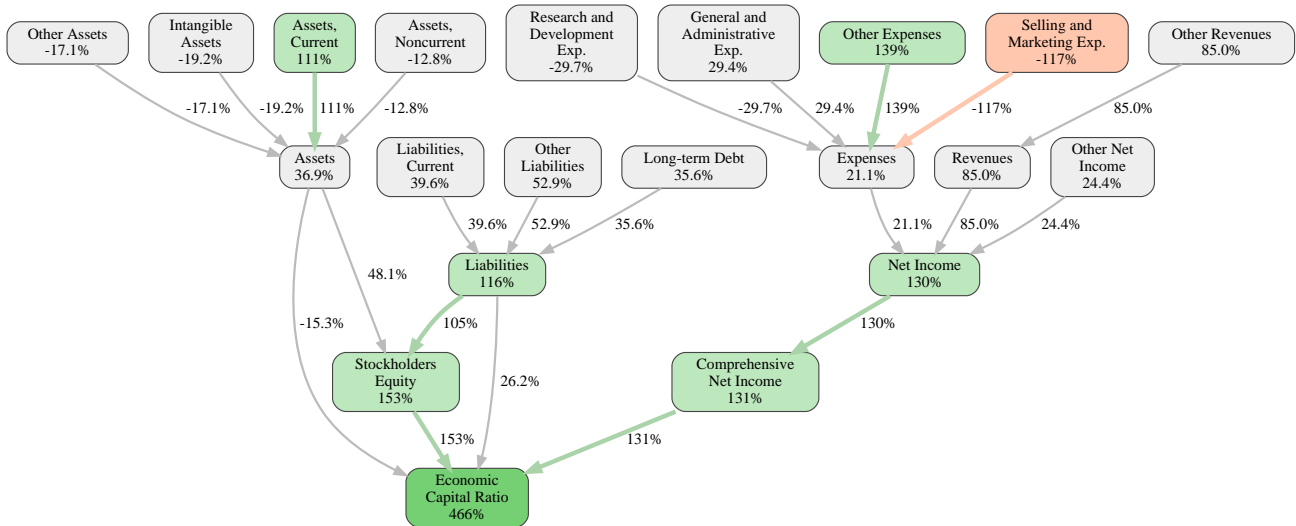




SERVICES-PREPACKAGED SOFTWARE 2020



AVALARA INC.
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RealRate

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The relative strengths and weaknesses of AVALARA INC. 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 AVALARA INC. compared to the market average is the variable Other Expenses, increasing the Economic Capital Ratio by 139% points. The greatest weakness of AVALARA INC. is the variable Selling and Marketing Exp., reducing the Economic Capital Ratio by 117% points.

The company's Economic Capital Ratio, given in the ranking table, is 179%, being 466% points above the market average of -287%.

Input Variable	Value in 1000 USD
Assets, Current	566,803
Assets, Noncurrent	0
General and Administrative Exp.	71,918
Intangible Assets	173,477
Liabilities, Current	271,727
Long-term Debt	61,646
Other Assets	31,990
Other Compr. Net Income	-374
Other Expenses	116,254
Other Liabilities	10,172
Other Net Income	6,613
Other Revenues	382,421
Property, Plant and Equipment, Net	34,997
Research and Development Exp.	82,442
Selling and Marketing Exp.	168,634

Output Variable	Value in 1000 USD
Liabilities	343,545
Assets	807,267
Expenses	439,248
Revenues	382,421
Stockholders Equity	463,722
Net Income	-50,214
Comprehensive Net Income	-50,588
Economic Capital Ratio	179%