Q2 2024 Media Backgrounder

At Teradata, we believe that people thrive when empowered with trusted information. That's why we built the most complete cloud analytics and data platform for AI.

By delivering harmonized data, Trusted AI, and faster innovation, we uplift and empower our customers—and our customers' customers—to make better, more confident decisions. The world's top companies across every major industry trust Teradata to improve business performance, enrich customer experiences, and fully integrate data across the enterprise.

Teradata is based in San Diego, California, with 7,000+ employees in 41 countries.

Executive leadership

- Steve McMillan, President and CEO
- Hillary Ashton, Chief Product Officer
- Claire Bramley, Chief Financial Officer
- Kathy Cullen-Cote, Chief People Officer
- Michael Hutchinson, Chief Customer Officer
- Richard Petley, Chief Revenue Officer
- Molly Treese, Chief Legal Officer
- Jacqueline Woods, Chief Marketing Officer

Teradata VantageCloud: The complete cloud analytics and data platform for AI

VantageCloud is the complete cloud analytics and data platform, delivering harmonized data and Trusted AI for all. VantageCloud gives organizations the tools and confidence to unlock the hidden insights in data, power infinite innovation, and reveal new opportunities.

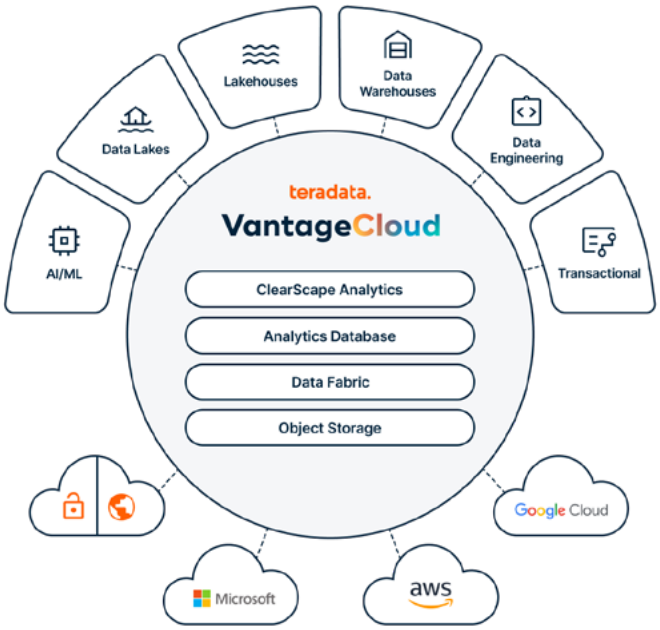

Figure 1. VantageCloud: One platform, unlimited possibilities

Teradata VantageCloud Lake: Innovate faster, scale smarter, govern better

VantageCloud Lake is a cloud-native, self-service offering that enables organizations to meet today's increasingly diverse analytics and data needs. Execute all workload types at scale, including AI/ML, decision support, data science, data engineering, transactional workloads, and reporting.

With VantageCloud Lake, organizations can:

- Empower more users to improve performance and accelerate breakthroughs
- Optimize productivity to grow businesses more flexibly and sustainably
- Maintain oversight of harmonized data with the lowest total cost of ownership

Teradata VantageCloud Enterprise: Powerful performance everywhere

Organizations around the world use VantageCloud Enterprise to run the most critical, IT-managed enterprise workloads while getting the best price performance on the market.

VantageCloud Enterprise gives organizations the ability to:

- Automatically unify and harmonize data
- Discover insights that power breakthrough decisions faster than ever
- Empower users and drive innovation across the enterprise

ClearScape Analytics™: Better answers. Faster results.

With ClearScape Analytics, organizations can scale AI/ML quicker and more effectively to solve complex challenges, reduce cost and friction, and accelerate time to value throughout the organization.

ClearScape Analytics has the most powerful, open, and connected AI/ML capabilities on the market to deliver more breakthrough performance, value, and growth across the enterprise.

Teradata AI Unlimited: Drive faster, easier, and more cost-effective AI innovation

AI Unlimited is Teradata's on-demand AI/ML engine in the cloud that allows data scientists, data engineers, and developers to explore and discover innovative new use cases—on demand and using data at scale.

AI Unlimited brings the power of ClearScape Analytics to a low-cost environment that maximizes exploration and discovery. With high-performance, on-demand compute and in-engine analytics, AI Unlimited enables organizations to more quickly move breakthrough ideas from testing into production and activate AI at scale—without the complexity of managing infrastructure or the fear of cost overruns.

Recent news

Los Angeles Dome and Clippers Partnership

Teradata announced that it has been named the official cloud analytics partner for the Los Angeles Clippers and Intuit Dome, as well as a founding partner of the Intuit Dome with special entitlement of the arena's Halo Loft Level.The team and arena will leverage Teradata VantageCloud Lake for cloud analytics and AI.

New Teradata + DataRobot integration

Teradata announced a new integration of the DataRobot AI Platform with VantageCloud and ClearScape Analytics to help enterprises maximize their AI potential by providing greater optionality and flexibility for building and scaling safe and effective AI models.

Collaboration with Google Cloud

Teradata announced that it will offer VantageCloud Lake on Google Cloud, featuring updates that are designed to leverage the strengths of both Teradata and Google Cloud to deliver Trusted AI with the expertise, scale, and technology that enterprises require.

Highlights from the Global Executive Survey

A new survey of C-suite executives and AI leaders, conducted for Teradata by NewtonX, shows that while enterprise decision-makers trust the potential of AI, many lack confidence in their company's strategy to execute as well as the data readiness to ensure reliability of AI outputs. Moreover, 7 in 10 executives say their AI strategy is not fully aligned to their business strategy today. **View the survey here.**

Teradata AI Unlimited in private preview Microsoft Fabric

Teradata announced that Teradata AI Unlimited is now available in private preview in Microsoft Fabric. Teradata AI Unlimited in Microsoft Fabric extends user freedom to innovate with frictionless, on-demand access to ClearScape Analytics, empowering exploration, discovery and building of new AI innovations and use cases.

Non-GAAP*, In millions	2024 Q1	2024 Q2	2023 FY
REVENUES			
Recurring	$ 388	$ 368	$ 1,492
Perpetual software licenses,hardware and other	8	5	45
Consulting services	69	63	296
Total revenues	465	436	1,833
GROSS PROFIT			
Recurring	278	262	1,084
Perpetual software licenses,hardware and other	-	-	7
Consulting services	11	9	42
Total gross profit	289	271	1,133
% of Revenue	*62.2 %*	*62.2 %*	*61.8 %*
EXPENSES			
SG&A	134	114	539
R&D	66	61	262
TOTAL OPERATING INCOME	89	96	332
% of Revenue	*19.1 %*	*22.0 %*	*18.1 %*
Other Expense, net	(14)	(11)	(55)
Income tax expense	18	23	65
Net income	$ 57	$ 62	$ 212
% of Revenue	*12.3 %*	*14.2 %*	*11.6 %*
Shares outstanding (diluted)	100.1	97.4	102.4
EPS (diluted) non-GAAP	$ 0.57	$ 0.64	$ 2.07

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

Industries served

- Retail
- Financial services and insurance
- Government and public services
- Healthcare
- Life sciences
- E-commerce
- Digital media
- Entertainment
- Manufacturing
- Oil and gas
- Hospitality
- Telecommunications
- Travel
- Transportation
- Utilities

6 of the top 6
airlines

6 of the top 6
banks

5 of the top 6
telecommunication companies

5 of the top 6
courier services

5 of the top 5
healthcare providers

4 of the top 5
auto manufacturers

3 of the top 5
professional services

3 of the top 4
retailers

Partnerships (selected)

Ab Initio • Accenture • Anaconda • ActionIQ • Alation • Amazon Web Services (AWS) • Antuit.ai • Capgemini • Celebrus • Cisco Systems • Cloudera • Cognizant Technology Solutions • Dataiku • Dell-EMC • Deloitte Consulting • DeLorean AI • Deutsche Telekom • DotData • ESRI • FICO • 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 • UiPath • Vcinity • VMware • VoltDB • Wipro • WhereScape

Recognition

Teradata is recognized by top IT analysts and other industry groups for leadership in cloud data management and analytics. Teradata received the highest score for logical data warehouse and traditional data warehouse use cases in the 2023 Gartner® Critical Capabilities for Cloud Database Management Systems for Analytical Use Cases. In addition, Teradata was recognized for its cloud vision and execution in the 2023 Gartner Magic Quadrant™ for Cloud Database Management Systems.

In Q1 2024, Constellation Research named Teradata to its 2024 Constellation ShortList™. The ShortList recognized Teradata in two areas: Next-Gen Databases: Relational Database Management Systems (RDBMS) for On-Premises; and Hybrid-Cloud and Multicloud Analytical Data Platforms. Teradata has also been named one of the 2024 World's Most Ethical Companies® by Ethisphere—for the 15th consecutive year.

Customers (selected)

ABANCA • Air France KLM Group • Air Miles • American Airlines • American Red Cross • Arcos Dorados • Aviva • Banco Bradesco • Banco de Credito e Inversiones • BevMo! • BlueCross BlueShield of North Carolina • NP Paribas • Boeing Company • Bouygues Telecom • Brinker International • Bunnings Warehouse • Cars.com • Caesars Entertainment • Cencasud • China Merchants Bank • Chugai Pharmaceutical • Cisco • CK Hutchison Holdings Limited • Codelco • Credit Saison • CSS Insurance • Dell • DHL Express • Enedis • Enterprise Holdings • Etisalat Egypt • Eva Air • Gates Corporation • G-Foot • Grainger • Groupon • Hertz Corporation • HSBC • Intertoys • JCB • Jibun Bank • Juniper Networks • Kobe Steel • KPN • LCL • Lowe's • Lufthansa Group • Maersk Line • McCain Foods • Medibank • Mercado Libre • METRO AG • MS & AD Insurance Group • National Hockey League • NCR • Norfolk Southern Corporation • New York Giants • O2 Czech Republic • Optus • Papa Gino's • Perum Peruri • Polkomtel Poland • Raiffeisen Bank • Rakuten • Rogers Communications • Royal Bank of Canada • Sainsbury's Bank • Sanofi • SASOL • Saudi Telecom • Siemens Healthineers • SiriusXM • Standard Chartered Bank • Swedbank • Swisscom • Tabcorp • Telefonica Spain • Tesco • Texas Health Resources • The Very Group • Ticketmaster • T-Mobile • Trinity Health • Unilever • UnitedHealth Group • Verizon • VIVO • Vodafone • Volvo Cars • Wells Fargo • Yahoo! Japan • Yodel • YPF

About Teradata

Every day we drive positive impact for hundreds of millions of people around the world with faster, flexible data integration and trusted, cost-effective AI innovation. By delivering harmonized data and Trusted AI, we enable more confident decision-making, unlock faster innovation, and drive the impactful business results organizations need most. **See how at Teradata.com**.

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