**MongoDB, Inc. Announces Third Quarter Fiscal 2019 Financial Results**

*Third Quarter Fiscal 2019 Total Revenue of $65.0 million, up 57% Year-over-Year*

*Over 8,300 Customers at October 31, 2018, up 69% Year-over-Year*

*MongoDB Atlas Revenue 22% of Total Q3 Revenue, up over 300% Year-over-Year*


“MongoDB delivered terrific third quarter results that reflect our growing position as the modern database platform of choice,” said Dev Ittcheria, President and Chief Executive Officer of MongoDB. “We are seeing strong demand internationally and from customers in traditionally conservative markets and industries, which reflects our opportunity to continue generating strong growth.”

Ittcheria added, “MongoDB Atlas, which now represents 22% of revenue, had another incredible quarter as customers embraced the ease of use and flexibility of a fully managed modern cloud database service. We also continue to extend the differentiation of our database platform with the recent release of MongoDB Mobile and enhancements to MongoDB Stitch, which enables developers to innovate much faster than they can on alternative platforms.”

**Third Quarter Fiscal 2019 Financial Highlights**

- **Revenue**: Total revenue was $65.0 million, an increase of 57% year-over-year. Subscription revenue was $60.1 million, an increase of 59% year-over-year, and services revenue was $4.9 million, an increase of 36% year-over-year.
- **Gross Profit**: Gross profit was $47.2 million, representing a 73% gross margin, consistent with the year-ago period. Non-GAAP gross profit was $48.1 million, representing a 74% non-GAAP gross margin.
- **Loss from Operations**: Loss from operations was $29.1 million, compared to $24.1 million in the year-ago period. Non-GAAP loss from operations was $16.8 million, compared to $18.4 million in the year-ago period.
- **Net Loss**: Net loss was $31.3 million, or $0.59 per share, based on 52.7 million weighted-average shares outstanding. This compares to $24.2 million, or $1.39 per share, based on 17.4 million weighted-average shares outstanding, in the year-ago period. Non-GAAP net loss was $16.0 million, or $0.30 per share, based on 52.7 million weighted-average shares outstanding. This compares to $18.5 million, or $0.44 per share, based on 41.7 million non-GAAP weighted-average shares outstanding, in the year-ago period.
- **Cash Flow:** As of October 31, 2018, MongoDB had $522.7 million in cash, cash equivalents, short-term investments and restricted cash. During the three months ended October 31, 2018, MongoDB used $7.6 million of cash in operations and $2.1 million in capital expenditures, leading to negative free cash flow of $9.7 million, compared to negative free cash flow of $10.4 million in the year-ago period.

A reconciliation of each Non-GAAP measure to the most directly comparable GAAP measure has been provided in the financial statement tables included at the end of this press release. An explanation of these measures is also included below under the heading “Non-GAAP Financial Measures.”

**Third Quarter Fiscal 2019 and Recent Business Highlights**

- Released several new products to give developers a uniform way to work with data wherever they need to, including the general availability of MongoDB Mobile and enhancements to the serverless platform, MongoDB Stitch. MongoDB Mobile allows developers to build faster and more responsive applications that can take advantage of the power of the document model for data held on the mobile device. The addition of Stitch Mobile Sync lets developers automatically synchronize data changes between data held locally on a mobile device and a backend database.

- Acquired mLab, a pioneer in the database-as-a-service market. mLab has developed a strong reputation among developer-centric startup communities and has grown its business through a self-serve model. The acquisition of mLab is an attractive opportunity to continue to scale MongoDB Atlas and add deep technical and domain expertise to MongoDB.

- Introduced the Server Side Public License, or SSPL, a new licensing model for open source development in the public cloud era. MongoDB is in a unique position because the company owns the full copyright of all underlying MongoDB database code, which gives it full control over the licensing of its software. MongoDB created this new license for Community Server to make explicit the conditions for providing MongoDB as a service.

**Business Outlook**

Based on information as of today, December 4, 2018, MongoDB is issuing the following financial guidance for the fourth quarter and full year fiscal 2019. Please note that our guidance includes the impact of mLab for the fourth quarter, which is expected to be approximately $5 million in revenue and neutral in terms of non-GAAP loss from operations and non-GAAP net loss per share.
Reconciliation of non-GAAP loss from operations and non-GAAP net loss per share guidance to the most directly comparable GAAP measures is 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 these non-GAAP measures; in particular, the measures and effects of stock-based compensation expense specific to equity compensation awards that are directly impacted by unpredictable fluctuations in our stock price. We expect the variability of the above charges to have a significant, and potentially unpredictable, impact on our future GAAP financial results.

Conference Call Information

MongoDB will host a conference call today, December 4, 2018, at 5:00 p.m. (Eastern Time) to discuss its financial results and business outlook. A live webcast of the call will be available on the “Investor Relations” page of MongoDB’s website at https://investors.mongodb.com. To access the call by phone, dial 800-289-0438 (domestic) or 323-794-2423 (international). A replay of this conference call will be available for a limited time at 844-512-2921 (domestic) or 412-317-6671 (international). The replay conference ID is 8582961. A replay of the webcast will also be available for a limited time at https://investors.mongodb.com.

About MongoDB

MongoDB is the leading modern, general purpose database platform, designed to unleash the power of software and data for developers and the applications they build. Headquartered in New York, MongoDB has more than 8,300 customers in over 100 countries. The MongoDB database platform has been downloaded over 45 million times and there have been more than one million MongoDB University registrations.

Forward-Looking Statements

This press release includes certain “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, or the Securities Act, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements concerning our financial

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<th>Fourth Quarter Fiscal 2019</th>
<th>Full Year Fiscal 2019</th>
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<tr>
<td>Revenue</td>
<td>$73.0 million to $74.0 million</td>
<td>$243.7 million to $244.7 million</td>
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<td>Non-GAAP Loss from Operations</td>
<td>$(21.0) million to $(20.0) million</td>
<td>$(81.1) million to $(80.1) million</td>
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<tr>
<td>Non-GAAP Net Loss per Share</td>
<td>$(0.39) to $(0.38)</td>
<td>$(1.53) to $(1.52)</td>
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guidance for the fourth fiscal quarter and full year fiscal 2019, our market opportunity, our
go-to-market and growth strategies, the potential advantages of our new products and
enhancements, our ability to expand our leadership position and drive revenue growth, and the
anticipated benefits from our acquisition of mLab. These forward-looking statements include, but
are not limited to, plans, objectives, expectations and intentions and other statements contained
in this press release that are not historical facts and statements 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 those forward-looking statements are
reasonable, we can give no assurance that the plans, intentions, expectations or strategies will
be attained or achieved. 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: our limited operating
history; our history of losses; failure of our database 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; 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 add new customers or increase sales to our existing customers; our
ability to maintain, protect, enforce and enhance our intellectual property; the growth and
expansion of the market for database products and our ability to penetrate that market; our
ability to maintain the security of our software and adequately address privacy concerns; our
ability to manage our growth effectively and successfully recruit additional highly-qualified
personnel; the price volatility of our common stock; and those risks detailed from time-to-time
under the caption “Risk Factors” and elsewhere in our Securities and Exchange Commission
(“SEC”) filings and reports, including our Annual Report on Form 10-K filed on March 30, 2018
and our Quarterly Report on Form 10-Q filed on September 7, 2018, as well as future filings and
reports by us. Except as required by law, we undertake no duty or obligation to update any
forward-looking statements contained in this release as a result of new information, future
events, changes in expectations or otherwise.

Non-GAAP Financial Measures

This press release includes the following financial measures defined as non-GAAP financial
measures by the SEC: non-GAAP gross profit, non-GAAP gross margin, non-GAAP loss from
operations, non-GAAP net loss, non-GAAP net loss per share and free cash flow. Non-GAAP
gross profit and non-GAAP gross margin exclude stock-based compensation expense.
Non-GAAP loss from operations and non-GAAP net loss exclude stock-based compensation
expense, accelerated charges associated with the New York City office move, acquisition costs
associated with the purchase of mLab and, in the case of non-GAAP net loss, non-cash interest
expense related to our convertible senior notes and change in fair value of warrant liability.
Non-GAAP net loss per share is calculated by dividing non-GAAP net loss by the
weighted-average shares used to compute net loss per share attributable to common stockholders, basic and diluted, and for periods prior to and including the period in which we completed our initial public offering, giving effect to the conversion of preferred stock at the beginning of the period. 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 present similar non-GAAP financial measures to investors.

Free cash flow represents net cash used in operating activities less capital expenditures 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 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.

Non-GAAP financial measures have limitations as an analytical tool and should not be considered in isolation from, or as a substitute for, financial information prepared in accordance with GAAP. In particular, other companies may report non-GAAP gross profit, non-GAAP gross margin, non-GAAP loss from operations, non-GAAP net loss, non-GAAP net loss per share, 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 measures to their most directly comparable GAAP financial measures, as presented below. This earnings press release and any future releases 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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