

Q2 Fiscal Year 2025 Financial Results

Report Date: August 2024

Total Revenue

\$94M

+287% YoY

Product Revenue

\$88M

+287% YoY

Gross Margin

71%

Non-GAAP: 72%

FCF Margin

66%

\$62M FCF

Executive Summary

287% YoY growth with aggressive price-performance positioning. Winning 37% of competitive deals against Snowflake.

Business Highlights

- Revenue grew 287% YoY to \$94M
- 37% win rate vs Snowflake
- 2.1x better price-performance
- Series D: \$400M at \$3.0B valuation

Revenue Growth



Operating Metrics

Net Revenue Retention	142%
Win Rate vs SNOW	37%
Operating Margin	-19%
Cash & Equivalents	\$442M