



Balfour Capital Group Snowflake Inc.

Snowflake Inc. is a cloud-based data platform that enables organizations to consolidate, store, and analyze data across various public clouds. Its platform supports applications in data warehousing, data lakes, data engineering, data science, and data sharing. Snowflake's architecture separates storage and compute, allowing for scalable and flexible data management solutions .

1. Top 5 Competitors

Snowflake operates in a competitive landscape with several key players:

1. Amazon Redshift – AWS's fully managed data warehouse service.
2. Google BigQuery – Google Cloud's serverless, highly scalable data warehouse.
3. Microsoft Azure Synapse Analytics – An integrated analytics service combining big data and data warehousing.
4. Databricks – Offers a unified platform for data and AI, focusing on data lakes and machine learning.
5. Teradata – Provides enterprise data warehousing and analytics solutions.

2. Largest Institutional Shareholders

As of the latest filings, the largest institutional shareholders of Snowflake include:

- Vanguard Group Inc. – 8.24% ownership
- BlackRock Advisors LLC – 4.50% ownership
- Eaton Vance Management – 3.29% ownership
- JPMorgan Investment Management, Inc. – 3.06% ownership
- Morgan Stanley – Significant holdings .

3. Management Team

Snowflake's leadership comprises experienced professionals:

- Sridhar Ramaswamy – Chief Executive Officer and Director
- Frank Sloatman – Chairman of the Board
- Thierry Cruanes – Co-Founder and Chief Technical Officer
- Benoit Dageville – Co-Founder and President of Product .



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4. Revenue

For the fiscal year ending January 31, 2025, Snowflake reported:

- Total Revenue: \$3.63 billion, a 29.2% increase year-over-year.
- Product Revenue: \$943.3 million in Q4, representing 28% year-over-year growth.
- Net Revenue Retention Rate: 126% .

5. Institutions with Buy Recommendations:

Several institutions have issued buy recommendations for Snowflake:

- Zacks Investment Research – Average Brokerage Recommendation (ABR) of 1.57 (Strong Buy to Strong Sell scale) .
- TipRanks – 24 Buy Ratings, 3 Hold Ratings, and 0 Sell Ratings in the current month .

6. Analyst Sentiment Summary

Analysts maintain a positive outlook on Snowflake:

- Consensus Rating: "Moderate Buy" from 40 brokerages
- Average 12-Month Target Price: \$199.86 .

7. Insider Buying and Selling (Last 24 Months)

Over the past 24 months:

- Insider Purchases: 112,603 shares acquired, totaling approximately \$15.79 million.
 - Notable purchases by:
 - Sridhar Ramaswamy – \$5 million
 - Michael L. Speiser – \$9.99 million
 - Mark D. McLaughlin – \$801,231 .
- Insider Sales: Corporate insiders sold shares worth \$49.0 million in the last 3 months .