MARKETPLACE LISTINGS <sup>4</sup>



**1,838**

Total Listings  
+ 8% QoQ Growth

## CUSTOMER SATISFACTION

### DRESNER CUSTOMER SATISFACTION SCORE <sup>5</sup>



**100%**

Of Customers Recommend  
Snowflake for Sixth  
Consecutive Year

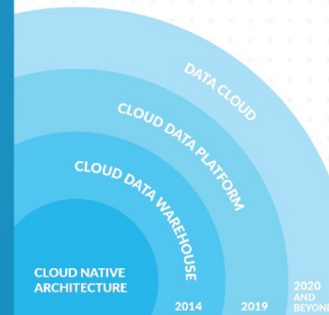
### NET PROMOTER SCORE (NPS) <sup>6</sup>



**72**

Most Customers Would  
Recommend Snowflake  
to a Friend or Colleague

## SNOWFLAKE DATA CLOUD



1. For the three and twelve months ended January 31, 2023, respectively. 2. As of January 31, 2023. Please see our Q4 FY23 earnings press release for definitions of net revenue retention rate, total customers, and customers with trailing 12-month product revenue greater than \$1 million. 3. As of January 31, 2023. Based on the 2022 Forbes Global 2000 list. Our Forbes Global 2000 customer count is subject to adjustments for annual updates to the Global 2000 list by Forbes, as well as acquisitions, consolidations, spin-offs, and other market activity with respect to such customers, and we present our Forbes Global 2000 customer count for historical periods reflecting these adjustments. 4. As of January 31, 2023. 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. 5. Dresner Advisory Services: 2023 Wisdom of Crowds® Analytical Data Infrastructure (ADI) Market Study, January 2023. 6. As of June 2022. 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. Starting with our NPS as of June 2022, we exclude incomplete survey responses from the calculation.



# PROVEN BY THOUSANDS OF CUSTOMERS



# One Platform To Break Data Silos



- 35%+ Cost Reduction
- 48%+ Performance Increase
- No Upgrades, Backups, DEV\QA, DR...



- Works with Multiple BI Tools\Sources
- Manage Different Data Formats
- Regulatory Compliance and Data Access



- Expensive License & Support Cost
- Low Performances and Disk Space
- Low Flexibility & IT Skills



# One Platform To Break Business Silos

Value



- **10x** faster Time To Market (from 40 to 4 weeks)
- **Zero-Cost** of Snowflake (self-financed)
- **Requested** by their Customers

Innovation



- Sharing Data as fast and secure as possible
- Easy to Store and To Query
- Multi-Cloud

As-Is



- Share data with Legacy Tool (excel)
- Creating Copy
- Security was a huge issue



# One Platform To Break Development Silos

**Value**



- Zero ETL & Tuning
- Security & Governance
- Time To Market

- 3x Faster Time To Market
- **Compliance** with GDPR and Data Masking
- 30%+ increase Data Scientist's productivity

**Innovation**

**SnowPark**



**Streamlit**



- Data Centric approach with governance
- Familiar platform to create data applications
- Scale up and down on demand and instantaneously

**As-Is**



- Siloed approach on data lakes and resource contingency
- Data governance issues due to data sprawl
- Difficult data refresh to train models for customer churn





# SUMMIT<sup>2023</sup>

## THE WORLD OF DATA COLLABORATION

Caesars Forum Conference Center,  
Las Vegas | June 26-29, 2023

**4**

DAYS

**10**

TRACKS

**250**

SESSIONS

**200**

PARTNERS





# Thank You