**Domo, Inc.**
**Condensed Consolidated Statements of Operations by Quarter**
**(in thousands, except per share data)**
**(unaudited)**

| | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | FY 2021 | Q1 2022 | Q2 2022 | Q3 2022 | FY 2022 |
|---|---|---|---|---|---|---|---|---|---|
| Revenue: | | | | | | | | | |
| Subscription | $ 42,436 | $ 44,347 | $ 46,906 | $ 49,956 | $ 183,645 | $ 52,112 | $ 54,666 | $ 56,621 | $ 163,399 |
| Professional services and other | 6,125 | 6,784 | 6,739 | 6,887 | 26,535 | 7,950 | 8,159 | 8,460 | 24,569 |
| Total revenue | 48,561 | 51,131 | 53,645 | 56,843 | 210,180 | 60,062 | 62,825 | 65,081 | 187,968 |
| Cost of revenue: | | | | | | | | | |
| Subscription (1) | 9,105 | 8,811 | 9,372 | 9,368 | 36,656 | 9,057 | 10,019 | 10,514 | 29,590 |
| Professional services and other (1) | 5,004 | 4,838 | 5,106 | 5,144 | 20,092 | 6,101 | 6,299 | 6,630 | 19,030 |
| Total cost of revenue | 14,109 | 13,649 | 14,478 | 14,512 | 56,748 | 15,158 | 16,318 | 17,144 | 48,620 |
| Gross profit | 34,452 | 37,482 | 39,167 | 42,331 | 153,432 | 44,904 | 46,507 | 47,937 | 139,348 |
| Gross margin | 70.9 % | 73.3 % | 73.0 % | 74.5 % | 73.0 % | 74.8 % | 74.0 % | 73.7 % | 74.1 % |
| Operating expenses: | | | | | | | | | |
| Sales and marketing (1) | 29,096 | 27,384 | 29,609 | 31,246 | 117,335 | 33,454 | 33,378 | 37,503 | 104,335 |
| Research and development (1) | 17,453 | 15,917 | 16,504 | 16,600 | 66,474 | 16,186 | 19,341 | 21,984 | 57,511 |
| General and administrative (1), (2) | 9,869 | 9,557 | 11,929 | 11,353 | 42,708 | 10,218 | 12,384 | 13,430 | 36,032 |
| Total operating expenses | 56,418 | 52,858 | 58,042 | 59,199 | 226,517 | 59,858 | 65,103 | 72,917 | 197,878 |
| Loss from operations | (21,966) | (15,376) | (18,875) | (16,868) | (73,085) | (14,954) | (18,596) | (24,980) | (58,530) |
| Operating margin | (45.2)% | (30.1)% | (35.2)% | (29.7)% | (34.8)% | (24.9)% | (29.6)% | (38.4)% | (31.1)% |
| Other expense, net (1) | (2,724) | (2,417) | (3,215) | (2,784) | (11,140) | (3,262) | (3,505) | (3,471) | (10,238) |
| Loss before income taxes | (24,690) | (17,793) | (22,090) | (19,652) | (84,225) | (18,216) | (22,101) | (28,451) | (68,768) |
| Provision for (benefit from) income taxes | 205 | 110 | 131 | (37) | 409 | (112) | 139 | 62 | 89 |
| Net loss | $(24,895) | $(17,903) | $(22,221) | $(19,615) | $ (84,634) | $(18,104) | $(22,240) | $(28,513) | $ (68,857) |
| Net loss per share (basic and diluted) | $ (0.88) | $ (0.62) | $ (0.75) | $ (0.65) | $ (2.89) | $ (0.58) | $ (0.70) | $ (0.88) | $ (2.17) |
| Weighted-average number of shares (basic and diluted) | 28,450 | 29,001 | 29,533 | 30,230 | 29,308 | 31,004 | 31,883 | 32,363 | 31,758 |
| Reconciliation of net loss on a GAAP basis to net loss on a Non-GAAP basis: | | | | | | | | | |
| Net loss on a GAAP basis | $(24,895) | $(17,903) | $(22,221) | $(19,615) | $ (84,634) | $(18,104) | $(22,240) | $(28,513) | $ (68,857) |
| Stock-based compensation (1) | 6,476 | 7,181 | 10,291 | 9,801 | 33,749 | 10,062 | 12,626 | 18,163 | 40,851 |
| Amortization of certain intangible assets (2) | 20 | 20 | 20 | 20 | 80 | 20 | 20 | 20 | 60 |
| Net loss on a non-GAAP basis | $(18,399) | $(10,702) | $(11,910) | $ (9,794) | $ (50,805) | $ (8,022) | $ (9,594) | $(10,330) | $ (27,946) |
| (1) Stock-based compensation included in the following GAAP operating expenses: | | | | | | | | | |
| Cost of revenue: | | | | | | | | | |
| Subscription | $ 226 | $ 147 | $ 377 | $ 463 | $ 1,213 | $ 419 | $ 549 | $ 800 | $ 1,768 |
| Professional services and other | 103 | 118 | 273 | 349 | 843 | 334 | 271 | 563 | 1,168 |
| Sales and marketing | 1,826 | 2,543 | 3,301 | 3,266 | 10,936 | 3,727 | 4,747 | 6,718 | 15,192 |
| Research and development | 1,877 | 2,002 | 2,716 | 2,500 | 9,095 | 2,489 | 2,751 | 5,363 | 10,603 |
| General and administrative | 2,397 | 2,323 | 3,452 | 3,046 | 11,218 | 2,916 | 4,137 | 4,543 | 11,596 |
| Other expense, net | 47 | 48 | 172 | 177 | 444 | 177 | 171 | 176 | 524 |
| Total stock-based compensation | $ 6,476 | $ 7,181 | $ 10,291 | $ 9,801 | $ 33,749 | $ 10,062 | $ 12,626 | $ 18,163 | $ 40,851 |
| (2) Amortization of certain intangible assets included in the following GAAP operating expenses: | | | | | | | | | |
| General and administrative | $ 20 | $ 20 | $ 20 | $ 20 | $ 80 | $ 20 | $ 20 | $ 20 | $ 60 |

## Domo, Inc.
## Condensed Consolidated Statements of Operations by Quarter
## As a Percentage of Total Revenue
**(unaudited)**

| | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | FY 2021 | Q1 2022 | Q2 2022 | Q3 2022 | FY 2022 |
|---|---|---|---|---|---|---|---|---|---|
| Revenue: | | | | | | | | | |
| Subscription | 87 % | 87 % | 87 % | 88 % | 87 % | 87 % | 87 % | 87 % | 87 % |
| Professional services and other | 13 | 13 | 13 | 12 | 13 | 13 | 13 | 13 | 13 |
| Total revenue | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| Cost of revenue: | | | | | | | | | |
| Subscription | 19 | 17 | 17 | 16 | 17 | 15 | 16 | 16 | 16 |
| Professional services and other | 10 | 10 | 10 | 10 | 10 | 10 | 10 | 10 | 10 |
| Total cost of revenue | 29 | 27 | 27 | 26 | 27 | 25 | 26 | 26 | 26 |
| Gross profit | 71 | 73 | 73 | 74 | 73 | 75 | 74 | 74 | 74 |
| Operating expenses: | | | | | | | | | |
| Sales and marketing | 60 | 54 | 55 | 55 | 56 | 56 | 53 | 58 | 56 |
| Research and development | 36 | 31 | 31 | 29 | 32 | 27 | 31 | 34 | 31 |
| General and administrative | 20 | 18 | 22 | 20 | 20 | 17 | 20 | 20 | 18 |
| Total operating expenses | 116 | 103 | 108 | 104 | 108 | 100 | 104 | 112 | 105 |
| Loss from operations | (45) | (30) | (35) | (30) | (35) | (25) | (30) | (38) | (31) |
| Other expense, net | (6) | (5) | (6) | (5) | (5) | (5) | (6) | (5) | (5) |
| Loss before income taxes | (51) | (35) | (41) | (35) | (40) | (30) | (36) | (43) | (36) |
| Provision for income taxes | — | — | — | — | — | — | — | — | — |
| Net loss | (51)% | (35)% | (41)% | (35)% | (40)% | (30)% | (36)% | (43)% | (36)% |

**Domo, Inc.**
**Condensed Consolidated Balance Sheets by Quarter**
**(in thousands)**
**(unaudited)**

| | January 31, 2020 | April 30, 2020 | July 31, 2020 | October 31, 2020 | January 31, 2021 | April 30, 2021 | July 31, 2021 | October 31, 2021 |
|---|---|---|---|---|---|---|---|---|
| **Assets** | | | | | | | | |
| Current assets: | | | | | | | | |
| Cash and cash equivalents | $ 80,843 | $ 75,543 | $ 78,455 | $ 83,813 | $ 90,794 | $ 84,826 | $ 86,373 | $ 84,245 |
| Short-term investments | 17,967 | 12,571 | 4,899 | — | — | — | — | — |
| Accounts receivable, net | 47,967 | 29,644 | 34,933 | 37,788 | 48,272 | 33,001 | 31,149 | 38,895 |
| Contract acquisition costs | 12,676 | 12,513 | 12,872 | 13,013 | 13,894 | 13,799 | 13,733 | 13,795 |
| Prepaid expenses and other current assets | 12,809 | 12,507 | 9,756 | 9,112 | 12,216 | 9,778 | 8,035 | 7,314 |
| Total current assets | 172,262 | 142,778 | 140,915 | 143,726 | 165,176 | 141,404 | 139,290 | 144,249 |
| Property and equipment, net | 12,816 | 13,111 | 14,051 | 14,259 | 14,745 | 15,837 | 16,569 | 16,998 |
| Right-of-use assets | — | 11,095 | 10,214 | 5,009 | 3,663 | 2,735 | 18,935 | 17,738 |
| Contract acquisition costs, noncurrent | 17,083 | 15,641 | 16,008 | 16,201 | 18,605 | 18,393 | 18,207 | 18,474 |
| Intangible assets, net | 3,865 | 3,815 | 3,663 | 3,515 | 3,356 | 3,202 | 3,049 | 2,895 |
| Goodwill | 9,478 | 9,478 | 9,478 | 9,478 | 9,478 | 9,478 | 9,478 | 9,478 |
| Other assets | 1,234 | 1,300 | 806 | 954 | 1,415 | 1,327 | 1,268 | 1,301 |
| Total assets | $ 216,738 | $ 197,218 | $ 195,135 | $ 193,142 | $ 216,438 | $ 192,376 | $ 206,796 | $ 211,133 |
| **Liabilities and stockholders' deficit** | | | | | | | | |
| Current liabilities: | | | | | | | | |
| Accounts payable | $ 2,298 | $ 2,347 | $ 1,774 | $ 4,756 | $ 1,085 | $ 4,461 | $ 7,379 | $ 12,021 |
| Accrued expenses and other current liabilities | 46,473 | 30,892 | 41,105 | 45,911 | 51,950 | 35,564 | 40,169 | 44,903 |
| Lease liabilities | — | 3,610 | 4,076 | 4,169 | 3,808 | 3,356 | 3,858 | 3,117 |
| Deferred revenue | 105,290 | 104,804 | 101,982 | 103,075 | 129,079 | 128,510 | 126,381 | 130,385 |
| Total current liabilities | 154,061 | 141,653 | 148,937 | 157,911 | 185,922 | 171,891 | 177,787 | 190,426 |
| Lease liabilities, noncurrent | — | 8,166 | 7,159 | 2,693 | 1,556 | 944 | 17,383 | 17,565 |
| Deferred revenue, noncurrent | 4,454 | 2,916 | 2,248 | 3,182 | 3,173 | 1,923 | 1,233 | 2,352 |
| Other liabilities, noncurrent | 6,329 | 6,415 | 6,584 | 9,324 | 9,637 | 9,917 | 10,189 | 10,495 |
| Long-term debt | 101,074 | 102,056 | 103,075 | 98,548 | 99,609 | 100,650 | 101,742 | 102,852 |
| Total liabilities | 265,918 | 261,206 | 268,003 | 271,658 | 299,897 | 285,325 | 308,334 | 323,690 |
| Commitments and contingencies | | | | | | | | |
| Stockholders' deficit: | | | | | | | | |
| Common stock | 28 | 29 | 29 | 30 | 30 | 31 | 32 | 32 |
| Additional paid-in capital | 988,141 | 998,271 | 1,007,022 | 1,023,662 | 1,038,006 | 1,046,623 | 1,060,419 | 1,077,993 |
| Accumulated other comprehensive income | 389 | 345 | 617 | 549 | 877 | 873 | 727 | 647 |
| Accumulated deficit | (1,037,738) | (1,062,633) | (1,080,536) | (1,102,757) | (1,122,372) | (1,140,476) | (1,162,716) | (1,191,229) |
| Total stockholders' deficit | (49,180) | (63,988) | (72,868) | (78,516) | (83,459) | (92,949) | (101,538) | (112,557) |
| Total liabilities and stockholders' deficit | $ 216,738 | $ 197,218 | $ 195,135 | $ 193,142 | $ 216,438 | $ 192,376 | $ 206,796 | $ 211,133 |

# Domo, Inc.
## Condensed Consolidated Statements of Cash Flows by Quarter
**(in thousands)**
**(unaudited)**

| | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | FY 2021 | Q1 2022 | Q2 2022 | Q3 2022 | FY 2022 |
|---|---|---|---|---|---|---|---|---|---|
| **Cash flows from operating activities** | | | | | | | | | |
| Net loss | $ (24,895) | $ (17,903) | $ (22,221) | $ (19,615) | $ (84,634) | $ (18,104) | $ (22,240) | $ (28,513) | $ (68,857) |
| Adjustments to reconcile net loss to net cash (used in) provided by operating activities: | | | | | | | | | |
| Depreciation and amortization | 1,293 | 1,071 | 1,126 | 1,275 | 4,765 | 1,028 | 1,228 | 1,533 | 3,789 |
| Non-cash lease expense | 951 | 1,002 | 1,044 | 972 | 3,969 | 943 | 1,373 | 1,224 | 3,540 |
| Amortization of contract acquisition costs | 3,408 | 3,512 | 3,657 | 3,799 | 14,376 | 3,903 | 3,932 | 3,944 | 11,779 |
| Stock-based compensation | 6,476 | 7,181 | 10,291 | 9,801 | 33,749 | 10,062 | 12,626 | 18,163 | 40,851 |
| Other, net | 879 | 943 | 1,634 | 884 | 4,340 | 865 | 921 | 877 | 2,663 |
| Changes in operating assets and liabilities: | | | | | | | | | |
| Accounts receivable, net | 18,323 | (5,289) | (2,855) | (10,484) | (305) | 15,271 | 1,852 | (7,746) | 9,377 |
| Contract acquisition costs | (1,926) | (3,966) | (4,047) | (6,836) | (16,775) | (3,612) | (3,753) | (4,354) | (11,719) |
| Prepaid expenses and other assets | 213 | 3,352 | 474 | (3,473) | 566 | 2,511 | 1,774 | 664 | 4,949 |
| Accounts payable | 45 | (639) | 2,991 | (3,738) | (1,341) | 3,383 | 2,930 | 4,652 | 10,965 |
| Operating lease liabilities | (905) | (663) | (996) | (1,121) | (3,685) | (1,080) | (631) | (669) | (2,380) |
| Accrued and other liabilities | (14,751) | 10,098 | 5,159 | 6,089 | 6,595 | (16,079) | 4,976 | 5,131 | (5,972) |
| Deferred revenue | (2,024) | (3,490) | 2,027 | 25,995 | 22,508 | (1,819) | (2,819) | 5,123 | 485 |
| Net cash (used in) provided by operating activities | (12,913) | (4,791) | (1,716) | 3,548 | (15,872) | (2,728) | 2,169 | 29 | (530) |
| **Cash flows from investing activities** | | | | | | | | | |
| Purchases of property and equipment | (1,363) | (1,791) | (1,105) | (1,447) | (5,706) | (1,778) | (1,640) | (1,547) | (4,965) |
| Purchases of securities available for sale | (11,149) | — | — | — | (11,149) | — | — | — | — |
| Proceeds from maturities of securities available for sale | 16,600 | 7,700 | 4,900 | — | 29,200 | — | — | — | — |
| Purchases of intangible assets | (104) | (1) | (6) | 6 | (105) | — | — | — | — |
| Net cash provided by (used in) investing activities | 3,984 | 5,908 | 3,789 | (1,441) | 12,240 | (1,778) | (1,640) | (1,547) | (4,965) |
| **Cash flows from financing activities** | | | | | | | | | |
| Proceeds from shares issued in connection with employee stock purchase plan | 3,659 | (10) | 3,099 | — | 6,748 | 4,133 | — | — | 4,133 |
| Shares repurchased for tax withholdings on vesting of restricted stock | (38) | (485) | (194) | (1,028) | (1,745) | (6,244) | (1,334) | (1,280) | (8,858) |
| Proceeds from exercise of stock options | 11 | 2,048 | 446 | 5,587 | 8,092 | 654 | 2,509 | 745 | 3,908 |
| Net cash provided by (used in) financing activities | 3,632 | 1,553 | 3,351 | 4,559 | 13,095 | (1,457) | 1,175 | (535) | (817) |
| Effect of exchange rate changes on cash and cash equivalents | (3) | 242 | (66) | 315 | 488 | (5) | (157) | (75) | (237) |
| Net (decrease) increase in cash and cash equivalents | (5,300) | 2,912 | 5,358 | 6,981 | 9,951 | (5,968) | 1,547 | (2,128) | (6,549) |
| Cash and cash equivalents at beginning of period | 80,843 | 75,543 | 78,455 | 83,813 | 80,843 | 90,794 | 84,826 | 86,373 | 90,794 |
| Cash and cash equivalents at end of period | $ 75,543 | $ 78,455 | $ 83,813 | $ 90,794 | $ 90,794 | $ 84,826 | $ 86,373 | $ 84,245 | $ 84,245 |

**Domo, Inc.**
**Additional Metrics**
**(unaudited)**

| | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | FY 2021 | Q1 2022 | Q2 2022 | Q3 2022 | FY 2022 |
|---|---|---|---|---|---|---|---|---|---|
| Billings (in thousands) | $ 46,537 | $ 47,641 | $ 55,672 | $ 82,838 | $ 232,688 | $ 58,243 | $ 60,006 | $ 70,204 | $ 188,453 |

**Domo, Inc.**
**Reconciliation of Non-GAAP Financial Measures**
**(in thousands, except per share data)**
**(unaudited)**

| | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | FY 2021 | Q1 2022 | Q2 2022 | Q3 2022 | FY 2022 |
|---|---|---|---|---|---|---|---|---|---|
| **Reconciliation of Subscription Gross Margin on a GAAP Basis to Subscription Gross Margin on a Non-GAAP Basis:** | | | | | | | | | |
| Revenue: | | | | | | | | | |
| Subscription | $ 42,436 | $ 44,347 | $ 46,906 | $ 49,956 | $183,645 | $ 52,112 | $ 54,666 | $ 56,621 | $163,399 |
| Cost of revenue: | | | | | | | | | |
| Subscription | 9,105 | 8,811 | 9,372 | 9,368 | 36,656 | 9,057 | 10,019 | 10,514 | 29,590 |
| Subscription gross profit on a GAAP basis | 33,331 | 35,536 | 37,534 | 40,588 | 146,989 | 43,055 | 44,647 | 46,107 | 133,809 |
| Subscription gross margin on a GAAP basis | 79 % | 80 % | 80 % | 81 % | 80 % | 83 % | 82 % | 81 % | 82 % |
| Stock-based compensation | 226 | 147 | 377 | 463 | 1,213 | 419 | 549 | 800 | 1,768 |
| Subscription gross profit on a non-GAAP basis | $ 33,557 | $ 35,683 | $ 37,911 | $ 41,051 | $148,202 | $ 43,474 | $ 45,196 | $ 46,907 | $135,577 |
| Subscription gross margin on a non-GAAP basis | 79 % | 80 % | 81 % | 82 % | 81 % | 83 % | 83 % | 83 % | 83 % |
| **Reconciliation of Total Operating Expenses on a GAAP Basis to Total Operating Expenses on a Non-GAAP Basis:** | | | | | | | | | |
| Total operating expenses on a GAAP basis | $ 56,418 | $ 52,858 | $ 58,042 | $ 59,199 | $226,517 | $ 59,858 | $ 65,103 | $ 72,917 | $197,878 |
| Stock-based compensation | (6,100) | (6,868) | (9,469) | (8,812) | (31,249) | (9,132) | (11,635) | (16,624) | (37,391) |
| Amortization of certain intangible assets | (20) | (20) | (20) | (20) | (80) | (20) | (20) | (20) | (60) |
| Total operating expenses on a non-GAAP basis | $ 50,298 | $ 45,970 | $ 48,553 | $ 50,367 | $195,188 | $ 50,706 | $ 53,448 | $ 56,273 | $160,427 |
| **Reconciliation of Operating Loss on a GAAP Basis to Operating Loss on a Non-GAAP Basis:** | | | | | | | | | |
| Operating loss on a GAAP basis | $ (21,966) | $ (15,376) | $ (18,875) | $ (16,868) | $ (73,085) | $ (14,954) | $ (18,596) | $ (24,980) | $ (58,530) |
| Stock-based compensation | 6,429 | 7,133 | 10,119 | 9,624 | 33,305 | 9,885 | 12,455 | 17,987 | 40,327 |
| Amortization of certain intangible assets | 20 | 20 | 20 | 20 | 80 | 20 | 20 | 20 | 60 |
| Operating loss on a non-GAAP basis | $ (15,517) | $ (8,223) | $ (8,736) | $ (7,224) | $ (39,700) | $ (5,049) | $ (6,121) | $ (6,973) | $ (18,143) |
| **Reconciliation of Operating Margin on a GAAP Basis to Operating Margin on a Non-GAAP Basis:** | | | | | | | | | |
| Operating margin on a GAAP basis | (45)% | (30)% | (35)% | (30)% | (35)% | (25)% | (30)% | (38)% | (31)% |
| Stock-based compensation | 13 | 14 | 19 | 17 | 16 | 17 | 20 | 27 | 21 |
| Operating margin on a non-GAAP basis | (32)% | (16)% | (16)% | (13)% | (19)% | (8)% | (10)% | (11)% | (10)% |

**Domo, Inc.**
**Reconciliation of Non-GAAP Financial Measures (Continued)**
**(in thousands, except per share data)**
**(unaudited)**

| | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | FY 2021 | Q1 2022 | Q2 2022 | Q3 2022 | FY 2022 |
|---|---|---|---|---|---|---|---|---|---|
| **Reconciliation of Net Loss on a GAAP Basis to Net Loss on a Non-GAAP Basis:** | | | | | | | | | |
| Net loss on a GAAP basis | $ (24,895) | $ (17,903) | $ (22,221) | $ (19,615) | $ (84,634) | $ (18,104) | $ (22,240) | $ (28,513) | $ (68,857) |
| Stock-based compensation | 6,476 | 7,181 | 10,291 | 9,801 | 33,749 | 10,062 | 12,626 | 18,163 | 40,851 |
| Amortization of certain intangible assets | 20 | 20 | 20 | 20 | 80 | 20 | 20 | 20 | 60 |
| Net loss on a non-GAAP basis | $ (18,399) | $ (10,702) | $ (11,910) | $ (9,794) | $ (50,805) | $ (8,022) | $ (9,594) | $ (10,330) | $ (27,946) |
| **Reconciliation of Net Loss per Share on a GAAP Basis to Net Loss per Share on a Non-GAAP Basis:** | | | | | | | | | |
| Net loss per share on a GAAP basis | $ (0.88) | $ (0.62) | $ (0.75) | $ (0.65) | $ (2.89) | $ (0.58) | $ (0.70) | $ (0.88) | $ (2.17) |
| Stock-based compensation | 0.23 | 0.25 | 0.35 | 0.33 | 1.16 | 0.32 | 0.40 | 0.56 | 1.29 |
| Net loss per share on a non-GAAP basis | $ (0.65) | $ (0.37) | $ (0.40) | $ (0.32) | $ (1.73) | $ (0.26) | $ (0.30) | $ (0.32) | $ (0.88) |
| **Billings:** | | | | | | | | | |
| Total revenue | $ 48,561 | $ 51,131 | $ 53,645 | $ 56,843 | $ 210,180 | $ 60,062 | $ 62,825 | $ 65,081 | $ 187,968 |
| Add: | | | | | | | | | |
| Deferred revenue (end of period) | 104,804 | 101,982 | 103,075 | 129,079 | 129,079 | 128,510 | 126,381 | 130,385 | 130,385 |
| Deferred revenue, noncurrent (end of period) | 2,916 | 2,248 | 3,182 | 3,173 | 3,173 | 1,923 | 1,233 | 2,352 | 2,352 |
| Less: | | | | | | | | | |
| Deferred revenue (beginning of period) | (105,290) | (104,804) | (101,982) | (103,075) | (105,290) | (129,079) | (128,510) | (126,381) | (129,079) |
| Deferred revenue, noncurrent (beginning of period) | (4,454) | (2,916) | (2,248) | (3,182) | (4,454) | (3,173) | (1,923) | (1,233) | (3,173) |
| (Decrease) increase in deferred revenue (current and noncurrent) | (2,024) | (3,490) | 2,027 | 25,995 | 22,508 | (1,819) | (2,819) | 5,123 | 485 |
| Billings | $ 46,537 | $ 47,641 | $ 55,672 | $ 82,838 | $ 232,688 | $ 58,243 | $ 60,006 | $ 70,204 | $ 188,453 |
| **Reconciliation of Net Cash (Used in) Provided by Operating Activities to Adjusted Net Cash (Used in) Provided by Operating Activities:** | | | | | | | | | |
| Net cash (used in) provided by operating activities | $ (12,913) | $ (4,791) | $ (1,716) | $ 3,548 | $ (15,872) | $ (2,728) | $ 2,169 | $ 29 | $ (530) |
| Proceeds from shares issued in connection with employee stock purchase plan | 3,659 | (10) | 3,099 | — | 6,748 | 4,133 | — | — | 4,133 |
| Adjusted net cash (used in) provided by operating activities | $ (9,254) | $ (4,801) | $ 1,383 | $ 3,548 | $ (9,124) | $ 1,405 | $ 2,169 | $ 29 | $ 3,603 |

**Domo, Inc.**
**Reconciliation of Non-GAAP Financial Measures (Continued)**
**(in thousands, except per share data)**
**(unaudited)**

| | Q1 2021 | Q2 2021 | Q3 2021 | Q4 2021 | FY 2021 | Q1 2022 | Q2 2022 | Q3 2022 | FY 2022 |
|---|---|---|---|---|---|---|---|---|---|
| **Reconciliation of Net Cash (Used in) Provided by Operating Activities to Free Cash Flow:** | | | | | | | | | |
| Net cash (used in) provided by operating activities | $ (12,913) | $ (4,791) | $ (1,716) | $ 3,548 | $ (15,872) | $ (2,728) | $ 2,169 | $ 29 | $ (530) |
| Proceeds from shares issued in connection with employee stock purchase plan | 3,659 | (10) | 3,099 | — | 6,748 | 4,133 | — | — | 4,133 |
| Purchases of property and equipment | (1,363) | (1,791) | (1,105) | (1,447) | (5,706) | (1,778) | (1,640) | (1,547) | (4,965) |
| Free cash flow | $ (10,617) | $ (6,592) | $ 278 | $ 2,101 | $ (14,830) | $ (373) | $ 529 | $ (1,518) | $ (1,362) |