

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>Q4 2026</u>	<u>FY 2026</u>
Revenue:										
Subscription	\$ 72,110	\$ 70,921	\$ 71,113	\$ 71,858	\$ 286,002	\$ 71,389	\$ 72,730	\$ 71,879	\$ 73,354	\$ 289,352
Professional services and other	7,993	7,486	8,651	6,912	31,042	8,722	6,988	7,524	6,271	29,505
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>79,625</u>	<u>318,857</u>
Cost of revenue:										
Subscription (1)	12,775	13,301	13,334	14,175	53,585	13,787	14,143	14,281	14,686	56,897
Professional services and other (1)	7,939	6,823	6,627	6,019	27,408	6,881	5,932	6,223	3,802	22,838
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>18,488</u>	<u>79,735</u>
Gross profit	59,389	58,283	59,803	58,576	236,051	59,443	59,643	58,899	61,137	239,122
Gross margin	74.1 %	74.3 %	75.0 %	74.4 %	74.5 %	74.2 %	74.8 %	74.2 %	76.8 %	75.0 %
Operating expenses:										
Sales and marketing (1)	42,219	36,627	37,194	35,465	151,505	39,661	35,300	34,120	32,731	141,812
Research and development (1)	22,719	21,969	21,264	21,947	87,899	19,961	18,952	19,062	19,215	77,190
General and administrative (1), (2), (3)	15,901	14,174	12,429	13,425	55,929	14,167	12,642	12,647	19,761	59,217
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>71,707</u>	<u>278,219</u>
Loss from operations	(21,450)	(14,487)	(11,084)	(12,261)	(59,282)	(14,346)	(7,251)	(6,930)	(10,570)	(39,097)
Operating margin	(26.8)%	(18.5)%	(13.9)%	(15.6)%	(18.7)%	(17.9)%	(9.1)%	(8.7)%	(13.3)%	(12.3)%
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	9,538	1,959
Other expense, net (1)	(4,997)	(4,608)	(5,167)	(4,670)	(19,442)	(4,673)	(5,006)	(4,953)	(5,813)	(20,445)
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>3,725</u>	<u>(18,486)</u>
Loss before income taxes	(25,881)	(19,239)	(18,556)	(17,049)	(80,725)	(17,861)	(22,698)	(10,179)	(6,845)	(57,583)
Provision for income taxes	126	251	205	628	1,210	191	234	209	1,125	1,759
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>\$ (7,970)</u>	<u>\$ (59,342)</u>
Net loss per share (basic and diluted)	\$ (0.69)	\$ (0.51)	\$ (0.48)	\$ (0.45)	\$ (2.13)	\$ (0.45)	\$ (0.56)	\$ (0.25)	\$ (0.19)	\$ (1.45)
Weighted-average number of shares (basic and diluted)	37,482	38,389	38,832	39,268	38,501	39,735	40,643	41,448	42,069	40,984
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)	\$ (7,970)	\$ (59,342)
Stock-based compensation (1)	14,142	16,473	13,161	15,590	59,366	15,455	13,228	12,204	15,168	56,055
Amortization of certain intangible assets (2)	142	142	142	142	568	142	142	142	142	568
Executive officer severance (3)	—	—	—	—	—	—	—	—	3,394	3,394
Remeasurement of warrant liability	(566)	144	455	118	151	(1,158)	10,441	(1,704)	(9,538)	(1,959)
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>\$ 1,196</u>	<u>\$ (1,284)</u>

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

Cost of revenue:

Subscription	\$ 798	\$ 807	\$ 784	\$ 801	\$ 3,190	\$ 670	\$ 947	\$ 810	\$ 878	\$ 3,305
Professional services and other	333	314	295	281	1,223	278	511	174	227	1,190
Sales and marketing	5,314	5,170	4,754	4,757	19,995	4,401	3,864	2,939	3,046	14,250
Research and development	4,422	4,069	4,038	5,716	18,245	4,902	4,206	3,851	3,863	16,822
General and administrative	3,084	5,911	3,080	3,817	15,892	4,986	3,700	4,430	7,154	20,270
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>\$ 15,168</u>	<u>\$ 56,055</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	\$ 142	\$ 568
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(3) Executive officer severance included in the following GAAP operating expenses:

General and administrative	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 3,394	\$ 3,394
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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>Q4 2026</u>	<u>FY 2026</u>
Revenue:										
Subscription	90 %	90 %	89 %	91 %	90 %	89 %	91 %	91 %	92 %	91 %
Professional services and other	10	10	11	9	10	11	9	9	8	9
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	16	17	17	18	17	17	18	18	18	18
Professional services and other	10	9	8	8	9	9	7	8	5	7
Total cost of revenue	<u>26</u>	<u>26</u>	<u>25</u>	<u>26</u>	<u>26</u>	<u>26</u>	<u>25</u>	<u>26</u>	<u>23</u>	<u>25</u>
Gross profit	<u>74</u>	<u>74</u>	<u>75</u>	<u>74</u>	<u>74</u>	<u>74</u>	<u>75</u>	<u>74</u>	<u>77</u>	<u>75</u>
Operating expenses:										
Sales and marketing	53	47	47	45	48	50	44	43	41	44
Research and development	28	28	27	28	28	25	24	24	24	24
General and administrative	20	17	15	17	17	17	16	16	25	19
Total operating expenses	<u>101</u>	<u>92</u>	<u>89</u>	<u>90</u>	<u>93</u>	<u>92</u>	<u>84</u>	<u>83</u>	<u>90</u>	<u>87</u>
Loss from operations	<u>(27)</u>	<u>(18)</u>	<u>(14)</u>	<u>(16)</u>	<u>(19)</u>	<u>(18)</u>	<u>(9)</u>	<u>(9)</u>	<u>(13)</u>	<u>(12)</u>
Other expense:										
Loss on extinguishment of debt	—	—	(2)	—	(1)	—	—	—	—	—
Remeasurement of warrant liability	1	—	(1)	—	—	1	(13)	2	12	1
Other expense, net	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(6)	(7)	(7)
Total other expense	<u>(6)</u>	<u>(6)</u>	<u>(9)</u>	<u>(6)</u>	<u>(7)</u>	<u>(4)</u>	<u>(19)</u>	<u>(4)</u>	<u>5</u>	<u>(6)</u>
Loss before income taxes	<u>(33)</u>	<u>(24)</u>	<u>(23)</u>	<u>(22)</u>	<u>(26)</u>	<u>(22)</u>	<u>(28)</u>	<u>(13)</u>	<u>(8)</u>	<u>(18)</u>
Provision for income taxes	—	—	—	1	—	—	—	—	1	1
Net loss	<u>(33)%</u>	<u>(24)%</u>	<u>(23)%</u>	<u>(23)%</u>	<u>(26)%</u>	<u>(22)%</u>	<u>(28)%</u>	<u>(13)%</u>	<u>(9)%</u>	<u>(19)%</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	July 31, 2025	October 31, 2025	January 31, 2026
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	\$ 42,951
Accounts receivable, net	67,197	47,848	48,688	57,177	71,544	43,918	47,323	52,265	85,456
Contract acquisition costs, net	16,006	15,403	15,266	15,288	15,780	15,721	16,599	16,501	18,013
Prepaid expenses and other current assets	9,602	9,760	9,171	7,083	9,089	10,284	6,340	6,076	7,138
Total current assets	153,744	134,169	128,829	120,473	141,677	117,103	117,405	122,716	153,558
Property and equipment, net	27,003	27,240	27,195	27,937	28,625	28,978	29,441	29,268	28,970
Right-of-use assets	11,746	11,709	10,942	10,108	10,158	9,192	12,526	11,888	10,990
Contract acquisition costs, noncurrent, net	19,542	17,733	17,339	17,420	19,553	20,150	22,369	23,958	28,387
Intangible assets, net	2,740	2,550	2,409	2,267	2,125	1,984	1,842	1,700	1,558
Goodwill	9,478	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	2,592
Total assets	\$ 225,660	\$ 204,404	\$ 197,757	\$ 190,211	\$ 214,340	\$ 189,680	\$ 195,715	\$ 201,605	\$ 235,533
Liabilities and stockholders' deficit									
Current liabilities:									
Accounts payable	\$ 4,313	\$ 10,867	\$ 18,418	\$ 8,403	\$ 10,033	\$ 12,654	\$ 19,894	\$ 25,050	\$ 18,765
Warrant liability	—	1,656	1,799	11,091	11,208	10,050	20,491	18,787	9,249
Accrued expenses and other current liabilities	43,430	39,483	37,205	47,301	49,701	39,733	44,659	52,110	60,852
Lease liabilities	4,807	5,385	5,597	5,506	5,731	6,000	7,354	7,653	7,472
Deferred revenue	185,250	170,813	161,601	153,919	178,276	162,935	153,967	146,269	174,885
Total current liabilities	237,800	228,204	224,620	226,220	254,949	231,372	246,365	249,869	271,223
Lease liabilities, noncurrent	11,135	10,319	9,110	8,125	7,695	6,197	7,886	6,618	5,676
Deferred revenue, noncurrent	2,736	2,566	1,997	3,311	2,828	1,961	1,544	3,042	6,024
Other liabilities, noncurrent	14,001	12,673	13,180	8,151	8,446	9,105	9,466	9,820	12,180
Long-term debt	113,534	114,123	115,211	115,574	117,668	119,747	121,940	124,188	126,494
Total liabilities	379,206	367,885	364,118	361,381	391,586	368,382	387,201	393,537	421,597
Commitments and contingencies									
Stockholders' deficit:									
Common stock	37	38	38	39	39	40	41	42	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	1,359,652
Accumulated other comprehensive (loss) income	(180)	(426)	(80)	56	(669)	690	468	283	1,122
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)	(1,546,880)
Total stockholders' deficit	(153,546)	(163,481)	(166,361)	(171,170)	(177,246)	(178,702)	(191,486)	(191,932)	(186,064)
Total liabilities and stockholders' deficit	\$ 225,660	\$ 204,404	\$ 197,757	\$ 190,211	\$ 214,340	\$ 189,680	\$ 195,715	\$ 201,605	\$ 235,533

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	Q4 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)	\$ (7,970)	\$ (59,342)
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	2,603	9,835
Non-cash lease expense	1,080	1,098	1,142	1,079	4,399	1,102	1,400	1,470	1,610	5,582
Amortization of contract acquisition costs	4,301	4,426	4,454	4,343	17,524	4,478	4,641	4,858	4,933	18,910
Stock-based compensation expense	14,142	16,473	13,161	15,590	59,366	15,455	13,228	12,204	15,168	56,055
Loss on extinguishment of debt	—	—	1,850	—	1,850	—	—	—	—	—
Remeasurement of warrant liability	(566)	143	456	117	150	(1,158)	10,441	(1,704)	(9,538)	(1,959)
Other, net	1,058	886	2,390	1,875	6,209	2,181	2,188	2,244	2,420	9,033
Changes in operating assets and liabilities:										
Accounts receivable, net	19,349	(840)	(8,489)	(14,367)	(4,347)	27,626	(3,405)	(4,942)	(33,191)	(13,912)
Contract acquisition costs	(1,995)	(3,809)	(4,524)	(7,164)	(17,492)	(4,736)	(7,840)	(6,399)	(10,650)	(29,625)
Prepaid expenses and other assets	(345)	621	1,543	(1,696)	123	(857)	4,024	276	(1,032)	2,411
Accounts payable	6,678	4,825	(11,655)	1,981	1,829	3,354	6,785	4,796	(6,053)	8,882
Operating lease liabilities	(1,280)	(1,328)	(1,392)	(1,334)	(5,334)	(1,362)	(1,685)	(1,796)	(1,822)	(6,665)
Accrued expenses and other liabilities	(2,263)	(1,902)	10,238	179	6,252	(10,163)	3,603	6,329	9,155	8,924
Deferred revenue	(14,607)	(9,781)	(6,368)	23,874	(6,882)	(16,208)	(9,385)	(6,200)	31,598	(195)
Net cash provided by (used in) operating activities	1,901	(6,171)	(13,701)	8,919	(9,052)	3,951	3,368	3,384	(2,769)	7,934
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)	(2,386)	(9,954)
Net cash used in investing activities	(2,526)	(2,204)	(2,515)	(2,200)	(9,445)	(2,927)	(2,349)	(2,292)	(2,386)	(9,954)
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)	(512)	(3,245)
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	3,804	14,764
Payments on short-term payable financing	—	—	(4,536)	(4,435)	(8,971)	(3,722)	(3,303)	(3,664)	(3,993)	(14,682)
Net cash provided by (used in) financing activities	1,121	2,574	1,326	(1,630)	3,391	(595)	(758)	(146)	(701)	(2,200)
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	(277)	347	111	(750)	(569)	1,487	(298)	(215)	933	1,907
Net increase (decrease) in cash, cash equivalents, and restricted cash	219	(5,454)	(14,779)	4,339	(15,675)	1,916	(37)	731	(4,923)	(2,313)
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	47,874	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	\$ 42,951	\$ 42,951

Domo, Inc.
Additional Metrics
(unaudited)

	Q1 2025	Q2 2025	Q3 2025	Q4 2025	FY 2025	Q1 2026	Q2 2026	Q3 2026	Q4 2026	FY 2026
Billings (in thousands)	\$ 65,496	\$ 68,626	\$ 73,396	\$ 102,644	\$ 310,162	\$ 63,903	\$ 70,333	\$ 73,203	\$ 111,223	\$ 318,662

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

	Q1 2025	Q2 2025	Q3 2025	Q4 2025	FY 2025	Q1 2026	Q2 2026	Q3 2026	Q4 2026	FY 2026
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	\$ 73,354	\$289,352
Cost of revenue:										
Subscription	12,775	13,301	13,334	14,175	53,585	13,787	14,143	14,281	14,686	56,897
Subscription gross profit on a GAAP basis	59,335	57,620	57,779	57,683	232,417	57,602	58,587	57,598	58,668	232,455
Subscription gross margin on a GAAP basis	82 %	81 %	81 %	80 %	81 %	81 %	81 %	80 %	80 %	80 %
Stock-based compensation	798	807	784	801	3,190	670	947	810	878	3,305
Subscription gross profit on a non-GAAP basis	\$ 60,133	\$ 58,427	\$ 58,563	\$ 58,484	\$235,607	\$ 58,272	\$ 59,534	\$ 58,408	\$ 59,546	\$235,760
Subscription gross margin on a non-GAAP basis	83 %	82 %	82 %	81 %	82 %	82 %	82 %	81 %	81 %	81 %
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	\$ 71,707	\$278,219
Stock-based compensation	(12,820)	(15,150)	(11,872)	(14,290)	(54,132)	(14,289)	(11,770)	(11,220)	(14,063)	(51,342)
Amortization of certain intangible assets	(142)	(142)	(142)	(142)	(568)	(142)	(142)	(142)	(142)	(568)
Executive officer severance	—	—	—	—	—	—	—	—	(3,394)	(3,394)
Total operating expenses on a non-GAAP basis	\$ 67,877	\$ 57,478	\$ 58,873	\$ 56,405	\$240,633	\$ 59,358	\$ 54,982	\$ 54,467	\$ 54,108	\$222,915
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)	\$(10,570)	\$(39,097)
Stock-based compensation	13,951	16,271	12,951	15,372	58,545	15,237	13,228	12,204	15,168	55,837
Amortization of certain intangible assets	142	142	142	142	568	142	142	142	142	568
Executive officer severance	—	—	—	—	—	—	—	—	3,394	3,394
Operating (loss) income on a non-GAAP basis	\$ (7,357)	\$ 1,926	\$ 2,009	\$ 3,253	\$ (169)	\$ 1,033	\$ 6,119	\$ 5,416	\$ 8,134	\$ 20,702
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)%	(13)%	(12)%
Stock-based compensation	18	20	17	20	19	19	17	16	19	17
Executive officer severance	—	—	—	—	—	—	—	—	4	1
Operating margin on a non-GAAP basis	(9)%	2 %	3 %	4 %	— %	1 %	8 %	7 %	10 %	6 %

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>Q4 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)	\$ (7,970)	\$ (59,342)
Stock-based compensation	14,142	16,473	13,161	15,590	59,366	15,455	13,228	12,204	15,168	56,055
Amortization of certain intangible assets	142	142	142	142	568	142	142	142	142	568
Executive officer severance	—	—	—	—	—	—	—	—	3,394	3,394
Loss on extinguishment of debt	—	—	1,850	—	1,850	—	—	—	—	—
Remeasurement of warrant liability	(566)	144	455	118	151	(1,158)	10,441	(1,704)	(9,538)	(1,959)
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>\$ 1,196</u>	<u>\$ (1,284)</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)	\$ (0.19)	\$ (1.45)
Stock-based compensation	0.38	0.43	0.34	0.40	1.55	0.39	0.32	0.30	0.37	1.38
Amortization of certain intangible assets	—	—	—	—	0.01	—	—	—	—	0.01
Executive officer severance	—	—	—	—	—	—	—	—	0.08	0.08
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)	(0.23)	(0.05)
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>\$ 0.03</u>	<u>\$ (0.03)</u>
Weighted-average shares used (basic)	37,482	38,389	38,832	39,268	38,501	39,735	40,643	41,448	42,069	40,984
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)	\$ (0.19)	\$ (1.45)
Adjustments for difference in weighted-average shares	—	—	—	—	—	—	0.04	0.02	0.01	—
Stock-based compensation	0.38	0.43	0.34	0.40	1.55	0.39	0.30	0.28	0.34	1.38
Amortization of certain intangible assets	—	—	—	—	0.01	—	—	—	—	0.01
Executive officer severance	—	—	—	—	—	—	—	—	0.08	0.08
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)	(0.21)	(0.05)
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>\$ 0.03</u>	<u>\$ (0.03)</u>
Weighted average shares used (diluted)	37,482	38,389	38,832	39,268	38,501	39,735	43,554	44,789	44,408	40,984

Billings:

Total revenue	\$ 80,103	\$ 78,407	\$ 79,764	\$ 78,770	\$ 317,044	\$ 80,111	\$ 79,718	\$ 79,403	\$ 79,625	\$ 318,857
Add:										
Deferred revenue (end of period)	170,813	161,601	153,919	178,276	178,276	162,935	153,967	146,269	174,885	174,885
Deferred revenue, noncurrent (end of period)	2,566	1,997	3,311	2,828	2,828	1,961	1,544	3,042	6,024	6,024
Less:										
Deferred revenue (beginning of period)	(185,250)	(170,813)	(161,601)	(153,919)	(185,250)	(178,276)	(162,935)	(153,967)	(146,269)	(178,276)
Deferred revenue, noncurrent (beginning of period)	(2,736)	(2,566)	(1,997)	(3,311)	(2,736)	(2,828)	(1,961)	(1,544)	(3,042)	(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)	31,598	(195)
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>\$ 111,223</u>	<u>\$ 318,662</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	\$ (2,769)	\$ 7,934
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)	(2,386)	(9,954)
Proceeds from short-term payable financing	—	2,782	6,190	3,722	12,694	3,303	3,664	3,993	3,804	14,764
Payments on short-term payable financing	—	—	(4,536)	(4,435)	(8,971)	(3,722)	(3,303)	(3,664)	(3,993)	(14,682)
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>\$ (5,344)</u>	<u>\$ (605)</u>