

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

	<u>Q1 2018</u>	<u>Q2 2018</u>	<u>Q3 2018</u>	<u>Q4 2018</u>	<u>FY 2018</u>	<u>Q1 2019</u>	<u>Q2 2019</u>	<u>Q3 2019</u>	<u>Q4 2019</u>	<u>FY 2019</u>
Revenue:										
Subscription	\$ 19,103	\$ 21,052	\$ 22,656	\$ 24,652	\$ 87,463	\$ 26,663	\$ 28,166	\$ 30,398	\$ 31,930	\$ 117,157
Professional services and other	5,143	4,851	5,646	5,421	21,061	5,282	6,101	6,446	7,478	25,307
Total revenue	<u>24,246</u>	<u>25,903</u>	<u>28,302</u>	<u>30,073</u>	<u>108,524</u>	<u>31,945</u>	<u>34,267</u>	<u>36,844</u>	<u>39,408</u>	<u>142,464</u>
Cost of revenue:										
Subscription (1)	6,936	7,570	9,102	8,819	32,427	8,056	8,265	8,193	8,267	32,781
Professional services and other (1)	2,802	3,083	3,292	3,315	12,492	3,510	4,253	4,734	4,276	16,773
Total cost of revenue	<u>9,738</u>	<u>10,653</u>	<u>12,394</u>	<u>12,134</u>	<u>44,919</u>	<u>11,566</u>	<u>12,518</u>	<u>12,927</u>	<u>12,543</u>	<u>49,554</u>
Gross profit	14,508	15,250	15,908	17,939	63,605	20,379	21,749	23,917	26,865	92,910
Gross margin	59.8%	58.9%	56.2%	59.7%	58.6%	63.8%	63.5%	64.9%	68.2%	65.2%
Operating expenses:										
Sales and marketing (1)	35,517	31,413	33,552	31,320	131,802	39,656	34,002	28,034	29,389	131,081
Research and development (1)	19,703	20,191	18,787	19,580	78,261	19,064	20,919	18,803	16,954	75,740
General and administrative (1), (2), (3)	7,245	7,288	7,280	7,510	29,323	4,644	10,207	7,055	8,270	30,176
Total operating expenses	<u>62,465</u>	<u>58,892</u>	<u>59,619</u>	<u>58,410</u>	<u>239,386</u>	<u>63,364</u>	<u>65,128</u>	<u>53,892</u>	<u>54,613</u>	<u>236,997</u>
Loss from operations	(47,957)	(43,642)	(43,711)	(40,471)	(175,781)	(42,985)	(43,379)	(29,975)	(27,748)	(144,087)
Other income (expense), net (1)	82	243	(74)	(647)	(396)	(1,919)	(2,898)	(2,371)	(1,786)	(8,974)
Loss before provision for income taxes	(47,875)	(43,399)	(43,785)	(41,118)	(176,177)	(44,904)	(46,277)	(32,346)	(29,534)	(153,061)
Provision for income taxes	103	94	99	89	385	603	107	199	339	1,248
Net loss	<u>\$ (47,978)</u>	<u>\$ (43,493)</u>	<u>\$ (43,884)</u>	<u>\$ (41,207)</u>	<u>\$ (176,562)</u>	<u>\$ (45,507)</u>	<u>\$ (46,384)</u>	<u>\$ (32,545)</u>	<u>\$ (29,873)</u>	<u>\$ (154,309)</u>
Net loss per share (basic and diluted)	\$ (31.03)	\$ (27.27)	\$ (27.27)	\$ (25.33)	\$ (110.70)	\$ (27.63)	\$ (4.41)	\$ (1.24)	\$ (1.13)	\$ (9.43)
Weighted-average number of shares (basic and diluted)	1,546	1,595	1,609	1,627	1,595	1,647	10,509	26,338	26,461	16,358
Reconciliation of net loss on a GAAP basis to net loss on a Non-GAAP basis:										
Net loss on a GAAP basis	\$ (47,978)	\$ (43,493)	\$ (43,884)	\$ (41,207)	\$ (176,562)	\$ (45,507)	\$ (46,384)	\$ (32,545)	\$ (29,873)	\$ (154,309)
Stock-based compensation (1)	2,412	2,365	2,385	2,208	9,370	2,093	10,166	4,654	4,888	21,801
Amortization of intangible assets (2)	20	20	20	20	80	20	20	20	20	80
Payroll tax expense related to stock repurchases (3)	—	—	—	—	—	(3,513)	—	—	—	(3,513)
Net loss on a non-GAAP basis	<u>\$ (45,546)</u>	<u>\$ (41,108)</u>	<u>\$ (41,479)</u>	<u>\$ (38,979)</u>	<u>\$ (167,112)</u>	<u>\$ (46,907)</u>	<u>\$ (36,198)</u>	<u>\$ (27,871)</u>	<u>\$ (24,965)</u>	<u>\$ (135,941)</u>

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

Cost of revenue:

Subscription	\$ 11	\$ 12	\$ 13	\$ 12	\$ 48	\$ 15	\$ 55	\$ 74	\$ 75	\$ 219
Professional services and other	10	11	10	9	40	8	70	34	42	154
Sales and marketing	590	462	453	340	1,845	305	3,744	1,441	1,897	7,387
Research and development	522	595	628	566	2,311	483	2,993	1,630	1,413	6,519
General and administrative	1,271	1,276	1,273	1,270	5,090	1,265	3,330	1,461	1,436	7,492
Other income (expense), net	8	9	8	11	36	17	(26)	14	25	30
Total stock-based compensation expenses	<u>\$ 2,412</u>	<u>\$ 2,365</u>	<u>\$ 2,385</u>	<u>\$ 2,208</u>	<u>\$ 9,370</u>	<u>\$ 2,093</u>	<u>\$ 10,166</u>	<u>\$ 4,654</u>	<u>\$ 4,888</u>	<u>\$ 21,801</u>

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

General and administrative	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80
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(3) Reversal of contingent tax-related accrual included in the following GAAP operating expenses:

General and administrative	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (3,513)	\$ —	\$ —	\$ —	\$ (3,513)
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**Domo, Inc.**  
**Condensed Consolidated Statements of Operations by Quarter**  
**As a Percentage of Total Revenue**  
(unaudited)

	<b>Q1 2018</b>	<b>Q2 2018</b>	<b>Q3 2018</b>	<b>Q4 2018</b>	<b>FY 2018</b>	<b>Q1 2019</b>	<b>Q2 2019</b>	<b>Q3 2019</b>	<b>Q4 2019</b>	<b>FY 2019</b>
Revenue:										
Subscription	79 %	81 %	80 %	82 %	81 %	83 %	82 %	83 %	81%	82 %
Professional services and other	21	19	20	18	19	17	18	17	19	18
Total revenue	100	100	100	100	100	100	100	100	100	100
Cost of revenue:										
Subscription	29	29	32	29	30	25	24	22	21	23
Professional services and other	11	12	12	11	11	11	12	13	11	12
Total cost of revenue	40	41	44	40	41	36	36	35	32	35
Gross profit	60	59	56	60	59	64	64	65	68	65
Operating expenses:										
Sales and marketing	146	121	119	104	121	124	99	76	75	92
Research and development	81	78	66	65	72	60	61	51	43	53
General and administrative	31	28	25	26	28	15	31	19	20	21
Total operating expenses	258	227	210	195	221	199	191	146	138	166
Loss from operations	(198)	(168)	(154)	(135)	(162)	(135)	(127)	(81)	(70)	(101)
Other income (expense), net	—	1	—	(2)	—	(6)	(8)	(6)	(5)	(6)
Loss before provision for income taxes	(198)	(167)	(154)	(137)	(162)	(141)	(135)	(87)	(75)	(107)
Provision for income taxes	—	—	—	—	—	2	—	1	1	1
Net loss	(198)%	(167)%	(154)%	(137)%	(162)%	(143)%	(135)%	(88)%	(76)%	(108)%

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

	<b>Q1 2018</b>	<b>Q2 2018</b>	<b>Q3 2018</b>	<b>Q4 2018</b>	<b>FY 2018</b>	<b>Q1 2019</b>	<b>Q2 2019</b>	<b>Q3 2019</b>	<b>Q4 2019</b>	<b>FY 2019</b>
Revenue:										
Subscription	\$ 19,103	\$ 21,052	\$ 22,656	\$ 24,652	\$ 87,463	\$ 26,663	\$ 28,166	\$ 30,398	\$ 31,930	\$ 117,157
Professional services and other	5,143	4,851	5,646	5,421	21,061	5,282	6,101	6,446	7,478	25,307
Total revenue	<u>24,246</u>	<u>25,903</u>	<u>28,302</u>	<u>30,073</u>	<u>108,524</u>	<u>31,945</u>	<u>34,267</u>	<u>36,844</u>	<u>39,408</u>	<u>142,464</u>
Cost of revenue:										
Subscription (1)	6,925	7,558	9,089	8,807	32,379	8,041	8,210	8,119	8,192	32,562
Professional services and other (1)	2,792	3,072	3,282	3,306	12,452	3,502	4,183	4,700	4,234	16,619
Total cost of revenue	<u>9,717</u>	<u>10,630</u>	<u>12,371</u>	<u>12,113</u>	<u>44,831</u>	<u>11,543</u>	<u>12,393</u>	<u>12,819</u>	<u>12,426</u>	<u>49,181</u>
Gross profit	14,529	15,273	15,931	17,960	63,693	20,402	21,874	24,025	26,982	93,283
Gross margin	59.9%	59.0%	56.3%	59.7%	58.7%	63.9%	63.8%	65.2%	68.5%	65.5%
Operating expenses:										
Sales and marketing (1)	34,927	30,951	33,099	30,980	129,957	39,351	30,258	26,593	27,492	123,694
Research and development (1)	19,181	19,596	18,159	19,014	75,950	18,581	17,926	17,173	15,541	69,221
General and administrative (1), (2), (3)	5,954	5,992	5,987	6,220	24,153	6,872	6,857	5,574	6,814	26,117
Total operating expenses	<u>60,062</u>	<u>56,539</u>	<u>57,245</u>	<u>56,214</u>	<u>230,060</u>	<u>64,804</u>	<u>55,041</u>	<u>49,340</u>	<u>49,847</u>	<u>219,032</u>
Loss from operations	(45,533)	(41,266)	(41,314)	(38,254)	(166,367)	(44,402)	(33,167)	(25,315)	(22,865)	(125,749)
Other income (expense), net (1)	90	252	(66)	(636)	(360)	(1,902)	(2,924)	(2,357)	(1,761)	(8,944)
Loss before provision for income taxes	(45,443)	(41,014)	(41,380)	(38,890)	(166,727)	(46,304)	(36,091)	(27,672)	(24,626)	(134,693)
Provision for income taxes	103	94	99	89	385	603	107	199	339	1,248
Net loss	<u>\$ (45,546)</u>	<u>\$ (41,108)</u>	<u>\$ (41,479)</u>	<u>\$ (38,979)</u>	<u>\$ (167,112)</u>	<u>\$ (46,907)</u>	<u>\$ (36,198)</u>	<u>\$ (27,871)</u>	<u>\$ (24,965)</u>	<u>\$ (135,941)</u>
Net loss per share (basic and diluted)	\$ (29.46)	\$ (25.77)	\$ (25.78)	\$ (23.96)	\$ (104.77)	\$ (28.48)	\$ (3.44)	\$ (1.06)	\$ (0.94)	\$ (8.31)
Weighted-average number of shares (basic and diluted)	1,546	1,595	1,609	1,627	1,595	1,647	10,509	26,338	26,461	16,358

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

Cost of revenue:

Subscription	\$ 11	\$ 12	\$ 13	\$ 12	\$ 48	\$ 15	\$ 55	\$ 74	\$ 75	\$ 219
Professional services and other	10	11	10	9	40	8	70	34	42	154
Sales and marketing	590	462	453	340	1,845	305	3,744	1,441	1,897	7,387
Research and development	522	595	628	566	2,311	483	2,993	1,630	1,413	6,519
General and administrative	1,271	1,276	1,273	1,270	5,090	1,265	3,330	1,461	1,436	7,492
Other income (expense), net	8	9	8	11	36	17	(26)	14	25	30
Total stock-based compensation expenses	<u>\$ 2,412</u>	<u>\$ 2,365</u>	<u>\$ 2,385</u>	<u>\$ 2,208</u>	<u>\$ 9,370</u>	<u>\$ 2,093</u>	<u>\$ 10,166</u>	<u>\$ 4,654</u>	<u>\$ 4,888</u>	<u>\$ 21,801</u>

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

General and administrative	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80
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(3) Reversal of contingent tax-related accrual included in the following GAAP operating expenses:

General and administrative	\$ —	\$ —	\$ —	\$ —	\$ —	\$ (3,513)	\$ —	\$ —	\$ —	\$ (3,513)
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To supplement our condensed consolidated financial statements, which are prepared and presented in accordance with Generally Accepted Accounting Principles in the United States of America (GAAP), we reference the following non-GAAP financial measures: billings, non-GAAP subscription gross margin, non-GAAP operating expenses, non-GAAP operating loss, non-GAAP operating margin, non-GAAP net loss and non-GAAP net loss per share. In computing these measures, we

exclude the effects of stock-based compensation expense, amortization of intangible assets and the reversal of contingent tax-related accruals. The presentation of this non-GAAP financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP, and our non-GAAP measures may be different from non-GAAP measures used by other companies.

We use these non-GAAP financial measures for financial and operational decision-making and as a means to evaluate period-to-period comparisons. Our management believes that these non-GAAP financial measures provide meaningful supplemental information regarding our performance and liquidity by excluding certain expenses that may not be indicative of our ongoing core business operating results. We believe that both management and investors benefit from referring to these non-GAAP financial measures in assessing our performance and when analyzing historical performance and liquidity and planning, forecasting, and analyzing future periods.

For all periods presented:

- *Billings* is calculated as total revenue plus the change in deferred revenue.

- *Non-GAAP subscription gross margin* is calculated as non-GAAP subscription gross profit divided by GAAP subscription revenue. Non-GAAP subscription gross profit consists of GAAP subscription gross profit excluding the effects of stock-based compensation expense.

- *Non-GAAP operating expenses* consists of GAAP operating expenses excluding the effects of stock-based compensation expense, amortization of certain intangible assets and the reversal of contingent tax-related accruals.

- *Non-GAAP operating loss* consists of GAAP loss from operations excluding the effects of stock-based compensation expense, amortization of certain intangible assets and the reversal of contingent tax-related accruals.

- *Non-GAAP operating margin* is calculated as non-GAAP operating loss divided by GAAP revenue.

- *Non-GAAP net loss* is calculated as GAAP net loss excluding the effects of stock-based compensation expense, amortization of certain intangible assets and the reversal of contingent tax-related accruals.

- *Non-GAAP net loss per share* is calculated as non-GAAP net loss divided by weighted-average shares used in computing GAAP net loss per share, basic and diluted.

**Domo, Inc.**  
**Condensed Non-GAAP Consolidated Income Statements**  
**Impact of Non-GAAP Adjustments on Reported Net Loss**  
**For the Three Months and Year Ended January 31, 2018 and January 31, 2019**  
*(in thousands, except per share data)*  
**(unaudited)**

	Three Months Ended January 31, 2018			Three Months Ended January 31, 2019			Year Ended January 31, 2018			Year Ended January 31, 2019		
	As Reported	Adjustments	Non-GAAP	As Reported	Adjustments	Non-GAAP	As Reported	Adjustments	Non-GAAP	As Reported	Adjustments	Non-GAAP
Revenue:												
Subscription	\$ 24,652	\$ —	\$ 24,652	\$ 31,930	\$ —	\$ 31,930	\$ 87,463	\$ —	\$ 87,463	\$ 117,157	\$ —	\$ 117,157
Professional services and other	5,421	—	5,421	7,478	—	7,478	21,061	—	21,061	25,307	—	25,307
Total revenue	30,073	—	30,073	39,408	—	39,408	108,524	—	108,524	142,464	—	142,464
Cost of revenue:												
Subscription	8,819	(12) (1)	8,807	8,267	(75) (1)	8,192	32,427	(48) (1)	32,379	32,781	(219) (1)	32,562
Professional services and other	3,315	(9) (1)	3,306	4,276	(42) (1)	4,234	12,492	(40) (1)	12,452	16,773	(154) (1)	16,619
Total cost of revenue	12,134	(21)	12,113	12,543	(117)	12,426	44,919	(88)	44,831	49,554	(373)	49,181
Gross profit	17,939	21	17,960	26,865	117	26,982	63,605	88	63,693	92,910	373	93,283
Operating expenses:												
Sales and marketing	31,320	(340) (1)	30,980	29,389	(1,897) (1)	27,492	131,802	(1,845) (1)	129,957	131,081	(7,387) (1)	123,694
Research and development	19,580	(566) (1)	19,014	16,954	(1,413) (1)	15,541	78,261	(2,311) (1)	75,950	75,740	(6,519) (1)	69,221
General and administrative	7,510	(1,290) (1), (2)	6,220	8,270	(1,456) (1), (2)	6,814	29,323	(5,170) (1), (2)	24,153	30,176	(4,059) (1), (2), (3)	26,117
Total operating expenses	58,410	(2,196)	56,214	54,613	(4,766)	49,847	239,386	(9,326)	230,060	236,997	(17,965)	219,032
(Loss) income from operations	(40,471)	2,217	(38,254)	(27,748)	4,883	(22,865)	(175,781)	9,414	(166,367)	(144,087)	18,338	(125,749)
Other (expense) income, net	(647)	11	(636)	(1,786)	25 (1)	(1,761)	(396)	36	(360)	(8,974)	30 (1)	(8,944)
(Loss) income before provision for income taxes	(41,118)	2,228	(38,890)	(29,534)	4,908	(24,626)	(176,177)	9,450	(166,727)	(153,061)	18,368	(134,693)
Provision for income taxes	89	—	89	339	—	339	385	—	385	1,248	—	1,248
Net (loss) income	(41,207)	2,228	(38,979)	(29,873)	4,908	(24,965)	(176,562)	9,450	(167,112)	(154,309)	18,368	(135,941)
Net (loss) income per share	\$ (25.33)	\$ 1.37	\$ (23.96)	\$ (1.13)	\$ 0.19	\$ (0.94)	\$ (110.70)	\$ 5.93	\$ (104.77)	\$ (9.43)	\$ 1.12	\$ (8.31)
Weighted-average number of shares	1,627	—	1,627	26,461	—	26,461	1,595	—	1,595	16,358	—	16,358

Notes:

- (1) Stock-based compensation
- (2) Amortization of certain intangible assets
- (3) Reversal of contingent tax-related accrual

To supplement our condensed consolidated financial statements, which are prepared and presented in accordance with Generally Accepted Accounting Principles in the United States of America (GAAP), we reference the following non-GAAP financial measures: billings, non-GAAP subscription gross margin, non-GAAP operating expenses, non-GAAP operating loss, non-GAAP operating margin, non-GAAP net loss and non-GAAP net loss per share. In computing these measures, we exclude the effects of stock-based compensation expense, amortization of intangible assets and the reversal of contingent tax-related accruals. The presentation of this non-GAAP financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP, and our non-GAAP measures may be different from non-GAAP measures used by other companies.

We use these non-GAAP financial measures for financial and operational decision-making and as a means to evaluate period-to-period comparisons. Our management believes that these non-GAAP financial measures provide meaningful supplemental information regarding our performance and liquidity by excluding certain expenses that may not be indicative of our ongoing core business operating results. We believe that both management and investors benefit from referring to these non-GAAP financial measures in assessing our performance and when analyzing historical performance and liquidity and planning, forecasting, and analyzing future periods.

For all periods presented:

- *Billings* is calculated as total revenue plus the change in deferred revenue.

- *Non-GAAP subscription gross margin* is calculated as non-GAAP subscription gross profit divided by GAAP subscription revenue. Non-GAAP subscription gross profit consists of GAAP subscription gross profit excluding the effects of stock-based compensation expense.

- *Non-GAAP operating expenses* consists of GAAP operating expenses excluding the effects of stock-based compensation expense, amortization of certain intangible assets and the reversal of contingent tax-related accruals.

- *Non-GAAP operating loss* consists of GAAP loss from operations excluding the effects of stock-based compensation expense, amortization of certain intangible assets and the reversal of contingent tax-related accruals.

- *Non-GAAP operating margin* is calculated as non-GAAP operating loss divided by GAAP revenue.

- *Non-GAAP net loss* is calculated as GAAP net loss excluding the effects of stock-based compensation expense, amortization of certain intangible assets and the reversal of contingent tax-related accruals.

- *Non-GAAP net loss per share* is calculated as non-GAAP net loss divided by weighted-average shares used in computing GAAP net loss per share, basic and diluted.

**Domo, Inc.**  
**Condensed Consolidated Balance Sheets by Quarter**  
*(in thousands)*  
(unaudited)

	January 31, 2017	April 30, 2017	July 31, 2017	October 31, 2017	January 31, 2018	April 30, 2018	July 31, 2018	October 31, 2018	January 31, 2019
<b>Assets</b>									
Current assets:									
Cash and cash equivalents	\$ 68,984	\$ 130,641	\$ 83,407	\$ 47,852	\$ 61,972	\$ 71,936	\$ 238,802	\$ 205,999	\$ 176,973
Accounts receivable, net	22,298	20,283	21,946	22,868	35,484	28,418	27,266	29,805	48,421
Contract acquisition costs	6,540	6,651	7,013	7,697	9,661	10,678	6,982	8,795	10,425
Prepaid expenses and other current assets	4,848	6,315	5,024	5,012	6,144	7,386	8,662	8,063	10,935
Total current assets	102,670	163,890	117,390	83,429	113,261	118,418	281,712	252,662	246,754
Property and equipment, net	15,722	16,875	16,089	15,009	14,952	14,304	13,830	12,664	12,595
Contract acquisition costs, noncurrent	6,247	7,378	8,297	9,168	11,521	10,566	16,089	15,486	18,030
Intangible assets, net	2,791	2,771	2,751	2,731	3,026	3,006	2,986	4,569	4,415
Goodwill	9,478	9,478	9,478	9,478	9,478	9,478	9,478	9,478	9,478
Other assets	1,014	849	722	1,525	3,117	3,978	1,674	1,671	1,360
Total assets	\$ 137,922	\$ 201,241	\$ 154,727	\$ 121,340	\$ 155,355	\$ 159,750	\$ 325,769	\$ 296,530	\$ 292,632
<b>Liabilities, convertible preferred stock and stockholders' (deficit) equity</b>									
Current liabilities:									
Accounts payable	\$ 8,035	\$ 8,756	\$ 9,111	\$ 10,579	\$ 12,121	\$ 15,963	\$ 8,409	\$ 4,247	\$ 2,609
Accrued expenses and other current liabilities	40,154	47,173	38,893	43,128	49,428	41,033	45,852	46,603	48,139
Deferred revenue	48,719	51,876	52,409	54,047	66,712	68,718	70,693	72,862	88,959
Total current liabilities	96,908	107,805	100,413	107,754	128,261	125,714	124,954	123,712	139,707
Deferred revenue, noncurrent	1,217	1,477	1,505	1,580	4,244	4,007	3,429	3,207	4,943
Other liabilities, noncurrent	1,806	1,845	1,887	2,384	5,324	5,963	5,785	4,658	6,210
Long-term debt	—	—	—	—	46,332	96,128	97,103	98,094	97,245
Total liabilities	99,931	111,127	103,805	111,718	184,161	231,812	231,271	229,671	248,105
Commitments and contingencies									
Convertible preferred stock	594,187	691,352	693,193	693,178	693,158	693,158	—	—	—
Stockholders' (deficit) equity:									
Common stock	2	2	2	2	2	2	26	26	26
Additional paid-in capital	24,683	27,573	29,993	32,607	35,301	37,589	943,722	948,686	956,145
Accumulated other comprehensive income	330	376	416	401	506	469	414	356	438
Accumulated deficit	(581,211)	(629,189)	(672,682)	(716,566)	(757,773)	(803,280)	(849,664)	(882,209)	(912,082)
Total stockholders' (deficit) equity	(556,196)	(601,238)	(642,271)	(683,556)	(721,964)	(765,220)	94,498	66,859	44,527
Total liabilities and stockholders' (deficit) equity	\$ 137,922	\$ 201,241	\$ 154,727	\$ 121,340	\$ 155,355	\$ 159,750	\$ 325,769	\$ 296,530	\$ 292,632

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

	<b>Q1 2018</b>	<b>Q2 2018</b>	<b>Q3 2018</b>	<b>Q4 2018</b>	<b>FY 2018</b>	<b>Q1 2019</b>	<b>Q2 2019</b>	<b>Q3 2019</b>	<b>Q4 2019</b>	<b>FY 2019</b>
<b>Cash flows from operating activities</b>										
Net loss	\$ (47,978)	\$ (43,493)	\$ (43,884)	\$ (41,207)	\$ (176,562)	\$ (45,507)	\$ (46,384)	\$ (32,545)	\$ (29,873)	\$ (154,309)
Adjustments to reconcile net loss to net cash used in operating activities:										
Depreciation and amortization	1,842	1,971	1,993	2,245	8,051	2,265	2,257	2,170	1,881	8,573
Amortization of intangible assets	20	20	20	20	80	20	20	20	154	214
Amortization of contract acquisition costs	2,132	2,246	2,277	2,359	9,014	1,727	1,906	2,117	2,418	8,168
Stock-based compensation	2,412	2,365	2,385	2,208	9,370	2,093	10,166	4,654	4,888	21,801
Reversal of contingent tax-related accrual	—	—	—	—	—	(3,513)	—	—	—	(3,513)
Capitalized interest	—	—	—	202	202	349	644	648	652	2,293
Remeasurement of warrant liability	—	—	—	(28)	(28)	(16)	(40)	—	—	(56)
Changes in operating assets and liabilities:										
Accounts receivable, net	2,015	(1,663)	(922)	(12,616)	(13,186)	7,066	1,152	(2,539)	(18,616)	(12,937)
Contract acquisition costs	(3,340)	(3,473)	(3,856)	(6,491)	(17,160)	(1,923)	(3,859)	(3,461)	(6,434)	(15,677)
Prepaid expenses and other assets	(1,303)	1,474	(812)	(969)	(1,610)	602	(2,995)	646	(3,077)	(4,824)
Accounts payable	721	355	1,449	725	3,250	4,428	(5,716)	(5,188)	(2,175)	(8,651)
Accrued and other liabilities	3,710	(5,037)	4,827	5,402	8,902	(6,247)	5,356	849	4,647	4,605
Deferred revenue	3,417	561	1,713	15,329	21,020	1,769	1,397	1,947	17,833	22,946
Net cash used in operating activities	(36,352)	(44,674)	(34,810)	(32,821)	(148,657)	(36,887)	(36,096)	(30,682)	(27,702)	(131,367)
<b>Cash flows from investing activities</b>										
Purchases of property and equipment	(2,994)	(1,184)	(913)	(2,190)	(7,281)	(1,617)	(1,588)	(1,468)	(1,700)	(6,373)
Purchases of intangible assets	—	—	—	(315)	(315)	—	—	—	(1,603)	(1,603)
Net cash used in investing activities	(2,994)	(1,184)	(913)	(2,505)	(7,596)	(1,617)	(1,588)	(1,468)	(3,303)	(7,976)
<b>Cash flows from financing activities</b>										
Proceeds from initial public offering, net of underwriting discounts and commissions	—	—	—	—	—	—	206,627	—	—	206,627
Payments of costs related to initial public offering	—	—	—	(38)	(38)	(1,311)	(2,102)	(650)	10	(4,053)
Proceeds from issuance of convertible preferred stock, net of issuance costs	100,500	(1,414)	(15)	(13)	99,058	(87)	—	—	—	(87)
Debt proceeds, net of issuance costs	—	(50)	—	48,950	48,900	49,674	(23)	—	(9)	49,642
Proceeds from exercise of stock options	607	64	238	429	1,338	212	60	4	1,974	2,250
Repurchases of common stock	(121)	—	—	—	(121)	—	—	—	—	—
Principal payments on capital lease obligations	(9)	(9)	(9)	(10)	(37)	(44)	—	—	—	(44)
Net cash provided by (used in) financing activities	100,977	(1,409)	214	49,318	149,100	48,444	204,562	(646)	1,975	254,335
Effect of exchange rate changes on cash and cash equivalents	26	33	(46)	128	141	24	(12)	(7)	4	9
Net increase (decrease) in cash and cash equivalents	61,657	(47,234)	(35,555)	14,120	(7,012)	9,964	166,866	(32,803)	(29,026)	115,001
Cash and cash equivalents at beginning of period	68,984	130,641	83,407	47,852	68,984	61,972	71,936	238,802	205,999	61,972
Cash and cash equivalents at end of period	\$ 130,641	\$ 83,407	\$ 47,852	\$ 61,972	\$ 61,972	\$ 71,936	\$ 238,802	\$ 205,999	\$ 176,973	\$ 176,973



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

	<u>Q1 2018</u>	<u>Q2 2018</u>	<u>Q3 2018</u>	<u>Q4 2018</u>	<u>FY 2018</u>	<u>Q1 2019</u>	<u>Q2 2019</u>	<u>Q3 2019</u>	<u>Q4 2019</u>	<u>FY 2019</u>
Billings (in thousands)	\$ 27,663	\$ 26,464	\$ 30,015	\$ 45,402	\$ 129,544	\$ 33,714	\$ 35,664	\$ 38,791	\$ 57,241	\$ 165,410

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

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019
<b>Reconciliation of Subscription Gross Margin on a GAAP Basis to Subscription Gross Margin on a Non-GAAP Basis:</b>										
Revenue:										
Subscription	\$ 19,103	\$ 21,052	\$ 22,656	\$ 24,652	\$ 87,463	\$ 26,663	\$ 28,166	\$ 30,398	\$ 31,930	\$ 117,157
Cost of revenue:										
Subscription	6,936	7,570	9,102	8,819	32,427	8,056	8,265	8,193	8,267	32,781
Subscription gross profit on a GAAP basis	12,167	13,482	13,554	15,833	55,036	18,607	19,901	22,205	23,663	84,376
Subscription gross margin on a GAAP basis	64 %	64 %	60 %	64 %	63 %	70 %	71 %	73 %	74%	72 %
Stock-based compensation	11	12	13	12	48	15	55	74	75	219
Subscription gross profit on a non-GAAP basis	\$ 12,178	\$ 13,494	\$ 13,567	\$ 15,845	\$ 55,084	\$ 18,622	\$ 19,956	\$ 22,279	\$ 23,738	\$ 84,595
Subscription gross margin on a non-GAAP basis	64 %	64 %	60 %	64 %	63 %	70 %	71 %	73 %	74%	72 %
<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	\$ 62,465	\$ 58,892	\$ 59,619	\$ 58,410	\$ 239,386	\$ 63,364	\$ 65,128	\$ 53,892	\$ 54,613	\$ 236,997
Stock-based compensation	(2,383)	(2,333)	(2,354)	(2,176)	(9,246)	(2,053)	(10,067)	(4,532)	(4,746)	(21,398)
Amortization of certain intangible assets	(20)	(20)	(20)	(20)	(80)	(20)	(20)	(20)	(20)	(80)
Reversal of contingent tax-related accrual	—	—	—	—	—	3,513	—	—	—	3,513
Total operating expenses on a non-GAAP basis	\$ 60,062	\$ 56,539	\$ 57,245	\$ 56,214	\$ 230,060	\$ 64,804	\$ 55,041	\$ 49,340	\$ 49,847	\$ 219,032
<b>Reconciliation of Operating Loss on a GAAP Basis to Operating Loss on a Non-GAAP Basis:</b>										
Operating loss on a GAAP basis	\$ (47,957)	\$ (43,642)	\$ (43,711)	\$ (40,471)	\$ (175,781)	\$ (42,985)	\$ (43,379)	\$ (29,975)	\$ (27,748)	\$ (144,087)
Stock-based compensation	2,404	2,356	2,377	2,197	9,334	2,076	10,192	4,640	4,863	21,771
Amortization of certain intangible assets	20	20	20	20	80	20	20	20	20	80
Reversal of contingent tax-related accrual	—	—	—	—	—	(3,513)	—	—	—	(3,513)
Operating loss on a non-GAAP basis	\$ (45,533)	\$ (41,266)	\$ (41,314)	\$ (38,254)	\$ (166,367)	\$ (44,402)	\$ (33,167)	\$ (25,315)	\$ (22,865)	\$ (125,749)
<b>Reconciliation of Operating Margin on a GAAP Basis to Operating Margin on a Non-GAAP Basis:</b>										
Operating margin on a GAAP basis	(198)%	(168)%	(154)%	(135)%	(162)%	(135)%	(127)%	(81)%	(70)%	(101)%
Stock-based compensation	10	9	8	8	9	7	30	12	12	15
Amortization of certain intangible assets	—	—	—	—	—	—	—	—	—	—
Reversal of contingent tax-related accrual	—	—	—	—	—	(11)	—	—	—	(2)
Operating margin on a non-GAAP basis	(188)%	(159)%	(146)%	(127)%	(153)%	(139)%	(97)%	(69)%	(58)%	(88)%

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

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 2019
<b>Reconciliation of Net Loss on a GAAP Basis to Net Loss on a Non-GAAP Basis:</b>										
Net loss on a GAAP basis	\$ (47,978)	\$ (43,493)	\$ (43,884)	\$ (41,207)	\$ (176,562)	\$ (45,507)	\$ (46,384)	\$ (32,545)	\$ (29,873)	\$ (154,309)
Stock-based compensation	2,412	2,365	2,385	2,208	9,370	2,093	10,166	4,654	4,888	21,801
Amortization of certain intangible assets	20	20	20	20	80	20	20	20	20	80
Reversal of contingent tax-related accrual	—	—	—	—	—	(3,513)	—	—	—	(3,513)
Net loss on a non-GAAP basis	<u>\$ (45,546)</u>	<u>\$ (41,108)</u>	<u>\$ (41,479)</u>	<u>\$ (38,979)</u>	<u>\$ (167,112)</u>	<u>\$ (46,907)</u>	<u>\$ (36,198)</u>	<u>\$ (27,871)</u>	<u>\$ (24,965)</u>	<u>\$ (135,941)</u>
<b>Reconciliation of Net Loss per Share on a GAAP Basis to Net Loss per Share on a Non-GAAP Basis:</b>										
Net loss per share on a GAAP basis	\$ (31.03)	\$ (27.27)	\$ (27.27)	\$ (25.33)	\$ (110.70)	\$ (27.63)	\$ (4.41)	\$ (1.24)	\$ (1.13)	\$ (9.43)
Stock-based compensation	1.56	1.49	1.48	1.36	5.89	1.27	0.97	0.18	0.19	1.33
Amortization of certain intangible assets	0.01	0.01	0.01	0.01	0.04	0.01	—	—	—	—
Reversal of contingent tax-related accrual	—	—	—	—	—	(2.13)	—	—	—	(0.21)
Net loss per share on a non-GAAP basis	<u>\$ (29.46)</u>	<u>\$ (25.77)</u>	<u>\$ (25.78)</u>	<u>\$ (23.96)</u>	<u>\$ (104.77)</u>	<u>\$ (28.48)</u>	<u>\$ (3.44)</u>	<u>\$ (1.06)</u>	<u>\$ (0.94)</u>	<u>\$ (8.31)</u>
<b>Billings:</b>										
Total revenue	\$ 24,246	\$ 25,903	\$ 28,302	\$ 30,073	\$ 108,524	\$ 31,945	\$ 34,267	\$ 36,844	\$ 39,408	\$ 142,464
Add:										
Deferred revenue (end of period)	51,876	52,409	54,047	66,712	66,712	68,718	70,693	72,862	88,959	88,959
Deferred revenue, noncurrent (end of period)	1,477	1,505	1,580	4,244	4,244	4,007	3,429	3,207	4,943	4,943
Less:										
Deferred revenue (beginning of period)	(48,719)	(51,876)	(52,409)	(54,047)	(48,719)	(66,712)	(68,718)	(70,693)	(72,862)	(66,712)
Deferred revenue, noncurrent (beginning of period)	(1,217)	(1,477)	(1,505)	(1,580)	(1,217)	(4,244)	(4,007)	(3,429)	(3,207)	(4,244)
Increase in deferred revenue (current and noncurrent)	<u>3,417</u>	<u>561</u>	<u>1,713</u>	<u>15,329</u>	<u>21,020</u>	<u>1,769</u>	<u>1,397</u>	<u>1,947</u>	<u>17,833</u>	<u>22,946</u>
Billings	<u>\$ 27,663</u>	<u>\$ 26,464</u>	<u>\$ 30,015</u>	<u>\$ 45,402</u>	<u>\$ 129,544</u>	<u>\$ 33,714</u>	<u>\$ 35,664</u>	<u>\$ 38,791</u>	<u>\$ 57,241</u>	<u>\$ 165,410</u>