

VIP DINNER • 25 GIUGNO 2024 • SETTIMO RESTAURANT ROME

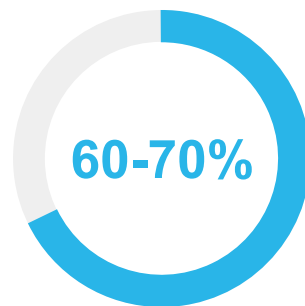
DATA COLLABORATION & GEN AI LE OPPORTUNITÀ DA COGLIERE



An Unprecedented AI Era is Upon Us



Main discussion topic
with our customers today



Change to how we work
today

Source: Mckinsey, 2024





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

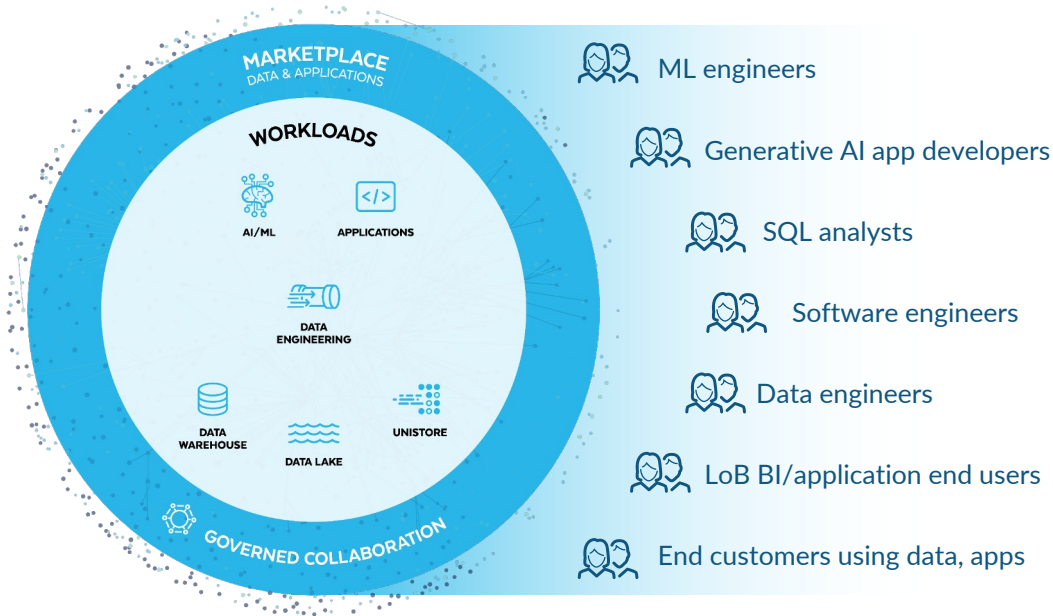


The Snowflake AI Data Cloud

AI for your enterprise and your end customers

Why the AI Data Cloud:

- Unified data and AI strategy
- Fully-managed infrastructure – simplicity, scale, governance
- Distribute and monetize to nearly 10,000 customers through the AI Data Cloud



PRODUCT REVENUE ^{1, 2}



\$2,666.8M

+ 38% YoY Growth

NET REVENUE RETENTION RATE ²



128%

TOTAL CUSTOMERS ²



9,822

+ 21% YoY Growth

\$1M+ CUSTOMERS ²



485

+ 30% YoY Growth
Customers with Trailing 12-Month
Product Revenue Greater than \$1M

FORBES GLOBAL 2000 CUSTOMERS ²



709

+ 8% YoY Growth

SNOWFLAKE MARKETPLACE LISTINGS ³



2,556

Total Listings
+ 6% QoQ Growth
+ 35% YoY Growth

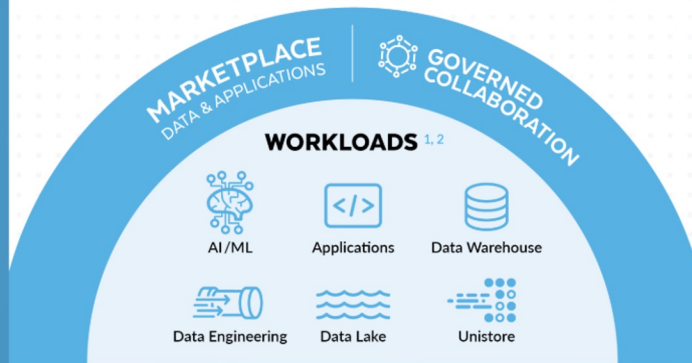
NET PROMOTER SCORE (NPS) ⁴



67

Most Customers Would
Recommend Snowflake
to a Friend or Colleague

SNOWFLAKE AI DATA CLOUD



1. For the three months ended April 30, 2024. 2. As of April 30, 2024. Please see our Q1FY25 earnings press release for definition of product revenue, 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 April 30, 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.

THE POWER OF SNOWFLAKE'S ELASTIC SCALABILITY

4.2B

Average daily queries
from January 1, 2024 to
January 31, 2024

82T*

The number of rows
in the largest
customer table

205K*

Largest number of
queries being executed
in a one minute interval
by a single customer

186PB*

The aggregate amount
of compressed data
stored in Snowflake for
the five largest
customers by data
volume

*Figures as of [January 31 2024](#)





Strengthen Your Data Foundation

For all data and workloads



Accelerate Enterprise AI

For all users against enterprise data



Build & Distribute Applications

With streamlined development, deployment, and distribution

REQUIREMENTS FOR YOUR DATA FOUNDATION

Endless silos



Unified data

Hidden costs



Optimal TCO

Piecemeal policies



Universal governance





Strengthen Your Data Foundation

For all data and
workloads



Accelerate Enterprise AI

For all users against
enterprise data



Build & Distribute Applications

With streamlined development,
deployment, and distribution

REQUIREMENTS FOR AI SUCCESS

**Long cycles + AI
limited to experts**



**AI in seconds,
easy for everyone**

**Time and resources on
managing infrastructure**



**Build custom AI
apps in minutes**

**Experiments mean
moving data, leading to
risk**



**AI/ML on enterprise data
within Snowflake's security
boundary**





Strengthen Your Data Foundation

For all data and
workloads



Accelerate Enterprise AI

For all users against
enterprise data



Build & Distribute Applications

With streamlined development,
deployment, and distribution

REQUIREMENTS TO SCALE WITH APPLICATIONS

**Architectural
complexity**



**Build any app
with ease**

**Unpredictable
operational burden**



**Efficient scaling, given
apps are the future
consumption layer**

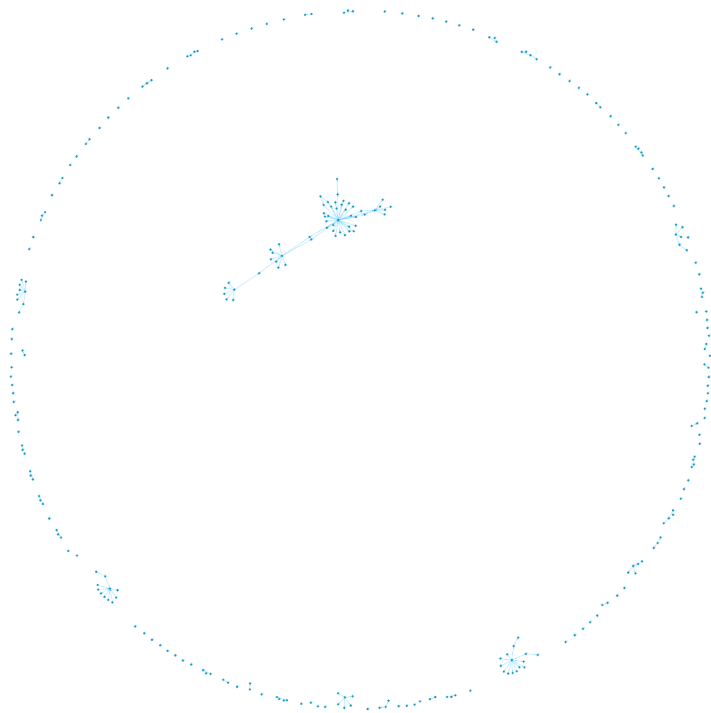
Limited distribution



**Secure, global deployment to
run apps where data already
is**



AI Data Cloud Growth



April 2020



April 2024



One Platform that Makes the Complex Easy



- ▶ Any Data, Any Workload with a single platform
- ▶ Faster Time-to-Market
- ▶ Lower TCO
- ▶ Minimized Security Risk



THANK YOU

