MARIADB INVESTOR PRESENTATION

February 21, 2023

MariaDB

Forward-looking Statements and Disclaimers

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As a result of a number of known and unknown risks and uncertainties, our actual results, condition, or performance may be materially different from those expressed or implied by these forward-looking statements. Some factors that could cause actual results to differ include: (a) our ability to continue as a going concern and to secure additional financing needed to meet short-term and long-term liquidity needs; (b) our ability to compete in an increasingly competitive environment (including in the relational database market, which may not continue to grow as expected); (c) our ability to retain and recruit qualified personnel, including officers (including a chief financial officer), directors and other key personnel (including those with public company experience); (d) our ability to expand, acquire and integrate technologies, personnel, and other assets (including those related to the acquisition of CubeWerx and Sector 42 by Legacy MariaDB and the cloud-related business); (e) our ability to retain existing customers and their business and attract additional customers and business; (f) intellectual property, information technology and privacy requirements that may subject us to unanticipated liabilities; (g) our ability to realize the anticipated benefits of the Business Combination, which may be affected by, among other things, competition, and our ability to manage our operations, including potential growth and expansion of our business operations (including in the cloud) and buildings out controls, effectively; (h) any regulatory actions or litigation relating to the Business Combination; (i) our ability to maintain the listing of our Ordinary Shares, Public Warrants or other securities on the NYSE; (j) the effects of the ongoing coronavirus (COVID-19) pandemic or other infectious diseases, health epidemics, pandemics, and natural disasters on our business; and (k) other risks and uncertainties indicated from time to time in our SEC filings, such as on Forms 10-Q and 10-K, including those under “Risk Factors” therein, and other documents filed or to be filed with the SEC by us, which you should review and consider.

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AGENDA

- MariaDB Use Cases
- Award-Winning Technology
- Addressable Market
- Triple Attack Strategy
- Financials

MARIADB USE CASE: DBS

50%+ of mission critical apps migrated from Oracle in less than one year: less downtime, more happy customers, $4.1M annual savings.

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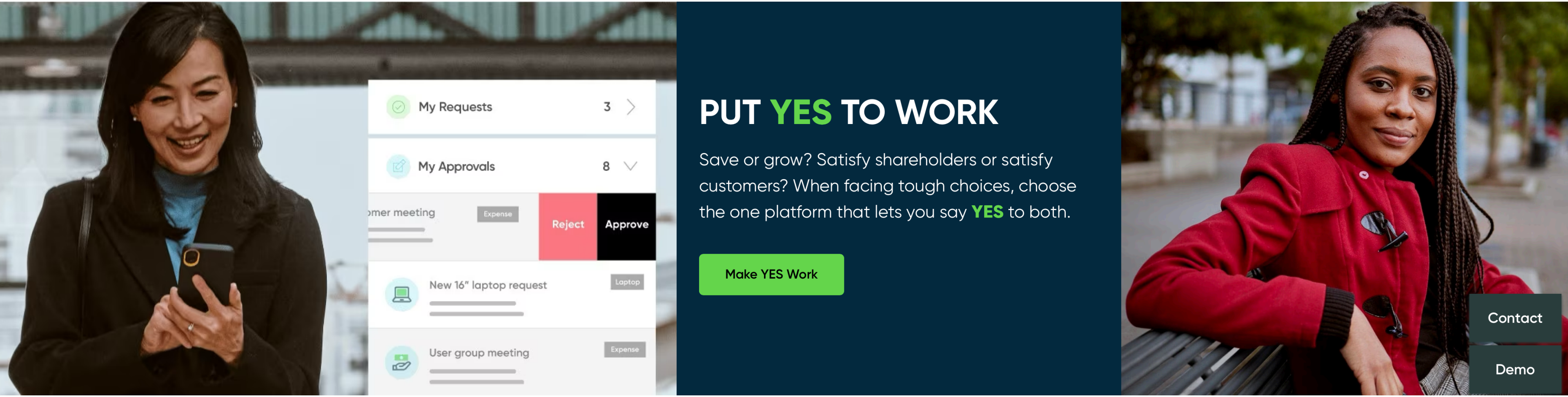
MARIADB USE CASE: SAMSUNG

Replaced an in-house solution with Xpand to manage one billion Android phones accessing the Samsung Cloud.
10+ Billion requests/day.

MARIADB USE CASE: ServiceNow



More than 200,000 MariaDB databases deployed to power the ServiceNow cloud. 25+ Billion queries per hour.

BLUE-CHIP CUSTOMER BASE

650+ Customers[1]

(1) As of 02/01/2023

AWARDS AND INDUSTRY RECOGNITION
SkySQL Cloud and Xpand Distributed SQL

2023 DEVIES Data Storage and Management Award

2022 Gold Stevie Award

2022 **MariaDB Xpand**
Technology of the Year Award Winner
InfoWorld

2021 Best Cloud Database
DBTA Readers' Choice Awards

2021 **MariaDB SkySQL**
Technology of the Year Award Winner
InfoWorld

2021 Google Cloud Customer Award

Unstoppable Performance

RELATIONAL DATABASES RUN THE DATA-DRIVEN WORLD

eCommerce

Payment

Banking

Relational Databases

70%

of Total Database Market[1]

Telecom

Gaming

SaaS

(1) Source: IDC, “Worldwide Database Management Systems Software Forecast Update, 2022-2026: Breakout by Submarket”, #US49582822, August 2022

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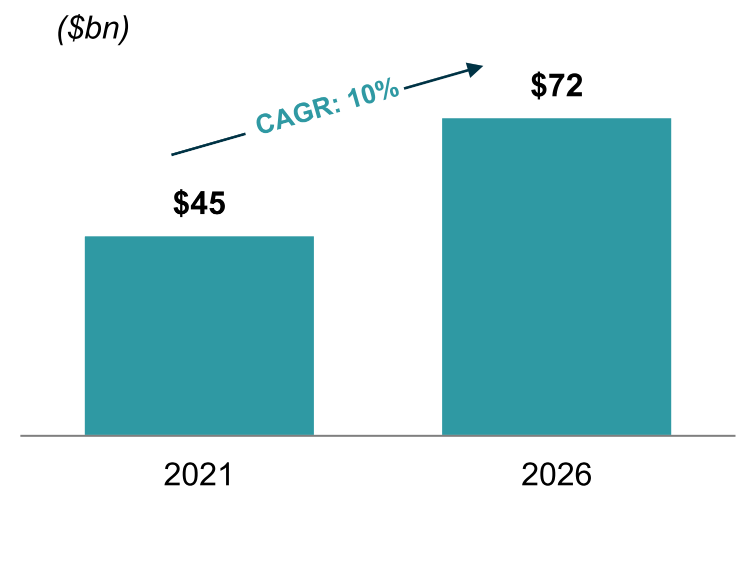
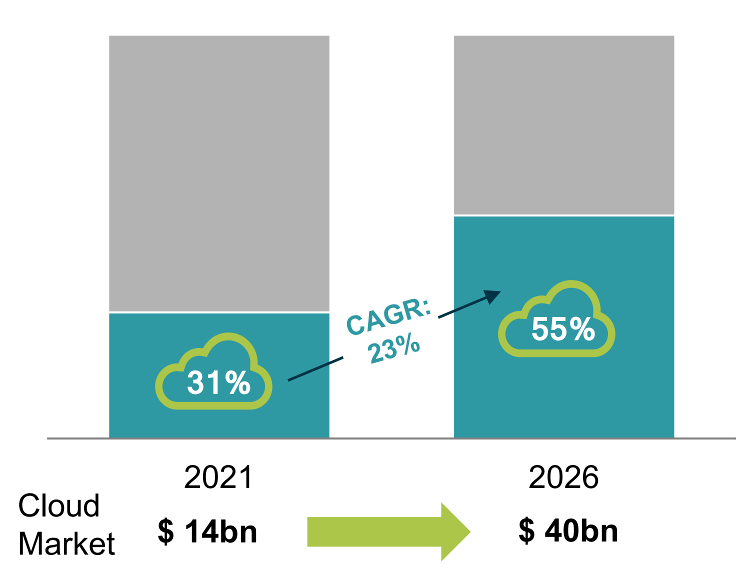
A LARGE MARKET AND MOVING TO THE CLOUD

The Large Relational Database Market…



…Accelerating to the Cloud



Source: IDC, “Worldwide Database Management Systems Software Forecast Update, 2022-2026: Breakout by Submarket”, #US49582822, August 2022

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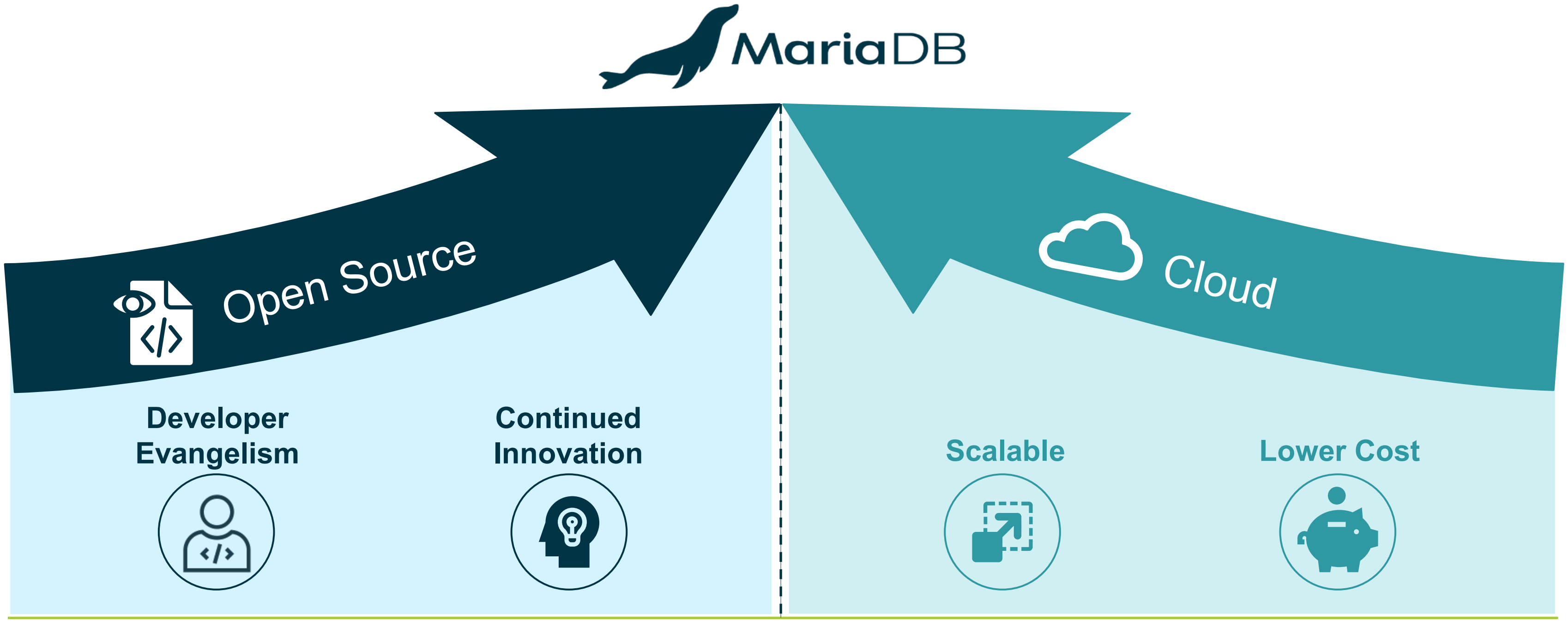
EXISTING SOLUTIONS ARE RIPE FOR DISRUPTION

Legacy	
	Outdated
	Complex
	Expensive
	No Developer Appeal

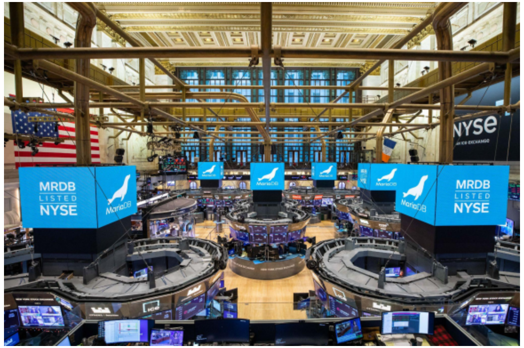
MARIADB: AT THE NEXUS OF OPEN SOURCE AND CLOUD



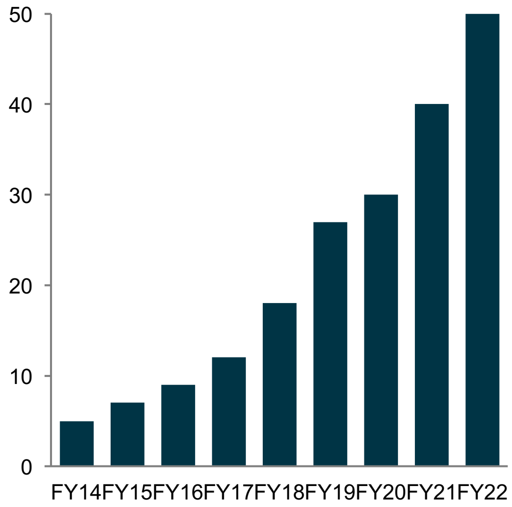
MARIADB PROFILE

NYSE: MRDB

Listed on Dec. 19, 2022



FY2022 ARR $50mm[1]



TWO FOCUS AREAS

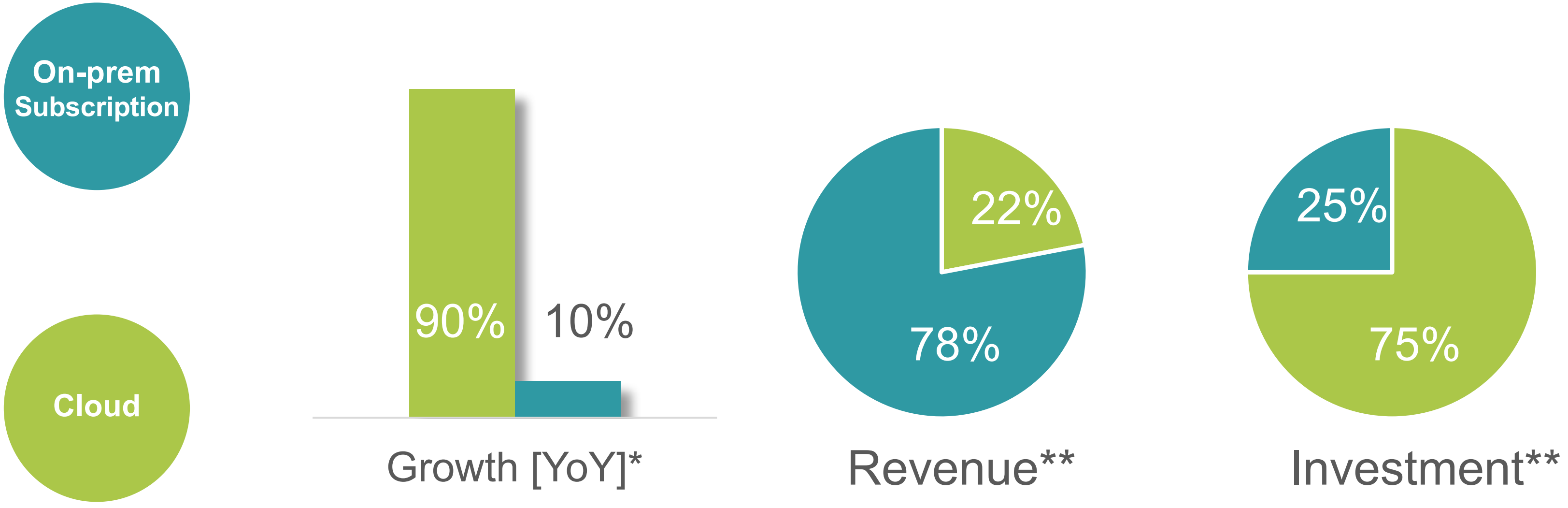
On-prem Subscription

Cloud

Note: FYE is September 30th
(1) Actual historical Annual Recurring Revenue ("ARR") results shown for FY14 to FY22

CLOUD VS ON-PREMISE FOCUS: FY23 PROFILE

INVESTING IN TRANSFORMATION TO THE CLOUD



(*) YoY Cloud related vs. on-prem subscription revenue growth, three months ending on December 31, 2022 and 2021
(**) FY23 Target Revenue Mix and Budget

MariaDB Database Solutions

Support
24 x 7 Tiered 30 min. SLA Consultative

Patches, Security Updates

Training, Certification

Customer Success Managers

Transactional
- Distributed SQL
- Full Elasticity (↑↓)
- Read/Write Scale

JSON/Document
- Dev Friendly
- NoSQL Listener
- Flexible

HTAP
- Operational Analytics
- Data Consistency
- No ETL

Analytics
- Real-Time Analysis
- Billions of Rows
- Compute | Storage

License
Open Source GPL, Proprietary

Indemnification

Warranty

Limitation of Liability

SkyDBA
Fractional DBA

Automation
Backups, Upgrades, Patches, Disk Resizing, Addition of Replicas

Geospatial
Data as a Service

Observability

Multicloud
aws
Google Cloud

Uptime
SLAs up to 99.995%

MariaDB SkySQL

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WAVES OF INNOVATION

2018

Disrupt Legacy Databases

Highly versatile open source database with Enterprise capabilities and Oracle compatibility at a fraction of legacy prices.

2020

Disrupt Cloud Databases

2nd generation cloud database. Designed for multi-cloud, agile and self healing on Kubernetes. Unstoppable. Scalable.

2023

Disrupt Open Source DBs

Three databases capture most of the relational market in the cloud, we add unstoppable performance for all.

BINARY DATABASE DECISION

MySQL

OR

MariaDB

MariaDB Xpand

OR

PostgreSQL

MariaDB

TRIPLING THE OPPORTUNITY

MySQL

MariaDB

PostgreSQL

← MariaDB Xpand →

← MariaDB Xpand →

← MariaDB Xpand →

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OUR CLOUD COMPETITIVE ADVANTAGE

Low TCO

- Up to 90% savings over legacy databases, up to 40% over AWS Aurora
- Legacy compatibility
- Enterprise grade

2^{nd} Gen Cloud

- Multi-Cloud independence from hyperscalers
- Self-healing, leading availability, auto-scale
- Hybrid support (on-prem/public cloud)

Open Source

- Best in class distributed SQL applied to MariaDB, MySQL, PostgreSQL
- Eliminates limitations of open source databases
- Not available from hyperscalers

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UNSTOPPABLE
PERFORMANCE
FOR ALL

FINANCIAL HIGHLIGHTS

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FINANCIAL HIGHLIGHTS

Scaling ARR with Sustainable Growth

$50mm

Total ARR 2022

>$100mm

Total ARR Target for FY25

Outstanding Customer Profile

110%+

Net Retention[1,2] 2022

$72k

Average ARR per Customer[3]

Strong Base of High ARR Customers

116

Customers with >$100k ARR[4]

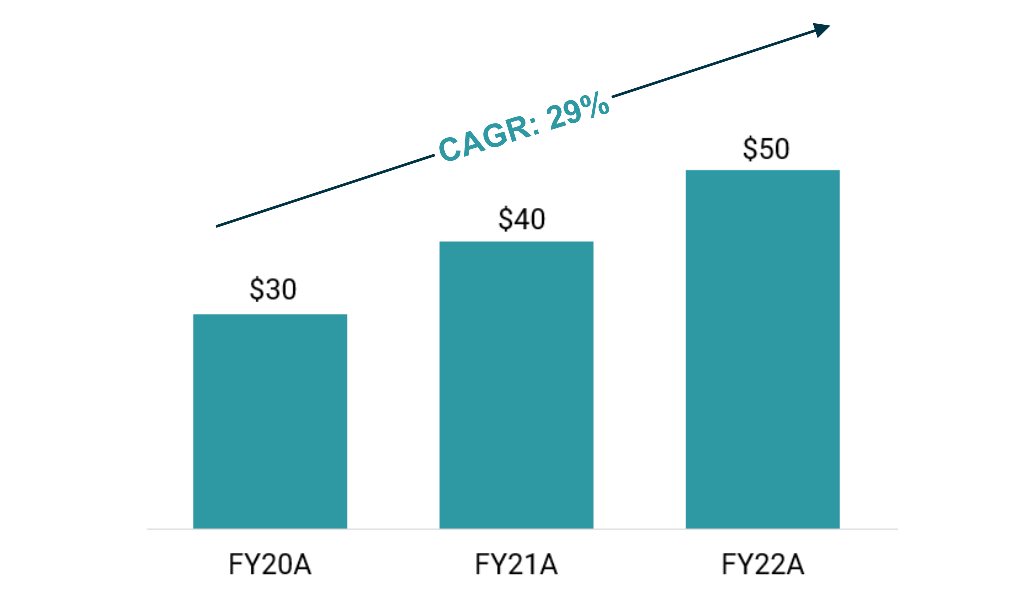
14

Customers with >$500k ARR[4]

Note: FYE is September 30th
(1) Includes MariaDB Enterprise and SkySQL products; excludes Community product due to MariaDB's primary commercial focus on the enterprise oriented MariaDB Enterprise and SkySQL products
(2) Calculated as 1 + (Net Churn / Beginning Period ARR); Net Churn equal to Gross Churn plus Expansion
(3) As of end of FY2022.
(4) As of December 31, 2022.

ARR GROWTH

ARR FY20A – FY22A ($ in millions)

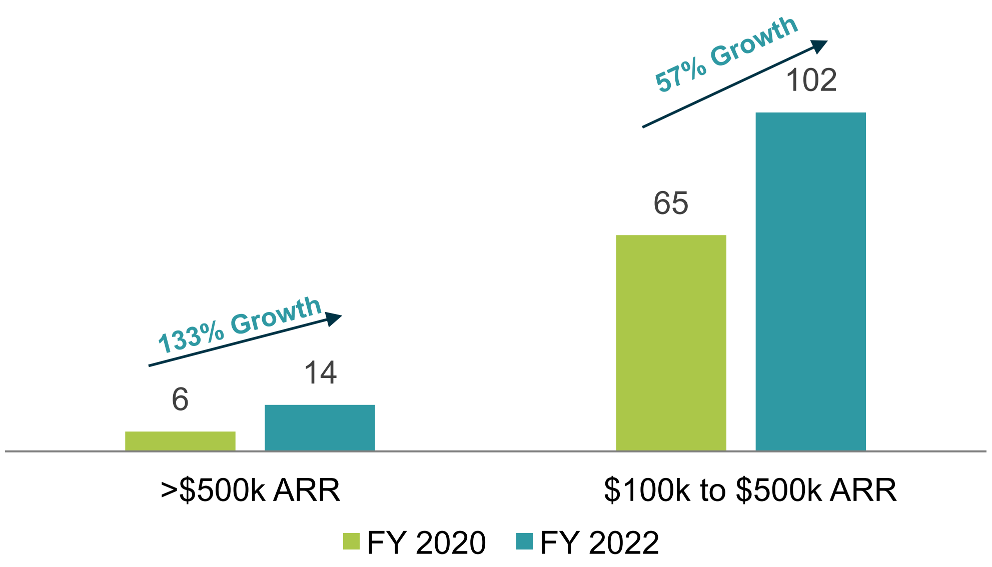


Total ARR attained represents 29% CAGR for FY20A-FY22A

Note: FYE is September 30th

GROWTH OF HIGH ARR CUSTOMERS

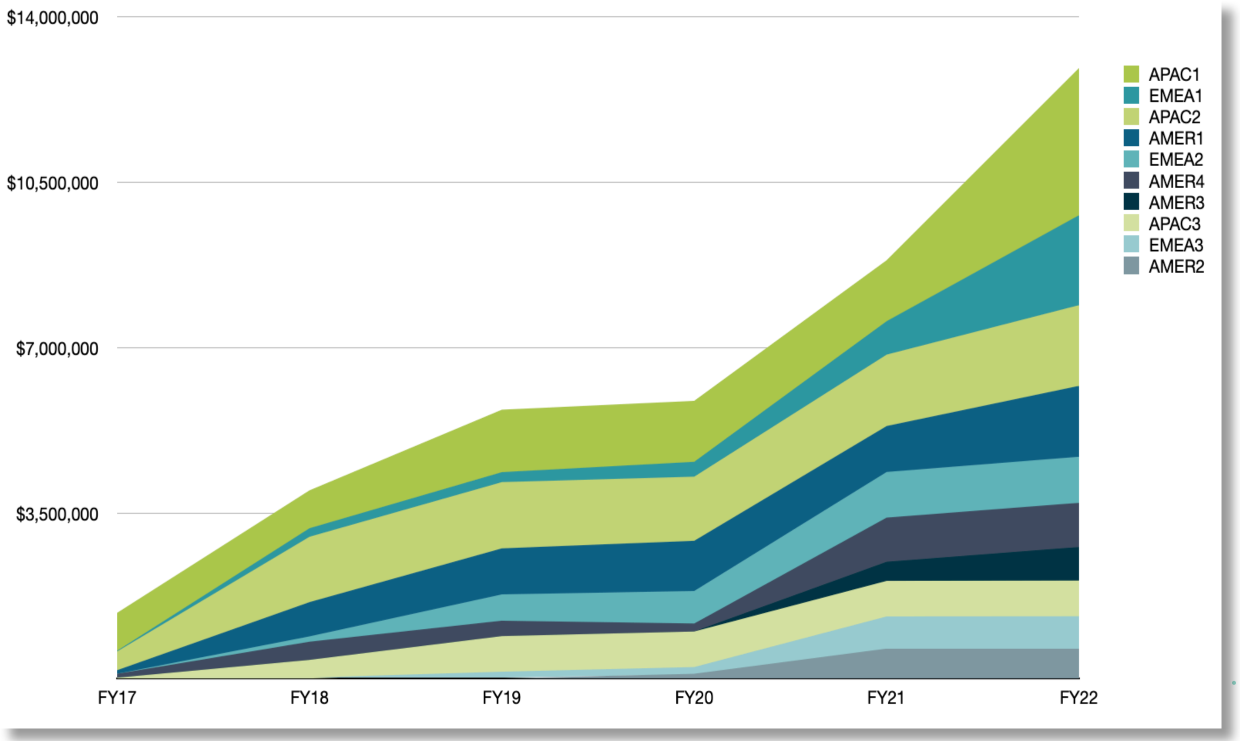
High ARR Customers FY20A – FY22A



- 133% increase in customers above $500k ARR from FY20 to FY22
- 57% increase in customers above $100k and below $500k ARR from FY20 to FY22
- Key drivers are product maturity and market fit, sales maturity and a proven expansion sales practice
- Total # of customers increased from 484 to 650+ from FY20 to FY22

Note: FYE is September 30th

TOP 10 CUSTOMER ARR EXPANSION



Note: All ARR at FYE in USD, FYE is September 30th

TARGETS

ARR in FY25	> $100m
PROFITABILITY[1]	End of FY25
CLOUD[2] CAGR FY23-25	> 75%

Note: FYE is September 30th
(1) Targeted operating profit by last quarter of FY25
(2) Cloud related revenue

STATEMENT OF OPERATIONS

(US$ in Thousands)

	FY20A	FY21A	FY22A
Total ARR	**$30,031**	**$40,242**	**$50,219**
Growth %	*16%*	*34%*	*25%*
Revenue			
Subscription	$25,924	$31,806	$38,451
Services	4,124	4,222	5,234
Total Revenue	**$30,048**	**$36,028**	**$43,685**
Growth %	*11%*	*20%*	*21%*
Cost of Sales	8,205	9,626	13,561
Gross Profit	**$21,843**	**$26,402**	**$30,124**
Gross Margin %	*73%*	*73%*	*69%*
Operating Expense			
Research & Development	$19,042	$24,828	$35,416
Selling General & Administrative	24,744	27,550	43,099
Total Operating Expense	**$43,786**	**$52,378**	**$78,515**
Loss from Operations	**($21,943)**	**($25,976)**	**($48,391)**
Other (Expense) Income	**(8,893)**	**534**	**(260)**
Net Loss	**($30,836)**	**($25,442)**	**($48,651)**

- The Company targets >$100mm of ARR by end of FY25
- Planned gross margin contraction while SkySQL gains scale before returning to normalized levels

Notes: FYE is September 30th

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THANK YOU

APPENDIX

GLOSSARY OF TERMS

Term	Definition
Annual Recurring Revenue (“ARR”)	• We view Annual Recurring Revenue (“ARR”) as an important indicator of our financial performance and operating results given the renewable nature of our business. ARR does not have a standardized meaning and is therefore unlikely to be comparable to similarly titled metrics presented by other companies. • We define ARR as the annualized revenue for our subscription customers, excluding revenue from nonrecurring contract services (e.g., time and material consulting services). For our annual subscription customers, we calculate ARR as the annualized value of their subscription contracts as of the measurement date, assuming any contract that expires during the next 12 months is renewed on its existing terms (including contracts for which we are negotiating a renewal). • In the event that we are negotiating a renewal with a customer after the expiration of their subscription, we continue to include that revenue in ARR if we are actively in discussion with the customer for a new subscription or renewal, or until we are notified that the customer will not be renewing its subscription. • Additionally, a subset of customers under the MariaDB SkySQL subscription service offering has monthly pay-as-you-go contract terms. We calculate ARR as their monthly recurring revenue as of the measurement date, multiplied by 12. We consider these annualized pay-as-you-go revenues relevant in the determination of ARR as it aligns with our strategic goal to convert the pay-as-you-go customers to annual subscription customers. • Our calculation of ARR is not adjusted for the impact of any known or projected events that may cause any such contract not to be renewed on its existing terms. Consequently, our ARR may fluctuate within each quarter and from quarter to quarter. This metric should be viewed independently of U.S. GAAP revenue and does not represent U.S. GAAP revenue on an annualized basis, as it is an operating metric that can be impacted by contract start and end dates and renewal rates. ARR is not intended to be a replacement for or forecast of revenue.
Compounded Annual Growth Rate (“CAGR”)	• Average rate of growth over a period of time.
Churn	• Churn refers to a reduction of ARR that was present on day 1 of a fiscal period and DECREASES during the period.
Open Source	• The company’s open source software is code that is designed to be publicly accessible—anyone can see, modify, and distribute the code as they see fit.
MM	• Millions; generally referring to dollars or shares.
TCO	• Total Cost of Ownership, typically calculated over a timeframe, inclusive of license and support or a subscription including support.
SQL	• Structured Query Language, computer language to store, manipulate or access data in a relational database.

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