Safe Harbor and Disclaimers

Other than statements of historical fact, all information contained in these materials and any accompanying oral commentary (collectively, the "Materials"), including statements regarding (i) Snowflake's business strategy, plans or priorities, (ii) Snowflake's new or enhanced products, services, and technology offerings, including those that are under development or not generally available, (iii) market growth, trends, and competitive considerations, (iv) our vision for Snowpark, the Data Cloud, and industry-specific Data Clouds, including the expected benefits and network effects of the Data Cloud; and (v) the integration, interoperability, and availability of Snowflake's products, services, or technology offerings with or on third-party platforms or products, are forward-looking statements. These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including those described under the heading "Risk Factors" and elsewhere in the Annual Reports on Form 10-K and the Quarterly Reports on Form 10-Q that Snowflake files with the Securities and Exchange Commission. In light of these risks, uncertainties, and assumptions, the future events and trends discussed in the Materials may not occur, and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements. As a result, you should not rely on any forwarding-looking statements as predictions of future events. Forward-looking statements speak only as of the date the statements are first made and are based on information available to us at the time those statements are made and/or management's good faith belief as of that time. Except as required by law, we undertake no obligation, and do not intend, to update the forward-looking statements in these Materials.

Any future product or roadmap information (collectively, the "Roadmap") is intended to outline general product direction. The Roadmap is not a commitment, promise, or legal obligation for Snowflake to deliver any future products, features, or functionality; and is not intended to be, and shall not be deemed to be, incorporated into any contract. The actual timing of any product, feature, or functionality that is ultimately made available may be different from what is presented in the Roadmap. The Roadmap information should not be used when making a purchasing decision. In case of conflict between the information contained in the Materials and official Snowflake documentation, official Snowflake documentation should take precedence over these Materials. Further, note that Snowflake has made no determination as to whether separate fees will be charged for any future products, features, and/or functionality which may ultimately be made available. Snowflake may, in its own discretion, choose to charge separate fees for the delivery of any future products, features, and/or functionality which are ultimately made available.

The Materials may contain information provided by third-parties. Snowflake has not independently verified this information, and usage of this information does not mean or imply that Snowflake has adopted this information as its own or independently verified its accuracy.

snowflake®   Open for Innovation
               KNIME

BETTER TOGETHER
How the Snowflake & KNIME Stack Modernizes Data for the Enterprise AI Flywheel

November 2025

Who is Presenting

Fabian Jogschies

Global Account Executive
Snowflake

Bart Wrobel

Partner Solutions Engineer
Snowflake

Enterprise AI Adoption is Accelerating

Organizations are seeing measurable results

The demand for **value driven AI** is increasing

92%

of early adopters say their AI investments are already paying for themselves

Generative AI **boosts efficiency**

88%

of early adopters report material improvement

Report **positive ROI** from AI initiatives

41%

average ROI for Gen AI initiatives

Source: Radical ROI of AI Report

AI is Driving Impact

Organizations need to quickly implement AI to innovate and stay competitive

MARKETING

15%

productivity gains

(McKinsey report, 2025)

SALES

95%

of seller research

(Gartner Sales 2025 report)

CUSTOMER SERVICE

50%

less human-led

(McKinsey report, 2024)

OPERATIONS

60%

of time automated

(McKinsey report, 2024)

PROCUREMENT

80%

time savings

(KPMG report, 2024)

HUMAN RESOURCES

72%

expect output jump

(Gartner report, 2025)

MODERNIZE
YOUR DATA PLATFORM

KNIME Business Hub + Snowflake → Production++
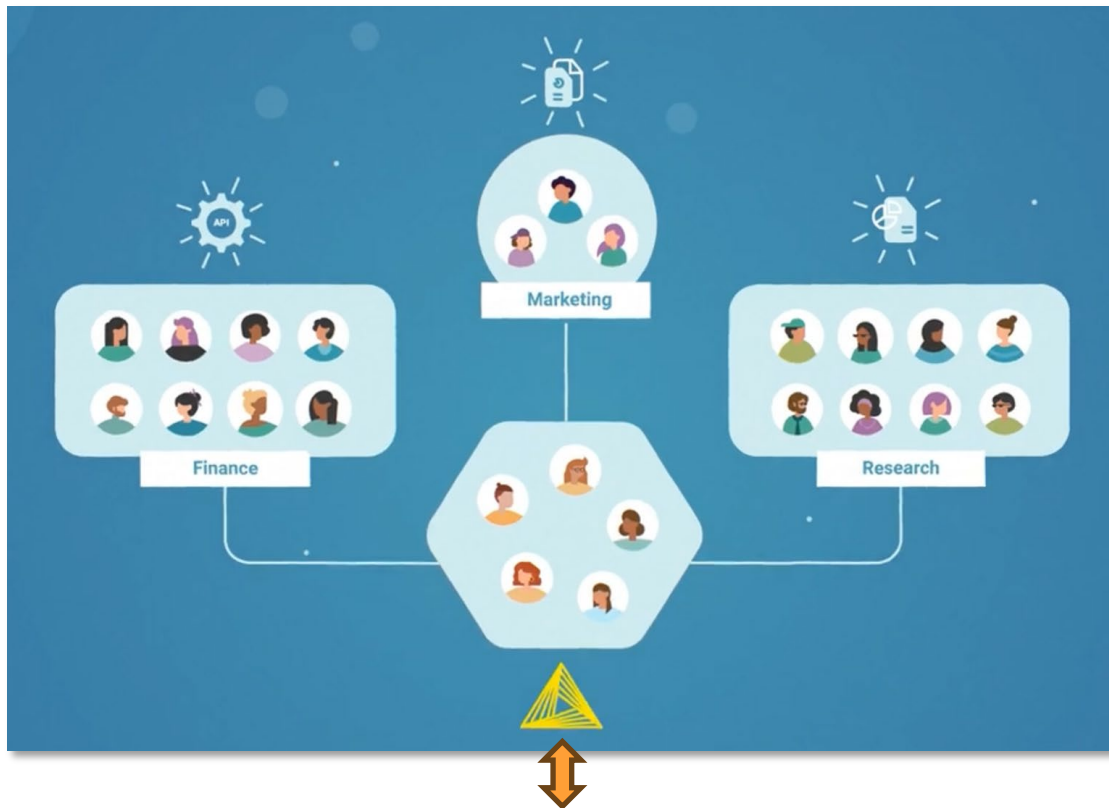
KNIME Business Hub + Snowflake → Production++
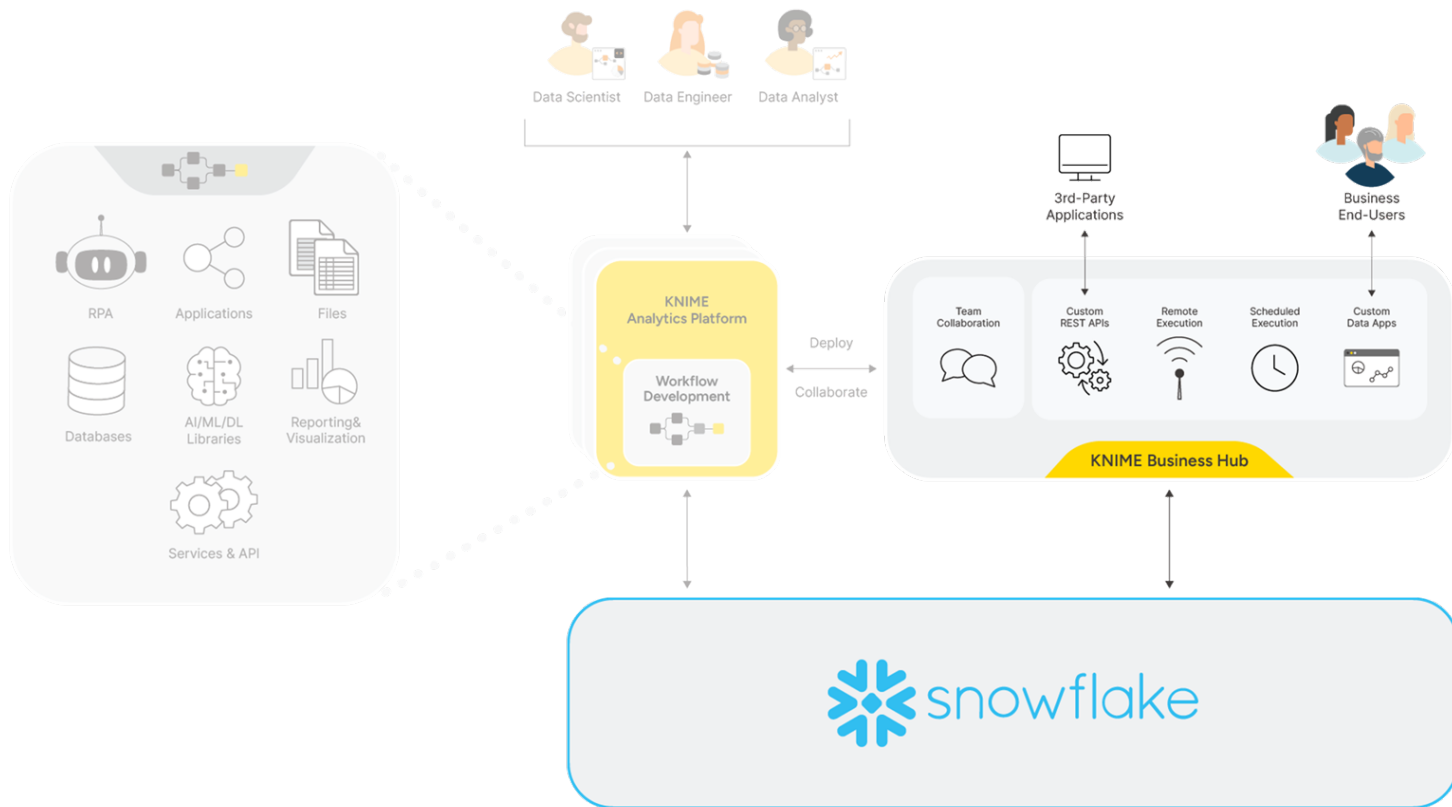
The Easy, Connected, and Trusted Data Foundation to Accelerate Enterprise-Ready Data & AI

Easy

Save time and money with a single fully managed platform for all workloads that is scalable, self-improving and has built-in FinOps for optimal cost efficiency

Connected

Accelerate decision-making and unlock new opportunities with an open architecture that provides direct access to the most complete ecosystem of AI-ready data, apps and agentic products

Trusted

Protect your assets and brand reputation by reducing risks with enterprise grade security, governance, observability and business continuity/disaster recovery across regions and clouds

Accelerated Time to Data & AI Innovation

The Snowflake Platform: Your Easy to Use Data Foundation

EASY

Fully Managed, Single Product for All Your Workloads
Enjoy one simple product for all data and AI across analytical, hybrid and transactional workloads that works out-of-the-box without manual tuning, maintenance or downtime for upgrades

Powerful Scalability
Effortlessly scale up or down compute resources with leading user concurrency

Manageability at Scale
Efficiently manage all associated accounts across an organization at scale

High Performance, Extensible Compute
Benefit from regular, automatic performance improvements for 2x* faster warehouses. Easily extend Snowflake to any workload with Snowpark Container Services

Unified FinOps
Gain visibility, control and optimization of Snowflake spend in one Cost Management interface or through SQL

*Snowflake performance improvements based on core analytics workloads on 2XL warehouse measured as of Oct 1, 2024 using Standard Warehouse and Sept 30, 2025 using Gen2.

The Snowflake Platform: Your Connected Data Foundation

CONNECTED

Ultimate Cross-Cloud Openness & Interoperability
Access and process structured, semi-structured, unstructured or open data seamlessly across regions and clouds, connect to any system, and work with your engine of choice. Snowflake continuously leads open source contributions to Apache Iceberg™, Apache Polaris™ (incubating), Apache Nifi™ and the Open Semantic Interchange to enhance interoperability without vendor lock-in

Seamless Cross-Cloud Data Sharing
Instantly and securely exchange live data, apps and agentic products with partners, suppliers and teams across regions and cloud without complex, costly data movement

Secure Internal and External Collaboration
Remove organizational and technical silos by easily finding, accessing and procuring data, apps and AI products from inside and outside your organization

The Snowflake Platform: Your **Trusted** Data Foundation

TRUSTED

Built-in Snowflake Horizon Catalog

Get the universal AI Catalog that provides context and governance for AI over all data. It works across native Snowflake objects, data in open table formats (Iceberg, Delta) that can be read/written by any engine and data in relational databases (like SQL Server, Postgres)

Built-in Business Continuity/Disaster Recovery

Safeguard mission-critical accounts and datasets to maintain uptime with seamless replication and synchronization of objects between regions and clouds

Built-in Observability

Demystify AI, accelerate troubleshooting for apps and pipelines and optimize infrastructure through comprehensive visibility

EXTEND
DATA PLATFORM

Customers want to easily get value from <u>all data</u>.

Text

Docs

Images

Audio

Videos

Cortex AI

Classify

Analyze Sentiment

Extract Entities

Summarize

Q&A
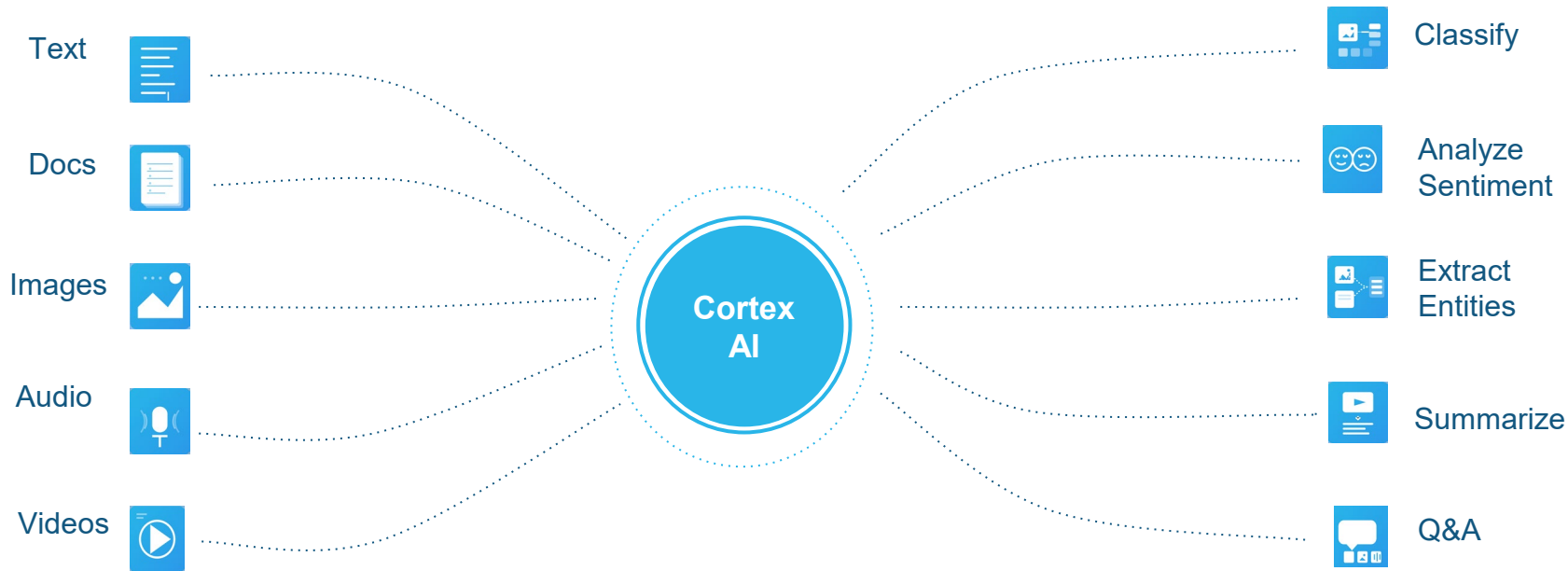
Any data input → **Insights**

Snowflake Cortex AI is Interoperable & Easy

Snowflake Cortex AI

AGENTS & INSIGHTS

Agent Apps
Snowflake Intelligence PU

Agent APIs
Cortex Agents GA Soon

Multimodal AI-powered SQL
Cortex AISQL PU

PROCESSING & RETRIEVAL

Unstructured Data Retrieval
Cortex Search

Structured Data Retrieval
Cortex Analyst

Document Processing
Document AI, Parse, Embed

DATA

Data Connectors
Openflow

AI Ready Data & Apps
Snowflake Marketplace

Multimodal Data
Snowflake, External

STR | DOC | AUDIO | IMAGE

MODELS

OpenAI

ANTHROP\C

Meta

MISTRAL AI_

deepseek

snowflake

Inference & Fine-Tuning APIs

Embedding Models

GOVERNANCE

RBAC

Guardrails

Evaluations

Monitoring

AI Gateway

GA: Generally Available | PU: Public Preview

Multimodal analytics **transforming businesses**

Optimize Marketing

Use image similarity to A/B test visual creatives and correlate conversion with image attributes, or identify top-performing visual themes from user content

Streamline Processes

A SEAGULL FLIES OVER...
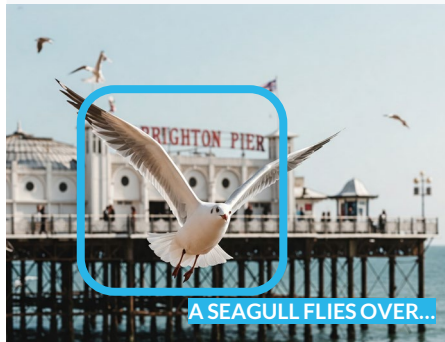
Easily extract image metadata and generate descriptions to turn into searchable insights and automate manual tagging.

Enhance Customer Service

Transcribe and summarize support calls to detect customer sentiment and classify themes to improve operations and agent service.

Analyze Complex Documents

Extract data from text, tables, and chart descriptions into a structured outputs to validate data from various documents.
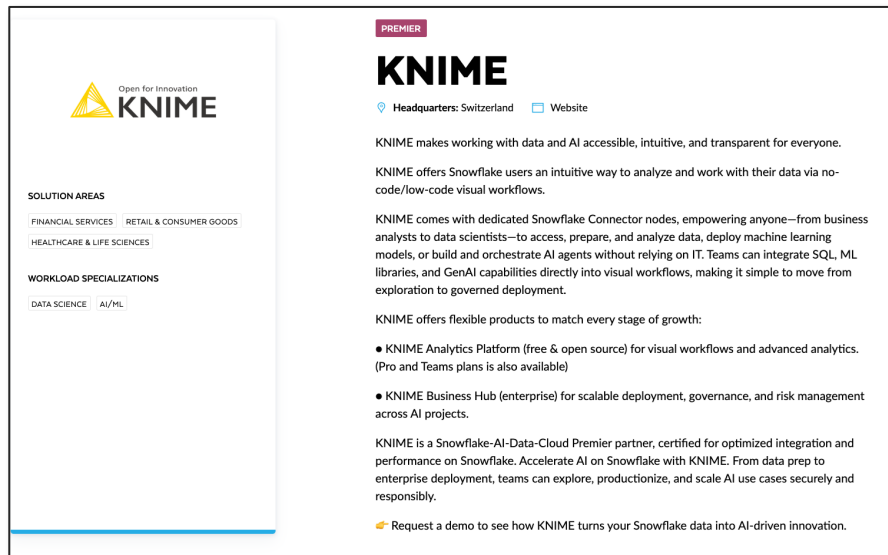
MODERN DATA PLATFORM IS REAL

Better Together

We are Partners; KNIME Snowflake Extension Guide is there for you

PREMIER

KNIME

📍 **Headquarters:** Switzerland   📁 Website

KNIME makes working with data and AI accessible, intuitive, and transparent for everyone.

KNIME offers Snowflake users an intuitive way to analyze and work with their data via no-code/low-code visual workflows.

KNIME comes with dedicated Snowflake Connector nodes, empowering anyone—from business analysts to data scientists—to access, prepare, and analyze data, deploy machine learning models, or build and orchestrate AI agents without relying on IT. Teams can integrate SQL, ML libraries, and GenAI capabilities directly into visual workflows, making it simple to move from exploration to governed deployment.

KNIME offers flexible products to match every stage of growth:

● KNIME Analytics Platform (free & open source) for visual workflows and advanced analytics. (Pro and Teams plans is also available)

● KNIME Business Hub (enterprise) for scalable deployment, governance, and risk management across AI projects.

KNIME is a Snowflake-AI-Data-Cloud Premier partner, certified for optimized integration and performance on Snowflake. Accelerate AI on Snowflake with KNIME. From data prep to enterprise deployment, teams can explore, productionize, and scale AI use cases securely and responsibly.

👉 Request a demo to see how KNIME turns your Snowflake data into AI-driven innovation.

SOLUTION AREAS

FINANCIAL SERVICES   RETAIL & CONSUMER GOODS

HEALTHCARE & LIFE SCIENCES

WORKLOAD SPECIALIZATIONS

DATA SCIENCE   AI/ML

KNIME Snowflake Extension Guide

Introduction 🔗

This guide describes how to work with Snowflake from within the KNIME Analytics Platform. The KNIME Analytics Platform is our open source software for creating data science. Intuitive, open, and continuously integrating new developments, it makes understanding data and designing workflows and reusable components accessible to everyone.

The Snowflake Extension allows you to connect to your Snowflake account to access and manage data directly in Snowflake and if desired sprinkle in some SQL. You can combine data from Snowflake with data from any of the multiple sources supported by KNIME and apply advanced techniques such as statistics, machine learning, model monitoring, and artificial intelligence to make sense of it.

> KNIME is a Snowflake Ready Technology having completed a 3rd party technical validation that confirms the KNIME Snowflake Integration is optimized with an emphasis on functional and performance best practices.

Introduction

Quickstart with Snowflake in KNIME
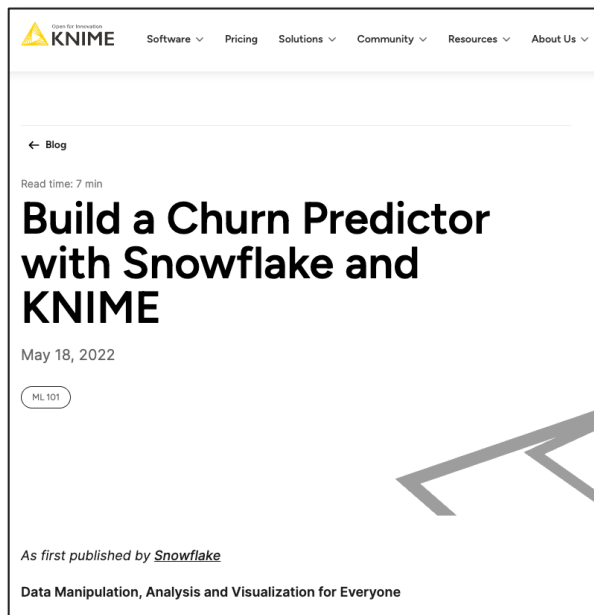
Working with Snowflake in KNIME

Authentication

Advanced setup

Download PDF

Better Together

Build a Churn Predictor with Snowflake and KNIME

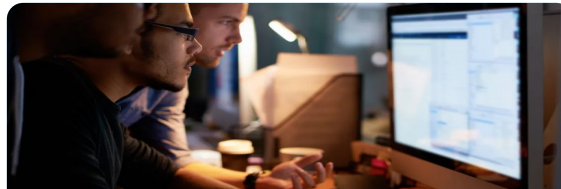https://www.knime.com/blog/churn-predictor-knime-snowflake

Quick Start

Next Steps: Talk to us and get

Platform Deep Dive

Learn more about how the Snowflake Platform supports your architectural, data and AI needs

Joint KNIME x Snowflake Use Case Evaluation Workshop

Let's pinpoint high ROI data and AI use cases with your business and tech leaders.

THANK YOU