Domo Investor Discussion



Introduction

Forms of Disclaimer for Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 and the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact contained in this presentation, are forward-looking statements, including, but not limited to, statements regarding Domo's business plans and product roadmap. In some cases, you can identify forward-looking statements by the following words: "anticipate," "believe," "continue," "could," "estimate," "expect," "intend," "may," "ongoing," "plan," "potential," "predict," "project," "should," "will," "would" or the negative of these terms or other comparable terminology, although not all forward-looking statements contain these words.

Forward-looking statements are based on information available at the time those statements are made and/or management's good faith beliefs and assumptions as of that time with respect to future events, and are subject to risks and uncertainties. If any of these risks or uncertainties materialize or if any assumptions prove incorrect, actual performance or results may differ materially from those expressed in or suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, risks to our business related to our ability to innovate and develop features on the product roadmap and general economic conditions in the markets we serve. Additional risks and uncertainties are described in greater detail under the heading "Risk Factors" in our annual reports on Form 10-K and our most recently quarterly report on Form 10-Q, filed with the U.S. Securities and Exchange Commission, and our other filings with the SEC. Forward-looking statements should not be read as a guarantee of future performance or results, and they will not necessarily be accurate indications of the times at, or by which, such performance or results will be achieved, if at all. Except as required by law, we do not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

Our historical results are not necessarily indicative of our future results. The data in this presentation are not intended to replace our consolidated financial statements and related notes, and are qualified in their entirety by the consolidated financial statements and related notes included in our Annual Report on Form 10-K for the fiscal year ended January 31, 2024 and the Quarterly Reports on Form 10-Q filed in fiscal year ended January 31, 2025. The information in this presentation is accurate only as of the date hereof, and our business, financial condition, results of operations and prospects may have changed since such date. We undertake no obligation to update the information included in the attached presentation.

Agenda

- Josh James Remarks
- Go-to-Market Update
- AI Initiatives
- Finance Update
- Q&A

Josh James

Remarks

Josh James

Chief Executive Officer

Domo



FY26 Strategic Initiatives



Adoption



Artificial Intelligence



Multi-Year Contracts

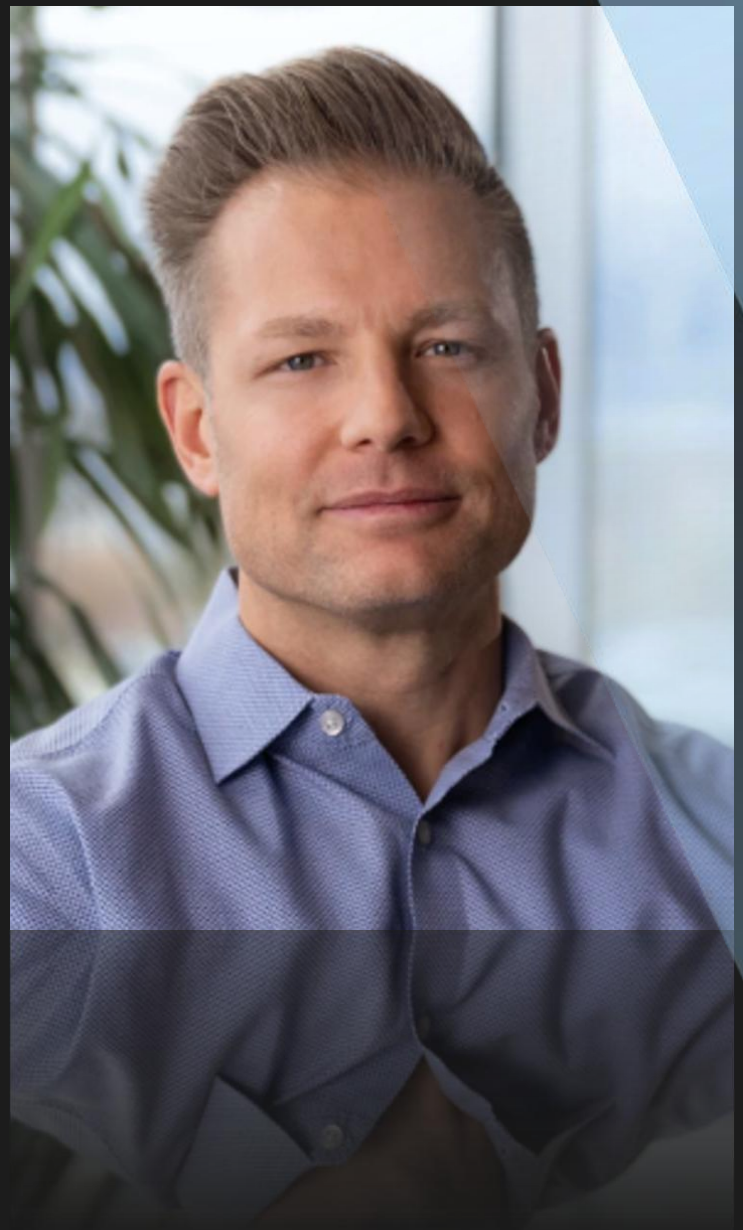


Ecosystem

RJ Tracy

Chief Revenue Officer

Domo



Domo’s Fulfills Modern Stack Capabilities

A SINGLE-VENDOR, CLOUD-NATIVE PLATFORM WITH HOMOGENOUSE EXPERIENCES & TECHNOLOGIES

Connect & Ingest	Transform	Analyze	App Creation	AI & ML
Connectors	ETL Engine	Run-Time Calculations	Low-Code	AI Services Layer
Connector SDK	Subset Processing	Dashboards	Pro-Code	Jupyter Workspaces
On Prem WB	Dataflows & SQL	Automated Alerts	Workflow Engine	Integrated GenAI
Cloud Sources	Read / Write	Beast Mode		
Native Integrations				



Domo’s Fulfills Modern Stack Capabilities

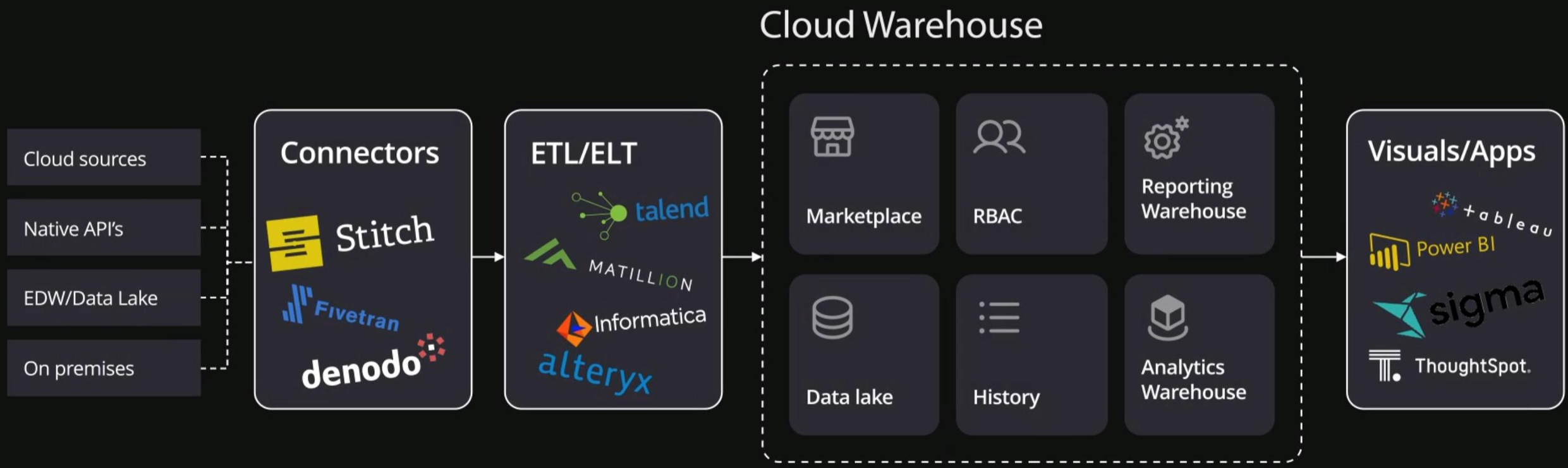
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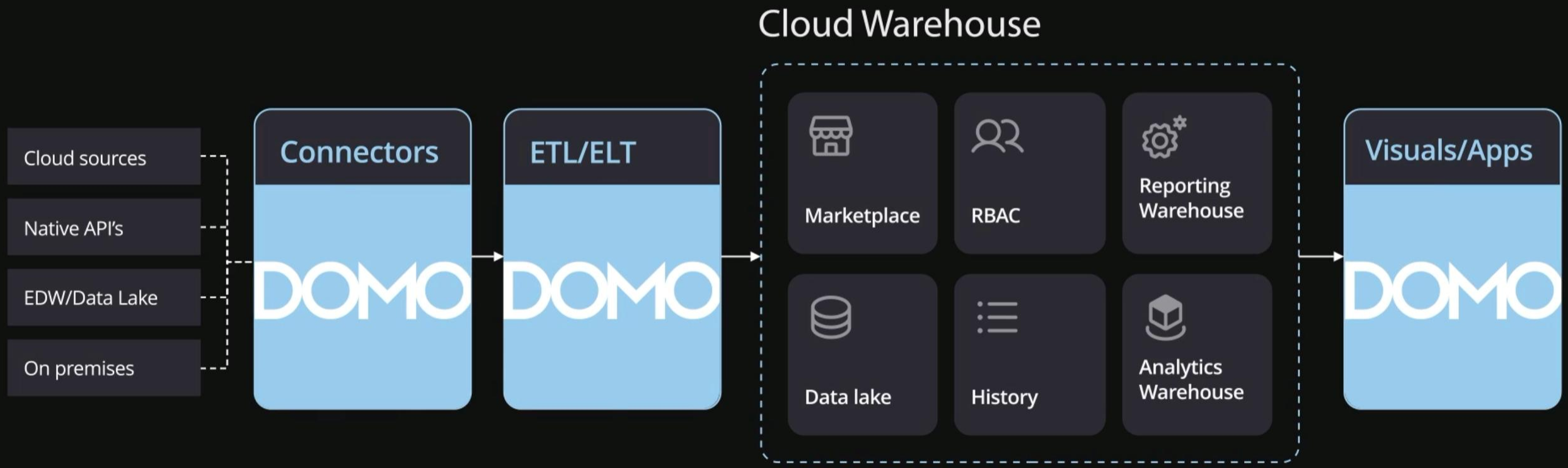
The Modern Analytics Stack

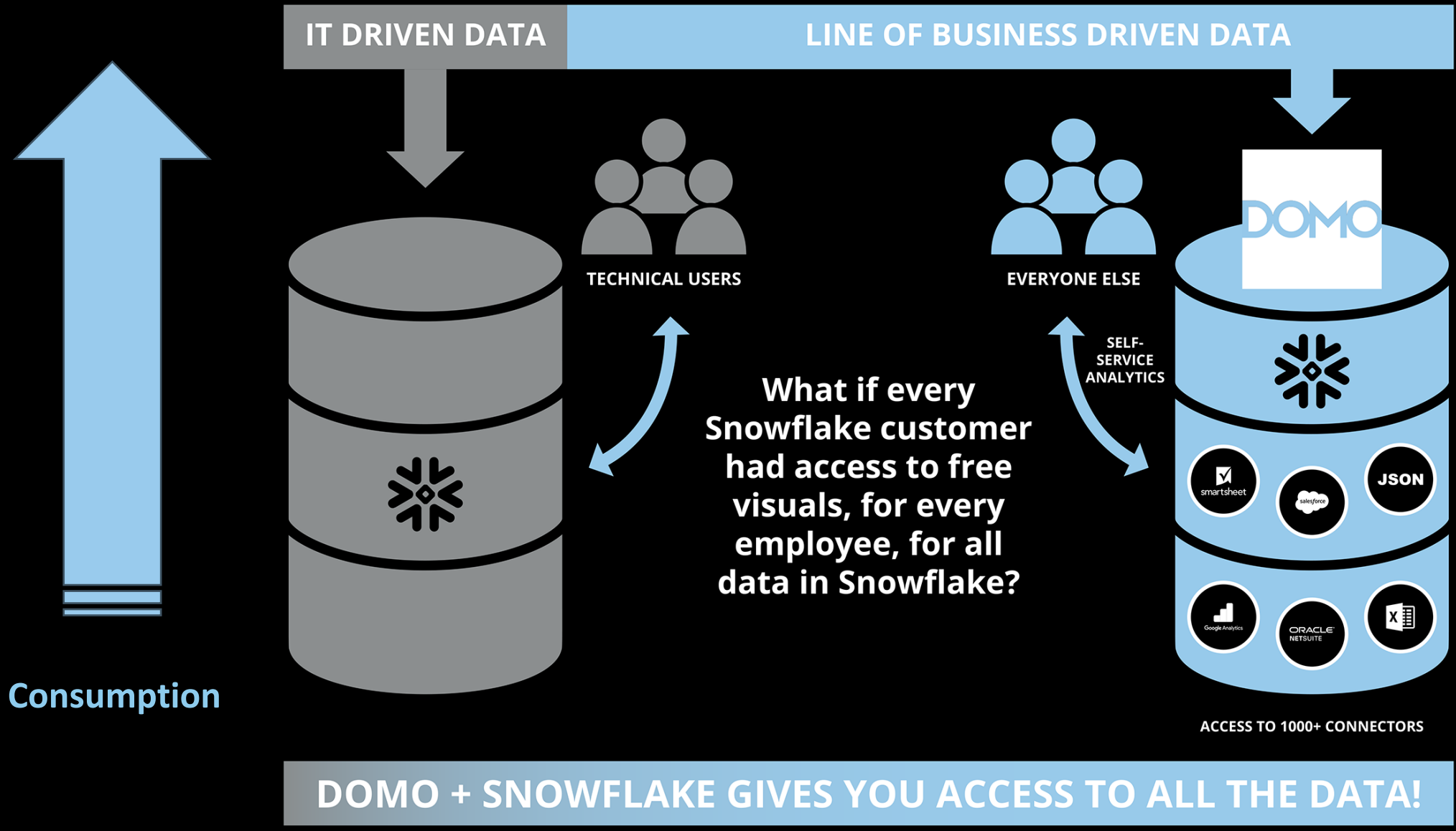
A TYPICAL ASSEMBLY OF TECHNOLOGIES



The Modern Analytics Stack

A TYPICAL ASSEMBLY OF TECHNOLOGIES

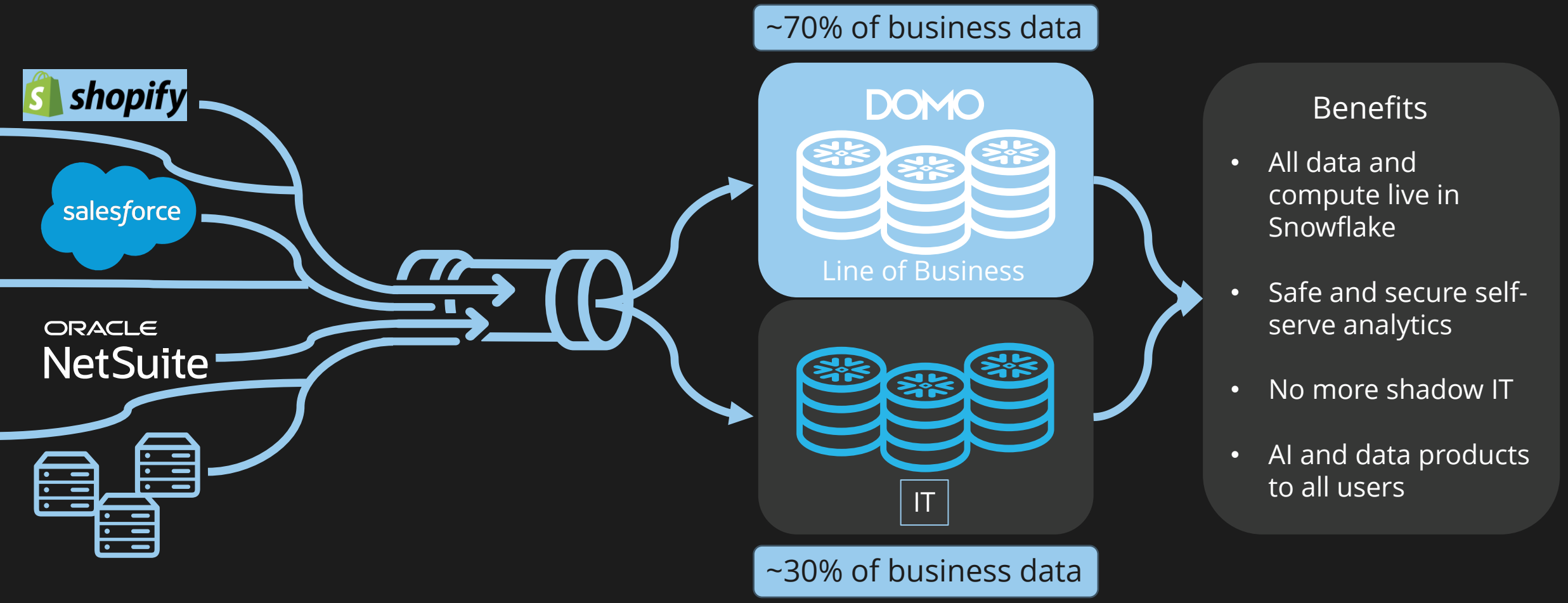




DOMO + SNOWFLAKE GIVES YOU ACCESS TO ALL THE DATA!

*Domo has seen a 60% growth in users for customers who have transitioned to consumption pricing.

Domo + Snowflake (OEM)



Consumption Metrics

300k Consumption users added

~**700** Consumption upsells

350+ Customers signed up on consumption

500+ Customers converted from traditional to consumption

4,500 New departments added post conversion

7,500 Post-consumption Job titles added

Strategic Service Partners (SIs)

Strategic SIs are ready to engage





























Chris Willis

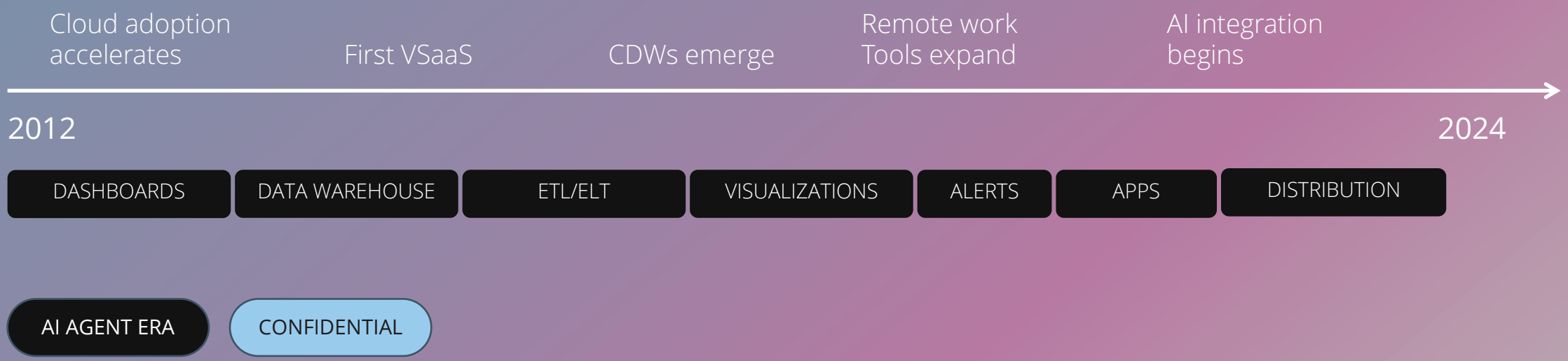
Chief Design Officer

Domo

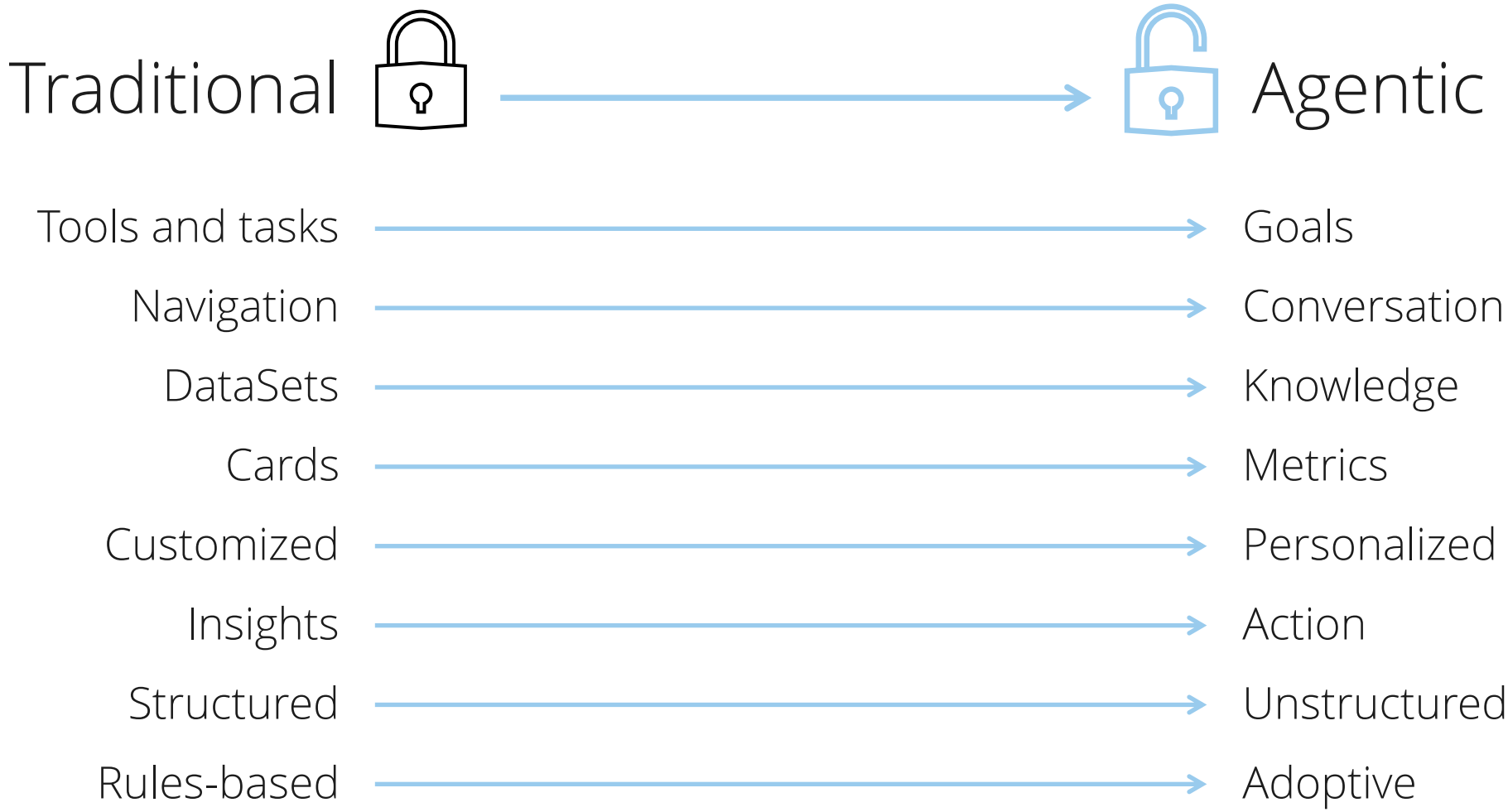


It’s In Our DNA

Domo was built for this moment.



A Paradigm Shift



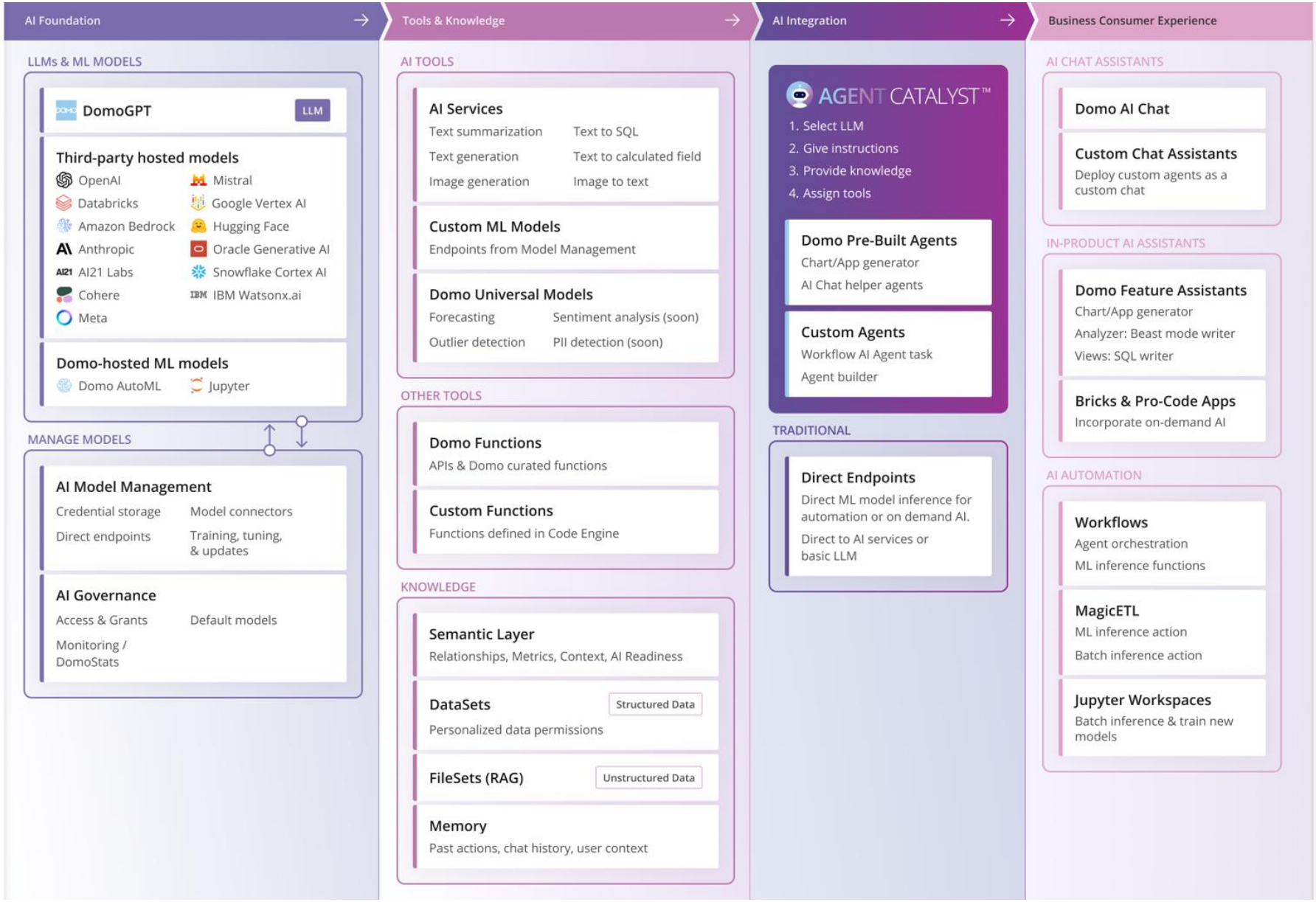
The Solution

AI unlock 

Traditional digital experiences, like Domo, are **task-oriented** and burdensome.

Agents enable **goal-oriented** experiences
With automation unleashing productivity.

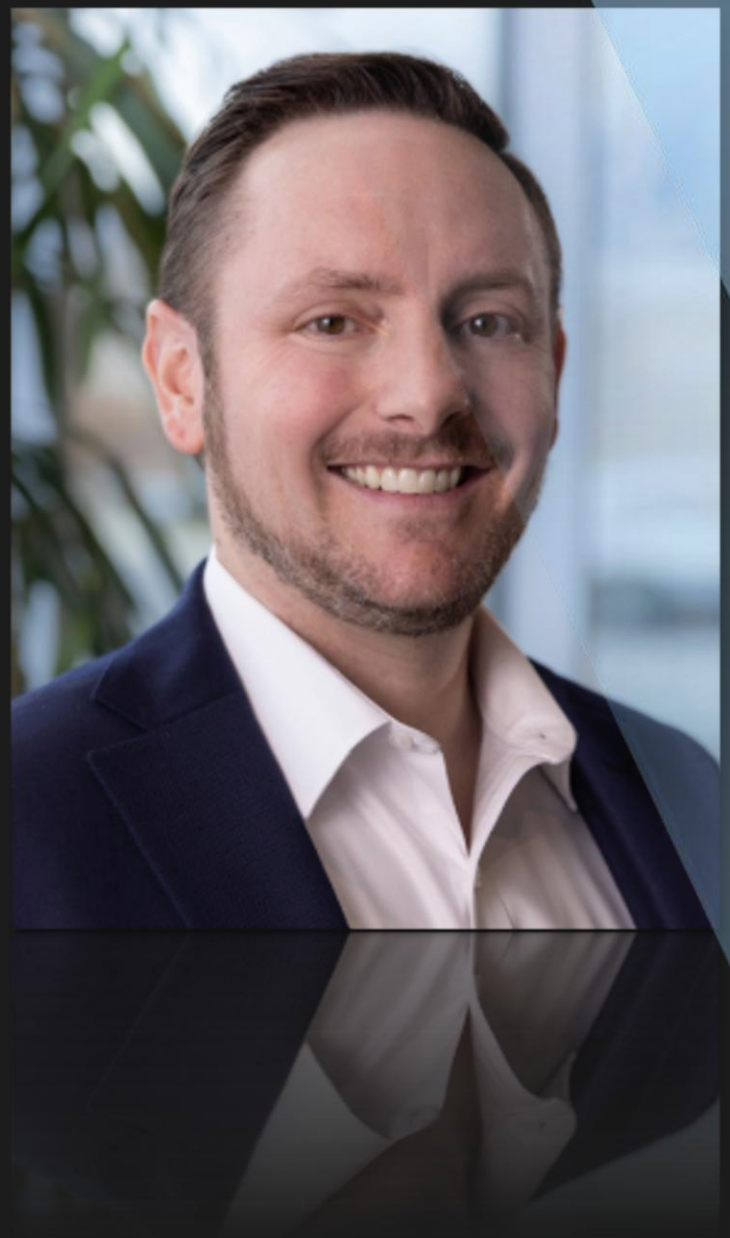
DOMO.AI


AI Foundation
Tools & Knowledge
AI Integration
Business Consumer Experience
LLMs & ML MODELS
DomoGPT
LLM
Third-party hosted models
OpenAI
Mistral
Databricks
Google Vertex AI
Amazon Bedrock
Hugging Face
Anthropic
Oracle Generative AI
AI21 Labs
Snowflake Cortex AI
Cohere
IBM Watsonx.ai
Meta
Domo-hosted ML models
Domo AutoML
Jupyter
MANAGE MODELS
AI Model Management
Credential storage
Model connectors
Direct endpoints
Training, tuning, & updates
AI Governance
Access & Grants
Default models
Monitoring / DomoStats
AI TOOLS
AI Services
Text summarization
Text to SQL
Text generation
Text to calculated field
Image generation
Image to text
Custom ML Models
Endpoints from Model Management
Domo Universal Models
Forecasting
Sentiment analysis (soon)
Outlier detection
PII detection (soon)
OTHER TOOLS
Domo Functions
APIs & Domo curated functions
Custom Functions
Functions defined in Code Engine
KNOWLEDGE
Semantic Layer
Relationships, Metrics, Context, AI Readiness
DataSets
Structured Data
Personalized data permissions
FileSets (RAG)
Unstructured Data
Memory
Past actions, chat history, user context
AGENT CATALYST™
1. Select LLM
2. Give instructions
3. Provide knowledge
4. Assign tools
Domo Pre-Built Agents
Chart/App generator
AI Chat helper agents
Custom Agents
Workflow AI Agent task
Agent builder
TRADITIONAL
Direct Endpoints
Direct ML model inference for automation or on demand AI.
Direct to AI services or basic LLM
AI CHAT ASSISTANTS
Domo AI Chat
Custom Chat Assistants
Deploy custom agents as a custom chat
IN-PRODUCT AI ASSISTANTS
Domo Feature Assistants
Chart/App generator
Analyzer: Beast mode writer
Views: SQL writer
Bricks & Pro-Code Apps
Incorporate on-demand AI
AI AUTOMATION
Workflows
Agent orchestration
ML inference functions
MagicETL
ML inference action
Batch inference action
Jupyter Workspaces
Batch inference & train new models

Tod Crane

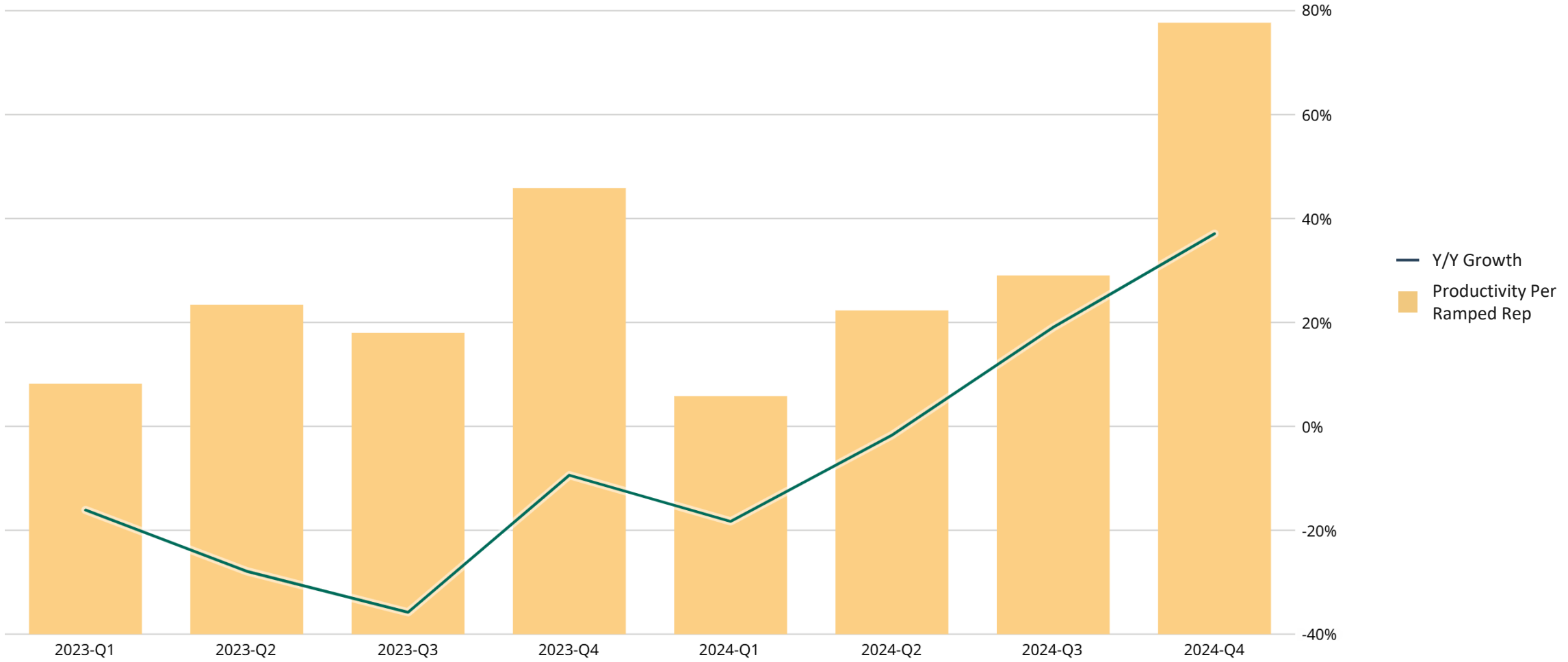
Chief Financial Officer

Domo

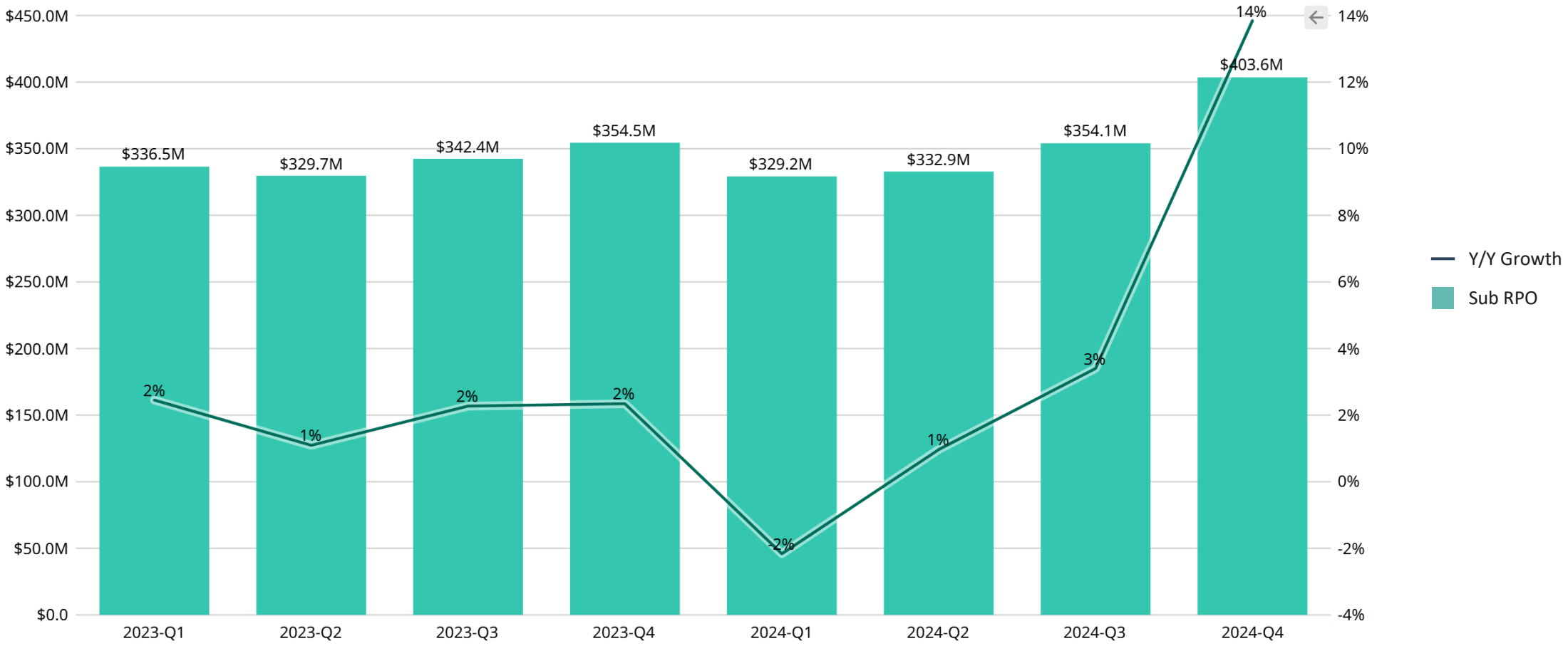


Growth and Profitability

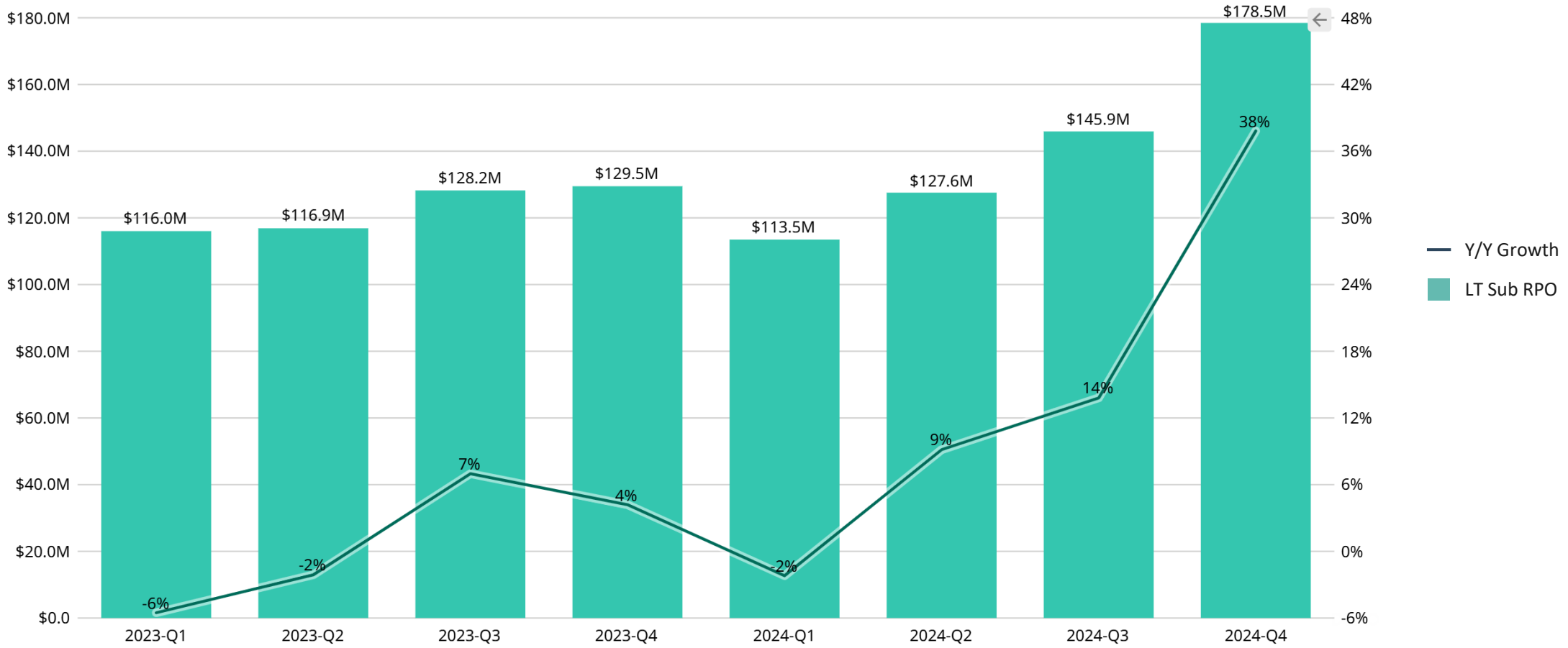
Salesforce Productivity



Total Subscription RPO

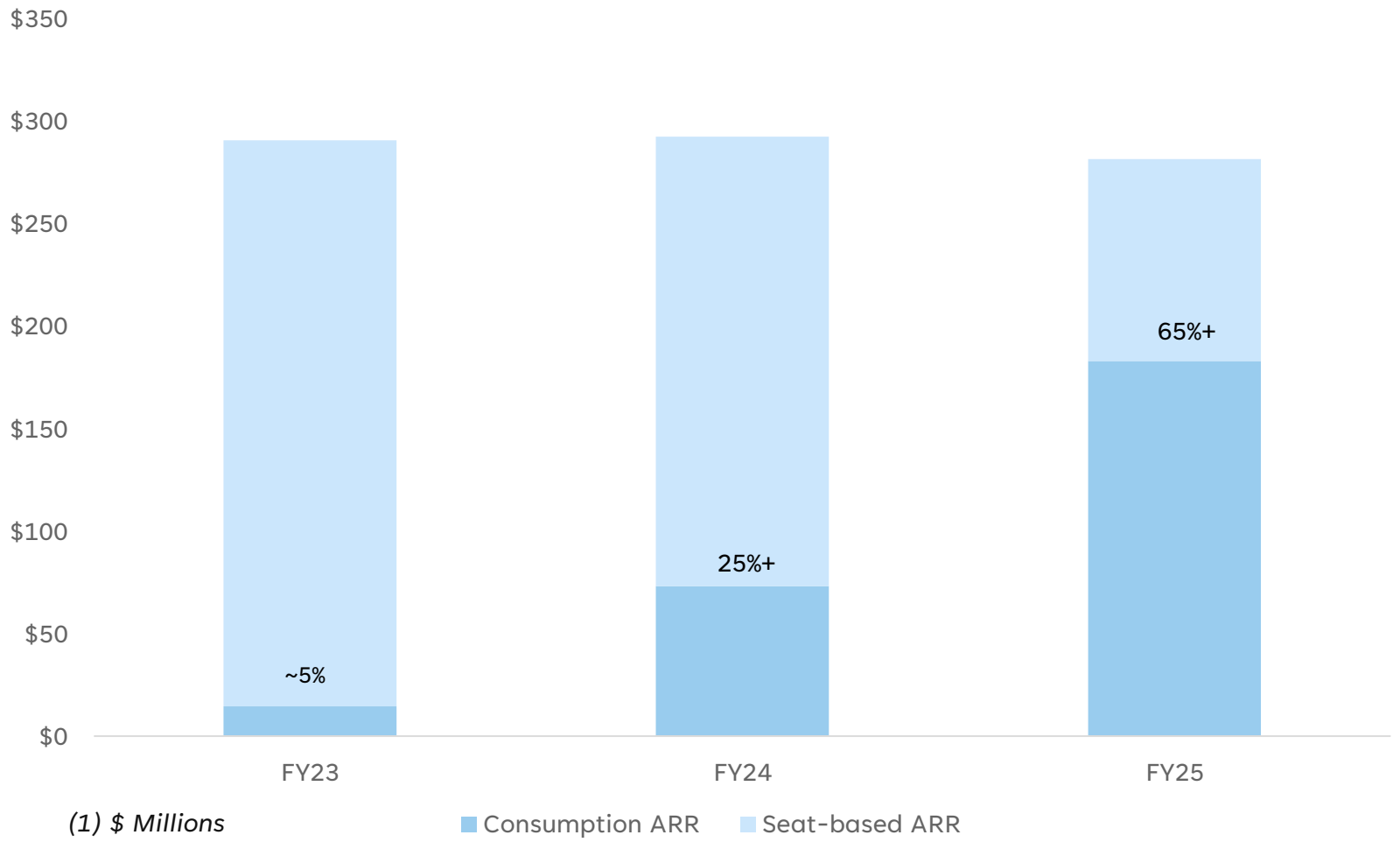


Long-Term Subscription RPO



Consumption vs. Seat-based ARR(1)

FY25 Consumption Cohort: 100%+ NRR and 90%+ GRR



(1) $ Millions

Multi-Year Impact

- Over the six months we have actively focused on expanding our average contract lengths, we've placed an additional 10% of our ARR in multi-year contracts.
- How does that impact our gross retention rate (GRR) in FY26? Here is the math (actual numbers may vary; example is to show possible impact):
  - FY25 renewal ARR: 35% multi-year, 65% at bats
  - FY26 renewal ARR: 45% multi-year, 55% at bats
  - Incremental 10% in multi-year are expected to renew ~20% higher than at-bats (100% vs. <80%) resulting in GRR increasing by 2.0%+ (10%* 20%+)



Q&A



Thank you


DOMO