CIONET
Executive Dinner

Milano, 25 October 2022

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snowflake

AS OF JULY 31, 2022 - Q2 FY23

PRODUCT REVENUE [1]

$466.3M

+ 83% YoY Growth

NET REVENUE RETENTION RATE [2]

171%

TOTAL CUSTOMERS [2]

6,808

+ 36% YoY Growth

$1M CUSTOMERS [2]

246

+ 112% YoY Growth
Customers with Trailing 12-Month Product Revenue Greater than $1M

FORBES GLOBAL 2000 CUSTOMERS [3]

510

+ 15% YoY Growth

SNOWFLAKE MARKETPLACE LISTINGS [4]

1,539

Total Listings
+ 13% QoQ Growth

CUSTOMER SATISFACTION

DRESNER CUSTOMER SATISFACTION SCORE [5]

100%

Of Customers Recommend Snowflake for Fifth Consecutive Year

NET PROMOTER SCORE (NPS) [6]

72

Most Customers Would Recommend Snowflake to a Friend or Colleague

SNOWFLAKE DATA CLOUD

1. For the three months ended July 31, 2022. 2. As of July 31, 2022. Please see our Q2 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 July 31, 2022. 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 July 31, 2022. 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: 2022 Wisdom of Crowds® Analytical Data Infrastructure (ADI) Market Study, January 2022. 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.

The Data Cloud

危機

ACCESS

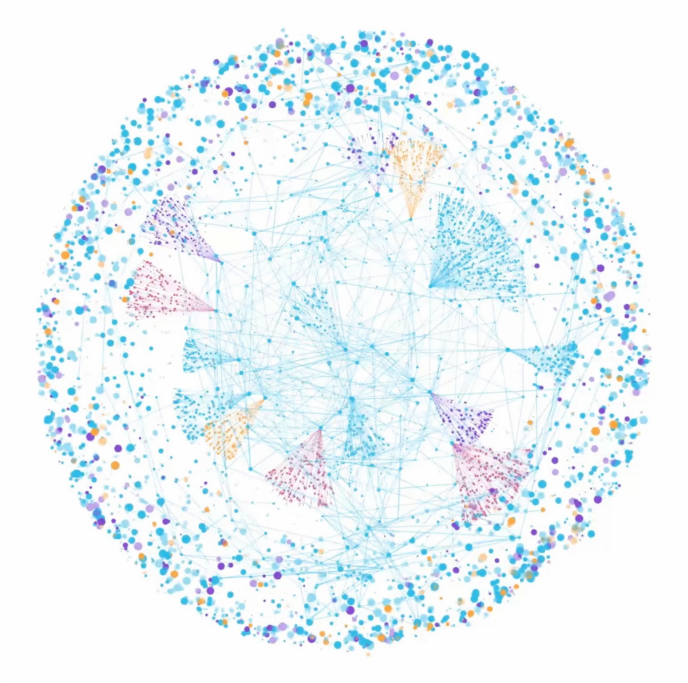
Governed Data for All Users

Unite your siloed data and easily access governed and secure 1st-, 2nd- and 3rd-party data for previously unimagined insights.

BUILD

Bring Development to Data

Leverage Snowflake's speed, concurrency, and extensibility to develop and run data applications, models, and pipelines where data lives.



COLLABORATE

Work Global & Cross-Cloud

Work and collaborate seamlessly across multiple clouds no matter where data, applications, or your local and global business communities reside.

MONETIZE

Create New Revenue Streams

Find new customers and increase revenue by offering data sets and data services, tools, and applications on Snowflake Marketplace.

"In the network economy, Data is the new oil" - *Frank Slootman*

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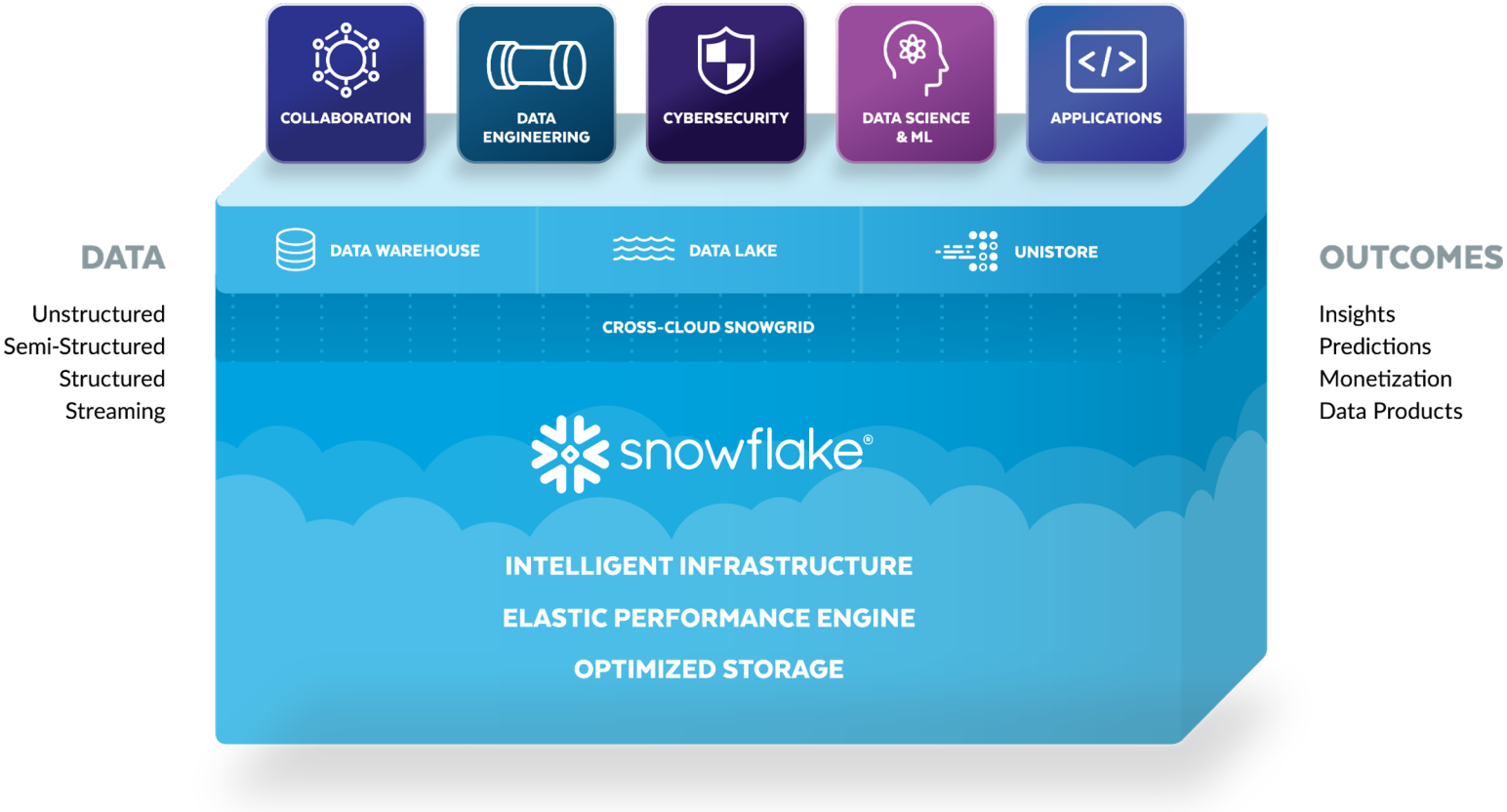
Snowflake Data Cloud, 1 Platform, Many Workloads



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THANK YOU

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Customer case

Docebo Expands its Product Suite with an Integrated Data Cloud

Marco Gatto | Data Architect
Giacomo Clemente | Director of Data Strategy

About us

docebo®

Docebo is a world-leader in providing cloud-based SaaS enterprise learning solutions. Born in Italy, US and Canada are the biggest markets nowadays.

Some of the top sectors served by Docebo are: software, financial services, manufacturing, healthcare, business services, retail, hospitality, telecommunications.

Industry:

Information Technology, E-learning

Customers:

2800+

ARR:

$ 118M

Offices:

8

Employees:

870+

docebo®

OUR NEED

Share data with customers as **fast and securely** as possible

Why did we choose Snowflake?

Top of notch technology

in data-warehousing and data integration

Easy to integrate

with cloud storage (i.e. AWS S3)

Easy to store and to query

thanks to support for structured and also semi-structured data (i.e. JSON)

Easy to scale

automatically, when volume of data increases

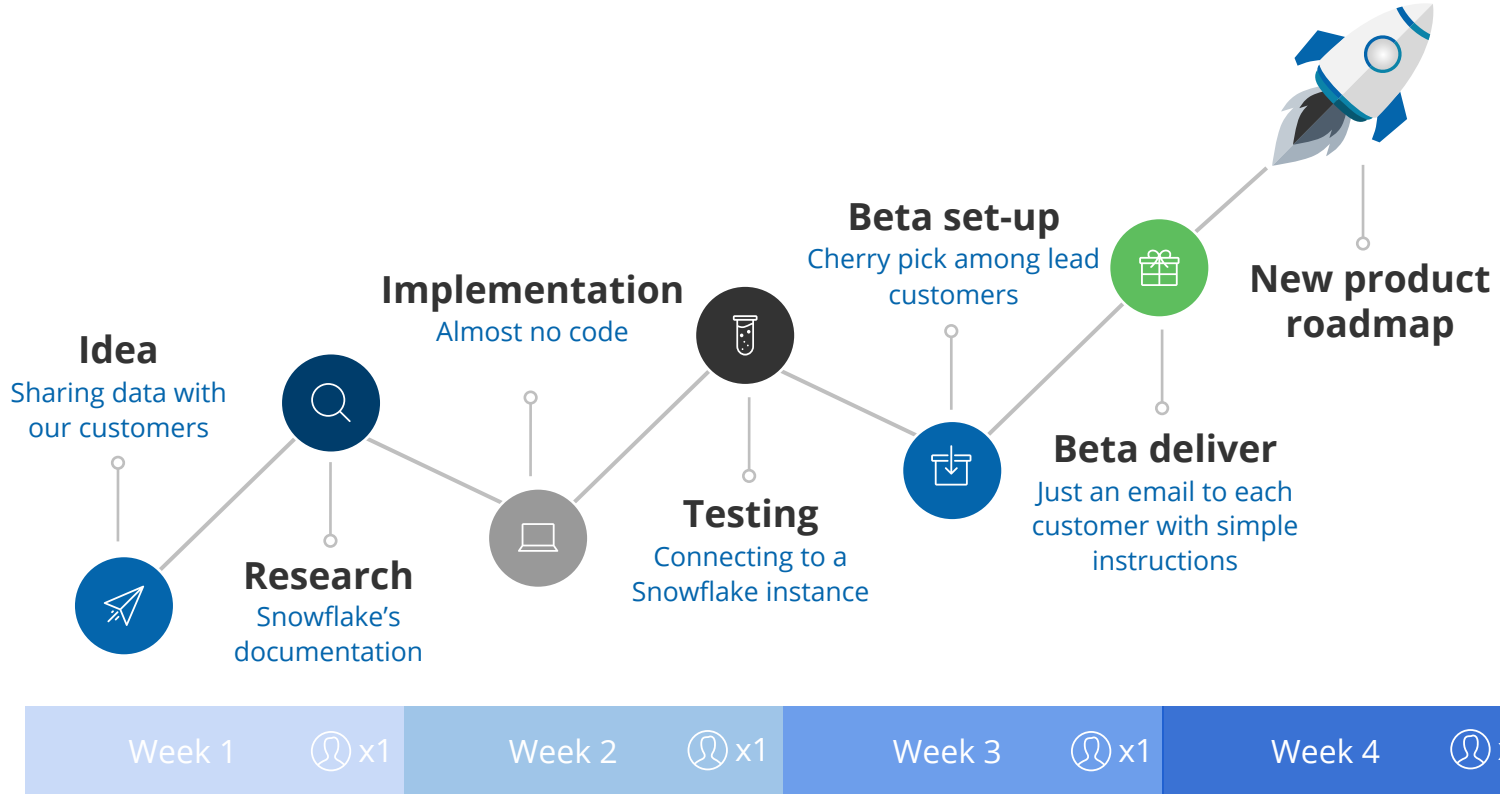
Zero costs

to maintain the infrastructure

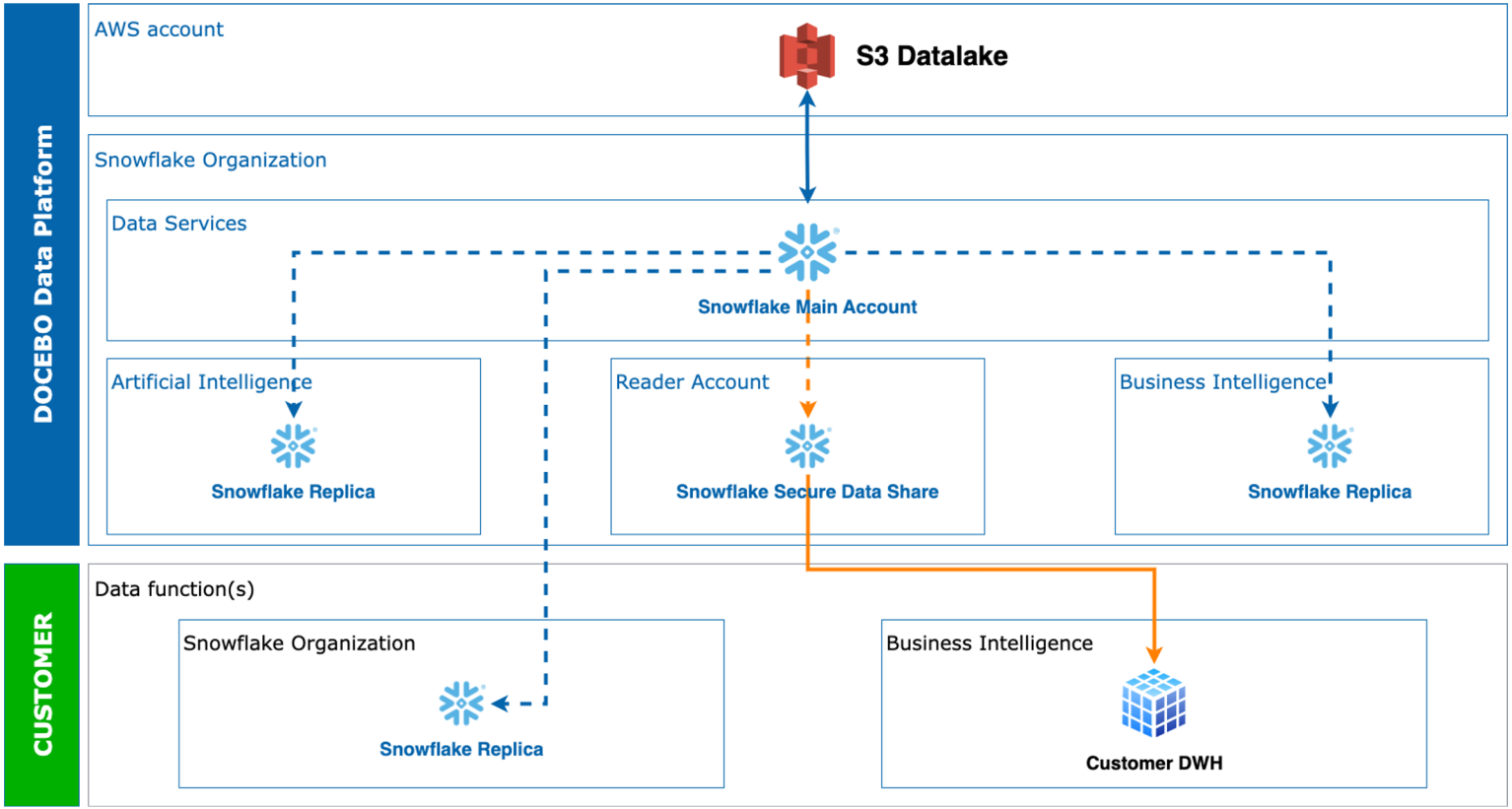
Short time-to-market

for the new solutions / projects

Sharing data in a faster (and secure) way



Our solution design



Results

“

By adopting Snowflake we **enabled 2 more use cases out-of-the-box** for data processing: ingestion of semi-structured data and Learn data mart as a Service.

“

By choosing Snowflake over other possible solutions we were **able to save $120K in FY21** for data processing.

“

Security and compliance audits required **days instead of weeks** to check for vulnerabilities and policies.

“

The absence of fixed price allowed us to **start small and grow**. Ideal for lean product development.

6 customers

selected and onboarded

3 weeks

on average, required for new customers enablement

2 teams

Internal to Docebo who did also benefit from Data Sharing (AI + BI)

200K

queries per day

docebo®

Thank You!