Investor Session: Business Update

MongoDB.local NYC 2023

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COO & CFO

Safe Harbor

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- Reviewing Atlas drivers
- Understanding our customer base
- Demonstrating profitable growth

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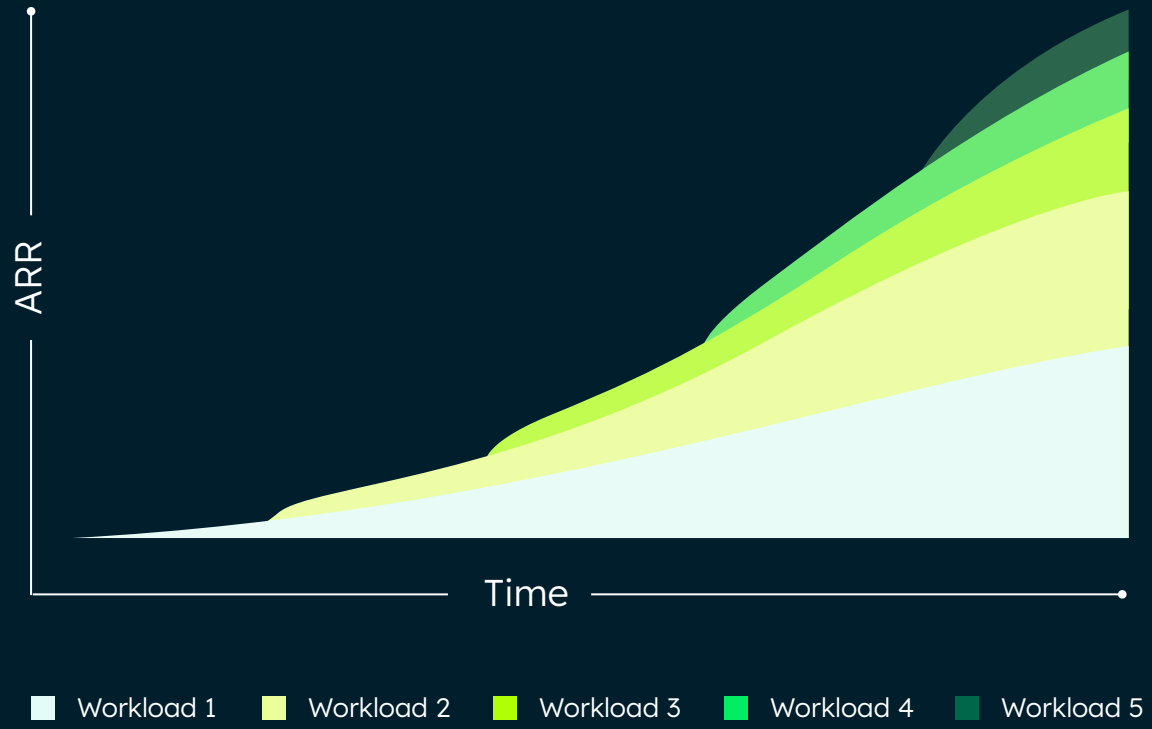
- Demonstrating profitable growth

As a reminder, we grow in accounts by acquiring additional workloads

An Illustrative Atlas Customer Journey



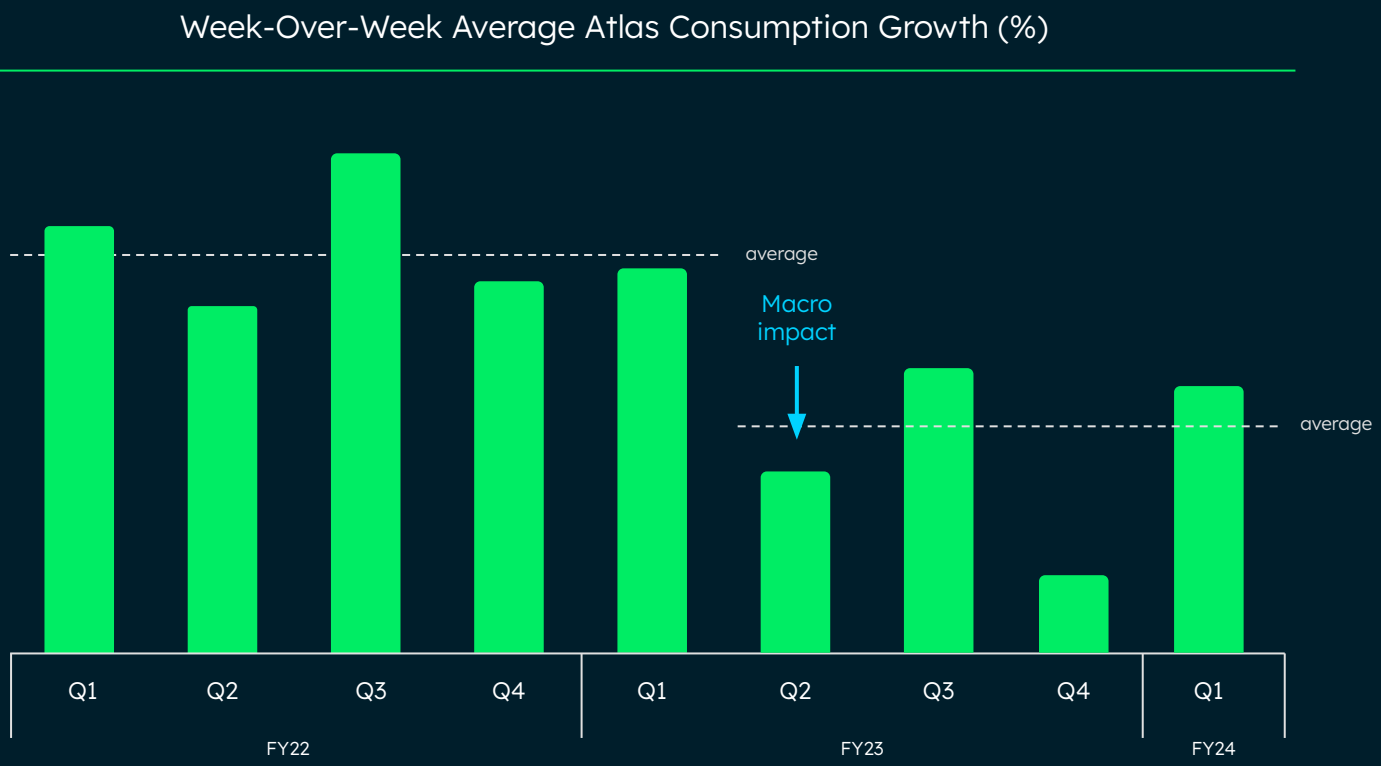
Once we onboard a workload, its growth is a function of multiple application-specific factors and macro conditions

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

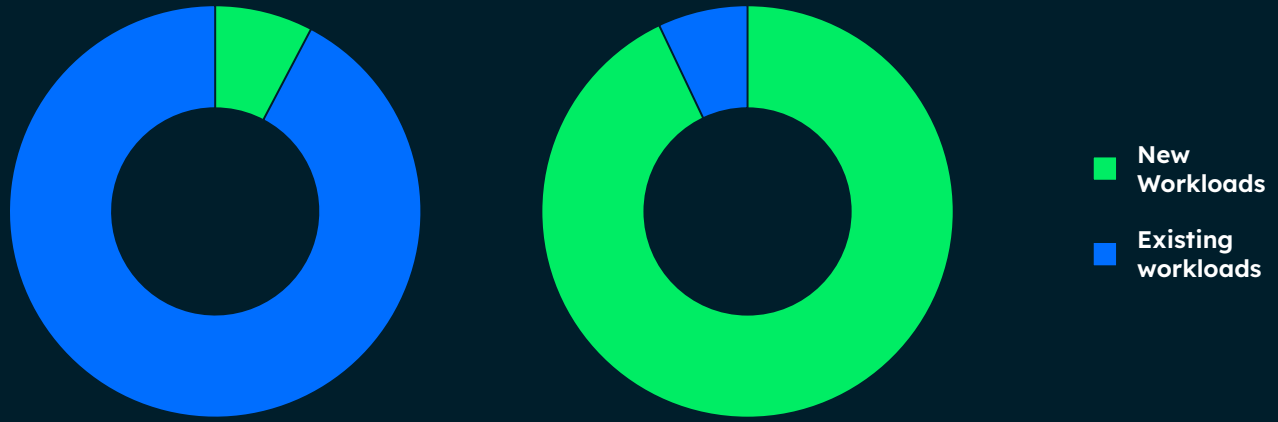


Note: Consumption represents Atlas usage over the prior 7 day period

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

% Incremental Atlas Revenue Share from New Workloads (Illustrative)



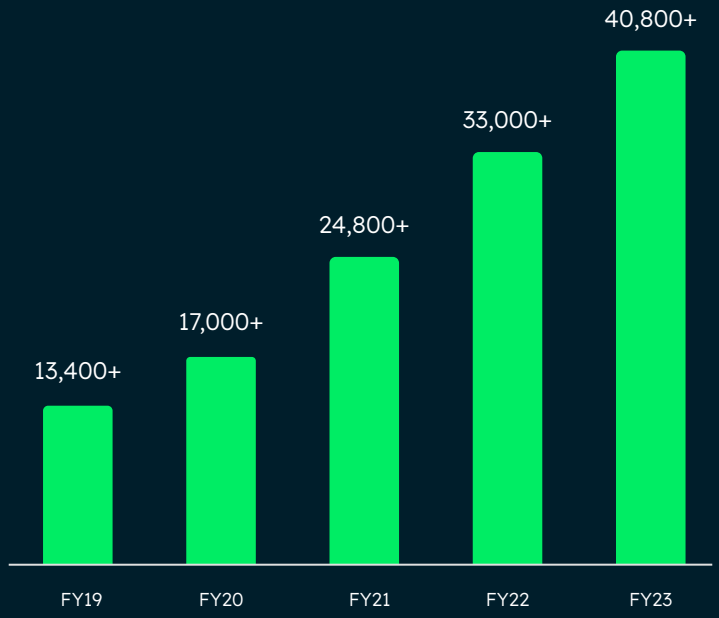
Current Quarter
Quarter One

5 years from Now
Quarter Twenty

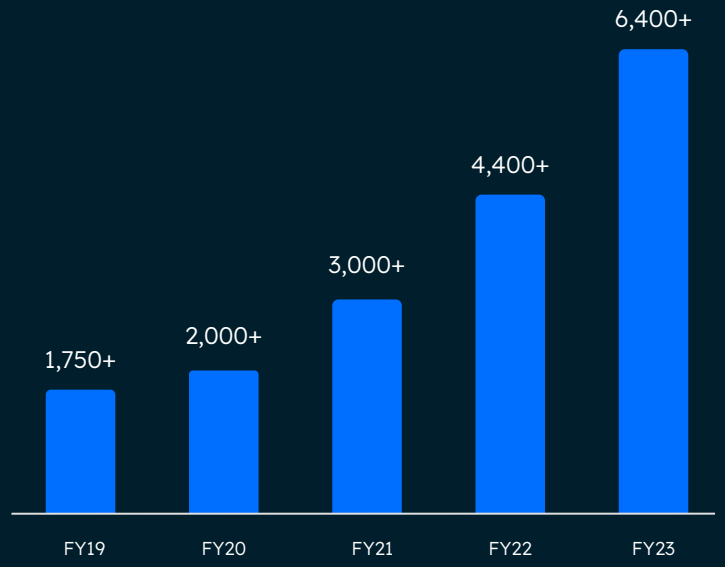
- Reviewing Atlas drivers
- Understanding our customer base
- Demonstrating profitable growth

Robust total & direct sales customer growth

Total Customers

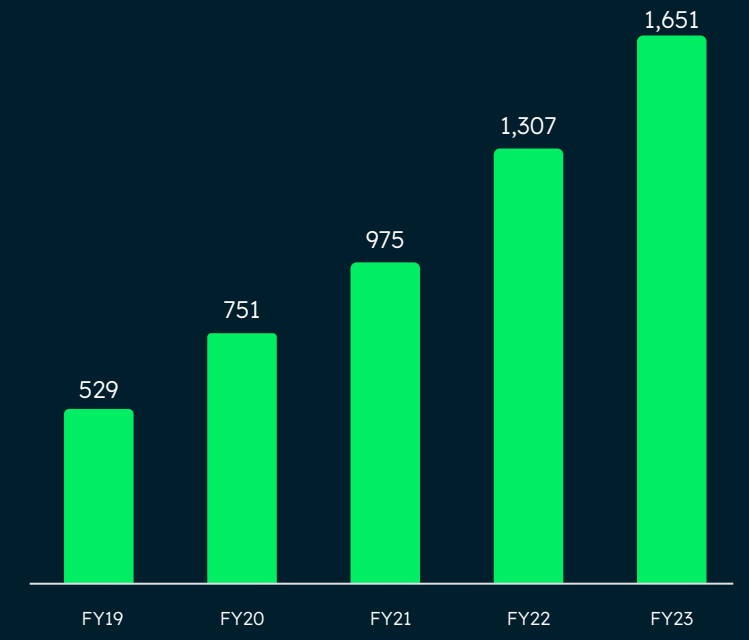


Direct Sales Customers

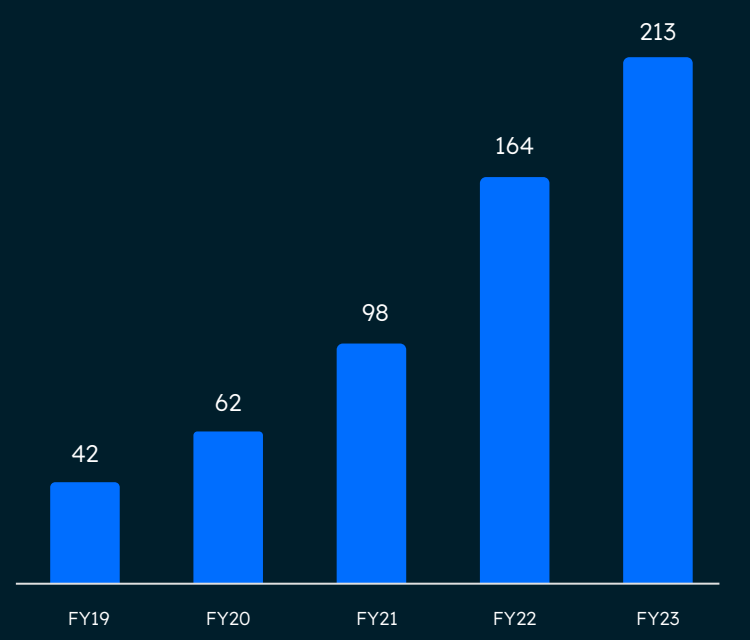


Growing number of large customers

Customers >$100k ARR



Customers >$1m ARR



Proven success across industries…

COMMUNICATIONS & MEDIA

BUSINESS INSIDER
AT&T
verizon
Telefónica
COMCAST
The Washington Post
cisco
Forbes

TECHNOLOGY

Adobe
okta
salesforce
intuit
indeed
Hugging Face
HIGHSPOT
paloalto NETWORKS

INDUSTRIALS

BOSCH
Cox Automotive
Agero
xylem Let's Solve Water
Volvo Connect
YODEL

HEALTHCARE

AstraZeneca
ThermoFisher SCIENTIFIC
cue
Memorial Sloan Kettering Cancer Center
GE HealthCare
Insulet

FINANCIAL SERVICES

Goldman Sachs
Nationwide
TRUIST
charles SCHWAB
Morgan Stanley
WELLS FARGO
TOYOTA Financial Services
MACQUARIE

CONSUMER & RETAIL

CATHAY PACIFIC
Albertsons
Panera BREAD
Shutterfly
Pizza Hut
ULTA BEAUTY
RENT THE RUNWAY
Royal Caribbean INTERNATIONAL

...and use cases

COMMUNICATIONS & MEDIA

- Fraud Detection
- Content Discovery
- Service Assurance
- Billing
- Network Intelligence
- Media Supply Chain

INSURANCE

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

INDUSTRIALS

- Connected Product & Fleet Management
- Digital Twins & Virtual Factory
- Manufacturing Operations Management
- Supply Chain Resilience
- Monitoring & Predictive Maintenance
- Connected Workforce

HEALTHCARE

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

FINANCIAL SERVICES

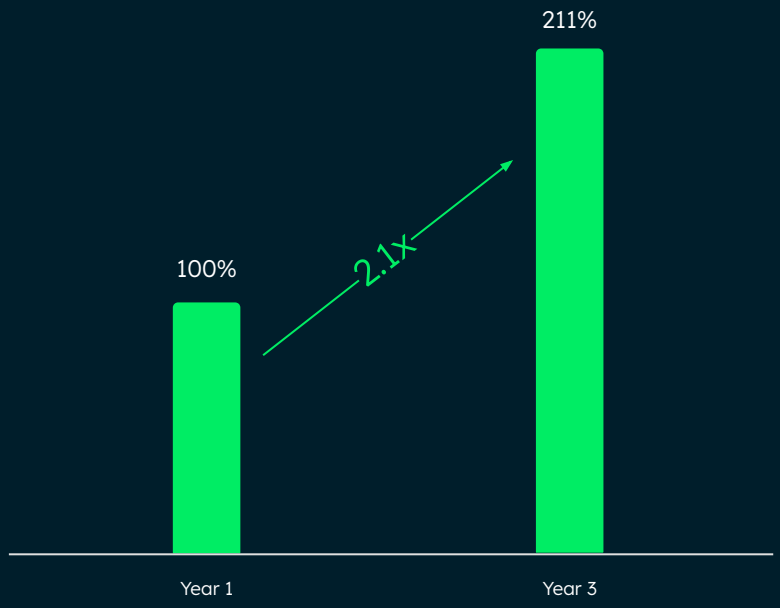
- Holistic Customer Experience
- Card/Payment Fraud
- Mobile and Embedded Banking
- Real-time Payments
- Banking-as-a-Service (BaaS)
- Mainframe Modernization

CONSUMER & RETAIL

- Product Catalog
- Real Time Personalisation
- Customer Loyalty
- Single View of Inventory
- Order Management & Fulfillment
- Customer & Workforce Mobile Apps

Customers start small but expand quickly

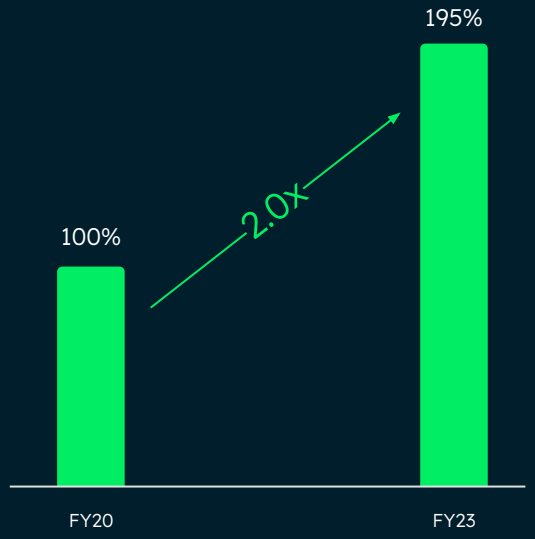
Average Cohort ARR Expansion End of **Year 1** to End of **Year 3**



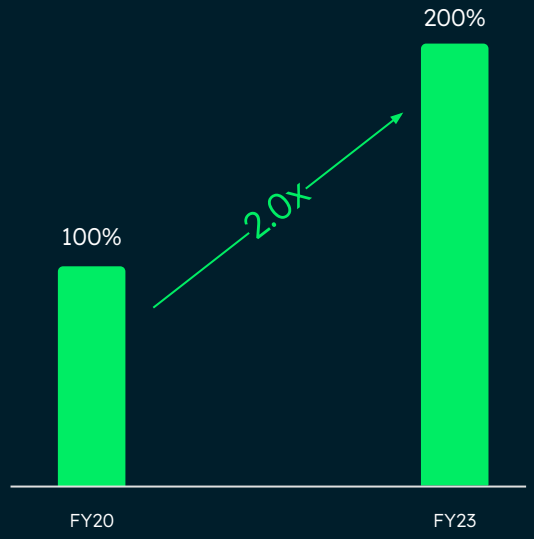
Note: For our definition of ARR, please refer to the Appendix
Note: Average expansion based on FY19, FY20, FY21 cohorts

Our largest customers continue to expand

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



>100k FY20 cohort



>1m FY20 cohort

Note: For our definition of ARR, please refer to the Appendix

We are pursuing a large market opportunity

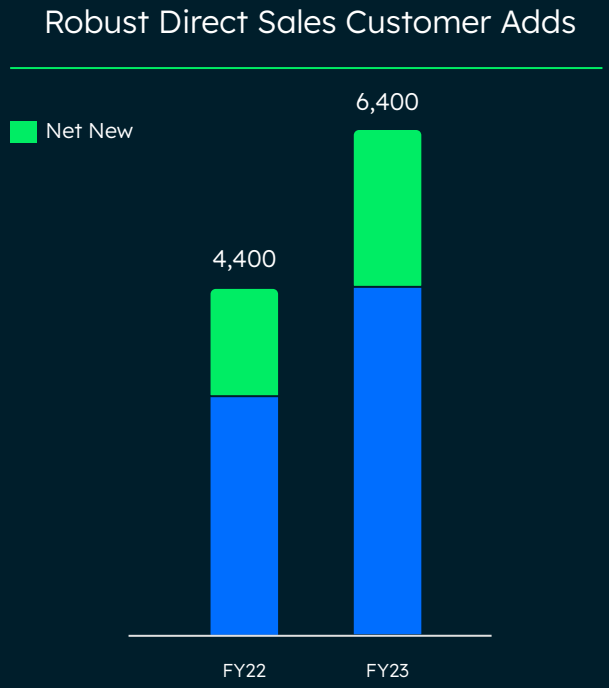
Source: IDC, Data Management Software Market, $Bn

Still in the early innings with Enterprise accounts

64 of the Fortune 100

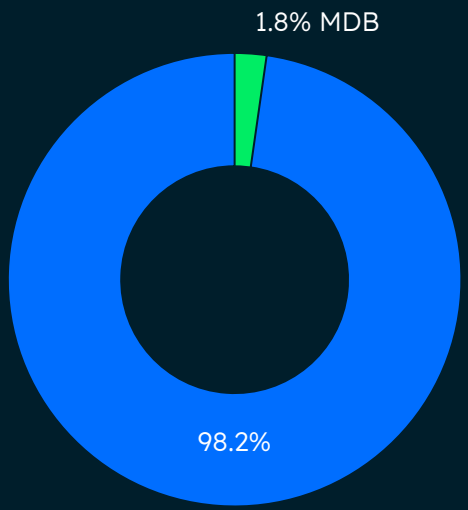
192 of the Fortune 500

457 of the Global 2000

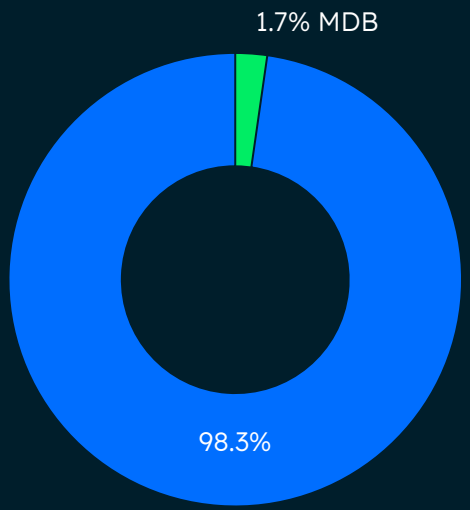


Significant opportunity to expand our share

MDB share % of Fortune 100 database spend



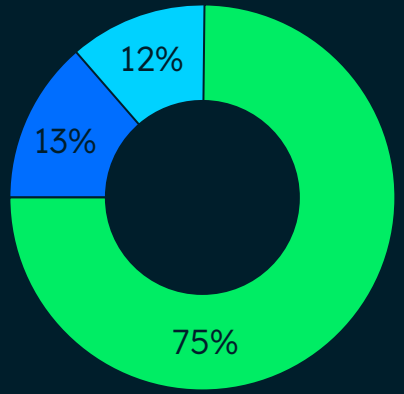
MDB share % of Fortune 500 database spend



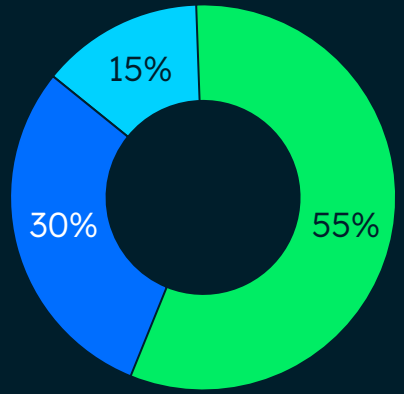
Note: Based on IDC estimates of the Fortune 100/500 Data Management Software spend

Broadly diversified customer base

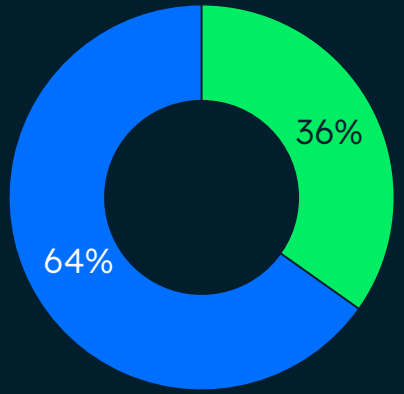
FY23 ARR Mix by Customer Type



FY23 ARR Mix by Geography



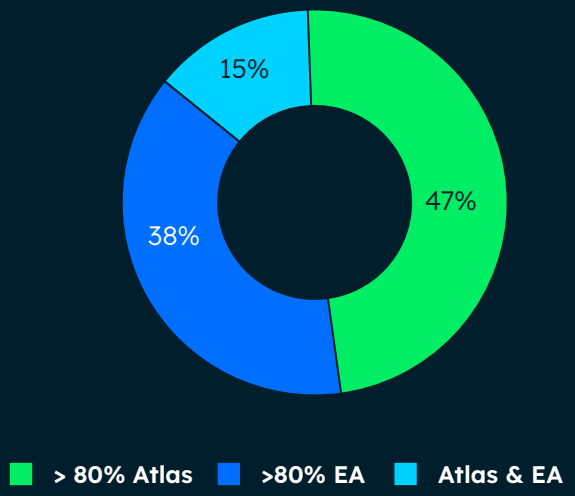
FY23 ARR Mix by Top 100 Customers



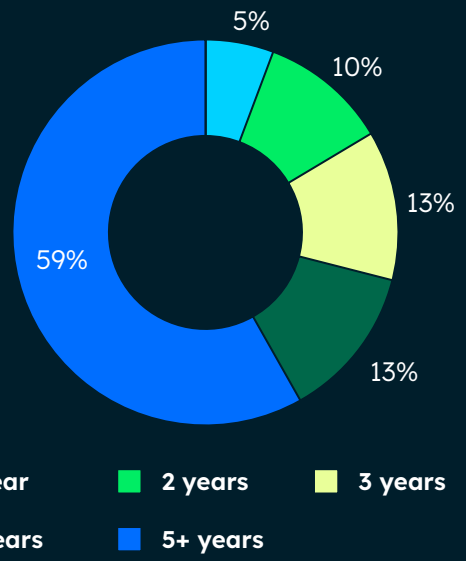
Note: No customer is greater than 2% of FY23 ARR

Double-clicking on the top 100

FY23 Product Mix of Top 100 Customers



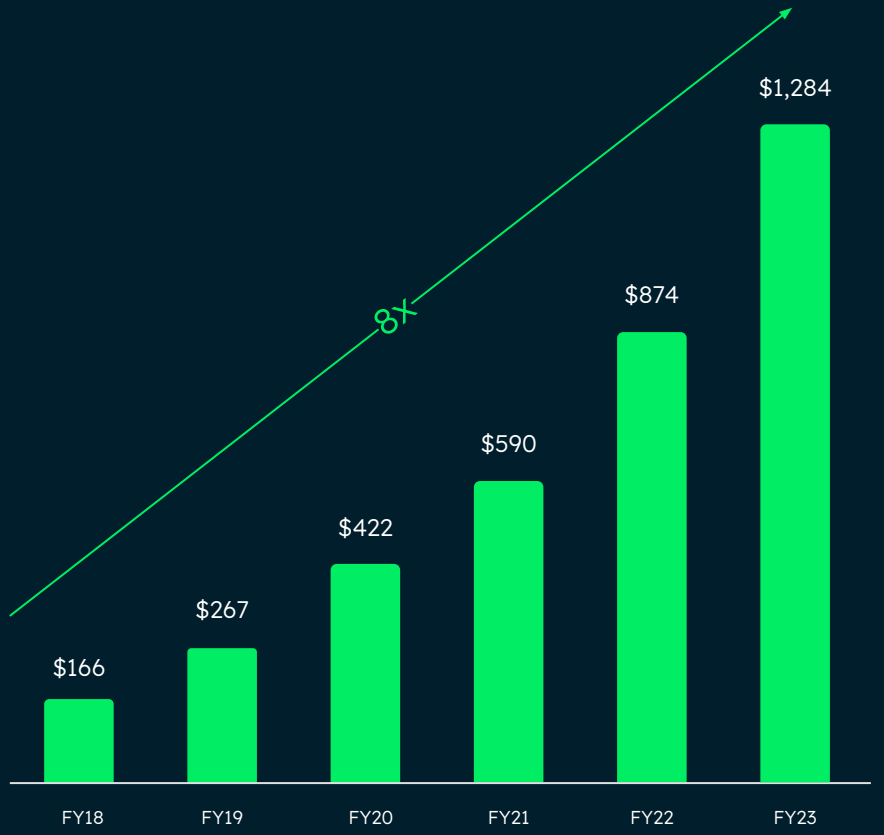
FY23 “Age” Mix of Top 100 Customers



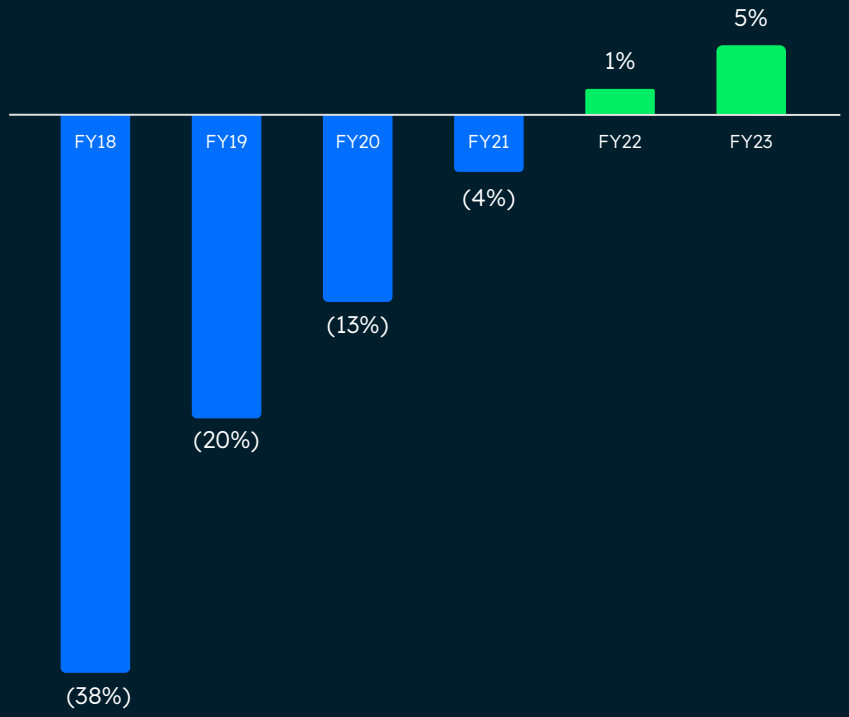
Note: Figures in chart are ARR weighted

- Reviewing Atlas drivers
- Understanding our customer base
- Demonstrating profitable growth

History of Revenue Growth



History of Non-GAAP Operating Margins

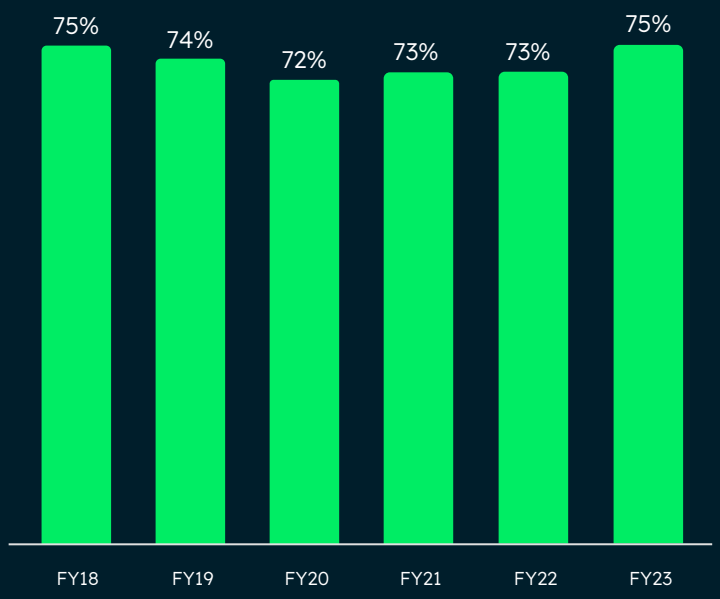


Note: FY18-FY20 margins include payroll taxes associated with stock-based compensation expense which are excluded from Non-GAAP operating income in all subsequent years

Strong Gross Margins even as Atlas scales

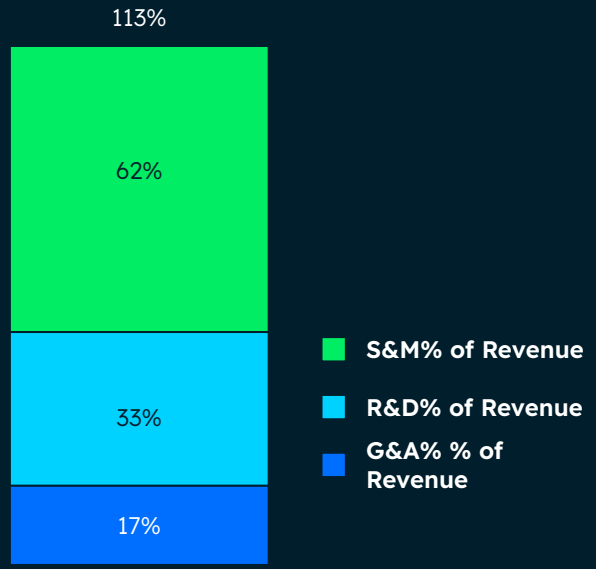
Atlas as a % of Total Revenue

Non-GAAP Gross Margins

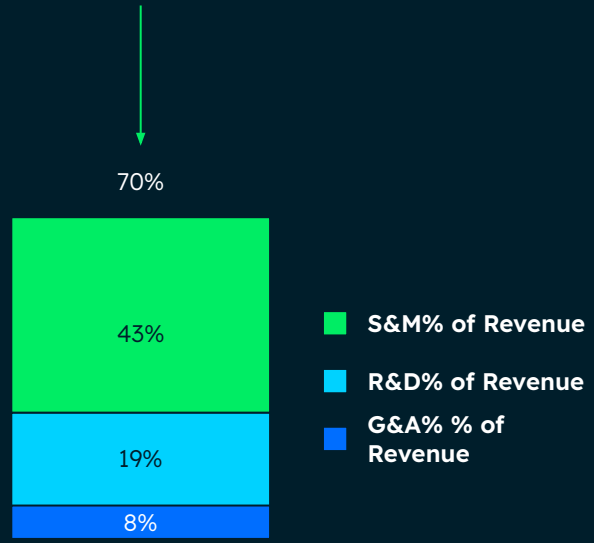


Operating leverage in all line items

FY18 - Non-GAAP Opex as a % of Revenue



FY23 - Non-GAAP Opex as a % of Revenue



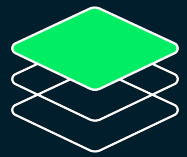
We will keep investing in Sales and Marketing as we still have a limited footprint compared to our opportunity

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 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)	Years Ended January 31, 2018	2019	2020	2021	2022	2023
Total revenue	$ 166,028	$ 267,016	$ 421,720	$ 590,380	$ 873,782	$ 1,284,040
GAAP gross profit	$ 123,169	$ 193,448	$ 296,364	$ 413,304	$ 614,290	$ 934,736
GAAP gross profit margin	*74 %*	*72 %*	*70 %*	*70 %*	*70 %*	*73 %*
Stock-based compensation expense: Cost of Revenue—Subscription	730	2,047	4,996	9,937	15,815	20,490
Stock-based compensation expense: Cost of Revenue—Services	462	1,239	3,047	7,841	8,431	10,802
Non-GAAP gross profit	$ 124,361	$ 196,734	$ 304,407	$ 431,082	$ 638,536	$ 966,028
Non-GAAP gross profit margin	*75 %*	*74 %*	*72 %*	*73 %*	*73 %*	*75 %*
GAAP loss from operations	$ (84,881)	$ (97,765)	$ (147,866)	(209,304)	$ (289,364)	$ (346,655)
GAAP operating margin	*(51)%*	*(37)%*	*(35)%*	*(35)%*	*(33)%*	*(27)%*
Stock-based compensation expense	21,235	37,403	75,776	175,856	288,309	399,449
Amortization of intangible assets associated with acquisitions	888	4,240	17,741	10,410	13,567	9,180
Acquisition costs and other	1	1,900	641	-	-	-
Non-GAAP income (loss) from operations	$ (62,757)	$ (54,222)	$ (53,708)	$ (23,038)	$ 12,512	$ 61,974
Non-GAAP operating margin	*(38)%*	*(20)%*	*(13)%*	*(4)%*	*1 %*	*5 %*

GAAP to Non-GAAP Reconciliations

(in thousands, unaudited)	Years Ended January 31, 2018	Years Ended January 31, 2023
GAAP sales and marketing operating expenses	$ 109,073	$ 699,201
GAAP sales and marketing as % of Total Revenue	*66%*	*54%*
Stock-based compensation expense	6,364	149,778
Amortization of intangible assets associated with acquisitions	26	3,040
Non-GAAP sales and marketing operating expenses	$ 102,683	$ 546,383
Non-GAAP sales and marketing as % of Total Revenue	*62%*	*43%*
GAAP research and development operating expenses	$ 62,202	$ 421,692
GAAP research and development as % of Total Revenue	*37%*	*33%*
Stock-based compensation expense	5,752	165,373
Amortization of intangible assets associated with acquisitions	862	6,140
Non-GAAP research and development operating expenses	$ 55,588	$ 250,179
Non-GAAP research and development as % of Total Revenue	*33%*	*19%*

GAAP to Non-GAAP Reconciliations

(in thousands, unaudited)	Years Ended January 31, 2018	Years Ended January 31, 2023
GAAP general and administrative operating expenses	$ 36,775	$ 160,498
GAAP general and administrative as % of Total Revenue	*22%*	*12%*
Stock-based compensation expense	7,927	53,006
Acquisition costs and other	1	-
Non-GAAP general and administrative operating expenses	$ 28,847	$ 107,492
Non-GAAP general and administrative as % of Total Revenue	*17%*	*8%*
Total GAAP operating expenses	$ 208,050	$ 1,281,391
Total GAAP operating expenses as % of Total Revenue	*125%*	*100%*
Stock-based compensation expense	20,043	368,157
Amortization of intangible assets associated with acquisitions	888	9,180
Acquisition costs and other	1	-
Total Non-GAAP operating expenses	$ 187,118	$ 904,054
Total Non-GAAP operating expenses as % of Total Revenue	*113%*	*70%*