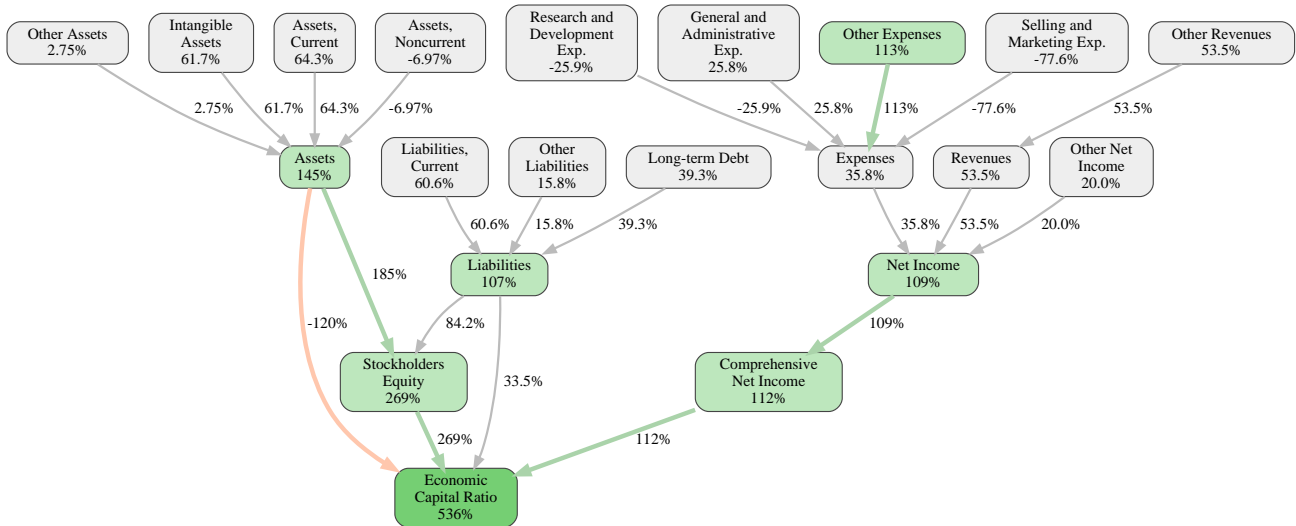




SERVICES-PREPACKAGED SOFTWARE 2021



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 114% points. The greatest weakness of AVALARA INC. is the variable Selling and Marketing Exp., reducing the Economic Capital Ratio by 78% points.

The company's Economic Capital Ratio, given in the ranking table, is 276%, being 536% points above the market average of -261%.

Input Variable	Value in 1000 USD
Assets, Current	832,907
Assets, Noncurrent	0
General and Administrative Exp.	95,242
Intangible Assets	652,067
Liabilities, Current	379,979
Long-term Debt	58,669
Other Assets	82,646
Other Compr. Net Income	1,380
Other Expenses	134,786
Other Liabilities	83,525
Other Net Income	4,476
Other Revenues	500,569
Property, Plant and Equipment, Net	34,713
Research and Development Exp.	119,710
Selling and Marketing Exp.	204,490

Output Variable	Value in 1000 USD
Liabilities	522,173
Assets	1,602,333
Expenses	554,228
Revenues	500,569
Stockholders Equity	1,080,160
Net Income	-49,183
Comprehensive Net Income	-47,803
Economic Capital Ratio	276%