

Q2 Fiscal Year 2025 Financial Results

Report Date: August 2024

Total Revenue

\$87M

+156% YoY

Product Revenue

\$79M

+156% YoY

Gross Margin

62%

Non-GAAP: 63%

FCF Margin

52%

\$45M FCF

Executive Summary

156% YoY growth as open lakehouse architecture gains enterprise traction. Winning on data ownership and avoiding vendor lock-in.

Business Highlights

- Added 335 net new customers
- Net Revenue Retention of 138%
- 28% win rate vs Snowflake on openness
- Managed service now 42% of revenue

Revenue Growth



Operating Metrics

Net Revenue Retention	138%
RPO Growth	+142% YoY
Operating Margin	-14%
Cash & Equivalents	\$285M