

STREAMPIPE SYSTEMS

Q2 Fiscal Year 2025 Financial Results

1: COVER & EXECUTIVE SUMMARY

****STREAMPIPE SYSTEMS****

Ticker: STRM (NASDAQ)

Report Date: August 26, 2024

Fiscal Period: Q2 FY2025 (Ended July 31, 2024)

Report Type: Quarterly Financial Results

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EXECUTIVE SUMMARY

StreamPipe delivered strong Q2 results with 142% year-over-year revenue growth, demonstrating continued enterprise adoption of real-time data integration. The Company's focus on streaming data pipelines, change data capture (CDC), and event-driven architectures positions us at the center of the modern data stack.

Key Financial Highlights:

- Total Revenue: \$118 million (up 142% YoY)
- Subscription Revenue: \$108 million (91% of total)
- Gross Margin: 68%
- Operating Loss: (\$8M) - approaching profitability
- Total Customers: 1,842 (up from 952, +93% YoY)
- Net Revenue Retention: 135%

Business Highlights:

- 890 net new customers in Q2 (record quarter)
- Real-time streaming now 58% of revenue (up from 42% in Q2 FY2024)
- Strong partnerships with SNOW, ICBG, QRYQ, DFLX, VLTA
- Average data volume processed: 12.8 PB/month (up 156% YoY)
- Event-driven architecture resonating with AI/ML workloads

Market Position:

Leading real-time data integration platform, capturing shift from batch ETL to streaming pipelines.

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2: CONSOLIDATED STATEMENT OF OPERATIONS

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CONSOLIDATED STATEMENTS OF OPERATIONS (Unaudited)

(In millions, except per share data)

	Q2 FY2025	Q2 FY2024	Q1 FY2025	6 Months FY2025	6 Months FY2024
REVENUE:					
Subscription revenue	\$108.0	\$44.2	\$98.5	\$206.5	\$82.8
Professional services revenue	\$10.0	\$4.5	\$9.2	\$19.2	\$8.5
Total revenue	\$118.0	\$48.7	\$107.7	\$225.7	\$91.3
COST OF REVENUE:					
Cost of subscription revenue	\$32.5	\$14.8	\$29.8	\$62.3	\$28.2
Cost of professional services	\$5.1	\$1.5	\$4.6	\$9.7	\$2.8
Total cost of revenue	\$37.6	\$16.3	\$34.4	\$72.0	\$31.0
Gross profit	\$80.4	\$32.4	\$73.3	\$153.7	\$60.3
Gross margin %	68.1%	66.5%	68.1%	68.1%	66.0%
OPERATING EXPENSES:					
Research and development	\$42.0	\$22.5	\$38.5	\$80.5	\$42.8
Sales and marketing	\$38.5	\$18.8	\$35.2	\$73.7	\$35.5
General and administrative	\$7.9	\$4.2	\$7.3	\$15.2	\$8.0
Total operating expenses	\$88.4	\$45.5	\$81.0	\$169.4	\$86.3
Operating loss	(\$8.0)	(\$13.1)	(\$7.7)	(\$15.7)	(\$26.0)
Operating margin %	(6.8%)	(26.9%)	(7.1%)	(7.0%)	(28.5%)
OTHER INCOME (EXPENSE):					
Interest income	\$2.8	\$0.8	\$2.5	\$5.3	\$1.5
Other income (expense), net	\$0.2	\$0.1	\$0.1	\$0.3	\$0.2
Total other income, net	\$3.0	\$0.9	\$2.6	\$5.6	\$1.7
Loss before income taxes	(\$5.0)	(\$12.2)	(\$5.1)	(\$10.1)	(\$24.3)
Benefit from income taxes	\$2.0	\$1.9	\$2.0	\$4.0	\$3.8
Net loss	(\$7.0)	(\$14.1)	(\$7.1)	(\$14.1)	(\$28.1)
Net loss per share:					
Basic and Diluted	(\$0.07)	(\$0.16)	(\$0.07)	(\$0.14)	(\$0.33)

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3: USAGE METRICS & DATA VOLUME ANALYSIS

DATA VOLUME PROCESSED

	Q2 FY2025	Q2 FY2024	QoQ Change	YoY Change
Total data volume (PB/month)	12,800	5,000	+1,200	+7,800
Streaming data (PB/month)	7,424	2,100	+724	+5,324
Batch data (PB/month)	5,376	2,900	+476	+2,476
% Real-time streaming	58%	42%	+2%	+16%
Avg data volume per customer (TB/month)	6.95	5.25	+0.32	+1.70
Events processed (billions/day)	485	198	+38	+287
Avg latency (milliseconds)	142	185	(8)	(43)
System uptime %	99.97%	99.94%	+0.01%	+0.03%

REVENUE BY WORKLOAD TYPE

	Q2 FY2025	% Total	Q2 FY2024	% Total	YoY Growth
Real-time streaming (CDC, events)	\$68.4	58.0%	\$20.5	42.1%	+233.7%
Batch ETL/ELT	\$39.6	33.6%	\$23.6	48.5%	+67.8%
Reverse ETL	\$7.1	6.0%	\$2.9	6.0%	+144.8%
Data quality/observability	\$2.9	2.4%	\$1.7	3.4%	+70.6%
Total revenue	\$118.0	100.0%	\$48.7	100.0%	+142.3%

KEY OPERATING METRICS

	Q2 FY2025	Q1 FY2025	Q4 FY2024	Q3 FY2024	Q2 FY2024
Total customers	1,842	1,485	1,285	1,142	952
Customers with \$100K+ ARR	425	365	325	285	228
Customers with \$500K+ ARR	87	72	65	52	38
Net revenue retention	135%	134%	133%	132%	130%
Gross revenue retention	92%	92%	91%	91%	90%
Average revenue per customer (\$000s)	\$64	\$66	\$67	\$68	\$51
Active connectors per customer	8.5	8.2	7.8	7.5	7.2

CONNECTOR ECOSYSTEM

	Connectors Available	Most Used	% Customers
Data Warehouses	12	SNOW, ICBG, QRYQ	95%
Databases (OLTP)	28	PostgreSQL, MySQL, Oracle	88%
SaaS Applications	142	Salesforce, Workday, SAP	72%

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4: CONSOLIDATED BALANCE SHEETS

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CONSOLIDATED BALANCE SHEETS

(In millions)

	July 31, 2024	April 30, 2024	July 31, 2023
ASSETS			
Current assets:			
Cash and cash equivalents	\$248.5	\$252.8	\$142.5
Accounts receivable, net	\$52.5	\$45.2	\$22.8
Prepaid expenses and other	\$18.5	\$16.2	\$10.5
Total current assets	\$319.5	\$314.2	\$175.8
Property and equipment, net	\$38.5	\$36.2	\$28.5
Operating lease right-of-use assets	\$22.5	\$23.2	\$18.5
Intangible assets, net	\$15.2	\$16.5	\$12.8
Other assets	\$8.5	\$7.8	\$5.2
Total assets	\$404.2	\$397.9	\$240.8
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities:			
Accounts payable	\$18.5	\$16.8	\$12.5
Accrued expenses	\$14.2	\$12.8	\$8.5
Operating lease liabilities, current	\$5.5	\$5.2	\$4.2
Deferred revenue, current	\$88.5	\$78.2	\$48.5
Total current liabilities	\$126.7	\$113.0	\$73.7
Operating lease liabilities, noncurrent	\$18.5	\$19.2	\$15.2
Deferred revenue, noncurrent	\$12.5	\$11.2	\$8.5
Other liabilities	\$3.8	\$3.5	\$2.5
Total liabilities	\$161.5	\$146.9	\$99.9
Stockholders' equity:			
Common stock, \$0.0001 par value	\$0.0	\$0.0	\$0.0
Additional paid-in capital	\$268.5	\$258.2	\$188.5
Accumulated deficit	(\$25.8)	(\$7.2)	(\$47.6)
Total stockholders' equity	\$242.7	\$251.0	\$140.9

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5: CASH FLOW STATEMENT

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CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited)

(In millions)

	Q2 FY2025	Q2 FY2024	6 Months FY2025	6 Months FY2024
CASH FLOWS FROM OPERATING ACTIVITIES:				
Net loss	(\$7.0)	(\$14.1)	(\$14.1)	(\$28.1)
Adjustments to reconcile net loss to cash from operations:				
Depreciation and amortization	\$3.5	\$2.2	\$6.8	\$4.2
Stock-based compensation	\$10.3	\$6.8	\$19.8	\$12.5
Other non-cash items	\$1.5	\$0.8	\$2.8	\$1.5
Changes in operating assets and liabilities:				
Accounts receivable	(\$7.3)	(\$4.5)	(\$29.7)	(\$10.2)
Prepaid expenses and other assets	(\$2.3)	(\$1.5)	(\$8.0)	(\$3.5)
Accounts payable	\$1.7	\$1.2	\$5.7	\$2.8
Accrued expenses	\$1.4	\$0.9	\$5.4	\$2.2
Deferred revenue	\$10.3	\$6.5	\$22.6	\$14.5
Net cash provided by (used in) operating activities	\$12.1	(\$1.7)	\$11.3	(\$4.1)
CASH FLOWS FROM INVESTING ACTIVITIES:				
Purchases of property and equipment	(\$3.2)	(\$2.5)	(\$6.2)	(\$4.8)
Capitalized software development	(\$1.8)	(\$1.2)	(\$3.5)	(\$2.2)
Other investing activities	(\$0.5)	(\$0.3)	(\$0.9)	(\$0.5)
Net cash used in investing activities	(\$5.5)	(\$4.0)	(\$10.6)	(\$7.5)
CASH FLOWS FROM FINANCING ACTIVITIES:				
Proceeds from issuance of common stock	\$0.0	\$0.0	\$0.0	\$125.0
Proceeds from exercise of stock options	\$2.5	\$1.8	\$4.8	\$3.5
Taxes paid related to net share settlement	(\$1.2)	(\$0.8)	(\$2.3)	(\$1.5)
Net cash provided by financing activities	\$1.3	\$1.0	\$2.5	\$127.0
Effect of exchange rate changes	(\$0.5)	(\$0.3)	(\$0.9)	(\$0.5)
Net increase (decrease) in cash	\$7.4	(\$5.0)	\$2.3	\$114.9
Cash and cash equivalents, beginning	\$241.1	\$147.5	\$246.2	\$27.6

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6: PARTNER ECOSYSTEM & USE CASES

PARTNER REVENUE ATTRIBUTION

	Joint Customers	Q2 Revenue	% Total	YoY Growth
DATA WAREHOUSE DESTINATIONS:				
Snowflake (SNOW)	742	\$42.5M	36.0%	+128.5%
ICBG Data Systems	485	\$28.4M	24.1%	+185.2%
Querybase (QRYQ)	328	\$18.9M	16.0%	+242.5%
Cloud hyperscalers	285	\$12.4M	10.5%	+85.2%
BI PLATFORMS:				
DataFlex (DFLX)	385	\$8.5M	7.2%	+142.8%
ML/AI PLATFORMS:				
Voltaic AI (VTLA)	228	\$4.7M	4.0%	+195.8%
NO PLATFORM PARTNER:	—	\$2.6M	2.2%	+18.2%
TOTAL	—	\$118.0M	100.0%	+142.3%

Note: Many customers use STRM with multiple destinations; revenue attributed to primary

TOP USE CASES BY REVENUE

	Q2 FY2025 Revenue	% Total	Avg Deal Size	Growth Rate
Real-time analytics	\$35.4M	30.0%	\$98K	+225%
Operational reporting	\$28.3M	24.0%	\$72K	+185%
AI/ML feature pipelines	\$18.9M	16.0%	\$158K	+285%
Data lake/lakehouse ingestion	\$16.5M	14.0%	\$82K	+142%
Customer 360 / MDM	\$11.8M	10.0%	\$128K	+98%
Fraud detection	\$4.7M	4.0%	\$185K	+152%
Other	\$2.4M	2.0%	\$58K	+85%
TOTAL	\$118.0M	100.0%	\$64K	+142%

COMPETITIVE WIN RATES

	STRM Win Rate	Deals Won	Deals Lost	Notes
vs. Fivetran	38%	185	302	Lose on simplicity, win on real-time
vs. Airbyte	72%	228	88	Win on enterprise features
vs. Matillion	52%	142	131	Win on streaming, lose on batch
vs. AWS Glue/DMS	42%	98	135	Win on multi-cloud, lose on AWS only
vs. DIY (Kafka, Debezium)	68%	237	111	Win on managed service
Total competitive	52%	890	767	—

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7: GUIDANCE & STRATEGIC PRIORITIES

FINANCIAL GUIDANCE

Q3 FY2025 Guidance (Quarter Ending October 31, 2024)

	Low End	High End	YoY Growth (Midpoint)
Total revenue	\$130.0M	\$138.0M	125%
Subscription revenue	\$118.0M	\$126.0M	128%
Gross margin	68%	70%	—
Operating loss	(\$6.0M)	(\$4.0M)	Improving
Adjusted EBITDA	(\$2.0M)	\$0.0M	Approaching breakeven

Full Year FY2025 Guidance

	Low End	High End	YoY Growth (Midpoint)
Total revenue	\$490.0M	\$510.0M	135%
Subscription revenue	\$446.0M	\$464.0M	138%
Gross margin	68%	70%	—
Operating loss	(\$28.0M)	(\$24.0M)	—
Adjusted EBITDA	(\$12.0M)	(\$8.0M)	—
Path to profitability: Adj. EBITDA positive Q4 FY2025; GAAP operating income FY2026			

THREE-YEAR FINANCIAL MODEL

	FY2025E	FY2026E	FY2027E
Total revenue	\$500M	\$850M	\$1,350M
Revenue growth	135%	70%	59%
Subscription revenue %	91%	92%	93%
Gross margin	69%	72%	74%
Operating margin	(5%)	4%	12%
Adjusted EBITDA margin	(2%)	8%	16%
Rule of 40 score	130	78	75

STRATEGIC PRIORITIES

1. **Accelerate Real-Time Adoption**

- Target: 70% of revenue from streaming by Q4 FY2025
- Expand CDC connectors (currently 28 databases)
- Sub-100ms latency for mission-critical pipelines

2. **Scale AI/ML Use Cases**

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8: DISCLAIMERS & COMPANY INFORMATION

FORWARD-LOOKING STATEMENTS

This report contains forward-looking statements regarding growth, profitability, partnerships, and technology roadmap. These involve risks that could cause actual results to differ materially.

Key Risk Factors:

- Intense competition from Fivetran, Airbyte, and cloud-native tools
- Data platform vendors may vertically integrate data ingestion
- Dependency on partner ecosystem for customer acquisition
- Technical challenges in maintaining 219+ connectors
- Real-time streaming complexity and operational risk
- Customer concentration in fast-growing tech companies
- Pricing pressure from open-source alternatives
- Infrastructure costs scaling with data volume

NON-GAAP FINANCIAL MEASURES

This report includes non-GAAP measures including Adjusted EBITDA, which excludes stock-based compensation, depreciation, amortization, and certain charges. Management believes these provide useful operating performance information. Reconciliations provided in this report.

ABOUT STREAMPIPE SYSTEMS

StreamPipe Systems is the leading real-time data integration platform, enabling enterprises to build streaming data pipelines with change data capture (CDC), event streaming, and real-time analytics. The Company supports 219 connectors and processes 485 billion events daily across 1,842 customers.

Headquarters: San Francisco, California

Founded: 2019

Employees: 585 (as of July 31, 2024)

Stock Exchange: NASDAQ (STRM)

Fiscal Year End: January 31

Core Capabilities: Real-time CDC, event streaming, batch ETL, reverse ETL

INVESTOR CONTACT INFORMATION

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Next Earnings Date:

November 26, 2024 (Q3 FY2025 Results)

****END OF REPORT****

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