Q4 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 ~6,500 employees in 41 countries.

Executive leadership

- Steve McMillan, President and CEO
- Kathy Cullen-Cote, Chief People Officer
- Michael Hutchinson, Chief Operating Officer
- Louis Landry, Chief Technology 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.
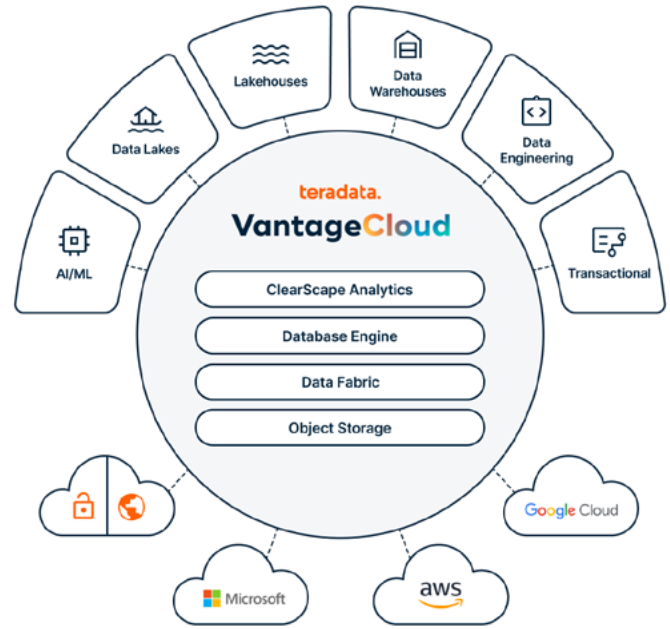

Figure 1. VantageCloud: One platform, unlimited possibilities

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

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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

Teradata Launches Integrated Enterprise Vector Store to Help Customers Be Ready to Implement Trusted Agentic AI

Teradata Enterprise Vector Store is an in-database solution that brings the speed, power and multi-dimensional scale of Teradata's hybrid cloud platform to vector data management, a crucial element for Trusted AI, with future expansion to include integration of NVIDIA NeMo Retriever microservices, part of the NVIDIA AI Enterprise software platform. Featuring the ability to process billions of vectors and integrate them into pre-existing enterprise systems, with response times as quick as in the tens of milliseconds, Enterprise Vector Store is designed to cost-effectively deliver the sophistication required for getting real value out of complex, multifaceted business challenges.

Teradata Appoints Michael Hutchinson as Chief Operating Officer

Michael Hutchinson, Chief Customer Officer, has been appointed to Chief Operating Officer. In this role, Hutchinson will be responsible for Teradata's global operations – including information technology, information security, as well as strategy and operations, and will maintain leadership of Teradata Global Customer Services. He will guide the organization in ensuring execution of the Company's strategy. Hutchinson will continue to report to Steve McMillan, President and Chief Executive Officer.

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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Company financials

Non-GAAP*, In millions	2024					2023
	Q1	Q2	Q3	Q4	FY	FY
REVENUES						
Recurring	$ 388	$ 368	$ 372	$ 351	$ 1,479	$ 1,492
Perpetual software licenses,hardware and other	8	5	7	3	23	45
Consulting services	69	63	61	55	248	296
Total revenues	465	436	440	409	1,750	1,833
GROSS PROFIT						
Recurring	278	262	263	246	1,049	1,084
Perpetual software licenses,hardware and other	-	-	2	(2)	0	7
Consulting services	11	9	6	5	31	42
Total gross profit	289	271	271	249	1,080	1,133
% of Revenue	*62.2 %*	*62.2 %*	*61.6 %*	*60.9 %*	*61.7 %*	*61.8 %*
EXPENSES						
SG&A	134	114	109	117	474	539
R&D	66	61	63	60	250	262
TOTAL OPERATING INCOME	89	96	99	72	356	332
% of Revenue	*19.1 %*	*22.0 %*	*22.5 %*	*17.6 %*	*20.3 %*	*18.1 %*
Other Expense, net	(14)	(11)	(9)	(9)	(43)	(55)
Income tax expense	18	23	23	11	75	65
Net income	$ 57	$ 62	$ 67	$ 52	$ 238	$ 212
% of Revenue	*12.3 %*	*14.2 %*	*15.2 %*	*12.7 %*	*13.6 %*	*11.6 %*
Shares outstanding (diluted)	100.1	97.4	97.0	97.4	98.2	102.4
EPS (diluted) non-GAAP	$ 0.57	$ 0.64	$ 0.69	$ 0.53	$ 2.42	$ 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

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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 has been recognized by customers on Gartner® Peer Insights™ as a Customers' Choice for 2024 in the Cloud Database Management Systems category.

Teradata's innovations in AI, data platforms, and MLOps have also been recognized in multiple 2024 Ventana Research Buyers Guides. These evaluations highlight our leadership in analytic data platforms, generative AI, and MLOps. Teradata was named an overall leader in the Analytic Data Platforms Buyers Guide, excelling in product capabilities and customer experience. In the AI Platforms, GenAI Platforms, and MLOps Buyers Guides, Teradata was positioned as Exemplary for advancements in AI.

And, earlier in 2024, Teradata was named a Leader in the Forrester Wave™: Enterprise Data Fabric for its "superior roadmap" and "differentiated vision."

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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