

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

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	FY 2019
Revenue:									
Subscription	\$ 19,103	\$ 21,052	\$ 22,656	\$ 24,652	\$ 87,463	\$ 26,663	\$ 28,166	\$ 30,398	\$ 85,227
Professional services and other	5,143	4,851	5,646	5,421	21,061	5,282	6,101	6,446	17,829
Total revenue	24,246	25,903	28,302	30,073	108,524	31,945	34,267	36,844	103,056
Cost of revenue:									
Subscription (1)	6,936	7,570	9,102	8,819	32,427	8,056	8,265	8,193	24,514
Professional services and other (1)	2,802	3,083	3,292	3,315	12,492	3,510	4,253	4,734	12,497
Total cost of revenue	9,738	10,653	12,394	12,134	44,919	11,566	12,518	12,927	37,011
Gross profit	14,508	15,250	15,908	17,939	63,605	20,379	21,749	23,917	66,045
Gross margin	59.8%	58.9%	56.2%	59.7%	58.6%	63.8%	63.5%	64.9%	64.1%
Operating expenses:									
Sales and marketing (1)	35,517	31,413	33,552	31,320	131,802	39,656	34,002	28,034	101,692
Research and development (1)	19,703	20,191	18,787	19,580	78,261	19,064	20,919	18,803	58,786
General and administrative (1), (2), (3)	7,245	7,288	7,280	7,510	29,323	4,644	10,207	7,055	21,906
Total operating expenses	62,465	58,892	59,619	58,410	239,386	63,364	65,128	53,892	182,384
Loss from operations	(47,957)	(43,642)	(43,711)	(40,471)	(175,781)	(42,985)	(43,379)	(29,975)	(116,339)
Other income (expense), net (1)	82	243	(74)	(647)	(396)	(1,919)	(2,898)	(2,371)	(7,188)
Loss before provision for income taxes	(47,875)	(43,399)	(43,785)	(41,118)	(176,177)	(44,904)	(46,277)	(32,346)	(123,527)
Provision for income taxes	103	94	99	89	385	603	107	199	909
Net loss	\$ (47,978)	\$ (43,493)	\$ (43,884)	\$ (41,207)	\$ (176,562)	\$ (45,507)	\$ (46,384)	\$ (32,545)	\$ (124,436)
Net loss per share (basic and diluted)	\$ (31.03)	\$ (27.27)	\$ (27.27)	\$ (25.33)	\$ (110.70)	\$ (27.63)	\$ (4.41)	\$ (1.24)	\$ (9.61)
Weighted-average number of shares (basic and diluted)	1,546	1,595	1,609	1,627	1,595	1,647	10,509	26,338	12,954
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)	\$ (124,436)
Stock-based compensation (1)	2,412	2,365	2,385	2,208	9,370	2,093	10,166	4,654	16,913
Amortization of intangible assets (2)	20	20	20	20	80	20	20	20	60
Payroll tax expense related to stock repurchases (3)	—	—	—	—	—	(3,513)	—	—	(3,513)
Net loss on a non-GAAP basis	\$ (45,546)	\$ (41,108)	\$ (41,479)	\$ (38,979)	\$ (167,112)	\$ (46,907)	\$ (36,198)	\$ (27,871)	\$ (110,976)

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

Cost of revenue:

Subscription	\$ 11	\$ 12	\$ 13	\$ 12	\$ 48	\$ 15	\$ 55	\$ 74	\$ 144
Professional services and other	10	11	10	9	40	8	70	34	112
Sales and marketing	590	462	453	340	1,845	305	3,744	1,441	5,490
Research and development	522	595	628	566	2,311	483	2,993	1,630	5,106
General and administrative	1,271	1,276	1,273	1,270	5,090	1,265	3,330	1,461	6,056
Other income (expense), net	8	9	8	11	36	17	(26)	14	5
Total stock-based compensation expenses	\$ 2,412	\$ 2,365	\$ 2,385	\$ 2,208	\$ 9,370	\$ 2,093	\$ 10,166	\$ 4,654	\$ 16,913

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

General and administrative	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80	\$ 20	\$ 20	\$ 20	\$ 60
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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)

	<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>FY 2019</u>
Revenue:									
Subscription	79 %	81 %	80 %	82 %	81 %	83 %	82 %	83%	83 %
Professional services and other	21	19	20	18	19	17	18	17	17
Total revenue	100	100	100	100	100	100	100	100	100
Cost of revenue:									
Subscription	29	29	32	29	30	25	24	22	24
Professional services and other	11	12	12	11	11	11	12	13	12
Total cost of revenue	40	41	44	40	41	36	36	35	36
Gross profit	60	59	56	60	59	64	64	65	64
Operating expenses:									
Sales and marketing	146	121	119	104	121	124	99	76	99
Research and development	81	78	66	65	72	60	61	51	57
General and administrative	31	28	25	26	28	15	31	20	21
Total operating expenses	258	227	210	195	221	199	191	147	177
Loss from operations	(198)	(168)	(154)	(135)	(162)	(135)	(127)	(81)	(113)
Other income (expense), net	—	1	—	(2)	—	(6)	(8)	(6)	(7)
Loss before provision for income taxes	(198)	(167)	(154)	(137)	(162)	(141)	(135)	(87)	(120)
Provision for income taxes	—	—	—	—	—	2	—	1	1
Net loss	(198)%	(167)%	(154)%	(137)%	(162)%	(143)%	(135)%	(88)%	(121)%

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

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	Q3 2019	FY 2019
Revenue:									
Subscription	\$ 19,103	\$ 21,052	\$ 22,656	\$ 24,652	\$ 87,463	\$ 26,663	\$ 28,166	\$ 30,398	\$ 85,227
Professional services and other	5,143	4,851	5,646	5,421	21,061	5,282	6,101	6,446	17,829
Total revenue	24,246	25,903	28,302	30,073	108,524	31,945	34,267	36,844	103,056
Cost of revenue:									
Subscription (1)	6,925	7,558	9,089	8,807	32,379	8,041	8,210	8,119	24,370
Professional services and other (1)	2,792	3,072	3,282	3,306	12,452	3,502	4,183	4,700	12,385
Total cost of revenue	9,717	10,630	12,371	12,113	44,831	11,543	12,393	12,819	36,755
Gross profit	14,529	15,273	15,931	17,960	63,693	20,402	21,874	24,025	66,301
Gross margin	59.9%	59.0%	56.3%	59.7%	58.7%	63.9%	63.8%	65.2%	64.3%
Operating expenses:									
Sales and marketing (1)	34,927	30,951	33,099	30,980	129,957	39,351	30,258	26,593	96,202
Research and development (1)	19,181	19,596	18,159	19,014	75,950	18,581	17,926	17,173	53,680
General and administrative (1), (2), (3)	5,954	5,992	5,987	6,220	24,153	6,872	6,857	5,574	19,303
Total operating expenses	60,062	56,539	57,245	56,214	230,060	64,804	55,041	49,340	169,185
Loss from operations	(45,533)	(41,266)	(41,314)	(38,254)	(166,367)	(44,402)	(33,167)	(25,315)	(102,884)
Other income (expense), net (1)	90	252	(66)	(636)	(360)	(1,902)	(2,924)	(2,357)	(7,183)
Loss before provision for income taxes	(45,443)	(41,014)	(41,380)	(38,890)	(166,727)	(46,304)	(36,091)	(27,672)	(110,067)
Provision for income taxes	103	94	99	89	385	603	107	199	909
Net loss	\$ (45,546)	\$ (41,108)	\$ (41,479)	\$ (38,979)	\$ (167,112)	\$ (46,907)	\$ (36,198)	\$ (27,871)	\$ (110,976)
Net loss per share (basic and diluted)	\$ (29.46)	\$ (25.77)	\$ (25.78)	\$ (23.96)	\$ (104.77)	\$ (28.48)	\$ (3.44)	\$ (1.06)	\$ (8.57)
Weighted-average number of shares (basic and diluted)	1,546	1,595	1,609	1,627	1,595	1,647	10,509	26,338	12,954

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

Cost of revenue:

Subscription	\$ 11	\$ 12	\$ 13	\$ 12	\$ 48	\$ 15	\$ 55	\$ 74	\$ 144
Professional services and other	10	11	10	9	40	8	70	34	112
Sales and marketing	590	462	453	340	1,845	305	3,744	1,441	5,490
Research and development	522	595	628	566	2,311	483	2,993	1,630	5,106
General and administrative	1,271	1,276	1,273	1,270	5,090	1,265	3,330	1,461	6,056
Other income (expense), net	8	9	8	11	36	17	(26)	14	5
Total stock-based compensation expenses	\$ 2,412	\$ 2,365	\$ 2,385	\$ 2,208	\$ 9,370	\$ 2,093	\$ 10,166	\$ 4,654	\$ 16,913

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

General and administrative	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80	\$ 20	\$ 20	\$ 20	\$ 60
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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 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 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 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 Nine Months Ended October 31, 2017 and October 31, 2018
(in thousands, except per share data)
(unaudited)

	Three Months Ended October 31, 2017			Three Months Ended October 31, 2018			Nine Months Ended October 31, 2017			Nine Months Ended October 31, 2018		
	As Reported	Adjustments	Non-GAAP	As Reported	Adjustments	Non-GAAP	As Reported	Adjustments	Non-GAAP	As Reported	Adjustments	Non-GAAP
Revenue:												
Subscription	\$ 22,656	\$ —	\$ 22,656	\$ 30,398	\$ —	\$ 30,398	\$ 62,811	\$ —	\$ 62,811	\$ 85,227	\$ —	\$ 85,227
Professional services and other	5,646	—	5,646	6,446	—	6,446	15,640	—	15,640	17,829	—	17,829
Total revenue	28,302	—	28,302	36,844	—	36,844	78,451	—	78,451	103,056	—	103,056
Cost of revenue:												
Subscription	9,102	(13) (1)	9,089	8,193	(74) (1)	8,119	23,608	(36) (1)	23,572	24,514	(144) (1)	24,370
Professional services and other	3,292	(10) (1)	3,282	4,734	(34) (1)	4,700	9,177	(31) (1)	9,146	12,497	(112) (1)	12,385
Total cost of revenue	12,394	(23)	12,371	12,927	(108)	12,819	32,785	(67)	32,718	37,011	(256)	36,755
Gross profit	15,908	23	15,931	23,917	108	24,025	45,666	67	45,733	66,045	256	66,301
Operating expenses:												
Sales and marketing	33,552	(453) (1)	33,099	28,034	(1,441) (1)	26,593	100,482	(1,505) (1)	98,977	101,692	(5,490) (1)	96,202
Research and development	18,787	(628) (1)	18,159	18,803	(1,630) (1)	17,173	58,681	(1,745) (1)	56,936	58,786	(5,106) (1)	53,680
General and administrative	7,280	(1,293) (1), (2), (3)	5,987	7,055	(1,481) (1), (2), (3)	5,574	21,813	(3,880) (1), (2), (3)	17,933	21,906	(2,603) (1), (2), (3)	19,303
Total operating expenses	59,619	(2,374)	57,245	53,892	(4,552)	49,340	180,976	(7,130)	173,846	182,384	(13,199)	169,185
(Loss) income from operations	(43,711)	2,397	(41,314)	(29,975)	4,660	(25,315)	(135,310)	7,197	(128,113)	(116,339)	13,455	(102,884)
Other (expense) income, net	(74)	8	(66)	(2,371)	14 (1)	(2,357)	251	25	276	(7,188)	5 (1)	(7,183)
(Loss) income before provision for income taxes	(43,785)	2,405	(41,380)	(32,346)	4,674	(27,672)	(135,059)	7,222	(127,837)	(123,527)	13,460	(110,067)
Provision for income taxes	99	—	99	199	—	199	296	—	296	909	—	909
Net (loss) income	(43,884)	2,405	(41,479)	(32,545)	4,674	(27,871)	(135,355)	7,222	(128,133)	(124,436)	13,460	(110,976)
Net (loss) income per share	\$ (27.27)	\$ 1.49	\$ (25.78)	\$ (1.24)	\$ 0.18	\$ (1.06)	\$ (85.45)	\$ 4.56	\$ (80.89)	\$ (9.61)	\$ 1.04	\$ (8.57)
Weighted-average number of shares	1,609	—	1,609	26,338	—	26,338	1,584	—	1,584	12,954	—	12,954

Notes:

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

Domo, Inc.
Condensed Consolidated Statements of Cash Flows by Quarter
(in thousands)
(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>FY 2019</u>
Cash flows from operating activities									
Net loss	\$ (47,978)	\$ (43,493)	\$ (43,884)	\$ (41,207)	\$ (176,562)	\$ (45,507)	\$ (46,384)	\$ (32,545)	\$ (124,436)
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	6,692
Amortization of intangible assets	20	20	20	20	80	20	20	20	60
Amortization of contract acquisition costs	2,132	2,246	2,277	2,359	9,014	1,727	1,906	2,117	5,750
Stock-based compensation	2,412	2,365	2,385	2,208	9,370	2,093	10,166	4,654	16,913
Reversal of contingent tax-related accrual	—	—	—	—	—	(3,513)	—	—	(3,513)
Capitalized interest	—	—	—	202	202	349	644	648	1,641
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)	5,679
Contract acquisition costs	(3,340)	(3,473)	(3,856)	(6,491)	(17,160)	(1,923)	(3,859)	(3,461)	(9,243)
Prepaid expenses and other assets	(1,303)	1,474	(812)	(969)	(1,610)	602	(2,995)	646	(1,747)
Accounts payable	721	355	1,449	725	3,250	4,428	(5,716)	(5,188)	(6,476)
Accrued and other liabilities	3,710	(5,037)	4,827	5,402	8,902	(6,247)	5,356	849	(42)
Deferred revenue	3,417	561	1,713	15,329	21,020	1,769	1,397	1,947	5,113
Net cash used in operating activities	(36,352)	(44,674)	(34,810)	(32,821)	(148,657)	(36,887)	(36,096)	(30,682)	(103,665)
Cash flows from investing activities									
Purchases of property and equipment	(2,994)	(1,184)	(913)	(2,190)	(7,281)	(1,617)	(1,588)	(1,468)	(4,673)
Purchases of intangible assets	—	—	—	(315)	(315)	—	—	—	—
Net cash used in investing activities	(2,994)	(1,184)	(913)	(2,505)	(7,596)	(1,617)	(1,588)	(1,468)	(4,673)
Cash flows from financing activities									
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)	(4,063)
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)	—	49,651
Proceeds from exercise of stock options	607	64	238	429	1,338	212	60	4	276
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)	252,360
Effect of exchange rate changes on cash and cash equivalents	26	33	(46)	128	141	24	(12)	(7)	5
Net increase (decrease) in cash and cash equivalents	61,657	(47,234)	(35,555)	14,120	(7,012)	9,964	166,866	(32,803)	144,027
Cash and cash equivalents at beginning of period	68,984	130,641	83,407	47,852	68,984	61,972	71,936	238,802	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	\$ 205,999

Domo, Inc.
Additional Metrics
(unaudited)

	April 30, 2017	July 31, 2017	October 31, 2017	January 31, 2018	April 30, 2018	July 31, 2018	October 31, 2018
Billings (in thousands)	\$ 27,663	\$ 26,464	\$ 30,015	\$ 45,402	\$ 33,714	\$ 35,664	\$ 38,791

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	FY 2019
Reconciliation of Subscription Gross Margin on a GAAP Basis to Subscription Gross Margin on a Non-GAAP Basis:									
Revenue:									
Subscription	\$ 19,103	\$ 21,052	\$ 22,656	\$ 24,652	\$ 87,463	\$ 26,663	\$ 28,166	\$ 30,398	\$ 85,227
Cost of revenue:									
Subscription	6,936	7,570	9,102	8,819	32,427	8,056	8,265	8,193	24,514
Subscription gross profit on a GAAP basis	12,167	13,482	13,554	15,833	55,036	18,607	19,901	22,205	60,713
Subscription gross margin on a GAAP basis	64 %	64 %	60 %	64 %	63 %	70 %	71 %	73 %	71 %
Stock-based compensation	11	12	13	12	48	15	55	74	144
Subscription gross profit on a non-GAAP basis	\$ 12,178	\$ 13,494	\$ 13,567	\$ 15,845	\$ 55,084	\$ 18,622	\$ 19,956	\$ 22,279	\$ 60,857
Subscription gross margin on a non-GAAP basis	64 %	64 %	60 %	64 %	63 %	70 %	71 %	73 %	71 %
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	\$ 62,465	\$ 58,892	\$ 59,619	\$ 58,410	\$ 239,386	\$ 63,364	\$ 65,128	\$ 53,892	\$ 182,384
Stock-based compensation	(2,383)	(2,333)	(2,354)	(2,176)	(9,246)	(2,053)	(10,067)	(4,532)	(16,652)
Amortization of intangible assets	(20)	(20)	(20)	(20)	(80)	(20)	(20)	(20)	(60)
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	\$ 169,185
Reconciliation of Operating Loss on a GAAP Basis to Operating Loss on a Non-GAAP Basis:									
Operating loss on a GAAP basis	\$ (47,957)	\$ (43,642)	\$ (43,711)	\$ (40,471)	\$ (175,781)	\$ (42,985)	\$ (43,379)	\$ (29,975)	\$ (116,339)
Stock-based compensation	2,404	2,356	2,377	2,197	9,334	2,076	10,192	4,640	16,908
Amortization of intangible assets	20	20	20	20	80	20	20	20	60
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)	\$ (102,884)
Reconciliation of Operating Margin on a GAAP Basis to Operating Margin on a Non-GAAP Basis:									
Operating margin on a GAAP basis	(198)%	(168)%	(154)%	(135)%	(162)%	(135)%	(127)%	(81)%	(113)%
Stock-based compensation	10	9	8	8	9	7	30	12	16
Amortization of intangible assets	—	—	—	—	—	—	—	—	—
Reversal of contingent tax-related accrual	—	—	—	—	—	(11)	—	—	(3)
Operating margin on a non-GAAP basis	(188)%	(159)%	(146)%	(127)%	(153)%	(139)%	(97)%	(69)%	(100)%

Domo, Inc.
Reconciliation of Non-GAAP Financial Measures (Continued)
(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>FY 2019</u>
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)	\$ (124,436)
Stock-based compensation	2,412	2,365	2,385	2,208	9,370	2,093	10,166	4,654	16,913
Amortization of intangible assets	20	20	20	20	80	20	20	20	60
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>\$ (110,976)</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	\$ (31.03)	\$ (27.27)	\$ (27.27)	\$ (25.33)	\$ (110.70)	\$ (27.63)	\$ (4.41)	\$ (1.24)	\$ (9.61)
Stock-based compensation	1.56	1.49	1.48	1.36	5.89	1.27	0.97	0.18	1.31
Amortization of intangible assets	0.01	0.01	0.01	0.01	0.04	0.01	—	—	—
Reversal of contingent tax-related accrual	—	—	—	—	—	(2.13)	—	—	(0.27)
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>\$ (8.57)</u>
Billings:									
Total revenue	\$ 24,246	\$ 25,903	\$ 28,302	\$ 30,073	\$ 108,524	\$ 31,945	\$ 34,267	\$ 36,844	\$ 103,056
Add:									
Deferred revenue (end of period)	51,876	52,409	54,047	66,712	66,712	68,718	70,693	72,862	72,862
Deferred revenue, noncurrent (end of period)	1,477	1,505	1,580	4,244	4,244	4,007	3,429	3,207	3,207
Less:									
Deferred revenue (beginning of period)	(48,719)	(51,876)	(52,409)	(54,047)	(48,719)	(66,712)	(68,718)	(70,693)	(66,712)
Deferred revenue, noncurrent (beginning of period)	(1,217)	(1,477)	(1,505)	(1,580)	(1,217)	(4,244)	(4,007)	(3,429)	(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>5,113</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>\$ 108,169</u>