

PRODUCT REVENUE ¹



\$254.6M

+ 103% YoY Growth

NET REVENUE
RETENTION RATE ²



169%

TOTAL CUSTOMERS ²



4,990

+ 60% YoY Growth

\$1M CUSTOMERS ²



116

+ 107% YoY Growth
Customers with Trailing 12-Month
Product Revenue Greater than \$1M

FORTUNE 500
CUSTOMERS ³



212

+ 34% YoY Growth

DATA MARKETPLACE
LISTINGS ⁴



656

Total Listings
32% QoQ Growth

CUSTOMER SATISFACTION

FORRESTER
CONSULTING
TOTAL ECONOMIC
IMPACT™ STUDY ⁵



612%

Customer ROI Delivered
Over 3 Years

NET PROMOTER
SCORE (NPS) ⁶



71

Most Customers Would
Recommend Snowflake
to a Friend or Colleague

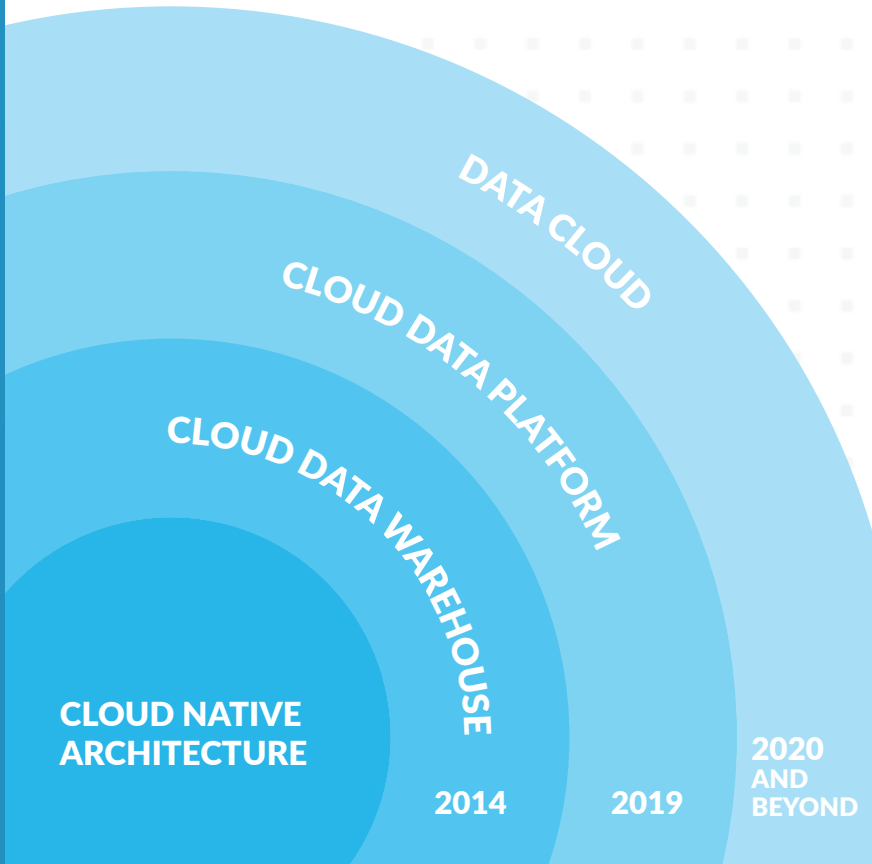
DRESNER
CUSTOMER
SATISFACTION
SCORE ⁷



100%

Of Customers
Recommend Snowflake for
Third Consecutive Year

RISE OF THE
DATA CLOUD



1. For the three months ended July 31, 2021. 2. As of July 31, 2021. Please see our Q2 FY22 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, 2021. Based on the 2021 Fortune 500 list. Our Fortune 500 customer count is subject to adjustments for annual updates to the Fortune 500 list by Fortune, as well as acquisitions, consolidations, spin-offs, and other market activity with respect to such customers. 4. As of July 31, 2021. Each live dataset, package of datasets, or data service published by a data provider as a single product offering on the Snowflake Data Marketplace is counted as a unique listing. A listing may be available in one or more regions where the Snowflake Data Marketplace is available 5. Forrester Consulting Total Economic Impact™ Study Commissioned By Snowflake, August 2020. 6. As of May 2020. 7. Dresner Advisory Services: 2021 Analytical Data Infrastructure Market Study, January 2021.