

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

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	FY 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	FY 2025
Revenue:										
Subscription	\$ 71,090	\$ 71,211	\$ 71,293	\$ 71,906	\$ 285,500	\$ 72,110	\$ 70,921	\$ 71,113	\$ 71,858	\$ 286,002
Professional services and other	8,368	8,461	8,382	8,278	33,489	7,993	7,486	8,651	6,912	31,042
Total revenue	<u>79,458</u>	<u>79,672</u>	<u>79,675</u>	<u>80,184</u>	<u>318,989</u>	<u>80,103</u>	<u>78,407</u>	<u>79,764</u>	<u>78,770</u>	<u>317,044</u>
Cost of revenue:										
Subscription (1)	10,612	11,453	11,523	12,457	46,045	12,775	13,301	13,334	14,175	53,585
Professional services and other (1)	7,957	7,637	7,253	6,578	29,425	7,939	6,823	6,627	6,019	27,408
Total cost of revenue	<u>18,569</u>	<u>19,090</u>	<u>18,776</u>	<u>19,035</u>	<u>75,470</u>	<u>20,714</u>	<u>20,124</u>	<u>19,961</u>	<u>20,194</u>	<u>80,993</u>
Gross profit	60,889	60,582	60,899	61,149	243,519	59,389	58,283	59,803	58,576	236,051
Gross margin	76.6 %	76.0 %	76.4 %	76.3 %	76.3 %	74.1 %	74.3 %	75.0 %	74.4 %	74.5 %
Operating expenses:										
Sales and marketing (1), (3)	43,162	41,040	40,262	39,438	163,902	42,219	36,627	37,194	35,465	151,505
Research and development (1)	23,435	20,767	19,729	21,118	85,049	22,719	21,969	21,264	21,947	87,899
General and administrative (1), (2), (3)	14,001	9,378	12,130	13,940	49,449	15,901	14,174	12,429	13,425	55,929
Total operating expenses	<u>80,598</u>	<u>71,185</u>	<u>72,121</u>	<u>74,496</u>	<u>298,400</u>	<u>80,839</u>	<u>72,770</u>	<u>70,887</u>	<u>70,837</u>	<u>295,333</u>
Loss from operations	(19,709)	(10,603)	(11,222)	(13,347)	(54,881)	(21,450)	(14,487)	(11,084)	(12,261)	(59,282)
Operating margin	(24.8)%	(13.3)%	(14.1)%	(16.6)%	(17.2)%	(26.8)%	(18.5)%	(13.9)%	(15.6)%	(18.7)%
Other expense, net:										
Loss on extinguishment of debt	—	—	—	—	—	—	—	(1,850)	—	(1,850)
Other expense, net (1), (4)	(4,495)	(5,124)	(4,930)	(4,882)	(19,431)	(4,431)	(4,752)	(5,622)	(4,788)	(19,593)
Total other expense, net	<u>(4,495)</u>	<u>(5,124)</u>	<u>(4,930)</u>	<u>(4,882)</u>	<u>(19,431)</u>	<u>(4,431)</u>	<u>(4,752)</u>	<u>(7,472)</u>	<u>(4,788)</u>	<u>(21,443)</u>
Loss before income taxes	(24,204)	(15,727)	(16,152)	(18,229)	(74,312)	(25,881)	(19,239)	(18,556)	(17,049)	(80,725)
Provision for income taxes	199	341	261	456	1,257	126	251	205	628	1,210
Net loss	<u>\$(24,403)</u>	<u>\$(16,068)</u>	<u>\$(16,413)</u>	<u>\$(18,685)</u>	<u>\$ (75,569)</u>	<u>\$(26,007)</u>	<u>\$(19,490)</u>	<u>\$(18,761)</u>	<u>\$(17,677)</u>	<u>\$ (81,935)</u>
Net loss per share (basic and diluted)	\$ (0.69)	\$ (0.45)	\$ (0.45)	\$ (0.51)	\$ (2.10)	\$ (0.69)	\$ (0.51)	\$ (0.48)	\$ (0.45)	\$ (2.13)
Weighted-average number of shares (basic and diluted)	35,222	35,884	36,310	36,759	36,050	37,482	38,389	38,832	39,268	38,501
Reconciliation of net loss on a GAAP basis to net loss on a Non-GAAP basis:										
Net loss on a GAAP basis	\$(24,403)	\$(16,068)	\$(16,413)	\$(18,685)	\$(75,569)	\$(26,007)	\$(19,490)	\$(18,761)	\$(17,677)	\$(81,935)
Stock-based compensation (1)	16,472	15,060	16,369	16,447	64,348	14,142	16,473	13,161	15,590	59,366
Amortization of certain intangible assets (2)	20	20	20	20	80	142	142	142	142	568
Executive officer severance (3)	1,771	225	—	307	2,303	—	—	—	—	—
Remeasurement of warrant liability (4)	—	—	—	—	—	(566)	144	455	118	151
Loss on extinguishment of debt	—	—	—	—	—	—	—	1,850	—	1,850
Net loss on a non-GAAP basis	<u>\$ (6,140)</u>	<u>\$ (763)</u>	<u>\$ (24)</u>	<u>\$ (1,911)</u>	<u>\$ (8,838)</u>	<u>\$(12,289)</u>	<u>\$ (2,731)</u>	<u>\$ (3,153)</u>	<u>\$ (1,827)</u>	<u>\$ (20,000)</u>

(1) Stock-based compensation included in the following GAAP expenses:

Cost of revenue:										
Subscription	\$ 618	\$ 670	\$ 670	\$ 852	\$ 2,810	\$ 798	\$ 807	\$ 784	\$ 801	\$ 3,190
Professional services and other	479	473	359	424	1,735	333	314	295	281	1,223
Sales and marketing	6,730	6,166	6,364	5,755	25,015	5,314	5,170	4,754	4,757	19,995
Research and development	4,975	4,618	4,621	5,306	19,520	4,422	4,069	4,038	5,716	18,245

General and administrative	3,508	2,960	4,174	3,923	14,565	3,084	5,911	3,080	3,817	15,892
Other expense, net	162	173	181	187	703	191	202	210	218	821
Total stock-based compensation	<u>\$ 16,472</u>	<u>\$ 15,060</u>	<u>\$ 16,369</u>	<u>\$ 16,447</u>	<u>\$ 64,348</u>	<u>\$ 14,142</u>	<u>\$ 16,473</u>	<u>\$ 13,161</u>	<u>\$ 15,590</u>	<u>\$ 59,366</u>
(2) Amortization of certain intangible assets included in the following GAAP operating expenses:										
General and administrative	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80	\$ 142	\$ 142	\$ 142	\$ 142	\$ 568
(3) Executive officer severance included in the following GAAP operating expenses:										
Sales and marketing	\$ 443	\$ —	\$ —	\$ 307	\$ 750	\$ —	\$ —	\$ —	\$ —	\$ —
General and administrative	1,328	225	—	—	1,553	—	—	—	—	—
Total executive officer severance	<u>\$ 1,771</u>	<u>\$ 225</u>	<u>\$ —</u>	<u>\$ 307</u>	<u>\$ 2,303</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ —</u>
(4) Remeasurement of warrant liability included in the following GAAP expenses:										
Other expense, net	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (566)	\$ 144	\$ 455	\$ 118	\$ 151

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

	<u>Q1 2024</u>	<u>Q2 2024</u>	<u>Q3 2024</u>	<u>Q4 2024</u>	<u>FY 2024</u>	<u>Q1 2025</u>	<u>Q2 2025</u>	<u>Q3 2025</u>	<u>Q4 2025</u>	<u>FY 2025</u>
Revenue:										
Subscription	89 %	89 %	89 %	90 %	90 %	90 %	90 %	89 %	91 %	90 %
Professional services and other	11	11	11	10	10	10	10	11	9	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	13	14	14	16	14	16	17	17	18	17
Professional services and other	10	10	10	8	10	10	9	8	8	9
Total cost of revenue	<u>23</u>	<u>24</u>	<u>24</u>	<u>24</u>	<u>24</u>	<u>26</u>	<u>26</u>	<u>25</u>	<u>26</u>	<u>26</u>
Gross profit	<u>77</u>	<u>76</u>	<u>76</u>	<u>76</u>	<u>76</u>	<u>74</u>	<u>74</u>	<u>75</u>	<u>74</u>	<u>74</u>
Operating expenses:										
Sales and marketing	54	52	51	49	51	53	47	47	45	48
Research and development	29	26	25	26	27	28	28	27	28	28
General and administrative	19	11	14	18	15	20	17	15	17	17
Total operating expenses	<u>102</u>	<u>89</u>	<u>90</u>	<u>93</u>	<u>93</u>	<u>101</u>	<u>92</u>	<u>89</u>	<u>90</u>	<u>93</u>
Loss from operations	<u>(25)</u>	<u>(13)</u>	<u>(14)</u>	<u>(17)</u>	<u>(17)</u>	<u>(27)</u>	<u>(18)</u>	<u>(14)</u>	<u>(16)</u>	<u>(19)</u>
Other expense:										
Loss on extinguishment of debt	—	—	—	—	—	—	—	(2)	—	(1)
Other expense, net	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(7)	(6)	(6)
Total other expense	<u>(6)</u>	<u>(6)</u>	<u>(6)</u>	<u>(6)</u>	<u>(6)</u>	<u>(6)</u>	<u>(6)</u>	<u>(9)</u>	<u>(6)</u>	<u>(7)</u>
Loss before income taxes	<u>(31)</u>	<u>(19)</u>	<u>(20)</u>	<u>(23)</u>	<u>(23)</u>	<u>(33)</u>	<u>(24)</u>	<u>(23)</u>	<u>(22)</u>	<u>(26)</u>
Provision for income taxes	—	—	—	1	—	—	—	—	1	—
Net loss	<u>(31)%</u>	<u>(19)%</u>	<u>(20)%</u>	<u>(24)%</u>	<u>(23)%</u>	<u>(33)%</u>	<u>(24)%</u>	<u>(23)%</u>	<u>(23)%</u>	<u>(26)%</u>

**Domo, Inc.**  
**Condensed Consolidated Balance Sheets by Quarter**

(in thousands)  
(unaudited)

	January 31, 2023	April 30, 2023	July 31, 2023	October 31, 2023	January 31, 2024	April 30, 2024	July 31, 2024	October 31, 2024	January 31, 2025
<b>Assets</b>									
Current assets:									
Cash, cash equivalents, and restricted cash	\$ 66,500	\$ 65,988	\$ 63,852	\$ 57,387	\$ 60,939	\$ 61,158	\$ 55,704	\$ 40,925	\$ 45,264
Accounts receivable, net	78,958	56,890	52,186	55,208	67,197	47,848	48,688	57,177	71,544
Contract acquisition costs	15,908	15,694	15,867	15,794	16,006	15,403	15,266	15,288	15,780
Prepaid expenses and other current assets	7,447	8,441	8,053	7,881	9,602	9,760	9,171	7,083	9,089
Total current assets	168,813	147,013	139,958	136,270	153,744	134,169	128,829	120,473	141,677
Property and equipment, net	21,375	22,160	23,998	26,130	27,003	27,240	27,195	27,937	28,625
Right-of-use assets	15,255	14,406	13,804	12,333	11,746	11,709	10,942	10,108	10,158
Contract acquisition costs, noncurrent	22,299	20,906	20,190	19,601	19,542	17,733	17,339	17,420	19,553
Intangible assets, net	2,794	2,774	2,780	2,760	2,740	2,550	2,409	2,267	2,125
Goodwill	9,478	9,478	9,478	9,478	9,478	9,478	9,478	9,478	9,478
Other assets	2,102	2,453	1,892	1,647	1,407	1,525	1,565	2,528	2,724
Total assets	\$ 242,116	\$ 219,190	\$ 212,100	\$ 208,219	\$ 225,660	\$ 204,404	\$ 197,757	\$ 190,211	\$ 214,340
<b>Liabilities and stockholders' deficit</b>									
Current liabilities:									
Accounts payable	\$ 12,120	\$ 12,452	\$ 9,155	\$ 10,451	\$ 4,313	\$ 10,867	\$ 18,418	\$ 8,403	\$ 10,033
Accrued expenses and other current liabilities	49,306	39,656	44,850	43,510	43,430	41,139	39,004	58,392	60,909
Lease liabilities	4,905	4,912	5,349	4,407	4,807	5,385	5,597	5,506	5,731
Deferred revenue	182,273	173,646	164,882	158,522	185,250	170,813	161,601	153,919	178,276
Total current liabilities	248,604	230,666	224,236	216,890	237,800	228,204	224,620	226,220	254,949
Lease liabilities, noncurrent	15,271	14,101	12,866	12,161	11,135	10,319	9,110	8,125	7,695
Deferred revenue, noncurrent	3,609	3,077	2,732	4,236	2,736	2,566	1,997	3,311	2,828
Other liabilities, noncurrent	12,425	12,741	13,105	13,448	14,001	12,673	13,180	8,151	8,446
Long-term debt	108,607	109,774	111,002	112,255	113,534	114,123	115,211	115,574	117,668
Total liabilities	388,516	370,359	363,941	358,990	379,206	367,885	364,118	361,381	391,586
Commitments and contingencies									
Stockholders' deficit:									
Common stock	35	35	36	36	37	38	38	39	39
Additional paid-in capital	1,183,921	1,203,375	1,218,604	1,236,895	1,252,200	1,268,517	1,284,781	1,298,596	1,310,922
Accumulated other comprehensive (loss) income	(322)	(142)	24	(784)	(180)	(426)	(80)	56	(669)
Accumulated deficit	(1,330,034)	(1,354,437)	(1,370,505)	(1,386,918)	(1,405,603)	(1,431,610)	(1,451,100)	(1,469,861)	(1,487,538)
Total stockholders' deficit	(146,400)	(151,169)	(151,841)	(150,771)	(153,546)	(163,481)	(166,361)	(171,170)	(177,246)
Total liabilities and stockholders' deficit	\$ 242,116	\$ 219,190	\$ 212,100	\$ 208,219	\$ 225,660	\$ 204,404	\$ 197,757	\$ 190,211	\$ 214,340

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

	<b>Q1 2024</b>	<b>Q2 2024</b>	<b>Q3 2024</b>	<b>Q4 2024</b>	<b>FY 2024</b>	<b>Q1 2025</b>	<b>Q2 2025</b>	<b>Q3 2025</b>	<b>Q4 2025</b>	<b>FY 2025</b>
<b>Cash flows from operating activities</b>										
Net loss	\$ (24,403)	\$ (16,068)	\$ (16,413)	\$ (18,685)	\$ (75,569)	\$ (26,007)	\$ (19,490)	\$ (18,761)	\$ (17,677)	\$ (81,935)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:										
Depreciation and amortization	1,491	1,611	1,636	1,884	6,622	2,356	2,507	2,254	2,119	9,236
Non-cash lease expense	1,149	1,023	1,063	1,083	4,318	1,080	1,098	1,142	1,079	4,399
Amortization of contract acquisition costs	4,568	4,388	4,398	4,416	17,770	4,301	4,426	4,454	4,343	17,524
Stock-based compensation	16,472	15,060	16,369	16,447	64,348	14,142	16,473	13,161	15,590	59,366
Loss on extinguishment of debt	—	—	—	—	—	—	—	1,850	—	1,850
Remeasurement of warrant liability	—	—	—	—	—	(566)	143	456	117	150
Other, net	1,517	1,054	1,072	1,092	4,735	1,058	886	2,390	1,875	6,209
Changes in operating assets and liabilities:										
Accounts receivable, net	22,068	4,704	(3,022)	(11,989)	11,761	19,349	(840)	(8,489)	(14,367)	(4,347)
Contract acquisition costs	(3,073)	(3,832)	(4,016)	(4,403)	(15,324)	(1,995)	(3,809)	(4,524)	(7,164)	(17,492)
Prepaid expenses and other assets	(1,397)	933	291	(1,420)	(1,593)	(345)	621	1,543	(1,696)	123
Accounts payable	1,490	(3,454)	998	(6,008)	(6,974)	6,678	4,825	(11,655)	1,981	1,829
Operating lease liabilities	(1,597)	(1,220)	(1,237)	(1,123)	(5,177)	(1,280)	(1,328)	(1,392)	(1,334)	(5,334)
Accrued and other liabilities	(8,298)	5,545	(608)	(1,077)	(4,438)	(2,263)	(1,902)	10,238	179	6,252
Deferred revenue	(9,159)	(9,109)	(4,856)	25,228	2,104	(14,607)	(9,781)	(6,368)	23,874	(6,882)
Net cash provided by (used in) operating activities	828	635	(4,325)	5,445	2,583	1,901	(6,171)	(13,701)	8,919	(9,052)
<b>Cash flows from investing activities</b>										
Purchases of property and equipment	(3,576)	(2,924)	(2,714)	(2,520)	(11,734)	(2,526)	(2,204)	(2,515)	(2,200)	(9,445)
Purchases of intangible assets	—	(26)	—	—	(26)	—	—	—	—	—
Net cash used in investing activities	(3,576)	(2,950)	(2,714)	(2,520)	(11,760)	(2,526)	(2,204)	(2,515)	(2,200)	(9,445)
<b>Cash flows from financing activities</b>										
Payments of deferred offering costs for registration statement	—	—	—	—	—	—	—	(402)	(601)	(1,003)
Proceeds from shares issued in connection with employee stock purchase plan	2,032	—	1,374	—	3,406	1,121	—	789	—	1,910
Shares repurchased for tax withholdings on vesting of restricted stock	—	—	—	—	—	—	(208)	(296)	(316)	(820)
Debt proceeds, net of issuance costs	—	—	—	—	—	—	—	52,758	—	52,758
Repayment of debt and related fees	—	—	—	—	—	—	—	(53,177)	—	(53,177)
Proceeds from short-term payable financing	—	—	—	—	—	—	2,782	6,190	3,722	12,694
Payments on short-term payable financing	—	—	—	—	—	—	—	(4,536)	(4,435)	(8,971)
Proceeds from exercise of stock options	—	3	62	—	65	—	—	—	—	—
Net cash provided by (used in) financing activities	2,032	3	1,436	—	3,471	1,121	2,574	1,326	(1,630)	3,391
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	204	176	(862)	627	145	(277)	347	111	(750)	(569)
Net (decrease) increase in cash, cash equivalents, and restricted cash	(512)	(2,136)	(6,465)	3,552	(5,561)	219	(5,454)	(14,779)	4,339	(15,675)
Cash, cash equivalents, and restricted cash at beginning of period	66,500	65,988	63,852	57,387	66,500	60,939	61,158	55,704	40,925	60,939
Cash, cash equivalents, and restricted cash at end of period	\$ 65,988	\$ 63,852	\$ 57,387	\$ 60,939	\$ 60,939	\$ 61,158	\$ 55,704	\$ 40,925	\$ 45,264	\$ 45,264

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

	<b>Q1 2024</b>	<b>Q2 2024</b>	<b>Q3 2024</b>	<b>Q4 2024</b>	<b>FY 2024</b>	<b>Q1 2025</b>	<b>Q2 2025</b>	<b>Q3 2025</b>	<b>Q4 2025</b>	<b>FY 2025</b>
Billings (in thousands)	\$ 70,299	\$ 70,563	\$ 74,819	\$ 105,412	\$ 321,093	\$ 65,496	\$ 68,626	\$ 73,396	\$ 102,644	\$ 310,162

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

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	FY 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	FY 2025
<b>Reconciliation of Subscription Gross Margin on a GAAP Basis to Subscription Gross Margin on a Non-GAAP Basis:</b>										
Revenue:										
Subscription	\$ 71,090	\$ 71,211	\$ 71,293	\$ 71,906	\$285,500	\$ 72,110	\$ 70,921	\$ 71,113	\$ 71,858	\$286,002
Cost of revenue:										
Subscription	10,612	11,453	11,523	12,457	46,045	12,775	13,301	13,334	14,175	53,585
Subscription gross profit on a GAAP basis	60,478	59,758	59,770	59,449	239,455	59,335	57,620	57,779	57,683	232,417
Subscription gross margin on a GAAP basis	85 %	84 %	84 %	83 %	84 %	82 %	81 %	81 %	80 %	81 %
Stock-based compensation	618	670	670	852	2,810	798	807	784	801	3,190
Subscription gross profit on a non-GAAP basis	\$ 61,096	\$ 60,428	\$ 60,440	\$ 60,301	\$242,265	\$ 60,133	\$ 58,427	\$ 58,563	\$ 58,484	\$235,607
Subscription gross margin on a non-GAAP basis	86 %	85 %	85 %	84 %	85 %	83 %	82 %	82 %	81 %	82 %
<b>Reconciliation of Total Operating Expenses on a GAAP Basis to Total Operating Expenses on a Non-GAAP Basis:</b>										
Total operating expenses on a GAAP basis	\$ 80,598	\$ 71,185	\$ 72,121	\$ 74,496	\$298,400	\$ 80,839	\$ 72,770	\$ 70,887	\$ 70,837	\$295,333
Stock-based compensation	(15,213)	(13,744)	(15,159)	(14,984)	(59,100)	(12,820)	(15,150)	(11,872)	(14,290)	(54,132)
Amortization of certain intangible assets	(20)	(20)	(20)	(20)	(80)	(142)	(142)	(142)	(142)	(568)
Executive officer severance	(1,771)	(225)	—	(307)	(2,303)	—	—	—	—	—
Total operating expenses on a non-GAAP basis	\$ 63,594	\$ 57,196	\$ 56,942	\$ 59,185	\$236,917	\$ 67,877	\$ 57,478	\$ 58,873	\$ 56,405	\$240,633
<b>Reconciliation of Operating Loss on a GAAP Basis to Operating (Loss) Income on a Non-GAAP Basis:</b>										
Operating loss on a GAAP basis	\$(19,709)	\$(10,603)	\$(11,222)	\$(13,347)	\$(54,881)	\$(21,450)	\$(14,487)	\$(11,084)	\$(12,261)	\$(59,282)
Stock-based compensation	16,310	14,887	16,188	16,260	63,645	13,951	16,271	12,951	15,372	58,545
Amortization of certain intangible assets	20	20	20	20	80	142	142	142	142	568
Executive officer severance	1,771	225	—	307	2,303	—	—	—	—	—
Operating (loss) income on a non-GAAP basis	\$ (1,608)	\$ 4,529	\$ 4,986	\$ 3,240	\$ 11,147	\$ (7,357)	\$ 1,926	\$ 2,009	\$ 3,253	\$ (169)
<b>Reconciliation of Operating Margin on a GAAP Basis to Operating Margin on a Non-GAAP Basis:</b>										
Operating margin on a GAAP basis	(25)%	(13)%	(14)%	(17)%	(17)%	(27)%	(18)%	(14)%	(16)%	(19)%
Stock-based compensation	21	19	20	21	19	18	20	17	20	19
Executive officer severance	2	—	—	—	1	—	—	—	—	—
Operating margin on a non-GAAP basis	(2)%	6 %	6 %	4 %	3 %	(9)%	2 %	3 %	4 %	— %

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

	Q1 2024	Q2 2024	Q3 2024	Q4 2024	FY 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	FY 2025
<b>Reconciliation of Net Loss on a GAAP Basis to Net Loss on a Non-GAAP Basis:</b>										
Net loss on a GAAP basis	\$ (24,403)	\$ (16,068)	\$ (16,413)	\$ (18,685)	\$ (75,569)	\$ (26,007)	\$ (19,490)	\$ (18,761)	\$ (17,677)	\$ (81,935)
Stock-based compensation	16,472	15,060	16,369	16,447	64,348	14,142	16,473	13,161	15,590	59,366
Amortization of certain intangible assets	20	20	20	20	80	142	142	142	142	568
Executive officer severance	1,771	225	—	307	2,303	—	—	—	—	—
Loss on extinguishment of debt	—	—	—	—	—	—	—	1,850	—	1,850
Remeasurement of warrant liability	—	—	—	—	—	(566)	144	455	118	151
Net loss on a non-GAAP basis	<u>\$ (6,140)</u>	<u>\$ (763)</u>	<u>\$ (24)</u>	<u>\$ (1,911)</u>	<u>\$ (8,838)</u>	<u>\$ (12,289)</u>	<u>\$ (2,731)</u>	<u>\$ (3,153)</u>	<u>\$ (1,827)</u>	<u>\$ (20,000)</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	\$ (0.69)	\$ (0.45)	\$ (0.45)	\$ (0.51)	\$ (2.10)	\$ (0.69)	\$ (0.51)	\$ (0.48)	\$ (0.45)	\$ (2.13)
Stock-based compensation	0.47	0.42	0.45	0.45	1.79	0.38	0.43	0.34	0.40	1.55
Amortization of certain intangible assets	—	—	—	—	—	—	—	—	—	0.01
Executive officer severance	0.05	0.01	—	0.01	0.06	—	—	—	—	—
Loss on extinguishment of debt	—	—	—	—	—	—	—	0.05	—	0.05
Remeasurement of warrant liability	—	—	—	—	—	(0.02)	0.01	0.01	—	—
Net loss per share on a non-GAAP basis	<u>\$ (0.17)</u>	<u>\$ (0.02)</u>	<u>\$ —</u>	<u>\$ (0.05)</u>	<u>\$ (0.25)</u>	<u>\$ (0.33)</u>	<u>\$ (0.07)</u>	<u>\$ (0.08)</u>	<u>\$ (0.05)</u>	<u>\$ (0.52)</u>

**Billings:**

Total revenue	\$ 79,458	\$ 79,672	\$ 79,675	\$ 80,184	\$ 318,989	\$ 80,103	\$ 78,407	\$ 79,764	\$ 78,770	\$ 317,044
Add:										
Deferred revenue (end of period)	173,646	164,882	158,522	185,250	185,250	170,813	161,601	153,919	178,276	178,276
Deferred revenue, noncurrent (end of period)	3,077	2,732	4,236	2,736	2,736	2,566	1,997	3,311	2,828	2,828
Less:										
Deferred revenue (beginning of period)	(182,273)	(173,646)	(164,882)	(158,522)	(182,273)	(185,250)	(170,813)	(161,601)	(153,919)	(185,250)
Deferred revenue, noncurrent (beginning of period)	(3,609)	(3,077)	(2,732)	(4,236)	(3,609)	(2,736)	(2,566)	(1,997)	(3,311)	(2,736)
(Decrease) increase in deferred revenue (current and noncurrent)	(9,159)	(9,109)	(4,856)	25,228	2,104	(14,607)	(9,781)	(6,368)	23,874	(6,882)
Billings	<u>\$ 70,299</u>	<u>\$ 70,563</u>	<u>\$ 74,819</u>	<u>\$ 105,412</u>	<u>\$ 321,093</u>	<u>\$ 65,496</u>	<u>\$ 68,626</u>	<u>\$ 73,396</u>	<u>\$ 102,644</u>	<u>\$ 310,162</u>

**Reconciliation of Net Cash Provided by (Used in) Operating Activities to Adjusted Free Cash Flow:**

Net cash provided by (used in) operating activities	\$ 828	\$ 635	\$ (4,325)	\$ 5,445	\$ 2,583	\$ 1,901	\$ (6,171)	\$ (13,701)	\$ 8,919	\$ (9,052)
Proceeds from shares issued in connection with employee stock purchase plan	2,032	—	1,374	—	3,406	1,121	—	789	—	1,910
Purchases of property and equipment	(3,576)	(2,924)	(2,714)	(2,520)	(11,734)	(2,526)	(2,204)	(2,515)	(2,200)	(9,445)
Proceeds from short-term payable financing	—	—	—	—	—	—	2,782	6,190	3,722	12,694

Payments on short-term payable financing	—	—	—	—	—	—	—	(4,536)	(4,435)	(8,971)
Adjusted free cash flow	<u>\$ (716)</u>	<u>\$ (2,289)</u>	<u>\$ (5,665)</u>	<u>\$ 2,925</u>	<u>\$ (5,745)</u>	<u>\$ 496</u>	<u>\$ (5,593)</u>	<u>\$ (13,773)</u>	<u>\$ 6,006</u>	<u>\$ (12,864)</u>