

#### Couchbase Announces Third Quarter Fiscal 2022 Financial Results

December 7, 2021

SANTA CLARA, Calif., Dec. 7, 2021 /PRNewswire/ -- Couchbase, Inc. (NASDAQ: BASE), provider of a leading modern database for enterprise applications, today announced financial results for its third quarter ended October 31, 2021.



"Our strong third quarter performance was driven by ongoing large deal momentum, including some significant expansions, as well as acceleration of our cloud business. We also delivered solid top line growth with ARR up 21% and revenue up 20% year over year," said Matt Cain, President and CEO of Couchbase. "We continue to see demand for our modern database as digital transformation remains a priority across industries, and are excited about the market opportunity for Capella which makes it faster and easier to consume Couchbase in the cloud."

#### Third Quarter Fiscal 2022 Financial Highlights:

- Revenue: Total revenue for the quarter was \$30.8 million, an increase of 20% year-over-year. Subscription revenue was \$29.0 million, an increase of 20% year-over-year.
- Annual recurring revenue (ARR): Total ARR for the quarter was \$122.3 million, an increase of 21% year-over-year. See the section titled "Key Business Metrics" below for details.
- Gross margin: Gross margin for the quarter was 87.9%, compared to 87.8% for the third quarter of fiscal 2021. Non-GAAP gross margin for the quarter was 88.3%, compared to 87.9% for the third quarter of fiscal 2021. See the section titled "Use of Non-GAAP Financial Measures" and the tables entitled "Reconciliation of GAAP to Non-GAAP Results" below for details.
- Loss from operations: Loss from operations for the quarter was \$15.5 million, compared to \$9.1 million for the third quarter of fiscal 2021. Non-GAAP operating loss for the quarter was \$12.1 million, compared to \$7.9 million for the third quarter of fiscal 2021.
- Cash flow: Cash flows used in operating activities for the quarter were \$19.7 million, compared to \$13.1 million in the third quarter of fiscal 2021. Capital expenditures were \$0.6 million during the quarter, leading to negative free cash flow of \$20.3 million, compared to negative free cash flow of \$13.3 million in the third quarter of fiscal 2021.
- Remaining performance obligations (RPO): RPO as of October 31, 2021 was \$124.3 million, up 41% year-over-year.

#### **Recent Business Highlights:**

- Launched Couchbase Capella hosted Database-as-a-Service (DBaaS) offering on Amazon Web Services (AWS). Capella delivers
  database flexibility for developers and performance at scale for enterprise applications. Because Capella is fully managed and
  automated, customers can focus on development, improving their applications and reducing time to market, instead of worrying
  about operational database management efforts.
- Achieved SOC 2 Type 1 Compliance Certification for Capella, thereby extending its security credentials.
- Hosted annual user conference Couchbase ConnectONLINE, consisting of more than 100 sessions that brought together over 5,200 developer, architect, business user and community member registrants to learn more about Couchbase's modern database for enterprise applications.
- Announced the winners of the annual Couchbase Community Awards, honoring customers Amadeus, Citigroup, Emirates,
  Northwestern University, BroadJump, Cvent and Molo17 and partners AWS, Red Hat, Infosys and DigitalRoute for accelerating
  modernization initiatives and enabling innovation for enterprise-critical applications.
- Named to Inc. Magazine's Top 250 Best-Led Mid-Market Companies in America list and earned Great Place to Work Certification.
- Appointed Alvina Antar, Chief Information Officer of Okta, to Couchbase's Board of Directors.

#### **Financial Outlook:**

#### For the fourth quarter of fiscal 2022, Couchbase expects:

- Total revenue between \$33.9 million and \$34.1 million
- Total ARR between \$129 million and \$130 million
- Non-GAAP operating loss between \$10.6 million and \$10.2 million

#### For the full fiscal year 2022, Couchbase expects:

- Total revenue between \$122.4 million and \$122.6 million
- Total ARR between \$129 million and \$130 million
- Non-GAAP operating loss between \$47.0 million and \$46.6 million

The guidance provided above is based on several assumptions that are subject to change and many of which are outside our control. If actual results vary from these assumptions, our expectations may change. There can be no assurance that we will achieve these results.

Couchbase is not able, at this time, to provide GAAP targets for operating income for the fourth quarter or full year of fiscal 2022 because of the difficulty of estimating certain items excluded from non-GAAP operating loss that cannot be reasonably predicted, such as charges related to stock-based compensation expense. The effect of these excluded items may be significant.

#### Conference Call Information

Couchbase will host a conference call and webcast at 2:00 p.m. Pacific Time (5:00 p.m. Eastern Time) on Tuesday, December 7, 2021 to discuss its financial results and business highlights. To access this conference call, dial (888) 660-1027 from the United States and Canada or (409) 231-2719 internationally with conference ID: 2318369. The live webcast and a webcast replay of the conference call can be accessed from the investor relations page of Couchbase's website at investors.couchbase.com.

#### **Upcoming Conference Participation**

Couchbase management will participate in the following investor conferences during the fourth quarter of fiscal 2022. Webcasts of company presentations can be found on Couchbase's Investor Relations website at <a href="investors.couchbase.com">investors.couchbase.com</a>.

- Barclays Global Technology, Media and Telecommunications Conference on December 8, 2021 at 9:40 a.m. PT (12:40 p.m. ET)
- 24th Annual Needham Virtual Growth Conference on January 12, 2022 at 11:45 a.m. PT (2:45 p.m. ET)

#### **About Couchbase**

At Couchbase, we believe data is at the heart of the enterprise. We empower developers and architects to build, deploy, and run their most mission-critical applications. Couchbase delivers a high-performance, flexible and scalable modern database that runs across the data center and any cloud. Many of the world's largest enterprises rely on Couchbase to power the core applications their businesses depend on. For more information, visit <a href="https://www.couchbase.com">www.couchbase.com</a>.

Couchbase has used, and intends to continue using, its investor relations website and the corporate blog at <a href="blog.couchbase.com">blog.couchbase.com</a> to disclose material non-public information and to comply with its disclosure obligations under Regulation FD. Accordingly, you should monitor our investor relations website and the corporate blog in addition to following our press releases, SEC filings and public conference calls and webcasts.

#### **Use of Non-GAAP Financial Measures**

In addition to our financial information presented in accordance with GAAP, we believe certain non-GAAP financial measures are useful to investors in evaluating our operating performance. We use certain non-GAAP financial measures, collectively, to evaluate our ongoing operations and for internal planning and forecasting purposes. We believe that non-GAAP financial measures, when taken together with the corresponding GAAP financial measures, may be helpful to investors because they provide consistency and comparability with past financial performance and meaningful supplemental information regarding our performance by excluding certain items that may not be indicative of our business, results of operations or outlook. Non-GAAP financial measures are presented for supplemental informational purposes only, have limitations as analytical tools and should not be considered in isolation or as a substitute for financial information presented in accordance with GAAP and may be different from similarly-titled non-GAAP financial measures used by other companies. In addition, other companies, including companies in our industry, may calculate similarly-titled non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. Investors are encouraged to review the related GAAP financial measures and the reconciliation of these non-GAAP financial measures to their most directly comparable GAAP financial measures (provided in the financial statement tables included in this press release), and not to rely on any single financial measure to evaluate our business.

Non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating loss, non-GAAP operating margin, non-GAAP net loss attributable to common stockholders and non-GAAP net loss per share attributable to common stockholders: We define these non-GAAP financial measures as their respective GAAP measures, excluding expenses related to stock-based compensation expense and litigation-related expenses. We use these non-GAAP financial measures in conjunction with GAAP measures to assess our performance, including in the preparation of our annual operating budget and quarterly forecasts, to evaluate the effectiveness of our business strategies and to communicate with our board of directors concerning our financial performance.

Free cash flows: We define free cash flow as cash used in operating activities less purchases of property and equipment, which includes capitalized internal-use software costs. We believe free cash flow is a useful indicator of liquidity that provides our management, board of directors and investors with information about our future ability to generate or use cash to enhance the strength of our balance sheet and further invest in our business and pursue potential strategic initiatives.

Please see the reconciliation tables at the end of this release for the reconciliation of GAAP and non-GAAP results.

#### **Key Business Metrics**

We review a number of operating and financial metrics, including Annual Recurring Revenue (ARR), to evaluate our business, measure our performance, identify trends affecting our business, formulate business plans and make strategic decisions.

We define ARR as of a given date as the annualized recurring revenue that we would contractually receive from our customers in the month ending 12 months following such date. Based on historical experience with customers, we assume all contracts will be automatically renewed at the same levels unless we receive notification of non-renewal and are no longer in negotiations prior to the measurement date. ARR excludes revenue from on-demand arrangements. Although we seek to increase ARR as part of our strategy of targeting large enterprise customers, this metric may fluctuate from period to period based on our ability to acquire new customers and expand within our existing customers. We believe that our ARR is an important indicator of the growth and performance of our business.

#### **Forward-Looking Statements**

This press release contains "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995 that are based on management's beliefs and assumptions and on information currently available to management. Forward-looking statements include, but are not limited to, quotations of management, the "Financial Outlook" section, and statements about Couchbase's market position, strategies, and potential market opportunities, including its positioning in the market. Forward-looking statements generally relate to future events or our future financial or operating performance. Forward-looking statements include all statements that are not historical facts and, in some cases, can be identified by terms such as anticipate," "expect," "intend," "plan," "believe," "continue," "could," "potential," "remain," "may," "might," "will," "would" or similar expressions and the negatives of those terms. However, not all forward-looking statements contain these identifying words. Forward-looking statements involve known and unknown risks, uncertainties, and other factors, including factors beyond our control, which may cause our actual results, performance, or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. These risks include, but are not limited to: our history of net losses and ability to achieve or maintain profitability in the future; our ability to continue to grow on pace with historical rates; our ability to manage our growth effectively; intense competition and our ability to compete effectively; cost-effectively acquiring new customers or obtaining renewals, upgrades or expansions from our existing customers; the market for our products and services being relatively new and evolving, and our future success depending on the growth and expansion of this market; our ability to innovate in response to changing customer needs, new technologies or other market requirements; our limited operating history, which makes it difficult to predict our future results of operations; the significant fluctuation of our future results of operations and ability to meet the expectations of analysts or investors; our significant reliance on revenue from subscriptions, which may decline and, the recognition of a significant portion of revenue from subscriptions over the term of the relevant subscription period, which means downturns or upturns in sales are not immediately reflected in full in our results of operations; and the impact of the COVID-19 pandemic. Further information on risks that could cause actual results to differ materially from forecasted results are included in our filings with the SEC that we may file from time to time, including those more fully described in our Quarterly Report on Form 10-Q for the fiscal quarter ended July 31, 2021. Additional information will be made available in our Quarterly Report on Form 10-Q for the guarter ended October 31, 2021 that will be filed with the SEC, which should be read in conjunction with this press release and the financial results included herein. Any forward-looking statements contained in this press release are based on assumptions that we believe to be reasonable as of this date. Except as required by law, we assume no obligation to update these forward-looking statements, or to update the reasons if actual results differ materially from those anticipated in the forward-looking statements.

### Couchbase, Inc. Condensed Consolidated Statements of Operations

(in thousands, except per share data) (unaudited)

	Three	Months	Ended	October	Nine Months Ended October 31,				
	202			2020		2021	,	2020	
Revenue:				,					
License	\$	3,774	\$	3,010	\$	12,468	\$	8,550	
Support and other	2	5,234		21,078		71,034		60,347	
Total subscription revenue	2	9,008		24,088		83,502		68,897	
Services		1,816		1,565		4,976		4,961	
Total revenue	3	0,824		25,653		88,478		73,858	
Cost of revenue:									
Subscription <sup>(1)</sup>		2,094		1,840		6,218		4,113	
Services <sup>(1)</sup>		1,642		1,296		4,435		4,383	
Total cost of revenue		3,736		3,136		10,653		8,496	
Gross profit	2	7,088		22,517		77,825		65,362	
Operating expenses:									
Research and development <sup>(1)</sup>	1	3,103		10,109		38,267		28,388	
Sales and marketing <sup>(1)</sup>	2	2,817		17,443		65,714		51,145	
General and administrative <sup>(1)</sup>		6,659		4,044		17,434		10,905	
Total operating expenses	4	2,579		31,596		121,415		90,438	
Loss from operations	(1	5,491)		(9,079)		(43,590)		(25,076)	
Interest expense		(133)		(746)		(630)		(4,762)	
Other income (expense), net		(51)		(86)		(44)		221	
Loss before income taxes	(1	5,675)		(9,911)		(44,264)		(29,617)	
Provision for income taxes		249		237		729		719	
Net loss	\$ (1	5,924)	\$	(10,148)	\$	(44,993)	_\$_	(30,336)	
Cumulative dividends on Series G redeemable convertible preferred stock				(1,446)		(2,917)		(2,596)	
Net loss attributable to common stockholders	\$ (1:	5,924)	\$	(11,594)	\$	(47,910)	\$	(32,932)	
Net loss per share attributable to common stockholders, basic and diluted	\$	(0.37)	\$	(2.04)	\$	(2.43)	\$	(5.81)	
Weighted-average shares used in computing net loss per share attributable to common stockholders, basic and diluted	4	3,440		5,695		19,742	_	5,672	

(1) Includes stock-based compensation expense as follows:

	31,					31,			
	2021		20	2020		2021	2020		
Cost of revenue—subscription	\$	66	\$	16	\$	123	\$	50	
Cost of revenue—services		70		14		116		41	
Research and development		1,085		328		2,224		968	
Sales and marketing		1,292		337		2,521		1,013	

Three Months Ended October

**Nine Months Ended October** 

General and administrative	 840	 440	 2,179	 1,270
Total stock-based compensation expense	\$ 3,353	\$ 1,135	\$ 7,163	\$ 3,342

# Couchbase, Inc. Condensed Consolidated Balance Sheets (in thousands) (unaudited)

Assets         Current assets         \$ 141,440         \$ 37,297           Cash and cash equivalents         \$ 141,440         \$ 37,297           Short-term investments         \$ 66,195         19,546           Accounts receivable, net         22,525         35,897           Deferred commissions         9,215         3,538           Prepaid expenses and other current assets         8,191         2,449           Total current assets         4,983         6,506           Deferred commissions, noncurrent         5,885         4,941           Other assets         1,255         2,199           Total assets         \$ 259,689         \$ 117,188           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)         \$ 259,689         \$ 117,188           Accounts payable         \$ 3,518         \$ 2,428           Deferred revenue         \$ 2,530         \$ 4,154           Other accrued liabilities         6 4,20         72,860           Long-term debt		As of	October 31,	As of	January 31,
Current assets         \$ 141,440         \$ 37,297           Cash and cash equivalents         \$ 66,195         19,546           Short-term investments         66,195         19,546           Accounts receivable, net         22,525         35,897           Deferred commissions         9,215         8,353           Prepaid expenses and other current assets         247,566         103,542           Property and equipment, net         4,983         6,506           Deferred commissions, noncurrent         5,885         4,941           Other assets         1,255         2,199           Total assets         \$ 259,689         \$ 117,188           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)         \$ 259,689         \$ 117,188           Current liabilities         \$ 3,518         \$ 2,428           Accounts payable         \$ 3,518         \$ 2,428           Accounted compensation and benefits         9,926         9,110           Other accrued liabilities         64,200         72,860           Long-term debt         64,200         72,860           Long-term debt         64,200         72,860           Long-term debt         2,726         4,542           Other liabilities			2021		2021
Cash and cash equivalents         \$ 141,440         \$ 37,297           Short-term investments         66,195         19,546           Accounts receivable, net         22,525         38,897           Deferred commissions         9,215         8,353           Prepaid expenses and other current assets         247,566         103,542           Total current assets         4,983         6,506           Deferred commissions, noncurrent         5,885         4,941           Other assets         1,255         2,199           Total assets         259,689         117,188           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)         \$ 3,518         \$ 2,428           Accounts payable         \$ 3,518         \$ 2,428           Accounts payable         \$ 3,518         \$ 2,428           Accounts payable         \$ 3,518         \$ 2,428           Accounted diabilities         2,253         4,154           Other accrued liabilities         64,200         72,860           Long-term debt         64,200         72,860           Long-term debt         2,726         4,542           Other liabilities         6,8221         103,708           Total liabilities         6,8221	Assets				
Short-term investments         66,195         19,546           Accounts receivable, net         22,525         35,897           Deferred commissions         9,215         8,353           Prepaid expenses and other current assets         8,191         2,449           Total current assets         247,566         103,542           Property and equipment, net         5,885         4,941           Other assets         1,255         2,199           Total assets         1,255         2,199           Total assets         \$ 3,518         \$ 2,428           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)         \$ 3,518         \$ 2,428           Current liabilities         \$ 3,518         \$ 2,428           Accrued compensation and benefits         9,926         9,9110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         48,226         57,168           Long-term debt         -         2,249           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         68,221         10,370           Redeemable convertible preferred stock         <	Current assets				
Accounts receivable, net         22,525         35,897           Deferred commissions         9,215         8,353           Prepaid expenses and other current assets         4,196         1,244           Total current assets         247,566         103,542           Property and equipment, net         4,983         6,506           Deferred commissions, noncurrent         5,885         4,941           Other assets         1,255         2,199           Total assets         1,255         2,199           Total assets         3,518         2,428           Accounts payable         \$ 3,518         2,428           Accounts payable         \$ 3,518         9,926         9,110           Other accrued liabilities         9,926         9,110         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         -         2,726         4,542           Other liabilities         1,295         1,535           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         -         -	Cash and cash equivalents	\$	141,440	\$	37,297
Deferred commissions         9,215         8,353           Prepaid expenses and other current assets         8,191         2,449           Total current assets         247,566         103,542           Property and equipment, net         4,983         6,506           Deferred commissions, noncurrent         5,885         4,941           Other assets         1,255         2,1999           Total assets         259,689         117,188           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)         8         2,5968         117,188           Current liabilities         3,518         \$ 2,428           Accrued compensation and benefits         9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         64,200         72,860           Long-term debt         -         24,948           Deferred revenue, noncurrent         2,7726         4,542           Other liabilities         68,221         103,708           Redeemable convertible preferred stock         -         259,822           Stockholders' equity (deficit)         -         -           Preferred stock         -         -           Common stock	Short-term investments		66,195		19,546
Prepaid expenses and other current assets         8,191         2,449           Total current assets         247,566         103,542           Property and equipment, net         4,983         6,506           Deferred commissions, noncurrent         5,885         4,941           Other assets         1,255         2,199           Total assets         \$ 259,689         \$ 117,188           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)         \$ 259,689         \$ 117,188           Current liabilities         \$ 3,518         \$ 2,428           Accounts payable         \$ 3,518         \$ 2,428           Accrued compensation and benefits         9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         2,726         4,542           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         68,221         103,708           Redeemable convertible preferred stock         5         2,726           Stockholders' equity (deficit)         5         2,824           Preferred s	Accounts receivable, net		22,525		35,897
Total current assets         247,566         103,542           Property and equipment, net         4,983         6,506           Deferred commissions, noncurrent         5,885         4,941           Other assets         1,255         2,199           Total assets         \$ 259,689         \$ 117,188           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)           Current liabilities           Accrued compensation and benefits         9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         2,726         4,542           Other liabilities         1,295         1,358           Total current liabilities         68,221         103,708           Redeemable convertible preferred stock         -         259,822           Stockholders' equity (deficit)         -         -           Preferred stock         -         -           Common stock         -         -           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive in	Deferred commissions		9,215		8,353
Property and equipment, net         4,983         6,506           Deferred commissions, noncurrent         5,885         4,941           Other assets         1,255         2,199           Total assets         \$ 259,689         \$ 117,188           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)         \$ 259,689         \$ 117,188           Current liabilities         \$ 3,518         \$ 2,428           Accounts payable         \$ 9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         -         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         -         -           Stockholders' equity (deficit)         -         -           Preferred stock         -         -           Common stock         -         -           Accumulated other comprehensive income (loss)         (29, 43, 42)	Prepaid expenses and other current assets		8,191		2,449
Deferred commissions, noncurrent         5,885         4,941           Other assets         1,255         2,199           Total assets         \$ 259,689         \$ 117,188           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)           Current liabilities           Accounts payable         \$ 3,518         \$ 2,428           Accrued compensation and benefits         9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         -         24,948           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         -         -           Stockholders' equity (deficit)         -         -           Preferred stock         -         -           Common stock         -         -           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)	Total current assets		247,566		103,542
Other assets         1,255         2,199           Total assets         \$ 259,689         \$ 117,188           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)         \$ 3,518         \$ 2,428           Accounts payable         \$ 3,518         \$ 2,428           Accrued compensation and benefits         9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         64,200         72,860           Total current liabilities         64,200         72,860           Long-term debt         2,726         4,542           Other liabilities         2,726         4,542           Other liabilities         6,8221         103,708           Redeemable convertible preferred stock         5         1,295         1,358           Stockholders' equity (deficit)         68,221         103,708           Preferred stock         5         -         -           Common stock         5         -         -           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (28)         1           Accumulated deficit         (328,746)         (283,753) <t< td=""><td>Property and equipment, net</td><td></td><td>4,983</td><td></td><td>6,506</td></t<>	Property and equipment, net		4,983		6,506
Total assets         \$ 259,689         \$ 117,188           Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)           Current liabilities           Accounts payable         \$ 3,518         \$ 2,428           Accrued compensation and benefits         9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         —         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         —           Stockholders' equity (deficit)         —         —           Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         —         —	Deferred commissions, noncurrent		5,885		4,941
Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)           Current liabilities           Accounts payable         \$ 3,518         \$ 2,428           Accrued compensation and benefits         9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         -         24,948           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         -         259,822           Stockholders' equity (deficit)         -         -           Preferred stock         -         -           Common stock         -         -           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Other assets		1,255		2,199
Current liabilities         Accounts payable         \$ 3,518         \$ 2,428           Accrued compensation and benefits         9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         —         24,948           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Total assets	\$	259,689	\$	117,188
Current liabilities         Accounts payable         \$ 3,518         \$ 2,428           Accrued compensation and benefits         9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         —         24,948           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)				
Accrued compensation and benefits         9,926         9,110           Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         —         24,948           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —         —           Common stock         —         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)					
Other accrued liabilities         2,530         4,154           Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         —         24,948           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Accounts payable	\$	3,518	\$	2,428
Deferred revenue         48,226         57,168           Total current liabilities         64,200         72,860           Long-term debt         —         24,948           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Accrued compensation and benefits		9,926		9,110
Total current liabilities         64,200         72,860           Long-term debt         —         24,948           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —         —           Common stock         —         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Other accrued liabilities		2,530		4,154
Long-term debt         —         24,948           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Deferred revenue		48,226		57,168
Long-term debt         —         24,948           Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Total current liabilities		64.200		72.860
Deferred revenue, noncurrent         2,726         4,542           Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Long-term debt		_		
Other liabilities         1,295         1,358           Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	· ·		2.726		
Total liabilities         68,221         103,708           Redeemable convertible preferred stock         —         259,822           Stockholders' equity (deficit)         —         —           Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)			,		,
Stockholders' equity (deficit)         — <th< td=""><td></td><td></td><td></td><td>-</td><td></td></th<>				-	
Stockholders' equity (deficit)         — <th< td=""><td>Redeemable convertible preferred stock</td><td></td><td></td><td></td><td>259.822</td></th<>	Redeemable convertible preferred stock				259.822
Preferred stock         —         —           Common stock         —         —           Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	•				,-
Additional paid-in capital         520,243         37,410           Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)			_		_
Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Common stock		_		_
Accumulated other comprehensive income (loss)         (29)         1           Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	Additional paid-in capital		520,243		37,410
Accumulated deficit         (328,746)         (283,753)           Total stockholders' equity (deficit)         191,468         (246,342)	•				1
	. ,		` '		(283,753)
	Total stockholders' equity (deficit)		191,468		(246,342)
		\$	259,689	\$	

# Couchbase, Inc. Condensed Consolidated Statements of Cash Flows (in thousands) (unaudited)

	Three Months 3	Nine Months Ended October 31,			
	2021	2020	2021	2020	
Cash flows from operating activities					
Net loss	\$ (15,924)	\$ (10,148)	\$ (44,993)	\$ (30,336)	
Adjustments to reconcile net loss to net cash used in	, ,	, ,	, ,	, ,	
operating activities					
Depreciation and amortization	708	701	2,114	1,308	
Amortization of debt issuance costs	37	17	52	477	
Debt prepayment costs	_	_	_	375	
Stock-based compensation	3,353	1,135	7,163	3,342	
Amortization of deferred commissions	3,497	2,581	9,823	7,086	
Foreign currency transaction (gains) losses	<del>_</del>	90	5	(189)	
Other	35	25	103	70	
Changes in operating assets and liabilities					
Accounts receivable	(2,286)	(922)	13,559	12,092	
Deferred commissions	(4,557)	(3,646)	(11,628)	(8,404)	
Prepaid expenses and other assets	(36)	(959)	(5,884)	(1,323)	

Accounts payable	(3,440)	181	1,113	643
Accrued compensation and benefits	908	(69)	817	(1,313)
Other accrued liabilities	1,342	(87)	(407)	(881)
Deferred revenue	(3,384)	(2,042)	(10,759)	(15,556)
Net cash used in operating activities	(19,747)	(13,143)	(38,922)	(32,609)
Cash flows from investing activities				
Purchases of short-term investments	(59,146)	(14,145)	(66,279)	(14,145)
Maturities and sales of short-term investments	7,183	_	19,468	_
Purchases of property and equipment	(564)	(144)	(814)	(2,770)
Net cash used in investing activities	(52,527)	(14,289)	(47,625)	(16,915)
Cash flows from financing activities				
Payments of debt	(25,000)	_	(25,000)	(31,777)
Proceeds from issuance of debt, net of issuance costs	_	_	_	6,402
Proceeds from issuance of Series G redeemable convertible				
preferred stock, net of issuance costs	_	_	_	104,316
Proceeds from exercise of stock options	1,645	342	5,933	486
Proceeds from initial public offering, net of underwriting discounts and				
commissions	_	_	214,854	_
Payment for fractional shares in reverse stock split	(9)	_	(9)	_
Payments of deferred offering costs	(2,135)		(4,930)	
Net cash provided by (used in) financing activities	(25,499)	342	190,848	79,427
Effect of exchange rate changes on cash, cash equivalents				
and restricted cash	(33)	(30)	(158)	(6)
Net increase (decrease) in cash, cash equivalents and restricted cash	(97,806)	(27,120)	104,143	29,897
Cash, cash equivalents, and restricted cash at beginning of period	239,789	75,784	37,840	18,767
Cash, cash equivalents, and restricted cash at end of period	\$ 141,983	\$ 48,664	\$ 141,983	\$ 48,664
Reconciliation of cash, cash equivalents, and restricted cash within the	<u> </u>		<u></u>	
consolidated balance sheets to the amounts shown above:				
Cash and cash equivalents	\$ 141,440	\$ 48,121	\$ 141,440	\$ 48,121
Restricted cash included in other assets	543	543	543	543
Total cash, cash equivalents and restricted cash	\$ 141,983	\$ 48,664	\$ 141,983	\$ 48,664

## Couchbase, Inc. Reconciliation of GAAP to Non-GAAP Results

(in thousands) (unaudited)

	Three Months Ended October 31,				Nine Months Ended October 31,							
		2021			2020	_	-	2021			2020	•
Reconciliation of GAAP gross profit to non-GAAP gross profit:						_			-			-
Total revenue	\$	30,824	_	\$	25,653	_	\$	88,478	_	\$	73,858	_
Gross profit	\$	27,088		\$	22,517		\$	77,825		\$	65,362	
Add: Stock-based compensation expense		136	_		30	_		239	_		91	_
Non-GAAP gross profit	\$	27,224	_	\$	22,547	_	\$	78,064	_	\$	65,453	_
Gross margin		87.9	%		87.8	%		88.0	%		88.5	%
Non-GAAP gross margin		88.3	%		87.9	%		88.2	%		88.6	%
	Three Months Ended October 31,					<u>-</u>	Nine Months Ended October 31,				<u>-</u>	
		2021			2020	_		2021	-		2020	_
Reconciliation of GAAP operating expenses to non-GAAP operating expenses:												
GAAP research and development	\$	13,103		\$	10,109		\$	38,267		\$	28,388	
Less: Stock-based compensation expense		(1,085)			(328)	-		(2,224)	_		(968)	_
Non-GAAP research and development	\$	12,018	:	\$	9,781	=	\$	36,043	=	\$	27,420	=
GAAP sales and marketing	\$	22,817		\$	17,443		\$	65,714		\$	51,145	
Less: Stock-based compensation expense		(1,292)			(337)		·	(2,521)			(1,013)	
Non-GAAP sales and marketing	\$	21,525	:	\$	17,106	=	\$	63,193	:	\$	50,132	:
GAAP general and administrative	\$	6,659		\$	4,044		\$	17,434		\$	10,905	
Less: Stock-based compensation expense		(840)			(440)		·	(2,179)			(1,270)	
Less: Litigation-related expenses		<u> </u>	_			_		<u> </u>	_		(213)	_
Non-GAAP general and administrative	\$	5,819	_	\$	3,604	_	\$	15,255	_	\$	9,422	_

	Three Months Ended October 31,					_	Nine Months Ended October 31,					
		2021			2020	_		2021			2020	_
Reconciliation of GAAP operating loss to non-GAAP operating loss:												
Total revenue	\$	30,824		\$	25,653	_	\$	88,478	_	\$	73,858	_
Loss from operations	\$	(15,491)		\$	(9,079)		\$	(43,590)		\$	(25,076)	
Add: Stock-based compensation expense		3,353			1,135			7,163			3,342	
Add: Litigation-related expenses		_			_	_		_	_		213	_
Non-GAAP operating loss	\$	(12,138)		\$	(7,944)	=	\$	(36,427)	=	\$	(21,521)	=
Operating margin		(50)	%		(35)	%		(49)	%		(34)	%
Non-GAAP operating margin		(39)	%		(31)	%		(41)	%		(29)	%

### Couchbase, Inc. Reconciliation of GAAP to Non-GAAP Results

(in thousands, except per share data) (unaudited)

	Three Months I		Nine Months E	
	2021	2020	2021	2020
Reconciliation of GAAP net loss attributable to common stockholders				
to non-GAAP net loss attributable to common stockholders:				
Net loss attributable to common stockholders	\$ (15,924)	\$ (11,594)	\$ (47,910)	\$ (32,932)
Add: Stock-based compensation expense	3,353	1,135	7,163	3,342
Add: Litigation-related expenses				213
Non-GAAP net loss attributable to common stockholders	\$ (12,571)	\$ (10,459)	\$ (40,747)	\$ (29,377)
GAAP net loss per share attributable to common stockholders	\$ (0.37)	\$ (2.04)	\$ (2.43)	\$ (5.81)
Non-GAAP net loss per share attributable to common stockholders	\$ (0.29)	\$ (1.84)	\$ (2.06)	\$ (5.18)
Weighted average shares outstanding, basic and diluted	43,440	5,695	19,742	5,672

The following table presents a reconciliation of free cash flow to net cash used in operating activities, the most directly comparable GAAP measure, for each of the periods indicated (unaudited, in thousands):

	Three Months I	Nine Months Ended October 31,					
	2021	2020	2021	2020			
Net cash used in operating activities  Less: Purchases of property and equipment	\$ (19,747) (564)	\$ (13,143) (144)	\$ (38,922) (814)	\$ (32,609) (2,770)			
Free cash flow	\$ (20,311)	\$ (13,287)	\$ (39,736)	\$ (35,379)			
Net cash used in investing activities	\$ (52,527)	\$ (14,289)	\$ (47,625)	\$ (16,915)			
Net cash provided by (used in) financing activities	\$ (25,499)	\$ 342	\$ 190,848	\$ 79,427			

#### Couchbase, Inc. Key Business Metrics Annual Recurring Revenue (in millions)

(unaudited)

			AS	OI .		
	July 31,	Oct. 31,	Jan. 31,	April 30,	July 31,	Oct. 31,
	2020	2020	2021	2021	2021	2021
ARR	\$ 96.2	\$ 101.4	\$ 107.8	\$ 109.5	\$ 115.2	\$ 122.3

SOURCE Couchbase, Inc.

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