

MARKETING DOCUMENT

DATABRICKS

Invest in the Leader of
Enterprise Data & AI





Databricks is the clear leader in the Data & AI Intelligence Platform market

Founded in 2013 by the creators of Apache Spark, Databricks is headquartered in San Francisco, CA, and provides the world's leading unified platform for data engineering, analytics, AI and machine learning. Over 20,000 organizations — including 60%+ of the Fortune 500 — rely on Databricks to build data-driven applications at scale.



Data Intelligence Platform

- Lakehouse architecture (Delta Lake + open standards)
- Real-time analytics, ETL pipelines & Lakeflow orchestration
- Unity Catalog for governance, lineage & access control



Mosaic AI & Agentic Platform

- Agent Bricks for production AI agents on enterprise data
- Native Anthropic, OpenAI & Gemini model integrations
- Lakebase: serverless Postgres database built for AI agents

20,000+

Customers

60%+

Fortune 500

>\$5.4B

Revenue Run-Rate

14,600+

Employees



Databricks operates across three synergistic business pillars

Lakehouse & Data Engineering

Delta Lake open-source ACID storage layer

Lakeflow: no-code to full-code ETL

Lakebase: serverless Postgres database

Delta Lake

ACID Transactions

Serverless Postgres

Lakebase

AI & Machine Learning (Mosaic AI)

Agent Bricks: production-ready AI agents

MLflow: ML lifecycle management

Partnerships: Anthropic, OpenAI, Google

>\$1.4B Run-Rate

AI Revenue

Domain-specific AI

Agent Bricks

Data Warehousing & Analytics

Databricks SQL: BI analytics at scale

Genie: conversational AI data queries

Power BI, Tableau, Looker integrations

Serverless

SQL Warehouses

NL Data Queries

Genie AI

NEW (Feb 2026): Databricks doubles down on Lakebase (serverless Postgres for AI agents) and Genie (conversational AI for every employee) — two new market opportunities announced with >\$7B in new investments



Data & AI Infrastructure: fastest-growing sector in enterprise software

Every enterprise is racing to become data-driven. AI adoption, agentic workflows, and LLM deployments require massive data infrastructure — and Databricks sits at the center of this shift.

\$780B

**Cloud Data & AI
Market by 2028**

Source: IDC / Gartner 2025

25% CAGR

vs. 8% for traditional IT

~0.7% TAM today — enormous runway

AI is Mandatory

Every enterprise now builds AI applications. Data infrastructure is the foundation — no data platform, no AI.

Agentic AI Wave

AI agents need scalable, serverless databases. Databricks' Lakebase and Agent Bricks are built for this shift.

Cloud Migration

Legacy data warehouses being replaced. Lakehouse architecture unifies data lakes + warehouses in one platform.

Open Source Moat

Databricks invented Apache Spark, Delta Lake, and MLflow — trusted by millions of engineers globally.



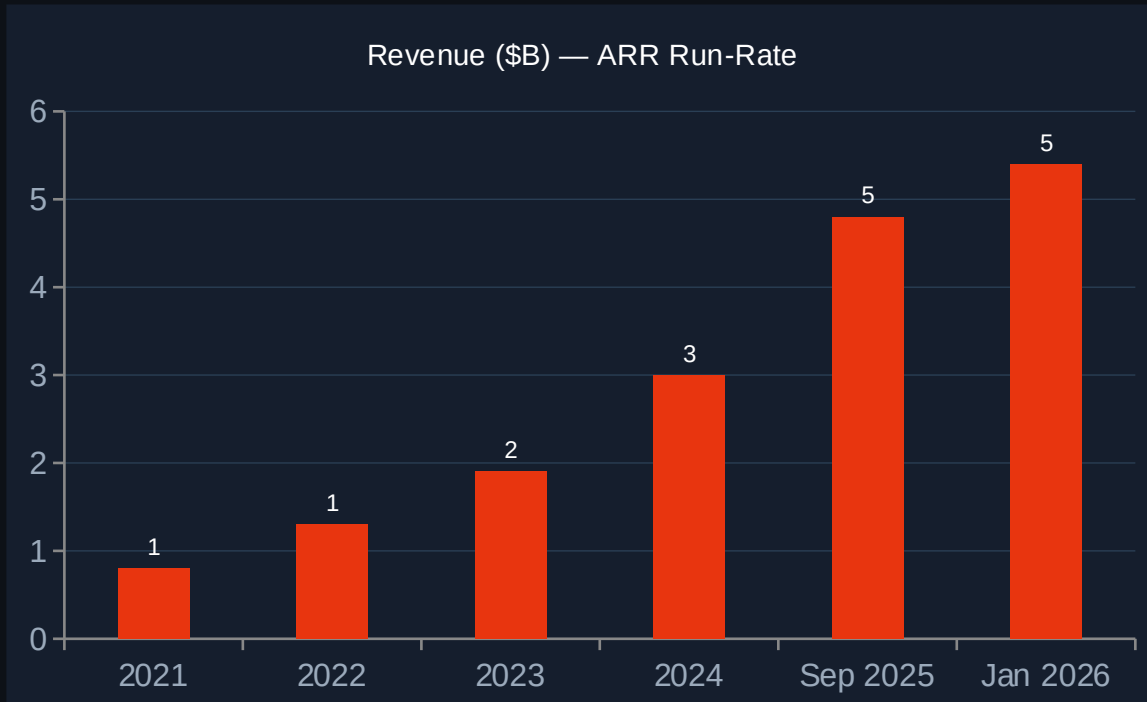
Databricks leads a \$780B market, far ahead of competitors in data + AI unification

Company	Valuation	Revenue ARR	Core Focus	Position
Databricks	\$134B	>\$5.4B ARR	Unified Data + AI Lakehouse	Leader
Snowflake	~\$60B	~\$4.6B ARR	Cloud Data Warehouse	Challenger
Palantir	\$370B	~\$4.5B ARR	AI/Analytics Platform	Adjacent
Google (BigQuery)	N/A	Part of GCP \$44B	Cloud Data Warehouse	Integrated
Microsoft (Fabric)	N/A	Part of Azure	Analytics + AI Platform	Integrated

Key Databricks Advantages: Open-source leadership (Spark, Delta Lake, MLflow) • Only platform unifying data + AI in one product • Broadest cloud coverage (AWS, Azure, GCP) • Deepest AI ecosystem (Anthropic, OpenAI, Google, Microsoft partners)



Databricks financial trajectory points to an IPO at \$150B+ valuation in 2026/2027



>65%

YoY Revenue Growth (Q4 2025)

Source: Databricks Press Release, Feb 9, 2026

>\$7B

New Capital Raised (Feb 2026)

\$5B equity + \$2B debt facility

>140%

Net Retention Rate

Customers expand usage year-over-year

\$134B

Latest Valuation (Series L)

Dec 2025 — \$190/share



Data & AI Market: 3–5× Growth by 2030

\$780B

**Total Addressable Market
by 2028**

CAGR: 25%+

vs. 8% for traditional IT

*Databricks currently holds ~0.7% of
TAM with enormous runway to expand*

Source: IDC 2025

>80%

Agentic AI Explosion

of new databases on Databricks created by AI agents — not humans. Agentic AI requires scalable, serverless databases at speed.

\$200B+

Enterprise AI Spending

Global enterprise AI software spending forecast by 2026. A data platform is the mandatory backend for every AI application.

2026/27

IPO Catalyst

CEO Ghodsi confirmed IPO readiness. Public markets could unlock a 20–40% valuation premium vs current secondary pricing at listing.

12mo+

Positive Free Cash Flow

Databricks has been cash-flow positive for over 12 months — rare for a high-growth tech unicorn at this revenue scale.



Databricks valuation reached \$134B – IPO targeting \$150B–\$200B in 2026/2027

Current Valuation (Dec 2025)

\$134B

From <\$1B in 2019 (134× Growth in 6 years)

Caplight secondary market: ~\$182–185/share (Mar 2026)

Series L price: \$190.00/share (Dec 2025)

>\$15.5B

Total Capital Raised
(all rounds)

+65%

YoY Growth Q4 2025
Official press release, Feb 9, 2026

Source: Caplight Technologies, Mar 2026

Blue-chip Investors

JPMorganChase

Goldman Sachs

Microsoft

Qatar Inv. Authority (QIA)

J.P. Morgan Asset Mgmt

UBS (funds associated)

Andreessen Horowitz

Fidelity Management

Insight Partners

Neuberger Berman

Thrive Capital

Morgan Stanley

Valuation Milestones:

Sep 2025: \$100B (\$150/sh) • Dec 2025: \$134B (\$190/sh) • Feb 2026: \$134B+ (debt \$2B)



Why Smartprofit Finder recommends investing in Databricks

01

Market Leadership in AI Infrastructure

Databricks is the backbone for AI applications at over 20,000 enterprises. As AI spending accelerates, Databricks is positioned as the mandatory platform — a category leader with no direct equivalent in unified data + AI.

02

Exceptional Revenue Growth & Financial Health

>65% YoY growth with >\$5.4B ARR and positive free cash flow for 12+ months. Net Retention Rate >140% signals customers expand their usage — the most powerful metric in enterprise SaaS.

03

IPO Optionality & Valuation Upside

CEO Ghodsi confirmed IPO readiness for 2026/2027. Pre-IPO investors historically see 20–50% valuation premium at listing. Last round priced at \$190/share (\$134B); IPO targets \$150–200B.

04

Strategic Partnerships & Ecosystem Lock-in

Deep integrations with AWS, Azure, GCP, Microsoft, SAP, Anthropic and OpenAI. >800 customers spending \$1M+ annually. >70 customers spending \$10M+ annually. Churn is structurally low.

05

Open Source Moat & Brand Trust

Creators of Apache Spark, Delta Lake, and MLflow — the industry standards downloaded billions of times. This drives developer loyalty and organic adoption that money cannot easily replicate.

06

Access to the AI Unicorn Opportunity

Databricks is one of the last true mega-unicorns accessible in the pre-IPO secondary market. Entry at ~\$134B with clear path to \$200B+ at IPO represents a compelling risk/reward profile for sophisticated investors.

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