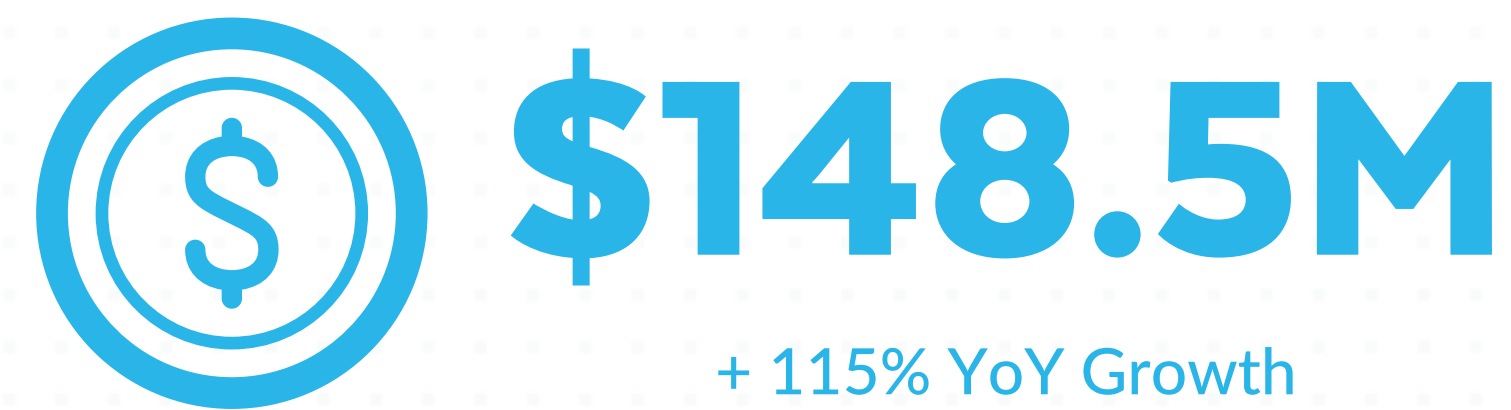


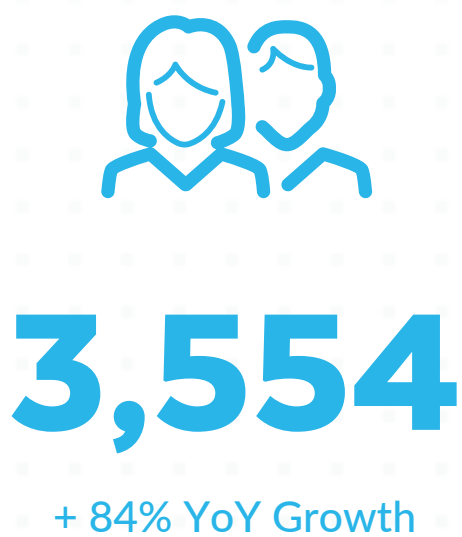
PRODUCT REVENUE <sup>1</sup>



NET REVENUE  
RETENTION RATE <sup>2</sup>



TOTAL CUSTOMERS <sup>2</sup>



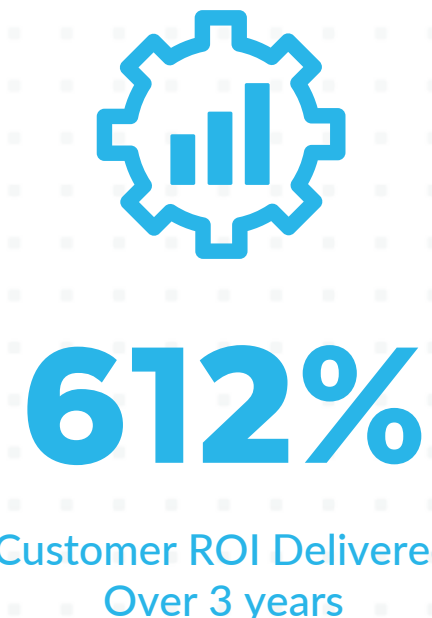
\$1M CUSTOMERS <sup>2</sup>



FORTUNE 500  
CUSTOMERS <sup>3</sup>



FORRESTER CONSULTING  
TOTAL ECONOMIC  
IMPACT™ STUDY <sup>4</sup>



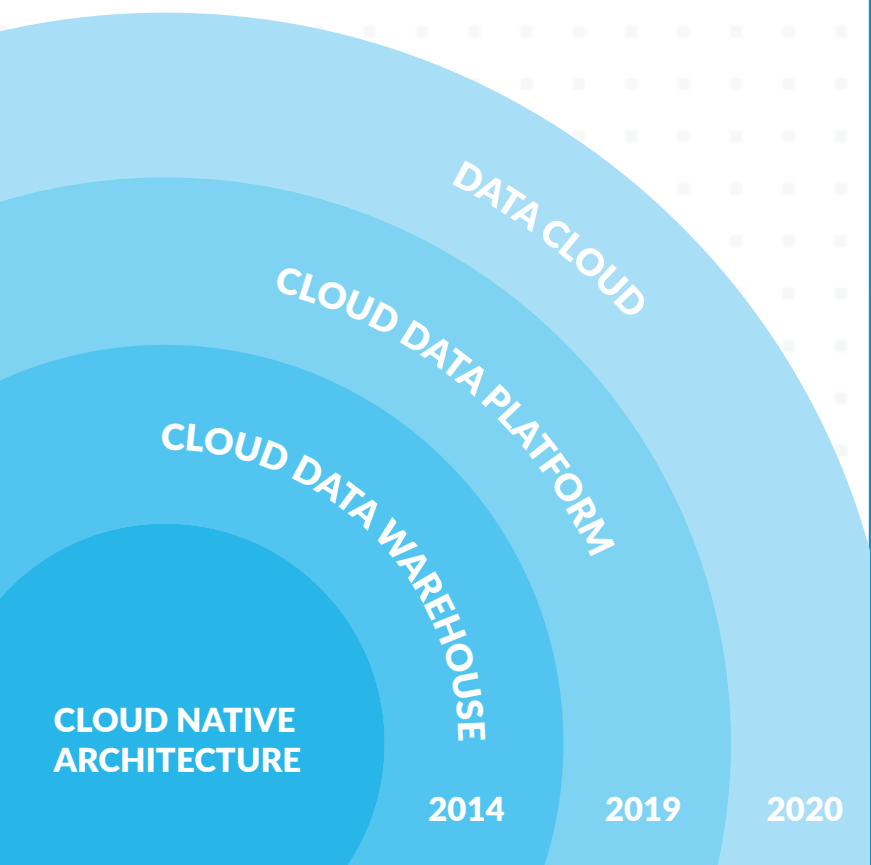
NET PROMOTER  
SCORE (NPS) <sup>5</sup>



DRESNER CUSTOMER  
SATISFACTION SCORE <sup>6</sup>



RISE OF THE  
DATA CLOUD



1. For the three months ended October 31, 2020. 2. As of October 31, 2020. Please see our Q3 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. 3. As of October 31, 2020. Based on the 2020 Fortune 500 list. Our Fortune 500 customer count is subject to adjustments for annual updates to the Fortune 500 lists by Fortune, as well as acquisitions, consolidations, spin-offs, and other market activity with respect to such customers. 4. Forrester Consulting Total Economic Impact™ Study Commissioned By Snowflake, August 2020. 5. As of May 2020. 6. Dresner Advisory Services: 2020 Analytical Data Infrastructure Market Study, January 2020.