

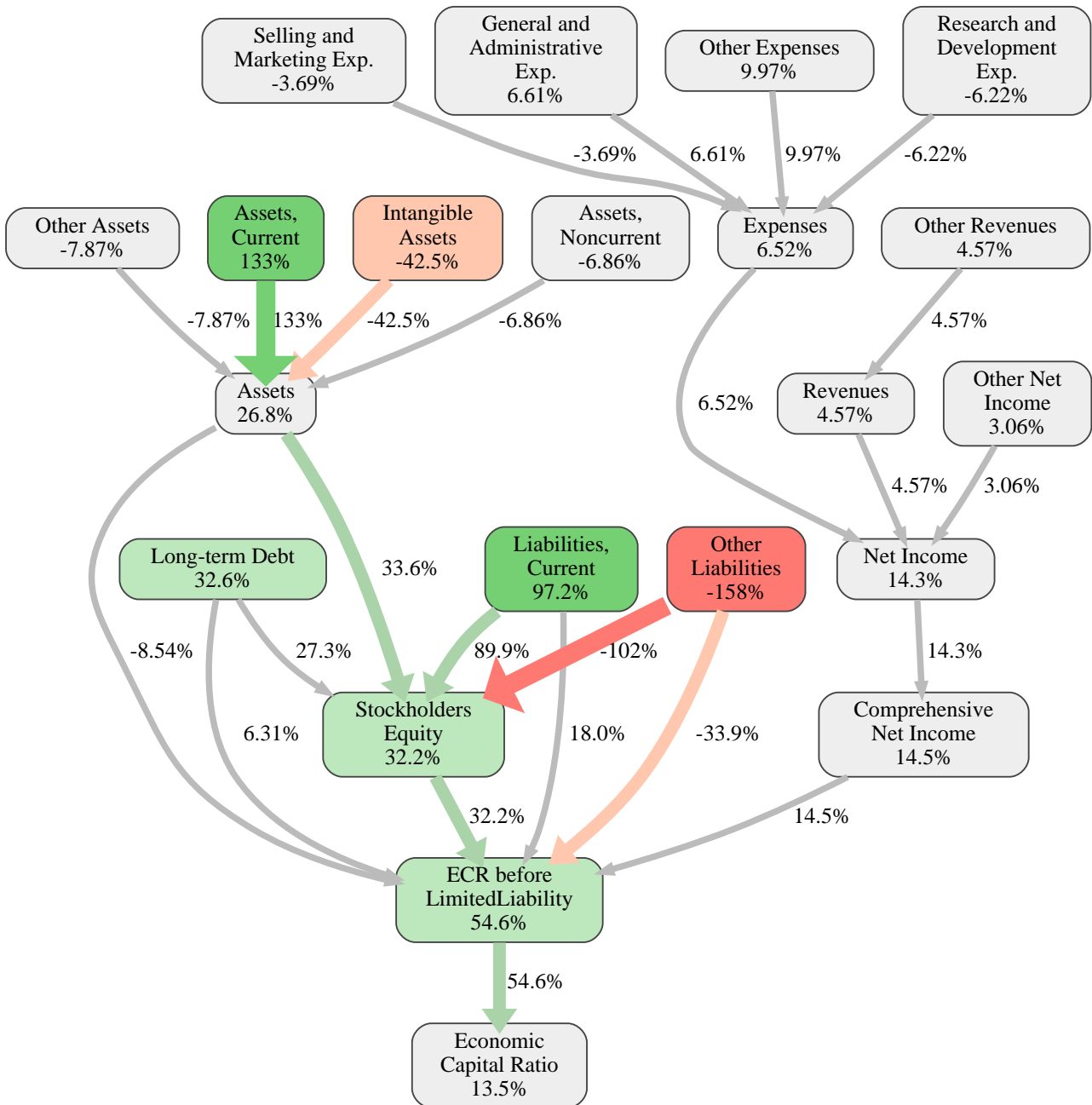


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# SERVICES-PREPACKAGED SOFTWARE 2019



Twilio INC  
Rank 63 of 129



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The relative strengths and weaknesses of Twilio 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 Twilio INC compared to the market average is the variable Assets, Current, increasing the Economic Capital Ratio by 133% points. The greatest weakness of Twilio INC is the variable Other Liabilities, reducing the Economic Capital Ratio by 158% points.

The company's Economic Capital Ratio, given in the ranking table, is 356%, being 14% points above the market average of 343%.

| Input Variable                     | Value in 1000 USD |
|------------------------------------|-------------------|
| Assets, Current                    | 872,948           |
| Assets, Noncurrent                 | 8,386             |
| General and Administrative Exp.    | 110,427           |
| Intangible Assets                  | 65,723            |
| Liabilities, Current               | 137,810           |
| Long-term Debt                     | 18,169            |
| Other Assets                       | 18,119            |
| Other Compr. Net Income            | -743              |
| Other Expenses                     | 308,753           |
| Other Liabilities                  | 434,496           |
| Other Net Income                   | -5,923            |
| Other Revenues                     | 650,067           |
| Property, Plant and Equipment, Net | 63,534            |
| Research and Development Exp.      | 171,358           |
| Selling and Marketing Exp.         | 175,555           |

| Output Variable             | Value in 1000 USD |
|-----------------------------|-------------------|
| Liabilities                 | 590,475           |
| Assets                      | 1,028,710         |
| Expenses                    | 766,093           |
| Revenues                    | 650,067           |
| Stockholders Equity         | 438,235           |
| Net Income                  | -121,949          |
| Comprehensive Net Income    | -122,692          |
| BaseVar                     | 1,521,006         |
| ECR before LimitedLiability | 163%              |
| Economic Capital Ratio      | 356%              |