



Q2-2018
CORPORATE OVERVIEW
June 2018 UPDATE

Teradata (NYSE: TDC) is the leading cloud-based data and analytics company based in the U.S. with 4,500 employees in the Americas, 6,600 in the international region (includes 4,100 employees in the Asia-Pacific-Japan (APJ) area and 2,500 employees in the Europe, Middle East, Africa (EMEA) area. Products and services are described in detail at teradata.com.

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Industries Served 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

Market Leadership Teradata has more than 1,400 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
- 15 of the top 20 global retailers
- 13 of the top 20 healthcare companies
- 12 of the top 20 manufacturing companies

On any given business day in almost every industry throughout the world, well over 3 million users benefit from a Teradata analytics environment or business application.

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Non-GAAP*, In millions	2018			2017
	Q1	Q2	FY	FY
REVENUES				
Recurring	\$ 302	\$ 312	\$ 614	\$ 1,145
Perpetual software licenses and hardware	69	97	166	429
Consulting services	135	135	270	582
Total revenues	506	544	1,050	2,156
GROSS PROFIT				
Recurring	221	231	452	868
Perpetual software licenses and hardware	28	30	58	217
Consulting services	(4)	5	1	27
Total gross profit	245	266	511	1,112
<i>% of Revenue</i>	48.4 %	48.9 %	48.7 %	51.6 %
EXPENSES				
SG&A	142	149	291	583
R&D	68	72	140	277
TOTAL OPERATING INCOME	35	45	80	252
<i>% of Revenue</i>	6.9 %	8.3 %	7.6 %	11.7 %
Other Expense, net	(4)	(4)	(8)	(12)
Income tax expense	8	9	17	67
Net income	\$ 23	\$ 32	\$ 55	\$ 173
<i>% of Revenue</i>	4.5 %	5.9 %	5.2 %	8.0 %
Shares outstanding (diluted)	123.4	121.5	122.5	127.8
EPS (diluted) non-GAAP	\$ 0.19	\$ 0.26	\$ 0.45	\$ 1.35

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

Customers (selected)

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), Belk Stores, Belgacom, Bevmo, Blizzard Entertainment, BNSF, Bonprix (Fr), British Airways, Cabelas, CarMax, Carrefour, Cars.com, Caterpillar, Centers for Medicare and Medicaid Services, Chinatrust Bank, Coca-Cola, Columbia Sportswear, CVS Stores, Danske Bank, Dell, DHL Express, DSW Shoes, Delta Airlines, eBay, Electronic Arts, Enterprise Holdings, Express Scripts, Etisalat, Ford Motor Company, GAP Stores, GE Aviation, Gjensidige (Norway), Groupon, GSK, Hallmark Cards, Hana Financial Group (Korea), HEMA (The Netherlands), Hershey, Hertz, Highmark, Home Depot, Hudson Bay Co, INPS (govt), Isetan Mitsukoshi (Japan), Intercontinental Hotels, 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, Mizuho Bank (Japan), Napster, Nationwide Insurance, Netflix, Nikkei Digital Media, Oita Bank (Japan), Otto Group, Overstock.com, Qualcomm, Pacific Gas & Electric, PayPal, Pfizer, P&G, 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, 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, Unicredit, United Rentals, United Supermarkets, Union Pacific Rail, Verizon, Volvo, Wal-Mart, Williams-Sonoma, Yahoo! Japan, and Xcel Energy

Partnerships (selected)

Accenture, Alation, Aptitude, Amazon Web Services, Capgemini, Celebrus, Cisco Systems, Cloudera, Cognizant Technology Solutions, Dell-EMC, Deloitte Consulting, ESRI, Fuzzy Logix, Harte Hanks, Hewlett Packard Enterprise Security, Hortonworks, IBM, including Global Business Services, Cognos Analytics, Guardium Security, Information Integration and Governance, and SPSS Predictive Analytics; Informatica, Information Builders, Inc., MapR, Microsoft, MicroStrategy, Oracle, Podium Data, Protegrity, Reemo, Qlik Technologies, Inc., SAP, SAS, Tableau, TIBCO, Wipro and Wherescape

Recognition

Teradata is recognized by top IT analysts and other industry groups for leadership in data management and analytics. In April, Teradata received highest use case scores for traditional data warehouse, real-time data warehouse, and logical data warehouse, and the second highest use case score for context-independent data warehouse in the [2018 Gartner Critical Capabilities for Data Management Solutions for Analytics](#). Teradata also achieved the furthest overall position for its completeness of vision in the [2018 Gartner Magic Quadrant for Data Management Solutions for Analytics](#), where the company was recognized as a Leader for the 16th consecutive time.

Teradata products and services are designed for high-impact business outcomes

[Teradata Everywhere](#) is a flexible, agile and scalable way to ensure high return on analytic investments, allowing for a modern analytics environment with integrated technologies to address the toughest business problems – at enterprise scale and performance. Key components of Teradata Everywhere include: **Analyze Anything** with the Teradata Analytics Platform, which enables users throughout the organization to use their preferred analytic tools and engines across data sources at scale; **Deploy Anywhere** provides analytic processing across flexible deployment options, including the Teradata Cloud and public clouds, as well as on-premises on Teradata hardware or commodity hardware; **Buy Any Way** empowers companies to purchase software in more accommodating ways based on specific use cases through simplified pricing bundles, subscription-based licenses and as-a-service options; and **Move Anytime**, which “future proofs” buying decisions by taking advantage of our software license portability that provides flexibility to run analytics across deployment options. There are significant challenges in getting the most out of data and investments. With Teradata Everywhere, Teradata takes the risk out of these major decisions, allowing companies to move forward today with confidence knowing that their financial, architectural and application development investments are protected.

As the foundation of Teradata Everywhere, the [Teradata Analytics Platform](#) provides the fastest path to secure, scalable, high-performance analytics to tackle the most complex business challenges. This modern software platform delivers access to the best functions and leading engines to enable users throughout the organization to leverage their preferred tools and languages, at scale, across multiple data types. The platform includes access to Teradata's 4D Analytics, a new capability in advanced analytics that combines 3-dimensional geospatial location data with the 4th dimension of time. This advanced functionality is especially relevant in edge computing (IoT) applications that exist to manage constantly changing time and location variables.

Teradata also provides the fastest path to analytics in the [cloud](#). Teradata's cloud services offer benefits including subscription pricing, rapid spin-up, and the freedom to focus on business value. And with Teradata Everywhere, the industry's leading data warehouse and analytic software can be deployed wherever you need it. For those looking for an as-a-service cloud offering, Teradata offers [IntelliCloud](#), the most performant and secure analytics platform in the cloud that enables Teradata customers to get going quickly while scaling up and down as needs evolve.

With [Teradata Customer Journey Analytic Solution](#), companies are provided with a complete set of capabilities for discerning the behavioral paths of each individual customer, determining the next best interaction and delivering a consistent, personalized brand experience through every channel and touchpoint. The solution uses Teradata's proven consulting services, as well as technologies that enable real-time customer data integration, advanced behavioral analytics and multi-channel marketing

automation. The latest enhancements give marketers easier access to analytics, dynamic visualizations, machine learning and predictive simulations.

[Teradata consultants](#) provide business and analytics consulting while also managing installations across the world. By combining business acumen, data science, and deep technical skills and experience to guide clients through every step of the analytics lifecycle, Teradata consultants help customers innovate with advanced analytics — [including Artificial Intelligence \(AI\), Machine and Deep Learning](#) — to deliver high-impact business outcomes.

The [Teradata Velocity services portfolio](#) includes high-value offers to help companies at any stage of their analytics journey, from advising on analytic strategies and developing analytic roadmaps, to architecting and implementing diverse analytical ecosystems, to optimizing and managing the environment to ensure maximum business value realization.

EXECUTIVE LEADERSHIP:

Victor Lund, President & Chief Executive Officer; Oliver Ratzesberger, Chief Operating Officer; Stephen Brobst, Chief Technology Officer; Mark Culhane, Executive Vice President & Chief Financial Officer; Martyn Etherington, Chief Marketing Officer; Dan Harrington, Executive Vice President, Consulting & Support Services; Peter Mikkelsen, Executive Vice President, International; Laura Nyquist, General Counsel and Secretary and Interim Chief Human Resources Officer; Eric Tom, Executive Vice President & Chief Revenue Officer; Karen Thomas, Executive Vice President, Americas.