Investor Session: Business Update

MongoDB.local NYC 2024

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COO & CFO

Safe Harbor

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Market and Product Update

Benefits of Becoming a Standard

Financial Summary

Market and Product Update

Benefits of Becoming a Standard

Financial Summary

We are pursuing a large market opportunity

Source: IDC, Data Management Software Market, $Bn

Still in the early innings with Enterprise accounts

~75%

Of the Fortune 100

~50%

Of the Fortune 500

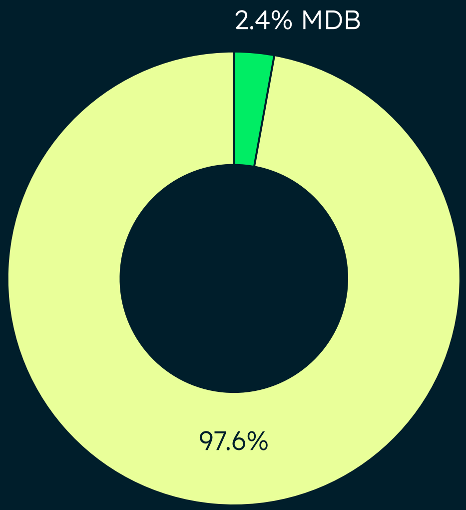
~30%

Of the Global 2000

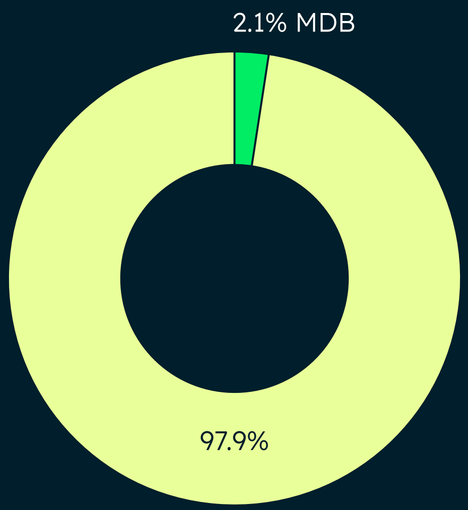
Note: As of 1/31/24

Significant opportunity to expand our share in Enterprises

Estimated FY24 MDB share % of F100 database spend



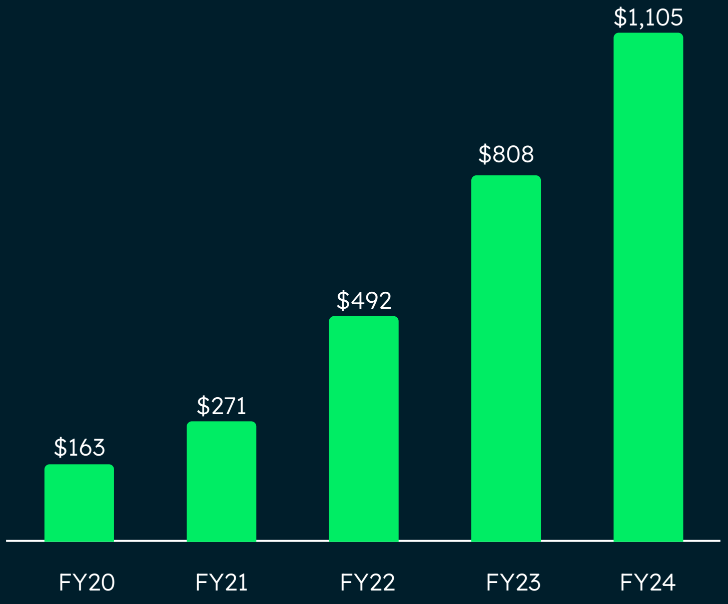
Estimated FY24 MDB share % of F500 database spend



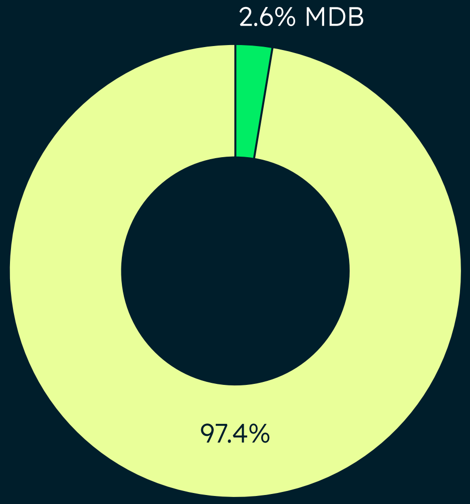
Note: Based on IDC estimates of the Fortune 100/500 Data Management Software spend

Atlas remains the core growth driver

Atlas Revenue ($M)

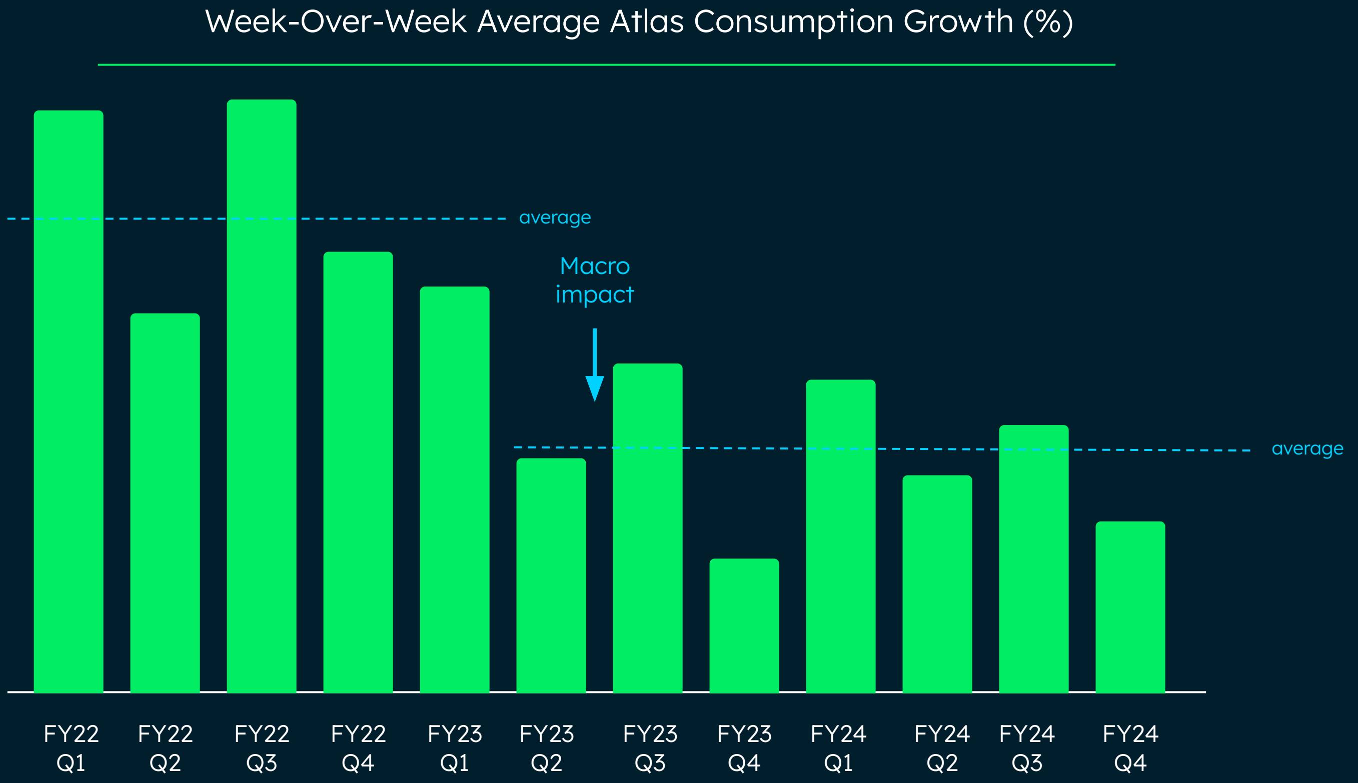


Estimated FY24 Atlas share % of Cloud database spend



Note: Based on IDC estimates of Data Management Software spend

FY24 Atlas consumption growth was stable



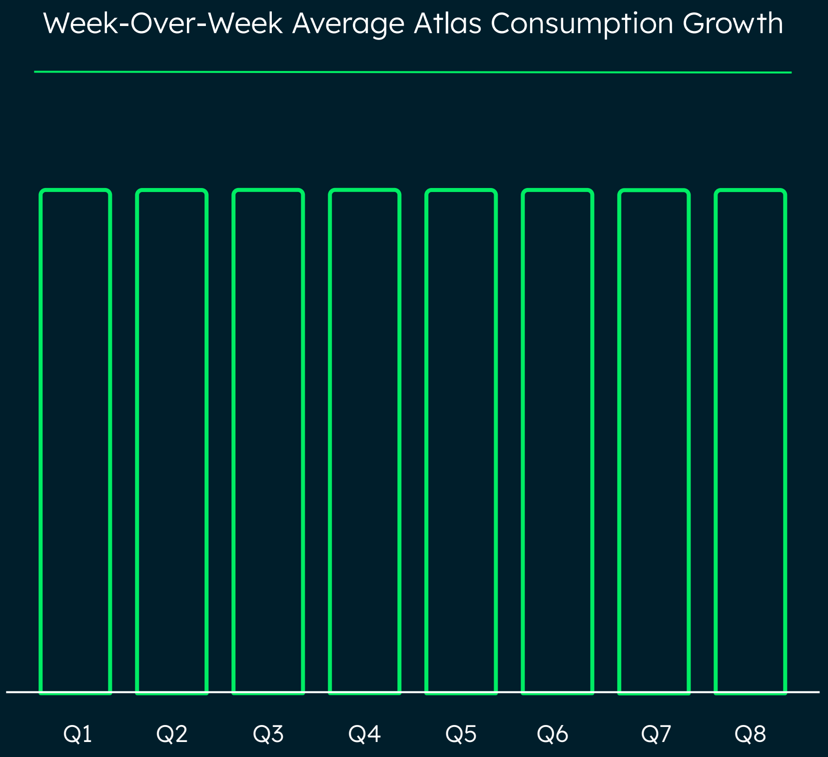
Note: Consumption represents Atlas usage, primarily calculated over a 7 day period

Understanding Atlas consumption

In FY24 consumption was stable, but what does stable consumption look like at a workload level?

It's helpful to think of total consumption in terms of the workloads that make up that aggregate consumption

Illustrative, not to scale, ignores seasonality



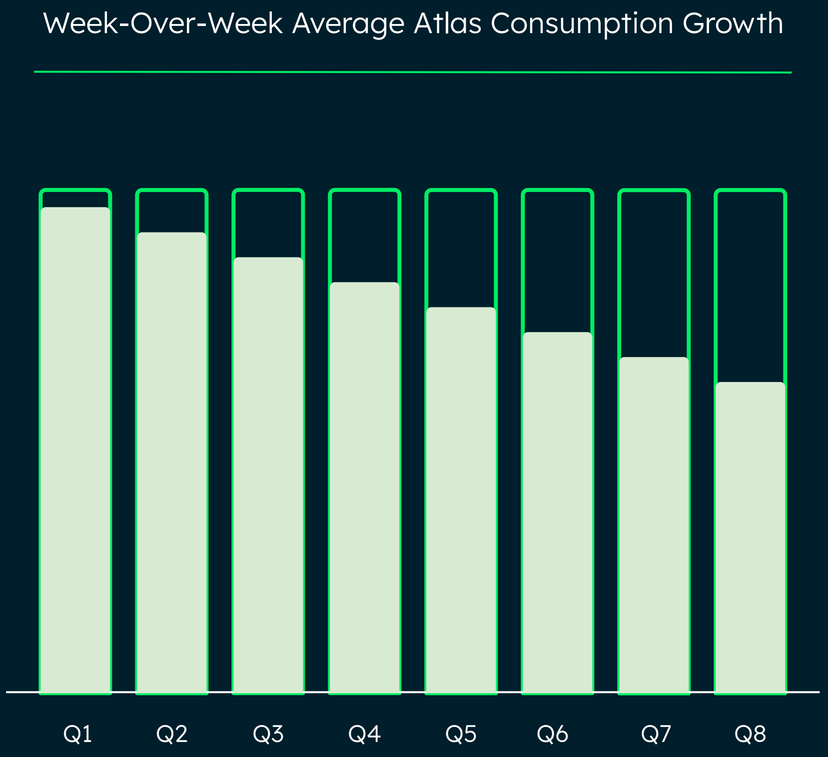
Understanding Atlas consumption

Consumption growth begins with the workloads that are already on the platform

Existing workloads continue growing, but grow at a slower rate over time

If we didn't add any new workloads to our platform, consumption growth would naturally slow over time as the average workload ages

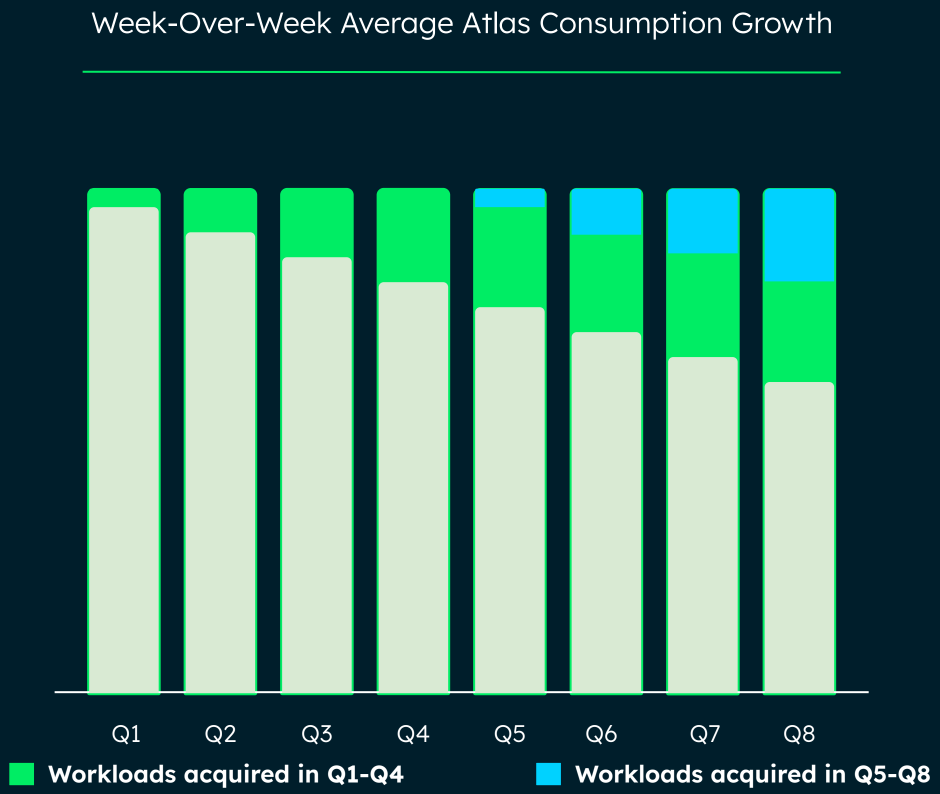
Illustrative, not to scale, ignores seasonality



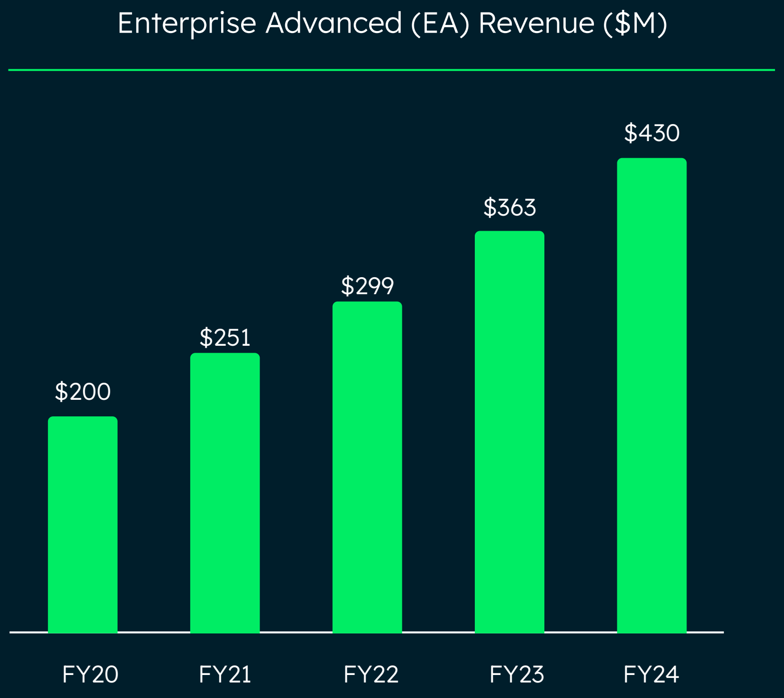
Understanding Atlas consumption

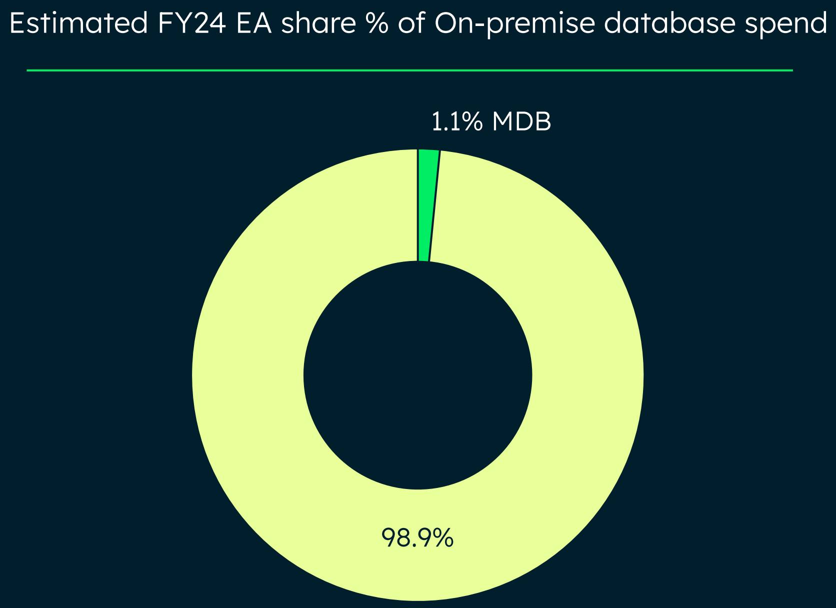
As we acquire new workloads onto our platform, they add growth because they initially grow faster than the existing base

Illustrative, not to scale, ignores seasonality



EA growth has proven to be durable

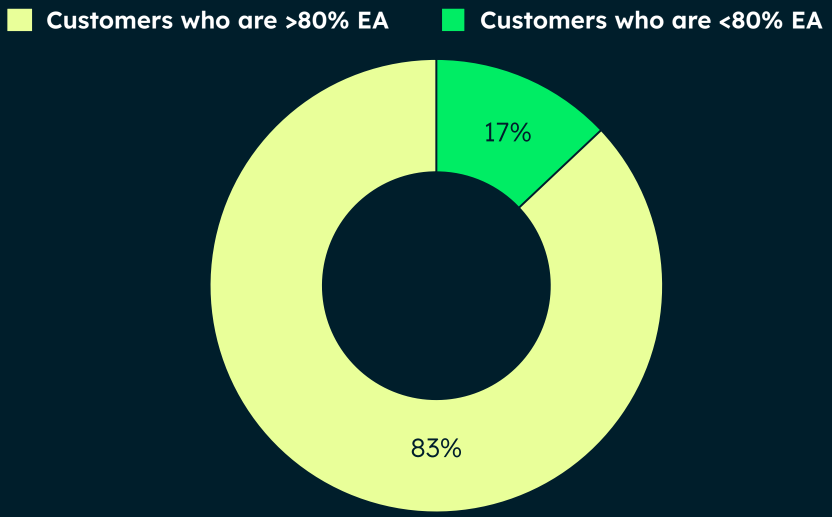




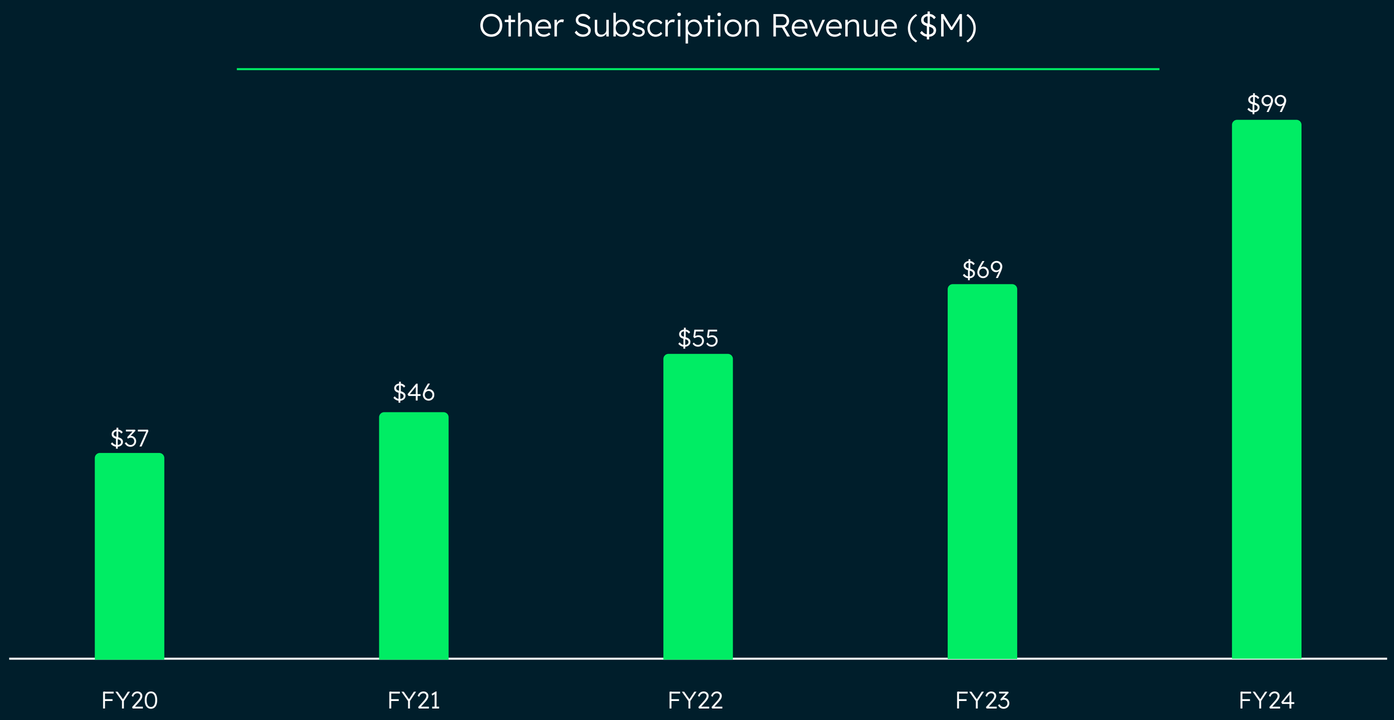
Note: Based on IDC estimates of Data Management Software spend

EA customers still primarily use EA

FY24 EA ARR Mix By Customer Type



Other subscription revenues had an unusually strong FY24



Market and Product Update

Benefits of Becoming a Standard

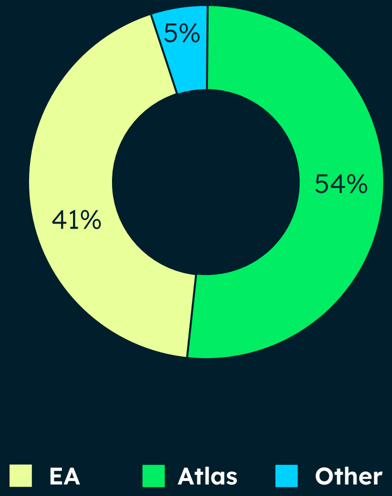
Financial Summary

Earlier today, we discussed our efforts to become a standard in more accounts

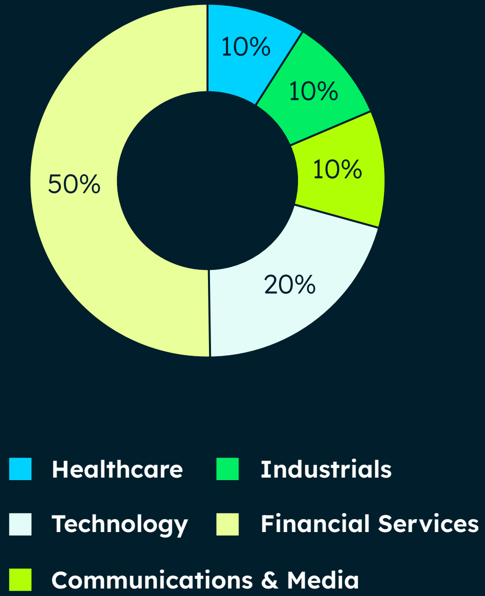
To demonstrate the financial benefits of becoming a standard, we will double-click on our strategic accounts program. This program consists of accounts where we are (or are close to) becoming a standard

Strategic accounts program at a glance

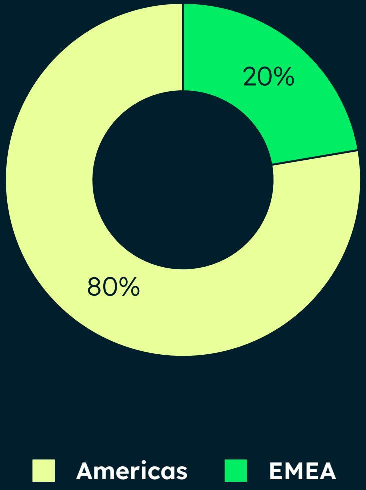
FY24 ARR Distribution



Industry Distribution



Geographical Distribution



Note: Industry and geographical distribution based on number of accounts

Strategic Account Program Requirements

Adoption by multiple developer teams

Strong technical and business champions

Demonstrated momentum of new workload acquisition

Well-qualified opportunity to acquire additional workloads

Additional Investments Available to Strategic Accounts

Rep solely focused on the account (and takes larger quota)

Additional support from pre-sales engineering, sales development and customer success

Incremental support from field marketing and developer relations

Additional resources available on a case-by-case basis

We invest significantly more in strategic accounts, and we get disproportionate ROI

~2x

Higher total investment to support strategic account reps versus rest of direct sales

~7x

Higher new workload ARR per year in strategic accounts versus rest of direct sales

Consequently, even though strategic accounts are dramatically larger than the average direct sales account, they grow faster

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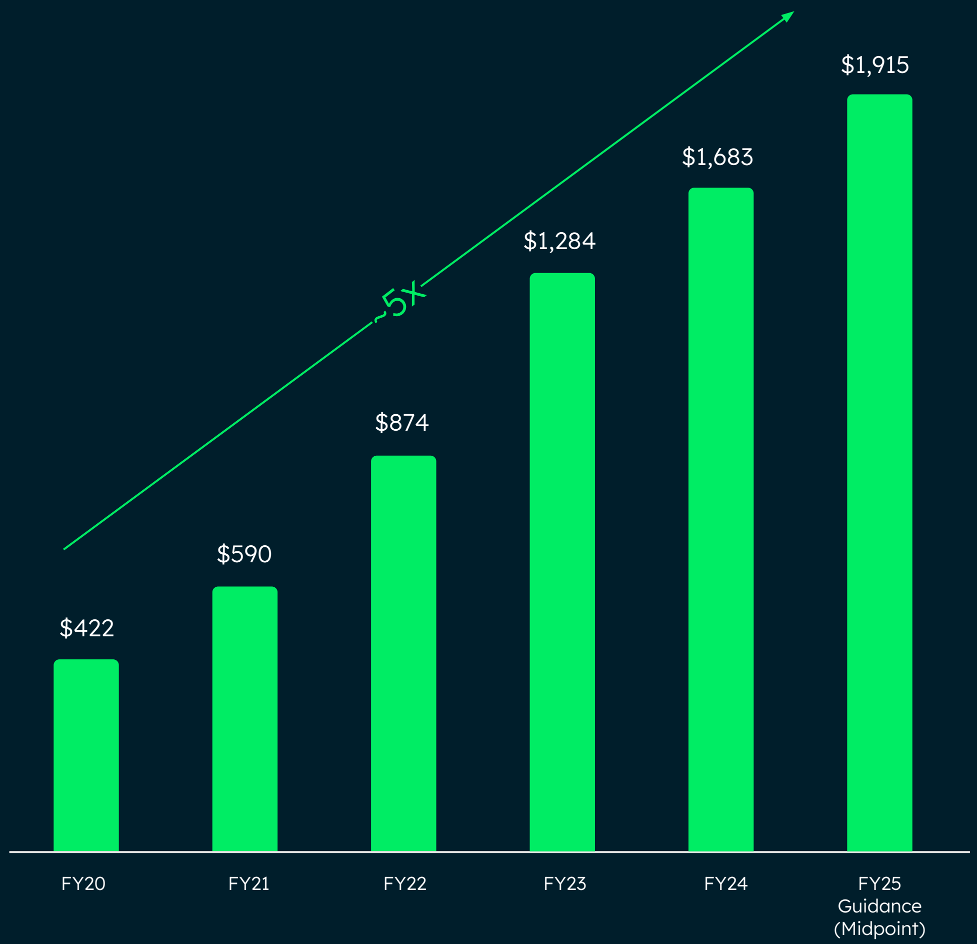
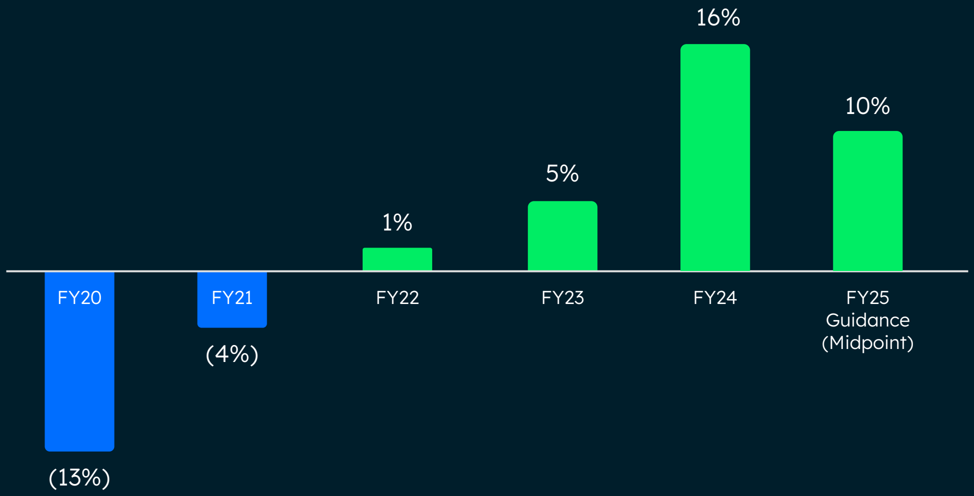
History of Revenue Growth



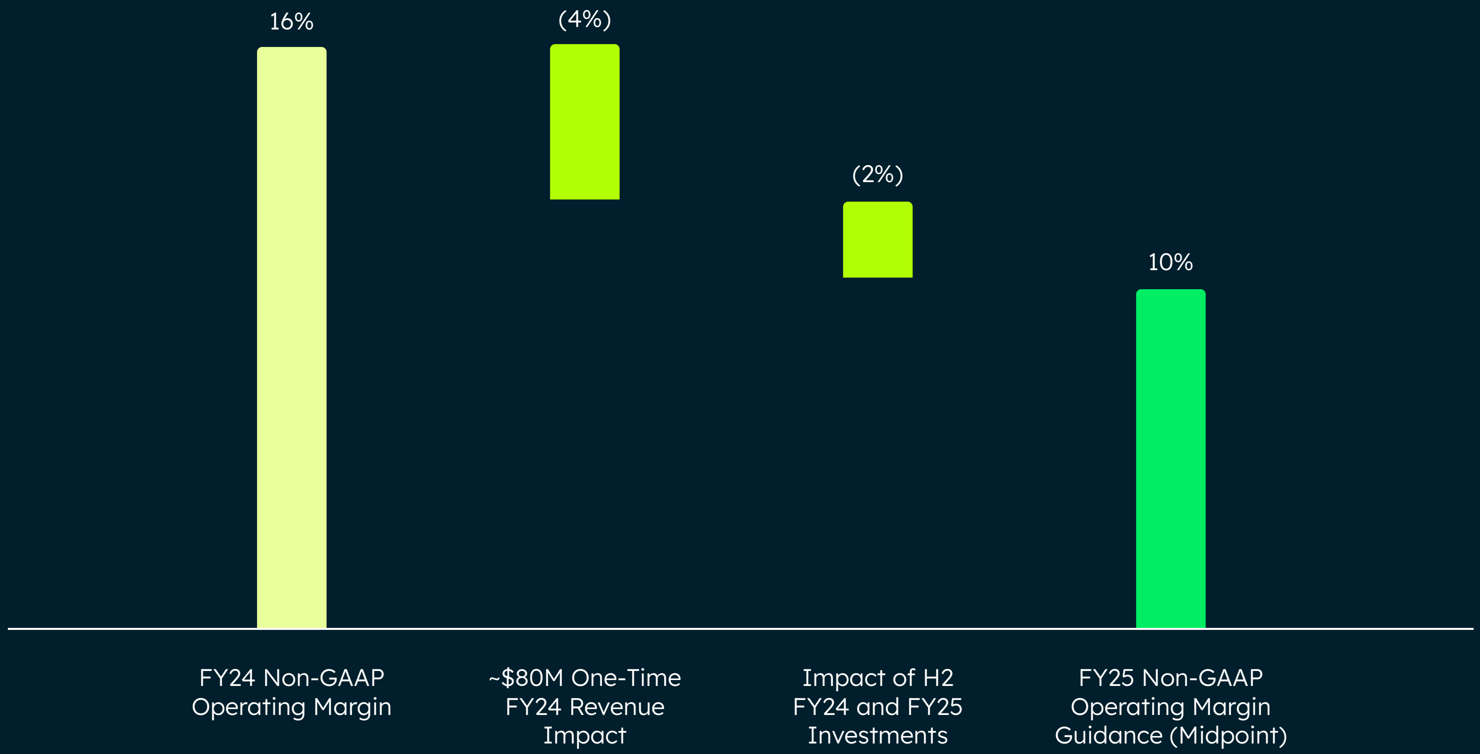
Note: All figures shown in USD millions

History of Non-GAAP Operating Margins

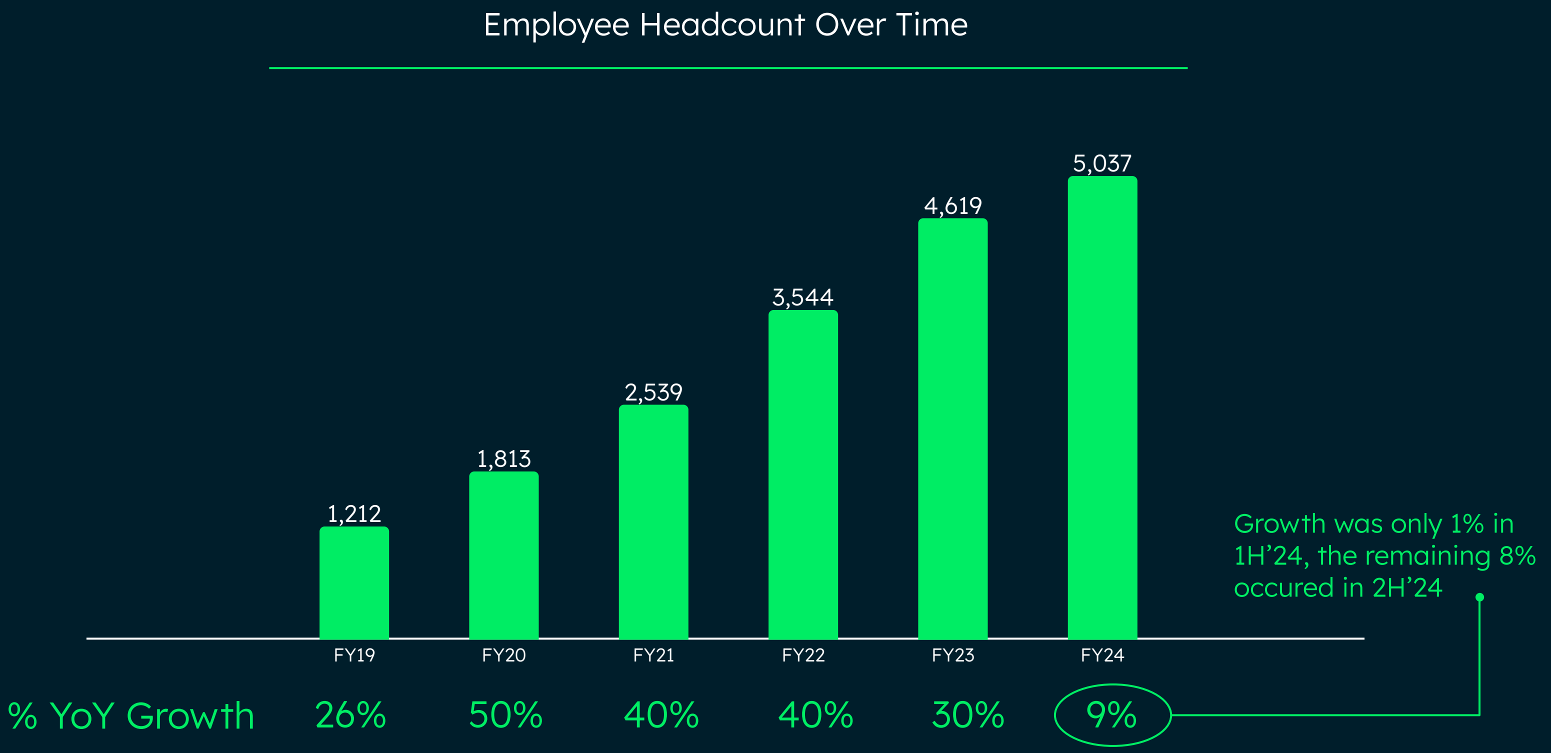


Note: FY20 margins include payroll taxes associated with stock-based compensation expense which are excluded from Non-GAAP operating income in all subsequent years

Understanding our FY25 margin



In FY24 we slowed our pace of investments



We are 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 are investing in Research and Development as we execute against our ambitious product roadmap

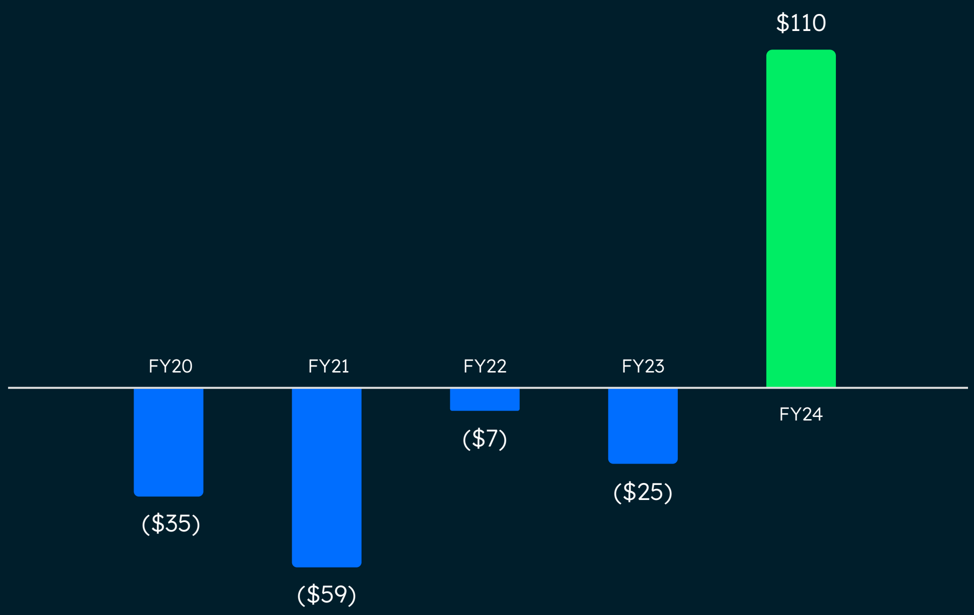
Deepening our competitive advantage in our **core database offering**

Continuing to **expand our developer data platform** to build a unified developer experience

Long-term target model

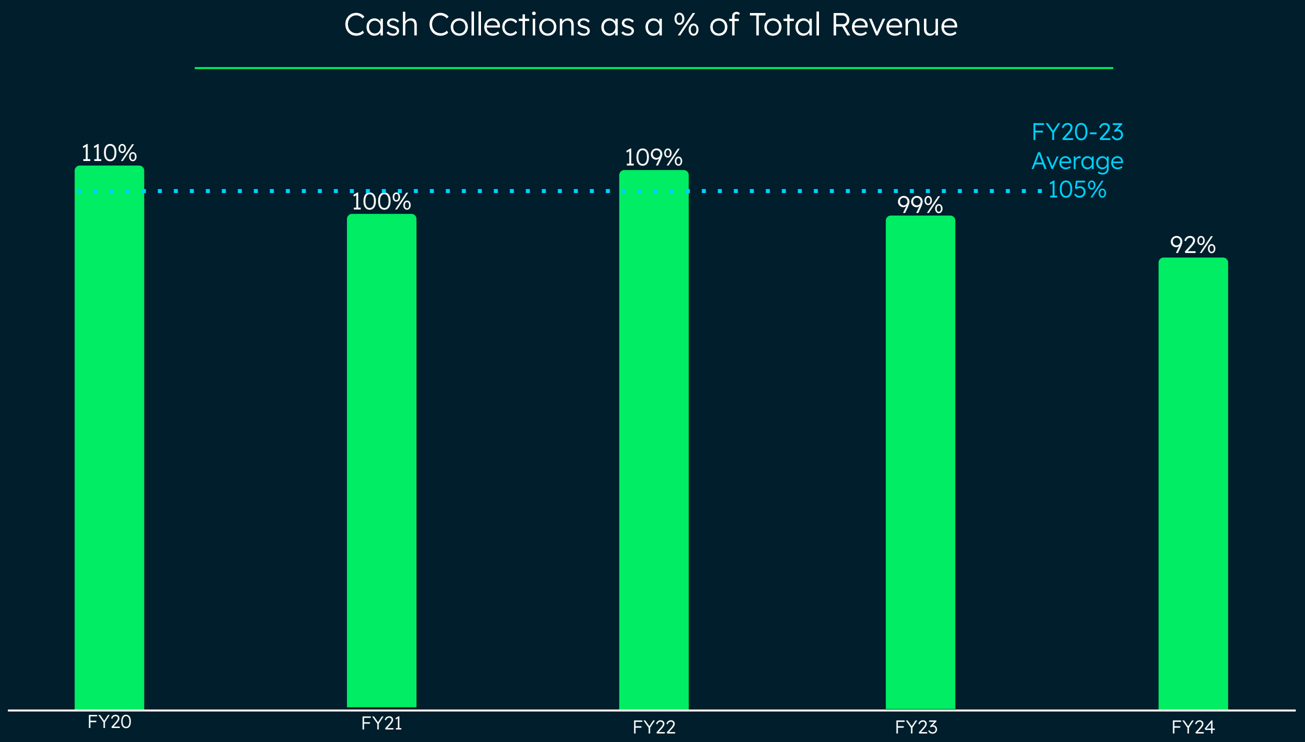
70%+	20%+
Non-GAAP Gross Margin	Non-GAAP Operating Margin

History of Free Cash Flow



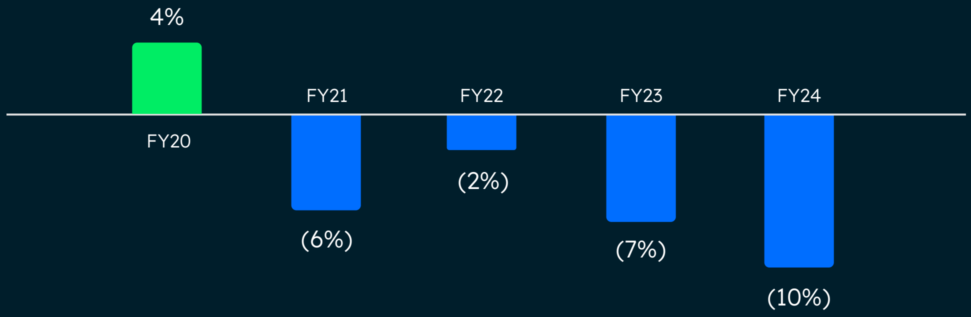
Note: All figures shown in USD millions

Cash Collections are a key driver of FCF

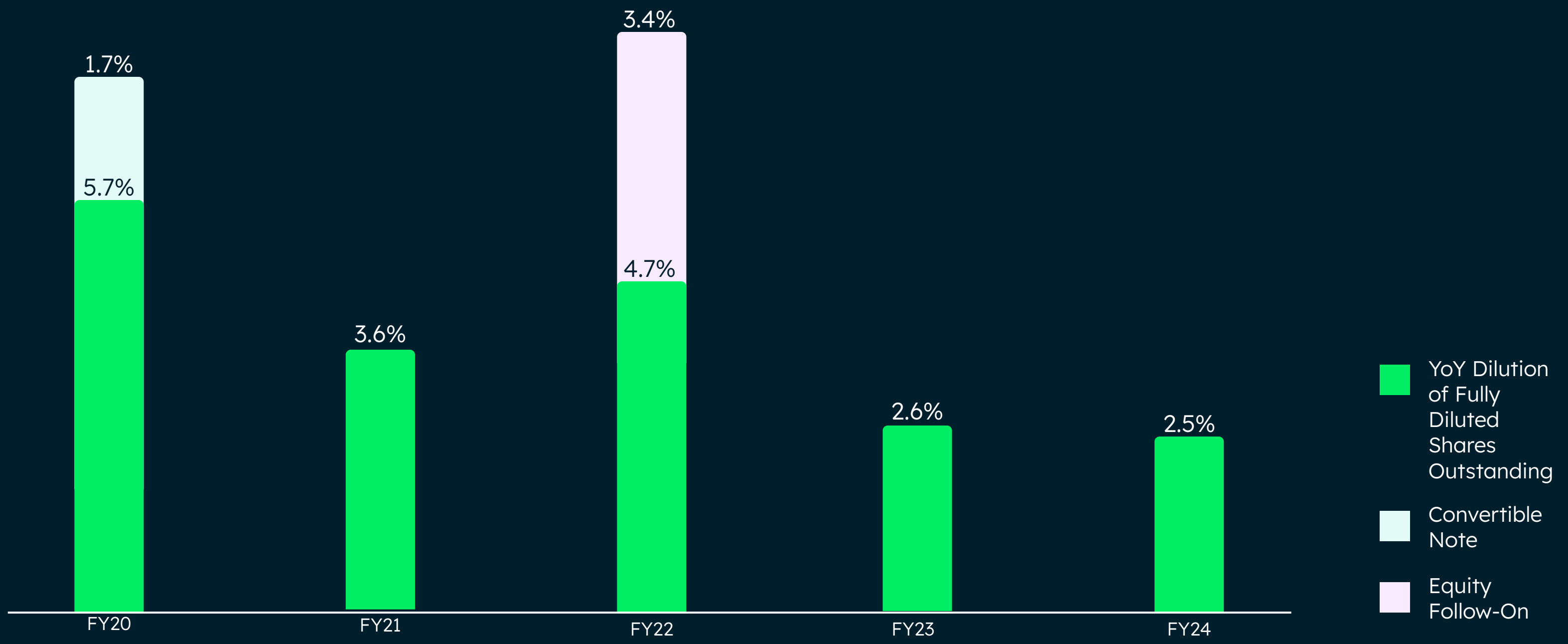


Free Cash Flow Dynamics

(Free Cash Flow - Non-GAAP Operating Income) / Revenue



We are managing equity dilution



Note: Based on fully diluted shares outstanding at the end of each fiscal year. Shown on a net basis and assumes full dilution of 2026 convertible notes starting in FY20.

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, non-GAAP gross margin, non-GAAP operating expenses, non-GAAP income (loss) from operations and Free Cash Flow.

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

Reconciliation of GAAP loss from operations to non-GAAP income from operations:

(in thousands, unaudited)	Years Ended January 31, 2020	2021	2022	2023	2024
GAAP loss from operations	$ (147,866)	$ (209,304)	$ (289,364)	$ (346,655)	$ (233,732)
GAAP operating margin	*(35)%*	*(35)%*	*(33)%*	*(27)%*	*(14)%*
Stock-based compensation expense	75,776	175,856	288,309	399,449	493,588
Amortization of intangible assets associated with acquisitions	17,741	10,410	13,567	9,180	10,572
Acquisition costs and other	641	-	-	-	-
Non-GAAP income (loss) from operations	$ (53,708)	$ (23,038)	$ 12,512	$ 61,974	$ 270,428
Non-GAAP operating margin	*(13)%*	*(4)%*	*1 %*	*5 %*	*16 %*

Reconciliation of net cash provided by (used in) operating activities to free cash flow:

(in thousands, unaudited)	Years Ended January 31, 2020	2021	2022	2023	2024
Net cash provided by (used in) operating activities	$ (29,540)	$ (42,673)	$ 6,980	$ (12,970)	$ 121,477
Capital expenditures	(3,564)	(11,773)	(8,072)	(7,244)	(6,074)
Principal repayments of finance leases	(1,915)	(4,633)	(5,572)	(4,510)	(5,483)
Capitalized software	-	-	-	-	-
Free cash flow	$ (35,019)	$ (59,079)	$ (6,664)	$ (24,724)	$ 109,920