# Backgrounder
Q2 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 7,000+ 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
Molly Treese, Chief Legal Officer

Products and Services

Teradata Vantage™ is the multi-cloud data 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.

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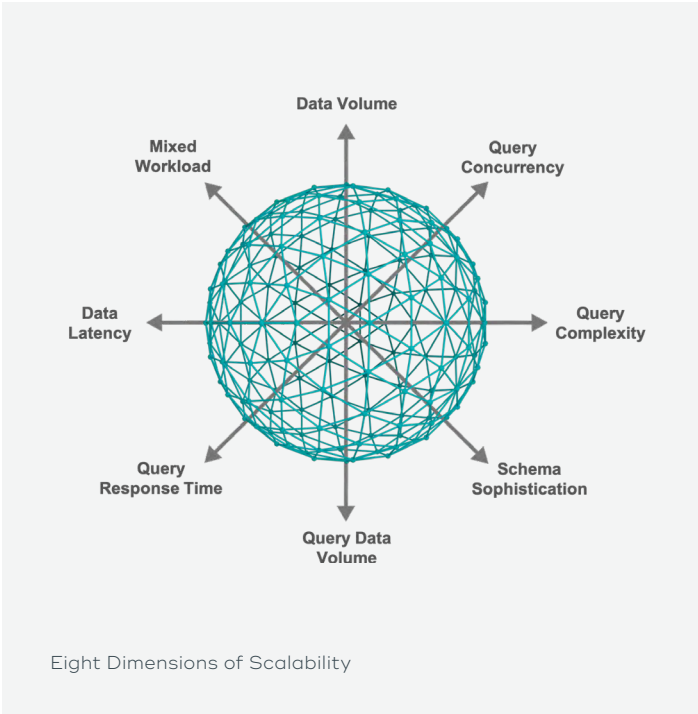
- Unlock answers anywhere: Give any user in any department the ability to ask any question against any data in the business.

- 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.

- 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.

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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.

Recently, Teradata announced:

- Vantage is now able to operationalize externally created predictive models, also known as model sharing or BYOM. This move further supports Teradata's strategic analytics framework that gives data-driven enterprises a step-by-step solution for deploying analytical models at scale. Businesses will now be able to quickly realize a greater return on investment (ROI) in developing analytical models through increased model operationalization, expanded analytic use cases, and a streamlined approach to data-driven decision-making.

- This enhancement complements Teradata's strategic analytics framework—Analytics 1-2-3—to establish a straightforward roadmap for businesses to create robust, efficient, and easily deployed processes that ensure AI/ML projects live up to their promise and deliver business value.

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 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.

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

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Company Financials

Non-GAAP*, In millions	2021			2020
	Q1	Q2	YTD	FY
REVENUES				
Recurring	$ 372	$ 376	$ 748	$ 1,309
Perpetual software licenses,hardware and other	23	17	40	107
Consulting services	96	98	194	420
Total revenues	491	491	982	1,836
GROSS PROFIT				
Recurring	286	294	580	974
Perpetual software licenses,hardware and other	12	6	18	43
Consulting services	17	18	35	55
Total gross profit	315	318	633	1,072
% of Revenue	*64.2 %*	*64.8 %*	*64.5 %*	*58.4 %*
EXPENSES				
SG&A	130	132	262	556
R&D	70	69	139	286
TOTAL OPERATING INCOME	115	117	232	230
% of Revenue	*23.4 %*	*23.8 %*	*23.6 %*	*12.5 %*
Other Expense, net	(9)	(11)	(20)	(40)
Income tax expense	28	23	51	44
Net income	$ 78	$ 83	$ 161	$ 146
% of Revenue	*15.9 %*	*16.9 %*	*16.4 %*	*8.0 %*
Shares outstanding (diluted)	112.8	112.7	112.7	111.6
EPS (diluted) non-GAAP	$ 0.69	$ 0.74	$ 1.43	$ 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 ▶

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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Partnerships
(selected)

Ab Initio; Accenture; Alation; Amazon Web Services; Antuit.ai; 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."

Customers
(selected)

7-Eleven; ABANCA; Air France KLM Group; Air Miles; American Airlines; American Cancer Society; American Eagle Outfitters; American Red Cross; Apple; Arcos Dorados; Aviva; Banco Bradesco; Banco de Credito e Inversiones; Bayer; BevMo!; BlueCross BlueShield of NC; BMW Group; BNP Paribas; Boeing Company; Bonprix; Bouygues Telecom; Brinker International; Sumishin SBI Net Bank; Bunnings Warehouse; Cars.com; Cencasud; China Merchants Bank; Chugai Pharmaceutical; CK Hutchison Holdings Limited; CMS; Codelco; Credit Saison; CSS Insurance; Danske Bank; Dell; DHL Express; Enedis; Etisalat Egypt; FedEx; Flex; Gates Corporation; General Motors; G-Foot; Grainger; Groupon; Hermes Germany; Hertz Corporation; HSBC; Intertoys; J.D. Williams; JCB; Jibun Bank; Johnson and Johnson; Juniper Networks; Kobe Steel; KPN; Larry H. Miller Sports & Entertainment; LCL; Lufthansa Group; Maersk Line; McCain Foods; Medibank; Megafon; Mercado Libre; METRO AG; Monsanto; MS & AD Insurance Group; MTS; National Hockey League; NCR; Norfolk Southern Corporation; O2 Czech Republic; Optus; Overstock.com; P&G; Papa Ginos; Perum Peruri; Raiffeisen Bank; Roche; Rogers Communications; Royal Bank of Canada; Sainsbury's Bank; Sanofi; SASOL; Saudi Telecom; Siemens Healthineers; SiriusXM; Southwest; Standard Chartered Bank; Swedbank; Swisscom; Symantec; Tabcorp; Texas Health Resources; Ticketmaster; T-Mobile; U.S. Bank; United Rentals; UnitedHealth Group; UPS; Valmet; Verizon; VIVO; Vodafone; Volvo Cars; WalMart; Warner Bros; Wells Fargo; Whole Foods; Yahoo! Japan; Yodel; YPF

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