



WELCOME

Investor Session: Product Update



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MongoDB.local NYC 2023

Safe Harbor



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We are pursuing one of the
largest & fastest growing markets
in software

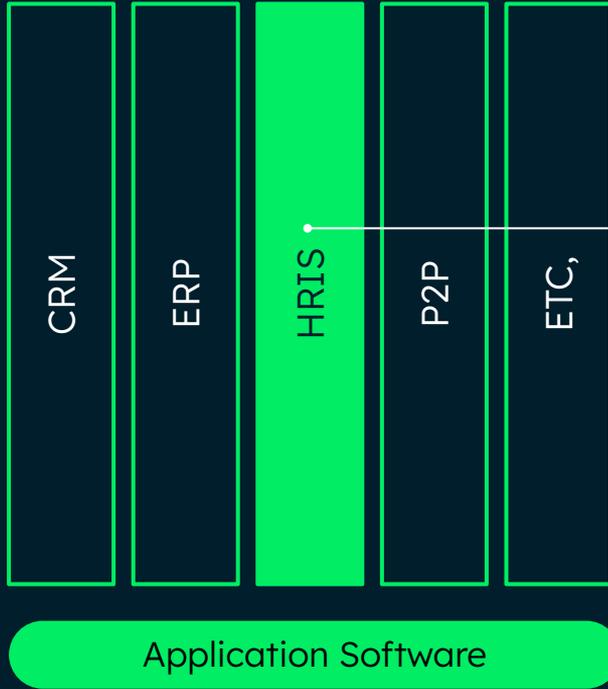
Data Management Software Market, \$Bn



Source: IDC



But our market is **different** than
other software markets;
it is **not monolithic**



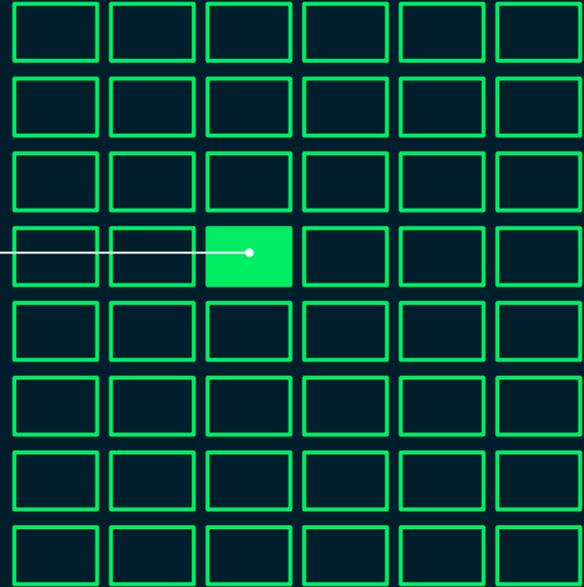
The unit of competition in many other software markets is a **customer.**

Competition tends to be binary - only one competitor wins a customer



The unit of competition in our market is a **workload**.

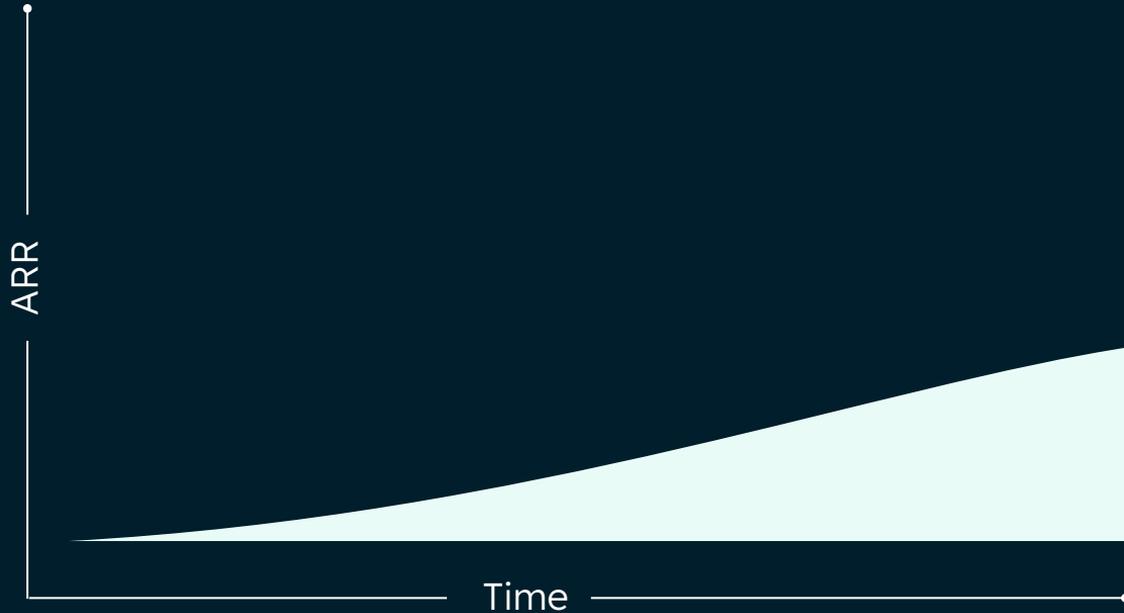
To gain share inside an account, we need to win more workloads over time.



Data



An Illustrative Atlas Customer Journey

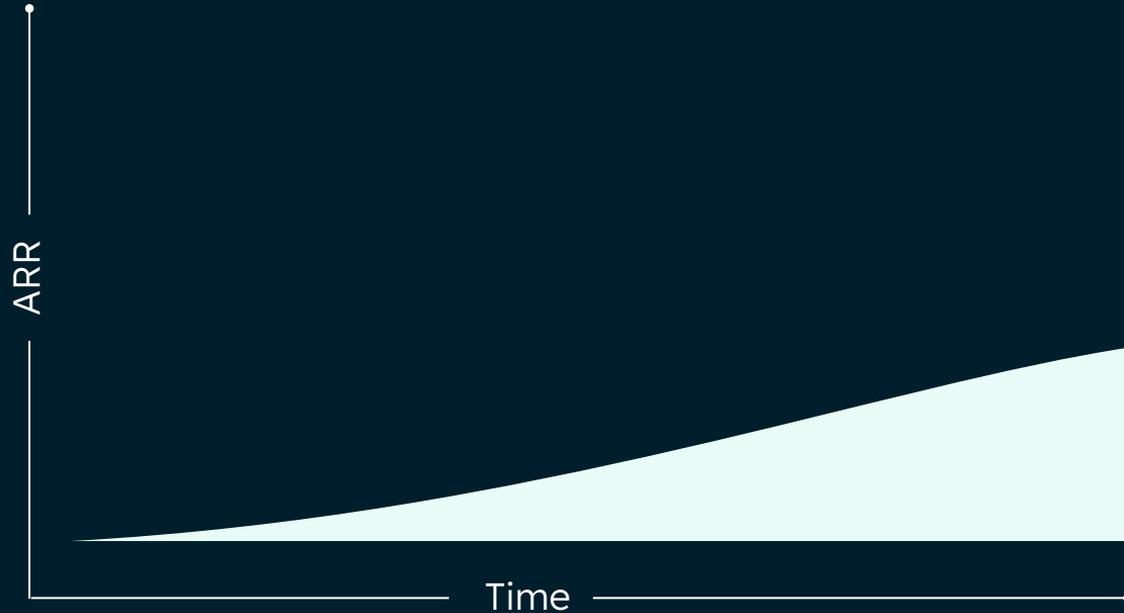


Every customer journey begins with the **first workload**

■ Workload 1



An Illustrative Atlas Customer Journey

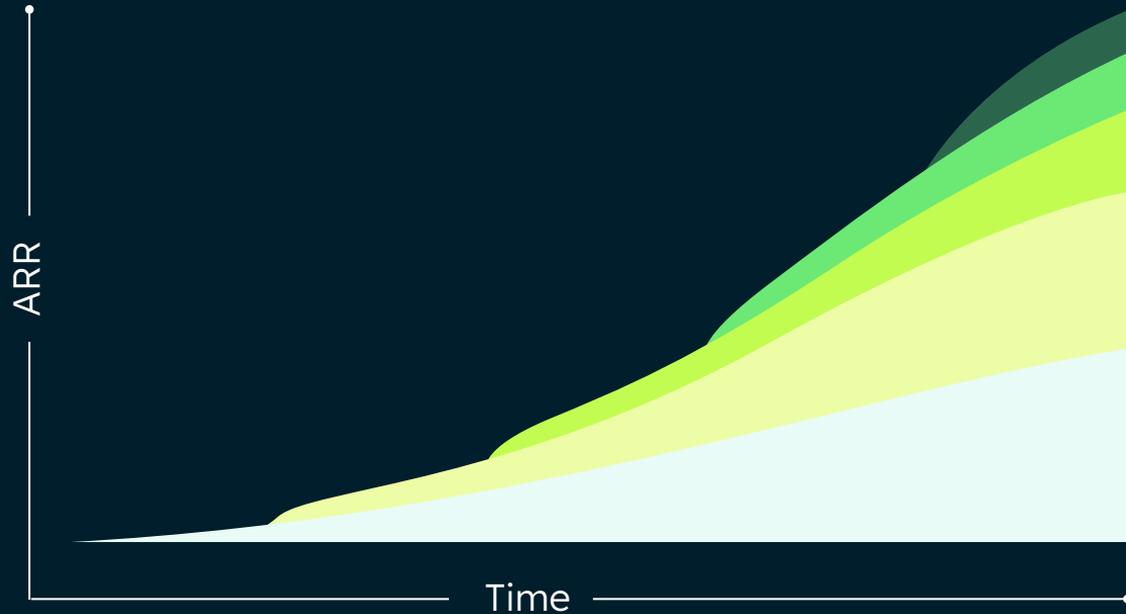


Once we onboard a workload, its growth is a function of multiple application-specific factors and macro conditions

■ Workload 1



An Illustrative Atlas Customer Journey



What we focus on is adding **new workloads** and making them more **successful** over time.

■ Workload 1 ■ Workload 2 ■ Workload 3 ■ Workload 4 ■ Workload 5



There will be an explosion in the number of workloads over the next few years



Accelerated Innovation

More applications will be built in the next 5 years than in the last 40 years combined

- Microsoft



Developer Power

Developers are now the real decision makers in technology.

- Stephen O'Grady, Redmonk



New Developer Tech

By 2024, 80% of tech products and services will be built by those who are not technology professionals

- Gartner



Our entire company
is oriented around
winning more workloads.



Winning More Workloads

Make it easier to migrate to MongoDB

App Modernization

Address even more workload types

Search

App-Driven Analytics

Time Series

Queryable Encryption

Vector Search

Support new application architectures

Streams

Serverless

Edge

Hybrid



Before we get into new announcements, let's not forget the essentials.

MongoDB's foundational
technical advantage is the
document model.

The three fundamental truths about the document model

Document model allows developers to build and modify applications **faster**

A well-written app using MongoDB uses 50-70% less I/O and CPU; i.e. it is **cheaper** to run

Apps built using MongoDB are more **performant** and **scalable**



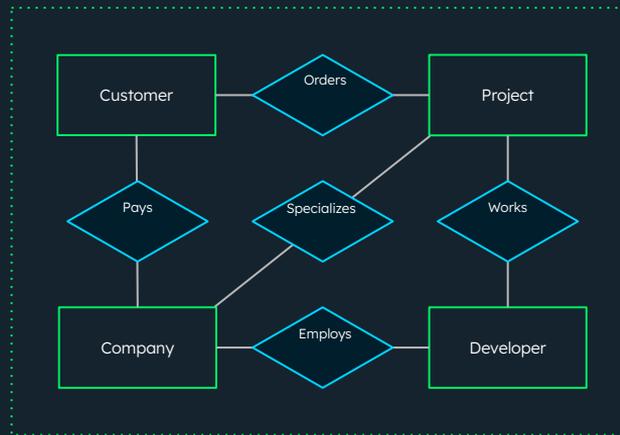
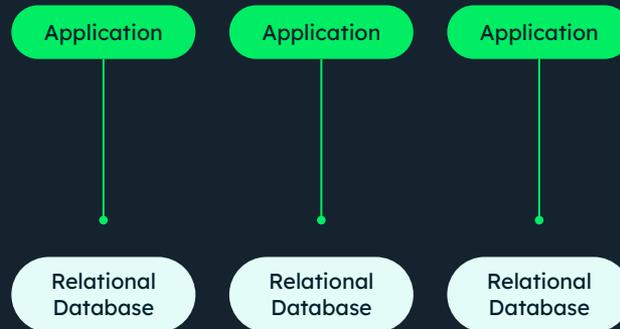


Our principal competitor
remains legacy relational
technology



We see our customers struggle to innovate with relational databases because:

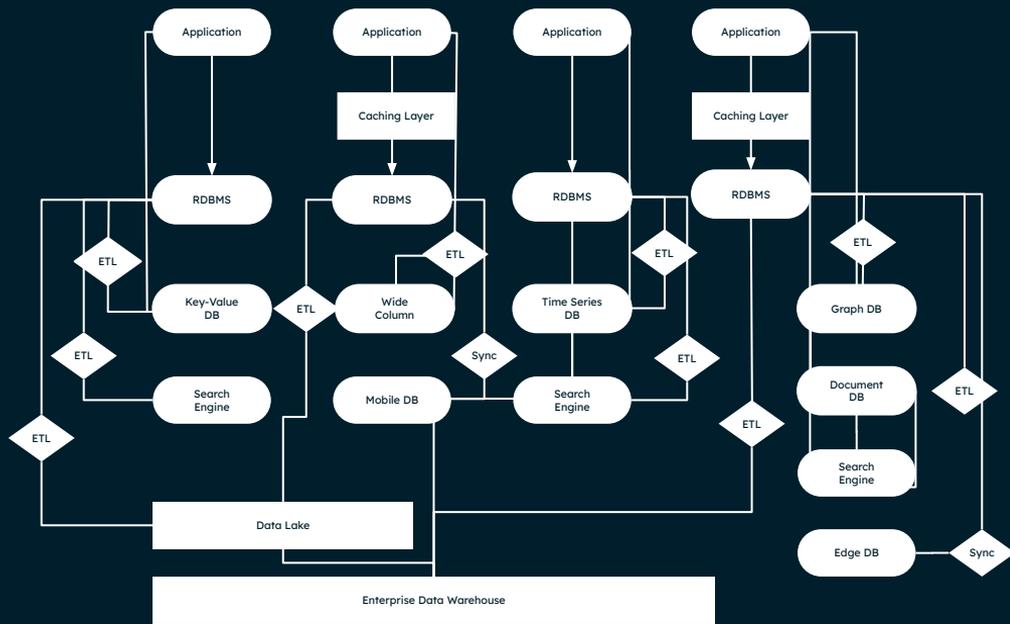
- They are optimized for constraints developers no longer have
- The data structures clash with modern data and objects developers work with
- Rigidity makes experimenting and iterating on applications difficult





Most customers apply “Band-Aids” around the relational database to build modern experiences:

- Niche Data Stores to plug gaps in RDBMS
- Search engines to serve up relevant info
- Mobile and edge databases to manage data on-device and sync to the backend
- Analytics systems for reporting and ML





Why these Band-Aid solutions?

Because getting off
relational is hard.



Getting off Relational is Hard



Update schema

Rewrite code

Migrate data

Determine how the existing relational schema should be best represented in MongoDB document model.

Update or rewrite application code to support new user requirements, modern tech stack and updated schema.

Perform one-time or continuous replication of data, allowing cutover from the legacy to the modernized app.

App modernization requires a holistic approach



Technology

Products and integrations to make data migration and app modernization activities as simple as possible



People

Organizations need to break relational mindset by training, inspiring and empowering their developers to build with modern technologies

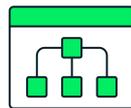


Partnerships

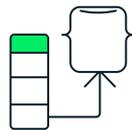
Ecosystem of experts with deep modernization experience to drive outcomes at every step of customers' modernization journeys

Announcing Today

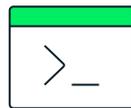
General Availability of Relational Migrator



Design an effective MongoDB schema, derived from an existing relational schema.



Migrate data from Oracle, SQL Server, MySQL, PostgreSQL, and Sybase ASE to MongoDB, while transforming to the target schema.



Generate code artifacts to reduce the time required to update application code.



Supported databases and scenarios

Sources

(Cloud or on-premises)



Destinations

(Cloud or on-premises)

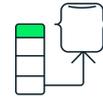


MongoDB Atlas



MongoDB Enterprise Advanced

Scenarios



Snapshot

For simple migrations with downtime



Continuous/CDC

For no-downtime migrations by replaying updates during sync

Customer Stories

“ Migrating an entire database is a pretty bold and risky endeavour. Amazingly, **we didn't experience any disruption or downtime.**”

Francesco Pagetti,
Solutions Architect at Powerledger

“ Recently, I had the chance to employ MongoDB's Relational Migrator, and **I was genuinely amazed by its outstanding performance.** The user interface of the tool is intuitively designed, and the entity relationship diagrams proved to be invaluable in offering a detailed visual representation of my data structures.”

Peter Madeley,
Software Engineer at Nationwide Building Society



People: Training and empowering developers

Professional Services

Comprehensive **training + consulting** engagements for migration initiatives.

PS team teaches best practices and establishes **Center of Excellence** as they execute their migration plan.

MongoDB University

Dedicated course - **M100: MongoDB for SQL Pros**

Currently developing a **SQL Professionals Learning Path** that includes additional courses, like a Learning Byte for Relational Migrator

Developer Relations

Design review days for large customers doing wide-spread MongoDB adoptions.

DevRel team assists with designing/reviewing a data model hand-in-hand with development team.

Partners: Building an ecosystem to support modernization



Global Systems Integrators

 accenture

 tcs TATA
CONSULTANCY
SERVICES

 Infosys®

 Capgemini

Jumpstart Partners

 PeerIslands

 EXAFLUENCE
Data Driven Influence

 WeKan

 gravity

 Clarity
Business Solutions

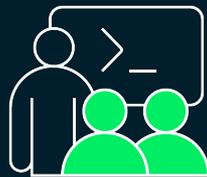
 pureinsights™



We will continue investing to drive app modernization



Technology



People



Partnerships

We'll tell you more in the AI section



Winning More Workloads

Make it easier to migrate to MongoDB

App Modernization

Address even more workload types

Search

App-Driven Analytics

Time series

Queryable Encryption

Vector Search

Support new application architectures

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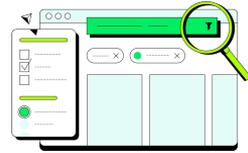
Hybrid



Search is ubiquitous in application experiences

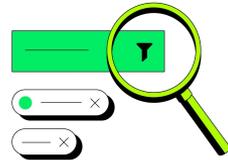
Conditioned by decades of using internet search engines, users expect all the applications they rely on at home and at work to provide the same feature-rich and intuitive search experience. This translates into three primary categories of business requirements with many common underlying required capabilities:

Human-friendly UX, Ease of Navigation,
Fast and Relevant Results



Catalog & Content Search

Built for discovering and consuming info



Application Search

General purpose navigation within a regular business app



Single View & Customer 360

Reconciling ingested records to build Customer 360 views



How Search is usually built without Atlas Search

Lower developer productivity

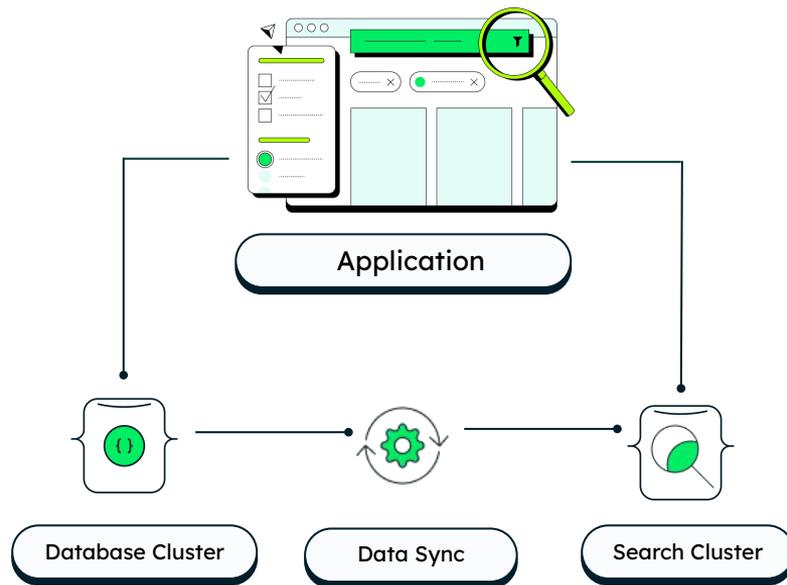
Developers need to use different query APIs for database and search and coordinate schema changes

Architectural complexity

Difficult to keep data in sync between two separate systems. Requires its own systems and skills

Operational overhead

More to provision, secure, upgrade, patch, back up, monitor, scale, etc.





With Atlas Search, you can compress the database, sync, and search engine into one

Avoid the ‘synchronization tax’

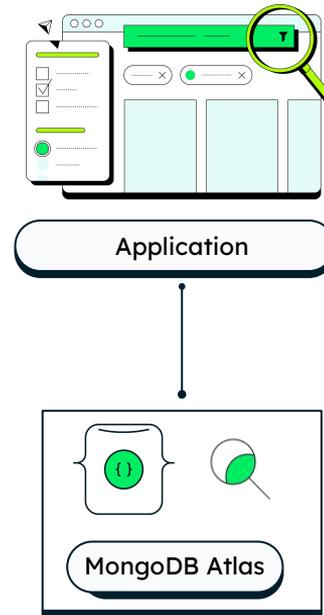
With Atlas Search, data is automatically and dynamically synced from the database to Atlas Search indexes.

Deliver new search features faster

Use a single, unified API across database and search operations.

Work with a fully managed platform

Combine Apache Lucene with the security, performance, and reliability of Atlas.





Our value proposition is resonating with customers

“We switched to Atlas Search because I’m already using the MongoDB database, and **everything is in the same place**. So it’s a part of my infrastructure that I can eliminate, and **I stop having to replicate and reindex data.**”

- Hermes Martin, Senior Software Engineer, Mobly

“We’re planning to move **all of our search functionality to use Atlas Search**. The ability to have a built-in full-text search engine for our data **without any additional infrastructure to manage** is incredibly valuable.”

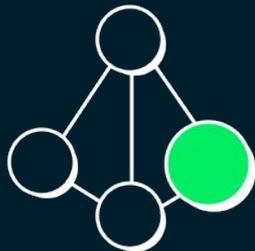
- Zac Rosenbauer, VP of Technology, Precognitive

“All of our search is powered by MongoDB’s own Atlas Search. **It’s so much easier and more efficient to use** functionality that’s fully integrated with the database instead of separate services with their own costs.”

- Ryan O’Connell, CTO, Humanitix



Announcing Today



Dedicated Search Nodes in preview

Scale search workload
resources independent
of the operational database

Grant customers better
observability, control,
and cost visibility

Pave the way for mission
critical, high performance
usage at scale

All while maintaining the
seamless integration and
intuitive developer experience



Winning More Workloads

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App-Driven Analytics

Time series

Queryable Encryption

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Data encryption is a critical, yet only a partially solved problem

Data in transit is encrypted using protocols like TLS and HTTPS

Data at rest is also encrypted, preventing data theft when the database is offline

However, **data in use** isn't encrypted, leaving it vulnerable to insider access and active breaches





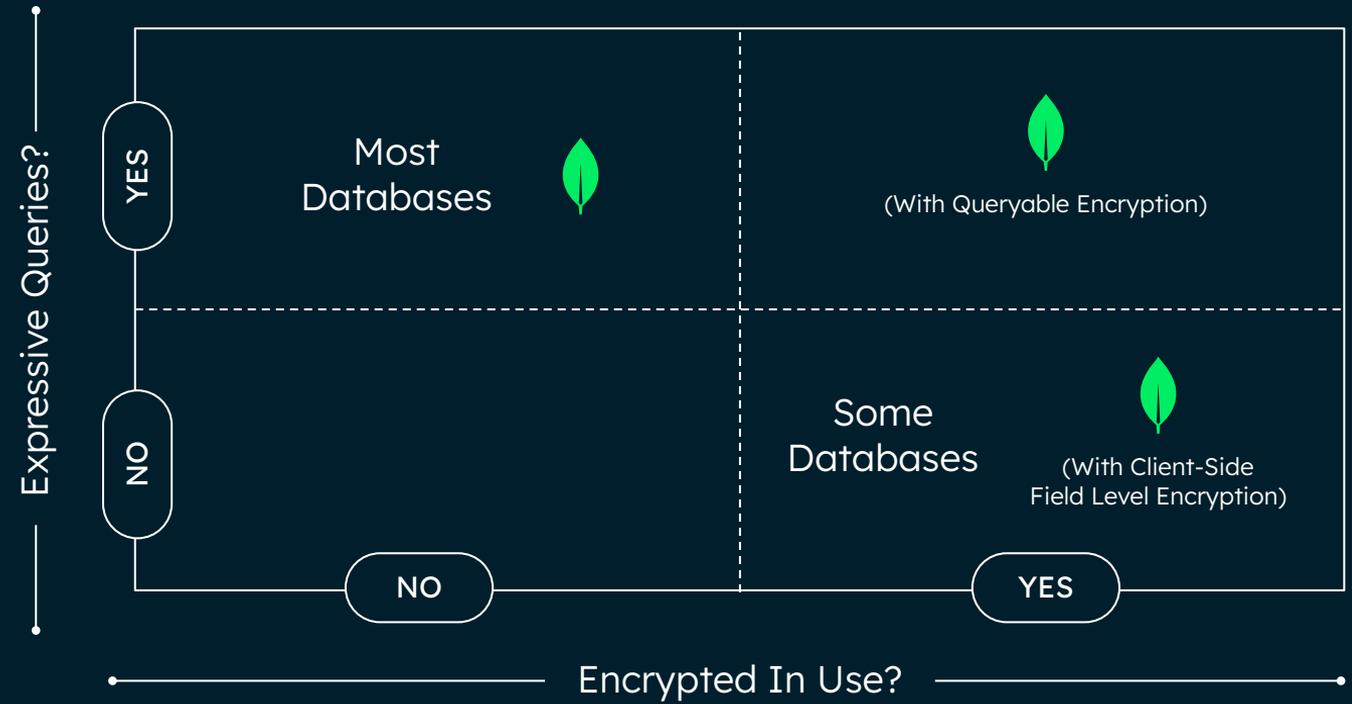
Encrypting data in use has historically posed a challenge - data could EITHER be encrypted OR queryable, but not both



This is because using expressive queries on encrypted data in use is a highly complex problem that sits at the intersection of advanced cryptography and database engineering



Queryability vs Encryption

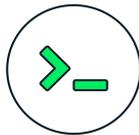


Announcing Today

General Availability of Queryable Encryption with MongoDB 7.0



Next generation encryption technology querying on fully randomized encrypted data



Faster app development – no cryptography experience required



End-to-end encryption – Data is encrypted throughout data lifecycle





Protect your sensitive workloads while still being able to query the encrypted data

Sensitive data is protected as the data remains encrypted from the client, during transport, at-rest, and while being processed in memory.

Queryable Encryption's fast encrypted search algorithm allows the server to process queries without ever decrypting the data and is performant on the most common sensitive workloads.



Highly sensitive workloads

PII/PHI, financial records, medical records, critical infrastructure



Meet data privacy requirements

HIPAA, GDPR, PCI, CCPA, etc.



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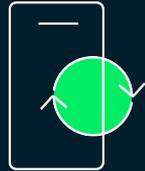
Hybrid



Streaming data is core to modern apps



Hyper-personalization



IoT Sensors



Route planning



Fraud, Risk, or
Intrusion events

Organizations across industries are building new applications that need access to low latency data to deliver compelling experiences to customers and be more competitive in their market.

Event based architectures and streaming data play a critical role in use cases like fraud detection, sensor networks, and real time alerting in a variety of industries from Aerospace, IoT, Manufacturing, Network Security, Fintech and more.



Components of a streaming system



Streaming Transport

Services that ingest data from “sources” as it’s created and then stream that data to targets (“sinks”). Kafka is the dominant technology.



Stream Processing

Services that perform real-time queries on streaming data, such as transformations and aggregations.



Databases

Ingest and index data from streaming platforms and processors into a persistence layer, making it queryable.

Existing stream processing solutions face limitations

Rigid schemas that are difficult to adapt to data in motion create friction and require additional processing steps

Introducing a stream processing "point solution" to an application stack increases operational complexity and cost.

Disparate APIs, drivers, and tools create a fragmented development experience.



Announcing Today

Atlas Stream Processing in preview



Built around the Document model and flexible schemas



Enables complex, continuous processing of streaming data



Integrates working with data at rest with data in motion in an elegant developer experience



Atlas Stream Processing brings
the flexibility and developer
experience that MongoDB is
known for to the streaming
ecosystem



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How does AI impact MongoDB?

- AI will increase the volume and sophistication of applications being built
- MongoDB will be a preferred platform for AI-powered applications
- Vector Search is a foundational element for GenAI applications
- AI will accelerate application modernization

How does AI impact MongoDB?

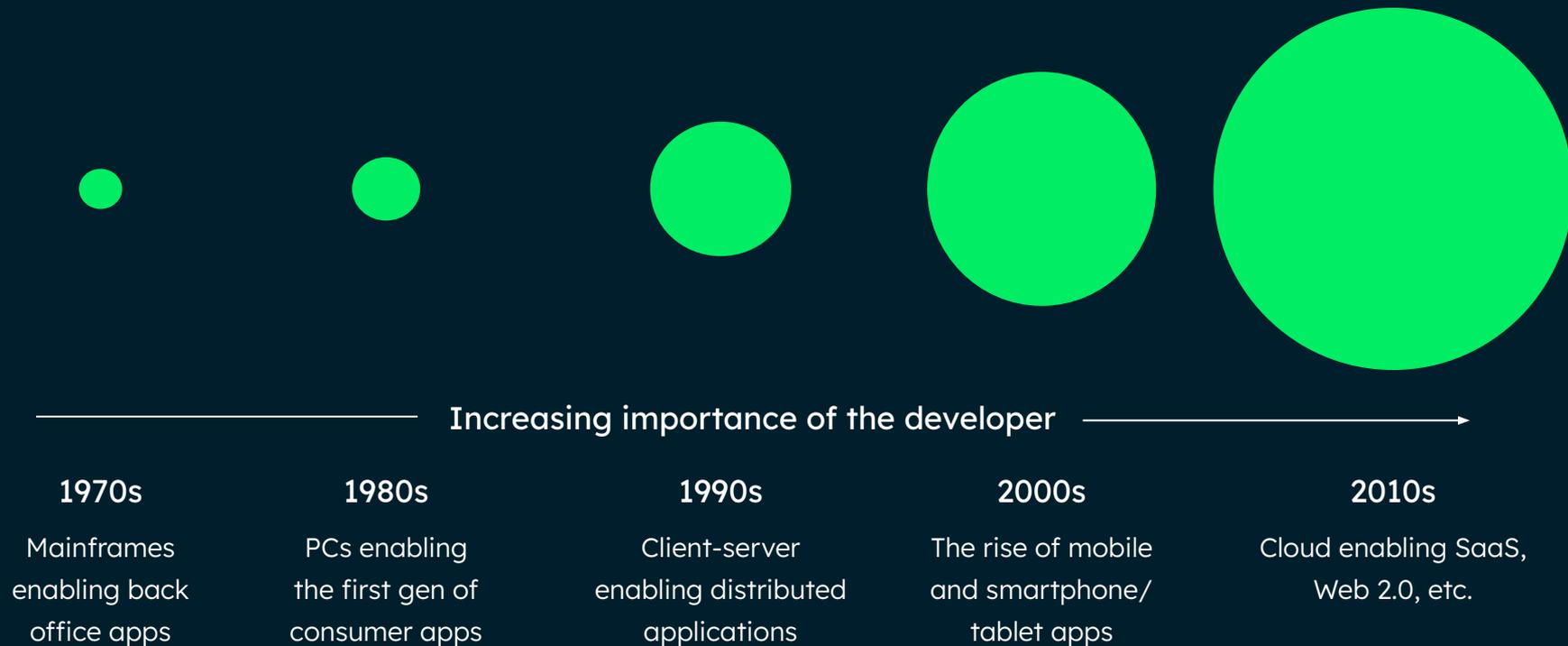
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New compute paradigms have
historically created waves of app
creation



Volume of applications being built



AI is the next platform paradigm...

Automation of app development -
code generation, testing, debugging,
optimization tools

More data-intensive applications - data
volumes, real-time availability, distribution

Apps using all classes of data -
images, video, audio, geospatial, etc

New user experiences -
Natural Language Processing and
personalized AR/VR experiences



...driving demand in an already large market



Source: IDC, Data Management Software Market, \$Bn



At the most basic level, we see AI as a driver of application volume, which should benefit us over time

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What does an AI-powered app need
from its operational data layer?



What do AI-powered apps need?

Represent the versatility and rich structure of the real world

Efficiently handle rapidly changing access patterns as applications evolve

Support the scale and performance of multi-layered machine to machine applications of the future

Distribute data across clouds and regions for resilience, low latency, and differentiated AI cloud services

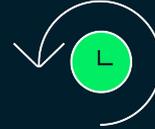
What is MongoDB known for?



Flexibility & Rich Query Language



Broad Workload Support



Performance at Scale



Global and Multicloud



All of our competitive advantages
are even more relevant for
AI-powered workloads

O(1) Labs

scytale

5Mins.ai

Bitely

Kwame AI

CODEMON
K

INDIE TECH

AMIKUS AI

Begin.AI

affable.ai

hexane

MILKY WAY AI

RIVIA.AI

shopstory

watchful

BIOTWIN

Droxi

ELEVATEME

HeHealth

siana

riverr

TEKION

alpha ai

audyo

Lexter.ai

Sleegal AI

betterdata

ClearPic

.datum

Datalead AI

DataNeuron

ONEAI

ARTYVIS

Chumbani

Commerceflow

Fairy

convrse.ai

exonode

Cien

Hedingham AI

CLODURA.AI

Andor

capsula

FLiPR

BinIt

SMARTEX

REP

Spoke

tirios

Simius

INTUIT

AT&T

Hugging Face

nuro

box

ada

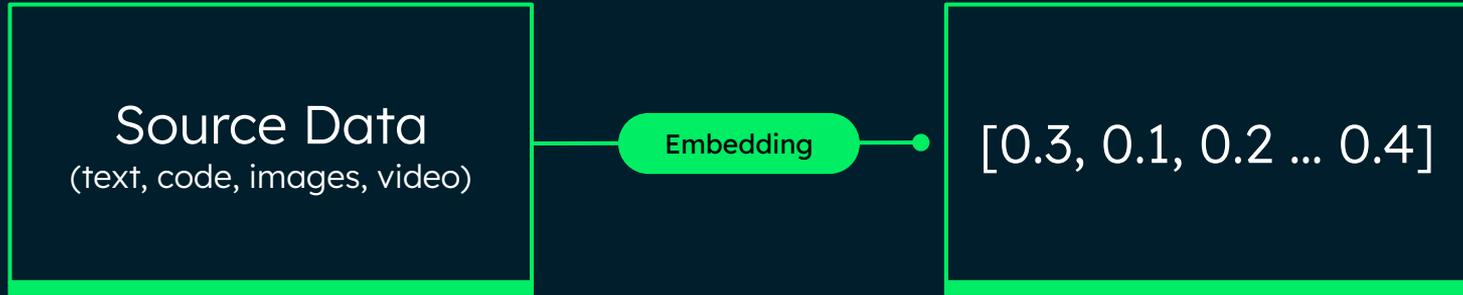
HoneyHive

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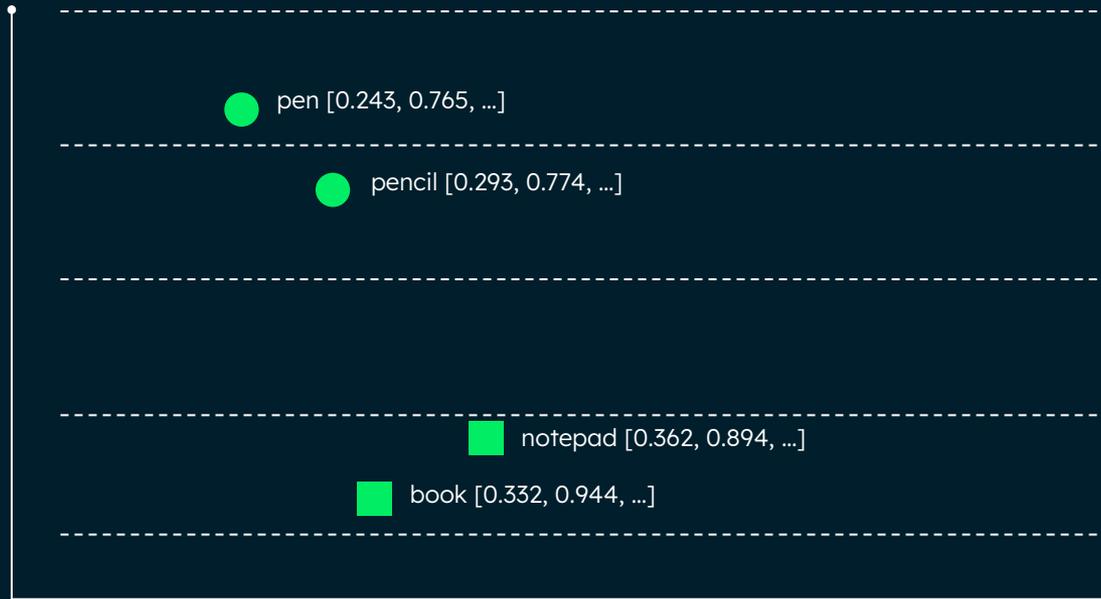


Vectors are a numeric representation of data and related context



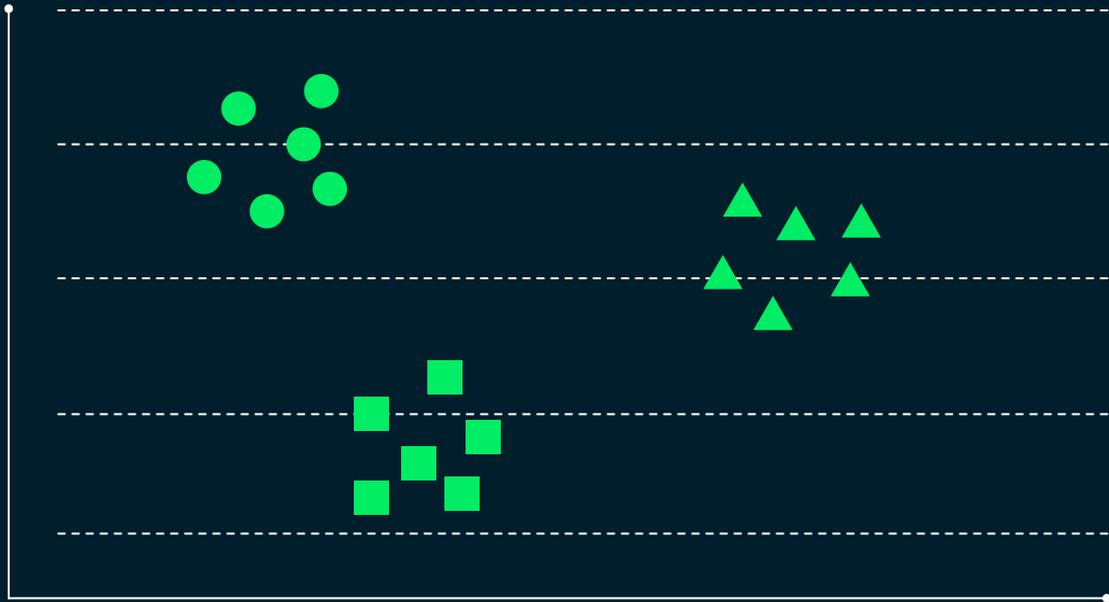


Similar Vectors plotted in space will be near one another



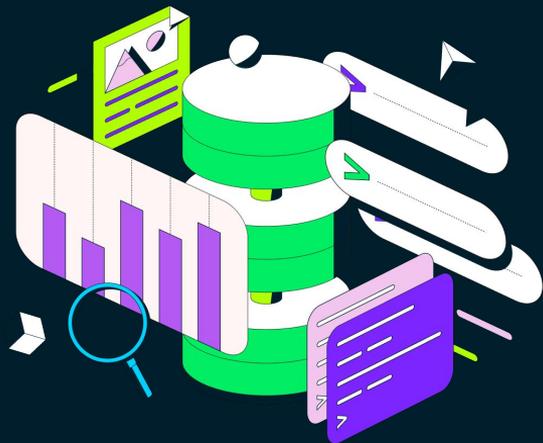


Relate data based on characteristics and meaning



Vector Search

Use Cases

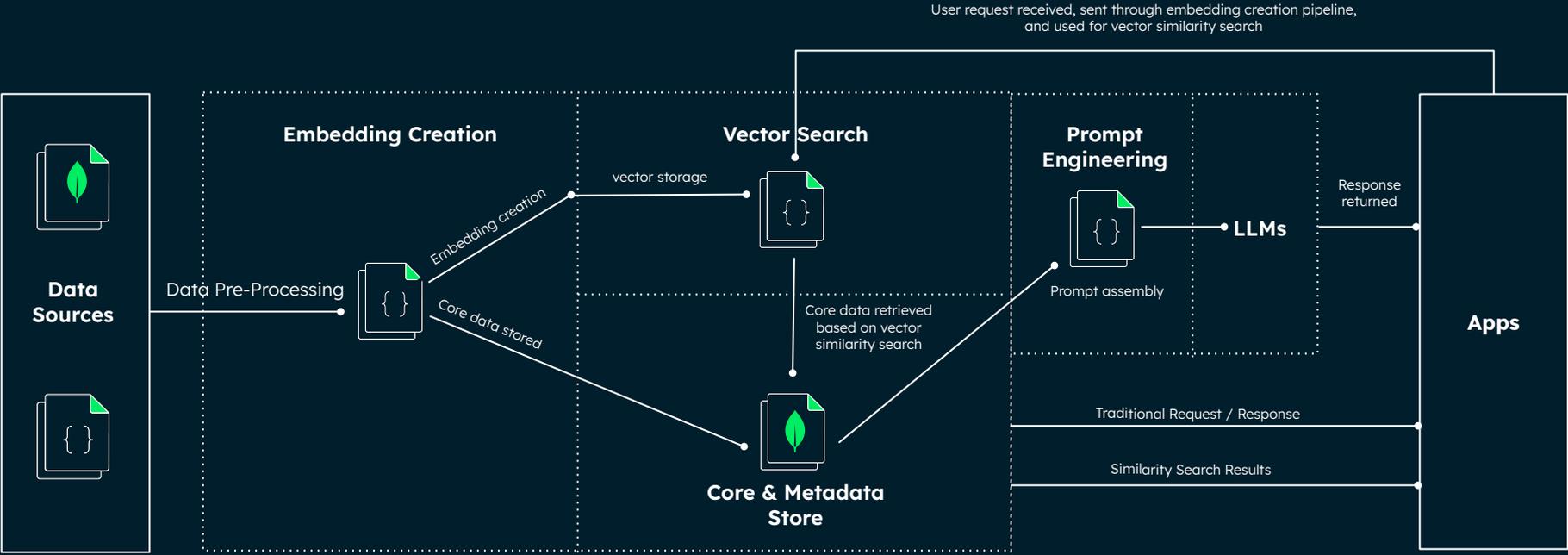


Vector Search unlocks a new way to search related data for AI and Search use cases:

- Indexes text, images, sound, and video
- Augment foundational LLMs with proprietary incremental data & reduce hallucinations
- Question & Answer Systems
- Improved Recommendations & Relevance Scoring
- Dynamic Personalization
- Conversational Support
- Synonym Generation



Illustrative Vector Search App Architecture





Announcing Today

Atlas Vector Search in preview



Vector data is integrated with application data and seamlessly indexed for semantic queries



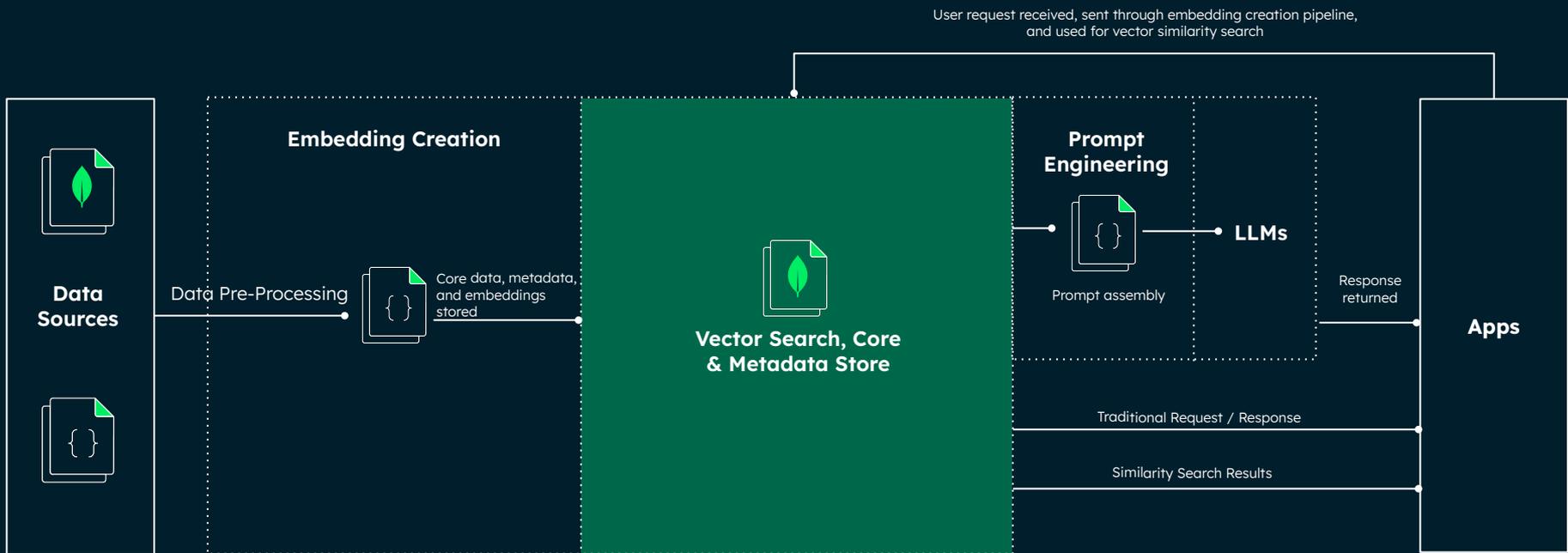
Developers work with database and search via the unified MongoDB Query API



Fully managed for you so you can focus on your application



Vector Search With MongoDB





We bring to Vector Search the
value proposition
of our Developer Data Platform -
a fully managed, unified, and
elegant developer experience

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Getting off Relational is Hard



Update schema

Rewrite code

Migrate data

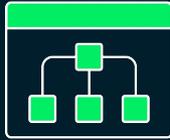
Determine how the existing relational schema should be best represented in MongoDB document model.

Update or rewrite application code to support new user requirements, modern tech stack and updated schema.

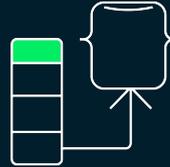
Perform one-time or continuous replication of data, allowing cutover from the legacy to the modernized app.



Today we announced a big step in making it easier - Relational Migrator



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Migrate data from Oracle, SQL Server, MySQL, PostgreSQL, and Sybase ASE to MongoDB, while transforming to the target schema.



Generate code artifacts to reduce the time required to update application code.



But rewriting application code
remains a difficult task, and AI
can help



Rewriting code with AI

Feature in development

SQL query conversion

Imported stored procedures and embedded SQL queries from connected relational databases.

Relational Migrator uses generative AI to convert these into MongoDB Queries.

Creates MongoDB Query based on the schema that has been designed in Relational Migrator.

In the future

Application code conversion

Assessment: search and understand codebases to understand the effort and risk involved in refactoring an application

Code conversion: suggest application code alongside application architecture recommendations to best take advantage of MongoDB

Testing: verify that converted applications perform as expected on MongoDB



While app modernization may never be easy, AI promises a new set of tools to make it easier over time