Backgrounder
Q1 2021

About Teradata

Teradata is the connected multi-cloud data platform for enterprise analytics, solving the world's most complex data challenges from start to scale. Only Teradata's enterprise-grade scalability lets businesses handle the massive data workloads of the future, today. Our technology centralizes 100% of the data on a connected ecosystem and enables more machine learning and AI models to drive deeper insight. Teradata's experts and partners around the world unlock unlimited value by turning data into an organization's greatest asset. Teradata is based in San Diego, California, with 8,000 employees around the world.

Executive Leadership

Steve McMillan, President and CEO
Hillary Ashton, Chief Product Officer
Stephen Brobst, Chief Technology Officer
Nicolas Chapman, Chief Strategy Officer
Todd Cione, Chief Revenue Officer
Claire Bramley, Chief Financial Officer
Kathy Cullen-Cote, Chief Human Resources Officer
Martyn Etherington, Chief Marketing Officer
Dan Harrington, Chief Services Officer
Barry Russell, SVP and GM, Cloud
Molly Treese, Chief Legal Officer

Products and Services

Teradata Vantage™ is the multi-cloud data warehouse platform that unifies data warehouses, data lakes, and analytics into a single connected ecosystem. Vantage enables an enterprise data analytics ecosystem, delivering actionable answers and predictive intelligence to drive the future of our customers' business.

- Unlock answers anywhere: Give any user in any department the ability to ask any question against any data in the business.

- Scale in every dimension: Only Teradata's enterprise-grade, multidimensional scalability lets you scale all dimensions simultaneously to handle the massive data workloads of the future, today.
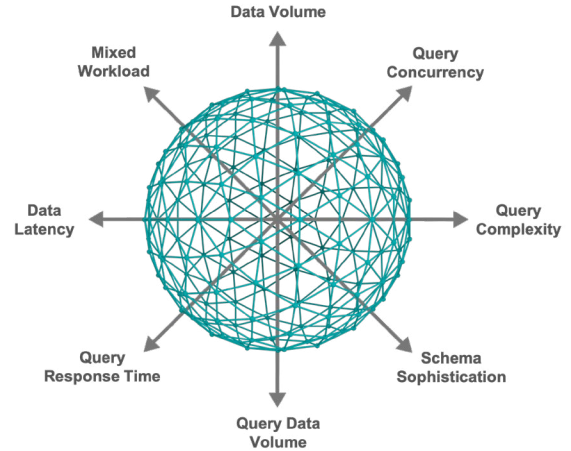
Eight Dimensions of Scalability

- Empower everyone with data: Give your people secure, role-based, no-coding software that draws on 100% of your data to support key business goals.

- Advance your analytics: Scale out and scale up with machine learning and AI. Enable better models, more models, and better results.

As a multi-cloud data platform for enterprise analytics, Teradata Vantage delivers a full range of next-generation capabilities, including: separation of compute and storage; elastic scaling; integration with first-party cloud services; ingestion of modern data sources; integrated data management and scalable analytics; and dynamic resource allocation and workload management.

Vantage offers risk-free decisioning by building in choice, agility, and flexibility for the customer. Deployment options include public clouds, such as AWS, Microsoft Azure, and Google Cloud, on-premises, on optimized or commodity infrastructure, or as-a-service.

With Teradata's as-a-service offerings for Vantage, customers can consume its market-leading analytic capabilities any way they prefer, in the environment of their choice. This flexibility is highly supportive of a multi-cloud or hybrid environment and ensures that Teradata customers are not held back from, or forced into, decisions about when and how to leverage the cloud.

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Recently, Teradata announced several new offerings:

- Teradata now offers Vantage through two flexible cloud pricing models, giving customers choice and simplicity to ensure businesses have the right fit for their specific workload, budget, and goals. Innovative cloud pricing models include Blended—for the lowest cost at scale—and Consumption—for a true pay-as-you-go, usage-based offer.

- Recent enhancements to the Vantage platform make collaborative and frictionless data science a reality. By significantly increasing the collaboration between data scientists, business analysts, data engineers, business leads, and others who may use different tools and languages, Vantage allows organizations to realize faster time to value and reduced costs with stronger data governance and security.

From enabling data-centric transformation to designing a modern data analytic architecture and delivering value at scale, Teradata Consulting and our partners can help businesses leverage their data to drive business outcomes and achieve real value.

- Business Services: Advanced analytic and modeling services that capitalize on your data assets and deliver insights that drive strategic and actionable business decisions.

- Ecosystem Services: Technical services that integrate Vantage with your data fabric and establish a modern foundation that fortifies analytic performance and velocity.

- Service Catalysts: Accelerators that streamline and automate data management and moving models into production, while unlocking data transparency, usage, and cross platform lineage.

All Teradata products and services are described in detail at teradata.com.

Industries Served

On any given business day in almost every industry throughout the world, more than three million users benefit from a Teradata analytics environment or business application in the areas of: retail, financial services and insurance, government and public services, healthcare, life sciences, eCommerce, digital media, entertainment, manufacturing, oil and gas, hospitality, telecommunications, travel, transportation, and utilities.

Teradata has more than 1,200 customer installations, notably:

- **17 of the top 20** global commercial and savings banks
- **17 of the top 17** telecommunications companies
- **16 of the top 20** travel and transportation companies
- **8 of the top 10** U.S. retailers
- **11 of the top 20** healthcare companies
- **10 of the top 15** pharmaceutical companies
- **12 of the top 20** manufacturing companies

Company Financials

Non-GAAP*, In millions	2021 Q1	2020 FY
REVENUES		
Recurring	$ 372	$ 1,309
Perpetual software licenses,hardware and other	23	107
Consulting services	96	420
Total revenues	491	1,836
GROSS PROFIT		
Recurring	286	974
Perpetual software licenses,hardware and other	12	43
Consulting services	17	55
Total gross profit	315	1,072
% of Revenue	*64.2 %*	*58.4 %*
EXPENSES		
SG&A	130	556
R&D	70	286
TOTAL OPERATING INCOME	115	230
% of Revenue	*23.4 %*	*12.5 %*
Other Expense, net	(9)	(40)
Income tax expense	28	44
Net income	$ 78	$ 146
% of Revenue	*15.9 %*	*8.0 %*
Shares outstanding (diluted)	112.8	111.6
EPS (diluted) non-GAAP	$ 0.69	$ 1.31

* See the Reconciliation of Results - GAAP to Non-GAAP on the Investor Relations page of the company's website at investor.teradata.com

Current News

- Visit the Teradata online newsroom for current press releases ↗
- Visit the Teradata media kit for access to current Teradata leadership bios and photos, boilerplates and other information ↗
- Visit the Teradata Blogs site for current articles ↗

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Public Relations

Teradata's global public relations is managed from its headquarters in San Diego, with support from PR managers around the world. Members of the media may contact the PR team.

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January Machold, Public Relations Manager
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Customers
(selected)

3M; Ace Hardware; Aflac; Alior Bank; Ameren; American Cancer Society; American Eagle Outfitters; Amgen; Andeavor Oil & Refining; Apple Computer; Arrow Electronics; AT&T; Bank of the West; Barclays Bank (UK); BBVA; Belk Stores; Belgacom; Bevmo; Blizzard Entertainment; Boeing; BNSF; Bonprix (Fr); British Airways; Cabelas; CarMax; Carrefour; Cars.com; Caterpillar; Centers for Medicare and Medicaid Services; Chinatrust Bank; Cisco; Coca-Cola; Columbia Sportswear; CVS Stores; Danske Bank; Dell; DHL Express; DSW Shoes; Delta Airlines; DirectTV; Discover; eBay; Electronic Arts; Enterprise Holdings; Etisalat; Ford Motor Company; GAP Stores; GE Aviation; Gjensidige (Norway); GM; Groupon; GSK; Hallmark Cards; Hana Financial Group (Korea); HEMA (The Netherlands); Hershey; Hertz; Highmark; Home Depot; Hudson Bay Co; INPS (govt); Intel; Isetan Mitsukoshi (Japan); Intercontinental Hotels Group; Jam City Gaming; JC Penney; JD Williams (UK); Kaiser Permanente; Kintetsu Department Store (Japan); Jam City (online gaming); Lotte (Korea); KPN (Netherlands); LIDL Stores (Germany); Lufthansa; Lowe's; Macy's; Maersk; Maybank; Medibank; Mercado Libre; Meredith Corp; Metro; MizuhoBank (Japan); Monsanto; Napster; Nationwide Insurance; NetApp; Netflix; Nikkei Digital Media; Nintendo; Oita Bank (Japan); Otto Group; Overstock.com; Qualcomm; Pacific Gas & Electric; PayPal; Pfizer; P&G; Phillips; PG&E; Publix; Rakuten (Japan); Railinc; RBC (Canada); Red Apple Holdings; Russian Standard Bank; Sabre/Travelocity; Saudi Telecom; 7-Eleven Stores; Sears; Senshukai (Japan); SGN (Social Gaming Network); Shanghai Stock Exchange; Sheetz stores; ShopDirect; Shutterfly; Siemens Healthineers; Singtel Optus; Skechers; Southern California Edison; Speedway Stores; States of Ohio; Michigan; Texas; Missouri Tax Dept; Station Casinos; Supervalu; Telstra (Australia); Tesco Stores; T-Mobile; Ticketmaster; Toyota; Travelocity; Unicredit; United Rentals; United Supermarkets; Union Pacific Rail; Verizon; Volvo; Wal-Mart; Warner Brothers; Williams-Sonoma; Yahoo! Japan; and Xcel Energy

Partnerships
(selected)

Ab Initio; Accenture; Alation; Amazon Web Services; Capgemini; Celebrus; Cisco Systems; Cloudera; Cognizant Technology Solutions; Dataiku; Dell-EMC; Deloitte Consulting; Deutsche Telekom; dotData; ESRI; GE Aviation; Google Cloud; IBM, including Services, Data & AI (InfoSphere DataStage, Cognos Analytics, Watson Studio and SPSS) and Security Guardium; Informatica; Intel; Looker; Microsoft; MicroStrategy; MinIO; NetApp; Nvidia; Oracle; Protegrity; Qlik; RStudio; SAS; Synscort; Tableau; Tata Consulting Services; Thales; ThoughtSpot; TIBCO; VMware; VoltDB; Wipro and WhereScape

Recognition

Teradata is recognized by top IT analysts and other industry groups for leadership in cloud data management and analytics. In 2020, Teradata was named a leader in Gartner's 2020 Magic Quadrant for Cloud Database Management Systems, and was recognized with the highest scores in three of four use cases in the 2020 Gartner Critical Capabilities for Cloud Database Management Systems for Analytical Use Cases: Traditional Data Warehouse, Logical Data Warehouse and Data Science Exploration/Deep Learning—and ranked second in Operational Intelligence. In 2021, Forrester Research named Teradata a Leader in "The Forrester Wave™: Cloud Data Warehouse, Q1 2021."

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