**Snowflake G-Cloud 14, Lot 1, Pricing**
**Snowflake Service Consumption Table**

**Version: May 1, 2024**

## Consumption

Generally. The Snowflake Service is a cloud data platform provided by Snowflake ("Snowflake", "we", "us", "our") to Snowflake customers (each a "Customer", "you", "your") as a service which consumes resources for distinct functions as set forth herein and is available in several different editions ("**Editions**") and hosted in different geographical regions ("**Regions**") by certain third-party cloud providers ("**Cloud Providers**"), as described more fully in your agreement with Snowflake ("**Agreement**") and the Documentation. Customer Data is uploaded into Customer's account on the Snowflake Service ("**Account**") and may be stored in a central repository in each Account ("**Storage**"). Customer can create and manage virtual warehouses (each, a "**Virtual Warehouse**") or Snowpark container services compute nodes ("**Compute Nodes**") as needed to combine and process Customer Data from Storage (respectively, "**Virtual Warehouse Services**" and "**SPCS Compute**"). As set forth in the tables below "Azure," "AWS," and "GCP" each refer to the Cloud Providers, Microsoft Corporation, Amazon Web Services, Inc., and Google LLC, respectively. Any ($) values set forth in the below tables are in U.S. dollars (USD).

Snowflake Credits

Compute (Virtual Warehouse Services and SPCS Compute). Snowflake bills for Virtual Warehouse Services and SPCS Compute using purchasable credits, as described herein ("**Snowflake Credits"** or **"Credits"**). Virtual Warehouses and Compute Nodes use Snowflake Credits at certain rates based on the effective size[1] of the Virtual Warehouse or Compute Node while the applicable Virtual Warehouse or Compute Node is in operation, as set forth in the Snowflake Credit Tables below, as determined by Customer. When a Virtual Warehouse or Compute Node is suspended, it does not use any Snowflake Credits. Unless otherwise noted, when a Virtual Warehouse or Compute Node is started or resumed, a minimum of one minute's worth of Snowflake Credits will be consumed. Thereafter, Virtual Warehouses and Compute Nodes will be charged on a per second basis, rounded up to the nearest whole second.

Cloud Services.[2] Operating the Snowflake Service requires the use of the Snowflake cloud services layer ("**Cloud Services**"). Cloud Services is charged based on the amount of Cloud Services compute resources used while operating the Snowflake Service. You will be charged 4.4 Credits per hour of Cloud Services use. Your daily use of Cloud Services will not incur any charges if the daily Snowflake Credits charged for such use is less than or equal to 10% of the daily Snowflake Credits consumed for use of Virtual Warehouse Services ("**Cloud Services Adjustment**"). Cloud Services usage associated with: (i) Serverless Features (as described below); or (ii) SPCS Compute do not contribute to the Cloud Services Adjustment.

Serverless Features. Snowflake offers a number of Serverless Features as described in the Documentation. Serverless Features operate on Snowflake-managed compute resources which are charged by the number of Compute-Hours used to operate the Serverless Feature. One "**Compute-Hour**" is defined as the computing resources comparable to running an XS Virtual Warehouse for one hour. In the event Snowflake uses computing resources that are equivalently larger or smaller than an XS Virtual Warehouse, the Credit consumption rate will be adjusted accordingly. For example, if a Serverless Feature uses computing resources comparable to an S Virtual Warehouse for 30 minutes, such use is measured as one Compute-Hour. Compute-Hours are calculated on a per second basis, rounded up to the nearest whole second. For Serverless Features, Snowflake-managed compute is billed at the rate of one Credit per Compute-Hour, multiplied by the applicable feature multiplier in Table 5. Serverless Features also incur Cloud Service charges, which are also multiplied by the applicable feature multiplier in Table 5.[3] The Serverless Feature charges for both Snowflake-managed compute resources and Cloud Services appear in the usage statement as a single line item for that Serverless Feature.

AI Services. Snowflake additionally offers artificial intelligence and machine learning features, such as Cortex LLM Functions, that run on Snowflake-managed compute resources ("**AI Services**"). AI Services bill at the rates set forth in Table 6. As used in Table 6, "**Token**" refers to each smallest unit of text processed by the applicable Cortex model. The conversion rate of raw input or output text into Tokens can vary depending on the Cortex model, as further described in the Documentation. Where a feature bills on Tokens, the charge is based on the total number of Tokens processed, which may include only input Tokens or both input and output Tokens, as described in the Documentation.

Data Sharing Feature and Rebate Program. As described in the Documentation, Snowflake offers you the ability to use the Data Sharing Feature to (1) share the data in your account with other Snowflake customers and/or users accessing read-only accounts ("**Reader Accounts**") and (2) access or use data from other Snowflake customers (provided your usage data may be provided to such Snowflake customers). You will pay for all usage by Reader Accounts. Your Snowflake Credit usage may be offset by Data Sharing Rebate Credits. Please read the applicable Data Sharing Rebate Credit Terms and Conditions made available at https://www.snowflake.com/legal (the "Rebate Terms and Conditions") that describe the Snowflake Rebate Program (the "Rebate Program"). The Rebate Terms and Conditions may have changed since you last read them. By accepting any benefits under the Rebate Program, including any data sharing rebate credits you earn through the Rebate Program ("Data Sharing Rebate Credits"), you accept the Rebate Terms and Conditions. If you do not agree to be bound by the Rebate Terms and Conditions, you may not participate in the Rebate Program and must opt out of the Rebate Program by contacting Snowflake at legalnotices@snowflake.com.

Storage. Storage pricing is based on the average terabytes per month of all Customer Data stored in your Snowflake Account. The average terabytes per month is calculated by taking periodic snapshots of all Customer Data. The daily average will be displayed in the Snowflake Service. The monthly charge is based on the average calculated across the number of calendar days in that month. If Customer Data stored is compressed, the compressed file size is used in the calculation of the total storage used. The applicable storage pricing for each feature is set forth in Tables 3(a), 3(b), and 3(c) below, as described further in the Documentation.

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[1] If you have the ability to create multi-cluster Virtual Warehouses, each Virtual Warehouse can run multiple, equal-size clusters concurrently and independently. The rate of Snowflake Credits charged for a multi-cluster Virtual Warehouse is calculated by multiplying the rate for the size of the Virtual Warehouse and the number of running clusters.

[2] Accounts in Capacity will be charged for Cloud Services only if it has a Subscription Term Start Date on or after February 1, 2020.

[3] Some Serverless Features do not charge for Cloud Services and instead charge based on the applicable description in Table 5.

Data Transfer (Ingress or Egress): As more fully described in the Documentation, the Snowflake Service allows Customer to transfer Customer Data in and out of its existing Account ("**Data Transfer**"). Depending on the Cloud Provider and what Region the Data Transfer is executed from, charges may be incurred for the Data Transfer. The charges applicable to a Data Transfer for each Cloud Provider are set forth in Tables 4(a), 4(b), and 4(c) below. As described in the Documentation, some features (e.g., External Functions) may have alternate data transfer charges, as set forth in Table 4(d) below.

**Table 1(a): Snowflake Credit Table for Virtual Warehouse Services**

| | Credits Per Hour | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Warehouse Types** | XS | S | M | L | XL | 2XL | 3XL | 4XL | 5XL[4] | 6XL[4] |
| Standard Warehouse | 1 | 2 | 4 | 8 | 16 | 32 | 64 | 128 | 256 | 512 |
| Snowpark Optimized Warehouse | N/A | N/A | 6 | 12 | 24 | 48 | 96 | 192 | 384 | 768 |

**Table 1(b): Snowflake Credit Table for SPCS Compute[5]**

| | Credits Per Hour | | | |
|---|---|---|---|---|
| **Compute Node Types** | XS | S | M | L |
| CPU | 0.11 | 0.22 | 0.43 | 1.65 |
| High-Memory CPU | N/A | 0.56 | 2.22 | 8.88 |
| GPU | N/A | 1.14 | 5.36[6] | 28.24[6] |

**Pricing**. The Snowflake Service may be subscribed to on an On Demand basis, where usage is invoiced in arrears every month, or on a Capacity basis, where a set dollar amount of usage is purchased up front. Pricing depends on whether you are in On Demand or Capacity.

Tables 2, 3(a), and 3(b) below set forth Snowflake's current On Demand Credit Pricing and Storage Pricing (Standard and Hybrid Tables).

**Table 2: On Demand Credit Pricing**

| Cloud Provider | Region | Snowflake Service Edition | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | **Standard** | **Premier[7]** | **Premier +1[7]** | **Premier +2[7]** | **Enterprise** | **Enterprise + Private Link[7]** | **Business Critical** | **VPS[8]** |
| **AWS** | **US East (Northern Virginia)** | $2.00 | $2.25 | $2.50 | $2.75 | $3.00 | $3.30 | $4.00 | $6.00 |
| **AWS** | **US West (Oregon)** | $2.00 | $2.25 | $2.50 | $2.75 | $3.00 | $3.30 | $4.00 | $6.00 |
| **AWS** | **EU Dublin** | $2.60 | $2.95 | $3.25 | $3.60 | $3.90 | $4.30 | $5.20 | $7.80 |
| **AWS** | **EU Frankfurt** | $2.60 | $2.95 | $3.25 | $3.60 | $3.90 | $4.30 | $5.20 | $7.80 |
| **AWS** | **AP Sydney** | $2.75 | $3.05 | $3.45 | $3.75 | $4.05 | $4.50 | $5.50 | $8.25 |
| **AWS** | **AP Singapore** | $2.50 | $2.80 | $3.10 | $3.40 | $3.70 | $4.05 | $5.00 | $7.50 |
| **AWS** | **Canada Central** | $2.25 | $2.50 | $3.00 | $3.25 | $3.50 | $3.90 | $4.50 | $6.75 |
| **AWS** | **US East 2 (Ohio)** | $2.00 | $2.25 | $2.50 | $2.75 | $3.00 | $3.30 | $4.00 | $6.00 |
| **AWS** | **AP Northeast 1 (Tokyo)** | $2.85 | $3.20 | $3.45 | $3.75 | $4.30 | $4.70 | $5.70 | $8.55 |
| **AWS** | **AP Mumbai** | $2.20 | $2.50 | $2.70 | $3.00 | $3.30 | $3.60 | $4.40 | $6.60 |
| **AWS** | **US East 1 Commercial Gov** | - | - | - | - | - | - | $4.80 | $7.20 |
| **AWS** | **Europe (London)** | $2.70 | $3.00 | $3.40 | $3.70 | $4.00 | $4.40 | $5.40 | $8.10 |

[4] 5XL and 6XL standard Virtual Warehouse sizes, if available, may not be GA in all Regions.

[5] This feature is available as a Preview, subject to the Preview Terms at https://www.snowflake.com/legal/.

[6] This Compute Node type consumes a minimum of one hour's worth of Credits when started or resumed.

[7] These editions are not available for new accounts unless previously ordered under an existing Order Form.

[8] VPS is only available if specified on an Order Form. A separate annual fee per deployment is required and will be set forth in the applicable Order Form. After expiration of the Subscription Term specified in such Order Form and while Customer is in On Demand, the annual deployment fee(s) specified in the Order Form shall be charged for each deployment pro-rata on a monthly basis in arrears until such Order Form is terminated in accordance with its terms or the parties execute a subsequent Order Form. Cloud Services are not charged in VPS accounts except as part of Serverless Features.

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| Table 2: On Demand Credit Pricing | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| **Cloud Provider** | **Region** | **Snowflake Service Edition** | | | | | | | |
| | | **Standard** | **Premier[7]** | **Premier +1[7]** | **Premier +2[7]** | **Enterprise** | **Enterprise + Private Link[7]** | **Business Critical** | **VPS[8]** |
| **AWS** | **Asia Pacific (Seoul)** | $2.75 | $3.05 | $3.45 | $3.75 | $4.05 | $4.50 | $5.50 | $8.25 |
| **AWS** | **US Gov West 1** | - | - | - | - | - | - | $5.60 | $8.40 |
| **AWS** | **US Gov West 1 (Fedramp High Plus)** | - | - | - | - | - | - | $5.60 | $8.40 |
| **AWS** | **Europe (Stockholm)** | $2.60 | $2.95 | $3.25 | $3.60 | $3.90 | $4.30 | $5.20 | $7.80 |
| **AWS** | **Asia Pacific (Osaka)** | $2.85 | $3.20 | $3.45 | $3.75 | $4.30 | $4.70 | $5.70 | $8.55 |
| **AWS** | **South America East 1 (São Paulo)** | $3.10 | $3.50 | $3.85 | $4.20 | $4.65 | $5.10 | $6.20 | $9.30 |
| **AWS** | **EU (Paris)** | $2.60 | $2.95 | $3.25 | $3.60 | $3.90 | $4.30 | $5.20 | $7.80 |
| **AWS** | **Asia Pacific (Jakarta)** | $2.50 | $2.80 | $3.10 | $3.40 | $3.70 | $4.05 | $5.00 | $7.50 |
| **AWS** | **US Gov East 1 (Fedramp High Plus)** | - | - | - | - | - | - | $5.60 | $8.40 |
| **AWS** | **EU (Zurich)** | $3.10 | $3.50 | $3.85 | $4.20 | $4.65 | $5.10 | $6.20 | $9.30 |
| **Azure** | **East US 2 (Virginia)** | $2.00 | $2.25 | $2.50 | $2.75 | $3.00 | $3.30 | $4.00 | $6.00 |
| **Azure** | **West US 2 (Washington)** | $2.00 | $2.25 | $2.50 | $2.75 | $3.00 | $3.30 | $4.00 | $6.00 |
| **Azure** | **West Europe (Netherlands)** | $2.60 | $2.95 | $3.25 | $3.60 | $3.90 | $4.30 | $5.20 | $7.80 |
| **Azure** | **Australia East (New South Wales)** | $2.75 | $3.05 | $3.45 | $3.75 | $4.05 | $4.50 | $5.50 | $8.25 |
| **Azure** | **Canada Central (Toronto)** | $2.25 | $2.50 | $3.00 | $3.25 | $3.50 | $3.90 | $4.50 | $6.75 |
| **Azure** | **Southeast Asia (Singapore)** | $2.50 | $2.80 | $3.10 | $3.40 | $3.70 | $4.05 | $5.00 | $7.50 |
| **Azure** | **Switzerland North** | $3.10 | $3.50 | $3.85 | $4.20 | $4.65 | $5.10 | $6.20 | $9.30 |
| **Azure** | **US Gov Virginia** | - | - | - | - | - | - | $5.60 | $8.40 |
| **Azure** | **Central US (Iowa)** | $2.00 | $2.25 | $2.50 | $2.75 | $3.00 | $3.30 | $4.00 | $6.00 |
| **Azure** | **North Europe (Ireland)** | $2.60 | $2.95 | $3.25 | $3.60 | $3.90 | $4.30 | $5.20 | $7.80 |
| **Azure** | **Japan East (Tokyo)** | $2.85 | $3.20 | $3.45 | $3.75 | $4.30 | $4.70 | $5.70 | $8.55 |
| **Azure** | **UAE North (Dubai)** | $2.70 | $3.00 | $3.40 | $3.70 | $4.00 | $4.40 | $5.40 | $8.10 |
| **Azure** | **South Central US (Texas)** | $2.00 | $2.25 | $2.50 | $2.75 | $3.00 | $3.30 | $4.00 | $6.00 |
| **Azure** | **Central India (Pune)** | $2.20 | $2.50 | $2.70 | $3.00 | $3.30 | $3.60 | $4.40 | $6.60 |
| **Azure** | **UK South (London)** | $2.70 | $3.00 | $3.40 | $3.70 | $4.00 | $4.40 | $5.40 | $8.10 |
| **GCP** | **US Central 1 (Iowa)** | $2.00 | $2.25 | $2.50 | $2.75 | $3.00 | $3.30 | $4.00 | $6.00 |
| **GCP** | **US East 4 (N. Virginia)** | $2.00 | $2.25 | $2.50 | $2.75 | $3.00 | $3.30 | $4.00 | $6.00 |

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| Table 2: On Demand Credit Pricing | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| **Cloud Provider** | **Region** | **Snowflake Service Edition** | | | | | | | |
| | | **Standard** | **Premier[7]** | **Premier +1[7]** | **Premier +2[7]** | **Enterprise** | **Enterprise + Private Link[7]** | **Business Critical** | **VPS[8]** |
| **GCP** | **Europe West 4 (Netherlands)** | $2.60 | $2.95 | $3.25 | $3.60 | $3.90 | $4.30 | $5.20 | $7.80 |
| **GCP** | **Europe West 2 (London)** | $2.70 | $3.00 | $3.40 | $3.70 | $4.00 | $4.40 | $5.40 | $8.10 |

While in On Demand, your Snowflake Credit pricing is as set forth in Table 2 (On Demand Credit Pricing). Capacity Credit Pricing is based on applying the Snowflake Credit Discount in your Order Form to the On Demand Credit Price for the applicable Cloud Provider, Region, and Edition. Purchased Capacity may be applied toward any of your Accounts on the Snowflake Service. Snowflake will provide you with monthly statements of usage, in arrears.

| Table 3(a): Standard Storage Pricing | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| **Cloud Provider** | **Region** | **On Demand Storage Pricing (TB/mo)** | **Capacity Storage Pricing by ACV Range (TB/mo)** | | | | | | |
| | | | **Tier 1** | **Tier 2** | **Tier 3** | **Tier 4** | **Tier 5** | **Tier 6** | **Tier 7** |
| | | | **USD $0 - $1,199,999** | **USD $1,200,000 - $2,999,999** | **USD $3,000,000 - $4,999,999** | **USD $5,000,000 - $9,999,999** | **USD $10,000,000 - $19,999,999** | **USD $20,000,000 -$39,999,999** | **USD $40,000,000+** |
| **AWS** | **US East (Northern Virginia)** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **AWS** | **US West (Oregon)** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **AWS** | **EU Dublin** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **AWS** | **EU Frankfurt** | $24.50 | $24.50 | $22.87 | $21.24 | $19.60 | $17.96 | $16.34 | $14.70 |
| **AWS** | **AP Sydney** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **AWS** | **AP Singapore** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **AWS** | **Canada Central** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **AWS** | **US East 2 (Ohio)** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **AWS** | **AP Northeast 1 (Tokyo)** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **AWS** | **AP Mumbai** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **AWS** | **US East 1 Commercial Gov** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **AWS** | **Europe (London)** | $24.00 | $24.00 | $22.40 | $20.81 | $19.20 | $17.59 | $16.01 | $14.40 |
| **AWS** | **Asia Pacific (Seoul)** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **AWS** | **US Gov West 1** | $39.00 | $39.00 | $36.40 | $33.81 | $31.20 | $28.59 | $26.01 | $23.40 |
| **AWS** | **US Gov West 1 (Fedramp High Plus)** | $39.00 | $39.00 | $36.40 | $33.81 | $31.20 | $28.59 | $26.01 | $23.40 |
| **AWS** | **Europe (Stockholm)** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **AWS** | **Asia Pacific (Osaka)** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **AWS** | **South America East 1 (São Paulo)** | $40.50 | $40.50 | $37.80 | $35.11 | $32.40 | $29.69 | $27.01 | $24.30 |
| **AWS** | **EU (Paris)** | $24.00 | $24.00 | $22.40 | $20.81 | $19.20 | $17.59 | $16.01 | $14.40 |
| **AWS** | **Asia Pacific (Jakarta)** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **AWS** | **US Gov East 1 (Fedramp High Plus)** | $39.00 | $39.00 | $36.40 | $33.81 | $31.20 | $28.59 | $26.01 | $23.40 |
| **AWS** | **EU (Zurich)** | $26.95 | $26.95 | $25.15 | $23.37 | $21.56 | $19.75 | $17.98 | $16.17 |
| **Azure** | **East US 2 (Virginia)** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |

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**Table 3(a): Standard Storage Pricing**

| Cloud Provider | Region | On Demand Storage Pricing (TB/mo) | Capacity Storage Pricing by ACV Range (TB/mo) | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | | Tier 1 | Tier 2 | Tier 3 | Tier 4 | Tier 5 | Tier 6 | Tier 7 |
| | | | USD $0 - $1,199,999 | USD $1,200,000 - $2,999,999 | USD $3,000,000 - $4,999,999 | USD $5,000,000 - $9,999,999 | USD $10,000,000 - $19,999,999 | USD $20,000,000 -$39,999,999 | USD $40,000,000+ |
| **Azure** | **West US 2 (Washington)** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **Azure** | **West Europe (Netherlands)** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **Azure** | **Australia East (New South Wales)** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **Azure** | **Canada Central (Toronto)** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **Azure** | **Southeast Asia (Singapore)** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **Azure** | **Switzerland North** | $28.80 | $28.80 | $26.88 | $24.97 | $23.04 | $21.11 | $19.21 | $17.28 |
| **Azure** | **US Gov Virginia** | $39.00 | $39.00 | $36.40 | $33.81 | $31.20 | $28.59 | $26.01 | $23.40 |
| **Azure** | **US Central (Iowa)** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **Azure** | **North Europe (Ireland)** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **Azure** | **Japan East (Tokyo)** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **Azure** | **UAE North (Dubai)** | $25.40 | $25.40 | $23.71 | $22.02 | $20.32 | $18.62 | $16.94 | $15.24 |
| **Azure** | **South Central US (Texas)** | $23.00 | $23.00 | $21.47 | $19.94 | $18.40 | $16.86 | $15.34 | $13.80 |
| **Azure** | **Central India (Pune)** | $25.00 | $25.00 | $23.33 | $21.68 | $20.00 | $18.33 | $16.68 | $15.00 |
| **Azure** | **UK South (London)** | $24.00 | $24.00 | $22.40 | $20.81 | $19.20 | $17.59 | $16.01 | $14.40 |
| **GCP** | **US Central 1 (Iowa)** | $20.00 | $20.00 | $20.00 | $20.00 | $20.00 | $20.00 | $20.00 | $20.00 |
| **GCP** | **US East 4 (N. Virginia)** | $23.00 | $23.00 | $23.00 | $23.00 | $23.00 | $23.00 | $23.00 | $23.00 |
| **GCP** | **Europe West 4 (Netherlands)** | $20.00 | $20.00 | $20.00 | $20.00 | $20.00 | $20.00 | $20.00 | $20.00 |
| **GCP** | **Europe West 2 (London)** | $23.00 | $23.00 | $23.00 | $23.00 | $23.00 | $23.00 | $23.00 | $23.00 |

For any Order Form designated as a "Qualifying Order" by its express written terms, as of the Order Form Effective Date of such Qualifying Order, the "Capacity Storage Price" for Accounts procured thereunder shall be the applicable adjusted capacity storage price indicated in the table above, based upon the indicated "Capacity Storage Tier" and the respective Snowflake Service Edition(s), Region(s) and Cloud Provider(s) procured under such Qualifying Order. The annualized contract values listed underneath each tier in the table above ("**ACV Ranges**") are for illustrative purposes only, and if the designated tier for the ACV Ranges listed in the above table conflict with the "Capacity Storage Tier" indicated on the Qualifying Order, then the indicated "Capacity Storage Tier" on the Qualifying Order will control. For clarity and the avoidance of doubt, neither Additional Capacity Orders, nor unused but paid for Capacity from prior Order Forms made available for use (i.e., rolled over) during the Subscription Term of the Qualifying Order, shall be included for purposes of calculating the ACV Range. Absent any express terms to the contrary in the applicable Order Form or Agreement, the Capacity Storage Price for Accounts procured under Order Forms not expressly designated as a "Qualifying Order" shall be based on the "Tier 1" rates in the table above.

For clarity, any references to "storage" (e.g., "Capacity Storage Price," "Capacity Storage Tier(s)," or "Storage Discount(s)") indicated on an Order Form shall be understood in reference to the Standard Storage Pricing set forth in Table 3(a), and not in reference to the Hybrid Tables Storage Pricing or SPCS Block Storage Pricing amounts set forth in Tables 3(b) and 3(c) below.

| Table 3(b): Hybrid Tables Storage Pricing[9] | | |
|---|---|---|
| **Cloud Provider** | **Region** | **On Demand & Capacity Hybrid Tables Storage Pricing (GB/mo)** |
| **AWS** | **US East (Northern Virginia)** | $0.34 |
| **AWS** | **US West (Oregon)** | $0.34 |
| **AWS** | **EU Dublin** | $0.34 |
| **AWS** | **EU Frankfurt** | $0.36 |
| **AWS** | **AP Sydney** | $0.37 |
| **AWS** | **AP Singapore** | $0.37 |
| **AWS** | **Canada Central** | $0.37 |
| **AWS** | **US East 2 (Ohio)** | $0.34 |
| **AWS** | **AP Northeast 1 (Tokyo)** | $0.37 |
| **AWS** | **AP Mumbai** | $0.37 |
| **AWS** | **US East 1 Commercial Gov** | $0.34 |
| **AWS** | **Europe (London)** | $0.35 |
| **AWS** | **Asia Pacific (Seoul)** | $0.37 |
| **AWS** | **US Gov West 1** | $0.58 |
| **AWS** | **US Gov West 1 (Fedramp High Plus)** | $0.58 |
| **AWS** | **Europe (Stockholm)** | $0.34 |
| **AWS** | **Asia Pacific (Osaka)** | $0.37 |
| **AWS** | **South America East 1 (São Paulo)** | $0.60 |
| **AWS** | **EU (Paris)** | $0.35 |
| **AWS** | **Asia Pacific (Jakarta)** | $0.37 |
| **AWS** | **US Gov East 1 (Fedramp High Plus)** | $0.58 |
| **AWS** | **EU (Zurich)** | $0.40 |

| Table 3(c): SPCS Block Storage Pricing[9] | | | |
|---|---|---|---|
| **Cloud Provider** | **Region** | **Block Storage Volume (TB/mo)** | **Block Storage Snapshot (TB/mo)** |
| **AWS** | **US East (Northern Virginia)** | $101.90 | $51.20 |
| **AWS** | **US West (Oregon)** | $101.90 | $51.20 |
| **AWS** | **EU Dublin** | $112.10 | $51.20 |
| **AWS** | **EU Frankfurt** | $121.40 | $55.30 |
| **AWS** | **AP Sydney** | $122.30 | $56.30 |
| **AWS** | **AP Singapore** | $122.30 | $51.20 |
| **AWS** | **Canada Central** | $112.10 | $56.30 |
| **AWS** | **US East 2 (Ohio)** | $101.90 | $51.20 |
| **AWS** | **AP Northeast 1 (Tokyo)** | $122.30 | $51.20 |
| **AWS** | **AP Mumbai** | $116.20 | $51.20 |
| **AWS** | **US East 1 Commercial Gov** | $101.90 | $51.20 |
| **AWS** | **Europe (London)** | $118.20 | $54.30 |
| **AWS** | **Asia Pacific (Seoul)** | $116.20 | $51.20 |
| **AWS** | **US Gov West 1** | $122.30 | $67.60 |
| **AWS** | **US Gov West 1 (Fedramp High Plus)** | $122.30 | $67.60 |
| **AWS** | **Europe (Stockholm)** | $106.40 | $48.60 |
| **AWS** | **Asia Pacific (Osaka)** | $122.30 | $51.20 |
| **AWS** | **South America East 1 (São Paulo)** | $193.60 | $69.60 |
| **AWS** | **EU (Paris)** | $118.20 | $54.30 |
| **AWS** | **Asia Pacific (Jakarta)** | $122.30 | $51.20 |
| **AWS** | **US Gov East 1 (Fedramp High Plus)** | $122.30 | $67.60 |
| **AWS** | **EU (Zurich)** | $145.10 | $60.40 |

| Table 4(a): AWS Data Transfer Pricing | | | | |
|---|---|---|---|---|
| **Cloud Provider** | **Data Transfer Source Region** | **Data Transfer To Same Cloud Provider, Same Region (per TB)** | **Data Transfer To Same Cloud Provider, Different Region (per TB)** | **Data Transfer To Different Cloud Provider or Internet (per TB)** |
| **AWS** | **US East (Northern Virginia)** | $0.00 | $20.00 | $90.00 |
| **AWS** | **US West (Oregon)** | $0.00 | $20.00 | $90.00 |
| **AWS** | **EU Dublin** | $0.00 | $20.00 | $90.00 |

[9] This feature is available as a Preview, subject to the Preview Terms at https://www.snowflake.com/legal/.

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**Table 4(a): AWS Data Transfer Pricing**

| Cloud Provider | Data Transfer Source Region | Data Transfer To Same Cloud Provider, Same Region (per TB) | Data Transfer To Same Cloud Provider, Different Region (per TB) | Data Transfer To Different Cloud Provider or Internet (per TB) |
|---|---|---|---|---|
| AWS | EU Frankfurt | $0.00 | $20.00 | $90.00 |
| AWS | AP Sydney | $0.00 | $140.00 | $140.00 |
| AWS | AP Singapore | $0.00 | $90.00 | $120.00 |
| AWS | Canada Central | $0.00 | $20.00 | $90.00 |
| AWS | US East 2 (Ohio) | $0.00 | $20.00 | $90.00 |
| AWS | AP Northeast 1 (Tokyo) | $0.00 | $90.00 | $114.00 |
| AWS | AP Mumbai | $0.00 | $86.00 | $109.30 |
| AWS | US East 1 Commercial Gov | $0.00 | $20.00 | $90.00 |
| AWS | Europe (London) | $0.00 | $20.00 | $90.00 |
| AWS | Asia Pacific (Seoul) | $0.00 | $80.00 | $126.00 |
| AWS | US Gov West 1 | $0.00 | $30.00 | $155.00 |
| AWS | US Gov West 1 (Fedramp High Plus) | $0.00 | $30.00 | $155.00 |
| AWS | Europe (Stockholm) | $0.00 | $20.00 | $90.00 |
| AWS | Asia Pacific (Osaka) | $0.00 | $90.00 | $114.00 |
| AWS | South America East 1 (São Paulo) | $0.00 | $138.00 | $150.00 |
| AWS | EU (Paris) | $0.00 | $20.00 | $90.00 |
| AWS | Asia Pacific (Jakarta) | $0.00 | $100.00 | $132.00 |
| AWS | US Gov East 1 (Fedramp High Plus) | $0.00 | $30.00 | $155.00 |
| AWS | EU (Zurich) | $0.00 | $20.00 | $90.00 |

**Table 4(b): Azure Data Transfer Pricing**

| Cloud Provider | Data Transfer Source Region | Destination Region (per TB) | | | |
|---|---|---|---|---|---|
| | | Same Cloud Provider | | | Different Cloud Provider or Internet |
| | | Same Region | Same Continent | Different Continent | |
| Azure | East US 2 (Virginia) | $0.00 | $20.00 | $50.00 | $87.50 |
| Azure | West US 2 (Washington) | $0.00 | $20.00 | $50.00 | $87.50 |
| Azure | West Europe (Netherlands) | $0.00 | $20.00 | $50.00 | $87.50 |
| Azure | Australia East (New South Wales) | $0.00 | $80.00 | $80.00 | $120.00 |
| Azure | Canada Central (Toronto) | $0.00 | $20.00 | $50.00 | $87.50 |
| Azure | Southeast Asia (Singapore) | $0.00 | $80.00 | $80.00 | $120.00 |
| Azure | Switzerland North | $0.00 | $20.00 | $50.00 | $87.50 |
| Azure | US Gov Virginia | $0.00 | $20,00 | $50.00 | $87.50 |
| Azure | US Central (Iowa) | $0.00 | $20.00 | $50.00 | $87.50 |
| Azure | North Europe (Ireland) | $0.00 | $20.00 | $50.00 | $87.50 |
| Azure | Japan East (Tokyo) | $0.00 | $80.00 | $80.00 | $120.00 |
| Azure | UAE North (Dubai) | $0.00 | $80.00 | $80.00 | $120.00 |
| Azure | South Central US (Texas) | $0.00 | $20.00 | $50.00 | $87.50 |
| Azure | Central India (Pune) | $0.00 | $80.00 | $80.00 | $120.00 |
| Azure | UK South (London) | $0.00 | $20.00 | $50.00 | $87.50 |

| Table 4(c): GCP Data Transfer Pricing | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Cloud Provider | Data Transfer Source Region | Data Transfer To Same Cloud Provider (TB) | | | | Data Transfer To Different Cloud Provider or Internet (TB) | | |
| | | Same Region | Different Region, Same Continent | Different Continent (excludes Oceania) | Oceania | Same Continent | Different Continent (excludes Oceania) | Oceania |
| GCP | US Central 1 (Iowa) | $0.00 | $10.00 | $80.00 | $150.00 | $120.00 | $120.00 | $190.00 |
| GCP | US East 4 (N. Virginia) | $0.00 | $10.00 | $80.00 | $150.00 | $120.00 | $120.00 | $190.00 |
| GCP | Europe West 4 (Netherlands) | $0.00 | $20.00 | $80.00 | $150.00 | $120.00 | $120.00 | $190.00 |
| GCP | Europe West 2 (London) | $0.00 | $20.00 | $80.00 | $150.00 | $120.00 | $120.00 | $190.00 |

| Table 4(d): Pricing for Specific Endpoint Types | |
|---|---|
| Endpoint Type | Pricing per TB of data processed through the endpoint you configure |
| AWS API Gateway, Private Endpoints | $10 |

| Table 5: Serverless Feature Table | | |
|---|---|---|
| **Feature** | **Feature Multipliers** | |
| | **Snowflake-managed compute** | **Cloud Services** |
| **Clustered Tables** | 2 | 1 |
| **Copy Files**[10] | 2 | N/A |
| **Data Quality Monitoring**[10] | 2 | 1 |
| **Hybrid Tables Requests**[10] | 1 | 1<br>In addition:<br>1 Credit per 30GB read<br>1 Credit per 7.5GB write |
| **Logging** | 1.25 | N/A; instead charged 0.28 Credits per 1000 file batches |
| **Materialized Views maintenance** | 10 | 5 |
| **Materialized Views maintenance in secondary databases** | 2 | 1 |
| **Query Acceleration** | 1 | N/A |
| **Replication** | 2 | 0.35 |
| **Search Optimization Service** | 10 | 5 |
| **Search Optimization Service in secondary databases** | 2 | 1 |
| **Serverless Alerts**[10] | 1.2 | 1 |
| **Serverless Tasks** | 1.2 | 1 |
| **Snowpipe** | 1.25 | N/A; instead charged 0.06 Credits per 1000 files |
| **Snowpipe Streaming** | 1 | N/A; instead charged at an hourly rate of 0.01 Credits per client instance |

| Table 6: AI Services Credit Table[10] | |
|---|---|
| **Feature** | **Snowflake-managed compute**[11] |
| **Cortex Complete – mistral-large** | 5.10 Credits / 1M Tokens |
| **Cortex Complete – llama2-chat-70b** | 0.45 Credits / 1M Tokens |
| **Cortex Complete – reka-flash** | 0.45 Credits / 1M Tokens |
| **Cortex Complete – mixtral-8x7b** | 0.22 Credits / 1M Tokens |
| **Cortex Complete – mistral-7b** | 0.12 Credits / 1M Tokens |
| **Cortex Complete – gemma-7b** | 0.12 Credits / 1M Tokens |
| **Cortex Complete – arctic**[12] | 0 Credits / 1M Tokens |
| **Cortex Translate** | 0.33 Credits / 1M Tokens |
| **Cortex Summarize** | 0.10 Credits / 1M Tokens |
| **Cortex Extract Answer** | 0.08 Credits / 1M Tokens |
| **Cortex Sentiment** | 0.08 Credits / 1M Tokens |
| **Cortex Embed Text** | 0.03 Credits / 1M Tokens |

**Additional Accounts**. You may request additional Accounts through the Snowflake Service or by filing a support ticket. Notwithstanding the foregoing, you may be required to sign an Order Form to add new VPS accounts.

**Non-U.S. Order Forms.** Customer is responsible for all Taxes associated with its purchases or use of, or access to, the Snowflake offerings. If Snowflake has the legal obligation to pay or collect such Taxes, Snowflake will invoice Customer and Customer will pay that amount unless Customer provides Snowflake with a valid tax exemption certificate authorized by the appropriate taxing authority. Taxes will not be deducted from payments to Snowflake, except as required by applicable law, in which case Customer will increase the amount payable as necessary so that, after making all required deductions and withholdings, Snowflake receives and retains (free from any liability for Taxes) an amount equal to the amount it would have received had no such deductions or withholdings been made. Upon Snowflake's request, Customer will provide to Snowflake its proof of withholding tax remittance to the respective tax authority. Where applicable, Customer will provide its VAT/GST Registration Number(s) on the Order Form to confirm the business use of the purchased services. As used here, "**Taxes**" means taxes, levies, duties or similar

[10] This feature is available as a Preview, subject to the Preview Terms at https://www.snowflake.com/legal/.

[11] "1M" refers to 1,000,000.

[12] This feature is available free of charge until June 3, 2024.

governmental assessments of any nature, including, for example, any sales, use, GST, value-added, withholding, or similar taxes, whether domestic or foreign, or assessed by any jurisdiction, but excluding any taxes based on net income, property, or employees of Snowflake.

**Currency Conversions.** Customer's consumption pursuant to this Snowflake Service Consumption Table will be measured in U.S. Dollars ("**USD**"). If an Order Form requires payment in a currency other than USD ("**Foreign Currency**") and specifies the Capacity Credit Price and the Capacity Storage Price in USD, Customer's invoice(s) will be payable to Snowflake in such Foreign Currency pursuant to the payment obligations set forth in the Order Form and further subject to the following:

1. If Customer is in On Demand:

   a. For each invoice, Customer's consumption for the invoiced period will be converted from USD to the relevant Foreign Currency at the Spot Rate[13] applicable for the last day of the invoiced period.

   b. Customer will receive a monthly statement reflecting its consumption for the immediately preceding month in USD.

2. If Customer has available Capacity:

   a. Customer's total Capacity commitment specified in the Order Form will be converted from Foreign Currency to USD at the Spot Rate applicable for the Processing Date[14] under such Order Form ("**USD Total Capacity Balance**").

   b. In the event Customer has eligible Capacity Rollover in EUR from a Prior Order Form, any such Capacity Rollover will be converted to USD at the Spot Rate applicable for the Processing Date of the renewal Order Form and such amount shall be added to the USD Total Capacity Balance.

   c. In the event of an Additional Capacity Order to an existing Capacity Order Form ("**Underlying Order Form**"), Customer's total Capacity commitment specified in such Additional Capacity Order will be converted from Foreign Currency to USD at the Spot Rate then-applicable for the Underlying Order Form and will be added to the aggregate USD Total Capacity Balance covering both the Underlying Order Form and the Additional Capacity Order.

   d. Each invoice issued to Customer under the Order Form constitutes a "**Billing Event**" and the following shall apply with respect to each Billing Event:

      i. Customer's Capacity payment obligation amount in connection with each Billing Event will be converted from Foreign Currency to USD at the Spot Rate applicable for the invoice date of each Billing Event; and

      ii. At the time of each Billing Event, the USD Total Capacity Balance will be adjusted up or down based on the Spot Rate applicable for the invoice date of each such Billing Event (the "**FX Adjustment**") to establish an updated USD Total Capacity Balance. For clarity, Customer's actual consumption percentage against the USD Total Capacity Balance will move up or down as a result of each FX Adjustment.

   e. Customer's consumption will be drawn against the USD Total Capacity Balance (subject to any FX Adjustment, as applicable).

   f. Customer will receive a monthly statement reflecting its USD Total Capacity Balance (including any Free Usage), any applicable FX Adjustment and Customer's consumption for the immediately preceding month in USD.

3. For Free Usage. In the event of any Free Usage, Customer's Free Usage will be converted at the Spot Rate applicable for the Processing Date.

For clarity, any Capacity Credit Price and Capacity Storage Price set forth in the Order Form are for illustrative purposes only. If the Capacity Credit Price and Capacity Storage Price were set forth in the Order Form in EUR, Customer may reference the applicable EUR pricing available at https://www.snowflake.com/legal-files/CreditConsumptionTableEUR.pdf, which shall apply for the remainder of Customer's then-current Subscription Term. For the avoidance of doubt, the above terms apply whether Capacity is purchased directly from Snowflake or through a Snowflake-authorized reseller. For Order Forms (including Underlying Order Forms) placed through resellers, the date of the "Billing Event," "Processing Date" and/or "FX Adjustment" will be determined based on the date that the reseller is billed or places the corresponding order, as applicable.

**Other**

This Snowflake Service Consumption Table applies to Previews, provided that Private Previews may be subject to different pricing, as may be set forth in the Private Preview Documentation.

Any capitalized terms used but not defined herein shall have the meaning set forth in the Agreement or the Documentation, as applicable.

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[13] The "**Spot Rate**" means the real-time currency conversion spot rate existing in the United States as reported by Oanda.com (or such other reputable foreign exchange rate platform Snowflake may use in its sole discretion).

[14] The "**Processing Date**" means the later of: (a) the Subscription Term Start Date or the (b) the date the Order Form is processed by Snowflake. Notwithstanding the foregoing, any Additional Capacity Order will have the same Processing Date as the Underlying Order Form.

## Appendix 1

**G-Cloud 14 Capacity Credit Discounts for Committed Annual Purchases.**

Buyers entering into a G-Cloud 14 Call-Off Contract with Snowflake that (i) has an Annual Contract Value ("**ACV**") that exceeds £120,000 and (ii) satisfies the Qualifying Criteria below, will be entitled to the following discount based on the length of the Call-Off Contract:

| ACV | 12-month contract | 24-month Contract | 36-month Contract |
|---|---|---|---|
| £120,000+ | 12% | 14% | 16% |

The discount is applied to the applicable On Demand Credit Price found in the Snowflake Service Consumption Price Table.

**Qualifying Criteria**:

- Editions: Standard, Enterprise, Business Critical
- Capacity Discounts are based on the ACV of the contract for a 12-month term, and the average ACV of the contract for 24- and 36-months term
- Pricing only applicable to new deals
- Billing frequency, Up front / Annual only
- Payment terms Net 30 days