INVESTOR PRESENTATION

MongoDB.

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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 publicationsand 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 expensesassociated 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 ofcapital 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 ofliquidity 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 tothe 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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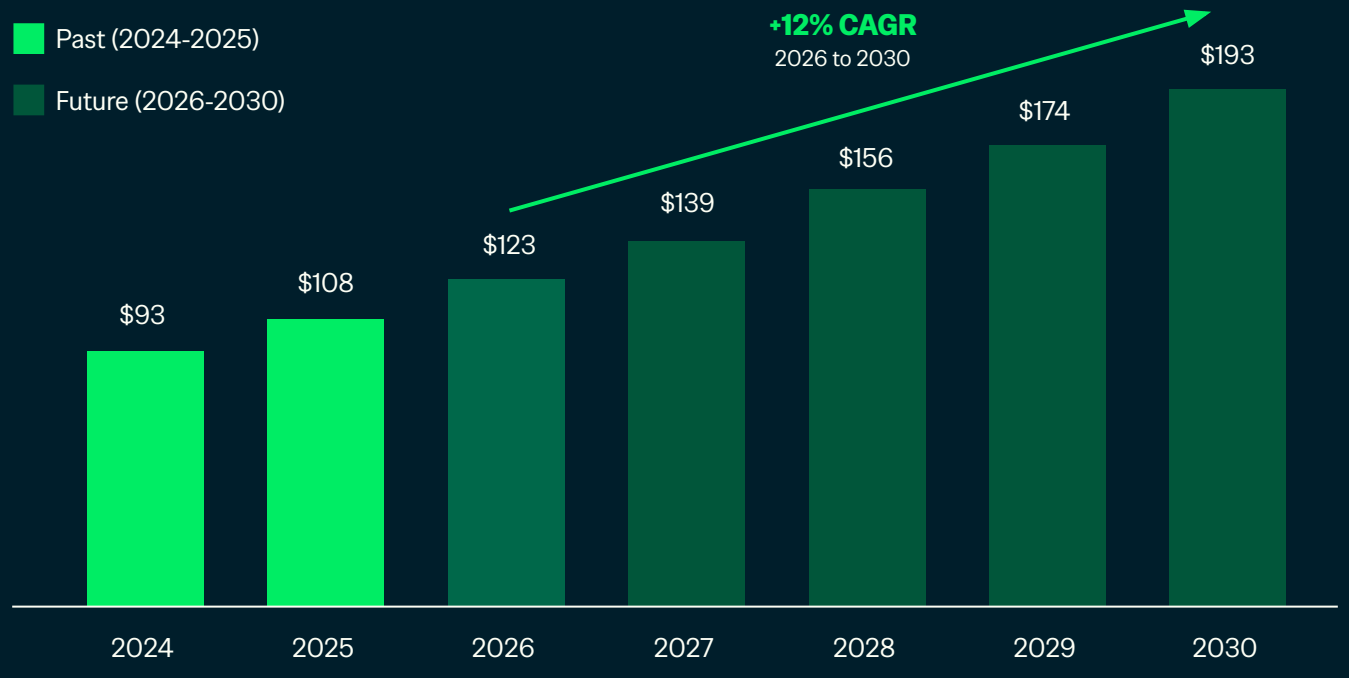
What you should take away from this deck

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

MongoDB®

THE INTELLIGENT DATA PLATFORM FOR THE AI ERA

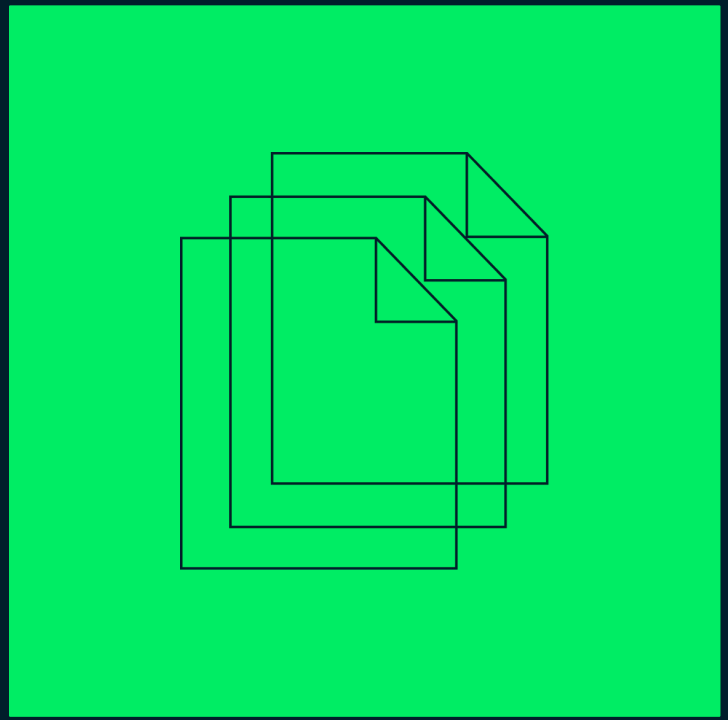
We are pursuing a large and growing market opportunity



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

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The JSON document model is our foundation for growth

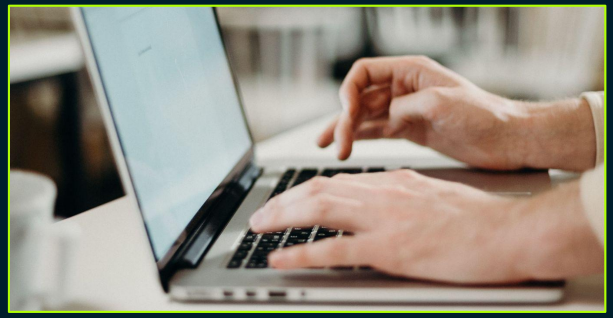


- Naturally models structured, unstructured, and interdependent data
- Unifies metadata, embeddings, and real-time operational data
- Highly flexible & adaptable, evolves as app requirements evolve
- JSON is the “lingua franca” of AI apps – LLMs, MCPs, vector stores all emit and consume JSON

… None of this is true about relational

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Run anywhere is a key advantage







Our unified platform is a competitive differentiator

SEARCH | VECTOR | HYBRID | VOYAGE

Run Anywhere | Real-Time Data | Instant Scale

Document Model

Postgres offers limited capabilities versus MongoDB's platform

MONGODB ADVANTAGE	MongoDB	Postgres vanilla	Postgres provider
Flexible Data Model	✓	✗	✗
Native Queryable Encryption	✓	✗	✗
Run anywhere	✓	✓	✗
Managed Offering	✓	✗	✓
Multi-Cloud and Multi-Region	✓	✗	✗
Native Horizontal Scaling & Sharding	✓	✗	?

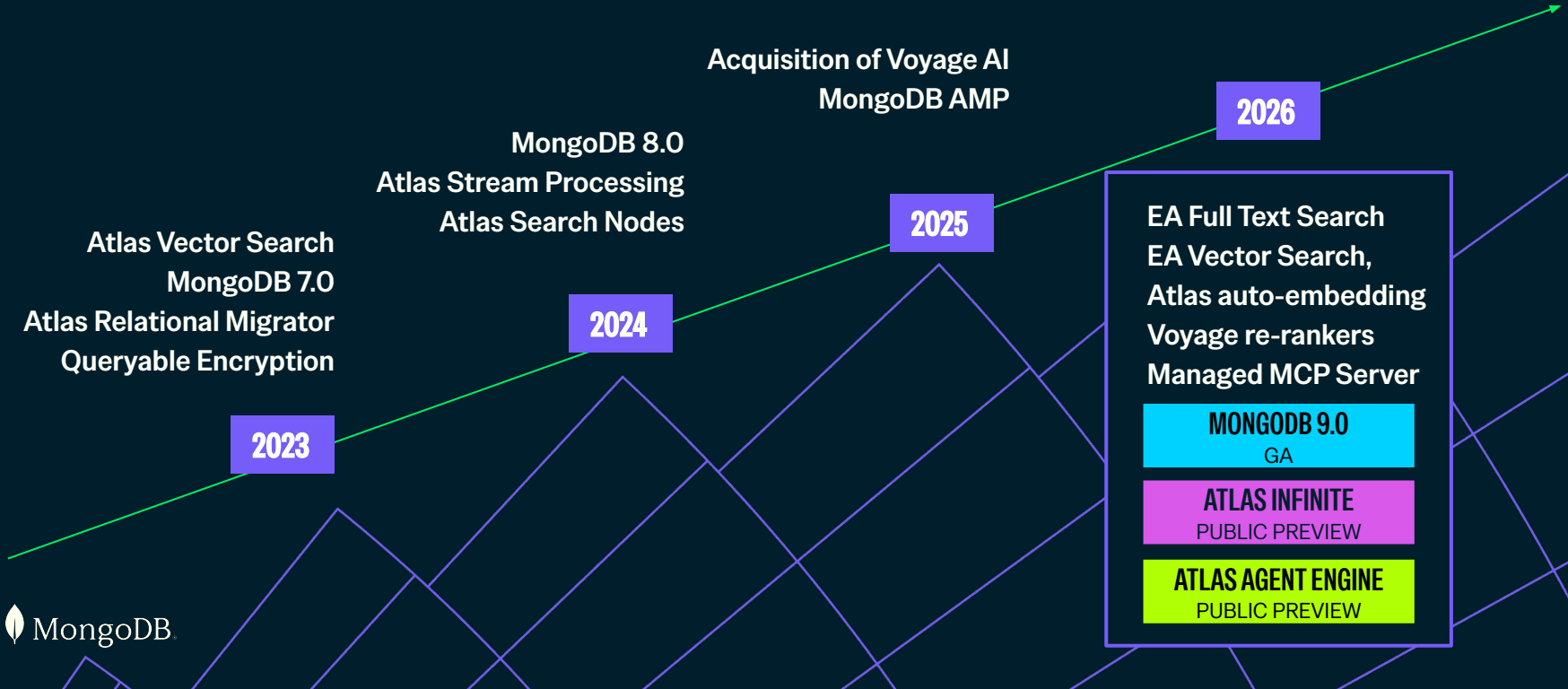
JSONB support is not the same as the Document model

Industry-first, unique to MongoDB

Each Postgres provider has its own unique options, in some cases different than open-source Postgres

MongoDB

Strong pace of product innovation



MongoDB

MONGODB 9.0

GA

Fastest and most performant version of the database yet. Up to 2x higher throughput, 35% faster reads and 30% faster updates than 8.0.

ATLAS INFINITE

PUBLIC PREVIEW

Built for elastic agentic workloads: storage and compute scale separately, with 96%+ faster time to scale and 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 — open to any model, framework, or cloud.

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

Proven success across industries:

COMMUNICATIONS & MEDIA

CONDÉ NAST · AT&T · verizon · Telefónica · Deutsche Telekom · LG U+ · The Washington Post · cisco · Forbes

TECHNOLOGY

Adobe · MERCOR · paloalto NETWORKS · indeed · okta · Hugging Face · AUTODESK · salesforce · intuit

MANUFACTURING/AUTOMOTIVE

BOSCH · Cox Automotive · TOYOTA connected · GRAINGER · John Deere · ATD · Audi · Volvo Connect · MICHELIN

HEALTHCARE

AstraZeneca · McKESSON · Insulet · ThermoFisher SCIENTIFIC · GE HealthCare · cue · Memorial Sloan Kettering Cancer Center · novo nordisk · Humana

FINANCIAL SERVICES

Goldman Sachs · Bendigo Bank · Morgan Stanley · coinbase · MACQUARIE · WELLS FARGO · Citizens Bank · UBS · Santander

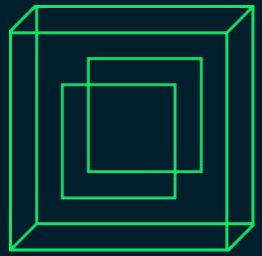
CONSUMER & RETAIL

CATHAY · Boots · VS&Co · MONOPRIX · Pizza Hut · ULTA BEAUTY · L'ORÉAL GROUPE · Woolworths Group · Albertsons

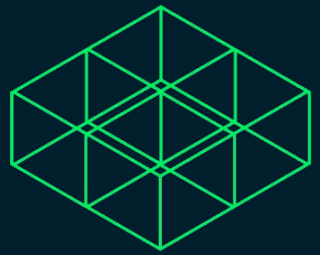
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Why MongoDB wins in AI

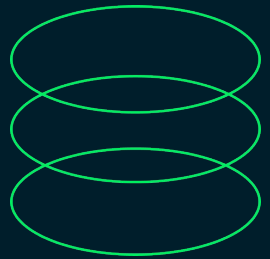
Single, Unified Platform



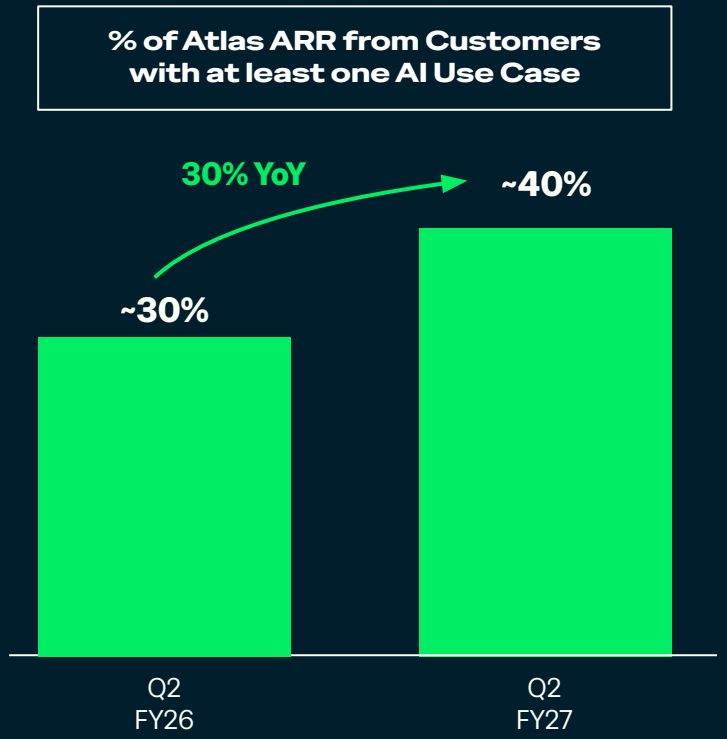
Ideal memory layer for Agents



Capturing more of the agentic stack



We are seeing traction from AI use cases



MERCOR · CONDÉ NAST · RIPPLING
emergent · Adobe · musement
cisco · coinbase · IIElevenLabs
ROX · LG U+ · tavily
DevRev · okta · FINANCIAL TIMES

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").

IIElevenLabs

MongoDB Atlas Powers AI Innovation with ElevenLabs

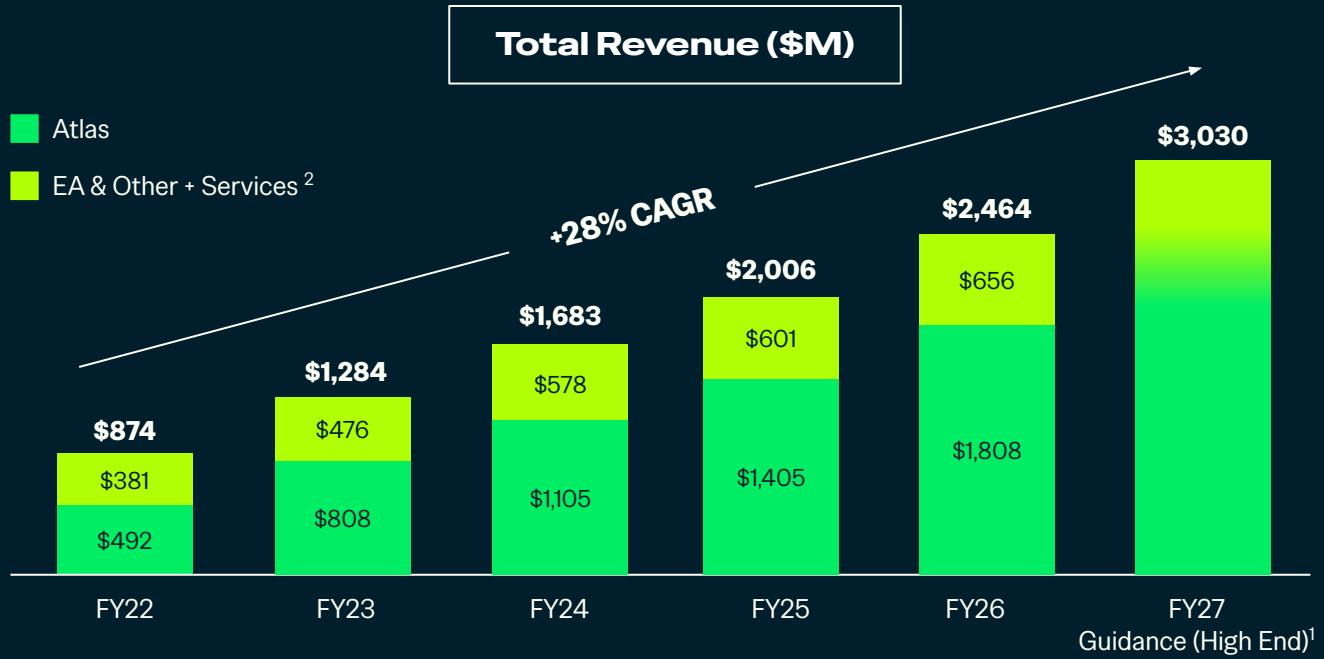
MongoDB is fueling innovation at AI native customer **ElevenLabs**, which is redefining conversational AI with its new enterprise agentic platform. ElevenLabs selected Atlas to power the critical long-term memory and knowledge base for their autonomous agents. By leveraging Atlas Search and Vector Search, they enable their agents to retain complex context and deliver highly personalized interactions in real-time and at global scale, supporting the rapid expansion to $330,000,000 of ARR and an $11,000,000,000 valuation.

GROWTH IS REAL & DURABLE

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We have a history of strong revenue growth

Atlas and EA are both healthy, independent growth engines

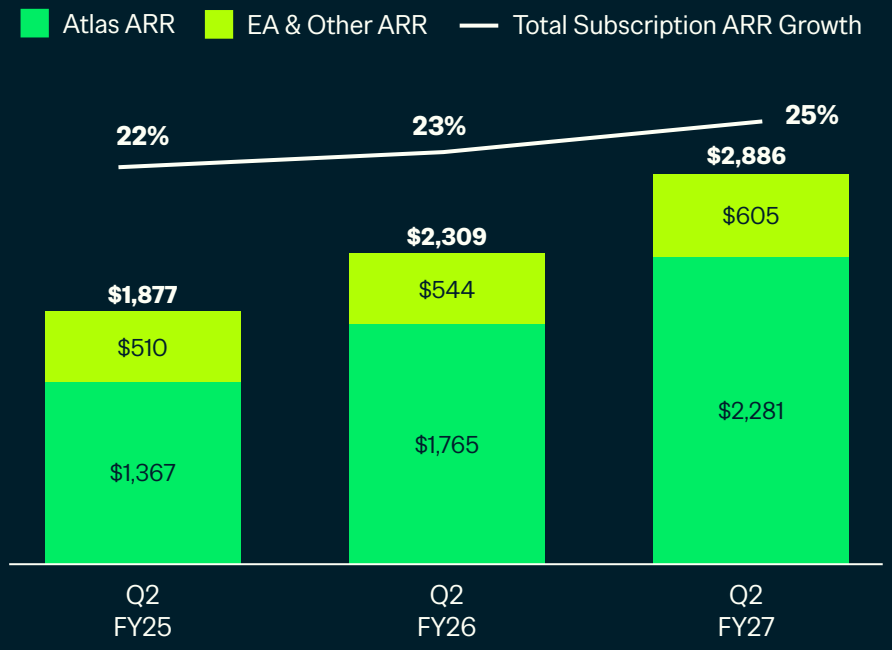


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(1) Current guidance are forward-looking statements as of September 1, 2026. This presentation does not constitute-affirmation or update to guidance as of any other date. See Safe Harbor for important information about these assumptions and forward-looking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

Total ARR has grown the last two years

ARR by Product ($M) & YoY ARR Growth

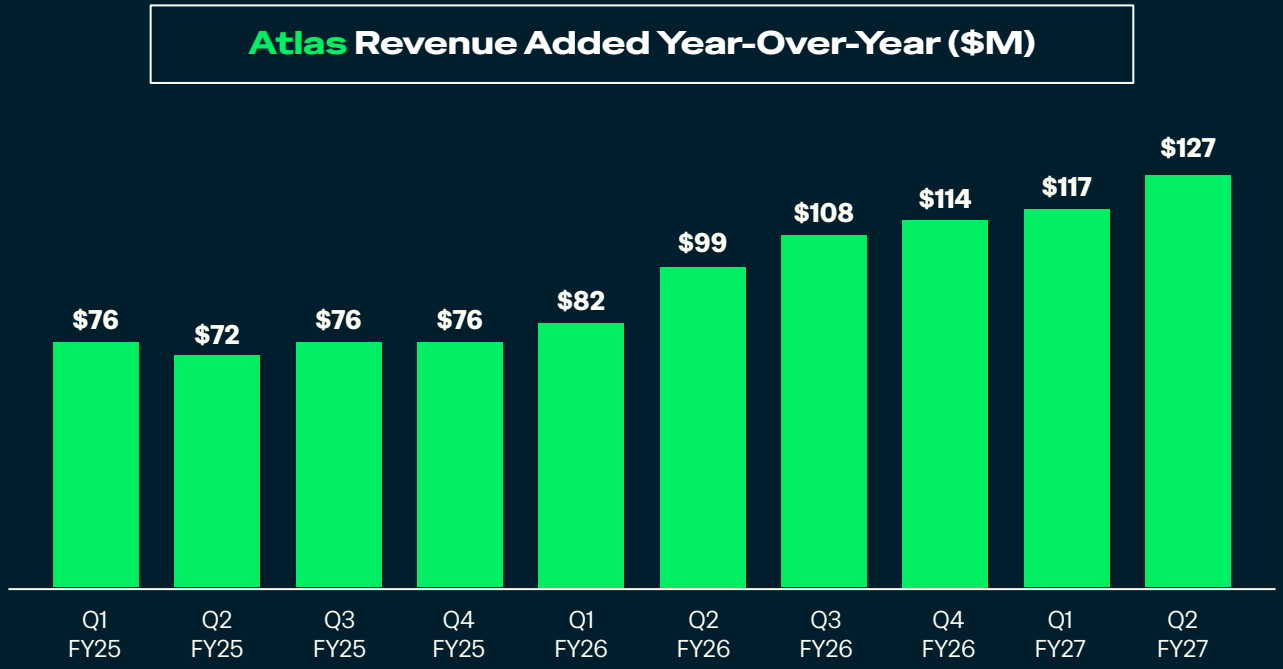


- **Atlas** ARR growth is consistent with revenue growth
- **EA & Other** ARR growth has accelerated each year and has been double-digits for the past 3 quarters
- **Total Subscription** ARR growth has accelerated each year

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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.

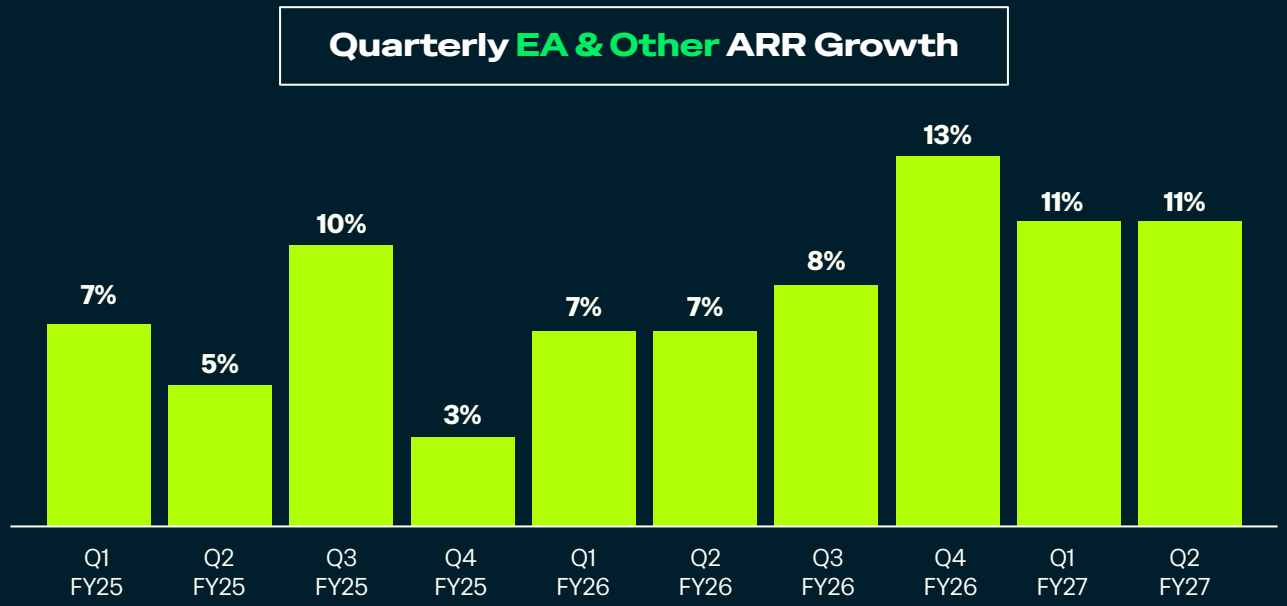
Atlas revenue dollars have grown year-over-year for the past 6 quarters



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EA is also exhibiting solid growth

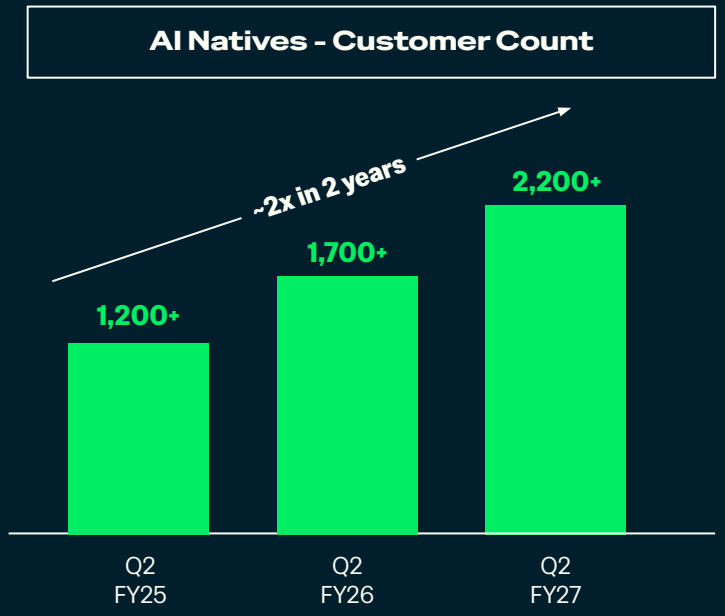
Customers continue to expand their self-managed footprints to support both traditional and AI applications

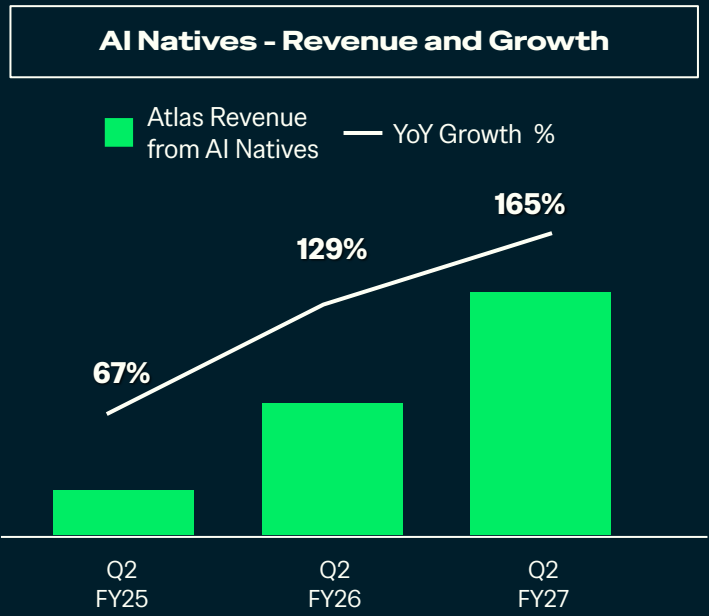


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Note: EA & Other growth refers to the year-over-year growth rate for EA & Other subscription revenue only and does not include Professional Services revenue. Please refer to the appendix for the definition of ARR.

AI revenue impact is still small, but growing rapidly



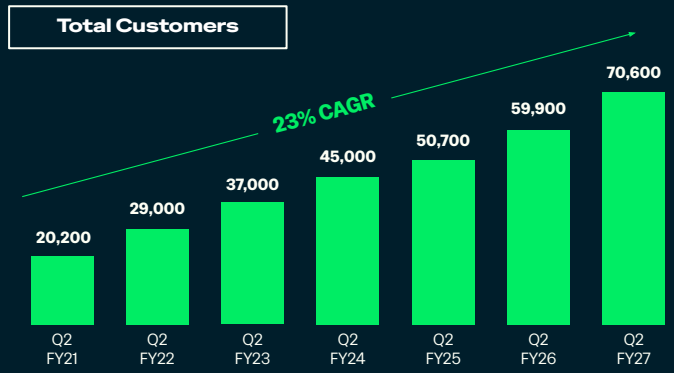


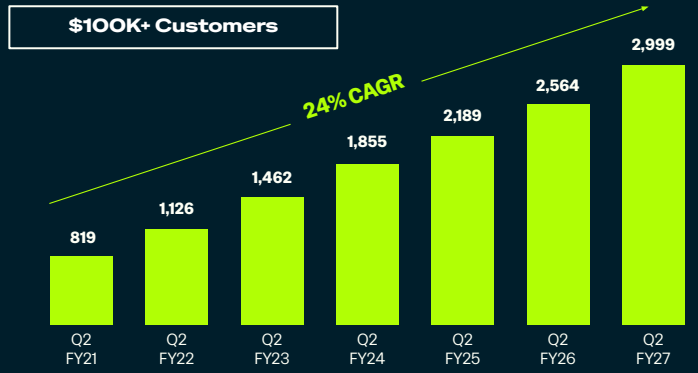
This AI native cohort makes up low single-digits of Atlas revenue

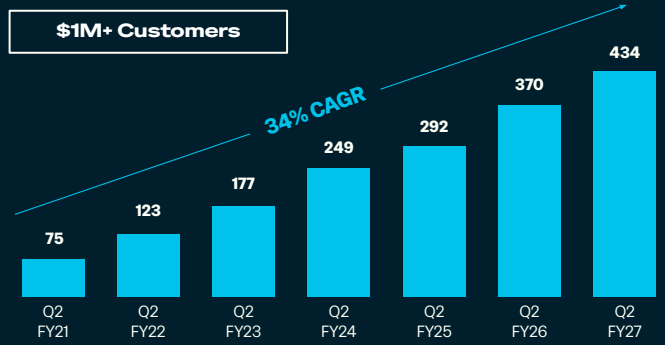
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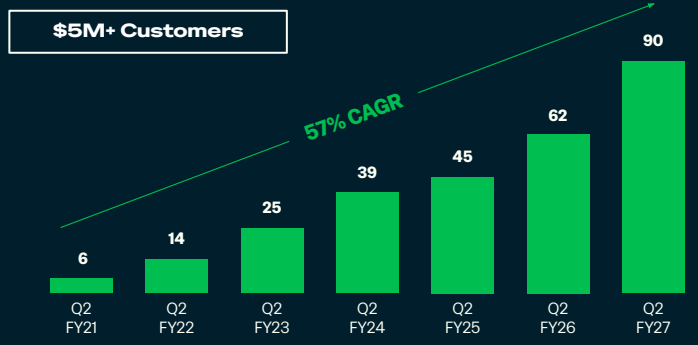
Note: AI Natives are defined as companies whose core product would not exist without modern generative or deep-learning AI — the application itself is the AI capability (e.g., generative media, agents, AI-native vertical workflows). Excludes traditional SaaS that added AI as a feature.

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









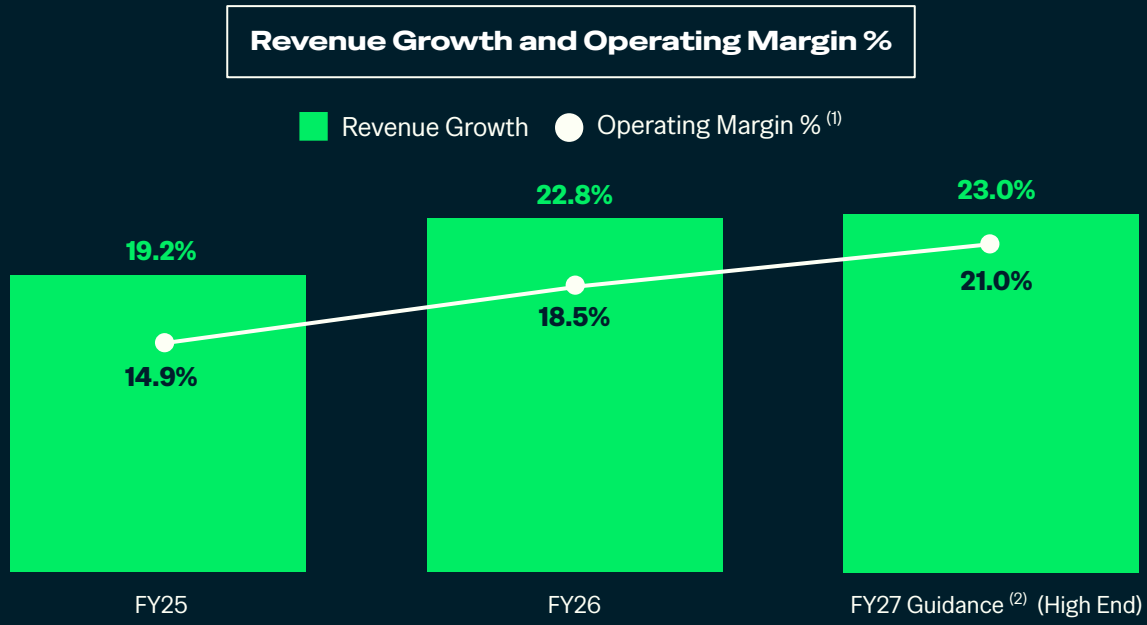
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Note: Customer cohorts are based on Total ARR. Please refer to the appendix for the definition of ARR.

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. See Safe Harbor for important information about these assumptions and forward-looking statements.

Key investment areas

Innovation / R&D

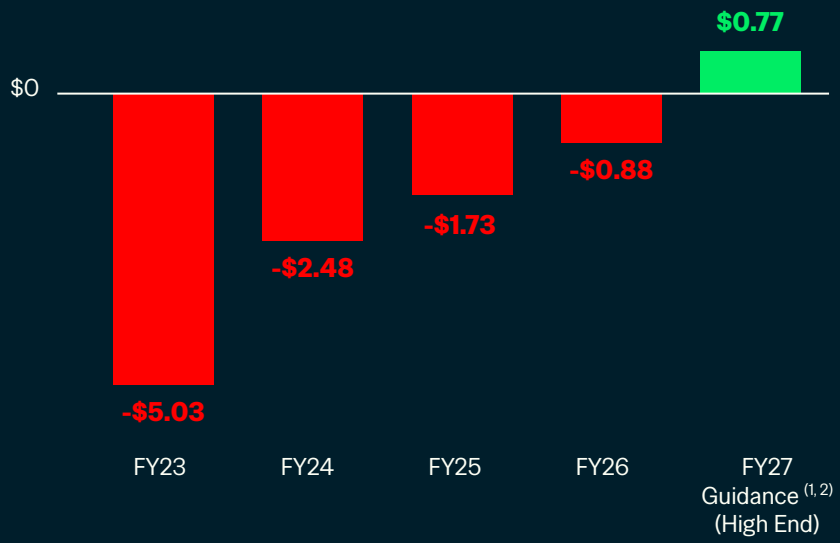
- **Strengthening our core** database capabilities to meet the demands of AI. Examples include:
  - Full Text Search and Vector Search on EA
  - MongoDB 9.0
  - Atlas Infinite
  - Atlas Managed MCP Server
  - Voyage AI Models & AI Database Integrations
- **Launching new products** like Atlas Agent Engine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

Go-to-market

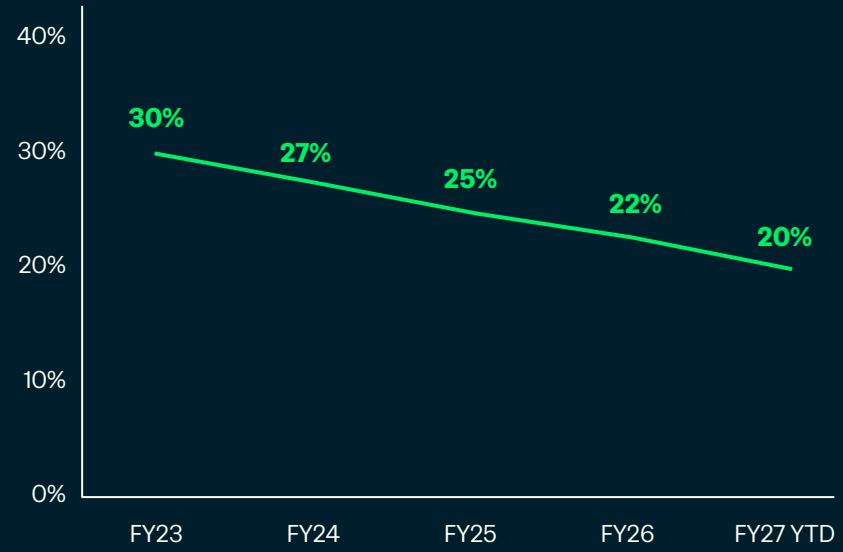
- Engaging with executive buyers to support our up-market focus
- Building GTM platform specialization to drive faster adoption of new product innovations
- Capturing legacy migration opportunities
- Deepening our partner ecosystem
- Continuing strategic geo and vertical investments like Japan and US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

We expect to reach GAAP profitability this year

GAAP EPS ($)



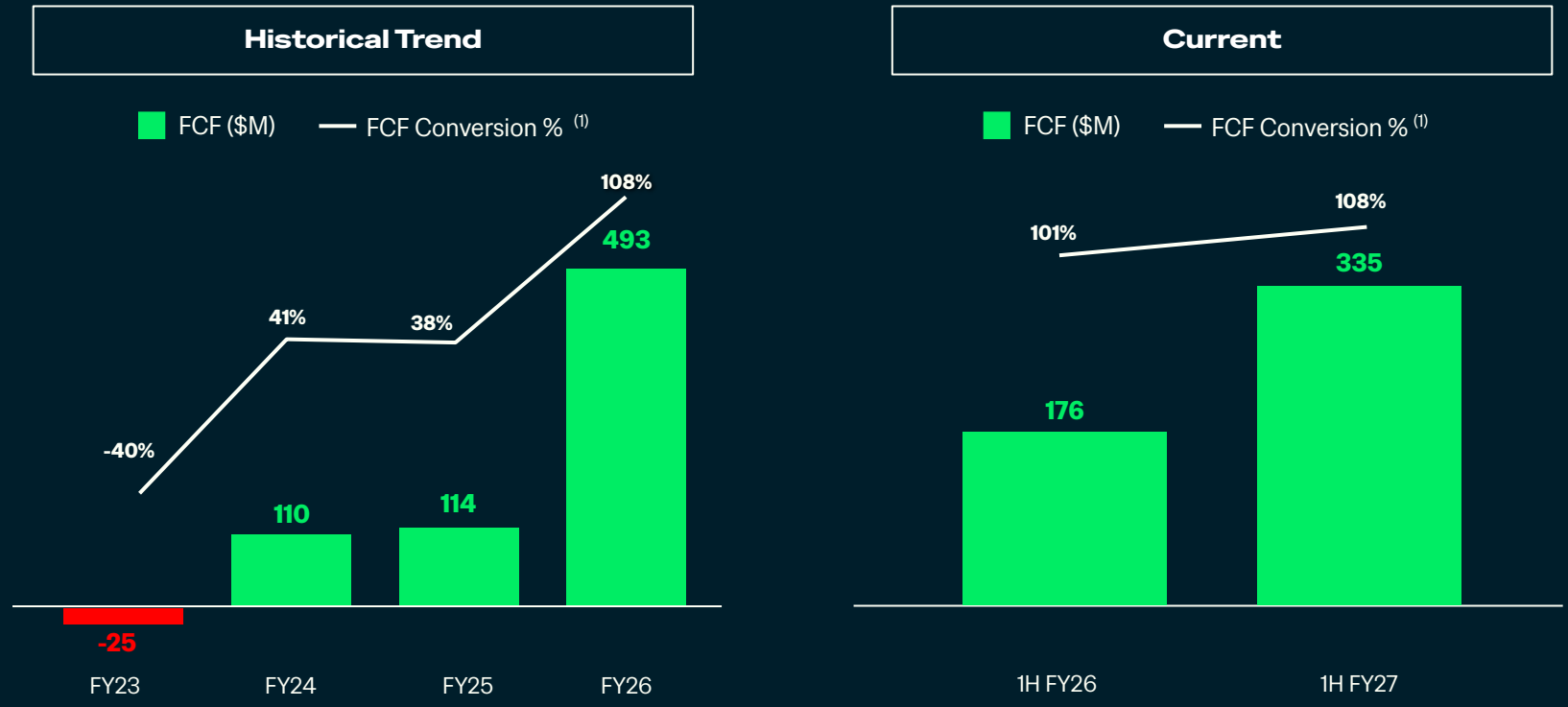
SBC as a % of revenue



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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-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



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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.

Q2 FY 2027 PERFORMANCE RECAP

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We delivered strong results in Q2

ATLAS GROWTH

29%

Fifth quarter in a row of ~29% growth

EA & OTHER GROWTH (1)

36%

Strongest quarter in ~3 years

NEW CUSTOMER ADDS

2.9k

Highest level of net adds in many years

OPERATING MARGIN (2)

24%

Improved 900bps+ year-over-year

OPERATING CASH FLOW

$142M

Increase of nearly 2x year-over-year

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Note: All figures on this page refer to metrics from the second quarter fiscal 2027 financial results.
(1) EA & Other growth refers to the year-over-year growth rate for EA & Other subscription revenue only and does not include Professional Services revenue.
(2) Non-GAAP operating margin is a non-GAAP measure. See Appendix for a reconciliation to financial results prepared in accordance with GAAP.

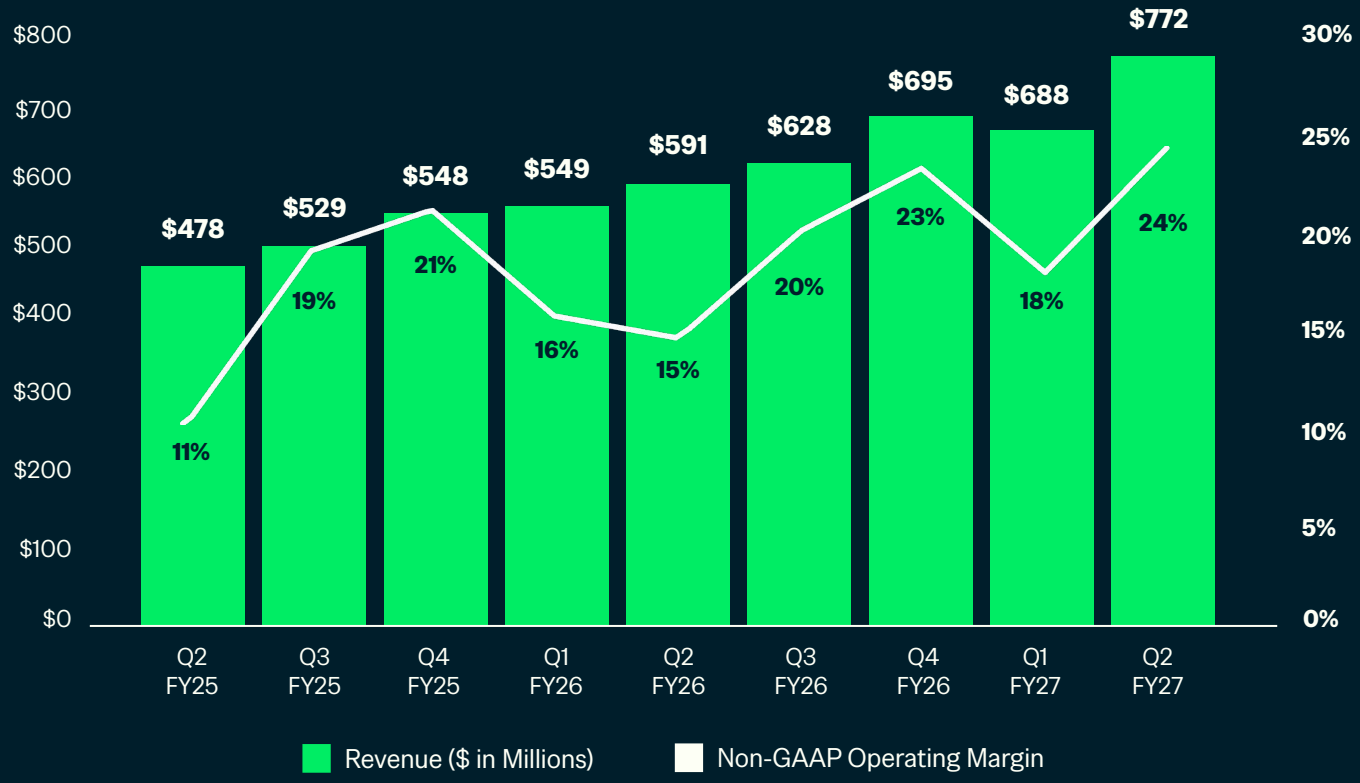
And raised our guidance for the full year

	PRIOR GUIDE	CHANGE AT MIDPOINT	CURRENT GUIDE [1]
Total Revenue Y/Y Change	$2,920 - $2,960 19% - 20%	$70 ↗	**$2,990 - $3,030** **21% - 23%**
Operating Income [2] Margin %	$571 - $591 19.6% - 20.0%	$45 ↗	**$616 - $636** **20.6% - 21.0%**
EPS [2] Y/Y Change	$5.95 - $6.14 19.7% - 23.5%	$0.44 ↗	**$6.39 - $6.58** **28.6% - 32.4%**

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Note: All figures shown in USD millions excluding Earnings Per Share (EPS).
(1) Current guidance are forward-looking statements as of September 1, 2026. See Safe Harbor for important information about these assumptions and forward-looking statements.
(2) Operating Income Margin % and EPS are non-GAAP measures.

Historical Trended Results



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Balance sheet, cash flow, and capital metrics

(in millions)						Sequential		Year-over-Year				
Cash Flow and Capital	**Q2'26**	**Q3'26**	**Q4'26**	**Q1'27**	**Q2'27**	**$'s**	**%**	**$'s**	**%**	**FY24**	**FY25**	**FY26**
Operating Cash Flow	$72	$144	$180	$202	$142	-$60	-30%	$70	97%	$121	$150	$505
Free Cash Flow	$70	$140	$177	$198	$138	-$60	-30%	$68	97%	$110	$114	$493
Capital Expenditures	-$1	-$2	-$1	-$2	-$2	$0	0%	-$1	100%	-$6	-$30	-$5
Share Repurchases	$200	$145	$57	$100	$100	$0	0%	-$100	-50%	$0	$0	$400
Diluted shares outstanding	87	87	87	85	86	1	1%	-1	-1%	82	84	87
Metrics												
Non-GAAP Operating Income	$87	$123	$159	$123	$186	$63	51%	$99	114%	$270	$299	$456
Non-GAAP Operating Margin	15%	20%	23%	18%	24%	6%	33%	9%	60%	16%	15%	19%
Cash Conversion	83%	117%	113%	164%	76%	-88%	-54%	-7%	-8%	45%	50%	111%
Free Cash Flow Conversion	80%	114%	111%	160%	74%	-86%	-54%	-6%	-8%	41%	38%	108%

FINANCIAL TARGETS

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Long-term financial targets

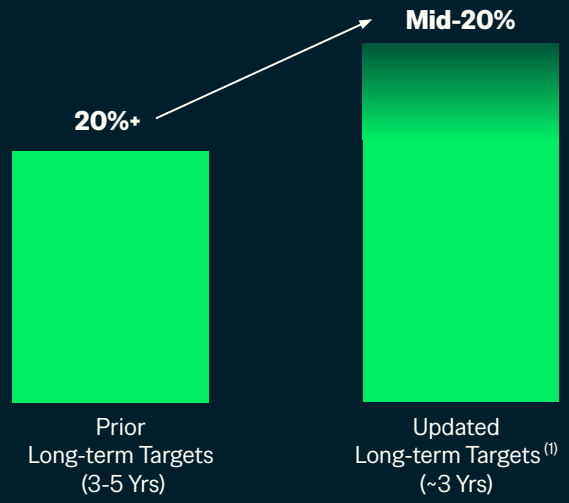
TARGETS	PRIOR (3-5 YEARS)	UPDATED (~3 YEARS) [1]
Total revenue growth	High teens	20%+
Atlas revenue growth	20%+	Mid-20%
EA & Other ARR growth	Low-to-mid single digits	10%+ growth
Operating margin [2, 4]	20%+ *(100-200 bps expansion on average every year)*	100-200 bps expansion on average every year
FCF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

(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

(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.

Non-GAAP Financial Measures

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

Non-GAAP gross profit excludes expenses associated with stock-based compensation. 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.

Cash conversion is defined as operating cash flow divided by non-GAAP income from operations. 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 gross profit, 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.

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.

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
(in thousands, unaudited)						
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%)*
Add back:						
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	**$174,248**	**$309,409**	**$61,974**	**$270,428**	**$299,276**	**$456,172**
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
(in thousands, unaudited)						
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	**$175,801**	**$335,164**	**$(24,724)**	**$109,920**	**$114,462**	**$492,649**
Non-GAAP free 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
(in millions of U.S. dollars, except share and per share data, unaudited)	
Revenues expected to be in the range of	$2.99 billion to $3.03 billion
Income (loss) from operations – GAAP guidance	$(28.0) to $(8.0)
Add back:	
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	**$616.3 to $636.3**
Non-GAAP operating margin expected to be in the range of	*20.6% to 21.0%*