



Balfour Capital Group MongoDB, Inc.

MongoDB builds a developer data platform centered on its general-purpose document database. The flagship cloud service, MongoDB Atlas (managed on AWS/Azure/GCP), accounted for ~70% of FY2025 revenue; self-managed MongoDB Enterprise Advanced and professional services make up the balance. Total FY2025 revenue was \$2.006B, with ~97% from subscriptions.

1. Top 5 Competitors

- Amazon DynamoDB (AWS)
- Azure Cosmos DB (Microsoft)
- Google Cloud Firestore/Bigtable
- Couchbase (Capella)
- Redis (Redis Enterprise)

These vendors are consistently cited by buyer guides/peer-review sites tracking cloud DB alternatives and usage trends.

2. Largest Institutional Shareholders

Vanguard Group; BlackRock; FIL Ltd (Fidelity); JPMorgan; (others among the largest include Point72, State Street/Geode, Morgan Stanley). Sources aggregating latest filings list Vanguard and BlackRock as the top two holders by shares.

3. Management Team

- Dev Ittycheria – President & CEO
- Mike Berry – Chief Financial Officer (appointed effective May 27, 2025)
- Cedric Pech – President, Field Operations
- Paul Capombassis – Chief Revenue Officer
- Jim Scharf – Chief Technology Officer
- Sahir Azam – Chief Product Officer

(See company leadership + CFO appointment PR for details.)



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4. Revenue

FY2025 (year ended Jan 31, 2025): \$2.006B total revenue (subscriptions \$1.944B; services \$62.6M). Atlas represented ~70% of total revenue.

5. Institutions with Buy Recommendations:

Morgan Stanley (Overweight; PT raised to \$325), Goldman Sachs (Buy; PT to \$325), DA Davidson (Buy; PT to \$325), Scotiabank (Sector Outperform/Buy; PT to \$280), William Blair (Outperform), Piper Sandler (Overweight).

6. Analyst Sentiment Summary

Most trackers show a positive skew: MarketBeat shows a "Moderate Buy" (~27 Buy / 10 Hold) consensus; TipRanks shows "Strong Buy" (~26 Buy / 8 Hold).

7. Insider Buying and Selling (Last 24 Months)

- Pattern: Predominantly scheduled sales under Rule 10b5-1; no notable open-market insider purchases reported in the past 12 months by major trackers.
- Examples:
 - – CEO Dev Ittycheria – multiple sales (e.g., 8,335 sh on Jan 17, 2025; 8,335 sh on Jan 28, 2025; 3,747 sh on Jul 2, 2025; additional sale Jul 28, 2025), generally pursuant to plans.
 - – Director & Co-founder Dwight A. Merriman – repeated small sales (e.g., 1,000 sh on Jul 22, 2025).
 - – Chief Accounting Officer Thomas Bull – sale of 2,000 sh on Jul 31, 2025 (\$500k).