

PRODUCT REVENUE



\$553.8M ¹

+ 120% YoY Growth



\$178.3M ²

+ 116% YoY Growth

NET REVENUE RETENTION RATE ³



168%

TOTAL CUSTOMERS ³



4,139

+ 73% YoY Growth

\$1M CUSTOMERS ³



77

+ 88% YoY Growth
Customers with trailing 12-month
product revenue greater than \$1M

FORTUNE 500 CUSTOMERS ⁴



186

+ 46% YoY Growth

DATA MARKETPLACE LISTINGS ⁵



380

Listings
10x YoY Growth

CUSTOMER SATISFACTION

FORRESTER CONSULTING TOTAL ECONOMIC IMPACT™ STUDY ⁶



612%

Customer ROI Delivered
Over 3 years

NET PROMOTER SCORE (NPS) ⁷



71

Most Customers Would
Recommend Snowflake to a
Friend or Colleague

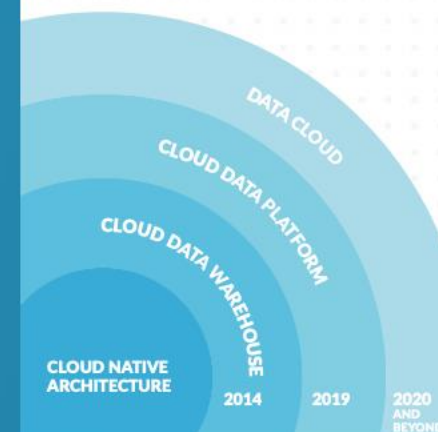
DRESNER CUSTOMER SATISFACTION SCORE ⁸



100%

Of Customers Recommend
Snowflake for Fourth
Consecutive Year

RISE OF THE DATA CLOUD



1. For the twelve months ended January 31, 2021. 2. For the three months ended January 31, 2021. 3. As of January 31, 2021. Please see our Q4 and FY21 earnings press release for definitions of net revenue retention rate, total customers, and customers with trailing 12-month product revenue greater than \$1 million. 4. As of January 31, 2021. Based on the 2020 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. 5. As of January 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. 6. Forrester Consulting Total Economic Impact™ Study Commissioned By Snowflake, August 2020. 7. As of May 2020. 8. Dresner Advisory Services: 2021 Analytical Data Infrastructure Market Study, January 2021.