

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

	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>FY 2023</u>	<u>Q1 2024</u>	<u>Q2 2024</u>	<u>Q3 2024</u>	<u>Q4 2024</u>	<u>FY 2024</u>
Revenue:										
Subscription	\$ 64,575	\$ 67,406	\$ 69,041	\$ 70,268	\$ 271,290	\$ 71,090	\$ 71,211	\$ 71,293	\$ 71,906	\$ 285,500
Professional services and other	9,889	8,125	9,985	9,356	37,355	8,368	8,461	8,382	8,278	33,489
Total revenue	<u>74,464</u>	<u>75,531</u>	<u>79,026</u>	<u>79,624</u>	<u>308,645</u>	<u>79,458</u>	<u>79,672</u>	<u>79,675</u>	<u>80,184</u>	<u>318,989</u>
Cost of revenue:										
Subscription (1)	10,667	10,712	11,342	10,574	43,295	10,612	11,453	11,523	12,457	46,045
Professional services and other (1)	6,994	7,601	7,572	7,616	29,783	7,957	7,637	7,253	6,578	29,425
Total cost of revenue	<u>17,661</u>	<u>18,313</u>	<u>18,914</u>	<u>18,190</u>	<u>73,078</u>	<u>18,569</u>	<u>19,090</u>	<u>18,776</u>	<u>19,035</u>	<u>75,470</u>
Gross profit	56,803	57,218	60,112	61,434	235,567	60,889	60,582	60,899	61,149	243,519
Gross margin	76.3 %	75.8 %	76.1 %	77.2 %	76.3 %	76.6 %	76.0 %	76.4 %	76.3 %	76.3 %
Operating expenses:										
Sales and marketing (1), (3)	45,587	44,700	41,012	42,001	173,300	43,162	41,040	40,262	39,438	163,902
Research and development (1)	23,191	25,334	24,583	21,985	95,093	23,435	20,767	19,729	21,118	85,049
General and administrative (1), (2), (3)	16,660	12,825	13,029	13,533	56,047	14,001	9,378	12,130	13,940	49,449
Total operating expenses	<u>85,438</u>	<u>82,859</u>	<u>78,624</u>	<u>77,519</u>	<u>324,440</u>	<u>80,598</u>	<u>71,185</u>	<u>72,121</u>	<u>74,496</u>	<u>298,400</u>
Loss from operations	(28,635)	(25,641)	(18,512)	(16,085)	(88,873)	(19,709)	(10,603)	(11,222)	(13,347)	(54,881)
Operating margin	(38.5)%	(33.9)%	(23.4)%	(20.2)%	(28.8)%	(24.8)%	(13.3)%	(14.1)%	(16.6)%	(17.2)%
Other expense, net (1)	(4,065)	(3,286)	(5,032)	(3,116)	(15,499)	(4,495)	(5,124)	(4,930)	(4,882)	(19,431)
Loss before income taxes	(32,700)	(28,927)	(23,544)	(19,201)	(104,372)	(24,204)	(15,727)	(16,152)	(18,229)	(74,312)
Provision for income taxes	188	212	167	612	1,179	199	341	261	456	1,257
Net loss	<u>\$(32,888)</u>	<u>\$(29,139)</u>	<u>\$(23,711)</u>	<u>\$(19,813)</u>	<u>\$(105,551)</u>	<u>\$(24,403)</u>	<u>\$(16,068)</u>	<u>\$(16,413)</u>	<u>\$(18,685)</u>	<u>\$(75,569)</u>
Net loss per share (basic and diluted)	\$ (0.99)	\$ (0.86)	\$ (0.69)	\$ (0.57)	\$ (3.10)	\$ (0.69)	\$ (0.45)	\$ (0.45)	\$ (0.51)	\$ (2.10)
Weighted-average number of shares (basic and diluted)	33,295	33,973	34,392	34,681	34,092	35,222	35,884	36,310	36,759	36,050
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)	\$(16,068)	\$(16,413)	\$(18,685)	\$(75,569)
Stock-based compensation (1)	25,264	20,393	19,207	18,995	83,859	16,472	15,060	16,369	16,447	64,348
Amortization of certain intangible assets (2)	20	20	20	20	80	20	20	20	20	80
Executive officer severance (3)	—	507	113	—	620	1,771	225	—	307	2,303
Net loss on a non-GAAP basis	<u>\$(7,604)</u>	<u>\$(8,219)</u>	<u>\$(4,371)</u>	<u>\$(798)</u>	<u>\$(20,992)</u>	<u>\$(6,140)</u>	<u>\$(763)</u>	<u>\$(24)</u>	<u>\$(1,911)</u>	<u>\$(8,838)</u>
(1) Stock-based compensation included in the following GAAP operating expenses:										
Cost of revenue:										
Subscription	\$ 731	\$ 778	\$ 667	\$ 500	\$ 2,676	\$ 618	\$ 670	\$ 670	\$ 852	\$ 2,810
Professional services and other	468	563	308	483	1,822	479	473	359	424	1,735
Sales and marketing	8,075	7,873	7,336	7,352	30,636	6,730	6,166	6,364	5,755	25,015
Research and development	7,004	6,283	5,909	5,139	24,335	4,975	4,618	4,621	5,306	19,520
General and administrative	8,805	4,707	4,807	5,361	23,680	3,508	2,960	4,174	3,923	14,565
Other expense, net	181	189	180	160	710	162	173	181	187	703
Total stock-based compensation	<u>\$ 25,264</u>	<u>\$ 20,393</u>	<u>\$ 19,207</u>	<u>\$ 18,995</u>	<u>\$ 83,859</u>	<u>\$ 16,472</u>	<u>\$ 15,060</u>	<u>\$ 16,369</u>	<u>\$ 16,447</u>	<u>\$ 64,348</u>
(2) Amortization of certain intangible assets included in the following GAAP operating expenses:										
General and administrative	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80
(3) Executive officer severance included in the following GAAP operating expenses:										
Sales and marketing	\$ —	\$ 507	\$ 113	\$ —	\$ 620	\$ 443	\$ —	\$ —	\$ 307	\$ 750
General and administrative	—	—	—	—	—	1,328	225	—	—	1,553
Total executive officer severance	<u>\$ —</u>	<u>\$ 507</u>	<u>\$ 113</u>	<u>\$ —</u>	<u>\$ 620</u>	<u>\$ 1,771</u>	<u>\$ 225</u>	<u>\$ —</u>	<u>\$ 307</u>	<u>\$ 2,303</u>

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

	<u>Q1 2023</u>	<u>Q2 2023</u>	<u>Q3 2023</u>	<u>Q4 2023</u>	<u>FY 2023</u>	<u>Q1 2024</u>	<u>Q2 2024</u>	<u>Q3 2024</u>	<u>Q4 2024</u>	<u>FY 2024</u>
Revenue:										
Subscription	87 %	89 %	87 %	88 %	88 %	89 %	89 %	89 %	90 %	90 %
Professional services and other	13	11	13	12	12	11	11	11	10	10
Total revenue	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
Cost of revenue:										
Subscription	14	14	14	13	14	13	14	14	16	14
Professional services and other	10	10	10	10	10	10	10	10	8	10
Total cost of revenue	<u>24</u>	<u>24</u>	<u>24</u>	<u>23</u>	<u>24</u>	<u>23</u>	<u>24</u>	<u>24</u>	<u>24</u>	<u>24</u>
Gross profit	<u>76</u>	<u>76</u>	<u>76</u>	<u>77</u>	<u>76</u>	<u>77</u>	<u>76</u>	<u>76</u>	<u>76</u>	<u>76</u>
Operating expenses:										
Sales and marketing	61	59	52	53	56	54	52	51	49	51
Research and development	31	34	31	28	31	29	26	25	26	27
General and administrative	22	17	16	16	18	19	11	14	18	15
Total operating expenses	<u>114</u>	<u>110</u>	<u>99</u>	<u>97</u>	<u>105</u>	<u>102</u>	<u>89</u>	<u>90</u>	<u>93</u>	<u>93</u>
Loss from operations	<u>(38)</u>	<u>(34)</u>	<u>(23)</u>	<u>(20)</u>	<u>(29)</u>	<u>(25)</u>	<u>(13)</u>	<u>(14)</u>	<u>(17)</u>	<u>(17)</u>
Other expense, net	<u>(5)</u>	<u>(4)</u>	<u>(6)</u>	<u>(4)</u>	<u>(5)</u>	<u>(6)</u>	<u>(6)</u>	<u>(6)</u>	<u>(6)</u>	<u>(6)</u>
Loss before income taxes	<u>(43)</u>	<u>(38)</u>	<u>(29)</u>	<u>(24)</u>	<u>(34)</u>	<u>(31)</u>	<u>(19)</u>	<u>(20)</u>	<u>(23)</u>	<u>(23)</u>
Provision for income taxes	<u>—</u>	<u>—</u>	<u>—</u>	<u>1</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>—</u>	<u>1</u>	<u>—</u>
Net loss	<u>(43)%</u>	<u>(38)%</u>	<u>(29)%</u>	<u>(25)%</u>	<u>(34)%</u>	<u>(31)%</u>	<u>(19)%</u>	<u>(20)%</u>	<u>(24)%</u>	<u>(23)%</u>

Domo, Inc.
Condensed Consolidated Balance Sheets by Quarter

(in thousands)
(unaudited)

	January 31, 2022	April 30, 2022	July 31, 2022	October 31, 2022	January 31, 2023	April 30, 2023	July 31, 2023	October 31, 2023	January 31, 2024
Assets									
Current assets:									
Cash, cash equivalents, and restricted cash	\$ 83,561	\$ 83,995	\$ 79,894	\$ 71,082	\$ 66,500	\$ 65,988	\$ 63,852	\$ 57,387	\$ 60,939
Accounts receivable, net	64,149	46,634	49,148	53,314	78,958	56,890	52,186	55,208	67,197
Contract acquisition costs	15,417	15,065	15,099	15,146	15,908	15,694	15,867	15,794	16,006
Prepaid expenses and other current assets	9,975	15,487	9,205	7,457	7,447	8,441	8,053	7,881	9,602
Total current assets	173,102	161,181	153,346	146,999	168,813	147,013	139,958	136,270	153,744
Property and equipment, net	17,584	18,241	18,884	19,834	21,375	22,160	23,998	26,130	27,003
Right-of-use assets	16,392	16,006	16,082	14,871	15,255	14,406	13,804	12,333	11,746
Contract acquisition costs, noncurrent	23,177	22,047	21,693	21,390	22,299	20,906	20,190	19,601	19,542
Intangible assets, net	2,875	2,855	2,835	2,814	2,794	2,774	2,780	2,760	2,740
Goodwill	9,478	9,478	9,478	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	1,892	1,647	1,407
Total assets	\$ 244,589	\$ 231,872	\$ 224,006	\$ 217,331	\$ 242,116	\$ 219,190	\$ 212,100	\$ 208,219	\$ 225,660
Liabilities and stockholders' deficit									
Current liabilities:									
Accounts payable	\$ 4,770	\$ 12,764	\$ 17,556	\$ 17,843	\$ 12,120	\$ 12,452	\$ 9,155	\$ 10,451	\$ 4,313
Accrued expenses and other current liabilities	59,976	45,033	43,357	45,928	49,306	39,656	44,850	43,510	43,430
Lease liabilities	3,439	4,102	4,225	4,062	4,905	4,912	5,349	4,407	4,807
Deferred revenue	168,335	167,091	163,454	157,915	182,273	173,646	164,882	158,522	185,250
Total current liabilities	236,520	228,990	228,592	225,748	248,604	230,666	224,236	216,890	237,800
Lease liabilities, noncurrent	16,757	16,464	16,063	15,239	15,271	14,101	12,866	12,161	11,135
Deferred revenue, noncurrent	2,420	2,126	2,560	3,100	3,609	3,077	2,732	4,236	2,736
Other liabilities, noncurrent	10,882	11,157	11,486	11,945	12,425	12,741	13,105	13,448	14,001
Long-term debt	103,988	105,089	106,251	107,424	108,607	109,774	111,002	112,255	113,534
Total liabilities	370,567	363,826	364,952	363,456	388,516	370,359	363,941	358,990	379,206
Commitments and contingencies									
Stockholders' deficit:									
Common stock	33	33	34	34	35	35	36	36	37
Additional paid-in capital	1,098,084	1,125,699	1,146,231	1,165,522	1,183,921	1,203,375	1,218,604	1,236,895	1,252,200
Accumulated other comprehensive income (loss)	388	(315)	(701)	(1,460)	(322)	(142)	24	(784)	(180)
Accumulated deficit	(1,224,483)	(1,257,371)	(1,286,510)	(1,310,221)	(1,330,034)	(1,354,437)	(1,370,505)	(1,386,918)	(1,405,603)
Total stockholders' deficit	(125,978)	(131,954)	(140,946)	(146,125)	(146,400)	(151,169)	(151,841)	(150,771)	(153,546)
Total liabilities and stockholders' deficit	\$ 244,589	\$ 231,872	\$ 224,006	\$ 217,331	\$ 242,116	\$ 219,190	\$ 212,100	\$ 208,219	\$ 225,660

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

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	FY 2024
Cash flows from operating activities										
Net loss	\$ (32,888)	\$ (29,139)	\$ (23,711)	\$ (19,813)	\$ (105,551)	\$ (24,403)	\$ (16,068)	\$ (16,413)	\$ (18,685)	\$ (75,569)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:										
Depreciation and amortization	1,607	1,213	1,269	1,201	5,290	1,491	1,611	1,636	1,884	6,622
Non-cash lease expense	1,198	1,177	987	1,365	4,727	1,149	1,023	1,063	1,083	4,318
Amortization of contract acquisition costs	4,312	4,266	4,247	4,118	16,943	4,568	4,388	4,398	4,416	17,770
Stock-based compensation	25,264	20,393	19,207	18,995	83,859	16,472	15,060	16,369	16,447	64,348
Other, net	920	972	1,135	3,741	6,768	1,517	1,054	1,072	1,092	4,735
Changes in operating assets and liabilities:										
Accounts receivable, net	17,515	(2,514)	(4,166)	(25,644)	(14,809)	22,068	4,704	(3,022)	(11,989)	11,761
Contract acquisition costs	(3,203)	(4,079)	(4,405)	(5,312)	(16,999)	(3,073)	(3,832)	(4,016)	(4,403)	(15,324)
Prepaid expenses and other assets	(5,803)	6,584	1,282	327	2,390	(1,397)	933	291	(1,420)	(1,593)
Accounts payable	8,085	4,822	384	(6,344)	6,947	1,490	(3,454)	998	(6,008)	(6,974)
Operating lease liabilities	(502)	(1,637)	(1,239)	(2,801)	(6,179)	(1,597)	(1,220)	(1,237)	(1,123)	(5,177)
Accrued and other liabilities	(14,186)	(1,213)	3,527	2,469	(9,403)	(8,298)	5,545	(608)	(1,077)	(4,438)
Deferred revenue	(1,538)	(3,203)	(4,999)	24,867	15,127	(9,159)	(9,109)	(4,856)	25,228	2,104
Net cash provided by (used in) operating activities	781	(2,358)	(6,482)	(2,831)	(10,890)	828	635	(4,325)	5,445	2,583
Cash flows from investing activities										
Purchases of property and equipment	(1,937)	(1,479)	(1,657)	(2,923)	(7,996)	(3,576)	(2,924)	(2,714)	(2,520)	(11,734)
Purchases of intangible assets	—	—	—	—	—	—	(26)	—	—	(26)
Net cash used in investing activities	(1,937)	(1,479)	(1,657)	(2,923)	(7,996)	(3,576)	(2,950)	(2,714)	(2,520)	(11,760)
Cash flows from financing activities										
Proceeds from shares issued in connection with employee stock purchase plan	1,563	—	—	—	1,563	2,032	—	1,374	—	3,406
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	—	3	62	—	65
Net cash provided by financing activities	2,287	81	56	—	2,424	2,032	3	1,436	—	3,471
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(697)	(345)	(729)	1,172	(599)	204	176	(862)	627	145
Net increase (decrease) in cash, cash equivalents, and restricted cash	434	(4,101)	(8,812)	(4,582)	(17,061)	(512)	(2,136)	(6,465)	3,552	(5,561)
Cash, cash equivalents, and restricted cash at beginning of period	83,561	83,995	79,894	71,082	83,561	66,500	65,988	63,852	57,387	66,500
Cash, cash equivalents, and restricted cash at end of period	\$ 83,995	\$ 79,894	\$ 71,082	\$ 66,500	\$ 66,500	\$ 65,988	\$ 63,852	\$ 57,387	\$ 60,939	\$ 60,939

Domo, Inc.
Additional Metrics
(unaudited)

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	FY 2024
Billings (in thousands)	\$ 72,926	\$ 72,328	\$ 74,027	\$ 104,491	\$ 323,772	\$ 70,299	\$ 70,563	\$ 74,819	\$ 105,412	\$ 321,093

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	Q2 2024	Q3 2024	Q4 2024	FY 2024
Reconciliation of Subscription Gross Margin on a GAAP Basis to Subscription Gross Margin on a Non-GAAP Basis:										
Revenue:										
Subscription	\$ 64,575	\$ 67,406	\$ 69,041	\$ 70,268	\$271,290	\$ 71,090	\$ 71,211	\$ 71,293	\$ 71,906	\$285,500
Cost of revenue:										
Subscription	10,667	10,712	11,342	10,574	43,295	10,612	11,453	11,523	12,457	46,045
Subscription gross profit on a GAAP basis	53,908	56,694	57,699	59,694	227,995	60,478	59,758	59,770	59,449	239,455
Subscription gross margin on a GAAP basis	83 %	84 %	84 %	85 %	84 %	85 %	84 %	84 %	83 %	84 %
Stock-based compensation	731	778	667	500	2,676	618	670	670	852	2,810
Subscription gross profit on a non-GAAP basis	\$ 54,639	\$ 57,472	\$ 58,366	\$ 60,194	\$230,671	\$ 61,096	\$ 60,428	\$ 60,440	\$ 60,301	\$242,265
Subscription gross margin on a non-GAAP basis	85 %	85 %	85 %	86 %	85 %	86 %	85 %	85 %	84 %	85 %
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	\$ 71,185	\$ 72,121	\$ 74,496	\$298,400
Stock-based compensation	(23,884)	(18,863)	(18,052)	(17,852)	(78,651)	(15,213)	(13,744)	(15,159)	(14,984)	(59,100)
Amortization of certain intangible assets	(20)	(20)	(20)	(20)	(80)	(20)	(20)	(20)	(20)	(80)
Executive officer severance (1)	—	(507)	(113)	—	(620)	(1,771)	(225)	—	(307)	(2,303)
Total operating expenses on a non-GAAP basis	\$ 61,534	\$ 63,469	\$ 60,439	\$ 59,647	\$245,089	\$ 63,594	\$ 57,196	\$ 56,942	\$ 59,185	\$236,917
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)	\$(10,603)	\$(11,222)	\$(13,347)	\$(54,881)
Stock-based compensation	25,083	20,204	19,027	18,835	83,149	16,310	14,887	16,188	16,260	63,645
Amortization of certain intangible assets	20	20	20	20	80	20	20	20	20	80
Executive officer severance (1)	—	507	113	—	620	1,771	225	—	307	2,303
Operating (loss) income on a non-GAAP basis	\$ (3,532)	\$ (4,910)	\$ 648	\$ 2,770	\$ (5,024)	\$ (1,608)	\$ 4,529	\$ 4,986	\$ 3,240	\$ 11,147
Reconciliation of Operating Margin on a GAAP Basis to Operating Margin on a Non-GAAP Basis:										
Operating margin on a GAAP basis	(38)%	(34)%	(23)%	(20)%	(29)%	(25)%	(13)%	(14)%	(17)%	(17)%
Stock-based compensation	33	26	24	23	27	21	19	20	21	19
Executive officer severance (1)	—	1	—	—	—	2	—	—	—	1
Operating margin on a non-GAAP basis	(5)%	(7)%	1 %	3 %	(2)%	(2)%	6 %	6 %	4 %	3 %

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

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	FY 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	FY 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)	\$ (16,068)	\$ (16,413)	\$ (18,685)	\$ (75,569)
Stock-based compensation	25,264	20,393	19,207	18,995	83,859	16,472	15,060	16,369	16,447	64,348
Amortization of certain intangible assets	20	20	20	20	80	20	20	20	20	80
Executive officer severance (1)	—	507	113	—	620	1,771	225	—	307	2,303
Net loss on a non-GAAP basis	<u>\$ (7,604)</u>	<u>\$ (8,219)</u>	<u>\$ (4,371)</u>	<u>\$ (798)</u>	<u>\$ (20,992)</u>	<u>\$ (6,140)</u>	<u>\$ (763)</u>	<u>\$ (24)</u>	<u>\$ (1,911)</u>	<u>\$ (8,838)</u>
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)	\$ (0.45)	\$ (0.45)	\$ (0.51)	\$ (2.10)
Stock-based compensation	0.76	0.60	0.56	0.55	2.47	0.47	0.42	0.45	0.45	1.79
Executive officer severance (1)	—	0.01	—	—	0.01	0.05	0.01	—	0.01	0.06
Net loss per share on a non-GAAP basis	<u>\$ (0.23)</u>	<u>\$ (0.25)</u>	<u>\$ (0.13)</u>	<u>\$ (0.02)</u>	<u>\$ (0.62)</u>	<u>\$ (0.17)</u>	<u>\$ (0.02)</u>	<u>\$ —</u>	<u>\$ (0.05)</u>	<u>\$ (0.25)</u>
Billings:										
Total revenue	\$ 74,464	\$ 75,531	\$ 79,026	\$ 79,624	\$ 308,645	\$ 79,458	\$ 79,672	\$ 79,675	\$ 80,184	\$ 318,989
Add:										
Deferred revenue (end of period)	167,091	163,454	157,915	182,273	182,273	173,646	164,882	158,522	185,250	185,250
Deferred revenue, noncurrent (end of period)	2,126	2,560	3,100	3,609	3,609	3,077	2,732	4,236	2,736	2,736
Less:										
Deferred revenue (beginning of period)	(168,335)	(167,091)	(163,454)	(157,915)	(168,335)	(182,273)	(173,646)	(164,882)	(158,522)	(182,273)
Deferred revenue, noncurrent (beginning of period)	(2,420)	(2,126)	(2,560)	(3,100)	(2,420)	(3,609)	(3,077)	(2,732)	(4,236)	(3,609)
(Decrease) increase in deferred revenue (current and noncurrent)	<u>(1,538)</u>	<u>(3,203)</u>	<u>(4,999)</u>	<u>24,867</u>	<u>15,127</u>	<u>(9,159)</u>	<u>(9,109)</u>	<u>(4,856)</u>	<u>25,228</u>	<u>2,104</u>
Billings	<u>\$ 72,926</u>	<u>\$ 72,328</u>	<u>\$ 74,027</u>	<u>\$ 104,491</u>	<u>\$ 323,772</u>	<u>\$ 70,299</u>	<u>\$ 70,563</u>	<u>\$ 74,819</u>	<u>\$ 105,412</u>	<u>\$ 321,093</u>
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	\$ 635	\$ (4,325)	\$ 5,445	\$ 2,583
Proceeds from shares issued in connection with employee stock purchase plan	1,563	—	—	—	1,563	2,032	—	1,374	—	3,406
Purchases of property and equipment	(1,937)	(1,479)	(1,657)	(2,923)	(7,996)	(3,576)	(2,924)	(2,714)	(2,520)	(11,734)
Adjusted free cash flow	<u>\$ 407</u>	<u>\$ (3,837)</u>	<u>\$ (8,139)</u>	<u>\$ (5,754)</u>	<u>\$ (17,323)</u>	<u>\$ (716)</u>	<u>\$ (2,289)</u>	<u>\$ (5,665)</u>	<u>\$ 2,925</u>	<u>\$ (5,745)</u>

(1) During the current fiscal year, we revised our definition for non-GAAP statement of operations line items to adjust for executive severance expenses. We have revised the prior period amounts to conform to our current period presentation.