

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

	Q1 2026	Q2 2026	Q3 2026	Q4 2026	FY 2026	Q1 2027
Revenue:						
Subscription	\$ 71,389	\$ 72,730	\$ 71,879	\$ 73,354	\$ 289,352	\$ 69,777
Professional services and other	8,722	6,988	7,524	6,271	29,505	9,626
Total revenue	80,111	79,718	79,403	79,625	318,857	79,403
Cost of revenue:						
Subscription (1)	13,787	14,143	14,281	14,686	56,897	13,725
Professional services and other (1)	6,881	5,932	6,223	3,802	22,838	7,135
Total cost of revenue	20,668	20,075	20,504	18,488	79,735	20,860
Gross profit	59,443	59,643	58,899	61,137	239,122	58,543
Gross margin	74.2 %	74.8 %	74.2 %	76.8 %	75.0 %	73.7 %
Operating expenses:						
Sales and marketing (1), (3)	39,661	35,300	34,120	32,731	141,812	37,583
Research and development (1)	19,961	18,952	19,062	19,215	77,190	18,648
General and administrative (1), (2), (3)	14,167	12,642	12,647	19,761	59,217	13,277
Total operating expenses	73,789	66,894	65,829	71,707	278,219	69,508
Loss from operations	(14,346)	(7,251)	(6,930)	(10,570)	(39,097)	(10,965)
Operating margin	(17.9)%	(9.1)%	(8.7)%	(13.3)%	(12.3)%	(13.8)%
Other expense, net:						
Remeasurement of warrant liability	1,158	(10,441)	1,704	9,538	1,959	2,083
Other expense, net (1)	(4,673)	(5,006)	(4,953)	(5,813)	(20,445)	(4,930)
Total other expense, net	(3,515)	(15,447)	(3,249)	3,725	(18,486)	(2,847)
Loss before income taxes	(17,861)	(22,698)	(10,179)	(6,845)	(57,583)	(13,812)
Provision for income taxes	191	234	209	1,125	1,759	358
Net loss	<u>\$(18,052)</u>	<u>\$(22,932)</u>	<u>\$(10,388)</u>	<u>\$ (7,970)</u>	<u>\$ (59,342)</u>	<u>\$(14,170)</u>
Net loss per share (basic and diluted)	\$ (0.45)	\$ (0.56)	\$ (0.25)	\$ (0.19)	\$ (1.45)	\$ (0.33)
Weighted-average number of shares (basic and diluted)	39,735	40,643	41,448	42,069	40,984	43,415
Reconciliation of net loss on a GAAP basis to net (loss) gain on a Non-GAAP basis:						
Net loss on a GAAP basis	\$(18,052)	\$(22,932)	\$(10,388)	\$ (7,970)	\$ (59,342)	\$(14,170)
Stock-based compensation (1)	15,455	13,228	12,204	15,168	56,055	14,764
Amortization of certain intangible assets (2)	142	142	142	142	568	144
Executive officer severance (3)	—	—	—	3,394	3,394	488
Remeasurement of warrant liability	(1,158)	10,441	(1,704)	(9,538)	(1,959)	(2,083)
Net (loss) gain on a non-GAAP basis	<u>\$ (3,613)</u>	<u>\$ 879</u>	<u>\$ 254</u>	<u>\$ 1,196</u>	<u>\$ (1,284)</u>	<u>\$ (857)</u>

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

Cost of revenue:						
Subscription	\$ 670	\$ 947	\$ 810	\$ 878	\$ 3,305	\$ 816
Professional services and other	278	511	174	227	1,190	424
Sales and marketing	4,401	3,864	2,939	3,046	14,250	6,047
Research and development	4,902	4,206	3,851	3,863	16,822	3,146
General and administrative	4,986	3,700	4,430	7,154	20,270	4,331
Other expense, net	218	—	—	—	218	—
Total stock-based compensation	<u>\$ 15,455</u>	<u>\$ 13,228</u>	<u>\$ 12,204</u>	<u>\$ 15,168</u>	<u>\$ 56,055</u>	<u>\$ 14,764</u>

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

General and administrative	\$ 142	\$ 142	\$ 142	\$ 142	\$ 568	\$ 144
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(3) Executive officer severance included in the following GAAP operating expenses:

Sales and marketing	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 488
General and administrative	\$ —	\$ —	\$ —	\$ 3,394	\$ 3,394	\$ —

Domo, Inc.
Condensed Consolidated Statements of Operations by Quarter
As a Percentage of Total Revenue
(unaudited)

	<u>Q1 2026</u>	<u>Q2 2026</u>	<u>Q3 2026</u>	<u>Q4 2026</u>	<u>FY 2026</u>	<u>Q1 2027</u>
Revenue:						
Subscription	89 %	91 %	91 %	92 %	91 %	88 %
Professional services and other	11	9	9	8	9	12
Total revenue	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
Cost of revenue:						
Subscription	17	18	18	18	18	17
Professional services and other	9	7	8	5	7	9
Total cost of revenue	<u>26</u>	<u>25</u>	<u>26</u>	<u>23</u>	<u>25</u>	<u>26</u>
Gross profit	<u>74</u>	<u>75</u>	<u>74</u>	<u>77</u>	<u>75</u>	<u>74</u>
Operating expenses:						
Sales and marketing	50	44	43	41	44	47
Research and development	25	24	24	24	24	23
General and administrative	17	16	16	25	19	18
Total operating expenses	<u>92</u>	<u>84</u>	<u>83</u>	<u>90</u>	<u>87</u>	<u>88</u>
Loss from operations	(18)	(9)	(9)	(13)	(12)	(14)
Other expense:						
Remeasurement of warrant liability	1	(13)	2	12	1	3
Other expense, net	(5)	(6)	(6)	(7)	(7)	(6)
Total other expense	<u>(4)</u>	<u>(19)</u>	<u>(4)</u>	<u>5</u>	<u>(6)</u>	<u>(3)</u>
Loss before income taxes	(22)	(28)	(13)	(8)	(18)	(17)
Provision for income taxes	—	—	—	1	1	—
Net loss	<u>(22)%</u>	<u>(28)%</u>	<u>(13)%</u>	<u>(9)%</u>	<u>(19)%</u>	<u>(17)%</u>

Domo, Inc.
Condensed Consolidated Balance Sheets by Quarter

(in thousands)
(unaudited)

	January 31, 2025	April 30, 2025	July 31, 2025	October 31, 2025	January 31, 2026	April 30, 2026
Assets						
Current assets:						
Cash, cash equivalents, and restricted cash	\$ 45,264	\$ 47,180	\$ 47,143	\$ 47,874	\$ 42,951	\$ 39,057
Accounts receivable, net	71,544	43,918	47,323	52,265	85,456	50,466
Contract acquisition costs, net	15,780	15,722	16,599	16,501	18,013	17,818
Prepaid expenses and other current assets	9,089	10,283	6,340	6,076	7,138	9,795
Total current assets	141,677	117,103	117,405	122,716	153,558	117,136
Property and equipment, net	28,625	28,978	29,441	29,268	28,970	28,252
Right-of-use assets	10,158	9,192	12,526	11,888	10,990	9,421
Contract acquisition costs, noncurrent, net	19,553	20,150	22,369	23,958	28,387	27,039
Intangible assets, net	2,125	1,984	1,842	1,700	1,558	1,529
Goodwill	9,478	9,478	9,478	9,478	9,478	9,478
Other assets	2,724	2,795	2,654	2,597	2,592	3,718
Total assets	\$ 214,340	\$ 189,680	\$ 195,715	\$ 201,605	\$ 235,533	\$ 196,573
Liabilities and stockholders' deficit						
Current liabilities:						
Accounts payable	\$ 10,033	\$ 12,654	\$ 19,894	\$ 25,050	\$ 18,765	\$ 18,047
Warrant liability	11,208	10,050	20,491	18,787	9,249	7,166
Accrued expenses and other current liabilities	49,701	39,733	44,659	52,110	60,852	44,118
Lease liabilities	5,731	6,000	7,354	7,653	7,472	7,666
Current debt	—	—	—	—	—	137,105
Deferred revenue	178,276	162,935	153,967	146,269	174,885	158,548
Total current liabilities	254,949	231,372	246,365	249,869	271,223	372,650
Lease liabilities, noncurrent	7,695	6,197	7,886	6,618	5,676	3,593
Deferred revenue, noncurrent	2,828	1,961	1,544	3,042	6,024	3,388
Other liabilities, noncurrent	8,446	9,105	9,466	9,820	12,180	3,237
Long-term debt	117,668	119,747	121,940	124,188	126,494	—
Total liabilities	391,586	368,382	387,201	393,537	421,597	382,868
Commitments and contingencies						
Stockholders' deficit:						
Common stock	39	40	41	42	42	45
Additional paid-in capital	1,310,922	1,326,158	1,336,527	1,346,653	1,359,652	1,373,856
Accumulated other comprehensive (loss) income	(669)	690	468	283	1,122	854
Accumulated deficit	(1,487,538)	(1,505,590)	(1,528,522)	(1,538,910)	(1,546,880)	(1,561,050)
Total stockholders' deficit	(177,246)	(178,702)	(191,486)	(191,932)	(186,064)	(186,295)
Total liabilities and stockholders' deficit	\$ 214,340	\$ 189,680	\$ 195,715	\$ 201,605	\$ 235,533	\$ 196,573

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

	Q1 2026	Q2 2026	Q3 2026	Q4 2026	FY 2026	Q1 2027
Cash flows from operating activities						
Net loss	\$ (18,052)	\$ (22,932)	\$ (10,388)	\$ (7,970)	\$ (59,342)	\$ (14,170)
Adjustments to reconcile net loss to net cash provided by (used in) operating activities:						
Depreciation and amortization	2,291	2,305	2,636	2,603	9,835	2,625
Non-cash lease expense	1,102	1,400	1,470	1,610	5,582	1,454
Amortization of contract acquisition costs	4,478	4,641	4,858	4,933	18,910	4,956
Stock-based compensation expense	15,455	13,228	12,204	15,168	56,055	14,764
Remeasurement of warrant liability	(1,158)	10,441	(1,704)	(9,538)	(1,959)	(2,083)
Other, net	2,181	2,188	2,244	2,420	9,033	2,210
Changes in operating assets and liabilities:						
Accounts receivable, net	27,626	(3,405)	(4,942)	(33,191)	(13,912)	34,990
Contract acquisition costs	(4,736)	(7,840)	(6,399)	(10,650)	(29,625)	(3,631)
Prepaid expenses and other assets	(857)	4,024	276	(1,032)	2,411	(3,834)
Accounts payable	3,354	6,785	4,796	(6,053)	8,882	3,066
Operating lease liabilities	(1,362)	(1,685)	(1,796)	(1,822)	(6,665)	(1,773)
Accrued expenses and other liabilities	(10,163)	3,603	6,329	9,155	8,924	(14,431)
Deferred revenue	(16,208)	(9,385)	(6,200)	31,598	(195)	(18,973)
Net cash provided by (used in) operating activities	3,951	3,368	3,384	(2,769)	7,934	5,170
Cash flows from investing activities						
Purchases of property and equipment	(2,927)	(2,349)	(2,292)	(2,386)	(9,954)	(1,840)
Proceeds from sale of intangible assets	—	—	—	—	—	100
Purchases of intangible assets	—	—	—	—	—	(115)
Net cash used in investing activities	(2,927)	(2,349)	(2,292)	(2,386)	(9,954)	(1,855)
Cash flows from financing activities						
Payments of deferred offering costs for registration statement	(164)	—	—	—	(164)	—
Proceeds from shares issued in connection with employee stock purchase plan	680	—	653	—	1,333	290
Shares repurchased for tax withholdings on vesting of restricted stock	(486)	(1,119)	(1,128)	(512)	(3,245)	(3,437)
Debt issuance (costs), net	(206)	—	—	—	(206)	—
Proceeds from short-term payable financing	3,303	3,664	3,993	3,804	14,764	—
Payments on short-term payable financing	(3,722)	(3,303)	(3,664)	(3,993)	(14,682)	(3,804)
Net cash used in financing activities	(595)	(758)	(146)	(701)	(2,200)	(6,951)
Effect of exchange rate changes on cash, cash equivalents, and restricted cash	1,487	(298)	(215)	933	1,907	(258)
Net increase (decrease) in cash, cash equivalents, and restricted cash	1,916	(37)	731	(4,923)	(2,313)	(3,894)
Cash, cash equivalents, and restricted cash at beginning of period	45,264	47,180	47,143	47,874	45,264	42,951
Cash, cash equivalents, and restricted cash at end of period	\$ 47,180	\$ 47,143	\$ 47,874	\$ 42,951	\$ 42,951	\$ 39,057

Domo, Inc.
Additional Metrics
(unaudited)

	<u>Q1 2026</u>	<u>Q2 2026</u>	<u>Q3 2026</u>	<u>Q4 2026</u>	<u>FY 2026</u>	<u>Q1 2027</u>
Billings (in thousands)	\$ 63,903	\$ 70,333	\$ 73,203	\$ 111,223	\$ 318,662	\$ 60,430

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

	Q1 2026	Q2 2026	Q3 2026	Q4 2026	FY 2026	Q1 2027
Reconciliation of Subscription Gross Margin on a GAAP Basis to Subscription Gross Margin on a Non-GAAP Basis:						
Revenue:						
Subscription	\$ 71,389	\$ 72,730	\$ 71,879	\$ 73,354	\$ 289,352	\$ 69,777
Cost of revenue:						
Subscription	13,787	14,143	14,281	14,686	56,897	13,725
Subscription gross profit on a GAAP basis	57,602	58,587	57,598	58,668	232,455	56,052
Subscription gross margin on a GAAP basis	81 %	81 %	80 %	80 %	80 %	80 %
Stock-based compensation	670	947	810	878	3,305	816
Subscription gross profit on a non-GAAP basis	<u>\$ 58,272</u>	<u>\$ 59,534</u>	<u>\$ 58,408</u>	<u>\$ 59,546</u>	<u>\$ 235,760</u>	<u>\$ 56,868</u>
Subscription gross margin on a non-GAAP basis	<u>82 %</u>	<u>82 %</u>	<u>81 %</u>	<u>81 %</u>	<u>81 %</u>	<u>81 %</u>
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	\$ 73,789	\$ 66,894	\$ 65,829	\$ 71,707	\$ 278,219	\$ 69,508
Stock-based compensation	(14,289)	(11,770)	(11,220)	(14,063)	(51,342)	(13,524)
Amortization of certain intangible assets	(142)	(142)	(142)	(142)	(568)	(144)
Executive officer severance	—	—	—	(3,394)	(3,394)	(488)
Total operating expenses on a non-GAAP basis	<u>\$ 59,358</u>	<u>\$ 54,982</u>	<u>\$ 54,467</u>	<u>\$ 54,108</u>	<u>\$ 222,915</u>	<u>\$ 55,352</u>
Reconciliation of Operating Loss on a GAAP Basis to Operating Income on a Non-GAAP Basis:						
Operating loss on a GAAP basis	\$(14,346)	\$ (7,251)	\$ (6,930)	\$(10,570)	\$(39,097)	\$(10,965)
Stock-based compensation	15,237	13,228	12,204	15,168	55,837	14,764
Amortization of certain intangible assets	142	142	142	142	568	144
Executive officer severance	—	—	—	3,394	3,394	488
Operating income on a non-GAAP basis	<u>\$ 1,033</u>	<u>\$ 6,119</u>	<u>\$ 5,416</u>	<u>\$ 8,134</u>	<u>\$ 20,702</u>	<u>\$ 4,431</u>
Reconciliation of Operating Margin on a GAAP Basis to Operating Margin on a Non-GAAP Basis:						
Operating margin on a GAAP basis	(18)%	(9)%	(9)%	(13)%	(12)%	(14)%
Stock-based compensation	19	17	16	19	17	19
Executive officer severance	—	—	—	4	1	1
Operating margin on a non-GAAP basis	<u>1 %</u>	<u>8 %</u>	<u>7 %</u>	<u>10 %</u>	<u>6 %</u>	<u>6 %</u>

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

	<u>Q1 2026</u>	<u>Q2 2026</u>	<u>Q3 2026</u>	<u>Q4 2026</u>	<u>FY 2026</u>	<u>Q1 2027</u>
Reconciliation of Net Loss on a GAAP Basis to Net (Loss) Income on a Non-GAAP Basis:						
Net loss on a GAAP basis	\$ (18,052)	\$ (22,932)	\$ (10,388)	\$ (7,970)	\$ (59,342)	\$ (14,170)
Stock-based compensation	15,455	13,228	12,204	15,168	56,055	14,764
Amortization of certain intangible assets	142	142	142	142	568	144
Executive officer severance	—	—	—	3,394	3,394	488
Remeasurement of warrant liability	(1,158)	10,441	(1,704)	(9,538)	(1,959)	(2,083)
Net (loss) income on a non-GAAP basis	<u>\$ (3,613)</u>	<u>\$ 879</u>	<u>\$ 254</u>	<u>\$ 1,196</u>	<u>\$ (1,284)</u>	<u>\$ (857)</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)	\$ (0.45)	\$ (0.56)	\$ (0.25)	\$ (0.19)	\$ (1.45)	\$ (0.33)
Stock-based compensation	0.39	0.32	0.30	0.37	1.38	0.35
Amortization of certain intangible assets	—	—	—	—	0.01	—
Executive officer severance	—	—	—	0.08	0.08	0.01
Remeasurement of warrant liability	(0.03)	0.26	(0.04)	(0.23)	(0.05)	(0.05)
Net (loss) income per share on a non-GAAP basis (basic)	<u>\$ (0.09)</u>	<u>\$ 0.02</u>	<u>\$ 0.01</u>	<u>\$ 0.03</u>	<u>\$ (0.03)</u>	<u>\$ (0.02)</u>
Weighted-average shares used (basic)	39,735	40,643	41,448	42,069	40,984	43,415
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)	\$ (0.45)	\$ (0.56)	\$ (0.25)	\$ (0.19)	\$ (1.45)	\$ (0.33)
Adjustments for difference in weighted-average shares	—	0.04	0.02	0.01	—	—
Stock-based compensation	0.39	0.30	0.28	0.34	1.38	0.35
Amortization of certain intangible assets	—	—	—	—	0.01	—
Executive officer severance	—	—	—	0.08	0.08	0.01
Remeasurement of warrant liability	(0.03)	0.24	(0.04)	(0.21)	(0.05)	(0.05)
Net (loss) income per share on a non-GAAP basis (diluted)	<u>\$ (0.09)</u>	<u>\$ 0.02</u>	<u>\$ 0.01</u>	<u>\$ 0.03</u>	<u>\$ (0.03)</u>	<u>\$ (0.02)</u>
Weighted average shares used (diluted)	39,735	43,554	44,789	44,408	40,984	43,415

Billings:

Total revenue	\$ 80,111	\$ 79,718	\$ 79,403	\$ 79,625	\$ 318,857	\$ 79,403
Add:						
Deferred revenue (end of period)	162,935	153,967	146,269	174,885	174,885	158,548
Deferred revenue, noncurrent (end of period)	1,961	1,544	3,042	6,024	6,024	3,388
Less:						
Deferred revenue (beginning of period)	(178,276)	(162,935)	(153,967)	(146,269)	(178,276)	(174,885)
Deferred revenue, noncurrent (beginning of period)	(2,828)	(1,961)	(1,544)	(3,042)	(2,828)	(6,024)
(Decrease) increase in deferred revenue (current and noncurrent)	(16,208)	(9,385)	(6,200)	31,598	(195)	(18,973)
Billings	<u>\$ 63,903</u>	<u>\$ 70,333</u>	<u>\$ 73,203</u>	<u>\$ 111,223</u>	<u>\$ 318,662</u>	<u>\$ 60,430</u>

Reconciliation of Net Cash Provided by (Used in) Operating Activities to Adjusted Free Cash Flow:

Net cash provided by (used in) operating activities	\$ 3,951	\$ 3,368	\$ 3,384	\$ (2,769)	\$ 7,934	\$ 5,170
Proceeds from shares issued in connection with employee stock purchase plan	680	—	653	—	1,333	290
Purchases of property and equipment	(2,927)	(2,349)	(2,292)	(2,386)	(9,954)	(1,840)
Proceeds from short-term payable financing	3,303	3,664	3,993	3,804	14,764	—
Payments on short-term payable financing	(3,722)	(3,303)	(3,664)	(3,993)	(14,682)	(3,804)
Adjusted free cash flow	<u>\$ 1,285</u>	<u>\$ 1,380</u>	<u>\$ 2,074</u>	<u>\$ (5,344)</u>	<u>\$ (605)</u>	<u>\$ (184)</u>