

## Q2 Fiscal Year 2025 Financial Results

Report Date: August 2024

Total Revenue

**\$87M**

+156% YoY

Product Revenue

**\$79M**

+156% YoY

Gross Margin

**62%**

Non-GAAP: 63%

FCF Margin

**52%**

\$45M FCF

### Executive Summary

156% YoY growth as open lakehouse architecture gains enterprise traction. Winning on data ownership and avoiding vendor lock-in.

### Business Highlights

- Added 335 net new customers
- Net Revenue Retention of 138%
- 28% win rate vs Snowflake on openness
- Managed service now 42% of revenue

### Revenue Growth



### Operating Metrics

Net Revenue Retention	<b>138%</b>
RPO Growth	<b>+142% YoY</b>
Operating Margin	<b>-14%</b>
Cash & Equivalents	<b>\$285M</b>