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• Reviewing Atlas drivers
• Understanding our customer base
• Demonstrating profitable growth
• Reviewing Atlas drivers
• Understanding our customer base
• Demonstrating profitable growth
As a reminder, we grow in accounts by acquiring additional workloads.
Once we onboard a workload, its growth is a function of multiple application-specific factors and macro conditions.

What we are focused on is adding new workloads over time.
Atlas growth in the short-term is driven by growth of **existing workloads**

Growth of existing workloads is driven by **underlying application usage growth**
Last year, we saw a slowdown in usage growth

Note: Consumption represents Atlas usage over the prior 7 day period
Long-term, Atlas growth is driven by our ability to acquire new workloads.
New workloads drive limited near-term growth, but vast majority of long-term growth.
● Reviewing Atlas drivers

● Understanding our customer base

● Demonstrating profitable growth
Robust total & direct sales customer growth

**Total Customers**

- FY19: 13,400+
- FY20: 17,000+
- FY21: 24,800+
- FY22: 33,000+
- FY23: 40,800+

**Direct Sales Customers**

- FY19: 1,750+
- FY20: 2,000+
- FY21: 3,000+
- FY22: 4,400+
- FY23: 6,400+
Growing number of large customers

Customers >$100k ARR

<table>
<thead>
<tr>
<th>Year</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
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<tr>
<td>Value</td>
<td>529</td>
<td>751</td>
<td>975</td>
<td>1,307</td>
<td>1,651</td>
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</table>

Customers >$1m ARR

<table>
<thead>
<tr>
<th>Year</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
<th>FY23</th>
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<tr>
<td>Value</td>
<td>42</td>
<td>62</td>
<td>98</td>
<td>164</td>
<td>213</td>
</tr>
</tbody>
</table>
Proven success across industries...

COMMUNICATIONS & MEDIA
- Business Insider
- AT&T
- Verizon
- Telefónica
- Comcast
- The Washington Post
- Cisco
- Forbes

TECHNOLOGY
- Adobe
- Salesforce
- Intuit
- Indeed
- Highspot
- Hugging Face
- Palo Alto Networks

INDUSTRIALS
- Bosch
- Cox Automotive
- Agero
- Xylem
- Volvo Connect
- Yodel

HEALTHCARE
- AstraZeneca
- Thermo Fisher Scientific
- Memorial Sloan Kettering Cancer Center
- CUE
- GE Healthcare

FINANCIAL SERVICES
- Goldman Sachs
- Nationwide
- Truist
- Charles Schwab
- Morgan Stanley
- Wells Fargo

CONSUMER & RETAIL
- Cathay Pacific
- Albertsons
- Panera Bread
- Shutterfly
- Rent the Runway
- Royal Caribbean International
...and use cases

<table>
<thead>
<tr>
<th>COMMUNICATIONS &amp; MEDIA</th>
<th>INSURANCE</th>
<th>INDUSTRIALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>● Fraud Detection</td>
<td>● Cross-Sell &amp; Bundling</td>
<td>● Connected Product &amp; Fleet Management</td>
</tr>
<tr>
<td>● Content Discovery</td>
<td>● Usage-Based Rates via Telemetry Data</td>
<td>● Digital Twins &amp; Virtual Factory</td>
</tr>
<tr>
<td>● Service Assurance</td>
<td>● Automated Underwriting</td>
<td>● Manufacturing Operations Management</td>
</tr>
<tr>
<td>● Billing</td>
<td>● Digital Customer Concierge</td>
<td>● Supply Chain Resilience</td>
</tr>
<tr>
<td>● Network Intelligence</td>
<td>● Agent/Broker Platform Experience</td>
<td>● Monitoring &amp; Predictive Maintenance</td>
</tr>
<tr>
<td>● Media Supply Chain</td>
<td>● Submission Intake with AI/ML</td>
<td>● Connected Workforce</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>HEALTHCARE</th>
<th>FINANCIAL SERVICES</th>
<th>CONSUMER &amp; RETAIL</th>
</tr>
</thead>
<tbody>
<tr>
<td>● Patient Summary &amp; Interoperability</td>
<td>● Holistic Customer Experience</td>
<td>● Product Catalog</td>
</tr>
<tr>
<td>● Clinical Data Repository</td>
<td>● Card/Payment Fraud</td>
<td>● Real Time Personalisation</td>
</tr>
<tr>
<td>● Clinical Decision Support</td>
<td>● Mobile and Embedded Banking</td>
<td>● Customer Loyalty</td>
</tr>
<tr>
<td>● Value-Based Healthcare</td>
<td>● Real-time Payments</td>
<td>● Single View of Inventory</td>
</tr>
<tr>
<td>● Patient monitoring &amp; IoT</td>
<td>● Banking-as-a-Service (BaaS)</td>
<td>● Order Management &amp; Fulfillment</td>
</tr>
<tr>
<td>● Genomics Variant Identification</td>
<td>● Mainframe Modernization</td>
<td>● Customer &amp; Workforce Mobile Apps</td>
</tr>
</tbody>
</table>

- Patient Summary & Interoperability
- Clinical Data Repository
- Clinical Decision Support
- Value-Based Healthcare
- Patient monitoring & IoT
- Genomics Variant Identification

- Holistic Customer Experience
- Card/Payment Fraud
- Mobile and Embedded Banking
- Real-time Payments
- Banking-as-a-Service (BaaS)
- Mainframe Modernization

- Cross-Sell & Bundling
- Usage-Based Rates via Telemetry Data
- Automated Underwriting
- Digital Customer Concierge
- Agent/Broker Platform Experience
- Submission Intake with AI/ML

- Connected Product & Fleet Management
- Digital Twins & Virtual Factory
- Manufacturing Operations Management
- Supply Chain Resilience
- Monitoring & Predictive Maintenance
- Connected Workforce
Customers start small but expand quickly

Average Cohort ARR Expansion End of Year 1 to End of Year 3

Note: For our definition of ARR, please refer to the Appendix
Note: Average expansion based on FY19, FY20, FY21 cohorts
Our largest customers continue to expand

Average ARR for customers who were >$100k or >$1m in FY20

Note: For our definition of ARR, please refer to the Appendix.
We are pursuing a large market opportunity

Source: IDC, Data Management Software Market, $Bn
Still in the early innings with Enterprise accounts

- 64 of the Fortune 100
- 192 of the Fortune 500
- 457 of the Global 2000
Significant opportunity to expand our share

 MDB share % of Fortune 100 database spend
1.8% MDB
98.2%

 MDB share % of Fortune 500 database spend
1.7% MDB
98.3%

Note: Based on IDC estimates of the Fortune 100/500 Data Management Software spend
Broadly diversified customer base

**FY23 ARR Mix by Customer Type**
- Enterprise: 75%
- Mid-Market: 13%
- Self Serve: 12%

**FY23 ARR Mix by Geography**
- Americas: 30%
- EMEA: 55%
- APAC: 15%

**FY23 ARR Mix by Top 100 Customers**
- Top 100: 64%
- Other: 36%

Note: No customer is greater than 2% of FY23 ARR
Double-clicking on the top 100

FY23 Product Mix of Top 100 Customers

- >80% Atlas: 38%
- >80% EA: 47%
- Atlas & EA: 15%

FY23 “Age” Mix of Top 100 Customers

- 1 year: 59%
- 2 years: 13%
- 3 years: 13%
- 4 years: 5%
- 5+ years: 10%

Note: Figures in chart are ARR weighted
• Reviewing Atlas drivers
• Understanding our customer base
• Demonstrating profitable growth
History of Revenue Growth

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Revenue (in $)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18</td>
<td>$166</td>
</tr>
<tr>
<td>FY19</td>
<td>$267</td>
</tr>
<tr>
<td>FY20</td>
<td>$422</td>
</tr>
<tr>
<td>FY21</td>
<td>$590</td>
</tr>
<tr>
<td>FY22</td>
<td>$874</td>
</tr>
<tr>
<td>FY23</td>
<td>$1,284</td>
</tr>
</tbody>
</table>
History of Non-GAAP Operating Margins

Note: FY18-FY20 margins include payroll taxes associated with stock-based compensation expense which are excluded from Non-GAAP operating income in all subsequent years.
Strong Gross Margins even as Atlas scales

Atlas as a % of Total Revenue

Non-GAAP Gross Margins
Operating leverage in all line items

FY18 - Non-GAAP Opex as a % of Revenue

- S&M% of Revenue: 62%
- R&D% of Revenue: 33%
- G&A% of Revenue: 17%

FY23 - Non-GAAP Opex as a % of Revenue

- S&M% of Revenue: 43%
- R&D% of Revenue: 19%
- G&A% of Revenue: 8%
On a global basis, we only have sales reps in 13 of the G20 Countries.

In the US, we only have >2 sales reps in 18 of the 30 NFL cities.

We will keep investing in Sales and Marketing as we still have a limited footprint compared to our opportunity.
We will keep investing in Research and Development as we execute against our ambitious product roadmap.

Deeping our competitive advantage in our core database offering.

Continuing to expand our developer data platform to build a unified developer experience.
The strength of our underlying unit economics means we will continue to see improved profitability as we scale.
Long-term target model

Non-GAAP Gross Margin

70%+

Non-GAAP Operating Margin

20%+
Appendix
Non-GAAP Financial Measures

This presentation includes the following financial measures defined as non-GAAP financial measures by the SEC: annualized recurring revenue (“ARR”), Total Customers, Direct Sales Customers, Customers over 100K ARR, Customers over 1 million ARR, non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP income (loss) from operations.

Non-GAAP gross profit and non-GAAP gross margin exclude expenses associated with stock-based compensation. Non-GAAP operating expenses and non-GAAP income (loss) from operations exclude:

- Expenses associated with stock-based compensation including employer payroll taxes upon the vesting and exercising of stock-based awards and expenses related to stock appreciation rights previously issued to our employees in China;
- Amortization of intangible assets for the acquired technology and acquired customer relationships associated with prior acquisitions;
- Amortization of time-based payments associated with prior acquisitions that were deemed to be post-combination compensation expense for U.S. GAAP purposes

ARR includes the revenue we expect to receive from our customers over the following 12 months based on contractual commitments and, in the case of Direct Sales Customers of MongoDB Atlas, by annualizing the prior 90 days of their actual usage of MongoDB Atlas, assuming no increases or reductions in their subscriptions or usage. For all other customers of our self-serve products, we calculate annualized MRR by annualizing the prior 30 days of their actual usage of such products, assuming no increases or reductions in usage. ARR and annualized MRR exclude professional services.

Direct Sales Customers are customers that were sold through our direct sales force and channel partners.

MongoDB uses these non-GAAP financial measures internally in analyzing its financial results and believes they are useful to investors, as a supplement to GAAP measures, in evaluating MongoDB’s ongoing operational performance. MongoDB believes that the use of these non-GAAP financial measures provides an additional tool for investors to use in evaluating ongoing operating results and trends and in comparing its financial results with other companies in MongoDB’s industry, many of which may present similar non-GAAP financial measures to investors.

Non-GAAP financial measures have limitations as an analytical tool and should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. In particular, other companies may report non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP income (loss) from operations or similarly titled measures but calculate them differently, which reduces their usefulness as comparative measures. Investors are encouraged to review the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures, as presented below.
## GAAP to Non-GAAP Reconciliations

### (in thousands, unaudited)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>$166,028</td>
<td>$267,016</td>
<td>$421,720</td>
<td>$590,380</td>
<td>$873,782</td>
<td>$1,284,040</td>
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<tr>
<td><strong>GAAP gross profit</strong></td>
<td>$123,169</td>
<td>$193,448</td>
<td>$296,364</td>
<td>$413,304</td>
<td>$614,290</td>
<td>$934,736</td>
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<tr>
<td><strong>GAAP gross profit margin</strong></td>
<td>74 %</td>
<td>72 %</td>
<td>70 %</td>
<td>70 %</td>
<td>70 %</td>
<td>73 %</td>
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<tr>
<td>Stock-based compensation expense: Cost of Revenue—Subscription</td>
<td>730</td>
<td>2,047</td>
<td>4,996</td>
<td>9,937</td>
<td>15,815</td>
<td>20,490</td>
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<td>Stock-based compensation expense: Cost of Revenue—Services</td>
<td>462</td>
<td>1,239</td>
<td>3,047</td>
<td>7,841</td>
<td>8,431</td>
<td>10,802</td>
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<tr>
<td><strong>Non-GAAP gross profit</strong></td>
<td>$124,361</td>
<td>$196,734</td>
<td>$304,407</td>
<td>$431,082</td>
<td>$638,536</td>
<td>$966,028</td>
</tr>
<tr>
<td><strong>Non-GAAP gross profit margin</strong></td>
<td>75 %</td>
<td>74 %</td>
<td>72 %</td>
<td>73 %</td>
<td>73 %</td>
<td>75 %</td>
</tr>
<tr>
<td><strong>GAAP operating margin</strong></td>
<td>(51)%</td>
<td>(37)%</td>
<td>(35)%</td>
<td>(35)%</td>
<td>(33)%</td>
<td>(27)%</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>21,235</td>
<td>37,403</td>
<td>75,776</td>
<td>175,856</td>
<td>288,309</td>
<td>399,449</td>
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<tr>
<td>Amortization of intangible assets associated with acquisitions</td>
<td>888</td>
<td>4,240</td>
<td>17,741</td>
<td>10,410</td>
<td>13,567</td>
<td>9,180</td>
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<tr>
<td>Acquisition costs and other</td>
<td>-</td>
<td>1,900</td>
<td>641</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>Non-GAAP income (loss) from operations</strong></td>
<td>$(62,757)</td>
<td>$(54,222)</td>
<td>$(53,708)</td>
<td>$(23,038)</td>
<td>$12,512</td>
<td>$61,974</td>
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<tr>
<td><strong>Non-GAAP operating margin</strong></td>
<td>(38)%</td>
<td>(20)%</td>
<td>(13)%</td>
<td>(4)%</td>
<td>1 %</td>
<td>5 %</td>
</tr>
</tbody>
</table>
### GAAP to Non-GAAP Reconciliations

(in thousands, unaudited)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2023</th>
</tr>
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<tbody>
<tr>
<td>GAAP sales and marketing operating expenses</td>
<td>$109,073</td>
<td>$699,201</td>
</tr>
<tr>
<td>GAAP sales and marketing as % of Total Revenue</td>
<td>66%</td>
<td>54%</td>
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<tr>
<td>Stock-based compensation expense</td>
<td>$6,364</td>
<td>$149,778</td>
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<td>Amortization of intangible assets associated with acquisitions</td>
<td>26</td>
<td>3,040</td>
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<td>Non-GAAP sales and marketing operating expenses</td>
<td>$102,683</td>
<td>$546,383</td>
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<td>Non-GAAP sales and marketing as % of Total Revenue</td>
<td>62%</td>
<td>43%</td>
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<tr>
<td>GAAP research and development operating expenses</td>
<td>$62,202</td>
<td>$421,692</td>
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<tr>
<td>GAAP research and development as % of Total Revenue</td>
<td>37%</td>
<td>33%</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>$5,752</td>
<td>$165,373</td>
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<td>Amortization of intangible assets associated with acquisitions</td>
<td>862</td>
<td>6,140</td>
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<td>Non-GAAP research and development operating expenses</td>
<td>$55,588</td>
<td>$250,179</td>
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<tr>
<td>Non-GAAP research and development as % of Total Revenue</td>
<td>33%</td>
<td>19%</td>
</tr>
</tbody>
</table>
GAAP to Non-GAAP Reconciliations

(in thousands, unaudited)

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>GAAP general and administrative operating expenses</td>
<td>$36,775</td>
<td>$160,498</td>
</tr>
<tr>
<td>GAAP general and administrative as % of Total Revenue</td>
<td>22%</td>
<td>12%</td>
</tr>
<tr>
<td>Stock-based compensation expense</td>
<td>7,927</td>
<td>53,006</td>
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<td>Acquisition costs and other</td>
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<tr>
<td>Non-GAAP general and administrative operating expenses</td>
<td>$28,847</td>
<td>$107,492</td>
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<tr>
<td>Non-GAAP general and administrative as % of Total Revenue</td>
<td>17%</td>
<td>8%</td>
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<tr>
<td>Total GAAP operating expenses</td>
<td>$208,050</td>
<td>$1,281,391</td>
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<tr>
<td>Total GAAP operating expenses as % of Total Revenue</td>
<td>125%</td>
<td>100%</td>
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<tr>
<td>Stock-based compensation expense</td>
<td>20,043</td>
<td>368,157</td>
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<td>Amortization of intangible assets associated with acquisitions</td>
<td>888</td>
<td>9,180</td>
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<td>Acquisition costs and other</td>
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<tr>
<td>Total Non-GAAP operating expenses</td>
<td>$187,118</td>
<td>$904,054</td>
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<tr>
<td>Total Non-GAAP operating expenses as % of Total Revenue</td>
<td>113%</td>
<td>70%</td>
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