

## Q2 Fiscal Year 2025 Financial Results

Report Date: August 2024

Total Revenue

**\$285M**

+24% YoY

Product Revenue

**\$268M**

+24% YoY

Gross Margin

**82%**

Non-GAAP: 83%

FCF Margin

**52%**

\$148M FCF

### Executive Summary

24% YoY growth with platform-agnostic positioning. 78% of customers use DataFlex with 2+ data platforms.

### Business Highlights

- ▶ Total customers: 3,842
- ▶ 78% use DataFlex with 2+ platforms
- ▶ Operating margin: 15% (profitable)
- ▶ Strong partnerships with SNOW, ICBG, QRYQ

#### Revenue Growth



3,842 customers

#### Operating Metrics

Net Revenue Retention	<b>118%</b>
Multi-Platform %	<b>78%</b>
Operating Margin	<b>15%</b>
Cash & Equivalents	<b>\$280M</b>