

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	FY 2019
Revenue:								
Subscription	\$ 19,103	\$ 21,052	\$ 22,656	\$ 24,652	\$ 87,463	\$ 26,663	\$ 28,166	\$ 54,829
Professional services and other	5,143	4,851	5,646	5,421	21,061	5,282	6,101	11,383
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>66,212</u>
Cost of revenue:								
Subscription (1)	6,936	7,570	9,102	8,819	32,427	8,056	8,265	16,321
Professional services and other (1)	2,802	3,083	3,292	3,315	12,492	3,510	4,253	7,763
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>24,084</u>
Gross profit	14,508	15,250	15,908	17,939	63,605	20,379	21,749	42,128
Gross margin	59.8%	58.9%	56.2%	59.7%	58.6%	63.8%	63.5%	63.6%
Operating expenses:								
Sales and marketing (1)	35,517	31,413	33,552	31,320	131,802	39,656	34,002	73,658
Research and development (1)	19,703	20,191	18,787	19,580	78,261	19,064	20,919	39,983
General and administrative (1), (2), (3)	7,245	7,288	7,280	7,510	29,323	4,644	10,207	14,851
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>128,492</u>
Loss from operations	(47,957)	(43,642)	(43,711)	(40,471)	(175,781)	(42,985)	(43,379)	(86,364)
Other income (expense), net (1)	82	243	(74)	(647)	(396)	(1,919)	(2,898)	(4,817)
Loss before provision for income taxes	(47,875)	(43,399)	(43,785)	(41,118)	(176,177)	(44,904)	(46,277)	(91,181)
Provision for income taxes	103	94	99	89	385	603	107	710
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>\$ (91,891)</u>
Net loss per share (basic and diluted)	\$ (31.03)	\$ (27.27)	\$ (27.27)	\$ (25.33)	\$ (110.70)	\$ (27.63)	\$ (4.41)	\$ (14.94)
Weighted-average number of shares (basic and diluted)	1,546	1,595	1,609	1,627	1,595	1,647	10,509	6,151
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)	\$ (91,891)
Stock-based compensation (1)	2,412	2,365	2,385	2,208	9,370	2,093	10,166	12,259
Amortization of intangible assets (2)	20	20	20	20	80	20	20	40
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>\$ (83,105)</u>

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

Cost of revenue:

Subscription	\$ 11	\$ 12	\$ 13	\$ 12	\$ 48	\$ 15	\$ 55	\$ 70
Professional services and other	10	11	10	9	40	8	70	78
Sales and marketing	590	462	453	340	1,845	305	3,744	4,049
Research and development	522	595	628	566	2,311	483	2,993	3,476
General and administrative	1,271	1,276	1,273	1,270	5,090	1,265	3,330	4,595
Other income (expense), net	8	9	8	11	36	17	(26)	(9)
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>\$ 12,259</u>

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

General and administrative	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80	\$ 20	\$ 20	\$ 40
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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)

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	FY 2019
Revenue:								
Subscription	79 %	81 %	80 %	82 %	81 %	83 %	82 %	83 %
Professional services and other	21	19	20	18	19	17	18	17
Total revenue	100	100	100	100	100	100	100	100
Cost of revenue:								
Subscription	29	29	32	29	30	25	24	24
Professional services and other	12	12	12	11	12	11	12	12
Total cost of revenue	41	41	44	40	42	36	36	36
Gross profit	59	59	56	60	58	64	64	64
Operating expenses:								
Sales and marketing	146	121	119	104	121	124	99	111
Research and development	81	78	66	65	72	60	61	60
General and administrative	30	28	26	25	27	15	30	23
Total operating expenses	257	227	211	194	220	199	190	194
Loss from operations	(198)	(168)	(155)	(134)	(162)	(135)	(126)	(130)
Other income (expense), net	—	1	—	(2)	—	(6)	(8)	(8)
Loss before provision for income taxes	(198)	(167)	(155)	(136)	(162)	(141)	(134)	(138)
Provision for income taxes	—	—	—	—	—	2	—	1
Net loss	(198)%	(167)%	(155)%	(136)%	(162)%	(143)%	(134)%	(139)%

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	FY 2019
Revenue:								
Subscription	\$ 19,103	\$ 21,052	\$ 22,656	\$ 24,652	\$ 87,463	\$ 26,663	\$ 28,166	\$ 54,829
Professional services and other	5,143	4,851	5,646	5,421	21,061	5,282	6,101	11,383
Total revenue	24,246	25,903	28,302	30,073	108,524	31,945	34,267	66,212
Cost of revenue:								
Subscription (1)	6,925	7,558	9,089	8,807	32,379	8,041	8,210	16,251
Professional services and other (1)	2,792	3,072	3,282	3,306	12,452	3,502	4,183	7,685
Total cost of revenue	9,717	10,630	12,371	12,113	44,831	11,543	12,393	23,936
Gross profit	14,529	15,273	15,931	17,960	63,693	20,402	21,874	42,276
Gross margin	59.9%	59.0%	56.3%	59.7%	58.7%	63.9%	63.8%	63.8%
Operating expenses:								
Sales and marketing (1)	34,927	30,951	33,099	30,980	129,957	39,351	30,258	69,609
Research and development (1)	19,181	19,596	18,159	19,014	75,950	18,581	17,926	36,507
General and administrative (1), (2), (3)	5,954	5,992	5,987	6,220	24,153	6,872	6,857	13,729
Total operating expenses	60,062	56,539	57,245	56,214	230,060	64,804	55,041	119,845
Loss from operations	(45,533)	(41,266)	(41,314)	(38,254)	(166,367)	(44,402)	(33,167)	(77,569)
Other income (expense), net (1)	90	252	(66)	(636)	(360)	(1,902)	(2,924)	(4,826)
Loss before provision for income taxes	(45,443)	(41,014)	(41,380)	(38,890)	(166,727)	(46,304)	(36,091)	(82,395)
Provision for income taxes	103	94	99	89	385	603	107	710
Net loss	\$ (45,546)	\$ (41,108)	\$ (41,479)	\$ (38,979)	\$ (167,112)	\$ (46,907)	\$ (36,198)	\$ (83,105)
Net loss per share (basic and diluted)	\$ (29.46)	\$ (25.77)	\$ (25.78)	\$ (23.96)	\$ (104.77)	\$ (28.48)	\$ (3.44)	\$ (13.51)
Weighted-average number of shares (basic and diluted)	1,546	1,595	1,609	1,627	1,595	1,647	10,509	6,151

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

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	FY 2019
Cost of revenue:								
Subscription	\$ 11	\$ 12	\$ 13	\$ 12	\$ 48	\$ 15	\$ 55	\$ 70
Professional services and other	10	11	10	9	40	8	70	78
Sales and marketing	590	462	453	340	1,845	305	3,744	4,049
Research and development	522	595	628	566	2,311	483	2,993	3,476
General and administrative	1,271	1,276	1,273	1,270	5,090	1,265	3,330	4,595
Other income (expense), net	8	9	8	11	36	17	(26)	(9)
Total stock-based compensation expenses	\$ 2,412	\$ 2,365	\$ 2,385	\$ 2,208	\$ 9,370	\$ 2,093	\$ 10,166	\$ 12,259

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

General and administrative	\$ 20	\$ 20	\$ 20	\$ 20	\$ 80	\$ 20	\$ 20	\$ 40
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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 Six Months Ended July 31, 2017 and 2018
(in thousands, except per share data)
(unaudited)

	Three Months Ended July 31, 2017			Three Months Ended July 31, 2018			Six Months Ended July 31, 2017			Six Months Ended July 31, 2018		
	As Reported	Adjustments	Non-GAAP	As Reported	Adjustments	Non-GAAP	As Reported	Adjustments	Non-GAAP	As Reported	Adjustments	Non-GAAP
Revenue:												
Subscription	\$ 21,052	\$ —	\$ 21,052	\$ 28,166	\$ —	\$ 28,166	\$ 40,155	\$ —	\$ 40,155	\$ 54,829	\$ —	\$ 54,829
Professional services and other	4,851	—	4,851	6,101	—	6,101	9,994	—	9,994	11,383	—	11,383
Total revenue	25,903	—	25,903	34,267	—	34,267	50,149	—	50,149	66,212	—	66,212
Cost of revenue:												
Subscription	7,570	(12) (1)	7,558	8,265	(55) (1)	8,210	14,506	(23) (1)	14,483	16,321	(70) (1)	16,251
Professional services and other	3,083	(11) (1)	3,072	4,253	(70) (1)	4,183	5,885	(21) (1)	5,864	7,763	(78) (1)	7,685
Total cost of revenue	10,653	(23)	10,630	12,518	(125)	12,393	20,391	(44)	20,347	24,084	(148)	23,936
Gross profit	15,250	23	15,273	21,749	125	21,874	29,758	44	29,802	42,128	148	42,276
Operating expenses:												
Sales and marketing	31,413	(462) (1)	30,951	34,002	(3,744) (1)	30,258	66,930	(1,052) (1)	65,878	73,658	(4,049) (1)	69,609
Research and development	20,191	(595) (1)	19,596	20,919	(2,993) (1)	17,926	39,894	(1,117) (1)	38,777	39,983	(3,476) (1)	36,507
General and administrative	7,288	(1,296) (1), (2), (3)	5,992	10,207	(3,350) (1), (2), (3)	6,857	14,533	(2,587) (1), (2), (3)	11,946	14,851	(1,122) (1), (2), (3)	13,729
Total operating expenses	58,892	(2,353)	56,539	65,128	(10,087)	55,041	121,357	(4,756)	116,601	128,492	(8,647)	119,845
Income (loss) from operations	(43,642)	2,376	(41,266)	(43,379)	10,212	(33,167)	(91,599)	4,800	(86,799)	(86,364)	8,795	(77,569)
							—					
Other income (expense), net	243	9	252	(2,898)	(26) (1)	(2,924)	325	17	342	(4,817)	(9) (1)	(4,826)
Income (loss) before provision for income taxes	(43,399)	2,385	(41,014)	(46,277)	10,186	(36,091)	(91,274)	4,817	(86,457)	(91,181)	8,786	(82,395)
Provision for income taxes	94	—	94	107	—	107	197	—	197	710	—	710
Net income (loss)	(43,493)	2,385	(41,108)	(46,384)	10,186	(36,198)	(91,471)	4,817	(86,654)	(91,891)	8,786	(83,105)
Net income (loss) per share	\$ (27.27)	\$ 1.50	\$ (25.77)	\$ (4.41)	\$ 0.97	\$ (3.44)	\$ (58.22)	\$ 3.06	\$ (55.16)	\$ (14.94)	\$ 1.43	\$ (13.51)
Weighted-average number of shares	1,595	—	1,595	10,509	—	10,509	1,571	—	1,571	6,151	—	6,151

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

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

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	FY 2018	Q1 2019	Q2 2019	FY 2019
Cash flows from operating activities								
Net loss	\$ (47,978)	\$ (43,493)	\$ (43,884)	\$ (41,207)	\$ (176,562)	\$ (45,507)	\$ (46,384)	\$ (91,891)
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	4,522
Amortization of intangible assets	20	20	20	20	80	20	20	40
Amortization of contract acquisition costs	2,132	2,246	2,277	2,359	9,014	1,727	1,906	3,633
Stock-based compensation	2,412	2,365	2,385	2,208	9,370	2,093	10,166	12,259
Reversal of contingent tax-related accrual	—	—	—	—	—	(3,513)	—	(3,513)
Capitalized interest	—	—	—	202	202	349	644	993
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	8,218
Contract acquisition costs	(3,340)	(3,473)	(3,856)	(6,491)	(17,160)	(1,923)	(3,859)	(5,782)
Prepaid expenses and other assets	(1,303)	1,474	(812)	(969)	(1,610)	602	(2,995)	(2,393)
Accounts payable	721	355	1,449	725	3,250	4,428	(5,716)	(1,288)
Accrued and other liabilities	3,710	(5,037)	4,827	5,402	8,902	(6,247)	5,356	(891)
Deferred revenue	3,417	561	1,713	15,329	21,020	1,769	1,397	3,166
Net cash used in operating activities	(36,352)	(44,674)	(34,810)	(32,821)	(148,657)	(36,887)	(36,096)	(72,983)
Cash flows from investing activities								
Purchases of property and equipment	(2,994)	(1,184)	(913)	(2,190)	(7,281)	(1,617)	(1,588)	(3,205)
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)	(3,205)
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)	(3,413)
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	272
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	253,006
Effect of exchange rate changes on cash and cash equivalents	26	33	(46)	128	141	24	(12)	12
Net increase (decrease) in cash and cash equivalents	61,657	(47,234)	(35,555)	14,120	(7,012)	9,964	166,866	176,830
Cash and cash equivalents at beginning of period	68,984	130,641	83,407	47,852	68,984	61,972	71,936	61,972
Cash and cash equivalents at end of period	\$ 130,641	\$ 83,407	\$ 47,852	\$ 61,972	\$ 61,972	\$ 71,936	\$ 238,802	\$ 238,802

Domo, Inc.
Additional Metrics
(unaudited)

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