

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): September 25, 2026

MONGODB, INC.

(Exact Name of Registrant as Specified in its Charter)

Delaware

(State or Other Jurisdiction of Incorporation)

001-38240

(Commission File Number)

26-1463205

(IRS Employer Identification No.)

1633 Broadway, 38th Floor

New York, NY

(Address of Principal Executive Offices)

10019

(Zip Code)

646-727-4092

(Registrant's Telephone Number, Including Area Code)

Not Applicable

(Former Name or Former Address, if Changed Since Last Report)

Securities registered pursuant to Section 12(b) of the Exchange Act:

| Title of each class                       | Trading Symbol(s) | Name of each exchange on which registered             |
|-------------------------------------------|-------------------|-------------------------------------------------------|
| Common Stock, par value \$0.001 per share | MDB               | The Nasdaq Stock Market LLC<br>(Nasdaq Global Market) |

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instructions A.2. below):

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Item 7.01. Regulation FD Disclosure

On September 29, 2026, MongoDB, Inc. (the “Company”) hosted an Investor Day accessible via webcast during which members of the leadership team discussed the Company’s strategies to drive sustainable growth and deliver long-term shareholder value.

A copy of the presentation materials that were used by members of the Company’s leadership team and includes information regarding the matters addressed by the Company at Investor Day is furnished as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated into this Item 7.01 of this Current Report on Form 8-K by reference.

The information in this Item 7.01 of this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that section, nor shall it be deemed to be incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act except as shall be expressly set forth by the specific reference in such filing.

Item 8.01. Other Events.

On September 25, 2026, the Company’s Board of Directors authorized an additional \$1.0 billion in repurchases under the Company’s existing share repurchase program, bringing the aggregate authorized repurchase amount to \$2.0 billion, of which \$1,353,700,000 remains available for future repurchases as of the date of this filing. Repurchases of the Company’s common stock may be made from time to time, either through open market transactions or in privately negotiated transactions. The timing of the repurchases will depend on certain factors, including but not limited to, market conditions and prices and management’s discretion. The repurchases may be suspended, terminated or modified at any time for any reason, including market conditions, the cost of repurchasing shares, the availability of alternative investment opportunities, liquidity, and other factors deemed appropriate. These factors may also affect the timing and amount of share repurchases. The Company is not obligated to purchase any dollar amount or particular number of shares.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

| Exhibit No. | Description                                                                 |
|-------------|-----------------------------------------------------------------------------|
| 99.1        | <a href="#">Investor Day Presentation</a>                                   |
| 104         | Cover Page Interactive Data File (embedded within the Inline XBRL document) |

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**MONGODB, INC.**

Dated: September 29, 2026

By: /s/ Andrew Stephens  
**Name:** Andrew Stephens  
**Title:** Chief Legal Officer and Secretary



# INVESTOR DAY 2026

September 29, 2026

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# Safe Harbor

This presentation and the accompanying oral presentation have been prepared by MongoDB, Inc. ("MongoDB" or the "company") for informational purposes only and not for any other purpose. Nothing contained in this presentation is, or should be construed as, a recommendation, promise or representation by the presenter or MongoDB or any officer, director, employee, agent or advisor of MongoDB. This presentation does not purport to be all-inclusive or to contain all of the information you may desire. Information provided in this presentation speaks only as of the date hereof, unless otherwise indicated. This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including but not limited to statements regarding our financial outlook, financial guidance for fiscal 2027 and beyond, long-term financial targets, product development, business strategy and plans, market trends and market size and opportunities, our ability to continue to increase revenue from our Atlas platform, the recently announced leadership transition and the expected financial impact of AI adoption and new product innovations. These forward-looking statements include, but are not limited to, plans, objectives, expectations and intentions and other statements contained in this presentation that are not historical facts and statements, and may be identified by words such as "anticipate," "believe," "continue," "could," "estimate," "expect," "forecast," "intend," "may," "plan," "project," "will," "would" or the negative or plural of these words or similar expressions or variations. These forward-looking statements reflect our current views about our plans, intentions, expectations, strategies and prospects, which are based on the information currently available to us and on assumptions we have made. Although we believe that our plans, intentions, expectations, strategies and prospects as reflected in or suggested by these forward-looking statements are reasonable, we can give no assurance that the plans, intentions, expectations or strategies will be attained or achieved. In particular, the development, release and timing of any features or functionality described for MongoDB products remains at MongoDB's sole discretion. Product roadmaps do not represent a commitment, promise or legal obligation to deliver any material code, or functionality and you should not rely on them to make your purchase decisions. Furthermore, actual results may differ materially from those described in the forward-looking statements and are subject to a variety of assumptions, uncertainties, risks and factors that are beyond our control including, without limitation, the effects of ongoing geopolitical instability, including the conflict in Iran, the unrest in Mexico, the conflicts between Russia and Ukraine, Israel and Hamas and recent events in Venezuela, on our business and future operating results, economic downturns and/or the effects of changes in trade policies, rising interest rates, inflation and volatility in the global economy and financial markets on our business and future operating results, our potential failure to meet publicly announced guidance or other expectations about our business and future operating results, reputational harm or other adverse consequences resulting from use of AI and ML in our product offerings and internal operations, if they do not produce the desired benefits, our limited operating history, our history of losses, future of our platform to satisfy customer demands, the effects of increased competition, our investments in new products and our ability to introduce new features, services or enhancements, including AI and ML, for both traditional and emerging use cases, social, ethical, regulatory and security issues relating to the use of new and evolving technologies, such as artificial intelligence, in our offerings or partnerships; our ability to effectively expand our sales and marketing organization; our ability to continue to build and maintain credibility with the developer community; our ability to address customers or increase sales to our existing customers, our ability to maintain, protect, enforce and enhance our intellectual property; our ability to continue to increase revenue from our Atlas platform; the effects of social, ethical and regulatory issues relating to the use of new and evolving technologies, such as AI and ML in our offerings or partnerships; the growth and expansion of the market for database products and our ability to penetrate that market; our ability to integrate acquired businesses and technologies successfully or achieve the expected benefits of such acquisitions; our ability to work with our strategic partners effectively; our ability to maintain the security of our software and adequately address privacy concerns; our ability to manage our growth effectively and successfully recruit and retain additional highly-qualified personnel; risks associated with the recently announced leadership transition; and the price volatility of our common stock. These and other risks and uncertainties are more fully described in our filings with the Securities and Exchange Commission ("SEC"), including under the section entitled "Risk Factors" in our Annual Report on Form 10-K for the fiscal year ended January 31, 2026 and our Quarterly Report on Form 10-Q for the quarter ended July 31, 2026 and in other filings and reports we may file from time to time with the SEC.

This presentation includes market and industry data and forecasts that the company has derived from independent consultant reports, publicly available information, various industry publications, other published industry sources, and its internal data and estimates. Independent consultant reports, industry publications and other published industry sources generally indicate that the information contained therein was obtained from sources believed to be reliable. Although the company believes that these third-party sources are reliable, it does not guarantee the accuracy or completeness of this information, and the company has not independently verified this information. The company's internal data and estimates are based upon information obtained from trade and business organizations and other contacts in the markets in which the company operates and management's understanding of industry conditions. Although the company believes that such information is reliable, it has not had this information verified by any independent sources. In addition, the information contained in this presentation is as of the date hereof (except where otherwise indicated), and the company has no obligation to update such information, including in the event that such information becomes inaccurate or if estimates change. Subsequent materials may be provided by or on behalf of the company in its discretion and such information may supplement, modify or supersede the information in these materials. Neither the company nor any of its respective affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss or damage howsoever arising from any use of these materials or their contents or otherwise arising in connection with these materials.

This presentation includes the following financial measures defined as non-GAAP financial measures by the SEC: non-GAAP income from operations, non-GAAP operating margin, free cash flow and free cash flow conversion. Non-GAAP income from operations and non-GAAP operating margin 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, certain acquisition-related costs and other, including due diligence costs, professional fees in connection with an acquisition and certain integration-related expenses, and restructuring costs associated with a formal restructuring plan that are primarily related to workforce reductions. The Company excludes these expenses because they are not reflective of ordinary course ongoing business and operating results.

Free cash flow represents net cash from/used in operating activities, less capital expenditures, principal payments of finance lease liabilities and capitalized software development costs, if any. MongoDB uses free cash flow to understand and evaluate its liquidity and to generate future operating plans. The exclusion of capital expenditures, principal payments of finance lease liabilities and amounts capitalized for software development facilitates comparisons of MongoDB's liquidity on a period-to-period basis and excludes items that it does not consider to be indicative of its liquidity. MongoDB believes that free cash flow is a measure of liquidity that provides useful information to investors in understanding and evaluating the strength of its liquidity and future ability to generate cash that can be used for strategic opportunities or investing in its business in the same manner as MongoDB's management and board of directors.

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 income from operations, non-GAAP operating margin, free cash flow and free cash flow conversion 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. This presentation and any future presentations containing such non-GAAP reconciliations can also be found on the Investor Relations page of MongoDB's website at <https://investors.mongodb.com>. With respect to our forward-looking non-GAAP financial measures, we have not provided a reconciliation of such measures to the most directly comparable GAAP measures for long-term future guidance beyond FY 2027 because certain items are out of our control or cannot be reasonably predicted without unreasonable efforts due to the high variability, complexity and low visibility with respect to the charges excluded from these non-GAAP measures, in particular stock-based compensation expense.

Except as required by law, we undertake no obligation to update any forward-looking statements included in this presentation as a result of new information, future events, changes in expectations or otherwise. Nothing in this presentation is, and should not be construed as, an offer to sell or a solicitation of an offer to buy, any securities.



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# AGENDA

## INVESTOR DAY

September 29, 2026

### 1. Welcome

Jess Lubert, Vice President, Investor Relations

### 2. CEO Transition Comments and Q&A

Mike Berry, Chief Financial Officer  
Dev Ittycheria, Interim President & Chief Executive Officer

### 3. Market Opportunity & Strategy

Dev Ittycheria, Interim President & Chief Executive Officer

### 4. Products Innovations

Ben Cefalo, Chief Product Officer, Core Products

### 5. AI Innovations

Pablo Stern-Plaza, Chief Product Officer, AI & Emerging Products  
Vikas Agarwal, SVP, Head of Enterprise Data Platforms,  
Citizens Bank

### 6. AI Customer Feature

Madhav Jha, Co-founder & CTO, Emergent Labs

### 7. Go-to-Market & Partnerships

Ryan Mac Ban, Chief Revenue Officer  
Erica Volini, Chief Customer Officer

### 8. Financial Update

Mike Berry, Chief Financial Officer

### 9. Q&A



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FOR EXTERNAL DISTRIBUTION



# DURABLE GROWTH IN A LARGE MARKET



**Dev Ittycheria**

Interim President & Chief Executive Officer



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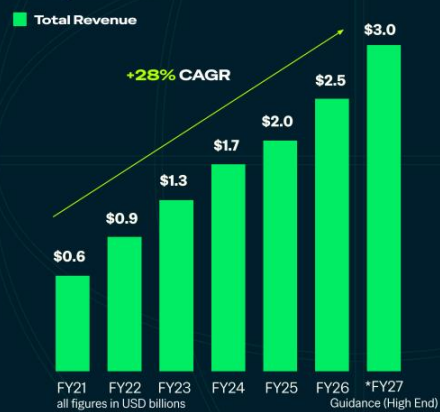


# THE INTELLIGENT DATA PLATFORM FOR THE AI ERA



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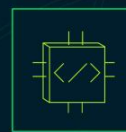
# We are capturing our large market opportunity



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Source: IDC, Data Management Software Market, September 2026

# Customer growth is strong and diverse across industries



Software/  
Technology



Financial  
Services



Business  
Services



Manufacturing



Healthcare &  
Insurance



Retail



Media &  
Entertainment

# Our market has expanded because of AI



## GROWTH VECTORS

More workloads

New workloads

New customers

# MongoDB delivers the capabilities that AI apps require



Real-time  
context



Precise  
retrieval



Scale &  
elasticity



Enterprise  
trust



Run  
anywhere

## MONGODB'S ANSWER

Document model +  
Agent Memory

Vector + Full Text  
Search, Voyage AI

MongoDB 9.0 +  
Atlas Infinite

Queryable Encryption,  
built-in governance

Portable across on-prem,  
multi-cloud, and hybrid



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# MongoDB in the enterprise — core expanding to

AI

## Global U.S. Healthcare Leader

22

ATLAS ARR  
INCREASE  
IN 3.5 YRS

### CORE

Modernized claims  
processing platform

X

AI benefits application

## Media & Entertainment Conglomerate

3x

ATLAS ARR  
INCREASE IN  
12 MONTHS

### CORE

Streaming business, user  
preference system

### AI

AI video search

## Top European Retailer

7x

ATLAS  
ARR INCREASE  
IN 3 YRS

### CORE

Moved large ERP off of Oracle  
and onto MongoDB

### AI

AI customer service chatbot



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## AI-natives and frontier labs are building and scaling on our full platform

 morphik

 ENDOR LABS

 Imagine

 kovai.co

 fireflies.ai

 Heidi

 ROX

 Leena AI

LAB 2

 Squary AI

LAB 1

 X VOTEE

 OBSERVE-AI

 XOLTAR

 ceto

 Modelence

 MERCOR

 IIElevenLabs

 emergent  
labs

 DevRev

 Hugging Face

 @eve

 Mentra

LAB 3

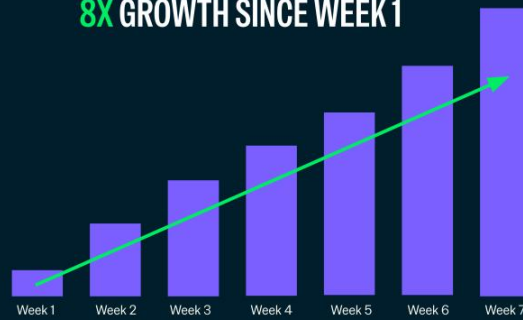
 Gravity

 MongoDB

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# Early strong results on our managed MCP server launch — making MongoDB a first-class data platform for agents

ATLAS MANAGED MCP SERVER LAUNCH:  
**8X GROWTH SINCE WEEK 1**



## Coding Agents

-  Claude Code
-  Codex
-  Grok Build
-  Devin

## Conversational

-  ChatGPT
-  Claude
-  Grok
- IDEs**
-  Cursor



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# A strong track record of product innovation

**2023**

Atlas Vector Search  
MongoDB 7.0  
Atlas Relational Migrator  
Queryable Encryption

**2024**

MongoDB 8.0  
Atlas Stream Processing  
Atlas Search Nodes

**2025**

Acquisition of Voyage AI  
MongoDB AMP

**2026**

EA Full Text Search  
EA Vector Search,  
Atlas auto-embedding  
Voyage rerankers  
Managed MCP Server



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## New product announcements today

### MONGODB 9.0

GA

2x higher throughput  
35% faster reads  
30% faster updates

### ATLAS INFINITE

PUBLIC PREVIEW

Built for highly elastic workloads  
Decoupled storage and compute  
96%+ faster time to scale  
10x more storage per shard

### ATLAS AGENT ENGINE

PUBLIC PREVIEW

Memory, runtime and  
governance for running agents  
in production, on the same  
data layer customers already  
trust



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# DURABLE GROWTH DRIVERS

**Product  
Innovation  
Acceleration**

+

**World Class  
Go to  
Market**

## Key go-to-market investment areas



Building momentum with our largest customers at an executive level



Increasing multi-product platform adoption



Deepening our partner ecosystem



Investing in stronger AI Native customer acquisition



Accelerating legacy modernization opportunities



Continuing geo and vertical investments

## Where I'm focused



**Drive  
momentum**



**Execute on  
Product & GTM**



**Provide a  
seamless  
transition**

# CORE PLATFORM INNOVATIONS



**Ben Cefalo**  
Chief Product Officer, Core



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# MongoDB is the Intelligent Data Platform for the AI era

Agent Engine



Full Text  
Search



Vector  
Search



Database



Embeddings



Rerankers

{ JSON }

Document Model

# Three core investments that drive growth

**Doubling down**



**Run Anywhere &  
Enterprise Advanced**

**Enterprise proven  
real-time data**



**MongoDB 9.0**

**Mission-critical  
elasticity**



**Atlas Infinite**

# Three core investments that drive growth

**Doubling down**



**Run Anywhere &  
Enterprise Advanced**

**Enterprise proven  
real-time data**



**MongoDB 9.0**

**Mission-critical  
elasticity**



**Atlas Infinite**



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# The option to Run Anywhere is critical for enterprises



 MongoDB.

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2016

# ATLAS



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**Strengthens our Run  
Anywhere strategy**

2016

**ATLAS**



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**~20 MILLION**

users since inception

**3 TRILLION**

queries per day

Builders **start** their journey with  
MongoDB

**500K**

Avg Atlas free tier  
clusters each quarter

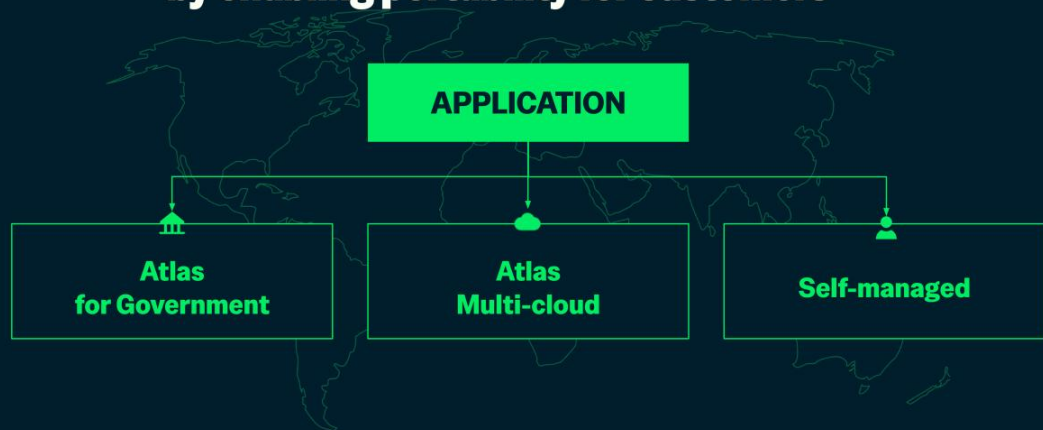
**150M**

Avg Community downloads  
each quarter



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# Run Anywhere broadens our opportunity by enabling portability for customers



**Investing in self-managed workloads**

# **Full Text Search & Vector Search for Enterprise Advanced**



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**Doubling down**



# **Run Anywhere & Enterprise Advanced**



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**01** Environment choice matters more than ever for enterprises

**02** The option to self-manage strengthens our Run Anywhere story and broadens our opportunity

**03** We are committed to making Enterprise Advanced a growth driver

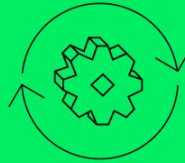
# Three core investments that drive growth

**Doubling down**



**Run Anywhere &  
Enterprise Advanced**

**Enterprise proven  
real-time data**



**9.0**

**Mission-critical  
elasticity**



**Atlas Infinite**

# Delivering database innovation since inception

| 4.0                                                                                                                                                                                                                                                                                                                                                                  | 4.2                                                                                                                                                                                                                                                                                                                                                  | 4.4                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 5.0                                                                                                                                                                                                                                                                                                                                                                 | 6.0                                                                                                                                                                                                                                                                                                                                                                                                                          | 7.0                                                                                                                                                                                                                                                                                                                                                                                                                              | 8.0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2018                                                                                                                                                                                                                                                                                                                                                                 | 2019                                                                                                                                                                                                                                                                                                                                                 | 2020                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 2021-2022                                                                                                                                                                                                                                                                                                                                                           | 2022-2023                                                                                                                                                                                                                                                                                                                                                                                                                    | 2023-2024                                                                                                                                                                                                                                                                                                                                                                                                                        | 2024-2025                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| Replica set transactions<br>Faster shard migrations<br>Change streams on databases & deployments<br>Atlas Global Clusters<br>Atlas HIPAA<br>Atlas LDAP<br>Atlas Audit<br>Atlas Encrypted Storage Engine<br>Atlas Backup Snapshots<br>Retryable writes<br>Schema validation<br>Type conversions<br>Snapshot reads<br>Non-blocking secondary reads<br>SHA-2 & TLS 1.1+ | Distributed transactions<br>Client-side field level encryption<br>Materialized views<br>Wildcard indexes<br>Global point-in-time reads<br>Large transactions<br>Mutable shard key values<br>Expressive updates<br>Apache Kafka Connector<br>Retryable reads<br>New index builds<br>Faster stepDown<br>Storage node watchdog<br>Zstandard compression | Union (\$unionWith)<br>Custom aggregation expressions<br>Refinable shard keys<br>Compound hashed shard keys<br>Mirrored reads + Hedged reads<br>Resumable initial sync<br>Time-based oplog retention<br>Simultaneous indexing<br>Hidden indexes<br>Streaming replication<br>Global read/write concerns<br>TLS 1.3 & faster client auth<br>Faster cert revocation checks<br>Kerberos utility<br>Auto-scaling<br>Schema recommendations<br>AWS IAM authentication<br>Atlas x509 authentication<br>Atlas Online Archive<br>Federated queries<br>Multi-cloud clusters | Stable API<br>Time series collections<br>Window functions<br>Live resharding<br>Client-side field level encryption with on-premises key managers<br>Long-running snapshot reads<br>Majority write concern default<br>Schema validation diagnostics<br>Resumable index builds<br>New MongoDB Shell GA<br>PyMongoArrow API<br>x509 certificate rotation<br>Auditing++ | Queryable Encryption (preview)<br>Clustered indexes<br>Sharded \$lookup & \$graphLookup<br>Faster initial sync<br>New accumulator operators<br>\$densify & \$fill<br>Cluster-to-cluster sync<br>Independent node scaling<br>\$lookup performance<br>Secondary indexes for TS<br>TS read performance<br>Atlas Data Federation<br>Charts embedding<br>Atlas SQL interface<br>Encrypted audit log<br>Change stream improvements | Vector Search (preview)<br>Queryable Encryption GA<br>Queryable Encryption range queries (preview)<br>Improved query execution<br>Compound wildcard indexes<br>Approximate percentiles<br>Shard key analysis<br>updateOne without shard key<br>Shard chunk auto-merger<br>Large change stream events<br>OpenID Connect<br>AWS, Azure, Google Cloud identity management<br>User roles system variable<br>Live Migration from 6.0+ | Vector Search GA<br>Exact nearest neighbor search<br>AI framework integrations<br>Queryable Encryption range queries GA<br>Multi-region search nodes<br>Faster auto-scaling<br>Express query path<br>TS block processing<br>Persistent query settings<br>Query shape blocking<br>Default read timeouts<br>Query stats (\$queryStats)<br>Improved memory mgmt<br>Embedded config servers<br>Move collections<br>Unshard collections<br>Faster resharding<br>Multi-collection bulkWrite<br>Faster replication<br>Resource policies<br>Industry-standard audit log format |



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**The impact of version 8 is showing  
with our customers**

**2x**

**Faster adoption than  
previous releases**

**~80%**

**Atlas Fleet**



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GA

# MONGODB 9.0



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## MongoDB 9.0 Raising the Bar

20%

higher transaction  
workload throughput

35%

faster  
reads

30%

faster  
updates

2x

more throughput  
on large instances



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\* compared to MongoDB v8.0 Atlas Gen 1

9.0  
VIDEO TESTIMONIAL

coinbase



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# QUERYABLE ENCRYPTION

Makes MongoDB suitable for applications with **highly sensitive** data

Industry first and industry only

## GENERAL AVAILABILITY

Prefix, suffix, and substring

NAME STARTS WITH "Elizab"  
CC ENDS WITH "6789"  
MED NOTE CONTAINS "fever"

Available everywhere you run



ANFSI



Leading Financial  
Institution

 MongoDB.

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Enterprise proven real-time data



9.0



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**01** 9.0 sets a new bar for database performance and scale

**02** Meeting the demands of modern and AI applications customers are building today

# Three core investments that drive growth

**Doubling down**



**Run Anywhere &  
Enterprise Advanced**

**Enterprise Proven  
real-time data**



**9.0**

**Mission-critical  
elasticity**



**Atlas Infinite**

# Intensity & scale means something different for Users vs. Agents

## User-Driven Workloads



Predictable cadence & intensity

# Intensity & scale means something different for Users vs. Agents

User-Driven Workloads



Predictable cadence & intensity

Agentic Workloads

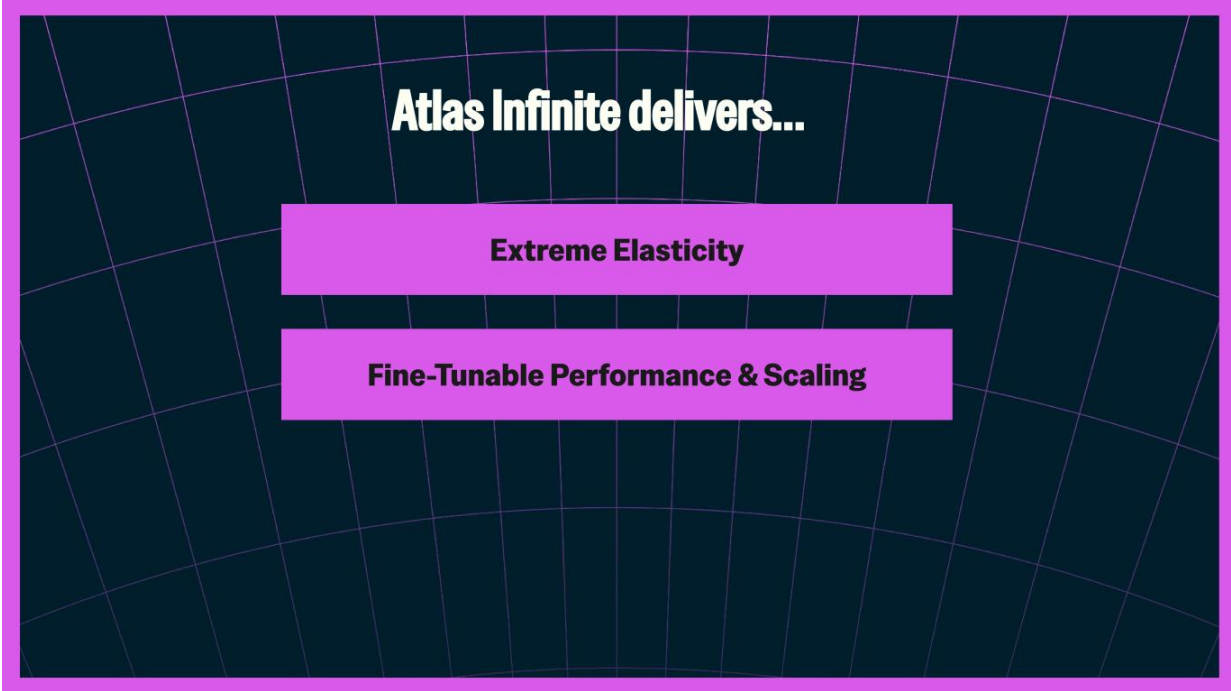


Bursty, unpredictable & intense

**Atlas Infinite delivers...**

**Extreme Elasticity**

---



# **Atlas Infinite delivers...**

**Extreme Elasticity**

**Fine-Tunable Performance & Scaling**

---

# **Atlas Infinite delivers...**

**Extreme Elasticity**

**Fine-Tunable Performance & Scaling**

**Familiar Atlas Experience**

## Some of our largest customers saw incredible gains with Infinite

Cybersecurity

Financial Services

Insurance

Retail

Media &  
Entertainment

Manufacturing

**icon**  
solutions

*Carrier*

 **okta**

 MongoDB.

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# 55%

**more transactions per second**  
(Fintech payment platform)

# 4x

**peak traffic load**  
(Fraud prevention platform)

ATLAS INFINITE  
VIDEO TESTIMONIAL

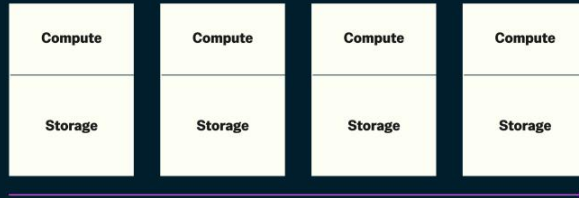


INVESTOR DAY

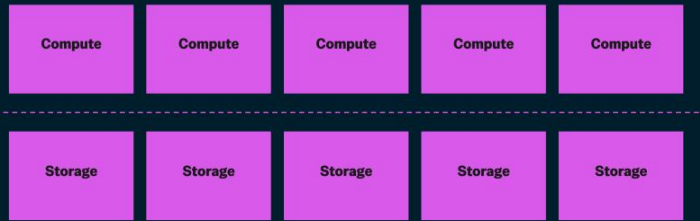
## VERTICAL SCALING



## HORIZONTAL SCALING



**SEPARATE  
STORAGE &  
COMPUTE**



SEPARATE  
STORAGE &  
COMPUTE

# Separating storage and compute unlocks opportunities for MongoDB



INVESTOR DAY

## Atlas Infinite Staying ahead of demand

**~100%**

Faster to add read  
capacity

**~200  
%**

More performance per  
dollar on I/O-heavy  
workloads

**10x**

More storage per shard  
(128TB)

Mission-critical elasticity



# Atlas Infinite



INVESTOR DAY

Atlas Infinite will be a **win**  
for customers and drive  
growth for MongoDB



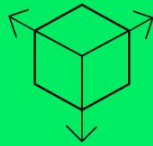
Perfect for the bursty nature  
of agentic applications



Expands to new opportunities  
where compute & storage  
separation are critical

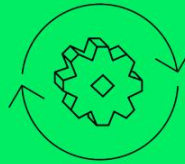
# Three core investments that drive growth

**Doubling down**



**Run Anywhere &  
Enterprise Advanced**

**Enterprise proven  
real-time data**



**9.0**

**Mission-critical  
elasticity**



**Atlas Infinite**

# MongoDB is the Intelligent Data Platform for the AI era

Agent Engine



Full Text  
Search



Vector  
Search



Database



Embeddings



Rerankers

{JSON}

Document Model



# AI INNOVATIONS



**Pablo Stern**

Chief Product Officer, AI & Emerging Products



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# Enterprises and AI natives are using our platform across a range of AI use cases



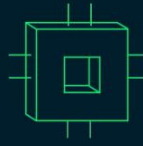
 MongoDB.

INVESTOR DAY

# Why MongoDB **wins** in AI



**Showing up for  
Builders**



**Our platform is  
perfect for AI**

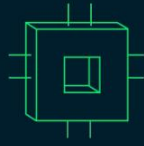


**New capabilities  
get agents to  
production**

# Why MongoDB **wins** in AI



**Showing up for  
Builders**



**Our platform is  
perfect for AI**



**New capabilities  
get agents to  
production**

# Agents will **love** MongoDB because we show up in the tools & stacks Builders use



Answer engines

ONGOING

**>50%**

Improved accuracy in high  
fit scenarios



AI frameworks

ONGOING

**Framework  
Support**

LangChain, LlamaIndex,  
CrewAI, Mastra



Coding agents

AUGUST

**Frontier  
Marketplace  
Plugins**

Codex, Claude, Gemini,  
Grok Build, Devin, Cursor



AI platforms

NEW

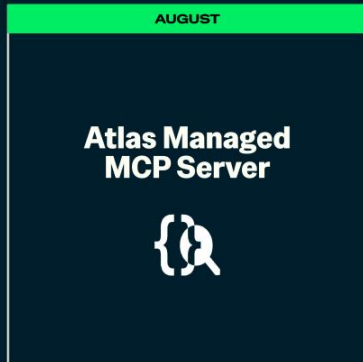
**AI Platform  
Integrations**

Vercel + v0, Monk,  
Retool, Emergent

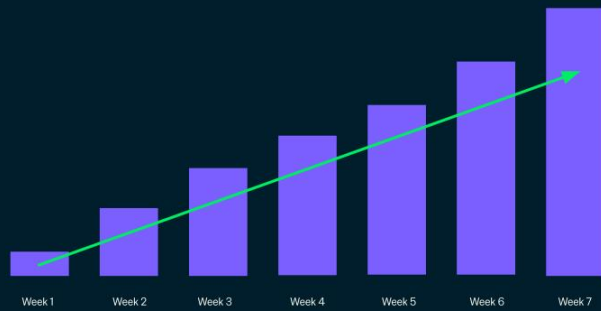


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Agents will **love** MongoDB because we  
show up in the tools & stacks Builders use



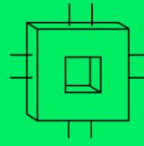
**8X** GROWTH SINCE WEEK 1



# Why MongoDB **wins** in AI



**Showing up for  
Builders**



**Our platform is  
perfect for AI**



**New capabilities  
get agents to  
production**

# MongoDB native AI retrieval delivers accuracy and reduces cost, which is make-or-break for AI and agents





**Full Text Search**



**Vector Search**



**Embeddings**



**Rerankers**

**VOYAGE AI**

**We are seeing strong product  
traction with Vector Search & Voyage AI**

**4x**

Vector Search customer  
count growth (2 years)

**2x**

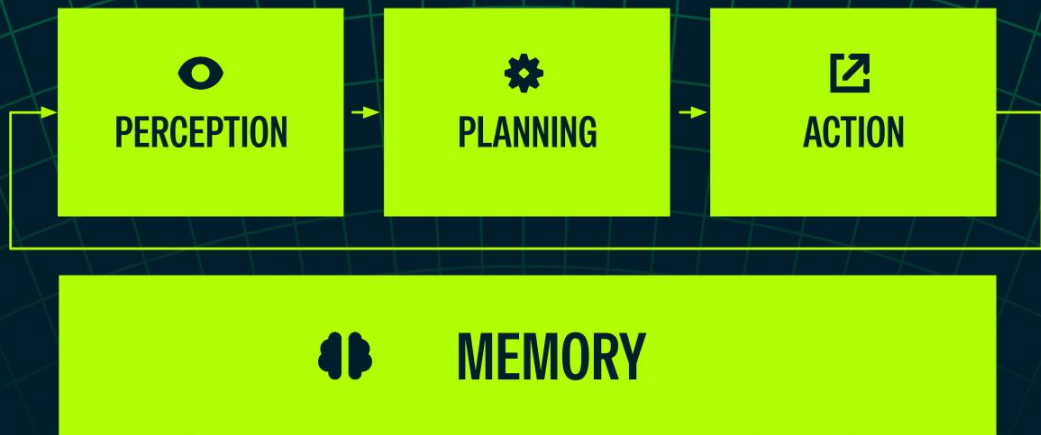
Voyage AI customer count  
growth (QoQ)

# Enterprises & AI Natives are building on our AI capabilities



 MongoDB.

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## Our platform is the ideal layer for agent memory

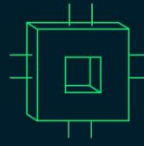
**Full-Text Search, Vector Search, and Voyage AI  
are native to our platform and deliver precise  
retrieval.**

**As memories change shape, the document model &  
JSON naturally handle it. Rigid relational databases  
don't.**

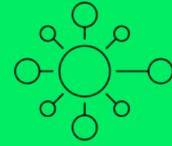
# Why MongoDB **wins** in AI



**Showing up for  
Builders**



**Our platform is  
perfect for AI**



**New capabilities  
get agents to  
production**

PUBLIC PREVIEW

# ATLAS AGENT ENGINE

Open, secure & governed agentic infrastructure



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# Atlas Agent Engine positions us to capture more of the agentic stack

## MEMORY & CONTEXT-AWARE

### PROBLEM

Agents that forget or misjudge context compound their mistakes.

### WHAT WE DELIVER

Agent Engine provides **Agent Memory** so agents can learn and adapt over time.

## SECURE & GOVERNED

### PROBLEM

Enterprises won't deploy agents they can't trust to behave.

### WHAT WE DELIVER

Agent Engine includes **governance and guardrails** that keep agent actions safe and compliant.

## OPEN & FLEXIBLE

### PROBLEM

Enterprises don't want to bet on one model, framework, cloud, or environment.

### WHAT WE DELIVER

Agent Engine is **open**, so enterprises **don't have to re-architect** their agents as the landscape changes.



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# Atlas Agent Engine is the infrastructure to Build, Deploy, Run and Govern Agents in production



# Private Preview customers across a range of industries and use cases have been hands-on with Atlas Agent Engine

**Financial Services**

**Manufacturing**

**Healthcare &  
Insurance**

**Technology**

**Paysafe** ♦♦

**CDK**

ATLAS AGENT ENGINE  
VIDEO TESTIMONIAL

>  
accenture



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**CUSTOMER  
CONVERSATION**

# **Citizens Bank**

**Vikas Agarwal**

SVP, Head of Enterprise Data Platforms,  
Citizens Bank



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# Atlas Agent Engine introduces new components to our platform that drive **Atlas consumption**

## NEW

Memory

Runtime

## EXISTING

Database

AI Retrieval Capabilities

Voyage AI

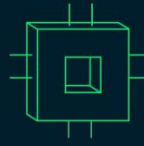
# Atlas Agent Engine delivers Builders the critical capabilities to get agents into production

|                                      | MONGODB | HYPERSCALERS | MODEL PROVIDERS | ANALYTICS PLATFORMS |
|--------------------------------------|---------|--------------|-----------------|---------------------|
| MEMORY & CONTEXT-AWARE               |         |              |                 |                     |
| Enterprise Proven OLTP               | ✓       | ✓            | ✗               | ✗                   |
| Native Memory & Context              | ✓       | ✗            | ✗               | ✗                   |
| SECURE & GOVERNED                    |         |              |                 |                     |
| Centralized Cost & Policy Guardrails | ✓       | ✗            | ✗               | ✗                   |
| Agent & Tool Isolation               | ✓       | ✗            | ✗               | ✗                   |
| OPEN & FLEXIBLE                      |         |              |                 |                     |
| Run Anywhere                         | ✓       | ✗            | ✗               | ✗                   |
| Multi-LLM                            | ✓       | ✓            | ✗               | ✓                   |

# Why MongoDB **wins** in AI



**Showing up for  
Builders**



**Our platform is  
perfect for AI**



**New capabilities  
get agents to  
production**

**AGENT ENGINE**

**CUSTOMER  
CONVERSATION**

# **Emergent Labs**

**Madhav Jha**

Co-founder & CTO  
Emergent Labs



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# GO-TO-MARKET & PARTNERSHIPS



**Ryan Mac Ban**  
Chief Revenue Officer



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# WHY MONGODB, WHY NOW



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## PEOPLE



## TECHNOLOGY



## TIMING



**There's never been a better  
time to be a customer, or a  
better time to lead, at  
MongoDB .**



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## Q2 continued to deliver outstanding results

**6 quarters**

Consecutive Atlas  
net dollar growth

**29%**

YoY Atlas  
growth for 5 quarters

**36%**

YoY EA  
growth

**70,000 +**

Customers

**2,900**

New customers

**17%**

Growth in number of \$100K+  
& \$1M+ ARR customers

MongoDB.

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As of Q2FY27

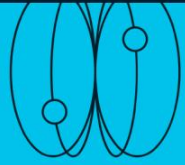
## WHERE WE WILL INVEST

**01.**



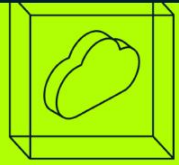
**Executive Buyer  
Engagement**

**02**



**GTM Platform  
Specialization**

**03.**



**Legacy Migration  
Opportunity and  
Partners**

## 01 Executive Buyer Engagement

\$5B+

Our path is accelerated through the executives in the enterprise

200+

customer engagements in Q2 across MongoDB executive suite



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## 01 Going deeper, wider across the enterprise

## 02 Investing in vertical depth

| FINANCIAL SERVICES | HEALTH CARE   | DIGITAL & AI NATIVES | PUB SEC    |
|--------------------|---------------|----------------------|------------|
| nationwide         | MEKESON       | IIElevenLabs         | CHICAGO    |
| WELLS FARGO        | novo nordisk® | coinbase             | SWISS POST |

## 03 Region Specific Investment

US FED

APJ

**02** GTM Platform  
Specialization

# 70K Customers

Upsell and Cross-sell Opportunity



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## **Platform Specialization**

converts innovation  
into revenue

## **Continuous Feedback Loop**

keeps our roadmap aligned  
with customer needs

## **Atlas Reacceleration**

while scaling new products

03

Legacy Migration  
Opportunity and Partners

# \$10B TAM

 Cognition + MongoDB AMP

 MongoDB.

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**AI Tooling** has transformed the modernization process

**Oracle, SQL, relational workloads** can migrate to MongoDB at record pace.

## Two Parallel Channels

- Direct to existing customers
- Partner-led to new markets

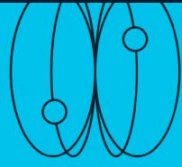
# THIS IS OUR PATH TO \$5B+ AND DRIVING DURABLE GROWTH

**01.**



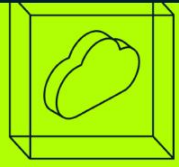
**Executive Buyer  
Engagement**

**02**



**3TM Platform  
Specialization**

**03.**



**Legacy Migration  
Opportunity and  
Partners**

# GO-TO-MARKET & PARTNERSHIPS



**Erica Volini**  
Chief Customer Officer



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Remit of the Chief Customer Officer:

# Ensure an outstanding customer experience .

**Deloitte.**

1998

**servicenow.**

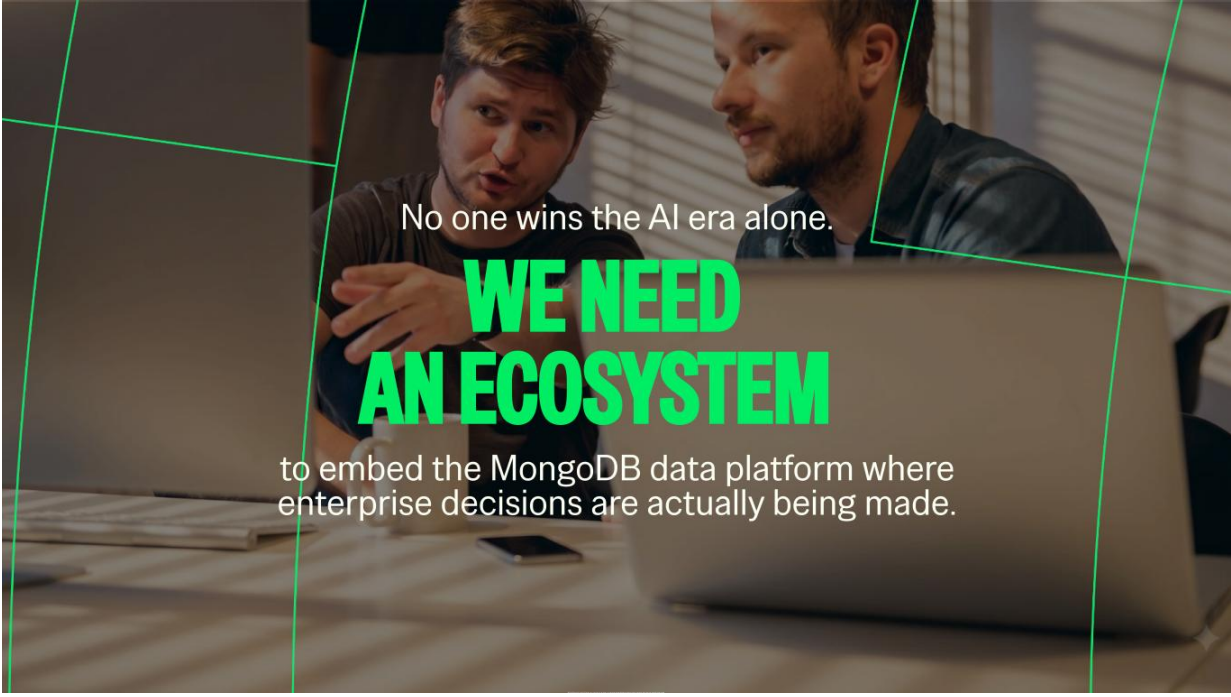
2021

 **MongoDB.**

2026

 MongoDB.

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A photograph of two men in a professional setting, likely a meeting. One man is pointing at a laptop screen while the other looks on. The image is framed by a green grid pattern.

No one wins the AI era alone.

# WE NEED AN ECOSYSTEM

to embed the MongoDB data platform where  
enterprise decisions are actually being made.

---

# THE SHIFTS DRIVING OUR PARTNER STRATEGY

## WHERE WE WERE

Customers judge value on the **output**

Enterprises are launching **AI pilots**

Transformation means rethinking your **technology**

## WHERE WE ARE GOING

Customers judge value on the **outcome**

Enterprises are launching **AI in production**

Transformation means rethinking **how work gets done**



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**Partners**  
**will be our scale**  
**engine to surpass**  
**\$5B+**



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## FOUR LEVERS THAT POWER OUR ECOSYSTEM

01

Integrate  
across the AI  
ecosystem

02

Data layer in  
SI agentic  
stacks

03

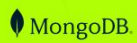
Co-innovate with  
hyperscalers and  
neo-clouds

04

Embed  
with industry  
ISVs

# 01

**Integrating across every  
aspect of the AI  
ecosystem.**



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01 AI ecosystem

ANTHROPIC

emergent

Cognition

Retool

LangChain

mastra

Monk.io

netlify

n8n

OpenAI



Vercel

MongoDB is investing to become the default data platform  
anywhere modern builders already work.

**01** AI  
ecosystem



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**460+%**

YoY influenced revenue growth

**15+**

Live integrations

**220K**

Weekly downloads

# 02

**Becoming the default,  
embedded data layer  
inside SI agentic stacks.**



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## Six of the world's largest SIs are embedding MongoDB's data platform into their agentic stacks

Infosys

accenture

Capgemini

tcs

cognizant

Tech  
Mahindra

# SI launch partners are already using and selling Atlas Agent Engine

MongoDB CUSTOMER DAY

## USE CASES IDENTIFIED ACROSS THE ENTERPRISE

|                           |                     |                              |
|---------------------------|---------------------|------------------------------|
| OIL & GAS<br>ASSISTANT    | FRAUD<br>PREVENTION | UNDERWRITING                 |
| SPACE<br>UTILIZATION      | CLAIM<br>PROCESSING | CONTACT CENTER<br>MANAGEMENT |
| BUSINESS LOAN<br>PLATFORM | FORECASTING         | DATA<br>VALIDATION           |

SI partners are poised to be the delivery and implementation engine for agentic transformation with MongoDB

## 02 SI agentic stacks

Infosys

accenture

cognizant

MongoDB.

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tcs

"By combining Infosys Topaz and our experience in helping enterprises navigate large-scale AI transformation with Atlas Agent Engine, we are enabling clients to build intelligent systems that can reason, adapt, and deliver value in real-world business environments."

- Balakrishna D. R.  
EVP and Global Services Head, AI and Industry Verticals

"Combined with Accenture's governance, architecture, and deep industry expertise, MongoDB Atlas Agent Engine creates a powerful foundation for accelerating AI transformation and delivering outcomes at scale."

- Ram Ramalingam  
Global Lead, SW Engineering and Head of RDE

"Cognizant designs, orchestrates and operationalizes agentic systems across the AI lifecycle, and MongoDB's Atlas Agent Engine is designed to give that work a governed, context-aware foundation to build on"

- Naveen Sharma  
Global Head of AI & Analytics

"By combining TCS's 'Smart data for smarter AI' framework with MongoDB's Atlas Agent Engine, we help enterprises create a context-aware foundation where agents can understand business meaning, reason with confidence, and act in real time."

- Satish Byravan  
Global Head, Data & Analytics

# 03

## Co-innovating with leading hyperscalers and neo-clouds.



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# Named a Partner of the Year



Google Cloud



Microsoft



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**03** Hyperscalers  
neo-clouds



**Customers' choice in  
cloud providers has  
exploded in recent years**

# Building and scaling with cloud providers

- Expanding existing cloud partnerships
- Establish new speciality and neo-cloud partnerships
- Co-innovating to deliver customer outcomes together



**3M**

payments at peak

**£1.5B**

transaction volume  
moved every 24 hours

**<8**

months to production

"Possibly a world first, definitely a UK first — and all powered by MongoDB."  
- Schoonderwoerd, **Nationwide**

**accenture**



**MongoDB.**



**2**

**hyperscalers**

# 04

## Becoming the default data platform for industry ISVs.



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04

Industry  
ISVs**Clinical Research  
& Healthcare  
Leader**

A workload  
secured by an ISV  
can become a  
workload won for  
MongoDB.

**emergent**

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INDUSTRY

SOLUTION

CYBER

**BigID** runs on **MongoDB Atlas**, with Vector Search, to catalog and protect sensitive data across structured and unstructured sources.

MEDICAL

**Their industry-leading clinical research platform** is integrating **MongoDB EA** so customers can opt-in to both research services and data management at once.

CX

**Ada's AI-powered customer service automation platform** is built on **MongoDB Atlas**, using Change Streams & Queryable Encryption to train models in real time while keeping conversations private.

AI  
PLATFORM

**Emergent Labs' vibe coding AI platform** runs on **MongoDB Atlas** as its default database. Flexible schema lets agents evolve app data structures on the fly.

Nearly 2 million apps built (50,000+ deployed) in four months.

## FOUR LEVERS THAT POWER OUR ECOSYSTEM

01

Integrate  
across the AI  
ecosystem

02

Data layer in  
SI agentic  
stacks

03

Co-innovate with  
hyperscalers and  
neo-clouds

04

Embed  
with industry  
ISVs

A high-angle photograph of a person with dark hair sitting at a round wooden table, working on a laptop. The table is surrounded by various large, leafy indoor plants. A smartphone lies on the table next to the laptop. The scene is dimly lit, with light coming from the side, creating a warm, focused atmosphere. The text is overlaid on the upper half of the image.

**THE REACH IS THEIRS.  
WHAT POWERS IT IS OURS.**

---



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These forward-looking statements include, but are not limited to, plans, objectives, expectations and intentions and other statements contained in this presentation that are not historical facts and statements, and may be identified by words such as "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "may," "plan," "project," "will," "would" or the negative or plural of these words or similar expressions or variations. These forward-looking statements reflect our current views about our plans, intentions, expectations, strategies and prospects, which are based on the information currently available to us and on assumptions we have made. Although we believe that our plans, intentions, expectations, strategies and prospects as reflected in or suggested by these forward-looking statements are reasonable, we can give no assurance that the plans, intentions, expectations or strategies will be attained or achieved. 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These and other risks and uncertainties are more fully described in our filings with the Securities and Exchange Commission ("SEC"), including under the section entitled "Risk Factors" in our Annual Report on Form 10-K for the fiscal year ended January 31, 2026 and our Quarterly Report on Form 10-Q for the quarter ended July 31, 2026 and in other filings and reports we may file from time to time with the SEC.

This presentation includes market and industry data and forecasts that the company has derived from independent consultant reports, publicly available information, various industry publications, other published industry sources, and its internal data and estimates. Independent consultant reports, industry publications and other published industry sources generally indicate that the information contained therein was obtained from sources believed to be reliable. Although the company believes that these third-party sources are reliable, it does not guarantee the accuracy or completeness of this information, and the company has not independently verified this information. The company's internal data and estimates are based upon information obtained from trade and business organizations and other contacts in the markets in which the company operates and management's understanding of industry conditions. Although the company believes that such information is reliable, it has not had this information verified by any independent sources. In addition, the information contained in this presentation is as of the date hereof (except where otherwise indicated), and the company has no obligation to update such information, including in the event that such information becomes inaccurate or if estimates change. Subsequent materials may be provided by or on behalf of the company in its discretion and such information may supplement, modify or supersede the information in these materials. Neither the company nor any of its respective affiliates, advisors or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss or damage howsoever arising from any use of these materials or their contents or otherwise arising in connection with these materials.

This presentation includes the following financial measures defined as non-GAAP financial measures by the SEC: non-GAAP income from operations, non-GAAP operating margin, free cash flow and free cash flow conversion. Non-GAAP income from operations and non-GAAP operating margin 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, certain acquisition-related costs and other, including due diligence costs, professional fees in connection with an acquisition and certain integration-related expenses, legal costs and settlement fees incurred in connection with non-ordinary course litigation, particularly ongoing securities litigation, and restructuring costs associated with a formal restructuring plan that are primarily related to workforce reductions. The Company excludes these expenses because they are not reflective of ordinary course ongoing business and operating results.

Free cash flow represents net cash from/used in operating activities, less capital expenditures, principal payments of finance lease liabilities and capitalized software development costs, if any. MongoDB uses free cash flow to understand and evaluate its liquidity and to generate future operating plans. The exclusion of capital expenditures, principal payments of finance lease liabilities and amounts capitalized for software development facilitates comparisons of MongoDB's liquidity on a period-to-period basis and excludes items that it does not consider to be indicative of its liquidity. MongoDB believes that free cash flow is a measure of liquidity that provides useful information to investors in understanding and evaluating the strength of its liquidity and future ability to generate cash that can be used for strategic opportunities or investing in its business in the same manner as MongoDB's management and board of directors.

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 income from operations, non-GAAP operating margin, free cash flow and free cash flow conversion 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. This presentation and any future presentations containing such non-GAAP reconciliations can also be found on the Investor Relations page of MongoDB's website at <https://investors.mongodb.com>. With respect to our forward-looking non-GAAP financial measures, we have not provided a reconciliation of (i) non-GAAP free cash flow conversion to the most directly comparable GAAP measure for FY 2027 guidance or (ii) all forward-looking non-GAAP financial measures included in this presentation to the most directly comparable GAAP measures for long-term future guidance beyond FY 2027 because certain items are out of our control or cannot be reasonably predicted without unreasonable efforts due to the high variability, complexity and low visibility with respect to the charges excluded from these non-GAAP measures, in particular stock-based compensation expense.

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# FINANCIAL UPDATE



**Mike Berry**  
Chief Financial Officer



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## Themes of the discussion today

01

Strong track record of following through on commitments

02

Growth is real and durable

03

Revenue growth drives margin expansion

04

AI and new product innovations are growth vectors

05

Long-term model reflects confidence in growth and operating leverage

# 01 HITTING OUR COMMITMENTS



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# We are delivering on our commitments

| INVESTOR DAY FY26 COMMITMENTS                                       | FY26 ACTUALS            | FY27 GUIDANCE <sup>(1)</sup><br>(High End) |    |
|---------------------------------------------------------------------|-------------------------|--------------------------------------------|----|
| Atlas Growth: 20%+                                                  | 28.7%                   | ~27%                                       | ⚙️ |
| EA & Other Growth: low-to-mid single digits                         | 7.3%                    | ~11%                                       | ⚙️ |
| Revenue Growth: high teens                                          | 22.8%                   | 21-23%                                     | ⚙️ |
| Operating Margin <sup>(2)</sup> : 100-200 bps on average every year | 18.5%<br>(+360 bps YoY) | ~21.0%<br>(+250 bps YoY)                   | ⚙️ |
| FCF Conversion <sup>(2, 3, 4)</sup> : 80-100%                       | 108% FCF Conversion     | Upper-end of target range                  | ⚙️ |

(1) Current guidance are forward looking statements as of September 1, 2026. The presentation does not constitute re-affirmation or update to guidance as of any other date. See Safe Harbor for important information about these assumptions and forward-looking statements.

(2) Operating Margin and FCF Conversion are non-GAAP measures. A reconciliation of these non-GAAP measures to the most directly comparable GAAP measures for historical periods is included in the Appendix to this presentation.

(3) FCF Conversion is defined as free cash flow / non-GAAP income from operations.

(4) Reconciliations of forward-looking non-GAAP free cash flow conversion to the most directly comparable GAAP measure are not available without unreasonable efforts due to the high variability, complexity and low visibility with respect to the charges excluded from this non-GAAP measure.



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## We provided more visibility into the business

**Providing  
guidance for  
Atlas revenue  
growth**

As of Q2 FY26

**Sharing EA &  
Other ARR  
growth**

As of Q2 FY26

**Introducing the  
long-term model**

As of September FY26



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# 02

## GROWTH IS REAL & DURABLE



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# We are pursuing a large and growing market opportunity

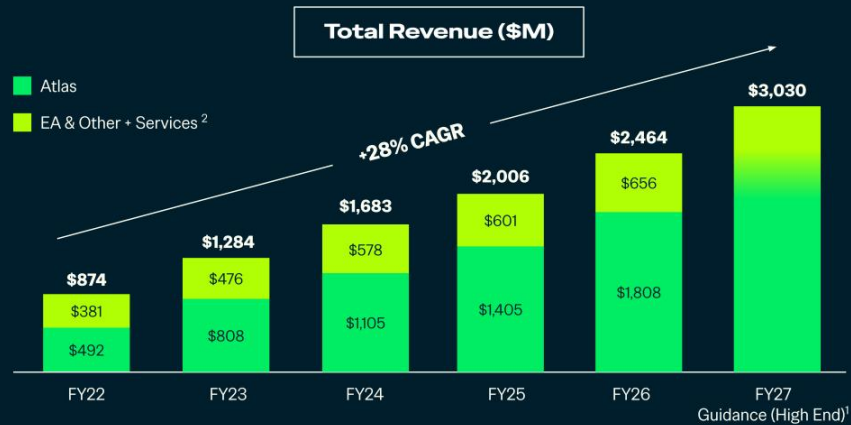


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Note: All figures in USD billions. | Source: IDC Database Management Systems Software TAM (September 2026).

# We have a history of strong revenue growth

Atlas and EA are both healthy, independent growth engines



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(1) Current guidance are forward-looking statements as of September 1, 2026. This presentation does not constitute re-affirmation or update to guidance as of any other date. See Safe Harbor for important information about these assumptions and forward-looking statements.  
(2) EA & Other growth refers to the year-over-year growth rate for EA & Other subscription revenue only and does not include Professional Services revenue.

## Atlas revenue dollars have grown year-over-year for the past 6 quarters

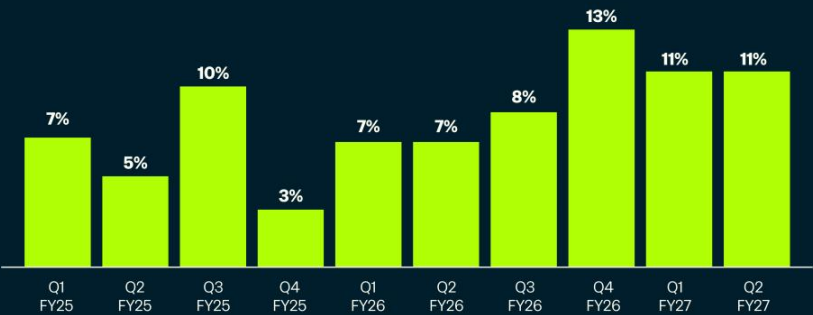
Atlas Revenue Added Year-Over-Year (\$M)



# EA is also exhibiting solid growth

Customers continue to expand their self-managed footprints to support both traditional and AI applications

Quarterly EA & Other ARR Growth



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Note: EA & Other growth refers to the year-over-year growth rate for EA & Other subscription revenue only and does not include Professional Services revenue. Please refer to the appendix for the definition of ARR.

# Our largest customer segments are growing fastest, reflecting our move up-market

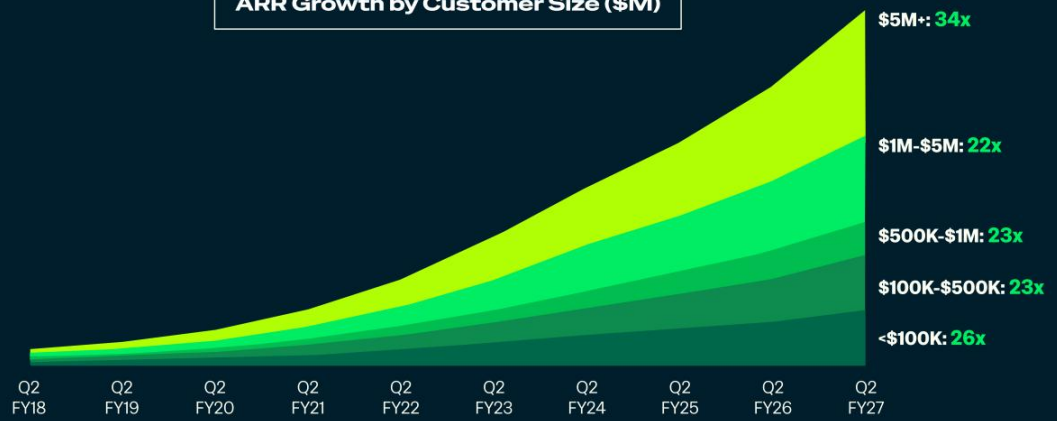


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Note: Customer cohorts are based on Total ARR. Please refer to the appendix for the definition of ARR.

# Our customers continue to expand, led by our largest accounts

ARR Growth by Customer Size (\$M)

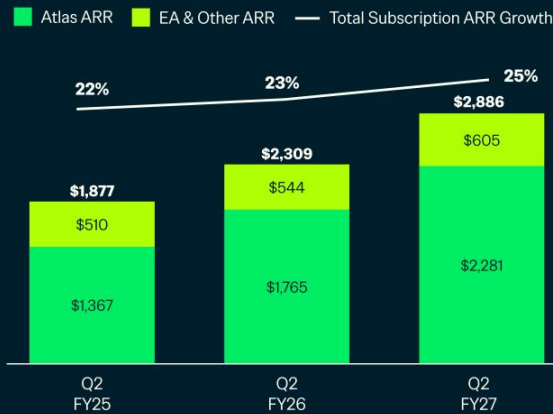


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Note: Growth factors (e.g., 26x for <\$100k) are calculated as Q2FY27 ARR / Q2FY18 ARR. Please refer to the appendix for the definition of ARR.

# Total ARR has grown the last two years

ARR by Product (\$M) & YoY ARR Growth



- **Atlas** ARR growth is consistent with revenue growth
- **EA & Other** ARR growth has accelerated each year and has been double-digits for the past 3 quarters
- **Total Subscription** ARR growth has accelerated each year



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Note: EA & Other growth refers to the year-over-year growth rate for EA & Other subscription revenue only and does not include Professional Services revenue. Please refer to the appendix for the definition of ARR.

# 03

## REVENUE GROWTH DRIVES MARGIN



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# Leverage is showing up in the model...



...and we continue to **invest to drive growth**



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(1) Operating Margin is a non-GAAP measure. A reconciliation of non-GAAP measures to the most directly comparable GAAP measures for historical periods is included in the Appendix to this presentation.  
(2) Current guidance are forward looking statements as of September 1, 2026. This presentation does not constitute re-affirmation or update to guidance as of any other date. See Safe Harbor for important information about these assumptions and forward-looking statements.

# Key investment areas

## Innovation / R&D

- **Strengthening our core** database capabilities to meet the demands of AI. Examples include:
  - Full Text Search and Vector Search on EA
  - MongoDB 9.0
  - Atlas Infinite
  - Atlas Managed MCP Server
  - Voyage AI Models & AI Database Integrations
- **Launching new products** like Atlas Agent Engine that move us beyond the data layer into the agent stack

## Go-to-market

- Engaging with executive buyers to support our up-market focus
- Building GTM platform specialization to drive faster adoption of new product innovations
- Capturing legacy migration opportunities
- Deepening our partner ecosystem
- Continuing strategic geo and vertical investments like Japan and US Public Sector

# We expect to reach GAAP profitability this year

GAAP EPS (\$)



SBC as a % of revenue

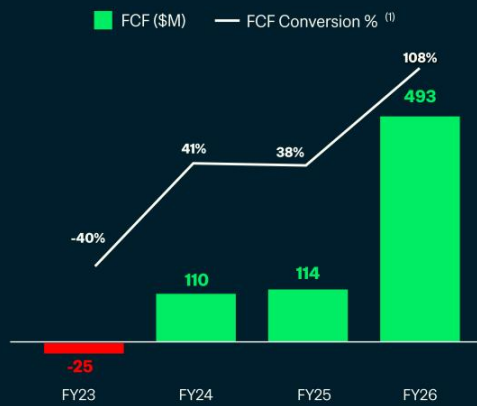


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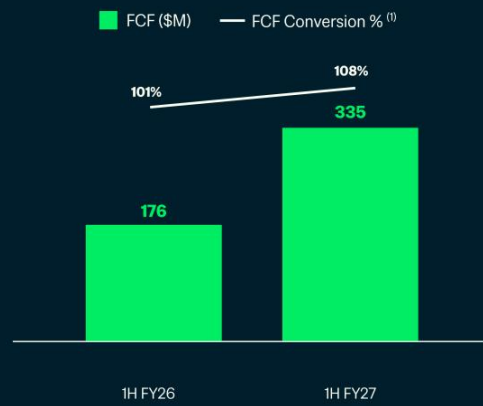
(1) Shares outstanding used in the EPS calculation is based on forecasted diluted weighted-average shares outstanding based on the information available as of September 1, 2026.  
(2) Current guidance are forward looking statements as of September 1, 2026. This presentation does not constitute re-affirmation or update to guidance as of any other date. See Safe Harbor for important information about these assumptions and forward-looking statements.

# Our business model is generating meaningful cash flow

## Historical Trend



## Current

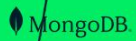


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Note: FCF and FCF Conversion are non-GAAP measures. A reconciliation of the non-GAAP measures to the most directly comparable GAAP measures for historical periods is included in the Appendix to this presentation.  
(1) FCF Conversion is defined as free cash flow / non-GAAP income from operations.

# 04

## AI and NEW PRODUCT INNOVATIONS



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# Strong signals of AI adoption across our customer base

Atlas Multi-Feature <sup>(1)</sup> - % of Atlas Customers with \$100K+ ARR



Driven by Vector Search and Full Text Search adoption.

Vector Search - Customer Count

4x

Vector Search customer count growth in 2 years

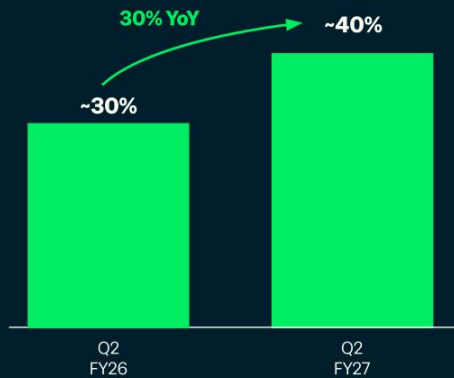


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(1) Multi-feature is defined as Atlas customers leveraging two or more features on our platform.

# We are seeing traction from AI use cases

% of Atlas ARR from Customers  
with at least one AI Use Case



MERCOR CONDE NAST RIPPLING

emergent Adobe musement

cisco coinbase IIElevenLabs

ROX LG U+ tavily

DevRev okta FINANCIAL TIMES

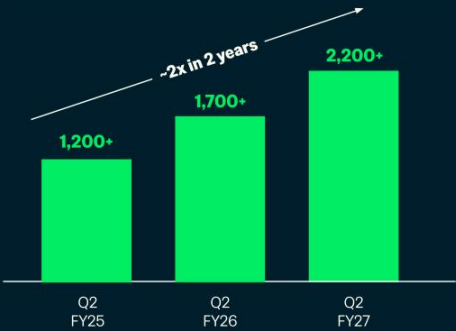
MongoDB.

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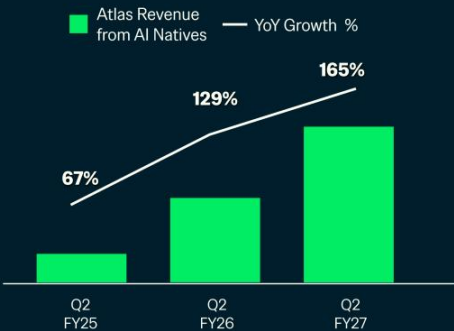
Note: A workload is considered attributable to AI if it is using our vector search feature, is using an AI-related driver, or belongs to a company that was admitted to and participating in either the MongoDB AI Applications Program ("MAAP") or the MongoDB AI Innovators Program ("MAIP").

# AI revenue impact is still small, but growing rapidly

AI Natives - Customer Count



AI Natives - Revenue and Growth



This AI native cohort makes up **low single-digits** of Atlas revenue



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Note: AI Natives are defined as companies whose core product would not exist without modern generative or deep-learning AI — the application itself is the AI capability (e.g., generative media, agents, AI-native vertical workflows). Excludes traditional SaaS that added AI as a feature.

# New product innovations will enhance our position as the best intelligent data platform for the AI era

## EA Features

### Full Text Search, Vector Search & Hybrid Search

- Expands EA from a database into a full AI-ready platform
- Creates incremental EA monetization through new search and vector search licenses
- Launched June 30, 2026 with early revenue contributions beginning this fiscal year

## Atlas Infinite

### Decouples compute & storage

- Perfectly suited for the bursty nature of AI agent workloads
- Positions MongoDB to win more opportunities where compute & storage separation are critical
- Initial revenue contributions expected to ramp in FY28, more meaningful impact in FY29+

## Atlas Agent Engine

### Open, secure & governed agentic infrastructure

- Moves MongoDB beyond the data layer into the agent stack
- Creates a new, incremental revenue opportunity as enterprise agents move into production
- Initial revenue contributions expected in FY28, more meaningful impact in FY29+



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# 05

## FINANCIAL TARGETS



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# Long-term financial targets

| TARGETS                             | PRIOR (3-5 YEARS)                                            | UPDATED (-3 YEARS) <sup>(1)</sup> |
|-------------------------------------|--------------------------------------------------------------|-----------------------------------|
| Total revenue growth                | High teens                                                   | 20%+                              |
| Atlas revenue growth                | 20%+                                                         | Mid-20%                           |
| EA & Other ARR growth               | Low-to-mid single digits                                     |                                   |
| Operating margin <sup>(2, 4)</sup>  | 20%+<br><i>(100-200 bps expansion on average every year)</i> |                                   |
| FCF conversion <sup>(2, 3, 5)</sup> | 80-100%                                                      |                                   |
| GAAP profitability                  | --                                                           |                                   |

(1) Updated long-term financial targets include forward looking statements as of September 29, 2026. See Safe Harbor for important information about these forward-looking statements.  
(2) Operating Margin and FCF Conversion are non-GAAP measures.

(3) FCF Conversion is defined as free cash flow / non-GAAP income from operations.

(4) Reconciliations of forward-looking non-GAAP operating margin to the most directly comparable GAAP measures are not available beyond FY 2027 without unreasonable efforts due to the high variability, complexity and low visibility with respect to the charges excluded from this non-GAAP measure.

(5) Reconciliations of forward-looking non-GAAP free cash flow conversion to the most directly comparable GAAP measure are not available without unreasonable efforts due to the high variability, complexity and low visibility with respect to the charges excluded from this non-GAAP measure.



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# Targeted upsides to Atlas long-term target

## Atlas YoY Revenue Growth (%)



## Targeted Sources of Upside

- Enterprise AI workloads
- AI native contribution
- New product innovations
- App modernization
- Partnerships



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(1) Updated long-term financial targets include forward looking statements as of September 29, 2026. See Safe Harbor for important information about these forward-looking statements.

# Long-term financial targets

| TARGETS                             | PRIOR (3-5 YEARS)                                            | UPDATED (-3 YEARS) <sup>(1)</sup>                  |
|-------------------------------------|--------------------------------------------------------------|----------------------------------------------------|
| Total revenue growth                | High teens                                                   | 20%+                                               |
| Atlas revenue growth                | 20%+                                                         | Mid-20%                                            |
| EA & Other ARR growth               | Low-to-mid single digits                                     | 10%+ growth                                        |
| Operating margin <sup>(2, 4)</sup>  | 20%+<br><i>(100-200 bps expansion on average every year)</i> | 100-200 bps expansion <u>on average</u> every year |
| FCF conversion <sup>(2, 3, 5)</sup> | 80-100%                                                      | 80-100%                                            |
| GAAP profitability                  | --                                                           | GAAP profitability starting in FY27                |

<sup>(1)</sup> Updated long-term financial targets include forward looking statements as of September 29, 2026. See Safe Harbor for important information about these forward-looking statements.

<sup>(2)</sup> Operating Margin and FCF Conversion are non-GAAP measures.

<sup>(3)</sup> FCF Conversion is defined as free cash flow / non-GAAP income from operations.

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<sup>(5)</sup> Reconciliations of forward-looking non-GAAP free cash flow conversion to the most directly comparable GAAP measure are not available without unreasonable efforts due to the high variability, complexity and low visibility with respect to the charges excluded from this non-GAAP measure.



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# Capital allocation strategy



**Continue to  
generate strong FCF**



**Manage dilution by  
leveraging FCF for share  
buybacks**



**Pursue disciplined  
acquisitions that  
accelerate our product  
roadmap or open  
adjacencies**

## Key takeaways from the day

|                               |                                                                                                            |
|-------------------------------|------------------------------------------------------------------------------------------------------------|
| <b>Market opportunity</b>     | We are seeing strong traction in a large and growing market, and we still have a relatively small share    |
| <b>Core products</b>          | We are confident about the durability of growth for both Atlas and EA                                      |
| <b>AI and new innovations</b> | AI momentum is building but still early, and new innovations strengthen our right to win                   |
| <b>Business model</b>         | Revenue growth funds investment and drives margin expansion to support our new long-term financial targets |
| <b>Team</b>                   | We have proven execution and the right team to keep hitting our commitments                                |



# Q&A



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# INVESTOR DAY 2026

September 29, 2026

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# APPENDIX



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# Non-GAAP Financial Measures

This presentation includes the following financial measures defined as non-GAAP financial measures by the SEC: non-GAAP income from operations, non-GAAP operating margin, free cash flow and free cash flow

Non-GAAP income from operations and non-GAAP operating margin 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, certain acquisition-related costs and other, including due diligence costs, professional fees in connection with an acquisition and certain integration-related expenses, legal costs and settlement fees incurred in connection with non-ordinary course litigation, particularly ongoing securities litigation, and restructuring costs associated with a formal restructuring plan that are primarily related to workforce reductions. The Company excludes these expenses because they are not reflective of ordinary course ongoing business and operating results.

Free cash flow represents net cash from/used in operating activities, less capital expenditures, principal payments of finance lease liabilities and capitalized software development costs, if any. MongoDB uses free cash flow to understand and evaluate its liquidity and to generate future operating plans. The exclusion of capital expenditures, principal payments of finance lease liabilities and amounts capitalized for software development facilitates comparisons of MongoDB's liquidity on a period-to-period basis and excludes items that it does not consider to be indicative of its liquidity. MongoDB believes that free cash flow is a measure of liquidity that provides useful information to investors in understanding and evaluating the strength of its liquidity and future ability to generate cash that can be used for strategic opportunities or investing in its business in the same manner as MongoDB's management and board of directors.

Free cash flow conversion is defined as free cash flow divided by non-GAAP income from operations.

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 income from operations, non-GAAP operating margin and free cash flow 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.

Operating margin and free cash flow conversion are non-GAAP. Reconciliations of non-GAAP operating margin to the most directly comparable GAAP measures for long-term guidance beyond FY 2027 are not available without unreasonable efforts on a forward-looking basis due to the high variability, complexity and low visibility with respect to the charges excluded from this non-GAAP measure and the lack of a timeline for the achievement of said long-term financial model. Reconciliations of non-GAAP free cash flow conversion to the most directly comparable GAAP measure are not available without unreasonable efforts on a forward-looking basis, including for FY 2027 guidance and the long-term financial targets, due to the high variability, complexity and low visibility with respect to the items excluded from free cash flow.

This presentation and any future presentations containing such non-GAAP reconciliations can also be found on the Investor Relations page of MongoDB's website at <https://investors.mongodb.com>.



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# Definitions

We calculate annualized recurring revenue ("ARR") to help us measure our subscription revenue performance. 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 Atlas, by annualizing the prior 90 days of their actual usage of Atlas, assuming no increases or reductions in their subscriptions or usage. For all other customers of our self-serve products, we calculate ARR by annualizing the prior 30 days of their actual usage of such products, assuming no increases or reductions in usage. ARR excludes professional services.

Enterprise Advanced • Other annualized recurring revenue ("ARR") includes the revenue we expect to receive from our customers over the following 12 months based on contractual commitments for subscription products excluding Atlas.



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## GAAP to Non-GAAP Reconciliations

### Reconciliation of GAAP income (loss) from operations to non-GAAP income from operations:

|                                                                           | Six Months Ended |                  | Years Ended January 31, |                  |                  |                  |
|---------------------------------------------------------------------------|------------------|------------------|-------------------------|------------------|------------------|------------------|
|                                                                           | 2025             | 2026             | 2023                    | 2024             | 2025             | 2026             |
| <i>(in thousands, unaudited)</i>                                          |                  |                  |                         |                  |                  |                  |
| Income (loss) from operations on a GAAP basis                             | \$(118,848)      | \$3,596          | \$(346,655)             | \$(233,732)      | \$(216,064)      | \$(136,968)      |
| GAAP operating margin (income (loss) from operations/Total revenue)       | (10%)            | 0%               | (27%)                   | (14%)            | (11%)            | (6%)             |
| <b>Add back:</b>                                                          |                  |                  |                         |                  |                  |                  |
| Expenses associated with stock-based compensation                         | 280,662          | 297,687          | 399,449                 | 493,588          | 512,177          | 574,372          |
| Restructuring                                                             | 4,772            | 357              | —                       | —                | —                | 4,713            |
| Amortization of intangible assets                                         | 5,732            | 6,249            | 9,180                   | 10,572           | 3,163            | 12,121           |
| Legal fees related to securities litigation                               | —                | 581              | —                       | —                | —                | —                |
| Certain acquisition-related costs and other                               | 1,930            | 579              | —                       | —                | —                | 1,934            |
| Non-GAAP income from operations                                           | <b>\$174,248</b> | <b>\$309,409</b> | <b>\$61,974</b>         | <b>\$270,428</b> | <b>\$299,276</b> | <b>\$456,172</b> |
| Non-GAAP operating margin (Non-GAAP income from operations/Total revenue) | 15%              | 21%              | 5%                      | 16%              | 15%              | 19%              |

### Reconciliation of net cash provided by operating activities to non-GAAP free cash flow

|                                                                                     | Six Months Ended |                  | Years Ended January 31, |                  |                  |                  |
|-------------------------------------------------------------------------------------|------------------|------------------|-------------------------|------------------|------------------|------------------|
|                                                                                     | 2025             | 2026             | 2023                    | 2024             | 2025             | 2026             |
| <i>(in thousands, unaudited)</i>                                                    |                  |                  |                         |                  |                  |                  |
| Net cash provided by operating activities                                           | \$182,034        | \$343,509        | \$(12,970)              | \$121,477        | \$150,191        | \$505,148        |
| Capital expenditures                                                                | \$(2,148)        | \$(4,791)        | \$(7,244)               | \$(6,074)        | \$(29,550)       | \$(4,960)        |
| Principal payments of finance leases                                                | \$(4,085)        | \$(3,554)        | \$(4,510)               | \$(5,483)        | \$(6,179)        | \$(7,539)        |
| Free cash flow                                                                      | <b>\$175,801</b> | <b>\$335,164</b> | <b>\$(24,724)</b>       | <b>\$109,920</b> | <b>\$114,462</b> | <b>\$492,649</b> |
| Non-GAAP free cash flow conversion (Free cash flow/Non-GAAP income from operations) | 101%             | 108%             | (40%)                   | 41%              | 38%              | 108%             |

### Reconciliation of GAAP Guidance to Non-GAAP Guidance

|                                                                                  | Full Year Fiscal 2027            |
|----------------------------------------------------------------------------------|----------------------------------|
| <i>(in millions of U.S. dollars, except share and per share data, unaudited)</i> |                                  |
| Revenues expected to be in the range of                                          | \$2.99 billion to \$3.03 billion |
| Income (loss) from operations – GAAP guidance                                    | \$(28.0) to \$(18.0)             |
| <b>Add back:</b>                                                                 |                                  |
| Expenses associated with stock-based compensation                                | 628.9                            |
| Restructuring                                                                    | 0.4                              |
| Amortization of intangible assets                                                | 12.6                             |
| Legal fees related to securities litigation                                      | 1.6                              |
| Certain acquisition-related costs and other                                      | 0.8                              |
| Income (loss) from operations – non-GAAP guidance                                | <b>\$616.3 to \$636.3</b>        |
| Non-GAAP operating margin expected to be in the range of                         | 20.6% to 21.0%                   |



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