Domo, Inc.

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

Revenue		Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024
Professional services and other 78,486 75,531 79,086 79,628 79,628 79,628 79,458 79,		Ф C 4 Б 7 Б	Ф C7 40C	¢ co 044	Ф 7 0 000	¢ 074 000	¢ 74 000
Total crevenue: Subscription (1) 10,667 10,712 11,129 11,067 20,000 79,624 308,645 10,618 20,616 10,616 10,667 10,712 11,129 11,016 20,000 10,	•						. ,
Subscription (1) Professional services and other (1) Total cost of revenue							
Subscription (1) 10,067 10,712 11,342 10,714 20,105 20,105 20,005		7 4,404	70,001	70,020	10,024	000,040	75,400
Professional services and other (1)		10,667	10,712	11,342	10,574	43,295	10,612
Gross profit 56,803 57,218 60,122 61,434 235,677 60,889 Gross margin 76.3 % 76.3 % 76.1 % 77.2 % 76.3 % 76.6 % Operating expenses: Sales and marketing (1), (3) 45,587 44,700 21,191 24,001 173,300 43,162 Research and development (1) 23,191 25,334 24,803 21,985 95,093 23,435 General and administrative (1), (2), (3) 16,660 12,825 12,029 77,519 324,440 10,001 Total operating expenses 85,438 82,891 78,624 77,519 324,440 80,588 Loss from operations (28,257) (28,281) (18,011) (18,192) (18,487) 44,801 14,001 </td <td></td> <td></td> <td>,</td> <td></td> <td>•</td> <td></td> <td></td>			,		•		
Process margin Proc	Total cost of revenue	17,661	18,313	18,914	18,190	73,078	18,569
Poperating expenses: Sales and marketing (1), (3)	Gross profit	56,803	57,218	60,112	61,434	235,567	60,889
Research and development (1) (3) 45,887 44,700 41,012 42,010 173,300 43,182 186,888 186,898 186,898 186,898 186,898 186,898 186,899 186,	Gross margin	76.3	% 75.8 9	% 76.1 %	% 77.2 %	6 76.3 %	76.6 %
Research and development (1)	Operating expenses:						
Part	Sales and marketing (1), (3)	45,587	44,700	41,012	42,001	173,300	43,162
Recording or penses	Research and development (1)	23,191	25,334	24,583	21,985	95,093	23,435
Containing margin Cont	General and administrative (1), (2), (3)	16,660	12,825	13,029	13,533	56,047	14,001
Comparising margin (38.5)* (33.9)* (23.4)* (20.2)* (28.6)* (28.6)* (24.8)*	Total operating expenses	85,438	82,859	78,624	77,519	324,440	80,598
Other expense, net (1) (4.065) (3.286) (5.032) (3.116) (15.499) (4.495) Loss before income taxes (32,700) (28,927) (23,544) (19,201) (104,372) (24,204) Provision for income taxes 188 2/12 167 612 1,179 199 Net loss per share (basic and diluted) \$ (0.99) \$ (0.86) \$ (0.69) \$ (0.50) \$ (0.50) \$ (3.2,804) \$ (3.2,804) \$ (3.2,044) \$ (3.2,004) \$ (3.2,044) <td< td=""><td>Loss from operations</td><td>(28,635)</td><td>(25,641)</td><td>(18,512)</td><td>(16,085)</td><td>(88,873)</td><td>(19,709)</td></td<>	Loss from operations	(28,635)	(25,641)	(18,512)	(16,085)	(88,873)	(19,709)
Class before income taxes Class before t	Operating margin	(38.5)	% (33.9)	% (23.4)%	% (20.2)%	(28.8)%	(24.8)%
Class before income taxes Class before t	Other expense, net (1)	(4.065)	(3.286)	(5.032)	(3.116)	(15.499)	(4.495)
Net loss per share (basic and diluted) \$(0.99) \$(0.86) \$(0.69) \$(0.69) \$(0.67) \$(0.69) \$(0	• • • • • • • • • • • • • • • • • • • •						
Net loss per share (basic and diluted)	Provision for income taxes	188	212	167	612	1,179	199
Weighted-average number of shares (basic and diluted) 33,295 33,973 34,392 34,681 34,092 35,222 Reconciliation of net loss on a GAAP basis to net loss on a Non-GAAP basis: \$(32,888) \$(29,139) \$(23,711) \$(19,813) \$(105,551) \$(24,403) Stock-based compensation (1) 25,264 20,393 19,207 18,995 83,859 16,472 Amortization of certain intangible assets (2) 20 20 20 20 80 20 Executive officer severance (3) — 507 — — 507 1,771 Net loss on a non-GAAP basis \$(7,604) \$(8,219) \$(4,484) \$(798) \$(21,105) \$(6,140) (1) Stock-based compensation included in the following GAAP operating expenses: **** **** **** **** \$(7,604) \$(8,219) \$(4,484) \$(798) \$(21,105) \$(6,140) (1) Stock-based compensation included in the following GAAP operating expenses: **** **** **** **** *** *** *** *** *** *** *** **	Net loss	\$(32,888)	\$(29,139)	\$(23,711)	\$(19,813)	\$(105,551)	\$(24,403)
Net loss on a GAAP basis to net loss on a Non-GAAP basis	· · · · · · · · · · · · · · · · · · ·	,	, ,	,	,	. ,	,
Net loss on a GAAP basis \$(32,888) \$(29,139) \$(23,711) \$(19,813) \$(105,551) \$(24,403) \$(105,551) \$(14,402)	Weighted-average number of shares (basic and diluted)	33,295	33,973	34,392	34,681	34,092	35,222
Stock-based compensation (1) 25,264 20,393 19,207 18,995 83,859 16,472 Amortization of certain intangible assets (2) 20 20 20 20 80 20 Executive officer severance (3) — 507 — — 507 — 507 1,771 Net loss on a non-GAAP basis \$(7,604) \$(8,219) \$(4,484) \$(798) \$(21,105) \$(6,140) (1) Stock-based compensation included in the following GAAP operating expenses: Stock-based compensation included in the following GAAP operating expenses: Stock-based compensation included in the following GAAP operating expenses: \$731 \$778 \$667 \$500 \$2,676 \$618 Professional services and other 468 563 308 483 1,822 479 Sales and marketing 8,075 7,873 7,336 7,352 30,636 6,730 Research and development 7,004 6,283 5,999 5,139 24,335 4,975 General and administrative 8,805 4,807 5,661 23,680 <t< td=""><td>Reconciliation of net loss on a GAAP basis to net loss on a Non-GAAP basis:</td><td></td><td></td><td></td><td></td><td></td><td></td></t<>	Reconciliation of net loss on a GAAP basis to net loss on a Non-GAAP basis:						
Stock-based compensation (1) 25,264 20,393 19,207 18,995 83,859 16,472 Amortization of certain intangible assets (2) 20 20 20 20 80 20 Executive officer severance (3) 507 507 - 507 - 507 1,771 Net loss on a non-GAAP basis \$(7,604) \$(8,219) \$(4,484) \$(7,90) \$(2,105) \$(6,140) (1) Stock-based compensation included in the following GAAP operating expenses: Cost of revenue: Subscription 731 778 667 500 2,676 618 Professional services and other 468 563 308 483 1,822 479 Sales and marketing 8,075 7,873 7,336 7,352 30,636 6,730 Research and development 7,004 6,283 5,909 5,139 24,335 4,975 General and administrative 8,055 4,077 4,807 5,361 23,680 3,508 Other expense, n	Net loss on a GAAP basis	\$(32,888)	\$(29,139)	\$(23,711)	\$(19,813)	\$(105,551)	\$(24,403)
Amortization of certain intangible assets (2) 20 20 20 20 20 507 507 507 1,771 Net loss on a non-GAAP basis \$ (7,604) \$ (8,219) \$ (4,484) \$ (798) \$ (21,105) \$ (6,140) (1) Stock-based compensation included in the following GAAP operating expenses: Cost of revenue: Subscription \$ 731 \$ 778 \$ 667 \$ 500 \$ 2,676 \$ 618 Professional services and other 468 563 308 443 1,822 479 Sales and marketing 8,075 7,873 7,336 7,352 30,636 6,730 Research and development 7,004 6,283 5,909 5,139 24,335 4,975 General and administrative 8,805 4,707 4,807 5,361 23,860 3,508 Other expense, net 181 189 180 160 710 162 Total stock-based compensation \$25,264 \$20,393 \$19,207 \$18,995 \$83,859 \$16,472	Stock-based compensation (1)			,	, ,		
Net loss on a non-GAAP basis \$ (7,604) \$ (8,219) \$ (4,484) \$ (798) \$ (21,105) \$ (6,140) \$ (1) Stock-based compensation included in the following GAAP operating expenses: Cost of revenue: Subscription \$ 731 \$ 778 \$ 667 \$ 500 \$ 2,676 \$ 618 Professional services and other 468 563 308 443 1,822 479 Sales and marketing 8,075 7,873 7,336 7,352 30,636 6,730 Research and development 7,004 6,283 5,909 5,139 24,335 4,975 General and administrative 8,805 4,707 4,807 5,361 23,680 3,508 Other expense, net 181 189 180 160 710 162 Total stock-based compensation \$25,264 \$ 20,393 \$ 19,207 \$ 18,995 \$ 83,859 \$ 16,472	Amortization of certain intangible assets (2)	20	20	20		80	20
(1) Stock-based compensation included in the following GAAP operating expenses: Cost of revenue: Subscription Professional services and other Sales and marketing Research and development Foreign and administrative Research and development Subscription Research and development Research and services and development Research and services and	Executive officer severance (3)	_	507	_	_	507	1,771
Subscription \$731	Net loss on a non-GAAP basis	\$ (7,604)	\$ (8,219)	\$ (4,484)	\$ (798)	\$ (21,105)	\$ (6,140)
Subscription \$731	(1) Stock-based compensation included in the following GAAP operating		• •	, ,	, ,		
Subscription \$ 731 \$ 778 \$ 667 \$ 500 \$ 2,676 \$ 618 Professional services and other 468 563 308 483 1,822 479 Sales and marketing 8,075 7,873 7,336 7,352 30,636 6,730 Research and development 7,004 6,283 5,909 5,139 24,335 4,975 General and administrative 8,805 4,707 4,807 5,361 23,680 3,508 Other expense, net 181 189 180 160 710 162 Total stock-based compensation \$25,264 \$20,393 \$19,207 \$18,995 \$83,859 \$16,472 (2) Amortization of certain intangible assets included in the following GAAP operating expenses: \$20 \$20 \$20 \$80 \$20 General and administrative \$20 \$20 \$20 \$80 \$20 (3) Executive officer severance included in the following GAAP operating expenses: \$20 \$20 \$20 \$20 \$507 \$443							
Professional services and other 468 563 308 483 1,822 479 Sales and marketing 8,075 7,873 7,336 7,352 30,636 6,730 Research and development 7,004 6,283 5,909 5,139 24,335 4,975 General and administrative 8,805 4,707 4,807 5,361 23,680 3,508 Other expense, net 181 189 180 160 710 162 Total stock-based compensation \$25,264 \$20,393 \$19,207 \$18,995 \$83,859 \$16,472 (2) Amortization of certain intangible assets included in the following GAAP operating expenses: \$20 \$20 \$20 \$80 \$20 (3) Executive officer severance included in the following GAAP operating expenses: \$3 \$507 \$4 \$507 \$4 \$507 \$443 General and administrative \$3 507 \$507 \$443 \$443 \$443 \$443 \$443 \$443 \$4443 \$4443 \$4443 \$4443	Cost of revenue:						
Sales and marketing 8,075 7,873 7,336 7,352 30,636 6,730 Research and development 7,004 6,283 5,909 5,139 24,335 4,975 General and administrative 8,805 4,707 4,807 5,361 23,680 3,508 Other expense, net 181 189 180 160 710 162 Total stock-based compensation \$25,264 \$20,393 \$19,207 \$18,995 \$83,859 \$16,472 (2) Amortization of certain intangible assets included in the following GAAP operating expenses: \$20 \$20 \$20 \$80 \$20 (3) Executive officer severance included in the following GAAP operating expenses: \$507 \$- \$- \$507 \$443 General and administrative \$- \$507 \$- \$- \$507 \$443 General and administrative \$- \$507 \$- \$- \$507 \$443 General and administrative \$- \$- \$- \$- \$- \$- \$- \$- \$- \$- \$- \$- \$- \$- \$-	•	•	-			, , , ,	•
Research and development 7,004 6,283 5,909 5,139 24,335 4,975 General and administrative 8,805 4,707 4,807 5,361 23,680 3,508 Other expense, net 181 189 180 160 710 162 Total stock-based compensation \$25,264 \$20,393 \$19,207 \$18,995 \$83,859 \$16,472 (2) Amortization of certain intangible assets included in the following GAAP operating expenses: \$20 \$20 \$20 \$80 \$20 (3) Executive officer severance included in the following GAAP operating expenses: \$30 \$507 \$507 \$507 \$443 General and administrative \$30 \$507 \$507 \$443 General and administrative \$507 \$507 \$507 \$443							
General and administrative 8,805 4,707 4,807 5,361 23,680 3,508 Other expense, net 181 189 180 160 710 162 Total stock-based compensation \$25,264 \$20,393 \$19,207 \$18,995 \$83,859 \$16,472 (2) Amortization of certain intangible assets included in the following GAAP operating expenses: \$20 \$20 \$20 \$20 \$80 \$20 (3) Executive officer severance included in the following GAAP operating expenses: \$30 \$507 \$507 \$507 \$443 General and administrative \$507 \$507 \$507 \$443 General and administrative \$507 \$507 \$507 \$1,328	<u> </u>	,				,	,
Other expense, net 181 189 180 160 710 162 Total stock-based compensation \$25,264 \$20,393 \$19,207 \$18,995 \$83,859 \$16,472 (2) Amortization of certain intangible assets included in the following GAAP operating expenses: \$20 \$20 \$20 \$20 \$80 \$20 (3) Executive officer severance included in the following GAAP operating expenses: \$30 \$507 \$30 \$507 \$443 General and administrative \$30 \$507 \$30 \$507 \$443 General and administrative \$30 \$30 \$30 \$30 \$30	·	,					
Total stock-based compensation \$\frac{\\$25,264}{\$20,393} \frac{\\$19,207}{\$18,995} \frac{\\$83,859}{\$83,859}\$ \$\frac{\\$16,472}{\$16,472}\$ (2) Amortization of certain intangible assets included in the following GAAP operating expenses: General and administrative \$20 \\$20 \\$20 \\$20 \\$80 \\$20 (3) Executive officer severance included in the following GAAP operating expenses: Sales and marketing General and administrative \$\frac{\\$507}{\\$} \frac{\\$507}{\\$} \frac{\\$}{\\$} \frac{\\$507}{\\$} \frac{\\$507}{\\$} \frac{\\$443}{\\$508}\$ General and administrative							
(2) Amortization of certain intangible assets included in the following GAAP operating expenses: General and administrative \$ 20 \$ 20 \$ 20 \$ 80 \$ 20 \$ 20 \$ 20 \$ 20	•	_					
operating expenses: \$ 20 \$ 20 \$ 20 \$ 20 \$ 80 \$ 20 General and administrative \$ 20 \$ 20 \$ 20 \$ 20 \$ 80 \$ 20 (3) Executive officer severance included in the following GAAP operating expenses: \$ - \$ 507 \$ - \$ - \$ 507 \$ 443 General and administrative 1,328	Total stock-based compensation	\$ 25,264	\$ 20,393	\$ 19,207	\$ 18,995	\$ 83,859	\$ 16,472
(3) Executive officer severance included in the following GAAP operating expenses: Sales and marketing \$ - \$ 507 \$ - \$ - \$ 507 \$ 443 General and administrative 1,328							
expenses: \$ — \$ 507 \$ — \$ 507 \$ 443 Sales and marketing \$ — \$ 507 \$ — \$ — \$ 507 \$ 443 General and administrative — — — — — 1,328	General and administrative	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80	\$ 20
Sales and marketing \$ \$ 507 \$ \$ 507 \$ 443 General and administrative 1,328							
General and administrative	·	\$ —	\$ 507	\$ —	\$ —	\$ 507	\$ 443
	<u> </u>	_	_	_		_	•
1		\$ —	\$ 507	\$ <u> </u>	\$ <u> </u>	\$ 507	
		1					

Domo, Inc. Condensed Consolidated Statements of Operations by Quarter As a Percentage of Total Revenue

(unaudited)

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024
Revenue:						
Subscription	87 %	89 %	87 %	88 %	88 %	89 %
Professional services and other	13	11	13	12	12	11
Total revenue	100	100	100	100	100	100
Cost of revenue:						
Subscription	14	14	14	13	14	13
Professional services and other	10	10	10	10	10	10
Total cost of revenue	24	24	24	23	24	23
Gross profit	76	76	76	77	76	77
Operating expenses:						
Sales and marketing	61	59	52	53	56	54
Research and development	31	34	31	28	31	29
General and administrative	22	17	16	16	18	19
Total operating expenses	114	110	99	97	105	102
Loss from operations	(38)	(34)	(23)	(20)	(29)	(25)
Other expense, net	(5)	(4)	(6)	(4)	(5)	(6)
Loss before income taxes	(43)	(38)	(29)	(24)	(34)	(31)
Provision for income taxes		_	_	1		
Net loss	(43)%	(38)%	(29)%	(25)%	(34)%	(31)%

Domo, Inc. Condensed Consolidated Balance Sheets by Quarter

(in thousands) (unaudited)

	 anuary 31, 2022	April 30, 2022	July 31, 2022	(October 31, 2022	J	anuary 31, 2023	April 30, 2023
Assets								
Current assets:								
Cash, cash equivalents, and restricted cash	\$ 83,561	\$ 83,995	\$ 79,894	\$	71,082	\$	66,500	\$ 65,988
Accounts receivable, net	64,149	46,634	49,148		53,314		78,958	56,890
Contract acquisition costs	15,417	15,065	15,099		15,146		15,908	15,694
Prepaid expenses and other current assets	9,975	15,487	9,205		7,457		7,447	8,441
Total current assets	173,102	161,181	153,346		146,999		168,813	147,013
Property and equipment, net	17,584	18,241	18,884		19,834		21,375	22,160
Right-of-use assets	16,392	16,006	16,082		14,871		15,255	14,406
Contract acquisition costs, noncurrent	23,177	22,047	21,693		21,390		22,299	20,906
Intangible assets, net	2,875	2,855	2,835		2,814		2,794	2,774
Goodwill	9,478	9,478	9,478		9,478		9,478	9,478
Other assets	1,981	2,064	1,688		1,945		2,102	2,453
Total assets	\$ 244,589	\$ 231,872	\$ 224,006	\$	217,331	\$	242,116	\$ 219,190
Liabilities and stockholders' deficit								
Current liabilities:								
Accounts payable	\$ 4,770	\$ 12,764	\$ 17,556	\$	17,843	\$	12,120	\$ 12,452
Accrued expenses and other current liabilities	59,976	45,033	43,357		45,928		49,306	39,656
Lease liabilities	3,439	4,102	4,225		4,062		4,905	4,912
Deferred revenue	168,335	167,091	163,454		157,915		182,273	173,646
Total current liabilities	236,520	228,990	228,592		225,748		248,604	230,666
Lease liabilities, noncurrent	16,757	16,464	16,063		15,239		15,271	14,101
Deferred revenue, noncurrent	2,420	2,126	2,560		3,100		3,609	3,077
Other liabilities, noncurrent	10,882	11,157	11,486		11,945		12,425	12,741
Long-term debt	103,988	105,089	106,251		107,424		108,607	109,774
Total liabilities	370,567	363,826	364,952		363,456		388,516	370,359
Commitments and contingencies								
Stockholders' deficit:								
Common stock	33	33	34		34		35	35
Additional paid-in capital	1,098,084	1,125,699	1,146,231		1,165,522		1,183,921	1,203,375
Accumulated other comprehensive income (loss)	388	(315)	(701)		(1,460)		(322)	(142)
Accumulated deficit	(1,224,483)	(1,257,371)	(1,286,510)		(1,310,221)		(1,330,034)	(1,354,437)
Total stockholders' deficit	(125,978)	(131,954)	(140,946)		(146,125)		(146,400)	(151,169)
Total liabilities and stockholders' deficit	\$ 244,589	\$ 231,872	\$ 224,006	\$	217,331	\$	242,116	\$ 219,190

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

Net loss		Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024
Adjustments to reconcile net loss to net cash provided by (used in) operating activities: Page	Cash flows from operating activities						
Depreciation and amortization 1,607 1,213 1,269 1,201 5,290 1,491	Net loss	\$ (32,88	8) \$ (29,139)	\$ (23,711)	\$ (19,813)	\$ (105,551)	\$ (24,403)
Non-cash lease expense 1,198 1,177 987 1,365 4,727 1,149 Amortization of contract acquisition costs 4,312 4,266 4,247 4,118 16,943 4,568 Stock-based compensation 25,264 20,393 19,207 18,995 83,859 16,472 Other, net 920 972 1,155 3,741 6,768 1,517 Changes in operating assets and liabilities: 17,515 (2,514) (4,166) (25,644) (14,809) 22,068 Contract acquisition costs (3,203) (6,079) (4,405) (5,312) (16,999) (3,073) Prepaid expenses and other assets (5,803) 6,584 1,282 327 2,390 (1,397) Accounts payable 8,085 4,822 384 (6,344) 6,947 1,490 Operating lease liabilities (16,14)86 (12,13) 3,527 2,469 (9,403) (8,298 Deferred revenue (15,388) (3,203) (4,999) 24,867 15,127 (9,159) </td <td>Adjustments to reconcile net loss to net cash provided by (used in) operating activities:</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	Adjustments to reconcile net loss to net cash provided by (used in) operating activities:						
Amortization of contract acquisition costs 4,312 4,266 4,247 4,118 16,943 4,568 Stock-based compensation 25,264 20,393 19,207 18,995 83,859 16,472 Other, net 920 972 1,135 3,741 6,768 1,517 Changes in operating assets and liabilities: ***Counts receivable, net 17,515 (2,514) (4,166) (25,644) (14,809) 22,068 Contract acquisition costs (3,203) (4,079) (4,405) (5,312) (16,999) (3,073) Prepaid expenses and other assets (5,803) 6,548 1,282 327 2,390 (1,377) Accounts payable 8,085 4,822 384 (6,344) 6,947 1,490 Operating lease liabilities (14,186) (1,213) 3,527 2,469 9,403 (8,298) Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities (1,937) (1,479)	Depreciation and amortization	1,60	7 1,213	1,269	1,201	5,290	1,491
Stock-based compensation 25,264 20,393 19,207 18,995 83,859 16,472 Other, net 920 972 1,135 3,741 6,768 1,517 Changes in operating assets and liabilities: 30,203 (4,079) (4,166) (25,644) (14,809) 22,068 Contract acquisition costs (3,203) (4,079) (4,405) (5,312) (16,999) (3,073) Prepaid expenses and other assets (5,803) 6,584 1,282 327 2,390 (1,397) Accounts payable 8,085 4,822 384 (6,344) 6,947 1,490 Operating lease liabilities (14,186) (1,213) 3,527 2,469 (9,403) (8,298) Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities 781 (2,358) (6,482) (2,831) (10,890) 828 Cash flows from investing activities (1,937) (1,479) (1,657) (2,923)	Non-cash lease expense	1,19	3 1,177	987	1,365	4,727	1,149
Other, net Changes in operating assets and liabilities: 920 972 1,135 3,741 6,768 1,517 Changes in operating assets and liabilities: 3,203 (4,166) (25,644) (14,809) 22,068 Contract acquisition costs 13,203 (4,079) (4,405) (5,312) (16,999) (3,073) Prepaid expenses and other assets (5,803) 6,584 1,282 327 2,390 (1,397) Accounts payable 8,085 4,822 384 (6,344) 6,947 1,490 Operating lease liabilities (502) (1,637) (1,239) (2,801) (6,179) (1,597) Accrued and other liabilities (1,4186) (1,213) 3,527 2,469 (9,403) (8,298) Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities 781 (2,358) (6,82) (2,831) (10,890) 32,82 Purchases of property and equipment (1,937) (1,479) (1,65	Amortization of contract acquisition costs	4,31	2 4,266	4,247	4,118	16,943	4,568
Changes in operating assets and liabilities: 17,515 (2,514) (4,166) (25,644) (14,809) 22,068 Contract acquisition costs (3,203) (4,079) (4,405) (5,312) (16,999) (3,073) Prepaid expenses and other assets (5,803) 6,584 1,282 327 2,390 (1,397) Accounts payable 8,085 4,822 384 (6,344) 6,947 1,499 Operating lease liabilities (502) (1,637) (1,239) (2,801) (6,179) (1,597) Accrued and other liabilities (14,186) (1,213) 3,527 2,469 (9,403) (8,298) Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities 781 (2,358) (6,482) (2,831) (10,890) 3,576 Purchases of property and equipment (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash flows from inancing activities 1,563 - <	Stock-based compensation	25,26	4 20,393	19,207	18,995	83,859	16,472
Accounts receivable, net 17,515 (2,514) (4,166) (25,644) (14,809) 22,068 Contract acquisition costs (3,203) (4,079) (4,405) (5,312) (16,999) (3,073) Prepaid expenses and other assets (5,803) 6,584 1,282 327 2,390 (1,397) Accounts payable 8,085 4,822 384 (6,344) 6,947 1,490 Operating lease liabilities (502) (1,637) (1,239) (2,801) (6,179) (1,597) Accrued and other liabilities (14,186) (1,213) 3,527 2,469 (9,403) (8,298) Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities 781 (2,358) (6,82) (2,831) (10,890) 828 Cash flows from investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash flows from financing activities 1,563 -	Other, net	92	972	1,135	3,741	6,768	1,517
Contract acquisition costs (3,203) (4,079) (4,405) (5,312) (16,999) (3,073) Prepaid expenses and other assets (5,803) 6,584 1,282 327 2,390 (1,397) Accounts payable 8,085 4,622 384 (6,344) 6,947 1,490 Operating lease liabilities (502) (1,637) (1,239) (2,801) (6,179) (1,597) Accrued and other liabilities (1,186) (1,213) 3,527 2,469 (9,403) (8,298) Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities 781 (2,358) (6,482) (2,831) (10,890) 828 Cash flows from investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash used in investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash flows from financing activities 1,563 -	Changes in operating assets and liabilities:						
Prepaid expenses and other assets (5,803) 6,584 1,282 327 2,390 (1,397) Accounts payable 8,085 4,822 384 (6,344) 6,947 1,490 Operating lease liabilities (502) (1,637) (1,239) (2,801) (6,179) (1,597) Accrued and other liabilities (14,186) (1,213) 3,527 2,469 (9,403) (8,298) Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities 781 (2,358) (6,882) (2,831) (10,890) 828 Cash flows from investing activities Purchases of property and equipment (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash used in investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Cash flows from financing activities Proceeds from shares issued in connection with employee stock purchase plan 1,563 — —<	Accounts receivable, net	17,51	5 (2,514)	(4,166)	(25,644)	(14,809)	22,068
Accounts payable 8,085 4,822 384 (6,344) 6,947 1,490 Operating lease liabilities (502) (1,637) (1,239) (2,801) (6,179) (1,597) Accrued and other liabilities (14,186) (1,213) 3,527 2,469 (9,403) (8,298) Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities 781 (2,358) (6,482) (2,831) (10,890) 828 Cash flows from investing activities Purchases of property and equipment (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash used in investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Cash flows from financing activities Proceeds from shares issued in connection with employee stock purchase plan 1,563 — — — 1,563 2,032 Proceeds from structured payables — — </td <td>Contract acquisition costs</td> <td>(3,20</td> <td>3) (4,079)</td> <td>(4,405)</td> <td>(5,312)</td> <td>(16,999)</td> <td>(3,073)</td>	Contract acquisition costs	(3,20	3) (4,079)	(4,405)	(5,312)	(16,999)	(3,073)
Operating lease liabilities (502) (1,637) (1,239) (2,801) (6,179) (1,597) Accrued and other liabilities (14,186) (1,213) 3,527 2,469 (9,403) (8,298) Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities 781 (2,358) (6,482) (2,831) (10,890) 828 Cash flows from investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash used in investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash shares issued in connection with employee stock purchase plan (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Proceeds from shares issued in connection with employee stock purchase plan 1,563 — — — 1,563 2,032 Proceeds from structured payables — — 6,624 — — Payments on structured payables —	Prepaid expenses and other assets	(5,80	3) 6,584	1,282	327	2,390	(1,397)
Accrued and other liabilities (14, 186) (1,213) 3,527 2,469 (9,403) (8,298) Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities 781 (2,358) (6,482) (2,831) (10,890) 828 Cash flows from investing activities Purchases of property and equipment (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash used in investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash shares issued in connection with employee stock purchase plan 1,563 — — 1,563 2,032 Proceeds from structured payables — — 6,624 — 6,624 — 2 Payments on structured payables — — (6,624) — (6,624) — Proceeds from exercise of stock options 724 81 56 — 861 — 2 Effect of exchange rate changes on cash, cash equivalents, and restricted cash Net increase (decrease) in cash, cash equivalents, and restricted cash 434 (4,101) (8,812) (4,582) (17,061) (512) (512) (6,504) (6,5	Accounts payable	8,08	5 4,822	384	(6,344)	6,947	1,490
Deferred revenue (1,538) (3,203) (4,999) 24,867 15,127 (9,159) Net cash provided by (used in) operating activities 781 (2,358) (6,482) (2,831) (10,890) 828 Cash flows from investing activities Purchases of property and equipment (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash used in investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash used in investing activities 1,563 — — — 1,563 2,032 Cash flows from financing activities Proceeds from shares issued in connection with employee stock purchase plan 1,563 — — — 1,563 2,032 Proceeds from structured payables — — — — 1,563 2,032 Proceeds from structured payables — — — 6,624 — — Proceeds from structured payables — — — 6,624 — —	Operating lease liabilities	(50	2) (1,637)	(1,239)	(2,801)	(6,179)	(1,597)
Cash flows from investing activities 781 (2,358) (6,482) (2,831) (10,890) 828 Cash flows from investing activities Purchases of property and equipment (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash used in investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Cash flows from financing activities Value of the cash	Accrued and other liabilities	(14,18	6) (1,213)	3,527	2,469	(9,403)	(8,298)
Cash flows from investing activities Purchases of property and equipment (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash used in investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Cash flows from financing activities Proceeds from shares issued in connection with employee stock purchase plan 1,563 — — — 1,563 2,032 Proceeds from structured payables — — 6,624 — 6,624 — Payments on structured payables — — (6,624) — (6,624) — Proceeds from exercise of stock options 724 81 56 — 861 — Net cash provided by financing activities 2,287 81 56 — 2,424 2,032 Effect of exchange rate changes on cash, cash equivalents, and restricted cash (697) (345) (729) 1,172 (599) 204 Net increase (decrease) in cash, cash equivalents, and restricted cash at beginning of period 83,561<	Deferred revenue	(1,53	3,203	(4,999)	24,867	15,127	(9,159)
Purchases of property and equipment (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Net cash used in investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Cash flows from financing activities Proceeds from shares issued in connection with employee stock purchase plan 1,563 — — — 1,563 2,032 Proceeds from structured payables — — 6,624 — 6,624 — Proceeds from exercise of stock options 724 81 56 — 861 — Net cash provided by financing activities 2,287 81 56 — 2,424 2,032 Effect of exchange rate changes on cash, cash equivalents, and restricted cash (697) (345) (729) 1,172 (599) 204 Net increase (decrease) in cash, cash equivalents, and restricted cash 434 (4,101) (8,812) (4,582) (17,061) (512) Cash, cash equivalents, and restricted cash at beginning of period 83,561 83,995 79,894	Net cash provided by (used in) operating activities	78	1 (2,358)	(6,482)	(2,831)	(10,890)	828
Net cash used in investing activities (1,937) (1,479) (1,657) (2,923) (7,996) (3,576) Cash flows from financing activities Proceeds from shares issued in connection with employee stock purchase plan 1,563 — — — 1,563 2,032 Proceeds from structured payables — — 6,624 — 6,624 — Payments on structured payables — — (6,624) — (6,624) — Proceeds from exercise of stock options 724 81 56 — 861 — Net cash provided by financing activities 2,287 81 56 — 2,424 2,032 Effect of exchange rate changes on cash, cash equivalents, and restricted cash (697) (345) (729) 1,172 (599) 204 Net increase (decrease) in cash, cash equivalents, and restricted cash 434 (4,101) (8,812) (4,582) (17,061) (512) Cash, cash equivalents, and restricted cash at beginning of period 83,561 83,995 79,894 71,082 83,561	Cash flows from investing activities						
Cash flows from financing activities Proceeds from shares issued in connection with employee stock purchase plan 1,563 — — — 1,563 2,032 Proceeds from structured payables — — 6,624 — 6,624 — Payments on structured payables — — (6,624) — (6,624) — Proceeds from exercise of stock options 724 81 56 — 861 — Net cash provided by financing activities 2,287 81 56 — 2,424 2,032 Effect of exchange rate changes on cash, cash equivalents, and restricted cash restricted cash (697) (345) (729) 1,172 (599) 204 Net increase (decrease) in cash, cash equivalents, and restricted cash at beginning of period 83,561 83,995 79,894 71,082 83,561 66,500	Purchases of property and equipment	(1,93	7) (1,479)	(1,657)	(2,923)	(7,996)	(3,576)
Proceeds from shares issued in connection with employee stock purchase plan 1,563 — — — 1,563 2,032 Proceeds from structured payables — — — — 6,624 — 6,624 — Payments on structured payables — — — — — — — — — — — — — — — — — — —	Net cash used in investing activities	(1,93	7) (1,479)) (1,657)	(2,923)	(7,996)	(3,576)
purchase plan 1,563 — — — 1,563 2,032 Proceeds from structured payables — — 6,624 — 6,624 — Payments on structured payables — — — (6,624) — (6,624) — Proceeds from exercise of stock options 724 81 56 — 861 — Net cash provided by financing activities 2,287 81 56 — 2,424 2,032 Effect of exchange rate changes on cash, cash equivalents, and restricted cash (697) (345) (729) 1,172 (599) 204 Net increase (decrease) in cash, cash equivalents, and restricted cash 434 (4,101) (8,812) (4,582) (17,061) (512) Cash, cash equivalents, and restricted cash at beginning of period 83,561 83,995 79,894 71,082 83,561 66,500	Cash flows from financing activities						
Payments on structured payables — — — (6,624) — — Proceeds from exercise of stock options 724 81 56 — 861 — Net cash provided by financing activities 2,287 81 56 — 2,424 2,032 Effect of exchange rate changes on cash, cash equivalents, and restricted cash (697) (345) (729) 1,172 (599) 204 Net increase (decrease) in cash, cash equivalents, and restricted cash 434 (4,101) (8,812) (4,582) (17,061) (512) Cash, cash equivalents, and restricted cash at beginning of period 83,561 83,995 79,894 71,082 83,561 66,500		1,56	3 —	_	_	1,563	2,032
Proceeds from exercise of stock options 724 81 56 — 861 — Net cash provided by financing activities 2,287 81 56 — 2,424 2,032 Effect of exchange rate changes on cash, cash equivalents, and restricted cash (697) (345) (729) 1,172 (599) 204 Net increase (decrease) in cash, cash equivalents, and restricted cash 434 (4,101) (8,812) (4,582) (17,061) (512) Cash, cash equivalents, and restricted cash at beginning of period 83,561 83,995 79,894 71,082 83,561 66,500	Proceeds from structured payables	_		6,624	_	6,624	_
Net cash provided by financing activities 2,287 81 56 — 2,424 2,032 Effect of exchange rate changes on cash, cash equivalents, and restricted cash (697) (345) (729) 1,172 (599) 204 Net increase (decrease) in cash, cash equivalents, and restricted cash 434 (4,101) (8,812) (4,582) (17,061) (512) Cash, cash equivalents, and restricted cash at beginning of period 83,561 83,995 79,894 71,082 83,561 66,500	Payments on structured payables	_	- –	(6,624)	_	(6,624)	_
Effect of exchange rate changes on cash, cash equivalents, and restricted cash Net increase (decrease) in cash, cash equivalents, and restricted cash Cash, cash equivalents, and restricted cash at beginning of period 83,561 83,995 79,894 71,082 83,561 66,500	Proceeds from exercise of stock options	72	4 81	56	_	861	_
restricted cash (697) (345) (729) 1,172 (599) 204 Net increase (decrease) in cash, cash equivalents, and restricted cash (4,101) (8,812) (4,582) (17,061) (512) Cash, cash equivalents, and restricted cash at beginning of period 83,561 83,995 79,894 71,082 83,561 66,500	Net cash provided by financing activities	2,28	7 81	56	_	2,424	2,032
Cash, cash equivalents, and restricted cash at beginning of period 83,561 83,995 79,894 71,082 83,561 66,500	Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(69	7) (345)) (729)	1,172	(599)	204
	Net increase (decrease) in cash, cash equivalents, and restricted cash	43	4 (4,101)	(8,812)	(4,582)	(17,061)	(512)
Cash, cash equivalents, and restricted cash at end of period \$ 83,995 \$ 79,894 \$ 71,082 \$ 66,500 \$ 66,500 \$ 65,988	Cash, cash equivalents, and restricted cash at beginning of period	83,56	1 83,995	79,894	71,082	83,561	
	Cash, cash equivalents, and restricted cash at end of period	\$ 83,99	5 \$ 79,894	\$ 71,082	\$ 66,500	\$ 66,500	\$ 65,988

Domo, Inc. Additional Metrics (unaudited)

	_ (21 2023	Q2 2023		Q3 2023		Q4 2023			FY 2023	<u> </u>	1 2024
Billings (in thousands)	\$	72,926	\$	72,328	\$	74,027	\$	104,491	\$	323,772	\$	70,299

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

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024
Reconciliation of Subscription Gross Margin on a GAAP Basis to Subscription Gross Margin on a Non-GAAP Basis:						
Revenue:						
Subscription Cost of revenue:	\$ 64,575	\$ 67,406	\$ 69,041	\$ 70,268	\$271,290	\$ 71,090
Subscription	10.667	10,712	11,342	10,574	43,295	10,612
Subscription gross profit on a GAAP basis	53,908	56,694	57,699	59,694	227,995	60,478
Subscription gross margin on a GAAP basis	83 %	,	•	,	*	85 %
Stock-based compensation	731	778	667	500	2,676	618
Subscription gross profit on a non-GAAP basis	\$ 54,639	\$ 57,472	\$ 58,366	\$ 60,194	\$230,671	\$ 61,096
Subscription gross margin on a non-GAAP basis	85 %	% 85 %	6 85 %	% 86 %	% 85 %	86 %
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	\$ 85,438	\$ 82,859	\$ 78,624	\$ 77,519	\$324,440	\$ 80,598
Stock-based compensation	(23,884)	(18,863)	(18,052)	(17,852)	(78,651)	(15,213)
Amortization of certain intangible assets	(20)	(20)	(20)	(20)	(80)	(20)
Executive officer severance		(507)	_	_	(507)	(1,771)
Total operating expenses on a non-GAAP basis	\$ 61,534	\$ 63,469	\$ 60,552	\$ 59,647	\$245,202	\$ 63,594
Reconciliation of Operating Loss on a GAAP Basis to Operating (Loss) Income on a Non-GAAP Basis:						
Operating loss on a GAAP basis	\$ (28,635)	\$ (25,641)	\$ (18,512)	\$ (16,085)	\$ (88,873)	\$ (19,709)
Stock-based compensation	25,083	20,204	19,027	18,835	83,149	16,310
Amortization of certain intangible assets	20	20	20	20	80	20
Executive officer severance		507			507	1,771
Operating (loss) income on a non-GAAP basis	\$ (3,532)	\$ (4,910)	\$ 535	\$ 2,770	\$ (5,137)	\$ (1,608)
Reconciliation of Operating Margin on a GAAP Basis to Operating Margin on a Non-GAAP Basis:						
Operating margin on a GAAP basis	(38)%	6 (34)%	6 (23)%	6 (20)%	(29)%	(25)%
Stock-based compensation	33	26	24	23	27	21
Executive officer severance		1	_			2
Operating margin on a non-GAAP basis	(5)%	⁶ (7)%	6 19	6 3 %	<u>(2)%</u>	(2)%

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

		Q1 2023	Q2 2023	C	Q3 2023	Q4 2023	ı	FY 2023	 Q1 2024
Reconciliation of Net Loss on a GAAP Basis to Net Loss on a Non-GAAP Basis:									
Net loss on a GAAP basis	\$	(32,888) \$	(29,139)	\$	(23,711) \$	(19,813)	\$	(105,551)	\$ (24,403)
Stock-based compensation		25,264	20,393		19,207	18,995		83,859	16,472
Amortization of certain intangible assets		20	20		20	20		80	20
Executive officer severance		_	507		_	_		507	 1,771
Net loss on a non-GAAP basis	\$	(7,604) \$	(8,219)	\$	(4,484) \$	(798)	\$	(21,105)	\$ (6,140)
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	\$	(0.99) \$	(0.86)	\$	(0.69) \$	(0.57)	\$	(3.10)	\$ (0.69)
Stock-based compensation		0.76	0.60		0.56	0.55		2.47	0.47
Executive officer severance		_	0.01		_	_		0.01	0.05
Net loss per share on a non-GAAP basis	\$	(0.23) \$	(0.25)	\$	(0.13) \$	(0.02)	\$	(0.62)	\$ (0.17)
Billings:									
Total revenue	\$	74,464 \$	75,531	\$	79,026 \$	79,624	\$	308,645	\$ 79,458
Add:									
Deferred revenue (end of period)		167,091	163,454		157,915	182,273		182,273	173,646
Deferred revenue, noncurrent (end of period)		2,126	2,560		3,100	3,609		3,609	3,077
Less:									
Deferred revenue (beginning of period)		(168,335)	(167,091)		(163,454)	(157,915)		(168,335)	(182,273)
Deferred revenue, noncurrent (beginning of period)	_	(2,420)	(2,126)		(2,560)	(3,100)		(2,420)	(3,609)
(Decrease) increase in deferred revenue (current and noncurrent)		(1,538)	(3,203)		(4,999)	24,867		15,127	(9,159)
Billings	\$	72,926 \$	72,328	\$	74,027 \$	104,491	\$	323,772	\$ 70,299
Reconciliation of Net Cash Provided by (Used in) Operating Activities to Adjusted Free Cash Flow:									
Net cash provided by (used in) operating activities	\$	781 \$	(2,358)	\$	(6,482) \$	(2,831)	\$	(10,890)	\$ 828
Proceeds from shares issued in connection with employee stock purchase plan		1,563	_		_	_		1,563	2,032
Purchases of property and equipment	_	(1,937)	(1,479)		(1,657)	(2,923)		(7,996)	 (3,576)
Adjusted free cash flow	\$	407 \$	(3,837)	\$	(8,139) \$	(5,754)	\$	(17,323)	\$ (716)