



# Investor Presentation

Third Quarter Fiscal 2025

**DECEMBER 3, 2024**

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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 expenses, 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.**

# Q3-25 Financial Highlights

## Category Leadership



**\$220M / 16%**

ARR / YoY ARR growth\*

**12%**

YoY subscription revenue growth

## Predictable Model



**90%+**

Subscription revenue

**115%+**

Dollar-based NRR

## Strong Customer Base



**903**

Total customers

**30% F100**

Significant enterprise contribution

## Capella



**33%**

% of total customers

**15.1%**

% of total ARR

## Scalable Business Model



**88%**

Non-GAAP gross margin

**\$244k**

ARR per customer

## Land and Expand



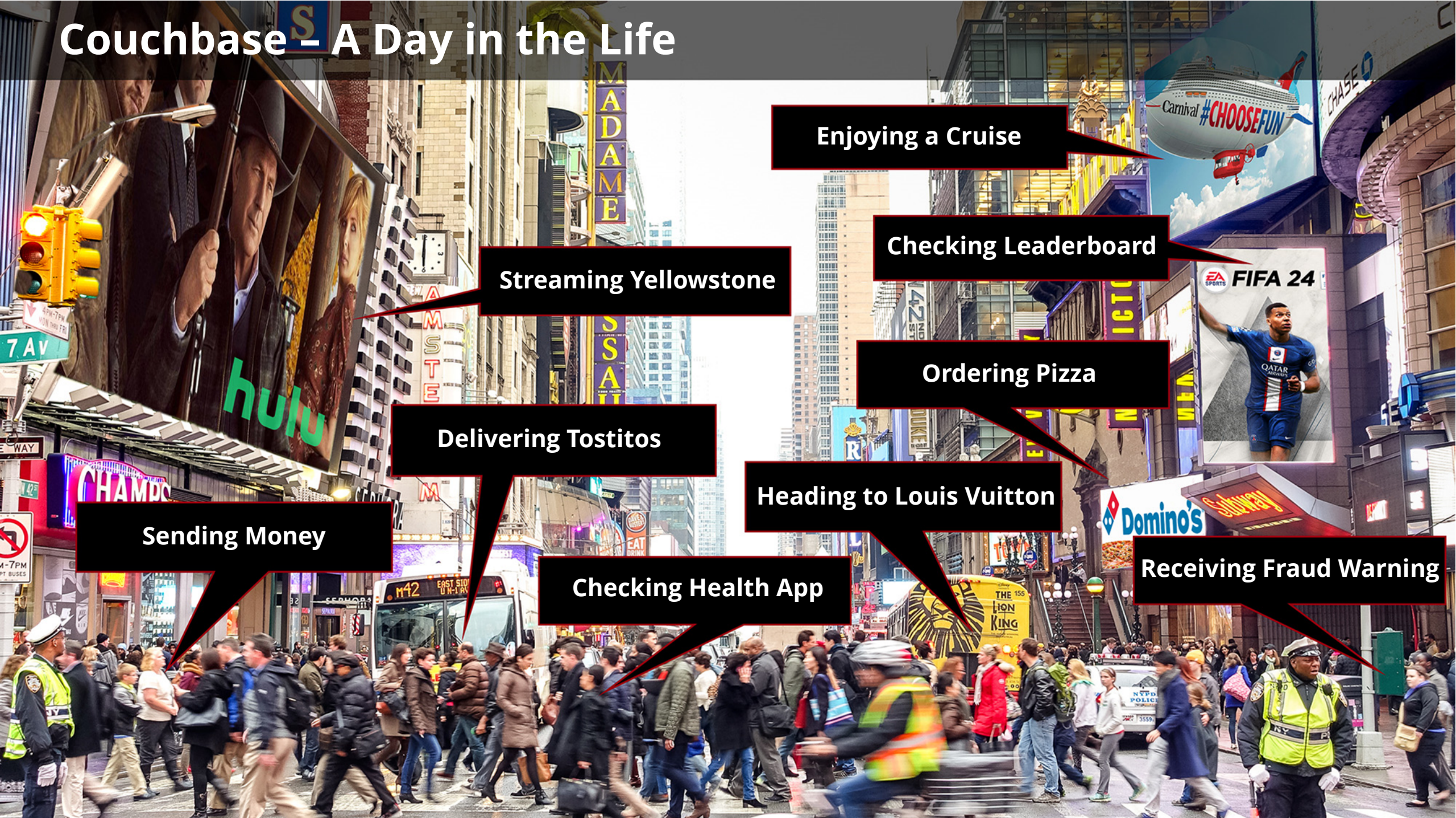
**302**

Customers > \$100K ARR

**46**

Customers > \$1M ARR

# Couchbase - A Day in the Life



Enjoying a Cruise

Checking Leaderboard

Streaming Yellowstone

Ordering Pizza

Delivering Tostitos

Heading to Louis Vuitton

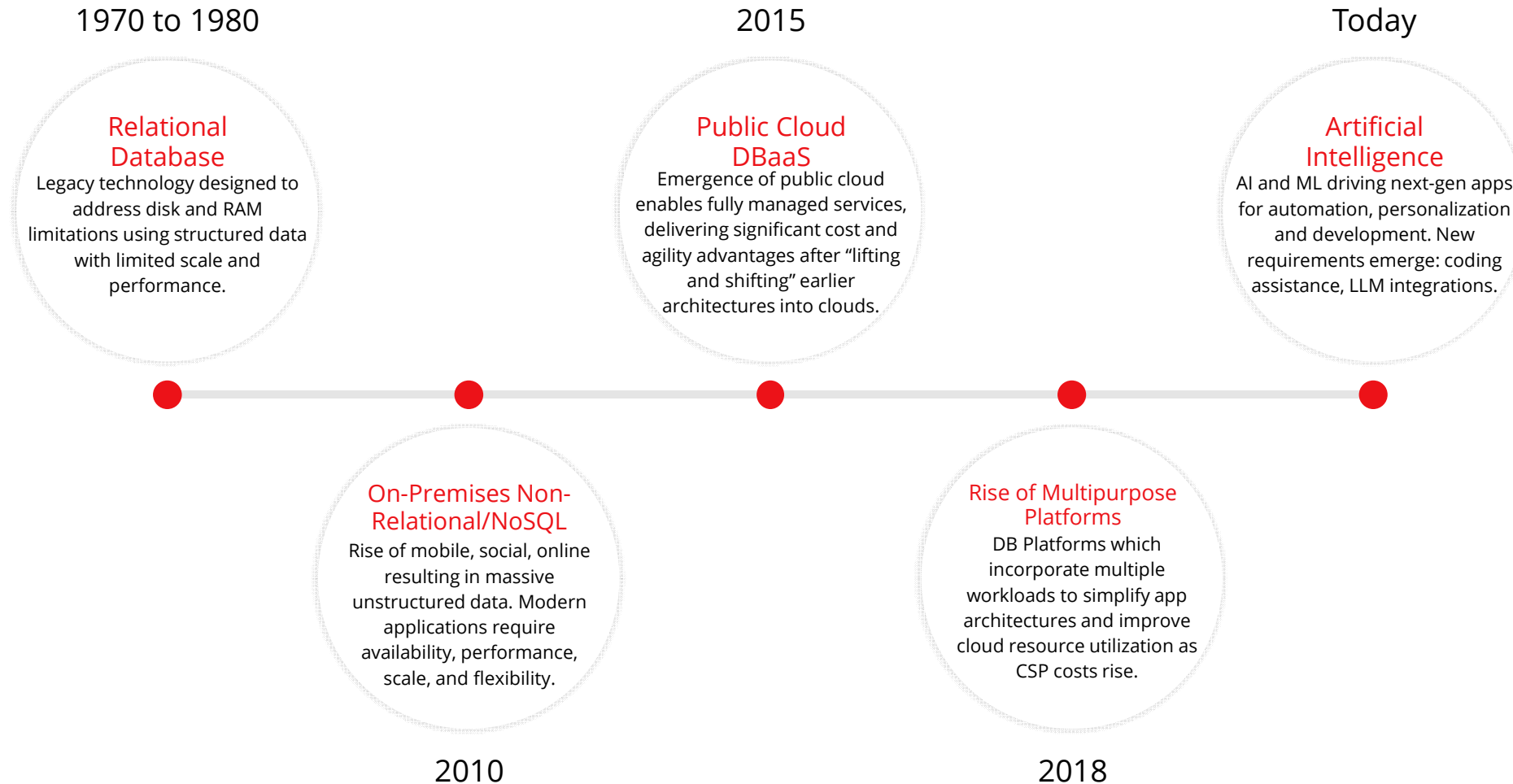
Sending Money

Checking Health App

Receiving Fraud Warning

# 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



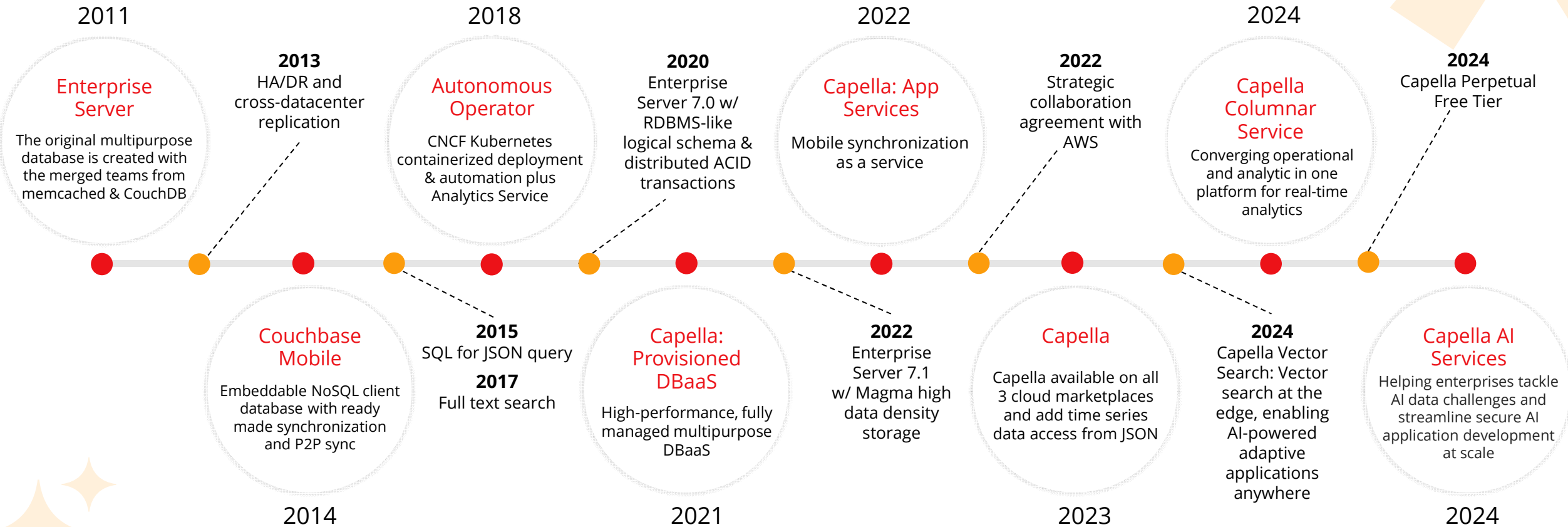
Incredible price/performance



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**



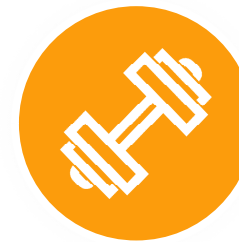
**Strong TCO**



**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



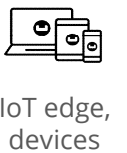
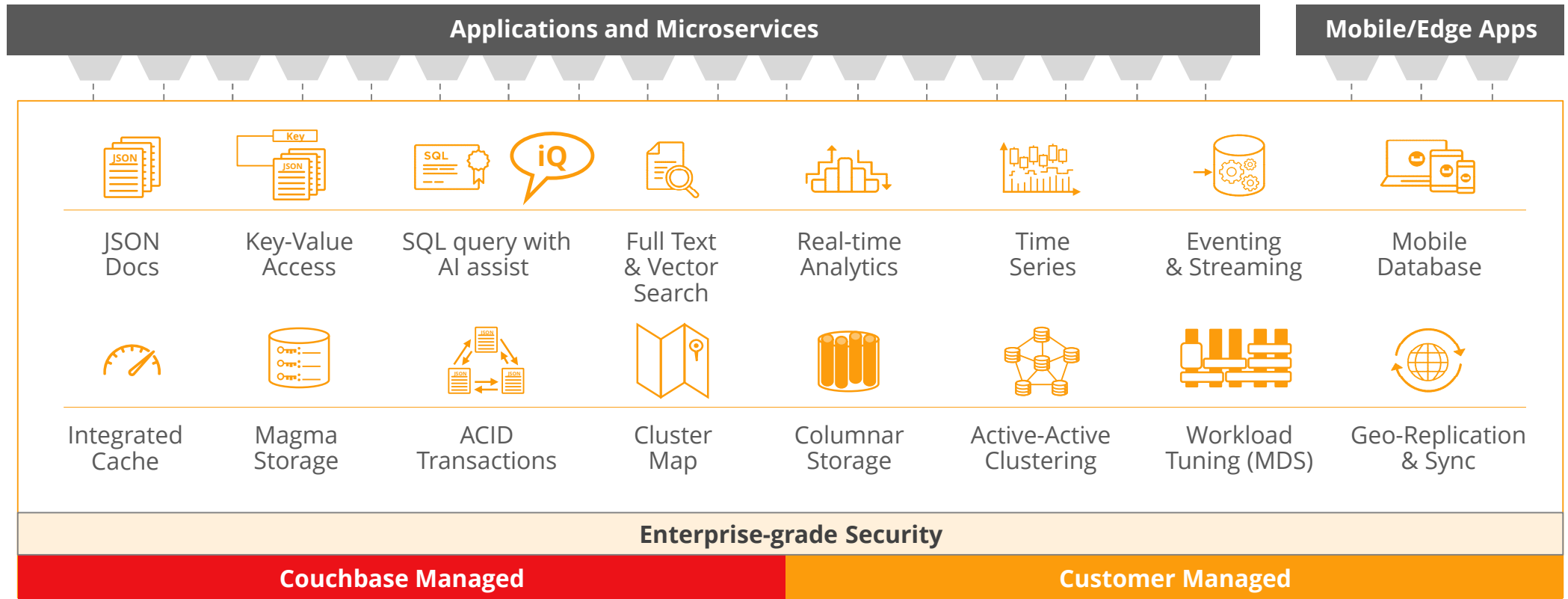
- Insufficient performance at scale
- Lack of SQL++ compatibility
- Complex architectures (i.e., caching)

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

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Google Cloud



## Independent Software Vendors

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## Global System Integrators

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## Technology Ecosystem

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# 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



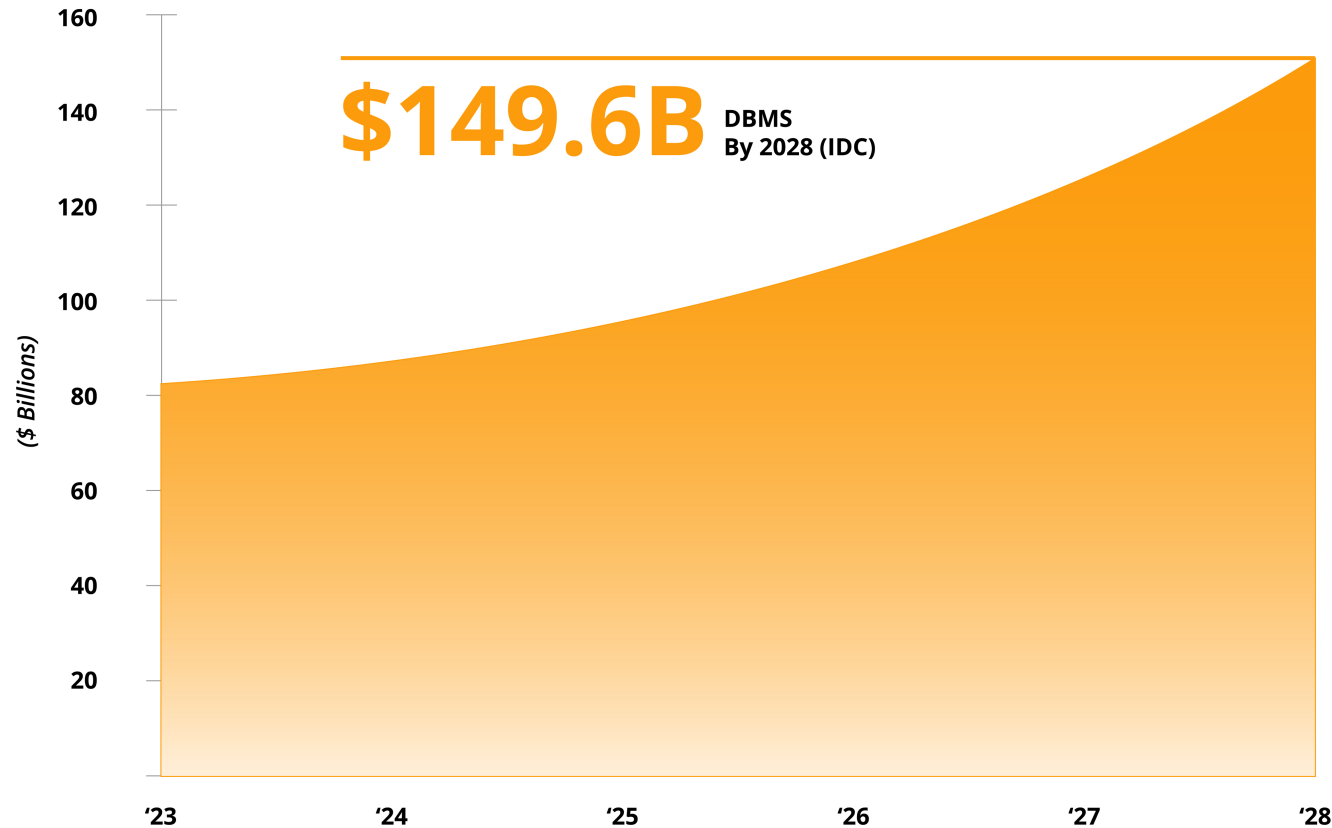
**App Services for Mobile & IoT** with peer-to-peer sync for great experiences anywhere, all the time



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

# Our Market is Massive and Transitioning

Worldwide DBMS Software Revenue, 2023 - 2028



Sources:

IDC, Worldwide Database Management  
Systems Software Forecast, 2024–2028,  
IDC #US52383224, July 2024

- 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













# PLG and Enterprise Sales: Complementary GTM Motions



# 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><b>Matt Cain</b> Chair, President, Chief Executive Officer</p> <p>VERITAS Symantec. CISCO</p>	 <p><b>Greg Henry</b> Senior Vice President, Chief Financial Officer</p> <p>servicenow GE EY</p>	 <p><b>Scott Anderson</b> Senior Vice President, Cloud, Growth and Business Operations</p> <p>VERITAS Symantec. ORACLE</p>	 <p><b>Fidelma Butler</b> Senior Vice President, Chief People Officer</p> <p>zendesk realex payments accenture</p>	 <p><b>Margaret Chow</b> Senior Vice President, Chief Legal Officer</p> <p>MEDALLIA UsableNet Davis Polk</p>	 <p><b>Gopi Duddi</b> Senior Vice President, Engineering</p> <p>aws IBM Informix</p>	 <p><b>Josh Harbert</b> Senior Vice President, Chief Marketing Officer</p> <p>Delphix TANIUM. APPTIO</p>	 <p><b>Julie Irish</b> Senior Vice President, Chief Information Officer</p> <p>new relic. richrelevance. Harvard Business Publishing</p>	 <p><b>Matt McDonough</b> Senior Vice President, Product and Partners</p> <p>EMC<sup>2</sup> Symantec. U.S. ARMY</p>	 <p><b>Huw Owen</b> 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

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# We Focus on ARR and RPO



## Annual Recurring Revenue (ARR)

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### 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)

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### Why it matters:

Represents total business recorded, but not yet revenue recognized

### What is and isn't included:

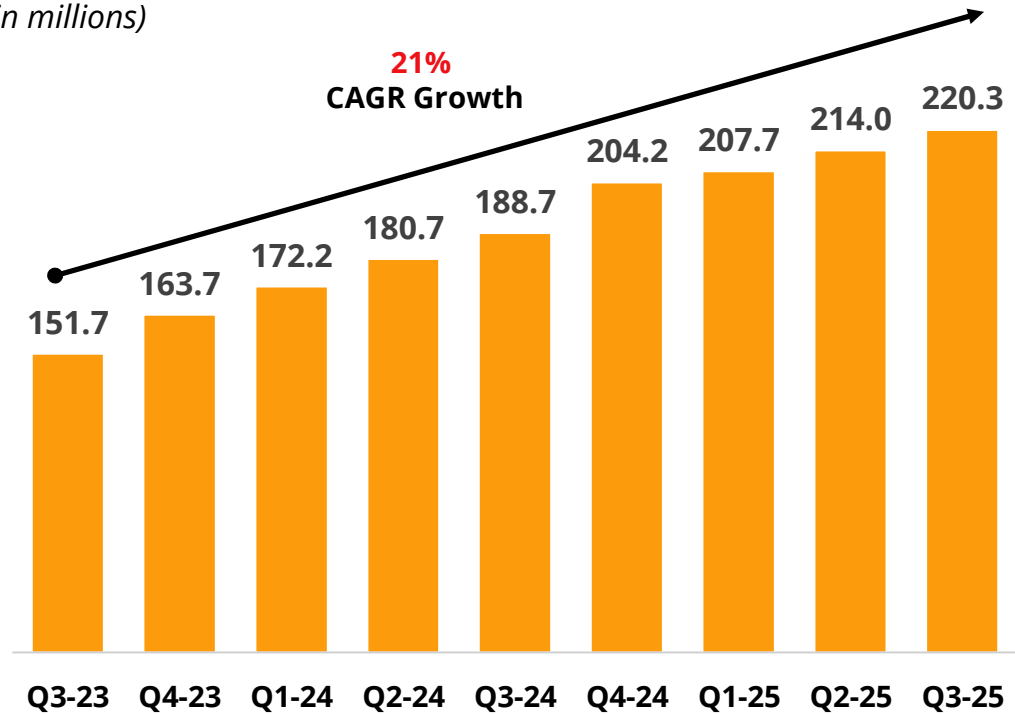
- Subscription and services obligations which have yet to be revenue recognized
- On-demand arrangements billed in arrears



# Annual Recurring Revenue

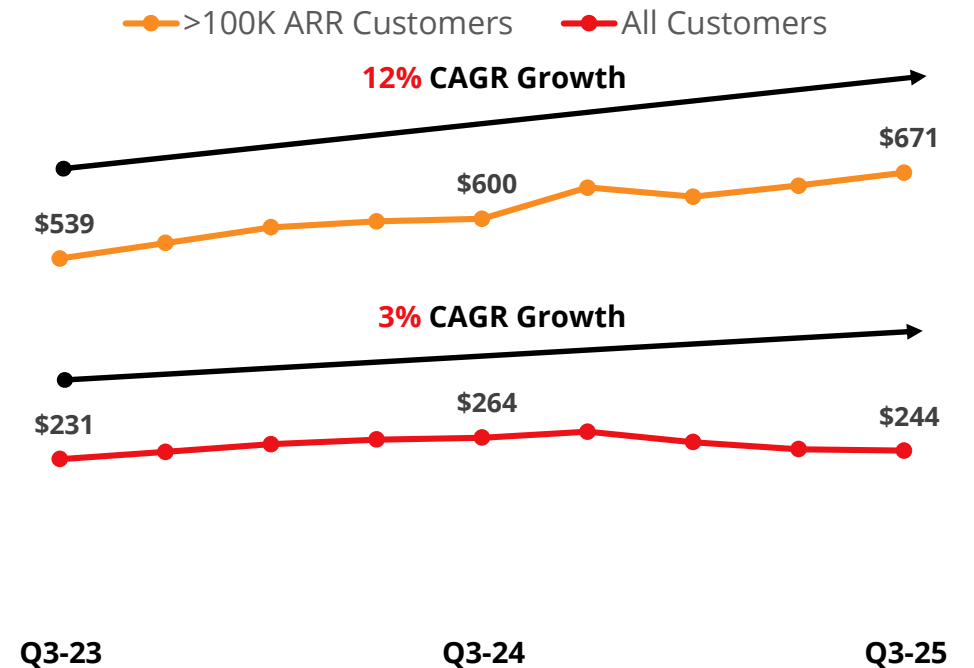
## ARR\*

(\$ in millions)



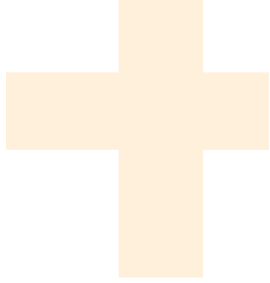
## ARR Per Customer

(\$ in '000)

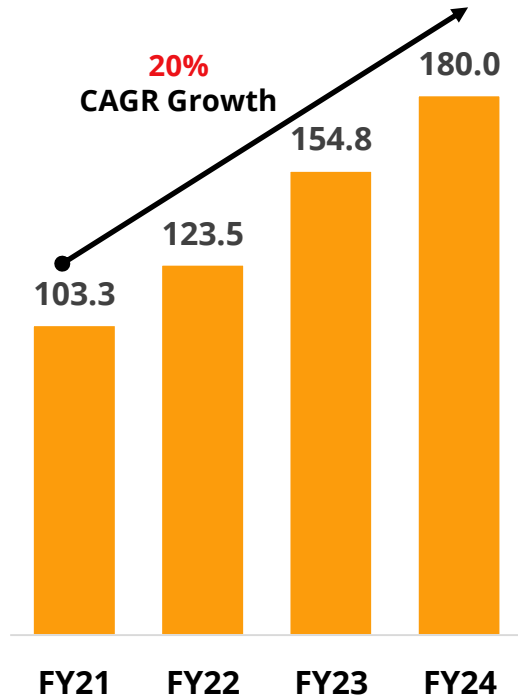




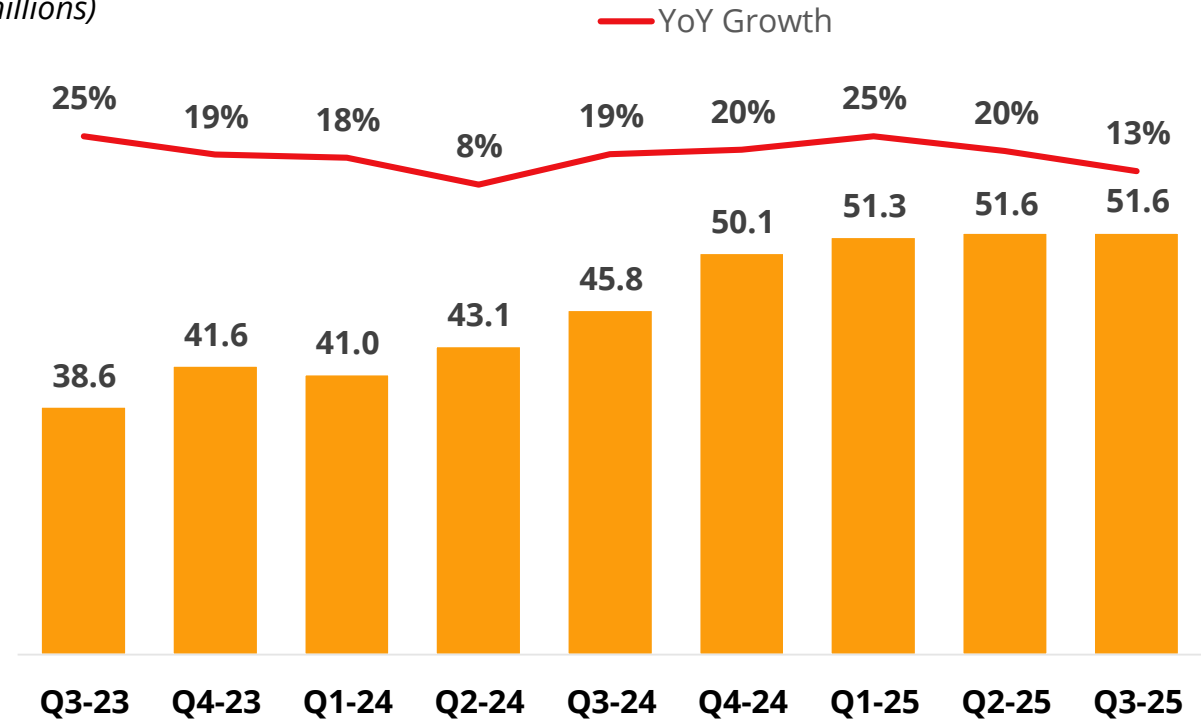
# Revenue



## Annual Revenue (\$ in millions)



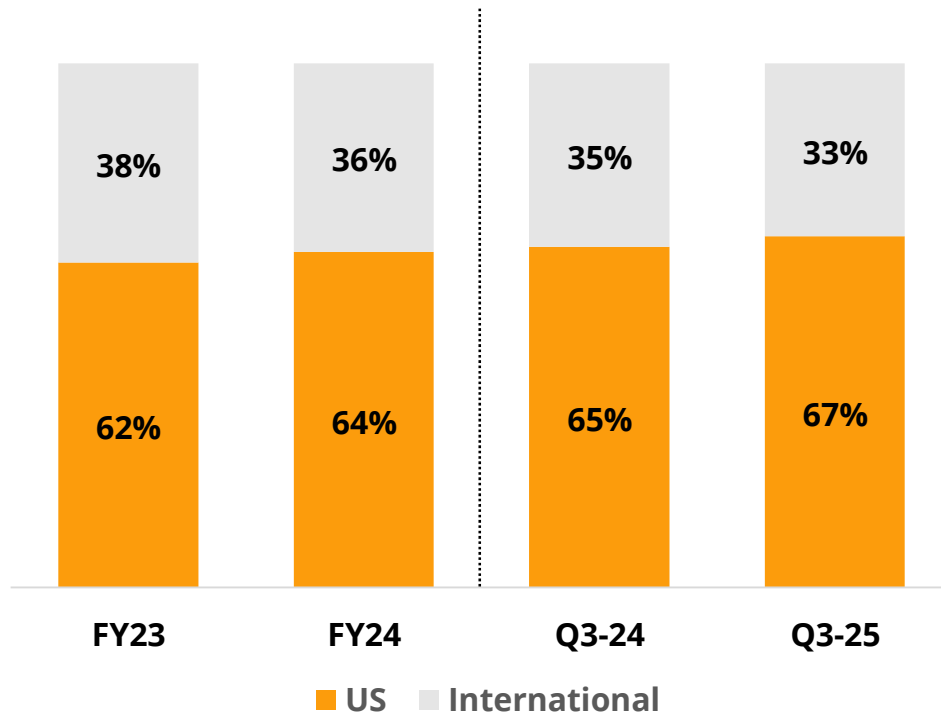
## Quarterly Revenue (\$ in millions)



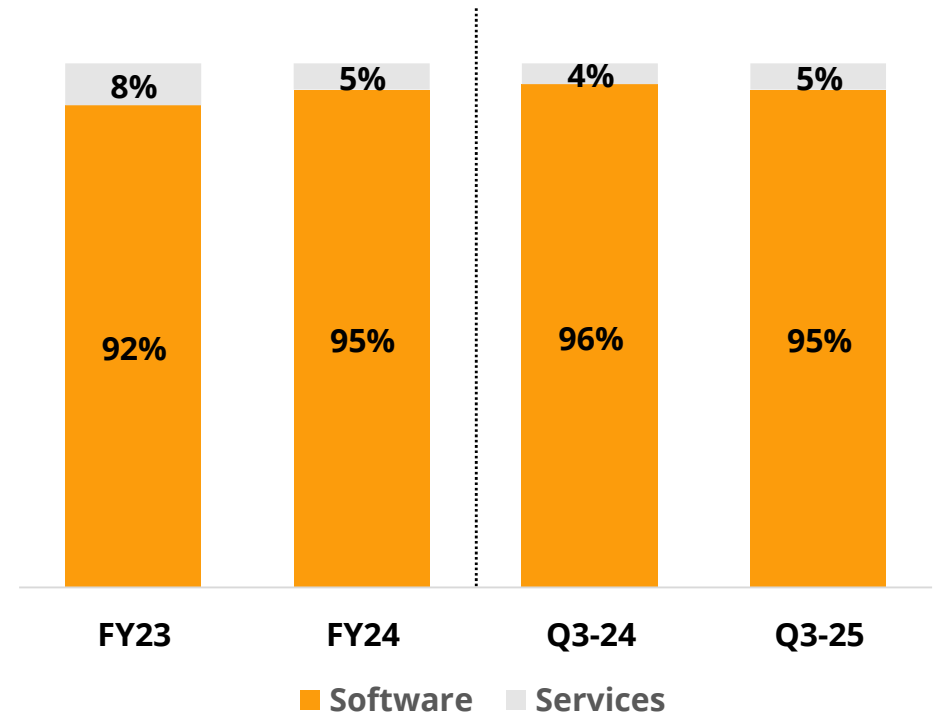
# Revenue Mix



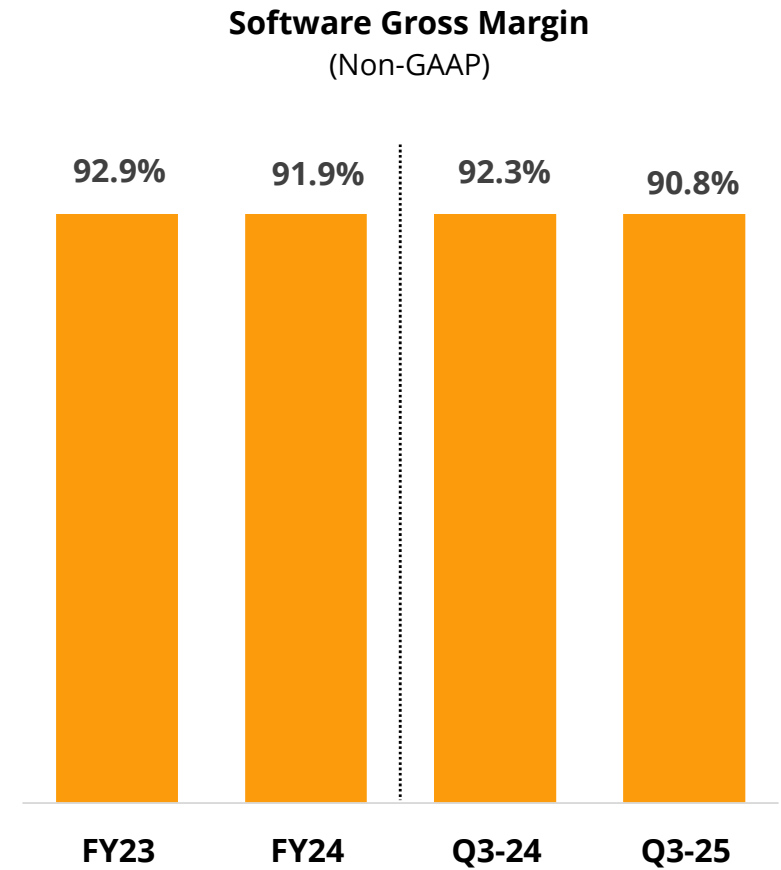
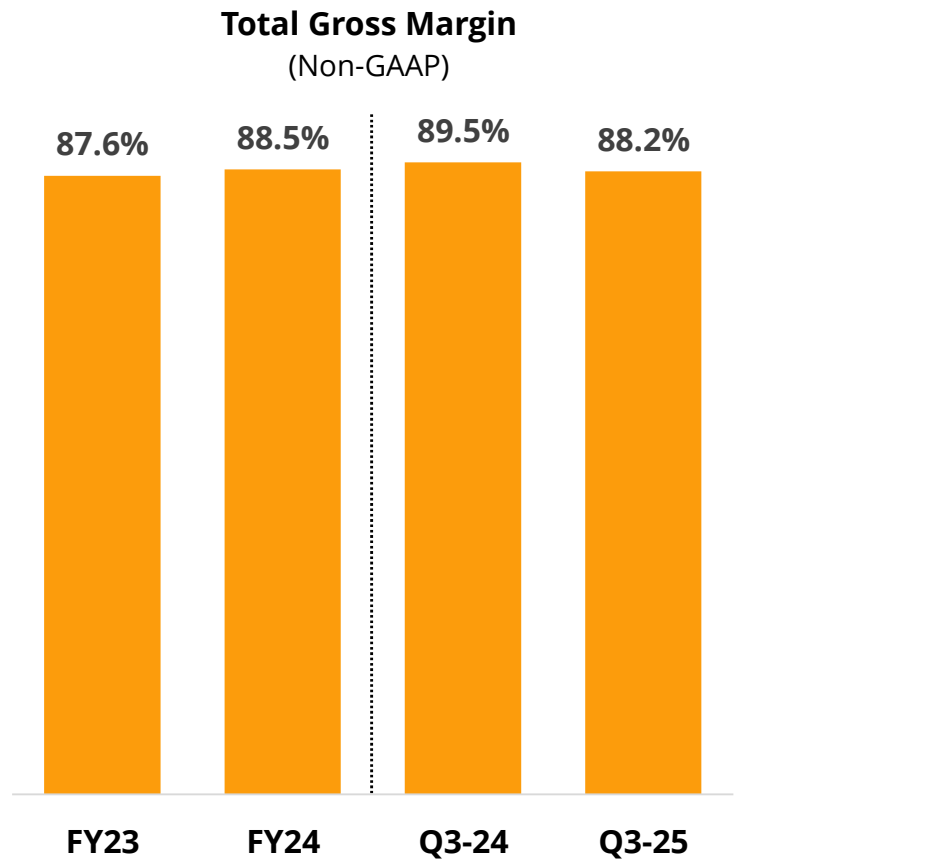
### Revenue Mix by Geography



### Revenue Mix



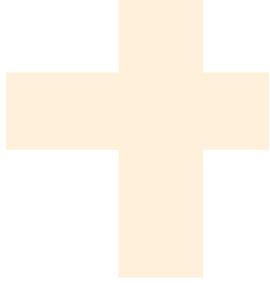
# Gross Margin



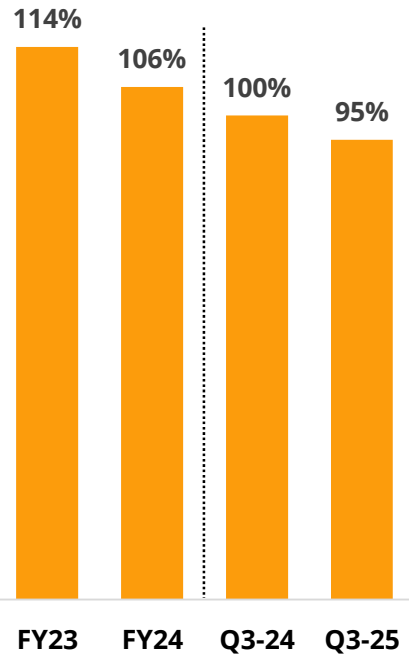
## Margin Drivers

-  Strong enterprise model
-  Hosted SaaS offering

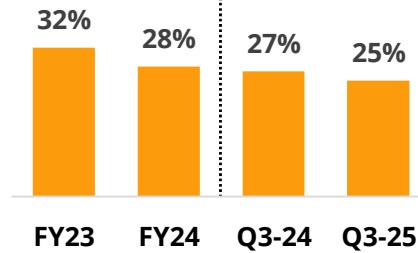
# Operating Expenses



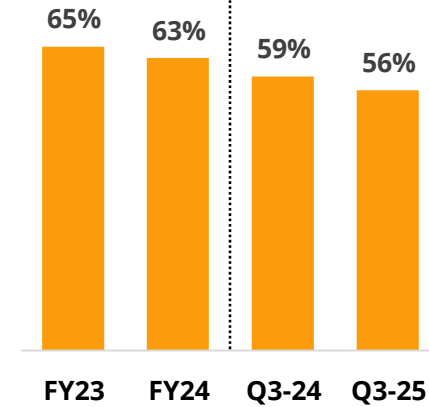
**Total Opex as %  
of Revenue**  
(Non-GAAP)



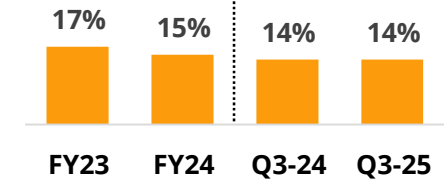
**R&D as %  
of Revenue**  
(Non-GAAP)



**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>4Q25</u>	<u>FY25</u>	<u>Medium Term</u>	<u>Drivers</u>
ARR	\$204.2	\$238.0	\$238.0	20%+	Capella
Revenue	\$180.0	\$53.1	\$207.6	20%+	Capella
Gross Margin <sup>^</sup> %	89%	n/a	n/a	~80%	Scale and Operating Efficiencies
S&M <sup>^</sup>	63%	n/a	n/a	38-40%	PLG and Telemetry
R&D <sup>^</sup>	28%	n/a	n/a	20-22%	Focused Product Innovation
G&A <sup>^</sup>	15%	n/a	n/a	9-11%	Scale and Automation
Operating Income <sup>^</sup>	(\$31.3)	(\$5.2)	(\$19.5)	++	++
FCF <sup>^</sup>	(\$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	Q3'24	Q3'25
<b>GAAP</b>					
Cost of subscription revenue	\$8,529	\$10,762	\$14,647	\$3,549	\$4,866
Cost of services revenue	\$6,252	\$9,497	\$7,435	\$1,562	\$1,690
GAAP Gross Profit	\$108,761	\$134,565	\$157,955	\$40,702	\$45,072
GAAP Gross Margin %	88.0%	86.9%	87.7%	88.8%	87.3%
<b>Non-GAAP Adjustments:</b>					
SBC Expense & Payroll Tax on Stock Transactions					
Cost of subscription revenue	\$196	\$569	\$814	\$173	\$331
Cost of services revenue	\$196	\$440	\$569	\$131	\$113
<b>Non-GAAP</b>					
Cost of subscription revenue	\$8,333	\$10,193	\$13,833	\$3,376	\$4,535
Cost of services revenue	\$6,056	\$9,057	\$6,866	\$1,431	\$1,577
Non-GAAP Gross Profit	\$109,153	\$135,574	\$159,338	\$41,006	\$45,516
Non-GAAP subscription margin %	93%	93%	92%	92%	91%
Non-GAAP services margin %	17%	24%	19%	21%	32%
Non-GAAP Gross Margin %	88.4%	87.6%	88.5%	89.5%	88.2%

(\$'000)	FY22	FY23	FY24	Q3'24	Q3'25
<b>GAAP</b>					
S&M	\$89,372	\$111,067	\$130,558	\$31,602	\$34,196
R&D	\$51,639	\$57,760	\$64,069	\$15,903	\$17,486
G&A	\$24,008	\$33,390	\$42,663	\$10,739	\$12,624
Restructuring	-	\$1,663	\$46	-	-
Impairment on Capitalized Internal-Use Software	-	-	\$5,156	-	-
GAAP Operating Loss	(\$56,258)	(\$69,315)	(\$84,537)	(\$17,542)	(\$19,234)
GAAP Operating Margin %	-45.5%	-44.8%	-47.0%	-38.3%	-37.3%
<b>Non-GAAP Adjustments:</b>					
SBC Expense & Payroll Tax on Stock Transactions					
S&M	\$3,968	\$9,720	\$16,925	\$4,515	\$5,517
R&D	\$3,343	\$8,102	\$13,531	\$3,315	\$4,603
G&A	\$3,047	\$7,496	\$16,187	\$4,378	\$5,191
Restructuring	-	\$1,663	\$46	-	-
Impairment on Capitalized Internal-Use Software	-	-	\$5,156	-	-
<b>Non-GAAP</b>					
S&M	\$85,404	\$101,347	\$113,633	\$27,087	\$28,679
S&M % of Rev	69%	65%	63%	59%	56%
R&D	\$48,296	\$49,658	\$50,538	\$12,588	\$12,883
R&D % of Rev	39%	32%	28%	27%	25%
G&A	\$20,961	\$25,894	\$26,476	\$6,361	\$7,433
G&A % of Rev	17%	17%	15%	14%	14%
Total Non-GAAP Operating expenses	\$154,661	\$176,899	\$190,648	\$46,036	\$48,995
Non-GAAP Operating Loss	(\$45,508)	(\$41,325)	(\$31,309)	(\$5,030)	(\$3,479)
Non-GAAP Operating Margin %	-36.8%	-26.7%	-17.4%	-11.0%	-6.7%