

# Backgrounder

Q1 2023

## About Teradata

Teradata is the connected multi-cloud data platform for enterprise analytics company, 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

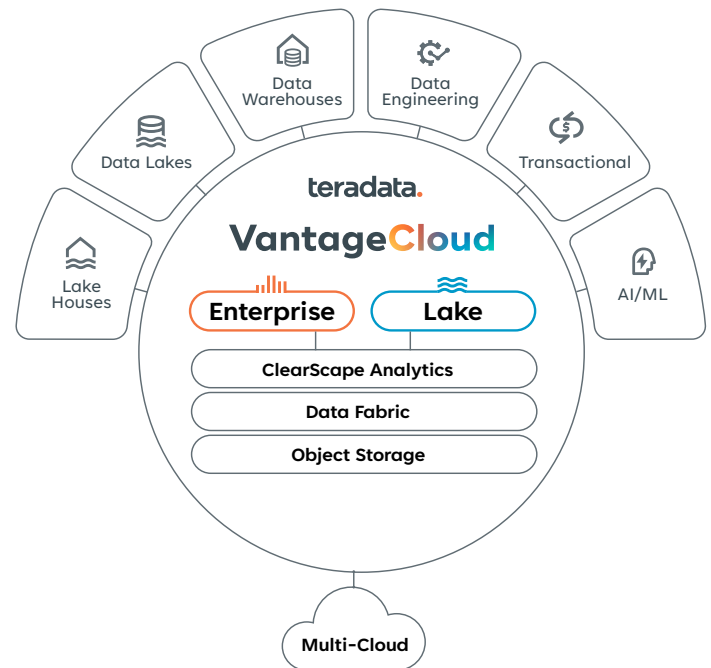
- Steve McMillan, President and CEO
- Hillary Ashton, Chief Product Officer
- Claire Bramley, Chief Financial Officer
- Stephen Brobst, Chief Technology Officer
- Nicolas Chapman, Chief Strategy Officer
- Todd Cione, Chief Revenue Officer
- Kathy Cullen-Cote, Chief Human Resources Officer
- Mike Hutchinson, Chief Customer Officer
- Molly Treese, Chief Legal Officer
- Jacqueline Woods, Chief Marketing Officer

## Teradata Vantage Analytics and Data Platform

Teradata Vantage is the connected multi-cloud data platform for enterprise analytics that unifies everything—data lakes, data warehouses, analytics, and new data sources and types. Leading the way with hybrid, multi-cloud environments—priced for flexibility, Vantage delivers unlimited intelligence to build the future of business.

Teradata VantageCloud offers new ways to deploy an organization’s analytics and data platform, including on Teradata VantageCloud Lake and Teradata VantageCloud Enterprise.

Built on Teradata’s next-generation cloud-native architecture, VantageCloud Lake is a self-service offering designed to bring the unparalleled capabilities of Vantage to broader and more diverse use cases.



VantageCloud Lake enables businesses to go beyond enterprise workloads and meet the full spectrum of departmental, exploratory, and ad hoc data and analytics needs in the cloud. Smarter scaling technology brings the most powerful, open, and connected analytics capabilities to more functions and roles than ever before, driving innovation while accelerating value with the lowest total cost of ownership.

Organizations around the world use **VantageCloud Enterprise** (formerly Teradata Vantage in the cloud) to run critical, IT-managed enterprise workloads—all with the best price performance in the market.

**ClearScope Analytics** encompasses the same high-performing analytics that Teradata is known for but with 50+ new time series functions, critical AI/ML model management technologies, and open and connected analytics tools. With its significantly expanded analytics capabilities, ClearScope Analytics has the most in-database advanced analytic functions in the industry, enabling enterprises to drive analytics at scale. ClearScope Analytics is available across the entire suite of Vantage products.

Recently, Teradata announced:

- Teradata continues to demonstrate its AI momentum with the announcement of new ClearScope Analytics capabilities designed to allow enterprise customers to import and operationalize Dataiku AI models inside Vantage. The combination of Dataiku and Teradata's ClearScope Analytics empowers customers to accelerate digital transformations and deliver AI-led business value.
- Teradata and FICO announced an agreement under which they plan to bring to market integrated advanced analytic solutions for real-time payments fraud, insurance claims, and supply chain optimization. The solutions are part of a new global relationship between the two companies, and are expected to deliver reduced costs, improved profits, increased risk mitigation and greater customer satisfaction for Teradata/FICO customers.
- And in more AI news, Teradata also announced the integration and general availability of Google Cloud's Vertex AI with Teradata VantageCloud and ClearScope Analytics. By operationalizing sophisticated Vertex AI models with the scalability and performance of

ClearScope Analytics, customers can move from experimenting with AI to achieving AI-driven business success across a multitude of use cases.

## Teradata Consulting

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](https://www.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

**8 of the top 10**

U.S. retailers

**15 of the top 20**

global telecommunications companies

**9 of the top 10**

global healthcare providers

**10 of the top 15**

pharmaceutical companies

**16 of the top 20**

travel and transportation companies

**13 of the top 20**

global manufacturing companies

## Company Financials

Non-GAAP*, In millions	2023	2022
	Q1	FY
<b>REVENUES</b>		
Recurring	\$ 389	\$ 1,419
Perpetual software licenses, hardware and other	13	65
Consulting services	74	311
<b>Total revenues</b>	<b>476</b>	<b>1,795</b>
<b>GROSS PROFIT</b>		
Recurring	293	1,037
Perpetual software licenses, hardware and other	2	19
Consulting services	11	49
<b>Total gross profit</b>	<b>306</b>	<b>1,105</b>
<i>% of Revenue</i>	<i>64.3 %</i>	<i>61.6 %</i>
<b>EXPENSES</b>		
SG&A	134	545
R&D	64	274
<b>TOTAL OPERATING INCOME</b>	<b>108</b>	<b>286</b>
<i>% of Revenue</i>	<i>22.7 %</i>	<i>15.9 %</i>
Other Expense, net	(21)	(51)
Income tax expense	24	61
<b>Net income</b>	<b>\$ 63</b>	<b>\$ 174</b>
<i>% of Revenue</i>	<i>13.2 %</i>	<i>9.7 %</i>
Shares outstanding (diluted)	103.8	105.8
<b>EPS (diluted) non-GAAP</b>	<b>\$ 0.61</b>	<b>\$ 1.64</b>

\* See the Reconciliation of Results - GAAP to Non-GAAP on the Investor Relations page of the company's website at [investor.teradata.com](http://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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(858) 485-3029 office  
(650) 346-1153 cell

**January Machold**,  
Public Relations Manager  
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(858) 485-3049 office

## Partnerships (selected)

Ab Initio; Accenture; Alation; Amazon Web Services; 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; Vcinity; 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. Teradata scored highest in 4 out of 4 use cases in 2022 Gartner Critical Capabilities for Cloud Database Management Systems for Analytical Use Cases, including ranking as the lead in the new Critical Capabilities category for Data Lake. In addition, the 2022 Gartner Magic Quadrant for Cloud Database Management Systems named Teradata as a leader. In Q1 2023, Forrester Research named Teradata a Leader in “The Forrester Wave™: Data Management For Analytics, Q1 2023.”

## 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; BevMol; 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; 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; The Very Group; 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