

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

	Q1 2025	Q2 2025	Q3 2025	Q4 2025	FY 2025	Q1 2026
Revenue:						
Subscription	\$ 72,110	\$ 70,921	\$ 71,113	\$ 71,858	\$ 286,002	\$ 71,389
Professional services and other	7,993	7,486	8,651	6,912	31,042	8,722
Total revenue	80,103	78,407	79,764	78,770	317,044	80,111
Cost of revenue:						
Subscription (1)	12,775	13,301	13,334	14,175	53,585	13,787
Professional services and other (1)	7,939	6,823	6,627	6,019	27,408	6,881
Total cost of revenue	20,714	20,124	19,961	20,194	80,993	20,668
Gross profit	59,389	58,283	59,803	58,576	236,051	59,443
Gross margin	74.1 %	74.3 %	75.0 %	74.4 %	74.5 %	74.2 %
Operating expenses:						
Sales and marketing (1)	42,219	36,627	37,194	35,465	151,505	39,661
Research and development (1)	22,719	21,969	21,264	21,947	87,899	19,961
General and administrative (1), (2)	15,901	14,174	12,429	13,425	55,929	14,167
Total operating expenses	80,839	72,770	70,887	70,837	295,333	73,789
Loss from operations	(21,450)	(14,487)	(11,084)	(12,261)	(59,282)	(14,346)
Operating margin	(26.8)%	(18.5)%	(13.9)%	(15.6)%	(18.7)%	(17.9)%
Other expense, net:						
Loss on extinguishment of debt	—	—	(1,850)	—	(1,850)	—
Other expense, net (1), (3)	(4,431)	(4,752)	(5,622)	(4,788)	(19,593)	(3,515)
Total other expense, net	(4,431)	(4,752)	(7,472)	(4,788)	(21,443)	(3,515)
Loss before income taxes	(25,881)	(19,239)	(18,556)	(17,049)	(80,725)	(17,861)
Provision for income taxes	126	251	205	628	1,210	191
Net loss	<u>\$(26,007)</u>	<u>\$(19,490)</u>	<u>\$(18,761)</u>	<u>\$(17,677)</u>	<u>\$ (81,935)</u>	<u>\$(18,052)</u>
Net loss per share (basic and diluted)	\$ (0.69)	\$ (0.51)	\$ (0.48)	\$ (0.45)	\$ (2.13)	\$ (0.45)
Weighted-average number of shares (basic and diluted)	37,482	38,389	38,832	39,268	38,501	39,735
Reconciliation of net loss on a GAAP basis to net loss on a Non-GAAP basis:						
Net loss on a GAAP basis	\$(26,007)	\$(19,490)	\$(18,761)	\$(17,677)	\$ (81,935)	\$(18,052)
Stock-based compensation (1)	14,142	16,473	13,161	15,590	59,366	15,455
Amortization of certain intangible assets (2)	142	142	142	142	568	142
Remeasurement of warrant liability (3)	(566)	144	455	118	151	(1,158)
Loss on extinguishment of debt	—	—	1,850	—	1,850	—
Net loss on a non-GAAP basis	<u>\$(12,289)</u>	<u>\$ (2,731)</u>	<u>\$ (3,153)</u>	<u>\$ (1,827)</u>	<u>\$ (20,000)</u>	<u>\$ (3,613)</u>

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

Cost of revenue:

Subscription	\$ 798	\$ 807	\$ 784	\$ 801	\$ 3,190	\$ 670
Professional services and other	333	314	295	281	1,223	278
Sales and marketing	5,314	5,170	4,754	4,757	19,995	4,401
Research and development	4,422	4,069	4,038	5,716	18,245	4,902
General and administrative	3,084	5,911	3,080	3,817	15,892	4,986
Other expense, net	191	202	210	218	821	218
Total stock-based compensation	<u>\$ 14,142</u>	<u>\$ 16,473</u>	<u>\$ 13,161</u>	<u>\$ 15,590</u>	<u>\$ 59,366</u>	<u>\$ 15,455</u>

(2) Amortization of certain intangible assets included in the following GAAP operating expenses:

General and administrative	\$ 142	\$ 142	\$ 142	\$ 142	\$ 568	\$ 142
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(3) Remeasurement of warrant liability included in the following GAAP expenses:

Other expense, net	\$ (566)	\$ 144	\$ 455	\$ 118	\$ 151	\$ (1,158)
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Domo, Inc.
Condensed Consolidated Statements of Operations by Quarter
As a Percentage of Total Revenue
(unaudited)

	<u>Q1 2025</u>	<u>Q2 2025</u>	<u>Q3 2025</u>	<u>Q4 2025</u>	<u>FY 2025</u>	<u>Q1 2026</u>
Revenue:						
Subscription	90 %	90 %	89 %	91 %	90 %	89 %
Professional services and other	10	10	11	9	10	11
Total revenue	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
Cost of revenue:						
Subscription	16	17	17	18	17	17
Professional services and other	10	9	8	8	9	9
Total cost of revenue	<u>26</u>	<u>26</u>	<u>25</u>	<u>26</u>	<u>26</u>	<u>26</u>
Gross profit	74	74	75	74	74	74
Operating expenses:						
Sales and marketing	53	47	47	45	48	50
Research and development	28	28	27	28	28	25
General and administrative	20	17	15	17	17	17
Total operating expenses	<u>101</u>	<u>92</u>	<u>89</u>	<u>90</u>	<u>93</u>	<u>92</u>
Loss from operations	(27)	(18)	(14)	(16)	(19)	(18)
Other expense:						
Loss on extinguishment of debt	—	—	(2)	—	(1)	—
Other expense, net	(6)	(6)	(7)	(6)	(6)	(4)
Total other expense	<u>(6)</u>	<u>(6)</u>	<u>(9)</u>	<u>(6)</u>	<u>(7)</u>	<u>(4)</u>
Loss before income taxes	(33)	(24)	(23)	(22)	(26)	(22)
Provision for income taxes	—	—	—	1	—	—
Net loss	<u>(33)%</u>	<u>(24)%</u>	<u>(23)%</u>	<u>(23)%</u>	<u>(26)%</u>	<u>(22)%</u>

Domo, Inc.
Condensed Consolidated Balance Sheets by Quarter

(in thousands)
(unaudited)

	January 31, 2024	April 30, 2024	July 31, 2024	October 31, 2024	January 31, 2025	April 30, 2025
Assets						
Current assets:						
Cash, cash equivalents, and restricted cash	\$ 60,939	\$ 61,158	\$ 55,704	\$ 40,925	\$ 45,264	\$ 47,180
Accounts receivable, net	67,197	47,848	48,688	57,177	71,544	43,918
Contract acquisition costs	16,006	15,403	15,266	15,288	15,780	15,721
Prepaid expenses and other current assets	9,602	9,760	9,171	7,083	9,089	10,284
Total current assets	153,744	134,169	128,829	120,473	141,677	117,103
Property and equipment, net	27,003	27,240	27,195	27,937	28,625	28,978
Right-of-use assets	11,746	11,709	10,942	10,108	10,158	9,192
Contract acquisition costs, noncurrent	19,542	17,733	17,339	17,420	19,553	20,150
Intangible assets, net	2,740	2,550	2,409	2,267	2,125	1,984
Goodwill	9,478	9,478	9,478	9,478	9,478	9,478
Other assets	1,407	1,525	1,565	2,528	2,724	2,795
Total assets	\$ 225,660	\$ 204,404	\$ 197,757	\$ 190,211	\$ 214,340	\$ 189,680
Liabilities and stockholders' deficit						
Current liabilities:						
Accounts payable	\$ 4,313	\$ 10,867	\$ 18,418	\$ 8,403	\$ 10,033	\$ 12,654
Accrued expenses and other current liabilities	43,430	41,139	39,004	58,392	60,909	49,783
Lease liabilities	4,807	5,385	5,597	5,506	5,731	6,000
Deferred revenue	185,250	170,813	161,601	153,919	178,276	162,935
Total current liabilities	237,800	228,204	224,620	226,220	254,949	231,372
Lease liabilities, noncurrent	11,135	10,319	9,110	8,125	7,695	6,197
Deferred revenue, noncurrent	2,736	2,566	1,997	3,311	2,828	1,961
Other liabilities, noncurrent	14,001	12,673	13,180	8,151	8,446	9,105
Long-term debt	113,534	114,123	115,211	115,574	117,668	119,747
Total liabilities	379,206	367,885	364,118	361,381	391,586	368,382
Commitments and contingencies						
Stockholders' deficit:						
Common stock	37	38	38	39	39	40
Additional paid-in capital	1,252,200	1,268,517	1,284,781	1,298,596	1,310,922	1,326,158
Accumulated other comprehensive (loss) income	(180)	(426)	(80)	56	(669)	690
Accumulated deficit	(1,405,603)	(1,431,610)	(1,451,100)	(1,469,861)	(1,487,538)	(1,505,590)
Total stockholders' deficit	(153,546)	(163,481)	(166,361)	(171,170)	(177,246)	(178,702)
Total liabilities and stockholders' deficit	\$ 225,660	\$ 204,404	\$ 197,757	\$ 190,211	\$ 214,340	\$ 189,680

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

	Q1 2025	Q2 2025	Q3 2025	Q4 2025	FY 2025	Q1 2026
Cash flows from operating activities						
Net loss	\$ (26,007)	\$ (19,490)	\$ (18,761)	\$ (17,677)	\$ (81,935)	\$ (18,052)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:						
Depreciation and amortization	2,356	2,507	2,254	2,119	9,236	2,291
Non-cash lease expense	1,080	1,098	1,142	1,079	4,399	1,102
Amortization of contract acquisition costs	4,301	4,426	4,454	4,343	17,524	4,478
Stock-based compensation	14,142	16,473	13,161	15,590	59,366	15,455
Loss on extinguishment of debt	—	—	1,850	—	1,850	—
Remeasurement of warrant liability	(566)	143	456	117	150	(1,158)
Other, net	1,058	886	2,390	1,875	6,209	2,181
Changes in operating assets and liabilities:						
Accounts receivable, net	19,349	(840)	(8,489)	(14,367)	(4,347)	27,626
Contract acquisition costs	(1,995)	(3,809)	(4,524)	(7,164)	(17,492)	(4,736)
Prepaid expenses and other assets	(345)	621	1,543	(1,696)	123	(857)
Accounts payable	6,678	4,825	(11,655)	1,981	1,829	3,354
Operating lease liabilities	(1,280)	(1,328)	(1,392)	(1,334)	(5,334)	(1,362)
Accrued and other liabilities	(2,263)	(1,902)	10,238	179	6,252	(10,163)
Deferred revenue	(14,607)	(9,781)	(6,368)	23,874	(6,882)	(16,208)
Net cash provided by (used in) operating activities	1,901	(6,171)	(13,701)	8,919	(9,052)	3,951
Cash flows from investing activities						
Purchases of property and equipment	(2,526)	(2,204)	(2,515)	(2,200)	(9,445)	(2,926)
Purchases of intangible assets	—	—	—	—	—	(1)
Net cash used in investing activities	(2,526)	(2,204)	(2,515)	(2,200)	(9,445)	(2,927)
Cash flows from financing activities						
Payments of deferred offering costs for registration statement	—	—	(402)	(601)	(1,003)	(164)
Proceeds from shares issued in connection with employee stock purchase plan	1,121	—	789	—	1,910	680
Shares repurchased for tax withholdings on vesting of restricted stock	—	(208)	(296)	(316)	(820)	(486)
Debt proceeds, net of issuance costs	—	—	52,758	—	52,758	(206)
Repayment of debt and related fees	—	—	(53,177)	—	(53,177)	—
Proceeds from short-term payable financing	—	2,782	6,190	3,722	12,694	3,303
Payments on short-term payable financing	—	—	(4,536)	(4,435)	(8,971)	(3,722)
Net cash provided by (used in) financing activities	1,121	2,574	1,326	(1,630)	3,391	(595)
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(277)	347	111	(750)	(569)	1,487
Net increase (decrease) in cash, cash equivalents, and restricted cash	219	(5,454)	(14,779)	4,339	(15,675)	1,916
Cash, cash equivalents, and restricted cash at beginning of period	60,939	61,158	55,704	40,925	60,939	45,264
Cash, cash equivalents, and restricted cash at end of period	\$ 61,158	\$ 55,704	\$ 40,925	\$ 45,264	\$ 45,264	\$ 47,180

Domo, Inc.
Additional Metrics
(unaudited)

	<u>Q1 2025</u>	<u>Q2 2025</u>	<u>Q3 2025</u>	<u>Q4 2025</u>	<u>FY 2025</u>	<u>Q1 2026</u>
Billings (in thousands)	\$ 65,496	\$ 68,626	\$ 73,396	\$ 102,644	\$ 310,162	\$ 63,903

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

	<u>Q1 2025</u>	<u>Q2 2025</u>	<u>Q3 2025</u>	<u>Q4 2025</u>	<u>FY 2025</u>	<u>Q1 2026</u>
Reconciliation of Subscription Gross Margin on a GAAP Basis to Subscription Gross Margin on a Non-GAAP Basis:						
Revenue:						
Subscription	\$ 72,110	\$ 70,921	\$ 71,113	\$ 71,858	\$286,002	\$ 71,389
Cost of revenue:						
Subscription	12,775	13,301	13,334	14,175	53,585	13,787
Subscription gross profit on a GAAP basis	59,335	57,620	57,779	57,683	232,417	57,602
Subscription gross margin on a GAAP basis	82 %	81 %	81 %	80 %	81 %	81 %
Stock-based compensation	798	807	784	801	3,190	670
Subscription gross profit on a non-GAAP basis	<u>\$ 60,133</u>	<u>\$ 58,427</u>	<u>\$ 58,563</u>	<u>\$ 58,484</u>	<u>\$235,607</u>	<u>\$ 58,272</u>
Subscription gross margin on a non-GAAP basis	83 %	82 %	82 %	81 %	82 %	82 %
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	\$ 80,839	\$ 72,770	\$ 70,887	\$ 70,837	\$295,333	\$ 73,789
Stock-based compensation	(12,820)	(15,150)	(11,872)	(14,290)	(54,132)	(14,289)
Amortization of certain intangible assets	(142)	(142)	(142)	(142)	(568)	(142)
Total operating expenses on a non-GAAP basis	<u>\$ 67,877</u>	<u>\$ 57,478</u>	<u>\$ 58,873</u>	<u>\$ 56,405</u>	<u>\$240,633</u>	<u>\$ 59,358</u>
Reconciliation of Operating Loss on a GAAP Basis to Operating (Loss) Income on a Non-GAAP Basis:						
Operating loss on a GAAP basis	\$(21,450)	\$(14,487)	\$(11,084)	\$(12,261)	\$(59,282)	\$(14,346)
Stock-based compensation	13,951	16,271	12,951	15,372	58,545	15,237
Amortization of certain intangible assets	142	142	142	142	568	142
Operating (loss) income on a non-GAAP basis	<u>\$ (7,357)</u>	<u>\$ 1,926</u>	<u>\$ 2,009</u>	<u>\$ 3,253</u>	<u>\$ (169)</u>	<u>\$ 1,033</u>
Reconciliation of Operating Margin on a GAAP Basis to Operating Margin on a Non-GAAP Basis:						
Operating margin on a GAAP basis	(27)%	(18)%	(14)%	(16)%	(19)%	(18)%
Stock-based compensation	18	20	17	20	19	19
Operating margin on a non-GAAP basis	<u>(9)%</u>	<u>2 %</u>	<u>3 %</u>	<u>4 %</u>	<u>— %</u>	<u>1 %</u>

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

	<u>Q1 2025</u>	<u>Q2 2025</u>	<u>Q3 2025</u>	<u>Q4 2025</u>	<u>FY 2025</u>	<u>Q1 2026</u>
Reconciliation of Net Loss on a GAAP Basis to Net Loss on a Non-GAAP Basis:						
Net loss on a GAAP basis	\$ (26,007)	\$ (19,490)	\$ (18,761)	\$ (17,677)	\$ (81,935)	\$ (18,052)
Stock-based compensation	14,142	16,473	13,161	15,590	59,366	15,455
Amortization of certain intangible assets	142	142	142	142	568	142
Loss on extinguishment of debt	—	—	1,850	—	1,850	—
Remeasurement of warrant liability	(566)	144	455	118	151	(1,158)
Net loss on a non-GAAP basis	<u>\$ (12,289)</u>	<u>\$ (2,731)</u>	<u>\$ (3,153)</u>	<u>\$ (1,827)</u>	<u>\$ (20,000)</u>	<u>\$ (3,613)</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)	\$ (0.51)	\$ (0.48)	\$ (0.45)	\$ (2.13)	\$ (0.45)
Stock-based compensation	0.38	0.43	0.34	0.40	1.55	0.39
Amortization of certain intangible assets	—	—	—	—	0.01	—
Loss on extinguishment of debt	—	—	0.05	—	0.05	—
Remeasurement of warrant liability	(0.02)	0.01	0.01	—	—	(0.03)
Net loss per share on a non-GAAP basis	<u>\$ (0.33)</u>	<u>\$ (0.07)</u>	<u>\$ (0.08)</u>	<u>\$ (0.05)</u>	<u>\$ (0.52)</u>	<u>\$ (0.09)</u>
Billings:						
Total revenue	\$ 80,103	\$ 78,407	\$ 79,764	\$ 78,770	\$ 317,044	\$ 80,111
Add:						
Deferred revenue (end of period)	170,813	161,601	153,919	178,276	178,276	162,935
Deferred revenue, noncurrent (end of period)	2,566	1,997	3,311	2,828	2,828	1,961
Less:						
Deferred revenue (beginning of period)	(185,250)	(170,813)	(161,601)	(153,919)	(185,250)	(178,276)
Deferred revenue, noncurrent (beginning of period)	(2,736)	(2,566)	(1,997)	(3,311)	(2,736)	(2,828)
(Decrease) increase in deferred revenue (current and noncurrent)	(14,607)	(9,781)	(6,368)	23,874	(6,882)	(16,208)
Billings	<u>\$ 65,496</u>	<u>\$ 68,626</u>	<u>\$ 73,396</u>	<u>\$ 102,644</u>	<u>\$ 310,162</u>	<u>\$ 63,903</u>
Reconciliation of Net Cash Provided by (Used in) Operating Activities to Adjusted Free Cash Flow:						
Net cash provided by (used in) operating activities	\$ 1,901	\$ (6,171)	\$ (13,701)	\$ 8,919	\$ (9,052)	\$ 3,951
Proceeds from shares issued in connection with employee stock purchase plan	1,121	—	789	—	1,910	680
Purchases of property and equipment	(2,526)	(2,204)	(2,515)	(2,200)	(9,445)	(2,926)
Proceeds from short-term payable financing	—	2,782	6,190	3,722	12,694	3,303
Payments on short-term payable financing	—	—	(4,536)	(4,435)	(8,971)	(3,722)
Adjusted free cash flow	<u>\$ 496</u>	<u>\$ (5,593)</u>	<u>\$ (13,773)</u>	<u>\$ 6,006</u>	<u>\$ (12,864)</u>	<u>\$ 1,286</u>