

SNOWFLAKE INVESTOR DAY 2025



**SNOWFLAKE
SUMMIT 25**



Safe Harbor

Other than statements of historical fact, all statements contained in this presentation and accompanying oral commentary (collectively, the Materials) are forward-looking statements (FLS) within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements regarding (i) our future operating results, targets, or financial position; (ii) our business strategy, plans, opportunities, or priorities; (iii) the release, adoption, and use of our new or enhanced products, services, and technology offerings, including those that are under development or not generally available; (iv) market size and growth, trends, and competitive considerations; (v) our vision, strategy and expected benefits relating to artificial intelligence, Snowpark, Snowflake Marketplace, the AI Data Cloud, and AI Data Clouds for specific industries or product categories, including the expected benefits and network effects of the AI Data Cloud; and (vi) the integration, interoperability, and availability of our products, services, and technology offerings with and on third-party products and platforms, including public cloud platforms.

We have based the FLS in the Materials largely on our current expectations and projections about future events and trends that we believe may affect our financial condition, results of operations, business strategy, short-term and long-term business operations and objectives, and financial needs, but the FLS are subject to known and unknown risks, uncertainties, assumptions, and other factors that may cause actual results or outcomes to be materially different from any future results or outcomes expressed or implied by the FLS. These risks, uncertainties, assumptions, and other factors include, but are not limited to, those related to our business and financial performance; general market and business conditions, downturns, or uncertainty, including higher inflation, tariffs and trade wars, higher interest rates, fluctuations or volatility in capital markets or foreign currency exchange rates, and geopolitical instability; our ability to attract and retain customers that use our platform to support their end-to-end data lifecycle; the extent to which customers continue to optimize consumption; the impact of new or optimized product features and pricing strategies on consumption, including Iceberg tables and tiered storage pricing; unforeseen technical, operational, or business challenges impacting the timing, scope, or success of strategic partnerships; the extent to which customers continue to rationalize budgets and prioritize cash flow management, including through shortened contract durations; our ability to develop new products and services and enhance existing products and services; the extent to which customer adoption of new product capabilities results in durable consumption; the growth of successful native applications on the Snowflake Marketplace; our ability to respond rapidly to emerging technology trends, including the adoption and use of artificial intelligence; our ability to execute on our business strategy, including our strategy related to artificial intelligence, the AI Data Cloud, Snowpark, and Snowflake Marketplace; our ability to increase and predict customer consumption of our platform, particularly in light of the impact of holidays on customer consumption patterns; our ability to compete effectively; our ability to increase our penetration into existing markets and enter and grow new markets, including highly-regulated markets such as financial services, healthcare, and the public sector; the impact of cybersecurity threat activity directed at our customers and any resulting reputational or financial damage; our ability to manage growth; our ability to sublease or terminate certain of our office facility commitments and the impact of related asset impairment; the impact and timing of stock repurchases under our stock repurchase program; and our ability to meet the requirements of our convertible senior notes (the "Notes") and the settlement timing and method for the Notes and the related capped call transactions.

Further information on these and additional risks, uncertainties, assumptions and other factors that could cause actual outcomes and results to differ materially from those included in or contemplated by the FLS contained in the Materials are included in Snowflake's Quarterly Reports on Form 10-Q and Annual Reports on Form 10-K and other filings and reports we make with the Securities and Exchange Commission from time to time.

Moreover, we operate in a very competitive and rapidly changing environment, and new risks may emerge from time to time. It is not possible to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor(s) may cause actual results or outcomes to differ materially from those included in the FLS in the Materials. As a result of these risks, uncertainties, assumptions, and other factors, you should not rely on any FLS as predictions of future events. FLS speak only as of the date the statements are made and are based on information available to us at the time those statements are made and/or management's good faith belief as of that time with respect to future events and trends. Except as required by law, we undertake no obligation, and do not intend, to update the FLS in these Materials.

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AGENDA

- ▲ **Sridhar Ramaswamy**
Chief Executive Officer
- ▲ **Christian Kleiner**
EVP, Product
- ▲ **Mike Gannon**
Chief Revenue Officer
- ▲ **Audience Q&A**

SRIDHAR RAMASWAMY

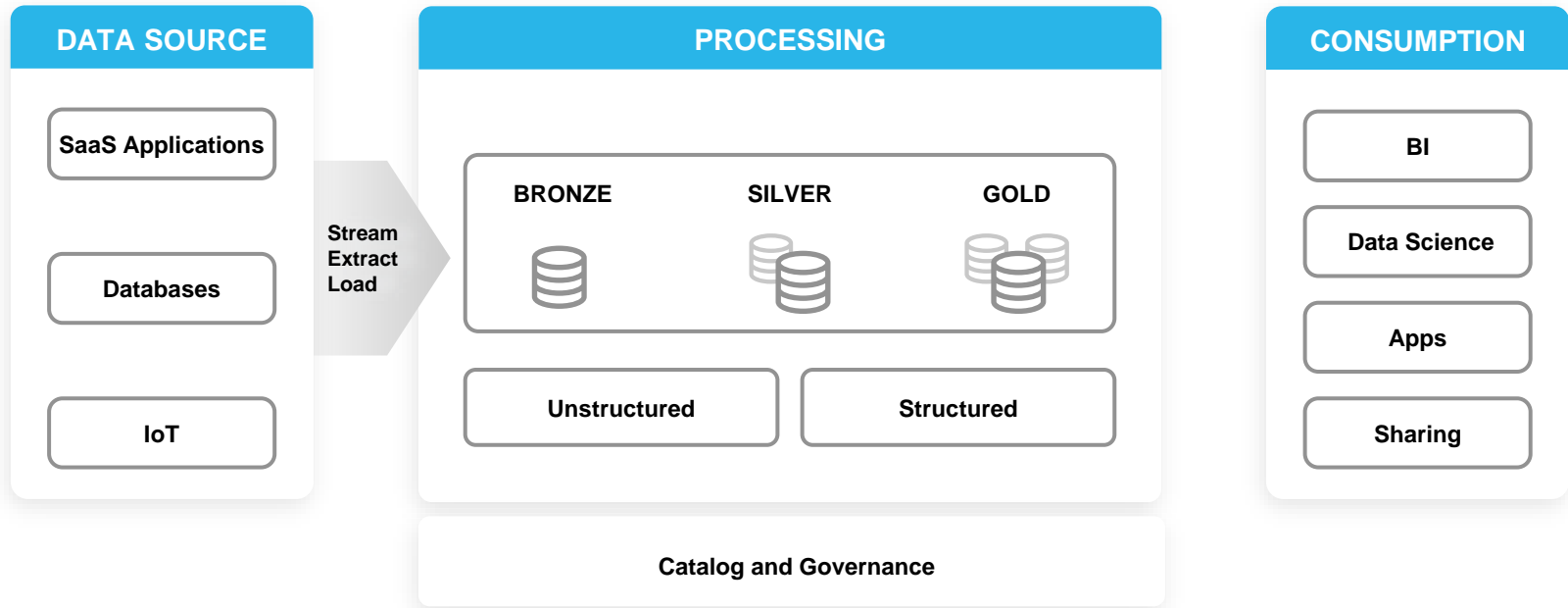


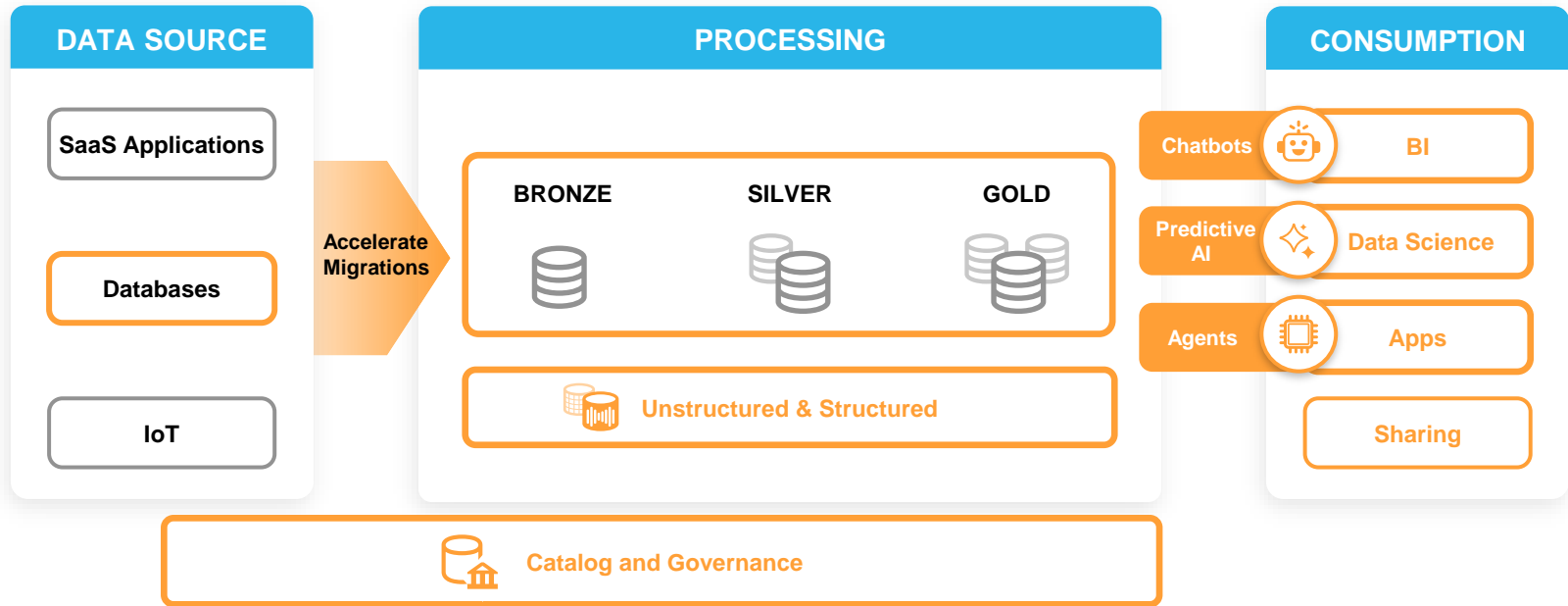


DATA

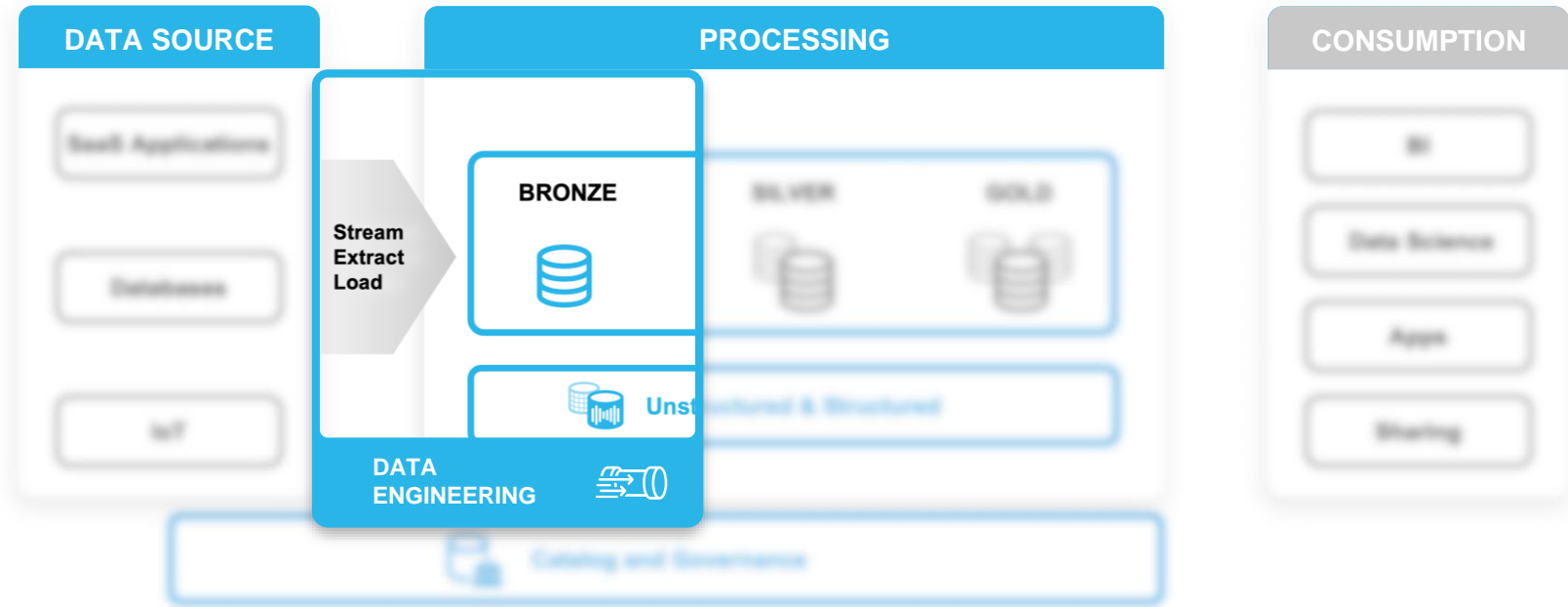
AI

TRANSFORMATION















**Data
Engineering**



Analytics



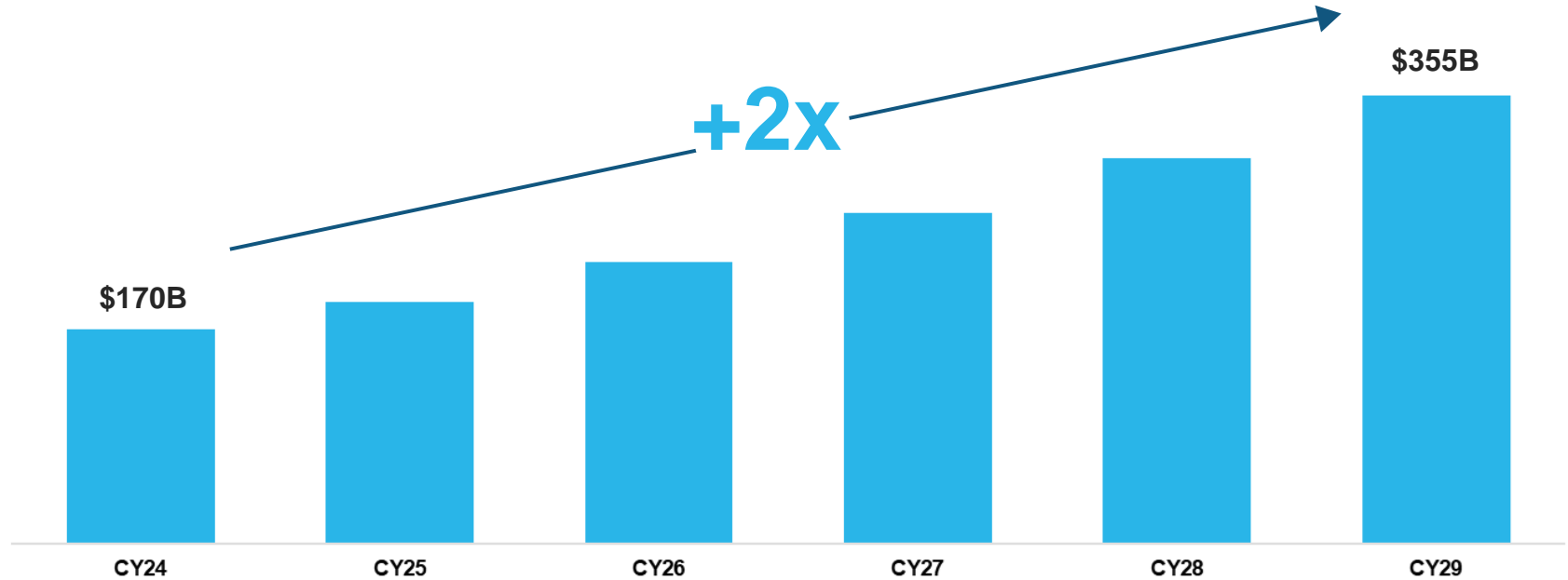
AI



**Applications &
Collaboration**



Snowflake Market Opportunity





Analytics



Innovation

1.9x

**Faster than
Managed Spark**

2x

**Increase in
product velocity**

1.8x

**Faster than
Cloud Native**

5.2K

**Accounts using AI/ML
on a weekly basis**

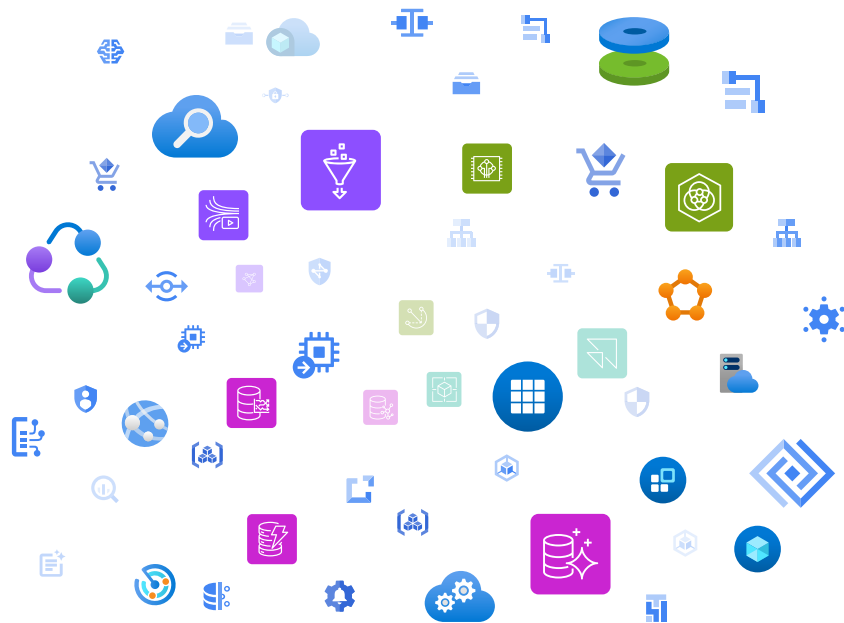
Note: Performance results based on core analytics workloads on 2XL Gen2 warehouse and comparable warehouse on Managed Spark and Cloud Native as of May 2, 2025.



Snowflake

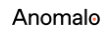
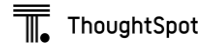


Competitors





atlan





**Sridhar
Ramaswamy**

Chief Executive Officer



**Benoit
Dageville**

Co-Founder &
President of Products



**Mike
Scarpelli**

Chief Financial Officer



**Mike
Gannon**

Chief Revenue Officer



**Denise
Persson**

Chief Marketing Officer



**Christian
Kleinerman**

EVP, Product



**Vivek
Raghunathan**

SVP of Engineering



**Mike
Blandina**

Chief Information Officer





**Customer
First**



Accountability



Alignment



**Ongoing
Excellence**



Efficient Investment



R&D



Sales



SBC



M&A



CHRISTIAN KLEINERMAN



Leading Platform

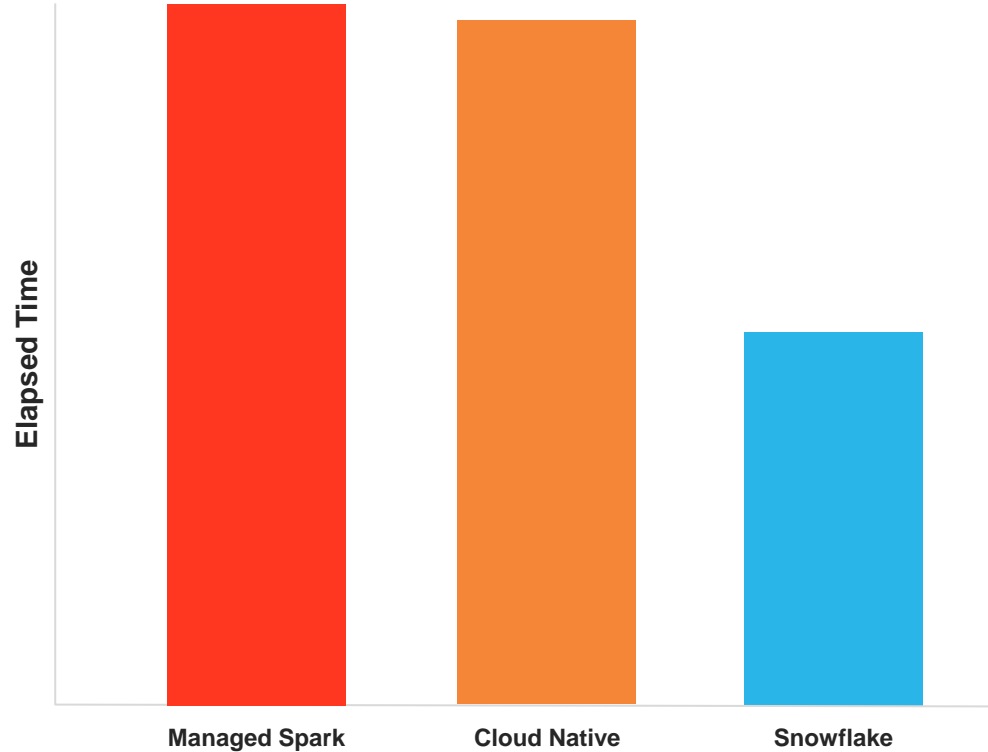
	SNOWFLAKE	MANAGED SPARK
Self-Optimizing	✓	✗
Fully Managed Service	✓	✗
One Platform Across Stack	✓	✗
TCO	1.0x	1.3x

Faster than...

Managed Spark **1.9x**

Cloud Native **1.8x**

Core Analytics Workloads



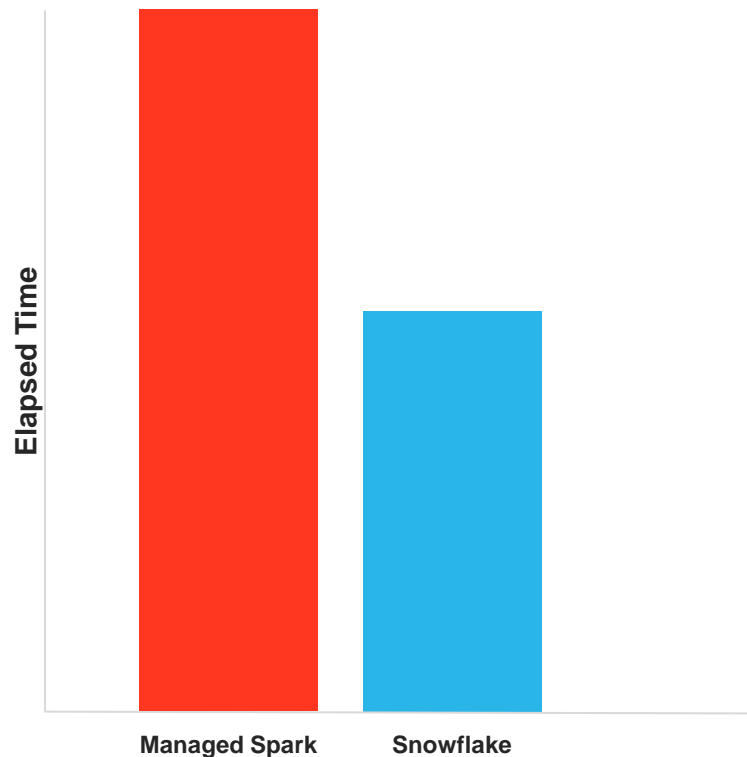
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Iceberg Performance

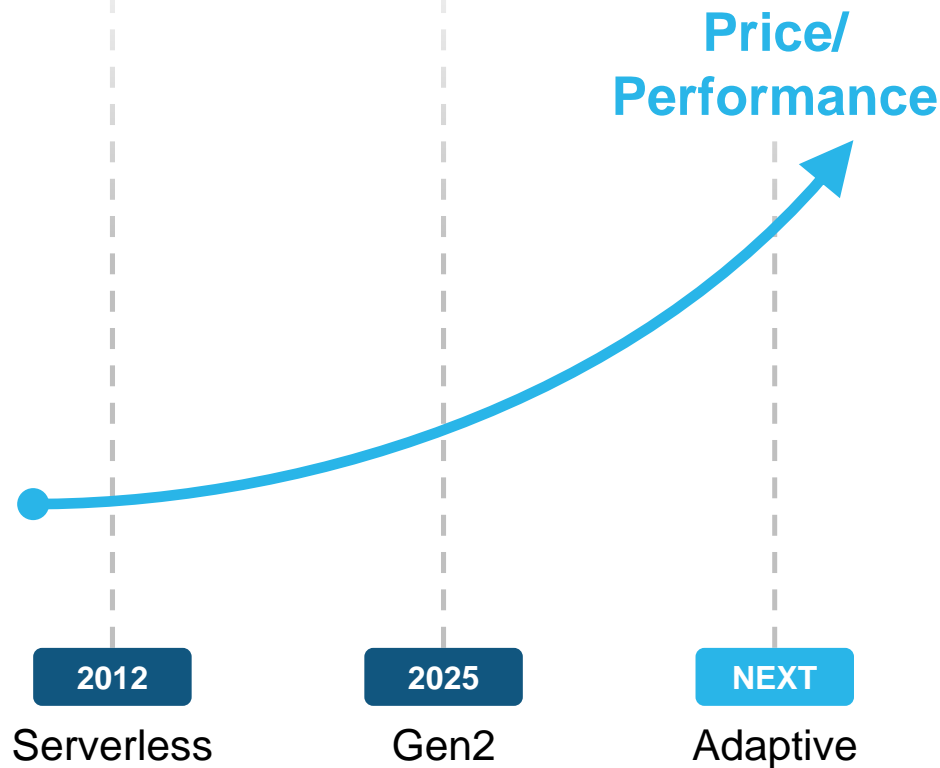
Faster than...

Managed
Spark **1.8x**

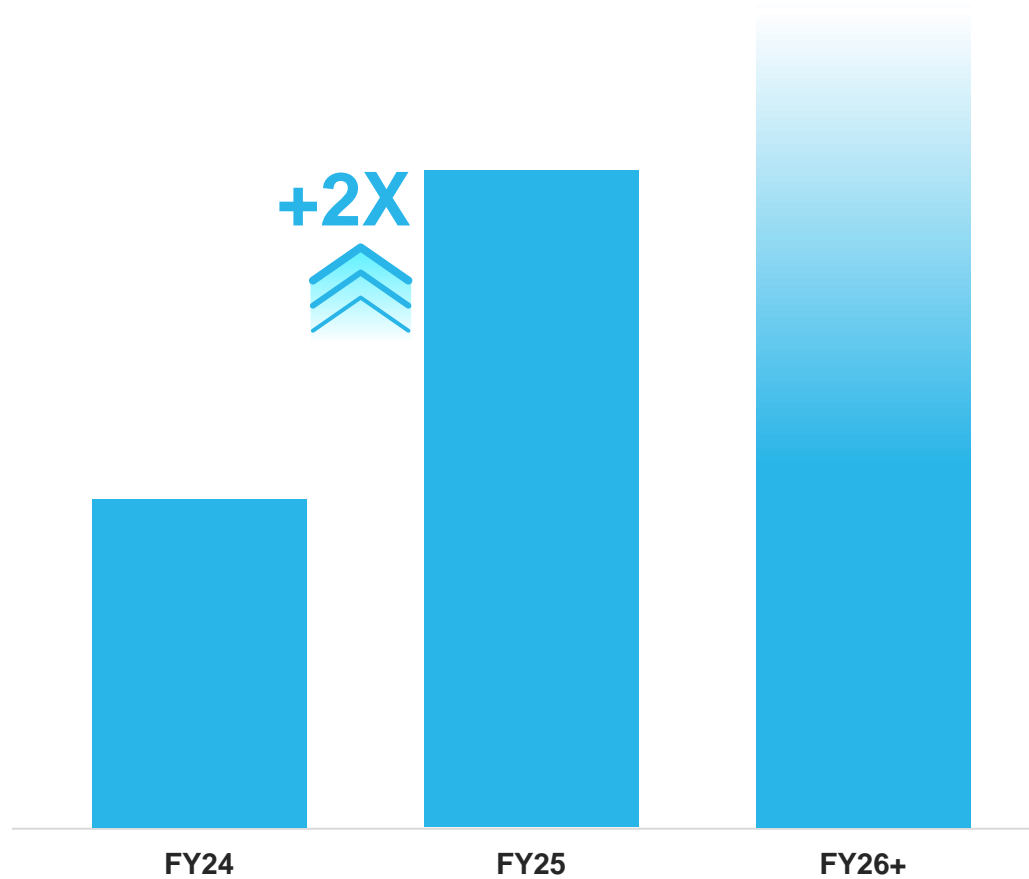
Core Analytics Workloads on Iceberg Tables



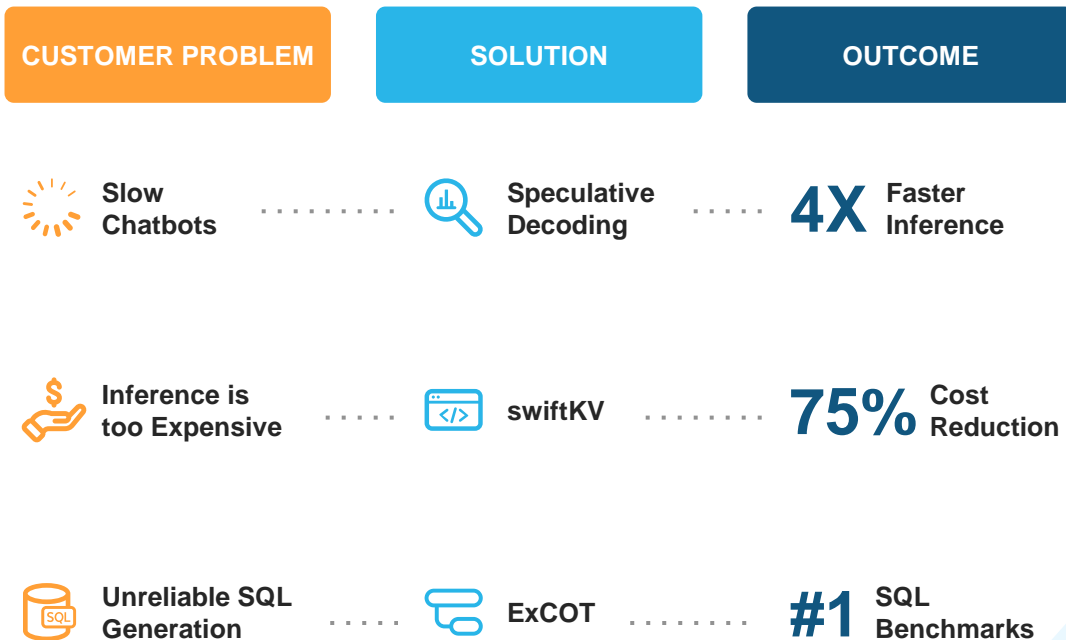
Committed to Leading Price Performance



Product Velocity



Enterprise AI Thought Leader



Note: Metrics from the following: [Source 1](#), [Source 2](#), and [Source 3](#)



Shaping the Industry



Iceberg Contributors



Iceberg Proposals

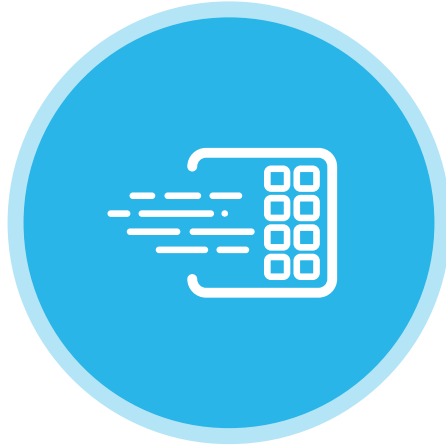


Hosted Iceberg Summit





Analytical



Hybrid



Transactional



Data Engineering



OpenFlow

Analytics



AI SQL

AI



Snowflake
Intelligence

Applications & Collaboration



































AI Ready
Data

Platform

Adaptive



INVESTOR DAY 2024

































	 Snowpark	 Cortex AI	 Unstructured Data	 Iceberg Tables	 Native Apps	 Snowpark Containers	 Streamlit in Snowflake	 Unistore
Step 1: General Availability								
Step 2: Adoption¹								
Step 3: Anticipated FY25 Growth Contribution								

Note: Scorecard measured as of Q1 FY25. Fiscal year ends January 31.

1. Adoption is based on whether a customer consumes any credits in a 7-day period that are attributable to the respective workload feature via our internal classifications. We take the average of the last four 7-day periods of the quarter ended April 30, 2024. Green indicates percent of total customers using is >10% for this period.



INVESTOR DAY 2024

	 Snowpark	 Cortex AI	 Unstructured Data	 Iceberg Tables	 Native Apps	 Snowpark Containers	 Streamlit in Snowflake	 Unistore
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FY25 Growth Contribution



Snowpark



Cortex



Dynamic Tables



Iceberg Tables







Data Engineering



Snowpark



OpenFlow



Dynamic
Tables



Streaming



Iceberg
Tables



Snowpipe



Analytics



Data
Warehouse



Lakehouse



Advanced
Analytics



AI SQL



AI



Snowflake
Cortex



Snowpark
Containers



Snowflake
Intelligence



Applications & Collaboration



Data
Sharing



Native
Apps



Unistore



Data Clean
Rooms



AI Ready
Data



Postgres

Platform





**Data
Engineering**



Analytics



AI



**Applications &
Collaboration**

Platform





AI DATA CLOUD

Unified Platform and Connected Ecosystem



Data
Engineering



Analytics



AI



Applications &
Collaboration

Fully Managed | Cross-Cloud | Interoperable | Secure | Governed



MIKE GANNON



Retail & Consumer Goods



Media & Entertainment



Financial Services



Telecommunications



Travel & Hospitality



Public Sector



Centers for Medicare & Medicaid Services



Manufacturing & Industrials



Healthcare & Life Sciences





EASY



CONNECTED



TRUSTED



Core Sales



Our Partners



Data Specialization





**Customer
First**



Accountability



GTM Organization



Customer Journey

Create Awareness

Build Trust

Deliver Results

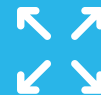
Grow Trust



GTM Approach



Acquisition



Expansion

Industry Specialists

Product Specialists



Q&A



**Sridhar
Ramaswamy**

Chief Executive Officer



**Mike
Scarpelli**

Chief Financial Officer
Virtual



**Christian
Kleinerman**

EVP, Product



**Mike
Gannon**

Chief Revenue Officer



APPENDIX



Definitions

Product Revenue: Product revenue is primarily derived from the consumption of compute, storage, and data transfer resources by customers on our platform. Customers have the flexibility to consume more than their contracted capacity during the contract term and may have the ability to roll over unused capacity to future periods, generally upon the purchase of additional capacity at renewal. Our consumption-based business model distinguishes us from subscription-based software companies that generally recognize revenue ratably over the contract term and may not permit rollover. Because customers have flexibility in the timing of their consumption, which can exceed their contracted capacity or extend beyond the original contract term in many cases, the amount of product revenue recognized in a given period is an important indicator of customer satisfaction and the value derived from our platform. While customer use of our platform in any period is not necessarily indicative of future use, we estimate future revenue using predictive models based on customers' historical usage to plan and determine financial forecasts. Product revenue excludes our professional services and other revenue.

Marketplace Listings: 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.

Stable Edges: An "edge" is a data or native application share between a Snowflake customer, as a 'provider,' and another Snowflake customer, as a 'consumer.' A "stable edge" is an edge that has produced at least 20 jobs in which compute resources are consumed and such consumption results in recognized product revenue over two successive three-week periods (20 jobs in each period). Effective February 1, 2024, we adjusted the definition of "stable edge" to include native application shares in addition to data shares, and for the purposes of this presentation, have adjusted comparative period amounts accordingly.



THANK YOU

