



CAPTRUST

March 14, 2023

| Company | Ticker | Sector | Industry |
|-------------------------|---------|------------------------|-------------|
| Snowflake, Inc. Class A | SNOW-US | Information Technology | It Services |

Business Description

Snowflake, Inc. provides cloud data warehousing software. This includes the Data Cloud, an ecosystem where Snowflake customers, partners, data providers, and data consumers can break down data silos and derive value from rapidly growing data sets in secure, governed, and compliant ways. Its platform supports a range of use cases, including data warehousing, data lakes, data engineering, data science, data application development, and data sharing. The cloud-native architecture consists of three independently scalable layers across storage, compute, and cloud services. The storage layer ingests massive amounts and varieties of structured and semi-structured data to create a unified data record. The compute layer provides dedicated resources to enable users to simultaneously access common data sets for many use cases without latency. The cloud services layer optimizes each use case's performance requirements with no administration. Snowflake was founded by Marcin Zukowski, Thierry Cruanes and Benoit Dageville on July 23, 2012 and is headquartered in Bozeman, MT.

Price Chart



Key Info & Metrics

| | |
|---------------------------------|---------------------|
| Empirical Research Rank: | 2 |
| Date Purchased: | 03/07/2023 |
| Price: | \$137.73 |
| 52-Week Range: | \$113.30 - \$241.23 |
| Dividend Yield: | 0.00% |
| Market Cap (\$M): | \$44,294 |
| Forward Price-to-Earnings: | 210 |

Total Return

| | |
|---------------|--------|
| Year-to-Date: | -4.0% |
| 1 Year: | -23.7% |
| 3 Year: | @NA |
| 5 Year: | @NA |

Investment Case - Updated: March 7, 2023

Snowflake offers a software platform for cloud-based data management. Legacy solutions like on-premise databases and Big Data appliances have inherent capacity, scalability, and data integrity challenges. On the other hand, Snowflake's platform is extremely scalable and provides a single source of truth for a client's data. At the end of 2022, Snowflake's platform handled well over two billion queries per day for nearly 8,000 of the world's largest companies. Technical advancements in the storage and manipulation of data are crucial for companies looking to unlock the value of their data in the cloud era. Real world applications include advanced business analytics, deeper customer insights, and even crafting new data-related revenue streams. The most exciting application is the use of Snowflake's platform to build and train better artificial intelligence (AI) and machine learning (ML) algorithms. Snowflake's management believes they address a market approaching \$250 billion annually. The company aspires to reach \$10 billion in product revenue by 2029, equating to a compound annual growth rate of more than 30%.

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