



Investor Presentation

First Quarter Fiscal 2025

JUNE 5, 2024

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Disclaimer (cont'd)

In addition to financial information presented in accordance with U.S. generally accepted accounting principles (“GAAP”), this presentation and the accompanying oral presentation include certain non-GAAP financial measures, including non-GAAP gross profit, non-GAAP gross margin, non-GAAP operating loss and non-GAAP operating margin. These non-GAAP measures are presented for supplemental informational purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. These non-GAAP measures have limitations as analytical tools, and they should not be considered in isolation or as a substitute for analysis of other GAAP financial measures. A reconciliation of these measures to the most directly comparable GAAP measures is included at the end of this presentation.

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Our mission is to simplify how organizations develop, deploy and run modern applications – wherever they are.

Q1-25 Financial Highlights

Category Leadership



\$208M / 21%

ARR / YoY ARR growth*

27%

YoY subscription revenue growth

Predictable Model



90%+

Subscription revenue

115%+

Dollar-based NRR

Strong Customer Base



807

Total customers

30%+ F100

Significant enterprise contribution

Capella



29%

% of total customers

11.5%

% of total ARR

Scalable Business Model



90%

Non-GAAP gross margin

\$257k

ARR per customer

Land and Expand



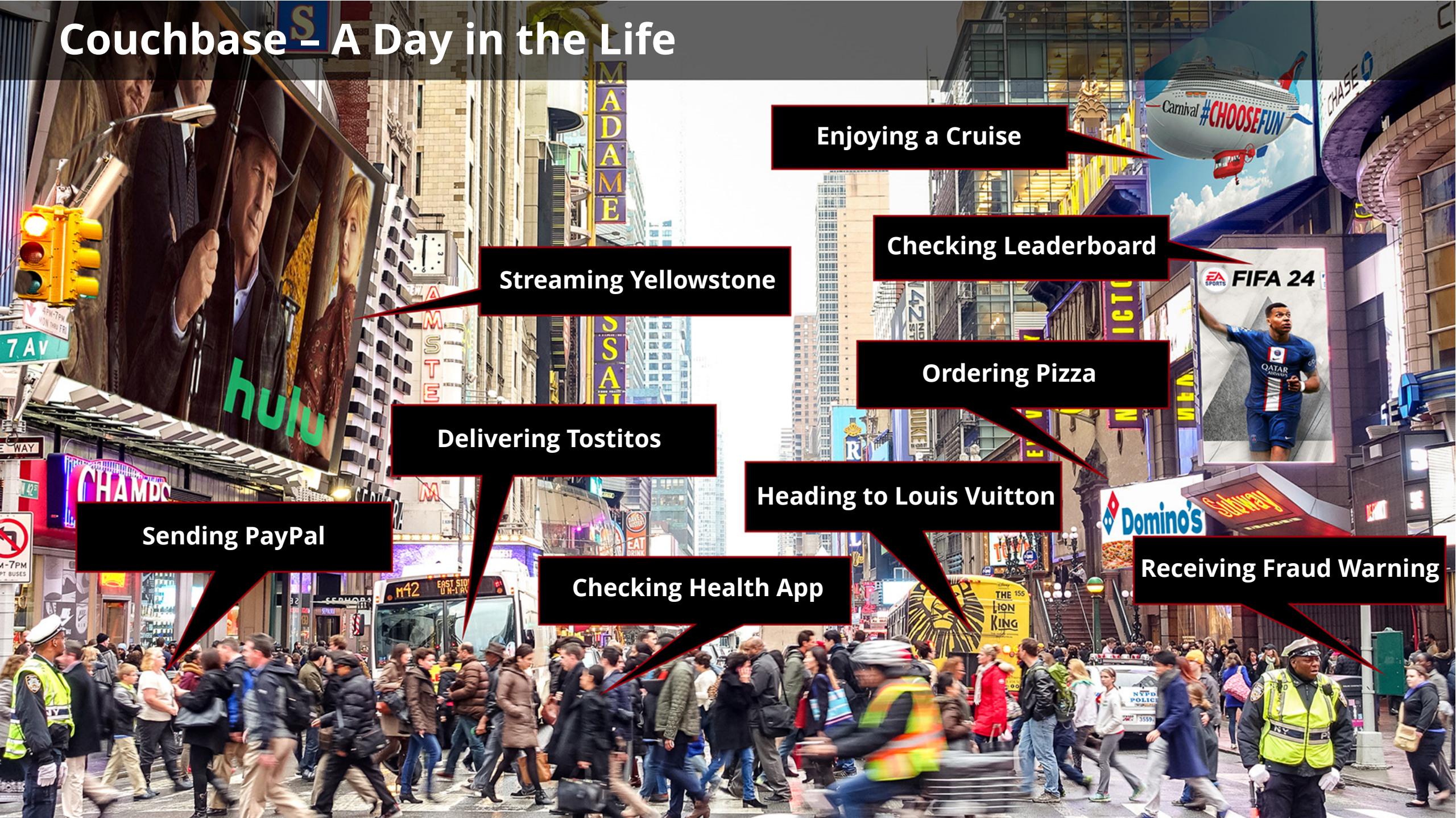
301

Customers > \$100K ARR

44

Customers > \$1M ARR

Couchbase - A Day in the Life



Enjoying a Cruise

Checking Leaderboard

Ordering Pizza

Delivering Tostitos

Heading to Louis Vuitton

Checking Health App

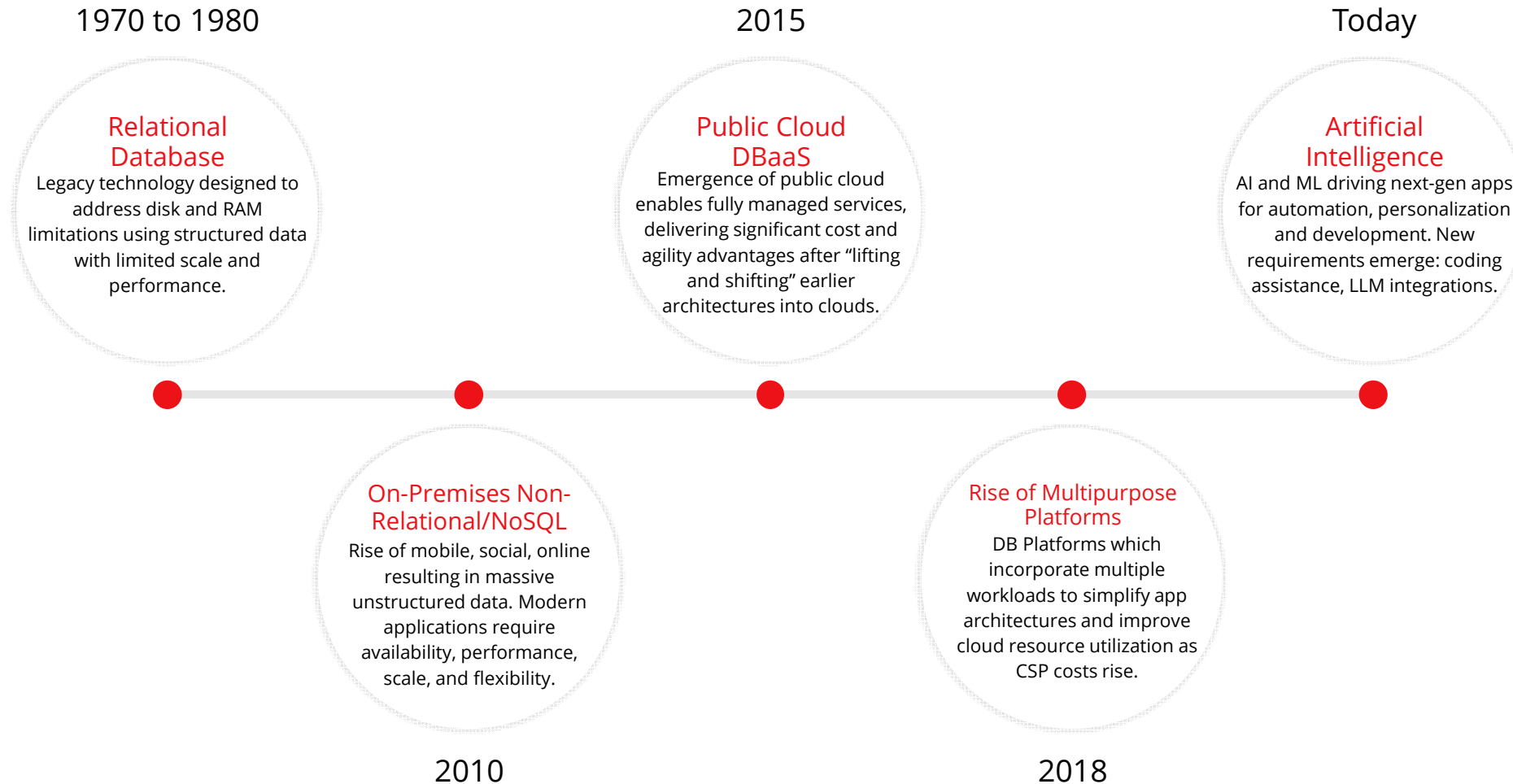
Receiving Fraud Warning

Sending PayPal

Streaming Yellowstone

Market Evolution

Adaptive Applications Driving the Need for Multipurpose Database Platforms



Problems Faced by Customers and Couchbase's Solution

Performance

Databases failing demands for millisecond response



Memory-first speeds



Innovative active-active clustering

Flexibility

Teams lack agility and face increasing complexity



JSON schema flexibility for personalization



Multipurpose resource optimization

Mobile/IoT

Customer doesn't have on-device experiences



Mobile and IoT application sync



Easy as SQL, with transactions, too

Shocking Cloud Costs

Excessive resource consumption caused by antiquated designs

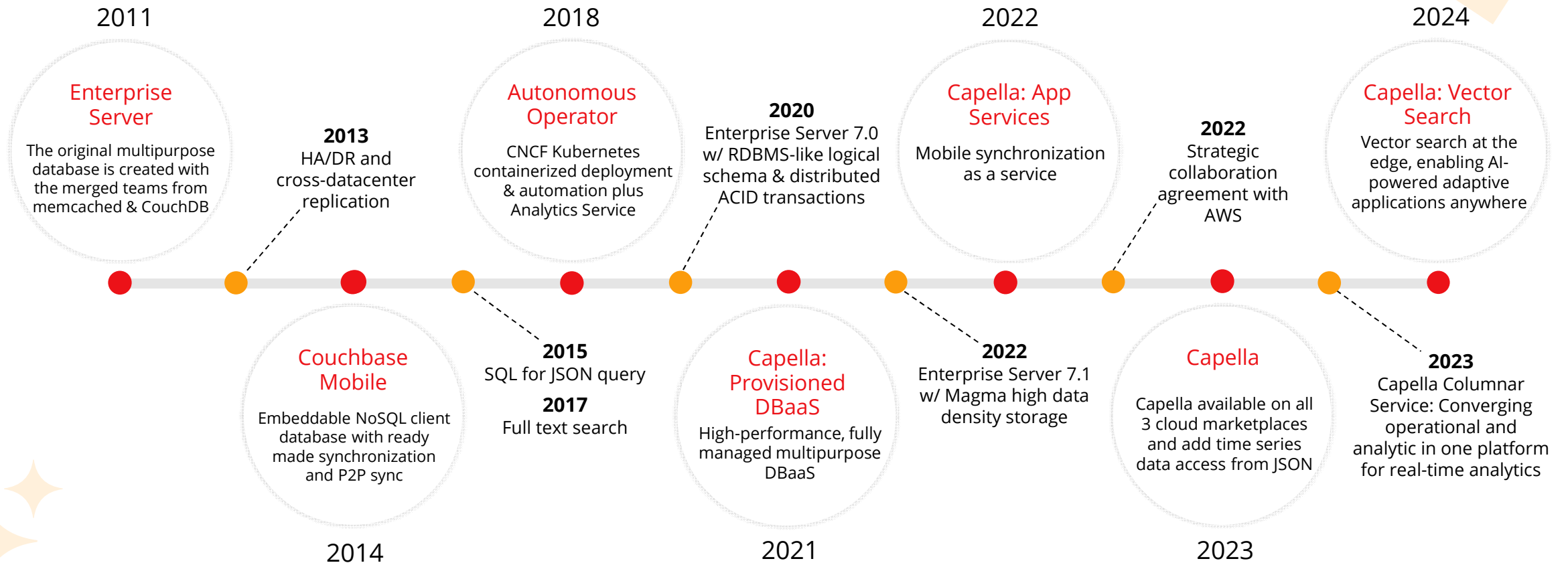


Incredible price/performance



Lower cloud and operating costs

Couchbase Platform History



Couchbase Product Portfolio



Self Managed

Couchbase Enterprise
Extends from cloud to edge



- High performance, highly scalable
- Couchbase Mobile and Sync Gateway
- Deploy anywhere: on-premises, Kubernetes, cloud
- Subscription model



Fully Managed

Couchbase Capella
Couchbase-as-a-service



- Fastest and easiest way to start with Couchbase
- App Services
- Available on the leading public clouds
- Consumption model

Couchbase Capella Database-as-a-Service



More Developer Oriented



Start Small, Grow Faster



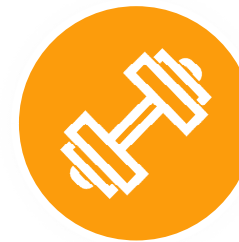
Strong TCO



Faster Deployments



Aligned with CSPs



Strength of Couchbase Platform

Favorable Position in Competitive Landscape

Category

Competitors

Limitations

Legacy: Antiquated

ORACLE



- Rigid, inflexible schemas prevent agility
- Dedicated DBAs required
- Complex per-core licensing

Other NoSQL: Limited



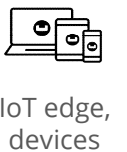
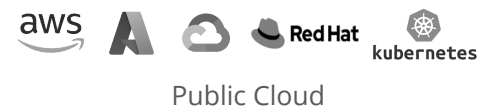
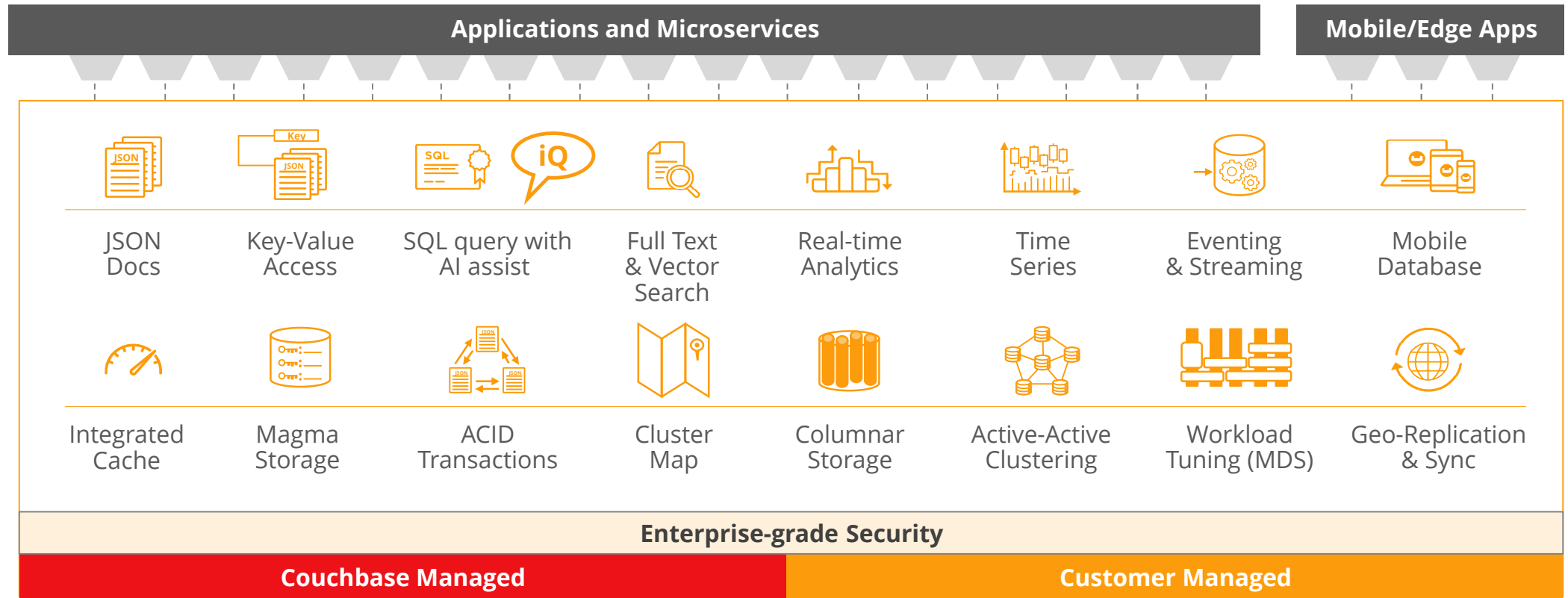
- Insufficient performance at scale
- Lack of SQL++ compatibility
- Complex architectures (i.e., caching)

CSP: Proprietary



- Vendor lock-in
- No offline, edge capabilities
- Expensive, complex architectures

Couchbase's Differentiated Architecture



Fast, Affordable, Versatile, and Easy as SQL

Our Robust Partner Ecosystem Increases Scale and Reach



Cloud Service Providers



Google Cloud



Independent Software Vendors



Global System Integrators



Technology Ecosystem



Why We Win: Couchbase is a Better Value

Incredible price/performance, availability, versatility, and ease of use



Performance, scale, and tunable architecture for millisecond response



Multipurpose access to JSON analytics for operational, analytical and AI-applications



Efficient for Developers; easy as SQL, robust SDKs, and AI automation



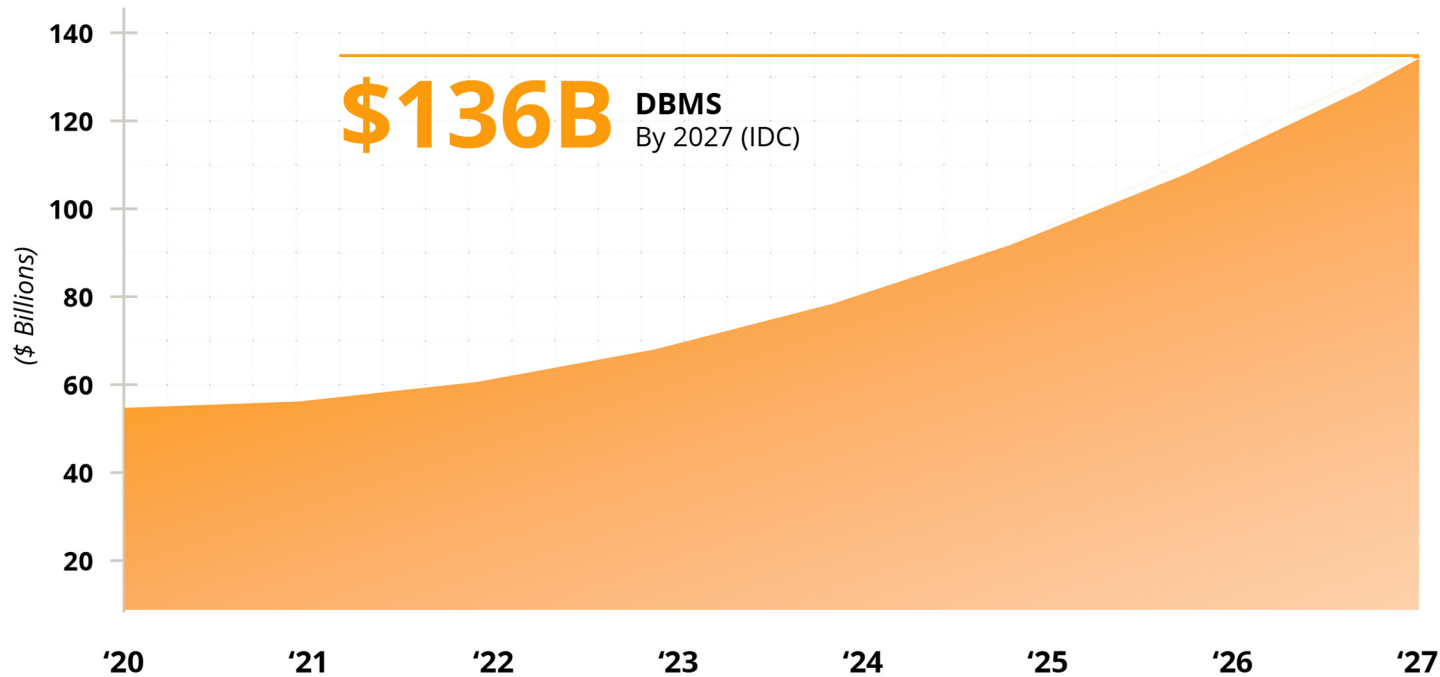
App Services for Mobile & IoT with peer-to-peer sync for great experiences anywhere, all the time



Demonstrably Lower TCO; 55% of surveyed customers cut their infrastructure spend in half *

Our Market is Massive and Transitioning

Worldwide DBMS Software Revenue, 2020-2027



- Core market drivers include high performance and high scalability modern applications
- Aligned to some of the fastest growing DBMS market subsegments of cloud and non-schematic
- AI accelerates further opportunity for high-performance applications

Sources:

IDC, Worldwide Database Management Systems Software Forecast, 2023-2027, IDC #US50719723, June 2023

PLG and Enterprise Sales: Complementary GTM Motions



Self-serve
Trials


Dev
Community



Conversion

**Product
Led Growth**

**Enterprise
Sales**


Proof of
Concept












Adoption


Expansion

Proven Enterprise Solution Chosen by Industry Leaders

Retail & E-Commerce	Travel & Hospitality	Financial Services	Technology & Business Services	Telecom	Media & Entertainment	Gaming	Manufacturing & Utilities
      	     	     	    	     	     	     	     

Experienced Leadership Team

 <p>Matt Cain Chair, President, Chief Executive Officer</p> <p>VERITAS Symantec. CISCO</p>	 <p>Greg Henry Senior Vice President, Chief Financial Officer</p> <p>servicenow GE EY</p>	 <p>Scott Anderson Senior Vice President Cloud, Growth and Business Operations</p> <p>VERITAS Symantec. ORACLE</p>	 <p>Fidelma Butler Senior Vice President, Chief People Officer</p> <p>zendesk realex payments accenture</p>	 <p>Margaret Chow Senior Vice President, Chief Legal Officer</p> <p>MEDALLIA UsableNet Davis Polk</p>	 <p>Gopi Duddi Senior Vice President, Engineering</p> <p>aws IBM Informix</p>	 <p>Julie Irish Chief Information Officer</p> <p>new relic. richrelevance. Harvard Business Publishing</p>	 <p>John Kreisa Senior Vice President, Chief Marketing Officer</p> <p>docker. HORTONWORKS Red Hat</p>	 <p>Matt McDonough Senior Vice President Product and Partners</p> <p>EMC² Symantec. U.S. ARMY</p>	 <p>Huw Owen Senior Vice President, Chief Revenue Officer</p> <p>VERITAS Symantec Lenovo</p>
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Couchbase Values

Be a good human, *always.*

Act with uncompromising integrity, *period.*

Service your family, *as defined by you.*

Attack hard problems, *driven by consumer outcomes.*

Play to win, *together.*

Make tomorrow better than today, *start now.*

Our Best Days Are Ahead



Strong Foundation

- Well established model
- Best in class gross margins
- Strong net retention rate



Capella Inflection

- Growth accelerator
- Faster time to monetization
- Delivers developer agility



Future Leverage

- Driving efficiency in the model
- FCF profitability
- Aligned to AI requirements

Financials

>



We Focus on ARR and RPO



Annual Recurring Revenue (ARR)

Why it matters:

Best represents our recurring subscription business

What is and isn't included:

- Non-cloud ARR based on annualization of recurring revenue and Cloud ARR based on annualization of the prior 90 days of actual consumption*
- Committed revenue with contract start dates within 12 months from a reporting period
- Service, training and non-recurring engagements

Remaining Performance Obligations (RPO)

Why it matters:

Represents total business recorded, but not yet revenue recognized

What is and isn't included:

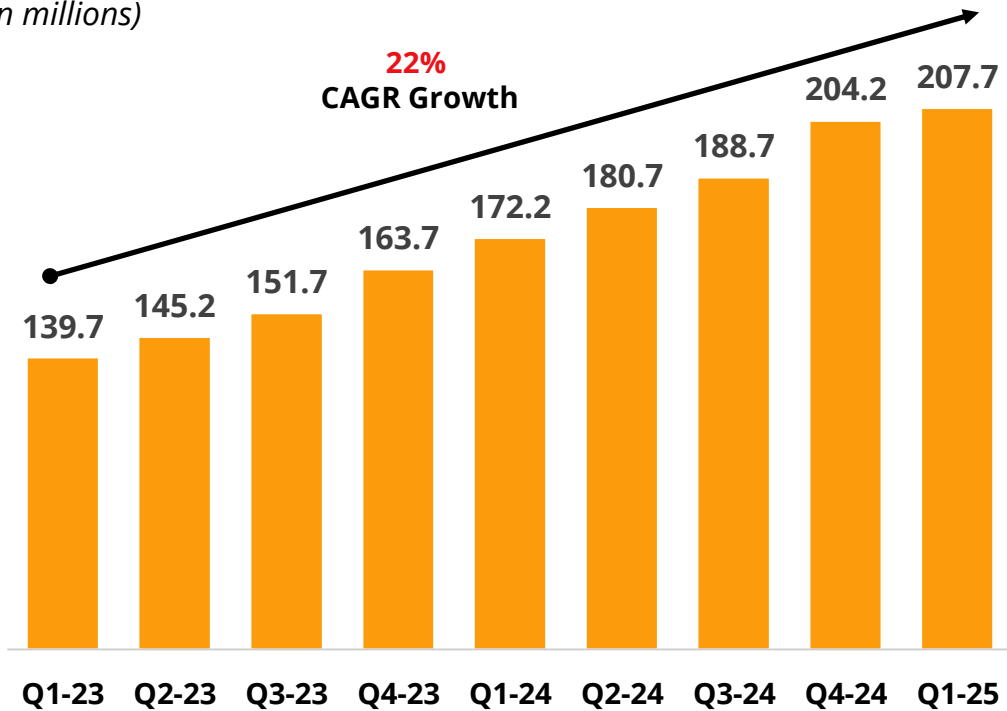
- Subscription and services obligations which have yet to be revenue recognized
- On-demand arrangements billed in arrears



Annual Recurring Revenue

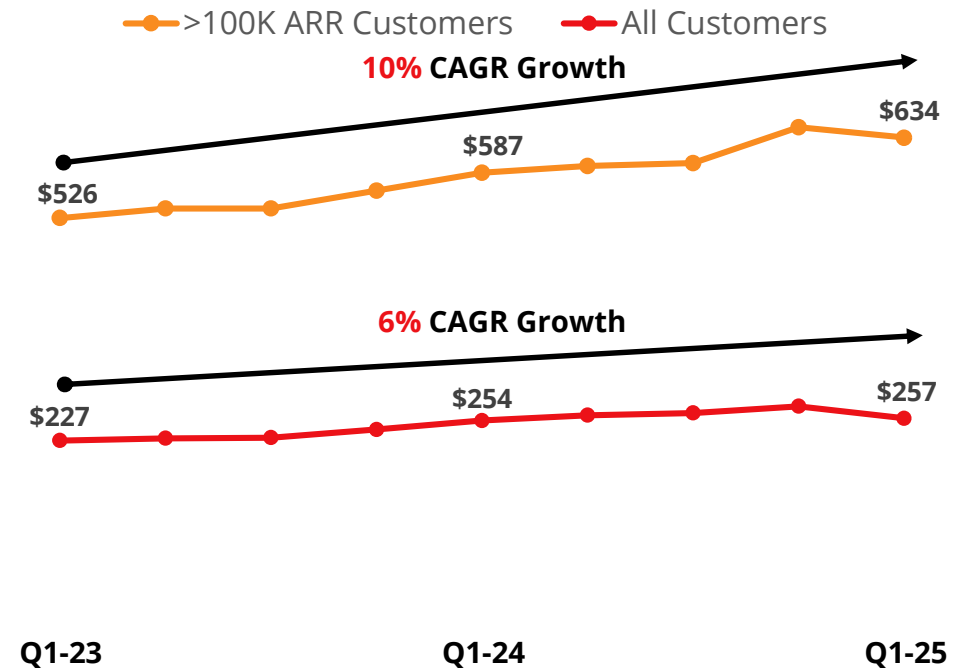
ARR*

(\$ in millions)

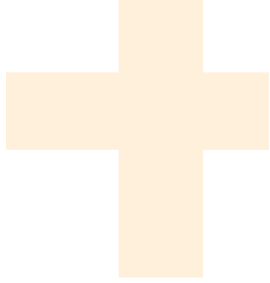


ARR Per Customer

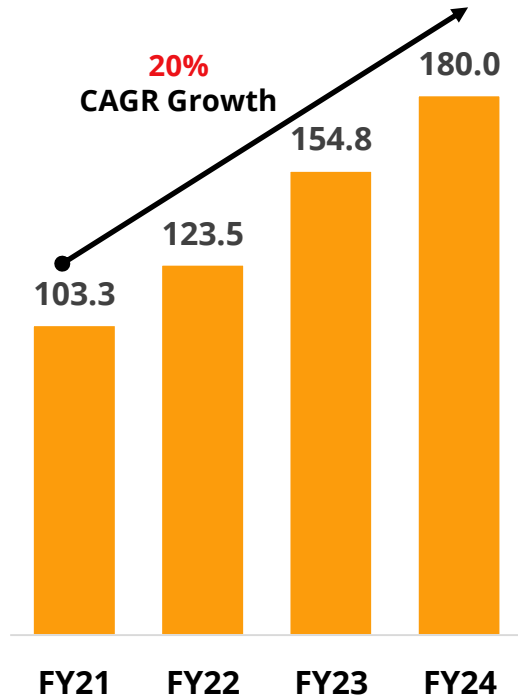
(\$ in '000)



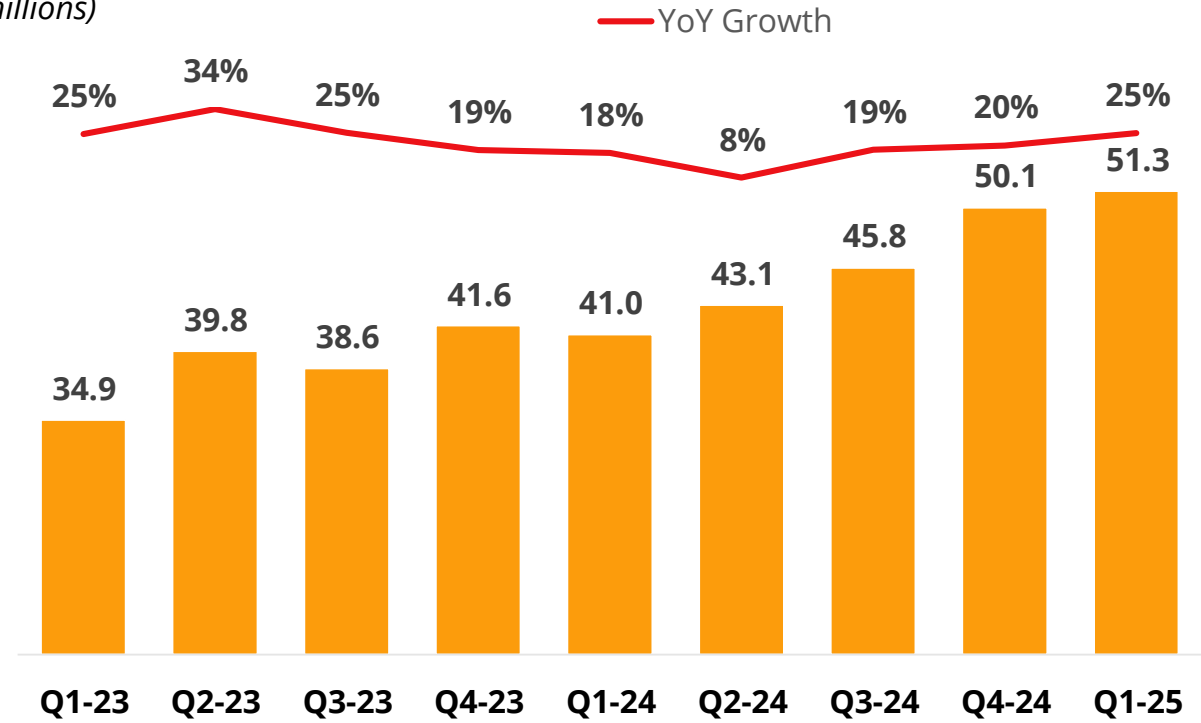
Revenue



Annual Revenue (\$ in millions)



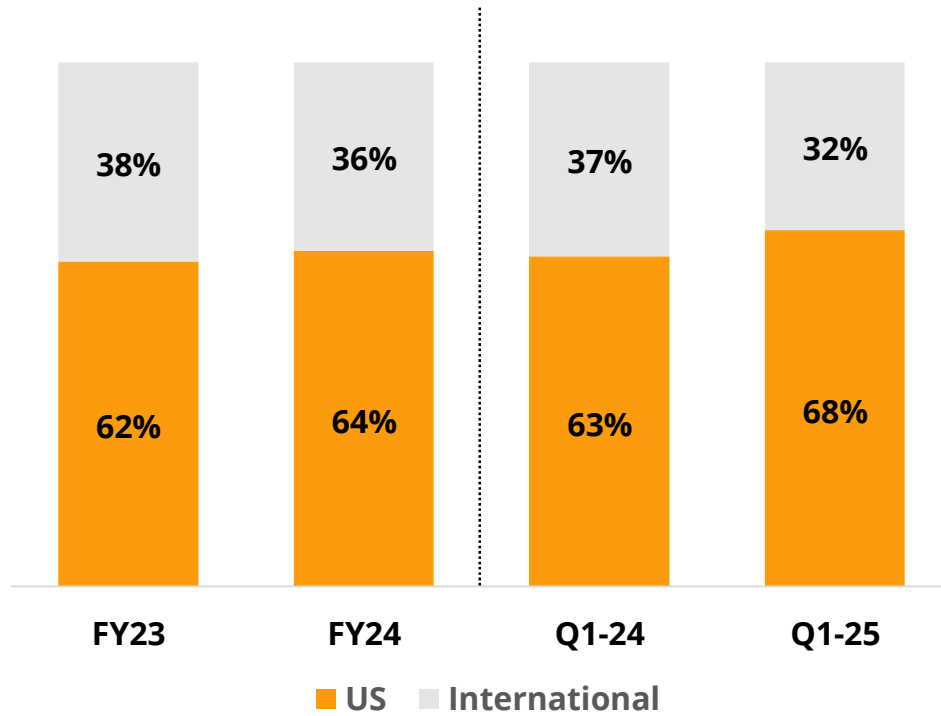
Quarterly Revenue (\$ in millions)



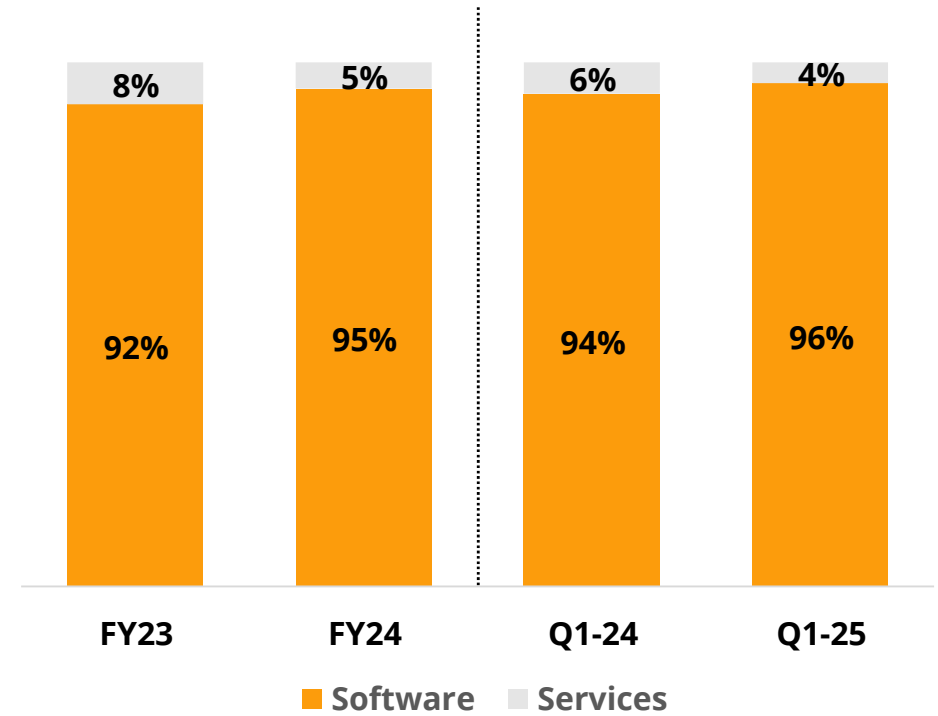
Revenue Mix



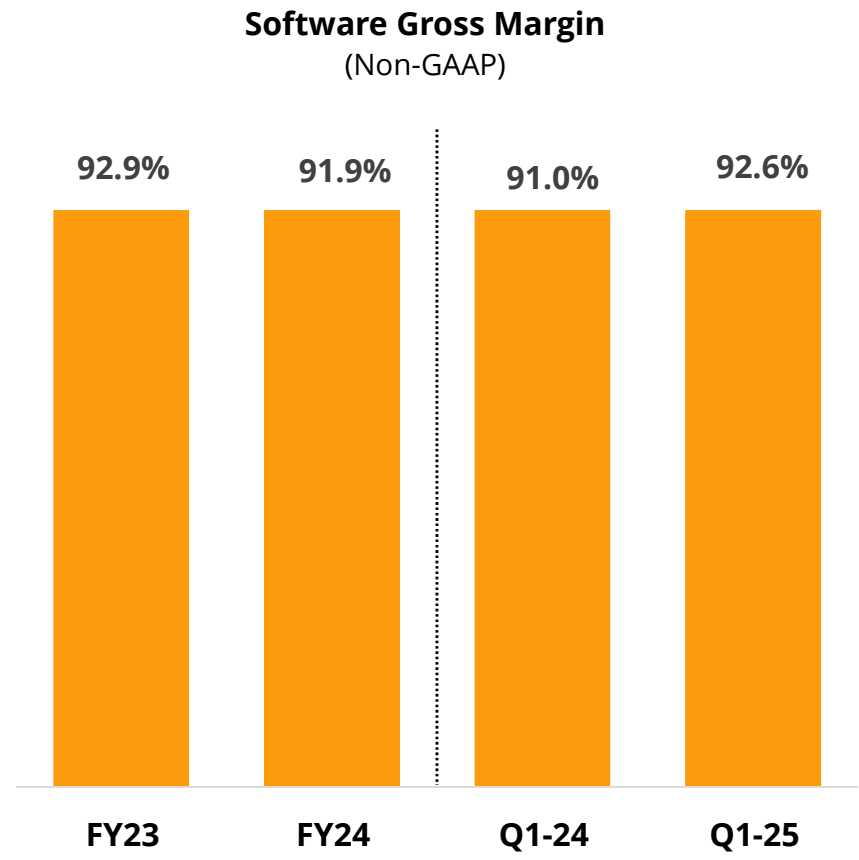
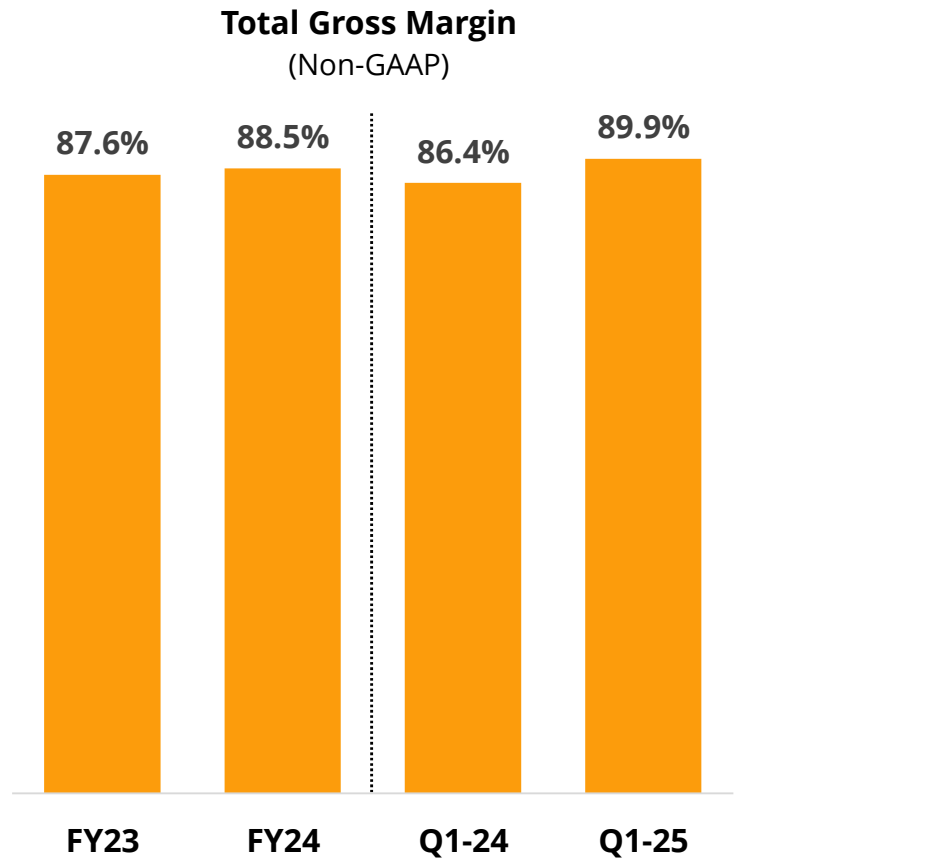
Revenue Mix by Geography



Revenue Mix



Gross Margin



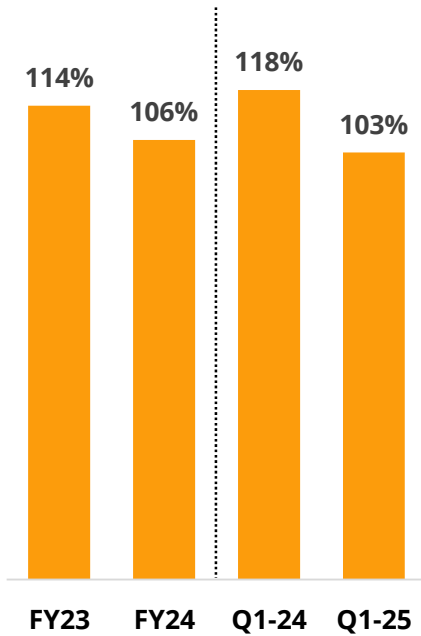
Margin Drivers

-  Strong enterprise model
-  Hosted SaaS offering

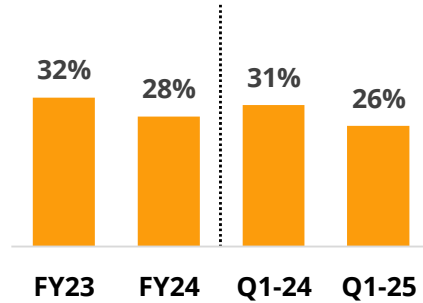
Operating Expenses



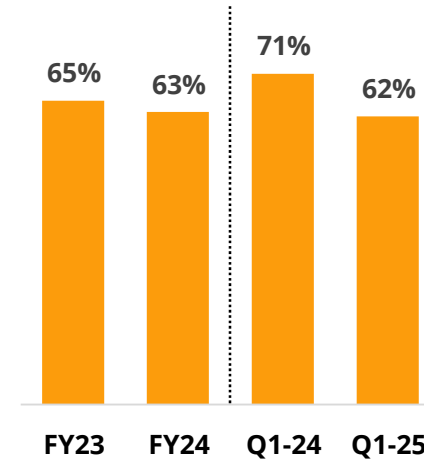
**Total Opex as %
of Revenue**
(Non-GAAP)



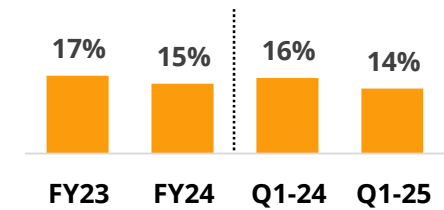
**R&D as %
of Revenue**
(Non-GAAP)



**S&M as %
of Revenue**
(Non-GAAP)



**G&A as %
of Revenue**
(Non-GAAP)



Couchbase's Future Is Incredibly Exciting

	<u>FY24 Actuals</u>	<u>Guidance*</u>			<u>Medium Term</u>	<u>Drivers</u>
		<u>2Q25</u>	<u>FY25</u>			
ARR	\$204.2	\$214.0	\$238.0		20%+	Capella
Revenue	\$180.0	\$51.0	\$206.5		20%+	Capella
Gross Margin [^] %	89%	n/a	n/a		~80%	Scale and Operating Efficiencies
S&M [^]	63%	n/a	n/a		38-40%	PLG and Telemetry
R&D [^]	28%	n/a	n/a		20-22%	Focused Product Innovation
G&A [^]	15%	n/a	n/a		9-11%	Scale and Automation
Operating Income [^]	(\$31.3)	(\$5.2)	(\$24.0)		++	++
FCF [^]	(\$31.6)	n/a	n/a		++	++

We Expect to Deliver 20%+ Growth, Positive FCF FY26 and Non-GAAP Op Inc FY27



Appendix

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GAAP to Non-GAAP

January 31 Fiscal Year End

(\$'000)	FY22	FY23	FY24	Q1'24	Q1'25
GAAP					
Cost of subscription revenue	\$8,529	\$10,762	\$14,647	\$3,673	\$3,957
Cost of services revenue	\$6,252	\$9,497	\$7,435	\$2,249	\$1,725
GAAP Gross Profit	\$108,761	\$134,565	\$157,955	\$35,074	\$45,645
GAAP Gross Margin %	88.0%	86.9%	87.7%	85.6%	88.9%
Non-GAAP Adjustments:					
SBC Expense & Payroll Tax on Stock Transactions					
Cost of subscription revenue	\$196	\$569	\$814	\$200	\$316
Cost of services revenue	\$196	\$440	\$569	\$148	\$161
Non-GAAP					
Cost of subscription revenue	\$8,333	\$10,193	\$13,833	\$3,473	\$3,641
Cost of services revenue	\$6,056	\$9,057	\$6,866	\$2,101	\$1,564
Non-GAAP Gross Profit	\$109,153	\$135,574	\$159,338	\$35,422	\$46,122
Non-GAAP subscription margin %	93%	93%	92%	91%	93%
Non-GAAP services margin %	17%	24%	19%	14%	32%
Non-GAAP Gross Margin %	88.4%	87.6%	88.5%	86.4%	89.9%

(\$'000)	FY22	FY23	FY24	Q1'24	Q1'25
GAAP					
S&M	\$89,372	\$111,067	\$130,558	\$32,553	\$37,755
R&D	\$51,639	\$57,760	\$64,069	\$15,383	\$17,847
G&A	\$24,008	\$33,390	\$42,663	\$9,625	\$12,583
Restructuring	-	\$1,663	\$46	\$46	-
Impairment on Capitalized Internal-Use Software	-	-	\$5,156	-	-
GAAP Operating Loss	(\$56,258)	(\$69,315)	(\$84,537)	(\$22,533)	(\$22,540)
GAAP Operating Margin %	-45.5%	-44.8%	-47.0%	-55.0%	-43.9%
Non-GAAP Adjustments:					
SBC Expense & Payroll Tax on Stock Transactions					
S&M	\$3,968	\$9,720	\$16,925	\$3,361	\$5,905
R&D	\$3,343	\$8,102	\$13,531	\$2,876	\$4,302
G&A	\$3,047	\$7,496	\$16,187	\$2,957	\$5,159
Restructuring	-	\$1,663	\$46	\$46	-
Impairment on Capitalized Internal-Use Software	-	-	\$5,156	-	-
Non-GAAP					
S&M	\$85,404	\$101,347	\$113,633	\$29,192	\$31,850
S&M % of Rev	69%	65%	63%	71%	62%
R&D	\$48,296	\$49,658	\$50,538	\$12,507	\$13,545
R&D % of Rev	39%	32%	28%	31%	26%
G&A	\$20,961	\$25,894	\$26,476	\$6,668	\$7,424
G&A % of Rev	17%	17%	15%	16%	14%
Total Non-GAAP Operating expenses	\$154,661	\$176,899	\$190,648	\$48,367	\$52,819
Non-GAAP Operating Loss	(\$45,508)	(\$41,325)	(\$31,309)	(\$12,945)	(\$6,697)
Non-GAAP Operating Margin %	-36.8%	-26.7%	-17.4%	-31.6%	-13.0%