

Snowflake Inc. (SNOW)

Report Period: Q2 FY2025

Report Date: August 23, 2024

Consolidated Statement of Operations

(In millions, except percentages)

Line Item	Q2 FY2025	Q2 FY2024
Product Revenue	\$868	\$674
Professional Services Revenue	\$32	\$27
Total Revenue	\$900	\$701
Cost of Revenue	\$225	\$191
Gross Profit	\$675	\$510
Operating Expenses		
Research and Development	\$252	\$218
Sales and Marketing	\$311	\$285
General and Administrative	\$87	\$78
Operating Income (Loss)	\$25	\$-71
Net Income (Loss)	\$48	\$-47

Customer Growth & Retention Metrics

Metric	Q2 FY2025
Total Customers	10,000+

Metric	Q2 FY2025
Customers with \$1M+ Revenue	542
Customers with \$5M+ Revenue	113
Customers with \$10M+ Revenue	28
Net Revenue Retention	127%
Gross Revenue Retention	95%

Key Performance Indicators

Metric	Value
Year-over-Year Growth	29%
Gross Margin	75%
Operating Margin (Non-GAAP)	11%
Free Cash Flow	\$544M

This is a simplified financial report designed for AI extraction demonstrations.

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