

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	118%
Multi-Platform %	78%
Operating Margin	15%
Cash & Equivalents	\$280M