

Domo, Inc.
Condensed Consolidated Statements of Operations by Quarter
(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>	<u>Q2 2026</u>	<u>Q3 2026</u>	<u>FY 2026</u>
Revenue:									
Subscription	\$ 72,110	\$ 70,921	\$ 71,113	\$ 71,858	\$ 286,002	\$ 71,389	\$ 72,730	\$ 71,879	\$ 215,998
Professional services and other	7,993	7,486	8,651	6,912	31,042	8,722	6,988	7,524	23,234
Total revenue	<u>80,103</u>	<u>78,407</u>	<u>79,764</u>	<u>78,770</u>	<u>317,044</u>	<u>80,111</u>	<u>79,718</u>	<u>79,403</u>	<u>239,232</u>
Cost of revenue:									
Subscription (1)	12,775	13,301	13,334	14,175	53,585	13,787	14,143	14,281	42,211
Professional services and other (1)	7,939	6,823	6,627	6,019	27,408	6,881	5,932	6,223	19,036
Total cost of revenue	<u>20,714</u>	<u>20,124</u>	<u>19,961</u>	<u>20,194</u>	<u>80,993</u>	<u>20,668</u>	<u>20,075</u>	<u>20,504</u>	<u>61,247</u>
Gross profit	59,389	58,283	59,803	58,576	236,051	59,443	59,643	58,899	177,985
Gross margin	74.1 %	74.3 %	75.0 %	74.4 %	74.5 %	74.2 %	74.8 %	74.2 %	74.4 %
Operating expenses:									
Sales and marketing (1)	42,219	36,627	37,194	35,465	151,505	39,661	35,300	34,120	109,081
Research and development (1)	22,719	21,969	21,264	21,947	87,899	19,961	18,952	19,062	57,975
General and administrative (1), (2)	15,901	14,174	12,429	13,425	55,929	14,167	12,642	12,647	39,456
Total operating expenses	<u>80,839</u>	<u>72,770</u>	<u>70,887</u>	<u>70,837</u>	<u>295,333</u>	<u>73,789</u>	<u>66,894</u>	<u>65,829</u>	<u>206,512</u>
Loss from operations	(21,450)	(14,487)	(11,084)	(12,261)	(59,282)	(14,346)	(7,251)	(6,930)	(28,527)
Operating margin	(26.8)%	(18.5)%	(13.9)%	(15.6)%	(18.7)%	(17.9)%	(9.1)%	(8.7)%	(11.9)%
Other expense, net:									
Loss on extinguishment of debt	—	—	(1,850)	—	(1,850)	—	—	—	—
Remeasurement of warrant liability	566	(144)	(455)	(118)	(151)	1,158	(10,441)	1,704	(7,579)
Other expense, net (1)	(4,997)	(4,608)	(5,167)	(4,670)	(19,442)	(4,673)	(5,006)	(4,953)	(14,632)
Total other expense, net	<u>(4,431)</u>	<u>(4,752)</u>	<u>(7,472)</u>	<u>(4,788)</u>	<u>(21,443)</u>	<u>(3,515)</u>	<u>(15,447)</u>	<u>(3,249)</u>	<u>(22,211)</u>
Loss before income taxes	(25,881)	(19,239)	(18,556)	(17,049)	(80,725)	(17,861)	(22,698)	(10,179)	(50,738)
Provision for income taxes	126	251	205	628	1,210	191	234	209	634
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>	<u>\$(22,932)</u>	<u>\$(10,388)</u>	<u>\$ (51,372)</u>
Net loss per share (basic and diluted)	\$ (0.69)	\$ (0.51)	\$ (0.48)	\$ (0.45)	\$ (2.13)	\$ (0.45)	\$ (0.56)	\$ (0.25)	\$ (1.26)
Weighted-average number of shares (basic and diluted)	37,482	38,389	38,832	39,268	38,501	39,735	40,643	41,448	40,618
Reconciliation of net loss on a GAAP basis to net (loss) gain on a Non-GAAP basis:									
Net loss on a GAAP basis	\$(26,007)	\$(19,490)	\$(18,761)	\$(17,677)	\$ (81,935)	\$(18,052)	\$(22,932)	\$(10,388)	\$ (51,372)
Stock-based compensation (1)	14,142	16,473	13,161	15,590	59,366	15,455	13,228	12,204	40,887
Amortization of certain intangible assets (2)	142	142	142	142	568	142	142	142	426
Remeasurement of warrant liability	(566)	144	455	118	151	(1,158)	10,441	(1,704)	7,579
Loss on extinguishment of debt	—	—	1,850	—	1,850	—	—	—	—
Net (loss) gain 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>	<u>\$ 879</u>	<u>\$ 254</u>	<u>\$ (2,480)</u>

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

Cost of revenue:

Subscription	\$ 798	\$ 807	\$ 784	\$ 801	\$ 3,190	\$ 670	\$ 947	\$ 810	\$ 2,427
Professional services and other	333	314	295	281	1,223	278	511	174	963
Sales and marketing	5,314	5,170	4,754	4,757	19,995	4,401	3,864	2,939	11,204
Research and development	4,422	4,069	4,038	5,716	18,245	4,902	4,206	3,851	12,959
General and administrative	3,084	5,911	3,080	3,817	15,892	4,986	3,700	4,430	13,116
Other expense, net	191	202	210	218	821	218	—	—	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>	<u>\$ 13,228</u>	<u>\$ 12,204</u>	<u>\$ 40,887</u>

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

General and administrative	\$ 142	\$ 142	\$ 142	\$ 142	\$ 568	\$ 142	\$ 142	\$ 142	\$ 426
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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>	<u>Q2 2026</u>	<u>Q3 2026</u>	<u>FY 2026</u>
Revenue:									
Subscription	90 %	90 %	89 %	91 %	90 %	89 %	91 %	91 %	90 %
Professional services and other	10	10	11	9	10	11	9	9	10
Total revenue	100	100	100	100	100	100	100	100	100
Cost of revenue:									
Subscription	16	17	17	18	17	17	18	18	18
Professional services and other	10	9	8	8	9	9	7	8	8
Total cost of revenue	26	26	25	26	26	26	25	26	26
Gross profit	74	74	75	74	74	74	75	74	74
Operating expenses:									
Sales and marketing	53	47	47	45	48	50	44	43	46
Research and development	28	28	27	28	28	25	24	24	24
General and administrative	20	17	15	17	17	17	16	16	16
Total operating expenses	101	92	89	90	93	92	84	83	86
Loss from operations	(27)	(18)	(14)	(16)	(19)	(18)	(9)	(9)	(12)
Other expense:									
Loss on extinguishment of debt	—	—	(2)	—	(1)	—	—	—	—
Remeasurement of warrant liability	1	—	(1)	—	—	1	(13)	2	(3)
Other expense, net	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(6)
Total other expense	(6)	(6)	(9)	(6)	(7)	(4)	(19)	(4)	(9)
Loss before income taxes	(33)	(24)	(23)	(22)	(26)	(22)	(28)	(13)	(21)
Provision for income taxes	—	—	—	1	—	—	—	—	—
Net loss	(33)%	(24)%	(23)%	(23)%	(26)%	(22)%	(28)%	(13)%	(21)%

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	July 31, 2025	October 31, 2025
Assets								
Current assets:								
Cash, cash equivalents, and restricted cash	\$ 60,939	\$ 61,158	\$ 55,704	\$ 40,925	\$ 45,264	\$ 47,180	\$ 47,143	\$ 47,874
Accounts receivable, net	67,197	47,848	48,688	57,177	71,544	43,918	47,323	52,265
Contract acquisition costs, net	16,006	15,403	15,266	15,288	15,780	15,721	16,599	16,501
Prepaid expenses and other current assets	9,602	9,760	9,171	7,083	9,089	10,284	6,340	6,076
Total current assets	153,744	134,169	128,829	120,473	141,677	117,103	117,405	122,716
Property and equipment, net	27,003	27,240	27,195	27,937	28,625	28,978	29,441	29,268
Right-of-use assets	11,746	11,709	10,942	10,108	10,158	9,192	12,526	11,888
Contract acquisition costs, noncurrent, net	19,542	17,733	17,339	17,420	19,553	20,150	22,369	23,958
Intangible assets, net	2,740	2,550	2,409	2,267	2,125	1,984	1,842	1,700
Goodwill	9,478	9,478	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	2,654	2,597
Total assets	\$ 225,660	\$ 204,404	\$ 197,757	\$ 190,211	\$ 214,340	\$ 189,680	\$ 195,715	\$ 201,605
Liabilities and stockholders' deficit								
Current liabilities:								
Accounts payable	\$ 4,313	\$ 10,867	\$ 18,418	\$ 8,403	\$ 10,033	\$ 12,654	\$ 19,894	\$ 25,050
Warrant liability	—	1,656	1,799	11,091	11,208	10,050	20,491	18,787
Accrued expenses and other current liabilities	43,430	39,483	37,205	47,301	49,701	39,733	44,659	52,110
Lease liabilities	4,807	5,385	5,597	5,506	5,731	6,000	7,354	7,653
Deferred revenue	185,250	170,813	161,601	153,919	178,276	162,935	153,967	146,269
Total current liabilities	237,800	228,204	224,620	226,220	254,949	231,372	246,365	249,869
Lease liabilities, noncurrent	11,135	10,319	9,110	8,125	7,695	6,197	7,886	6,618
Deferred revenue, noncurrent	2,736	2,566	1,997	3,311	2,828	1,961	1,544	3,042
Other liabilities, noncurrent	14,001	12,673	13,180	8,151	8,446	9,105	9,466	9,820
Long-term debt	113,534	114,123	115,211	115,574	117,668	119,747	121,940	124,188
Total liabilities	379,206	367,885	364,118	361,381	391,586	368,382	387,201	393,537
Commitments and contingencies								
Stockholders' deficit:								
Common stock	37	38	38	39	39	40	41	42
Additional paid-in capital	1,252,200	1,268,517	1,284,781	1,298,596	1,310,922	1,326,158	1,336,527	1,346,653
Accumulated other comprehensive (loss) income	(180)	(426)	(80)	56	(669)	690	468	283
Accumulated deficit	(1,405,603)	(1,431,610)	(1,451,100)	(1,469,861)	(1,487,538)	(1,505,590)	(1,528,522)	(1,538,910)
Total stockholders' deficit	(153,546)	(163,481)	(166,361)	(171,170)	(177,246)	(178,702)	(191,486)	(191,932)
Total liabilities and stockholders' deficit	\$ 225,660	\$ 204,404	\$ 197,757	\$ 190,211	\$ 214,340	\$ 189,680	\$ 195,715	\$ 201,605

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	Q2 2026	Q3 2026	FY 2026
Cash flows from operating activities									
Net loss	\$ (26,007)	\$ (19,490)	\$ (18,761)	\$ (17,677)	\$ (81,935)	\$ (18,052)	\$ (22,932)	\$ (10,388)	\$ (51,372)
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	2,305	2,636	7,232
Non-cash lease expense	1,080	1,098	1,142	1,079	4,399	1,102	1,400	1,470	3,972
Amortization of contract acquisition costs	4,301	4,426	4,454	4,343	17,524	4,478	4,641	4,858	13,977
Stock-based compensation expense	14,142	16,473	13,161	15,590	59,366	15,455	13,228	12,204	40,887
Loss on extinguishment of debt	—	—	1,850	—	1,850	—	—	—	—
Remeasurement of warrant liability	(566)	143	456	117	150	(1,158)	10,441	(1,704)	7,579
Other, net	1,058	886	2,390	1,875	6,209	2,181	2,188	2,244	6,613
Changes in operating assets and liabilities:									
Accounts receivable, net	19,349	(840)	(8,489)	(14,367)	(4,347)	27,626	(3,405)	(4,942)	19,279
Contract acquisition costs	(1,995)	(3,809)	(4,524)	(7,164)	(17,492)	(4,736)	(7,840)	(6,399)	(18,975)
Prepaid expenses and other assets	(345)	621	1,543	(1,696)	123	(857)	4,024	276	3,443
Accounts payable	6,678	4,825	(11,655)	1,981	1,829	3,354	6,785	4,796	14,935
Operating lease liabilities	(1,280)	(1,328)	(1,392)	(1,334)	(5,334)	(1,362)	(1,685)	(1,796)	(4,843)
Accrued expenses and other liabilities	(2,263)	(1,902)	10,238	179	6,252	(10,163)	3,603	6,329	(231)
Deferred revenue	(14,607)	(9,781)	(6,368)	23,874	(6,882)	(16,208)	(9,385)	(6,200)	(31,793)
Net cash provided by (used in) operating activities	1,901	(6,171)	(13,701)	8,919	(9,052)	3,951	3,368	3,384	10,703
Cash flows from investing activities									
Purchases of property and equipment	(2,526)	(2,204)	(2,515)	(2,200)	(9,445)	(2,927)	(2,349)	(2,292)	(7,568)
Net cash used in investing activities	(2,526)	(2,204)	(2,515)	(2,200)	(9,445)	(2,927)	(2,349)	(2,292)	(7,568)
Cash flows from financing activities									
Payments of deferred offering costs for registration statement	—	—	(402)	(601)	(1,003)	(164)	—	—	(164)
Proceeds from shares issued in connection with employee stock purchase plan	1,121	—	789	—	1,910	680	—	653	1,333
Shares repurchased for tax withholdings on vesting of restricted stock	—	(208)	(296)	(316)	(820)	(486)	(1,119)	(1,128)	(2,733)
Debt proceeds (costs), net	—	—	52,758	—	52,758	(206)	—	—	(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	3,664	3,993	10,960
Payments on short-term payable financing	—	—	(4,536)	(4,435)	(8,971)	(3,722)	(3,303)	(3,664)	(10,689)
Net cash provided by (used in) financing activities	1,121	2,574	1,326	(1,630)	3,391	(595)	(758)	(146)	(1,499)
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(277)	347	111	(750)	(569)	1,487	(298)	(215)	974
Net increase (decrease) in cash, cash equivalents, and restricted cash	219	(5,454)	(14,779)	4,339	(15,675)	1,916	(37)	731	2,610
Cash, cash equivalents, and restricted cash at beginning of period	60,939	61,158	55,704	40,925	60,939	45,264	47,180	47,143	45,264
Cash, cash equivalents, and restricted cash at end of period	\$ 61,158	\$ 55,704	\$ 40,925	\$ 45,264	\$ 45,264	\$ 47,180	\$ 47,143	\$ 47,874	\$ 47,874

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>	<u>Q2 2026</u>	<u>Q3 2026</u>	<u>FY 2026</u>
Billings (in thousands)	\$ 65,496	\$ 68,626	\$ 73,396	\$ 102,644	\$ 310,162	\$ 63,903	\$ 70,333	\$ 73,203	\$ 207,439

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>	<u>Q2 2026</u>	<u>Q3 2026</u>	<u>FY 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	\$ 72,730	\$ 71,879	\$215,998
Cost of revenue:									
Subscription	12,775	13,301	13,334	14,175	53,585	13,787	14,143	14,281	42,211
Subscription gross profit on a GAAP basis	59,335	57,620	57,779	57,683	232,417	57,602	58,587	57,598	173,787
Subscription gross margin on a GAAP basis	82 %	81 %	81 %	80 %	81 %	81 %	81 %	80 %	80 %
Stock-based compensation	798	807	784	801	3,190	670	947	810	2,427
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>	<u>\$ 59,534</u>	<u>\$ 58,408</u>	<u>\$176,214</u>
Subscription gross margin on a non-GAAP basis	83 %	82 %	82 %	81 %	82 %	82 %	82 %	81 %	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	\$ 66,894	\$ 65,829	\$206,512
Stock-based compensation	(12,820)	(15,150)	(11,872)	(14,290)	(54,132)	(14,289)	(11,770)	(11,220)	(37,279)
Amortization of certain intangible assets	(142)	(142)	(142)	(142)	(568)	(142)	(142)	(142)	(426)
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>	<u>\$ 54,982</u>	<u>\$ 54,467</u>	<u>\$168,807</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)	\$(7,251)	\$(6,930)	\$(28,527)
Stock-based compensation	13,951	16,271	12,951	15,372	58,545	15,237	13,228	12,204	40,669
Amortization of certain intangible assets	142	142	142	142	568	142	142	142	426
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>	<u>\$ 6,119</u>	<u>\$ 5,416</u>	<u>\$ 12,568</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)%	(9)%	(9)%	(12)%
Stock-based compensation	18	20	17	20	19	19	17	16	17
Operating margin on a non-GAAP basis	<u>(9)%</u>	<u>2 %</u>	<u>3 %</u>	<u>4 %</u>	<u>— %</u>	<u>1 %</u>	<u>8 %</u>	<u>7 %</u>	<u>5 %</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>	<u>Q2 2026</u>	<u>Q3 2026</u>	<u>FY 2026</u>
Reconciliation of Net Loss on a GAAP Basis to Net (Loss) Income on a Non-GAAP Basis:									
Net loss on a GAAP basis	\$ (26,007)	\$ (19,490)	\$ (18,761)	\$ (17,677)	\$ (81,935)	\$ (18,052)	\$ (22,932)	\$ (10,388)	\$ (51,372)
Stock-based compensation	14,142	16,473	13,161	15,590	59,366	15,455	13,228	12,204	40,887
Amortization of certain intangible assets	142	142	142	142	568	142	142	142	426
Loss on extinguishment of debt	—	—	1,850	—	1,850	—	—	—	—
Remeasurement of warrant liability	(566)	144	455	118	151	(1,158)	10,441	(1,704)	7,579
Net (loss) income 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>	<u>\$ 879</u>	<u>\$ 254</u>	<u>\$ (2,480)</u>
Reconciliation of Net Loss per Share on a GAAP Basis (Basic) to Net (Loss) Income per Share on a Non-GAAP Basis (Basic):									
Net loss per share on a GAAP basis (basic)	\$ (0.69)	\$ (0.51)	\$ (0.48)	\$ (0.45)	\$ (2.13)	\$ (0.45)	\$ (0.56)	\$ (0.25)	\$ (1.26)
Stock-based compensation	0.38	0.43	0.34	0.40	1.55	0.39	0.32	0.30	1.01
Amortization of certain intangible assets	—	—	—	—	0.01	—	—	—	0.01
Loss on extinguishment of debt	—	—	0.05	—	0.05	—	—	—	—
Remeasurement of warrant liability	(0.02)	0.01	0.01	—	—	(0.03)	0.26	(0.04)	0.18
Net (loss) income per share on a non-GAAP basis (basic)	<u>\$ (0.33)</u>	<u>\$ (0.07)</u>	<u>\$ (0.08)</u>	<u>\$ (0.05)</u>	<u>\$ (0.52)</u>	<u>\$ (0.09)</u>	<u>\$ 0.02</u>	<u>\$ 0.01</u>	<u>\$ (0.06)</u>
Weighted-average shares used (basic)	37,482	38,389	38,832	39,268	38,501	39,735	40,643	41,448	40,618
Reconciliation of Net Loss per Share on a GAAP Basis (Diluted) to Net (Loss) Income per Share on a Non-GAAP Basis (Diluted):									
Net loss per share on a GAAP basis (diluted)	\$ (0.69)	\$ (0.51)	\$ (0.48)	\$ (0.45)	\$ (2.13)	\$ (0.45)	\$ (0.56)	\$ (0.25)	\$ (1.26)
Adjustments for difference in weighted-average shares	—	—	—	—	—	—	0.04	0.02	—
Stock-based compensation	0.38	0.43	0.34	0.40	1.55	0.39	0.30	0.28	1.01
Amortization of certain intangible assets	—	—	—	—	0.01	—	—	—	0.01
Loss on extinguishment of debt	—	—	0.05	—	0.05	—	—	—	—
Remeasurement of warrant liability	(0.02)	0.01	0.01	—	—	(0.03)	0.24	(0.04)	0.18
Net (loss) income per share on a non-GAAP basis (diluted)	<u>\$ (0.33)</u>	<u>\$ (0.07)</u>	<u>\$ (0.08)</u>	<u>\$ (0.05)</u>	<u>\$ (0.52)</u>	<u>\$ (0.09)</u>	<u>\$ 0.02</u>	<u>\$ 0.01</u>	<u>\$ (0.06)</u>
Weighted average shares used (diluted)	37,482	38,389	38,832	39,268	38,501	39,735	43,554	44,789	40,618

Billings:

Total revenue	\$ 80,103	\$ 78,407	\$ 79,764	\$ 78,770	\$ 317,044	\$ 80,111	\$ 79,718	\$ 79,403	\$ 239,232
Add:									
Deferred revenue (end of period)	170,813	161,601	153,919	178,276	178,276	162,935	153,967	146,269	146,269
Deferred revenue, noncurrent (end of period)	2,566	1,997	3,311	2,828	2,828	1,961	1,544	3,042	3,042
Less:									
Deferred revenue (beginning of period)	(185,250)	(170,813)	(161,601)	(153,919)	(185,250)	(178,276)	(162,935)	(153,967)	(178,276)
Deferred revenue, noncurrent (beginning of period)	(2,736)	(2,566)	(1,997)	(3,311)	(2,736)	(2,828)	(1,961)	(1,544)	(2,828)
(Decrease) increase in deferred revenue (current and noncurrent)	(14,607)	(9,781)	(6,368)	23,874	(6,882)	(16,208)	(9,385)	(6,200)	(31,793)
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>	<u>\$ 70,333</u>	<u>\$ 73,203</u>	<u>\$ 207,439</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	\$ 3,368	\$ 3,384	\$ 10,703
Proceeds from shares issued in connection with employee stock purchase plan	1,121	—	789	—	1,910	680	—	653	1,333
Purchases of property and equipment	(2,526)	(2,204)	(2,515)	(2,200)	(9,445)	(2,927)	(2,349)	(2,292)	(7,568)
Proceeds from short-term payable financing	—	2,782	6,190	3,722	12,694	3,303	3,664	3,993	10,960
Payments on short-term payable financing	—	—	(4,536)	(4,435)	(8,971)	(3,722)	(3,303)	(3,664)	(10,689)
Adjusted free cash flow	<u>\$ 496</u>	<u>\$ (5,593)</u>	<u>\$ (13,773)</u>	<u>\$ 6,006</u>	<u>\$ (12,864)</u>	<u>\$ 1,285</u>	<u>\$ 1,380</u>	<u>\$ 2,074</u>	<u>\$ 4,739</u>