

# Q3 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
- Claire Bramley, Chief Financial Officer
- Kathy Cullen-Cote, Chief People Officer
- Michael Hutchinson, Chief Customer 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.

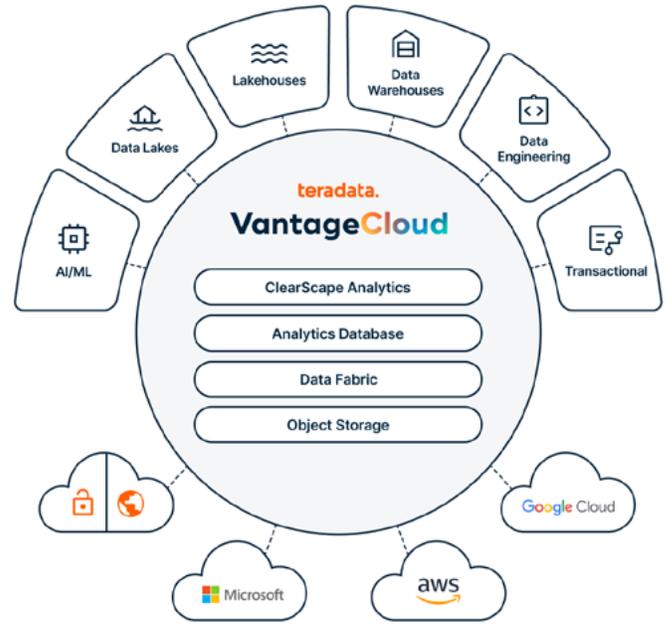


Figure 1. VantageCloud: One platform, unlimited possibilities

## 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

## 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 VantageCloud integrated with Amazon Bedrock

Teradata has strengthened its relationship with Amazon Web Services (AWS) to deliver 'rapid-start' generative AI use cases when leveraging Teradata VantageCloud on AWS, integrated with Amazon Bedrock. Amazon Bedrock allows enterprises to quickly adopt the latest generative AI innovations with easy access to their choice of high-performing foundational models from leading AI companies, such as AI21 Labs, Anthropic, Cohere, Meta, Mistral AI, Stability AI, and Amazon.

### Teradata AI Unlimited in public preview in Microsoft Fabric

Teradata AI Unlimited is now available in public preview through the Microsoft Fabric Workload Hub. Microsoft Fabric Workload Hub allows customers to discover and add new ISV offered capabilities to their Fabric environments. AI Unlimited in Microsoft Fabric is an on-demand AI/ML engine in the cloud, designed to streamline innovations in Trusted AI at enterprise scale.

### Louis Landry, Chief Technology Officer

Louis Landry has been promoted to the position of CTO. In this role, Landry will leverage more than two decades of experience in software architecture and engineering leadership to drive the company's technological vision and innovation strategy.

### 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	FY
<b>REVENUES</b>				
Recurring	\$ 388	\$ 368	\$ 372	\$ 1,492
Perpetual software licenses,hardware and other	8	5	7	45
Consulting services	69	63	61	296
Total revenues	465	436	440	1,833
<b>GROSS PROFIT</b>				
Recurring	278	262	263	1,084
Perpetual software licenses,hardware and other	-	-	2	7
Consulting services	11	9	6	42
Total gross profit	289	271	271	1,133
% of Revenue	62.2 %	62.2 %	61.6 %	61.8 %
<b>EXPENSES</b>				
SG&A	134	114	109	539
R&D	66	61	63	262
<b>TOTAL OPERATING INCOME</b>	89	96	99	332
% of Revenue	19.1 %	22.0 %	22.5 %	18.1 %
Other Expense, net	(14)	(11)	(9)	(55)
Income tax expense	18	23	23	65
Net income	\$ 57	\$ 62	\$ 67	\$ 212
% of Revenue	12.3 %	14.2 %	15.2 %	11.6 %
Shares outstanding (diluted)	100.1	97.4	97.0	102.4
EPS (diluted) non-GAAP	\$ 0.57	\$ 0.64	\$ 0.69	\$ 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](http://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 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.](https://www.teradata.com)