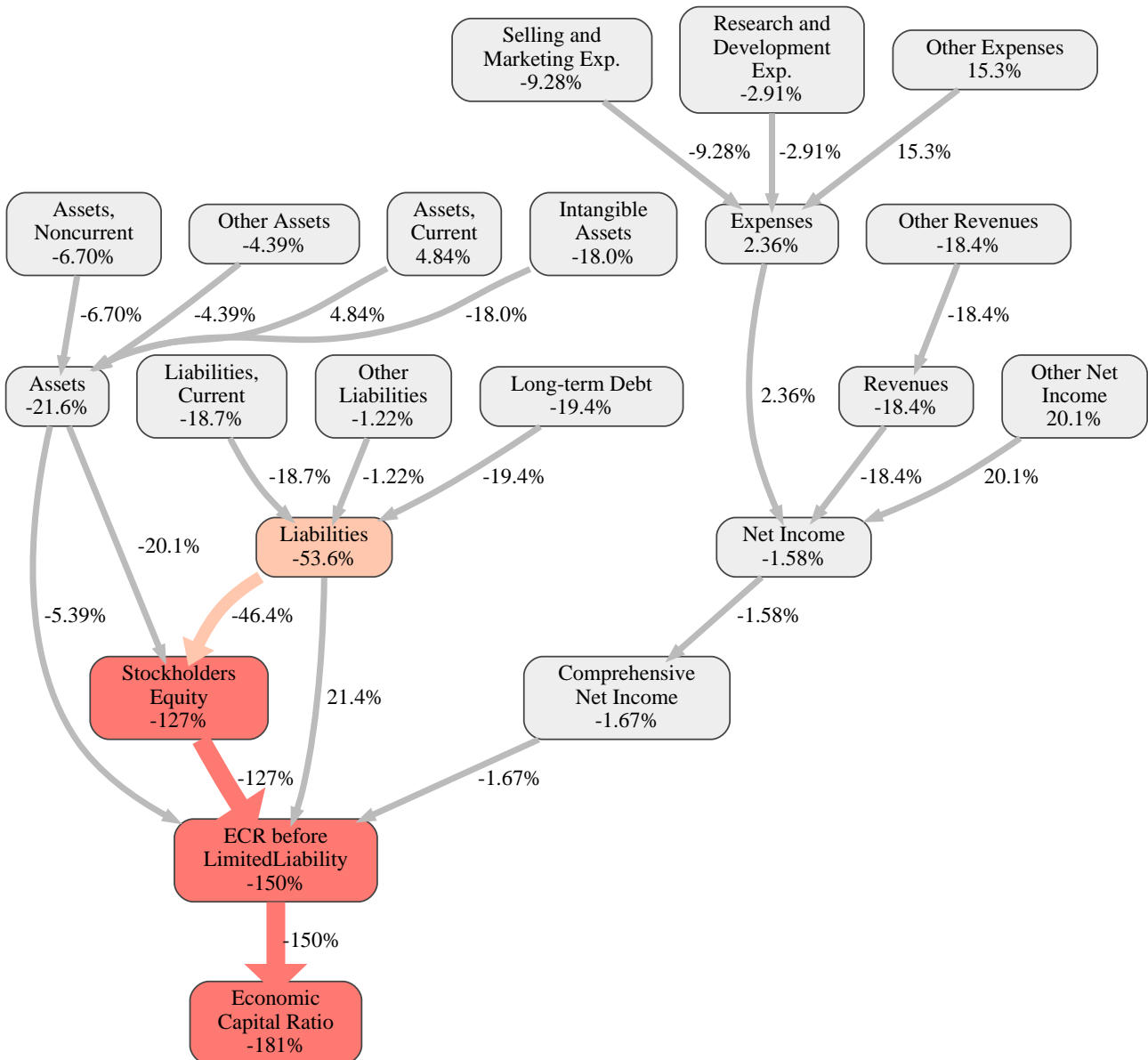




RealRate

SERVICES-PREPACKAGED SOFTWARE 2016

Xactly Corp
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The relative strengths and weaknesses of Xactly 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 Xactly Corp compared to the market average is the variable Other Net Income, increasing the Economic Capital Ratio by 20% points. The greatest weakness of Xactly Corp is the variable Stockholders Equity, reducing the Economic Capital Ratio by 127% points.

The company's Economic Capital Ratio, given in the ranking table, is 150%, being 181% points below the market average of 331%.

Input Variable	Value in 1000 USD
Assets, Current	40,474
Assets, Noncurrent	767
General and Administrative Exp.	10,087
Intangible Assets	6,384
Liabilities, Current	47,265
Long-term Debt	22,653
Other Assets	0
Other Compr. Net Income	-10
Other Expenses	972
Other Liabilities	8,189
Other Net Income	33,271
Other Revenues	0
Property, Plant and Equipment, Net	5,070
Research and Development Exp.	11,867
Selling and Marketing Exp.	28,877

Output Variable	Value in 1000 USD
Liabilities	78,107
Assets	52,695
Expenses	51,803
Revenues	0
Stockholders Equity	-25,412
Net Income	-18,532
Comprehensive Net Income	-18,542
BaseVar	127,512
ECR before LimitedLiability	-182%
Economic Capital Ratio	150%