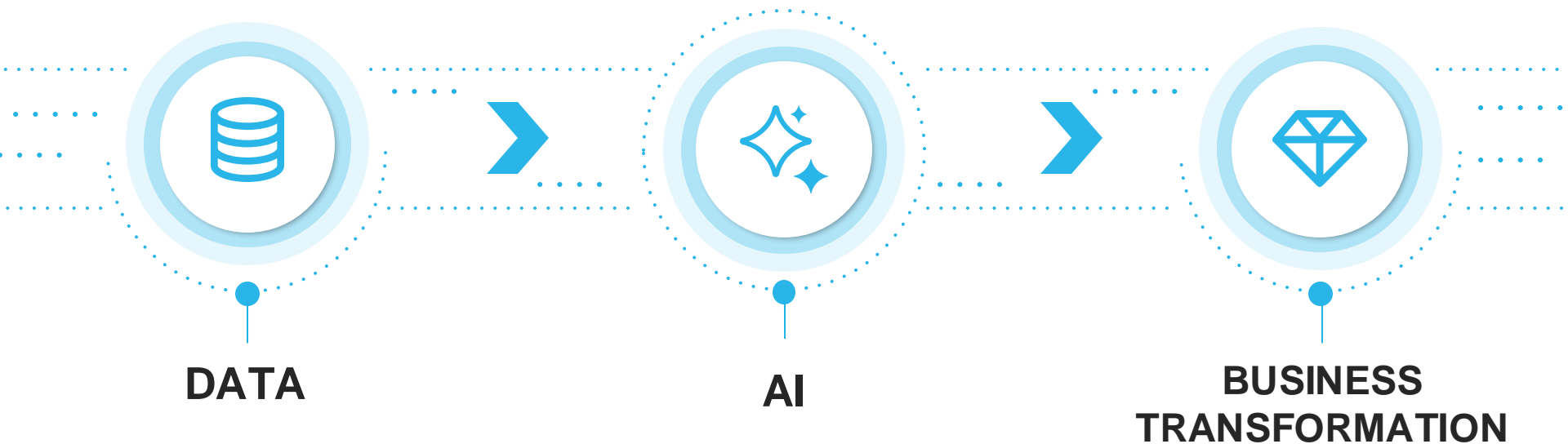




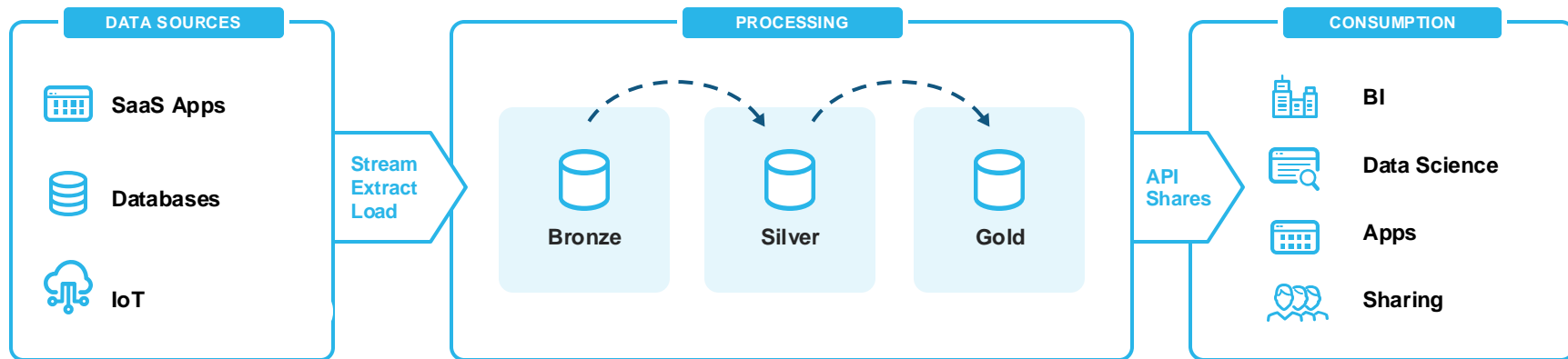
SNOWFLAKE OVERVIEW

Olli Ek | Manager, Solution Engineering

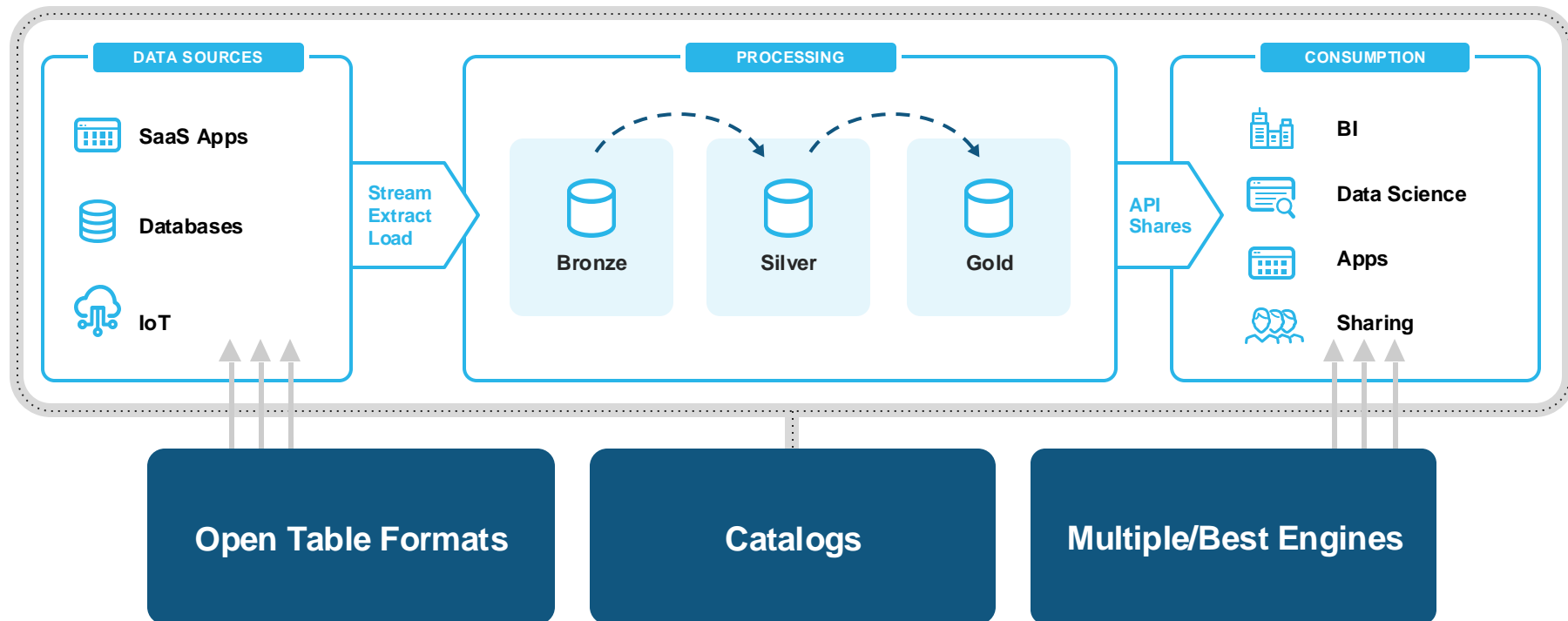
The Journey to “AI-Driven”



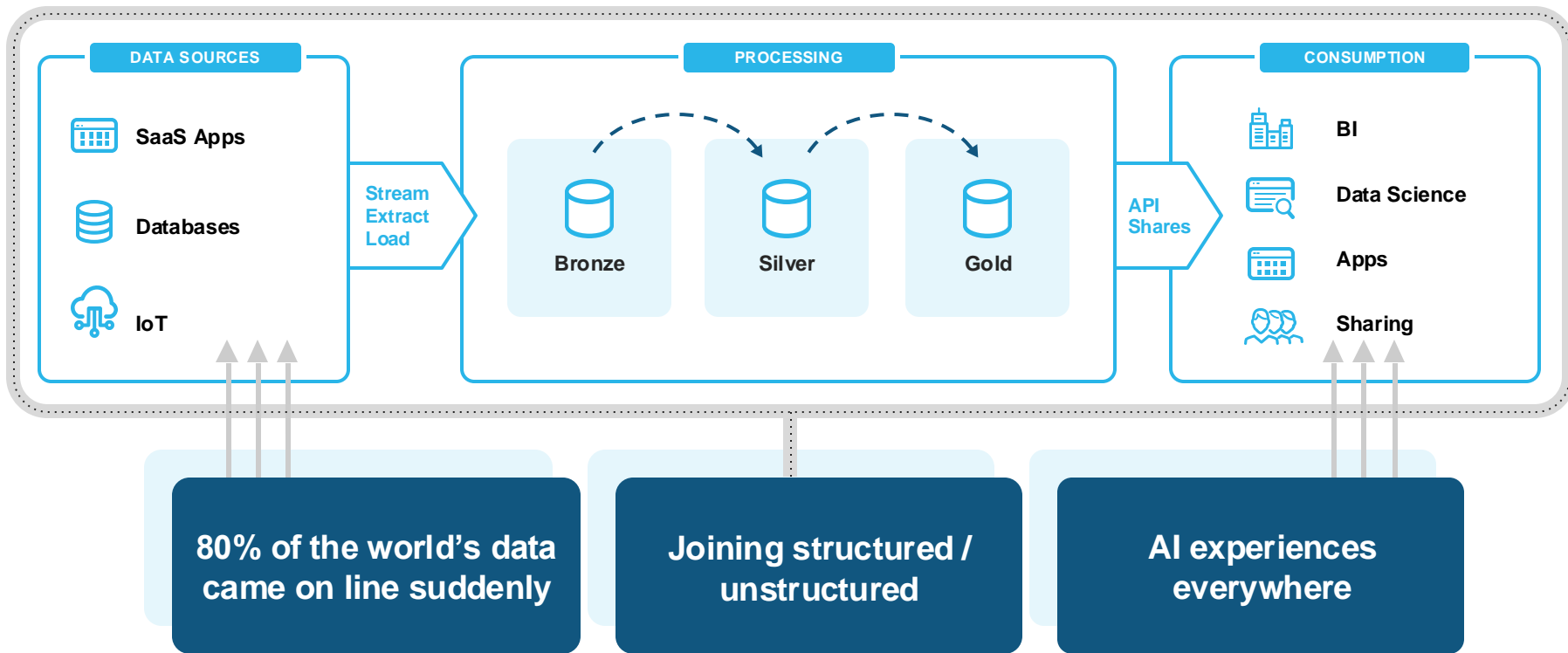
Enterprise Data Architectures Are Evolving



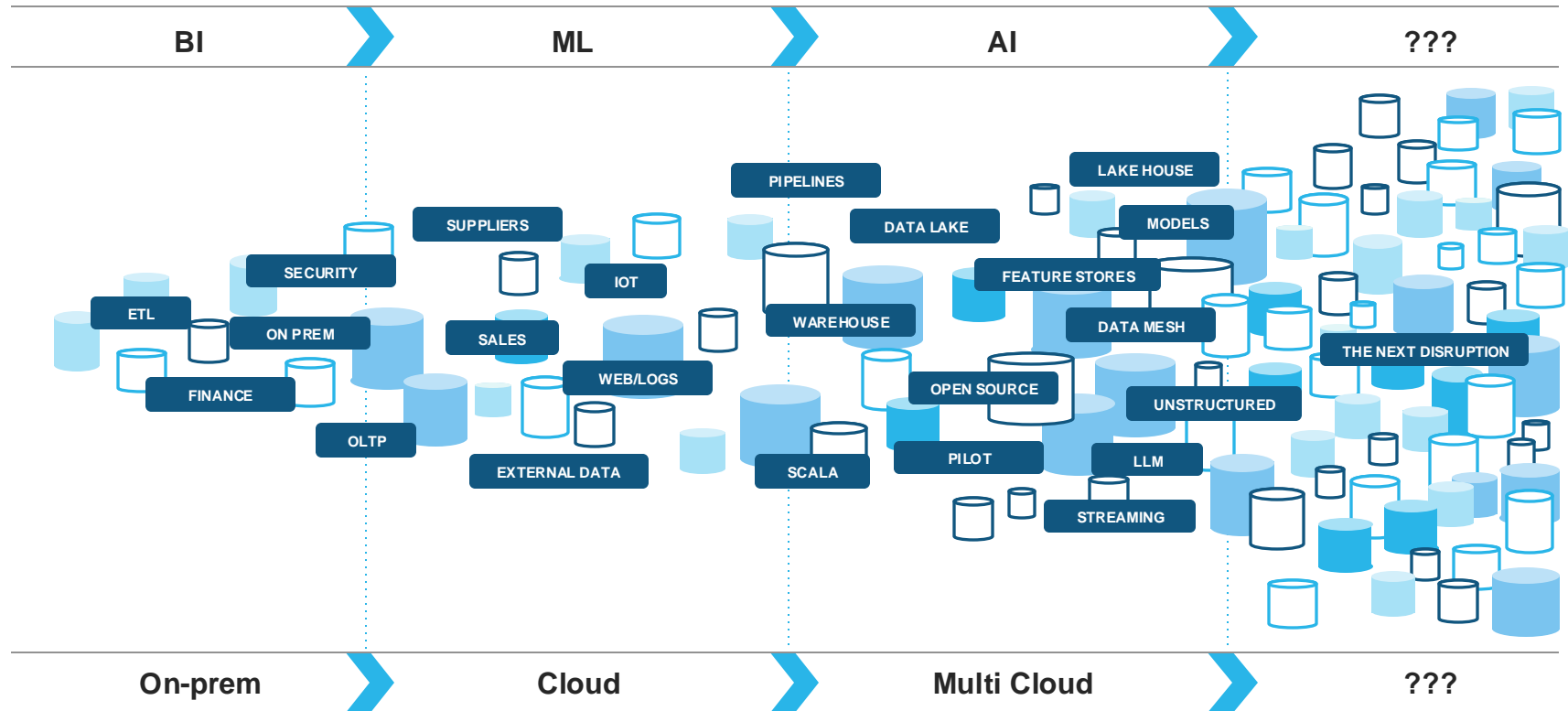
Disruption #1: Data Interoperability



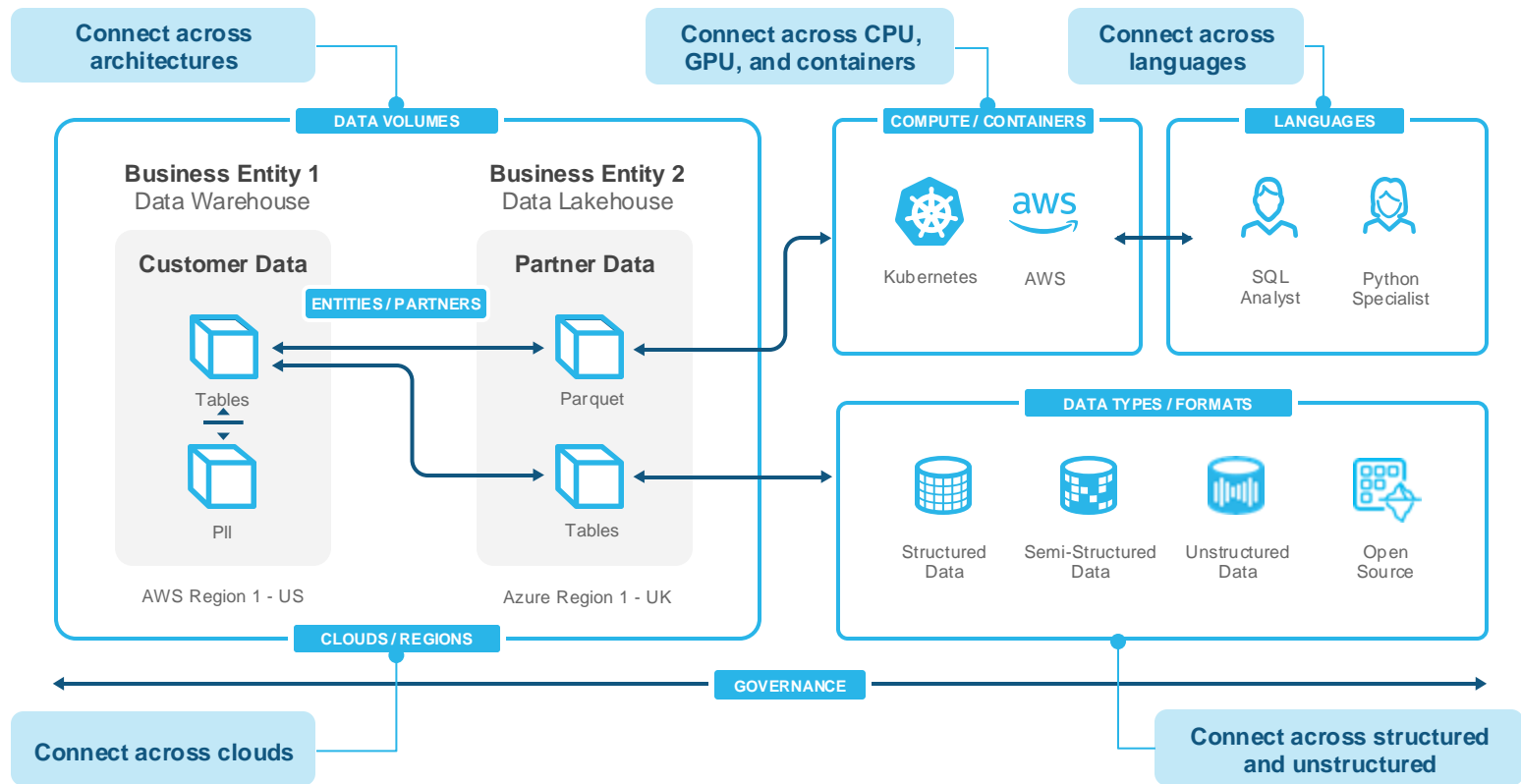
Disruption #2: AI Powered Consumption



Architect for Disruption



Adaptable Architectures Connect Silos



Snowflake: The AI Data Cloud

PLATFORM



ANALYTICS



AI



DATA
ENGINEERING



APPLICATIONS &
COLLABORATION



SECURITY & GOVERNANCE



COMPUTE



DATA



CONTENT

Top Categories



Apps & AI Products

Accelerate enterprise AI by taking advantage of third-party products and realize use cases faster with Snowflake Partner Apps. [Click here for more.](#)

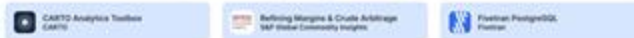


Featured Providers



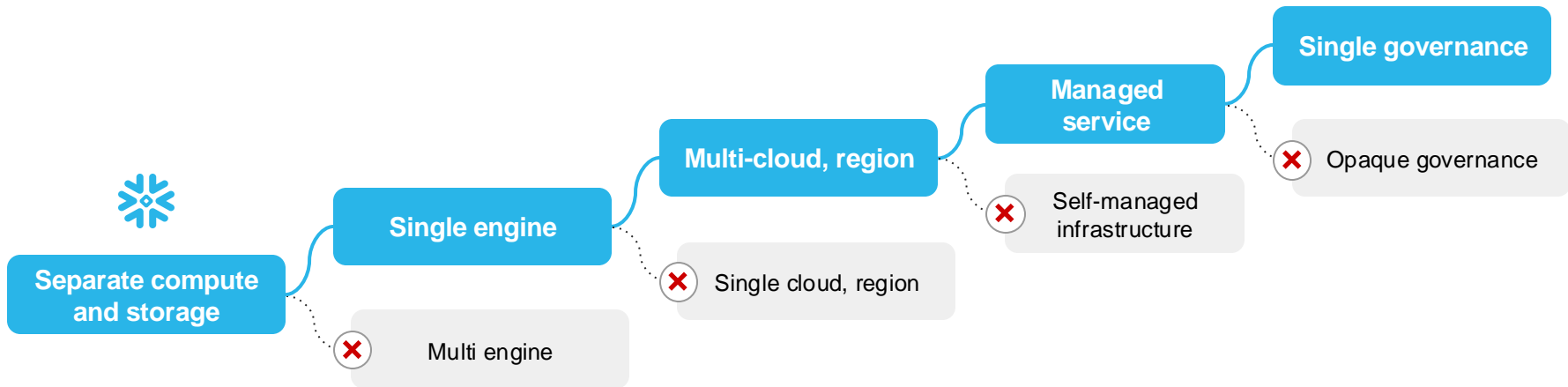
Data & Apps Across Industries and Use Cases

Discover best-in-class data and apps to address a wide range of use cases. [Click here for more.](#)



Our Architecture Accelerates Your Business

Our guiding principles made each choice obvious (and often more difficult)



OUR JOB IS TO BUILD IN THE NEXT DISRUPTION
YOUR JOB IS TO TAKE UNFAIR ADVANTAGE OF IT



Snowflake Powers the Connected Enterprise



Easy

Managed platform that
adapts to your business
and teams



Connected

Join, share and leverage
data in a friction free
ecosystem



Trusted

Interoperability of data,
across clouds, with universal
governance at scale



Snowflake Powers the Connected Enterprise



Easy



Connected



Trusted



THE PLATFORM





ANALYTICS



AI



**DATA
ENGINEERING**



**APPLICATIONS &
COLLABORATION**



SECURITY & GOVERNANCE



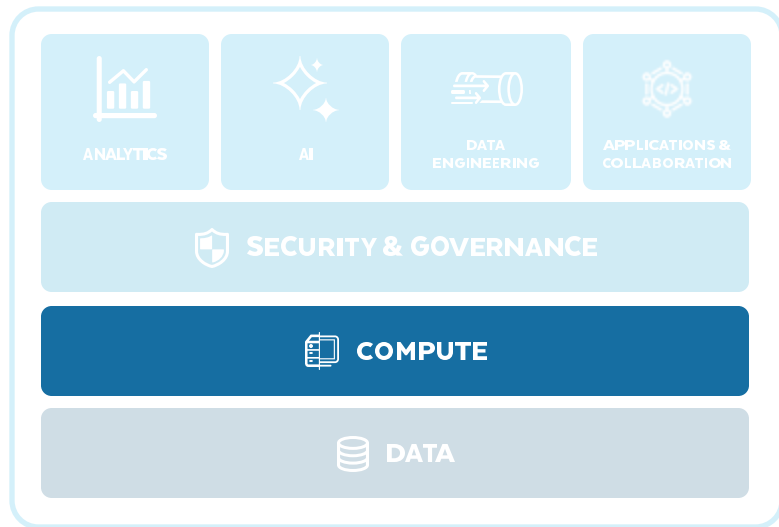
COMPUTE



DATA



The Snowflake Platform is Easy to Use



Automated Administration

It works out-of-the-box without manual tuning, optimizations, maintenance or downtime for upgrades

Automatic Performance Improvements

Benefit from regular performance enhancements in query times and query processing without needing to take any action

Instant Scalability

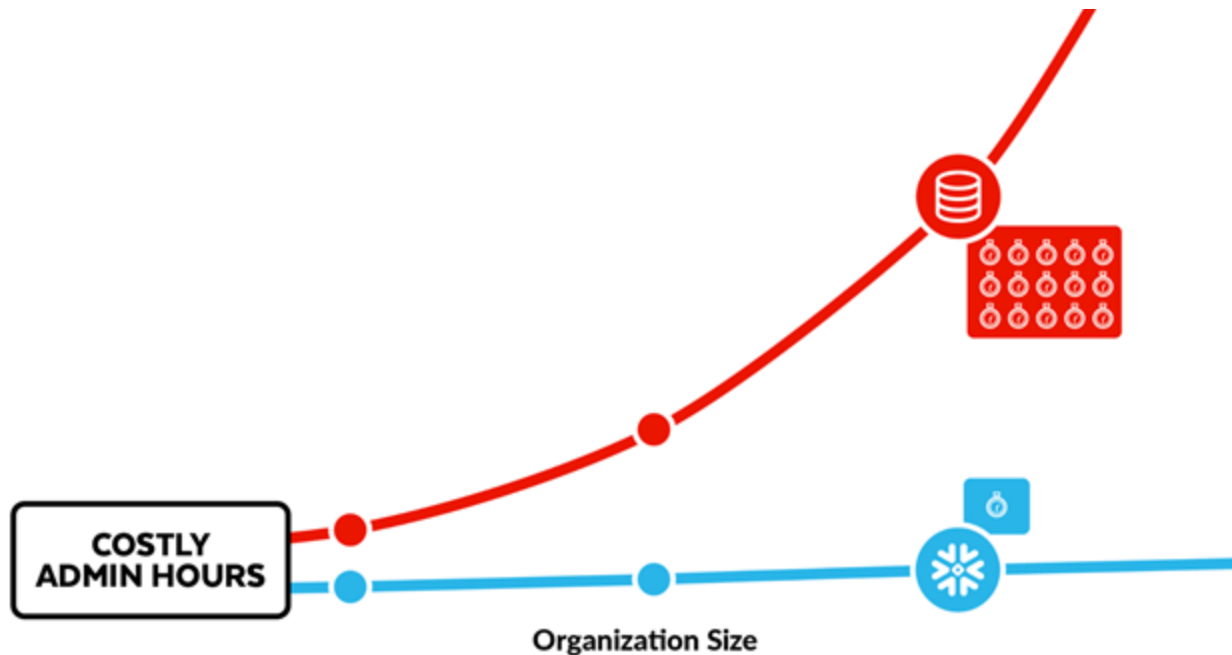
Effortless scaling up or down of resources without downtime

Unified Cost Management

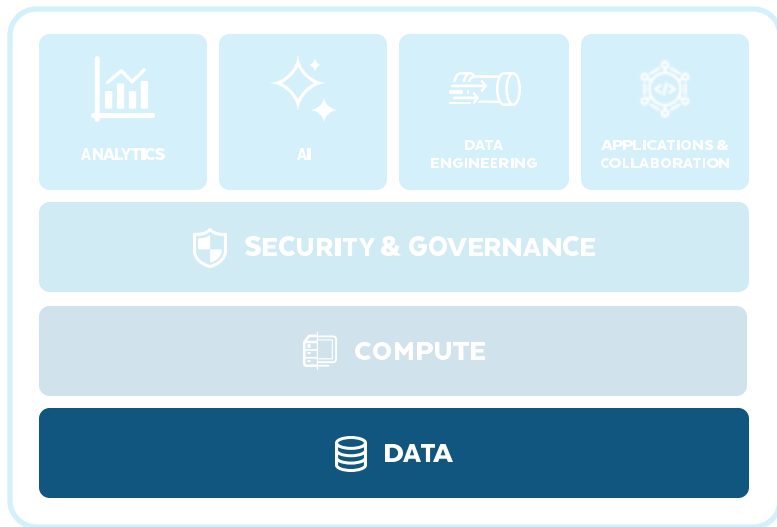
Gain visibility, control and optimization of Snowflake spend in one place



Time is Money – We Save You on Both



The Snowflake Platform is Connected



Seamless Data Sharing

Enjoy privacy-preserving sharing without moving data through modern, access control based technology spanning regions and clouds

Secure Internal and External Collaboration

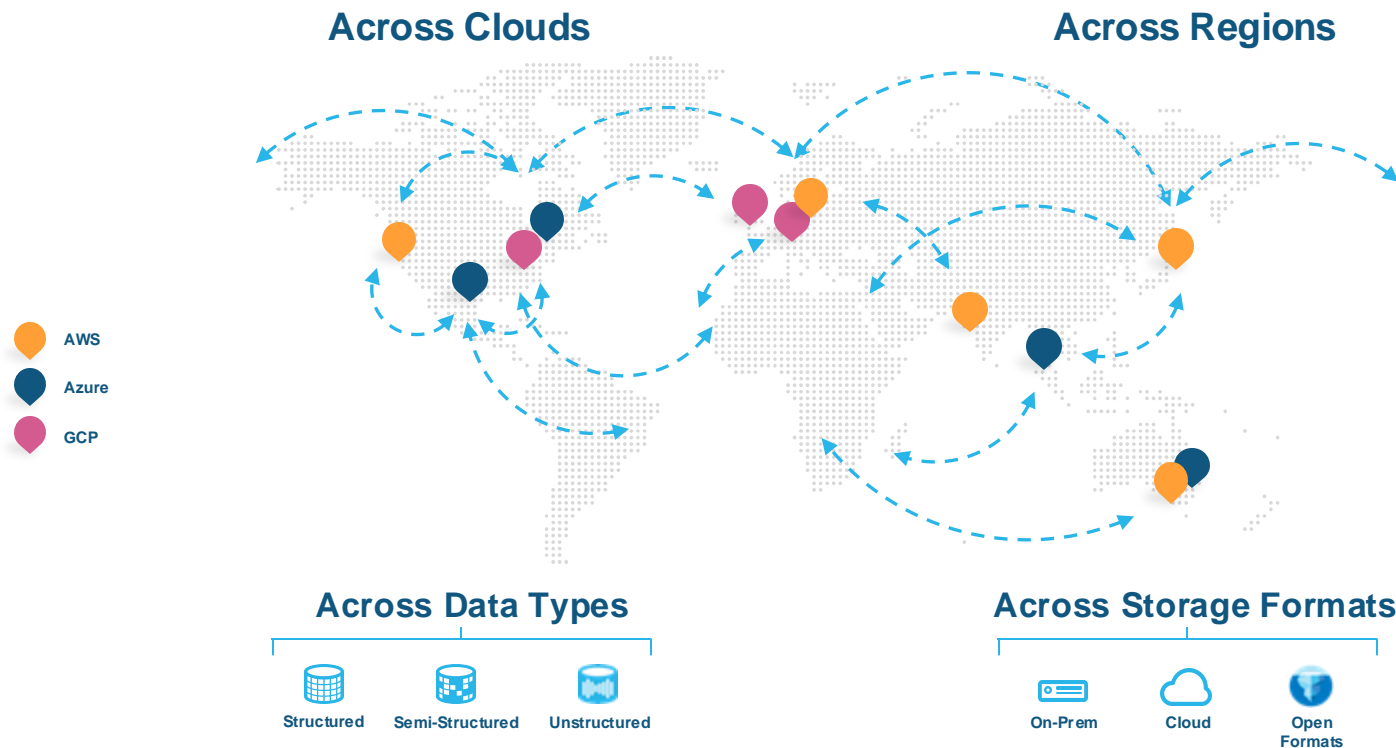
Easily find, access and procure data, apps and models from inside and outside your organization

Interoperable Storage

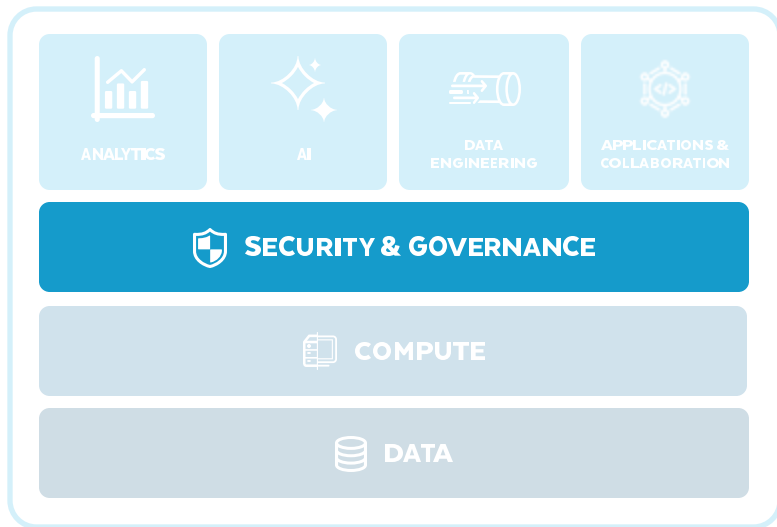
Access and process structured, semi-structured and unstructured data on-premises or in open table formats seamlessly, without silos or delays



Data is Valuable – We Maximize Its Insights



The Snowflake Platform is Trusted



Out-of-the-box Snowflake Horizon Catalog

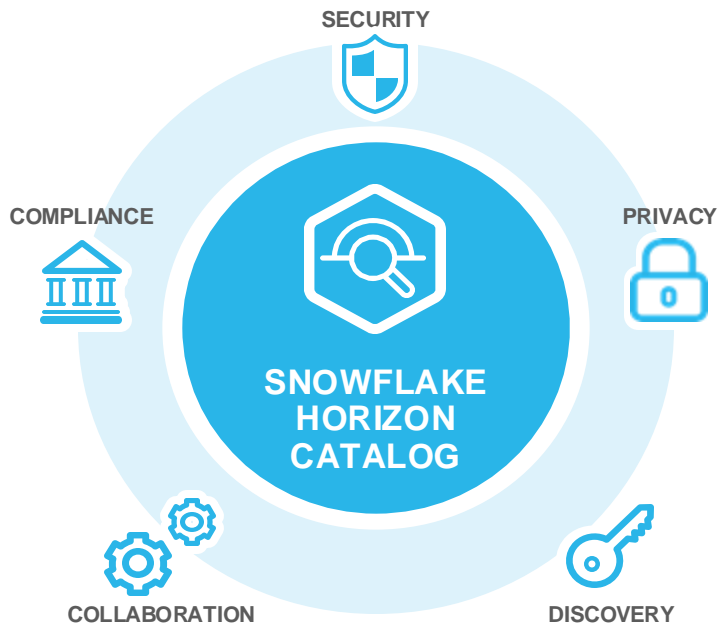
Centralize threat monitoring and RBAC across clouds while easily protecting all content with granular capabilities and enabling quick discovery and privacy-preserving collaboration

Out-of-the-box business continuity/disaster recovery

Safeguard mission-critical accounts and datasets to maintain uptime with seamless replication and synchronization of databases, accounts, pipelines and more from one place between regions and clouds



Workloads are Critical – We Help You Universally Protect Them



All Content





ANALYTICS



AI



**DATA
ENGINEERING**



**APPLICATIONS &
COLLABORATION**



SECURITY & GOVERNANCE



COMPUTE



DATA



Faster Analytics & A More Intelligent Future

USE CASES

Migrations

Applied
Analytics

AI-Powered
BI

Interactive
Analytics

Lakehouse
Analytics



Launch data products
faster with a fully-managed,
AI-ready platform



Integrate out-of-the-box
AI into everyday
analytics workflows

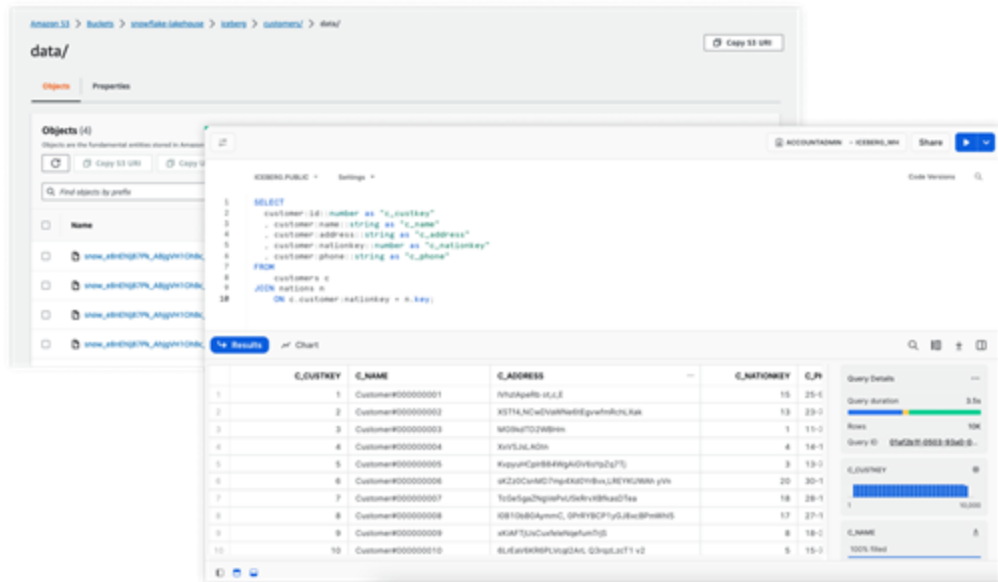


Automatically reduce
compute costs on an engine
with world-class
price/performance*



10

Connect data anywhere. Seamless analytics experience. Governed security & optimized performance.



V/V-HOOP

20 hrs

compute saved per day,
which helped save tens
of thousands of dollars
per month

3x

faster financial
forecasting with new
AI model using
Snowpark

Since moving to Snowflake from Amazon Redshift and Dremio, departments across WHOOP now enjoy expedited access to data and insights. [Learn More](#)



Unlock Your Data, With AI

USE CASES

Unstructured Data Insights

Data Agents & Assistants

Machine Learning



Snowflake Notebooks

Container-based IDE

Generative AI

Cortex AI

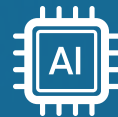
GPU Instances

Snowpark Container Services

Machine Learning

Snowflake ML

Structured & Unstructured Data



Accelerate AI dev with
integrated services, tools
and infra



Achieve efficiency with
fully managed compute
and no data-to-AI pipelines

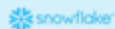


Deliver AI to production
with unified data and
AI governance



Unstructured Data Insights

Efficiently analyze text, documents and other media with efficient batch processing with LLMs in Snowflake vs. single API calls to external services.



ANTHROPIC



Meta



VOYAGE AI



2 mo

Production
timeline reduction
vs. alternative

**Millions
of records**

Loaded in
seconds

97%

Accuracy in
sentiment analysis

Analyze reviews and forums with Snowflake to enhance dealer CX—no new tools or infra needed, insights flow to existing dashboards.

[Learn More](#)





Moving Data Forward

SAMPLE USE CASES

Building Pipelines

DevOps & Observability

Open
Lakehouse



Dynamic Tables

Snowpark

Snowflake Open Catalog



Build ZeroOps data
pipelines



Create an open, future-
proof platform

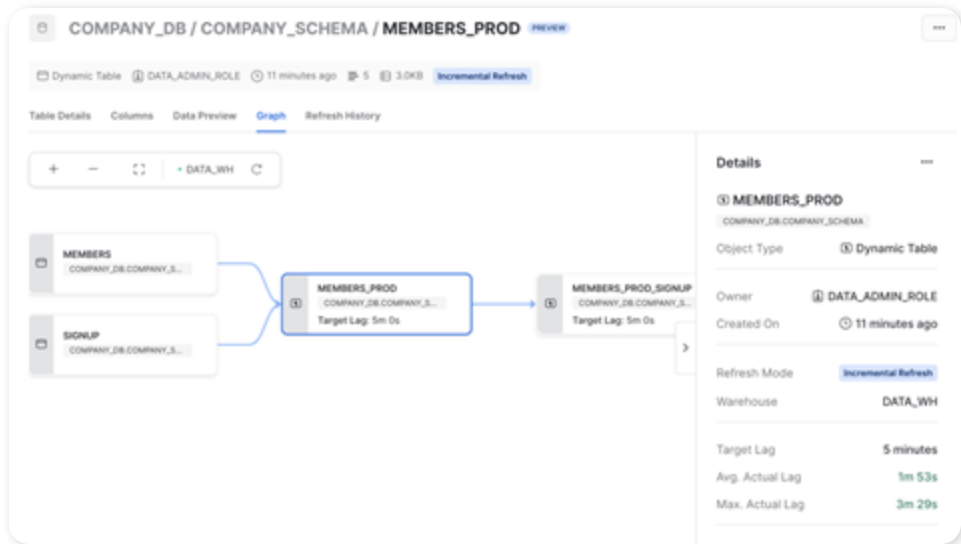


Improve developer
productivity and reduce
downtime



Build Simpler Pipelines

Build streaming and batch data pipelines on one platform with declarative pipelines and cost-effective incremental refresh



Travelpass

1 week

for 130
Dynamic
Tables to be in
production after
migration

65%

cost savings
since switching
from Databricks
to Snowflake

350%

improved
efficiency to
deliver data to
business units

By moving from Databricks to Snowflake, Travelpass empowers more people to work with data to deliver greater efficiency, more informed decision-making and a more tailored experience for travelers across the globe. [Learn More](#)





Build, Share and Connect Your Teams, Partners and Customers

USE CASES

Build & Commercialize

Internal & External
Collaboration

Use Marketplace Products



Built-in Developer
Experience

Snowgrid

Snowflake
Marketplace



Build scalable apps with
zero copy integration



Share across clouds with
zero ETL
data sharing

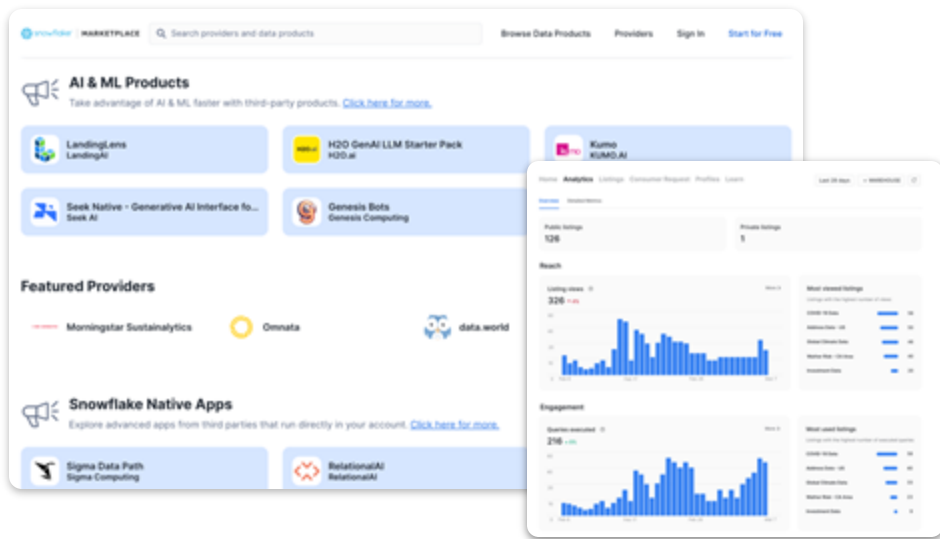


Connect external sources
within minutes



Build & Distribute Your Products

Accelerate your GTM by meeting customers where they are



10x

improvement in
processing speed

20x

reduction
in cost

“With this reduced latency, our customers have the ability to run hundreds of different scenarios in a very short time. Previously what would have taken our customers many days if not weeks to construct, is now possible in a matter of minutes.” [Learn More](#)

Gurdip Singh, Chief Product Officer, Blue Yonder



PRODUCT REVENUE ¹



\$ 943.3M

+ 28% YoY Growth



\$3,462.4M

+ 30% YoY Growth

NET REVENUE RETENTION RATE ²



126%

TOTAL CUSTOMERS ²



11,159

+ 19% YoY Growth

\$1M+ CUSTOMERS ²



580

+ 27% YoY Growth
Customers with Trailing 12-Month
Product Revenue Greater than \$1M

FORBES GLOBAL 2000 CUSTOMERS ²



745

+ 5% YoY Growth

SNOWFLAKE MARKETPLACE LISTINGS ³



3,044

Total Listings
+ 26% YoY Growth

AI/ML ADOPTION ⁴



4,000+

accounts now using Snowflake
AI / ML

SNOWFLAKE AI DATA CLOUD



Analytics



AI


Data
Engineering

Applications &
Collaboration

Fully Managed
Service

Cross-Cloud
Ecosystem

Universal Security
& Governance

DATA & AI PLATFORM

1. For the three and twelve months ended January 31, 2025, respectively. 2. As of January 31, 2025. Please see our Q4 and full-year FY25 earnings press release for definitions of net revenue retention rate, customers with trailing 12-month product revenue greater than \$1 million (which definition includes a description of our total customer count), and Forbes Global 2000 customers. 3. As of January 31, 2025. Each live dataset, package of datasets, or data service published by a data provider as a single product offering on Snowflake Marketplace is counted as a unique listing. A listing may be available in one or more regions where Snowflake Marketplace is available. 4. Adoption is based on capacity and on-demand accounts using Snowflake AI/ML features on a weekly basis via our internal classification. We take the average of the last 4 weeks of the quarter ended January 31, 2025.

THANK YOU

