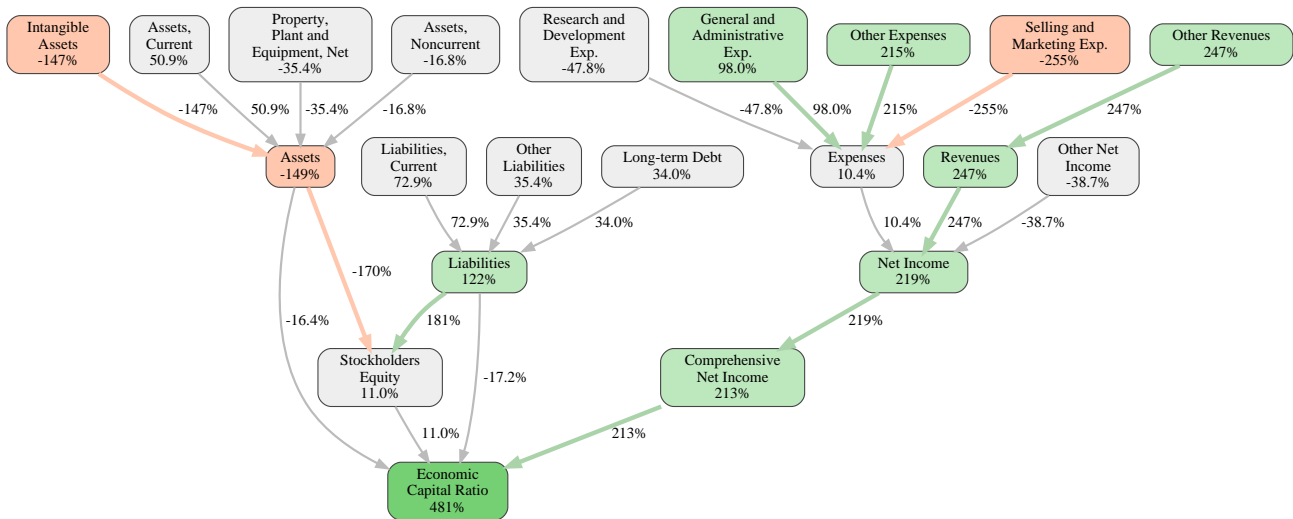




SERVICES-PREPACKAGED SOFTWARE 2018



APPIAN CORP
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The relative strengths and weaknesses of APPIAN CORP are analyzed with respect to the market average, including all of its competitors. We analyzed all variables having an effect on the Economic Capital Ratio.

The greatest strength of APPIAN CORP compared to the market average is the variable Other Revenues, increasing the Economic Capital Ratio by 247% points. The greatest weakness of APPIAN CORP is the variable Selling and Marketing Exp., reducing the Economic Capital Ratio by 255% points.

The company's Economic Capital Ratio, given in the ranking table, is -75%, being 481% points above the market average of -556%.

Input Variable	Value in 1000 USD
Assets, Current	145,222
Assets, Noncurrent	510
General and Administrative Exp.	27,150
Intangible Assets	0
Liabilities, Current	95,202
Long-term Debt	1,404
Other Assets	12,657
Other Compr. Net Income	-891
Other Expenses	65,358
Other Liabilities	18,922
Other Net Income	1,565
Other Revenues	176,737
Property, Plant and Equipment, Net	2,663
Research and Development Exp.	34,835
Selling and Marketing Exp.	81,966

Output Variable	Value in 1000 USD
Liabilities	115,528
Assets	161,052
Expenses	209,309
Revenues	176,737
Stockholders Equity	45,524
Net Income	-31,007
Comprehensive Net Income	-31,898
Economic Capital Ratio	-75%