



**Q4-2017  
CORPORATE OVERVIEW**  
*December 2017 UPDATE*

Teradata (NYSE: TDC) is a leading analytics and consulting services company based in the U.S. with 4,500 employees in the Americas, 6,600 in the International region (includes 4,100 employees in the Asia-Pacific-Japan (APJ) area and 2,500 employees in the Europe, Middle East, Africa (EMEA) area. Products and services are described in detail at [teradata.com](http://teradata.com).

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**Industries Served** 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

- Market Leadership** Teradata has more than 1,400 customer installations, notably:
- 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
  - 15 of the top 20 global retailers
  - 13 of the top 20 healthcare companies
  - 12 of the top 20 manufacturing companies

On any given business day in almost every industry throughout the world, well over 3 million users benefit from a Teradata analytics environment or business application.

**STAY CURRENT: 1) [News releases](#) 2) [News articles/media coverage](#) 3) [Teradata BLOGS](#)**

Non-GAAP*, In millions	2017				2016
	Q1	Q2	Q3	YTD	FY
<b>REVENUES</b>					
Products and cloud	\$ 166	\$ 166	\$ 172	\$ 504	\$ 884
Services	325	347	354	1,026	1,369
Total revenues	491	513	526	1,530	2,253
<b>GROSS PROFIT</b>					
Product and cloud gross profit	112	112	119	343	584
Services gross profit	139	153	151	443	657
Total gross profit	251	265	270	786	1,241
<i>% of Revenue</i>	51.1 %	51.7 %	51.3 %	51.4 %	55.1 %
<b>EXPENSES</b>					
SG&A	127	146	149	422	538
R&D	66	72	71	209	229
<b>TOTAL OPERATING INCOME</b>	58	47	50	155	474
<i>% of Revenue</i>	11.8 %	9.2 %	9.5 %	10.1 %	21.0 %
Other Expense, net	(1)	(2)	(1)	(4)	(17)
Income tax expense	20	17	13	50	119
Net income	\$ 37	\$ 28	\$ 36	\$ 101	\$ 338
<i>% of Revenue</i>	7.5 %	5.5 %	6.8 %	6.6 %	15.0 %
Shares outstanding (diluted)	131.9	129.5	125.8	129.1	131.5
EPS (diluted) non-GAAP	\$ 0.28	\$ 0.22	\$ 0.29	\$ 0.78	\$ 2.57

\* 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)

## Customers (selected)

Ace Hardware, Aflac, Alior Bank, Ameren, American Cancer Society, American Eagle Outfitters, Amgen, Andeavor Oil & Refining, Apple Computer, Arrow Electronics, AT&T, Bank of the West, Barclays Bank (UK), Belk Stores, Belgacom, Bevmo, Blizzard Entertainment, BNSF, Bonprix (Fr), British Airways, Cabelas, CarMax, Carrefour, Cars.com, Caterpillar, Centers for Medicare and Medicaid Services, Chinatrust Bank, Coca-Cola, Columbia Sportswear, CVS Stores, Danske Bank, Dell, DHL Express, DSW Shoes, Delta Airlines, eBay, Electronic Arts, Enterprise Holdings, Express Scripts, Etisalat, Ford Motor Company, GAP Stores, GE Aviation, Gjensidige (Norway), Groupon, GSK, Hallmark Cards, Hana Financial Group (Korea), HEMA (The Netherlands), Hershey, Hertz, Highmark, Home Depot, Hudson Bay Co, INPS (govt), Isetan Mitsukoshi (Japan), Intercontinental Hotels, Jam City Gaming, JC Penney, JD Williams (UK), Kaiser Permanente, Kintetsu Department Store (Japan), Jam City (online gaming), Lotte (Korea), KPN (Netherlands), LIDL Stores (Germany) Lufthansa, Lowe's, Macy's, Maersk, Maybank, Medibank, Mercado Libre, Meredith Corp, Metro, Mizuho Bank (Japan), Napster, Nationwide Insurance, Netflix, Nikkei Digital Media, Oita Bank (Japan), Otto Group, Overstock.com, Qualcomm, Pacific Gas & Electric, PayPal, Pfizer, P&G, Publix, Rakuten (Japan), Railinc, RBC (Canada), Red Apple Holdings, Russian Standard Bank, Sabre/Travelocity, Saudi Telecom, 7-Eleven Stores, Sears, Senshukai (Japan), SGN (Social Gaming Network), Shanghai Stock Exchange, Sheetz stores, ShopDirect, Shutterfly, Siemens, Singtel Optus, Skechers, Southern California Edison, Speedway Stores; States of Ohio, Michigan, Texas, Missouri Tax Dept; Station Casinos, Supervalu, Telstra (Australia), Tesco Stores, T-Mobile, Ticketmaster, Toyota, Unicredit, United Rentals, United Supermarkets, Union Pacific Rail, Verizon, Volvo, Wal-Mart, Williams-Sonoma, Yahoo! Japan, and Xcel Energy.

## Partnerships (selected)

Accenture, Alation, Aptitude, Amazon Web Services, Capgemini, Celebrus, Cisco Systems, Cloudera, Cognizant Technology Solutions, Dell-EMC, Deloitte Consulting, ESRI, Fuzzy Logix, Harte Hanks, Hewlett Packard Enterprise Security, Hortonworks, IBM, including Global Business Services, Cognos Analytics, Guardium Security, Information Integration and Governance, and SPSS Predictive Analytics; Informatica, Information Builders, Inc., MapR, Microsoft, MicroStrategy, Oracle, Podium Data, Protegrity, Reemo, Qlik Technologies, Inc., SAP, SAS, Tableau, TIBCO, Wipro and Wherescape.

## IT and Marketplace Recognition: Company Leadership in Big Data, Analytics and Marketing SW

[Teradata is recognized](#) by top IT analysts and other industry groups for leadership in data management and analytics.

— In 2017, [Teradata has achieved leadership positions](#) in six relevant analyst reports.

— For a full list of awards honoring Teradata and its executives, visit [the Teradata Awards page](#) on our web site.

## In Q3, Teradata introduced new, enhanced technology and services tailored to provide customers more choices – and tuned for high-impact business outcomes

[Teradata Everywhere™](#) continues to rapidly evolve, offering Teradata customers a flexible, agile and scalable way to ensure high return on investments, while limiting the risk in making those investments. Key components of Teradata Everywhere include: **Analyze Anything** with the Teradata Analytics Platform, which enables users throughout the organization to use their preferred analytic tools and engines across data sources at scale; **Deploy Anywhere** provides analytic processing across flexible deployment options, including the Teradata Cloud and public clouds, as well as on-premises on Teradata hardware or commodity hardware; **Buy Any Way** empowers companies to purchase software in more accommodating ways based on specific use cases through simplified pricing bundles, subscription-based licenses and as-a-service options; and **Move Anytime**, which “future proofs” buying decisions by taking advantage of our software license portability that provides flexibility to run analytics across deployment options. There are significant challenges in getting the most out of data and investments. With Teradata Everywhere, Teradata takes the risk out of these major decisions, allowing companies to move forward today with confidence knowing that their financial, architectural and application development investments are protected.

Most recently, the [Teradata Analytics Platform](#) was announced. This modern software platform delivers access to the best functions and leading engines to enable users throughout the organization to leverage their preferred tools and languages, at scale, across multiple data types. The company also introduced [Teradata IntelliSphere™](#), a comprehensive software portfolio that unlocks a wealth of key capabilities for enterprises to leverage all the core software required to ingest, access, deploy and manage a flexible analytical ecosystem. Teradata IntelliSphere is an all-encompassing suite of software that orchestrates enterprise-class analytical ecosystems and powers advanced analytics at scale.

Teradata also recently enhanced the [Teradata Customer Journey Analytic Solution](#), a complete set of capabilities for discerning the behavioral paths of each individual customer, determining the next best interaction and delivering a consistent, personalized brand experience through every channel and touch point. The solution uses Teradata's proven consulting services, as well as technologies that enable real-time customer data integration, advanced behavioral analytics and multi-channel marketing automation. The latest enhancements give marketers easier access to analytics, dynamic visualizations, machine learning and predictive simulations.

[Teradata has a strong history in open source software](#) and with important contributions that deliver unprecedented efficiencies for companies creating data lakes. These include **Kylo™**, a **data lake management software platform** built using the latest open source capabilities such as Apache® Hadoop®, Apache Spark™ and Apache NiFi™. Kylo is a Teradata sponsored, open-source project that is offered under the Apache 2.0 license. Kylo evolved from code harvested from data lake engagements led by Think Big Analytics, which offers Kylo services and support.

## Teradata Global Services provides business and analytics consulting while also managing installations across the world - to help customers at any stage of their analytics journey

Teradata Global Services consultants combine business acumen, data science, and deep technical skills and experience to guide clients through every step of the analytics lifecycle, helping users innovate with advanced analytics—including [Artificial Intelligence \(AI\), Machine and Deep Learning](#)— to deliver high-impact business outcomes.

In Q3, [Teradata Global Services launched the Agile Analytics Factory \(AAF\)](#), an end-to-end program that is already helping clients overcome the obstacles they face on their analytics journey, including the inability to operationalize analytics and data science use cases, address data governance issues or create repeatable analytic processes. The AAF is an as-a-service program that accelerates client innovation in advanced analytics, delivering strategic business outcomes.

The AAF is one of many in the [Teradata Velocity services portfolio](#) of high value offers to help companies at any stage of their analytics journey, from advising on analytic strategies and developing analytic roadmaps, to architecting and implementing diverse analytical ecosystems, to optimizing and managing the environment to ensure maximum business value realization.

Teradata also offers a [Rapid Analytic Consulting Engagement \(RACE\)](#), an agile, technology agnostic methodology that gives clients insight into the potential business value of analytic solutions before an investment is made. Teradata's deep expertise and experience in driving high-impact business outcomes fuses business knowledge, data science and technology in a proven process that fully delivers on commitments in just six to ten weeks, rather than months.

### **Teradata Global Services includes these consulting and support delivery organizations:**

#### [Enterprise Consulting and Customer Support Services](#)

The Teradata [Enterprise Data Consulting \(EDC\)](#) organization helps customers architect, deploy, integrate and manage data platforms across hybrid cloud analytical ecosystems, including Ecosystem Architecture Consulting. Teradata [Customer Support Services \(CS\)](#) provides support for our customers' analytical platforms and helps optimize system availability by eliminating risks and applying best practices in systems management.

#### [Think Big Analytics, a Teradata Company](#)

Teradata's Think Big Analytics organization provides industry and business consulting, data science, solution development, business intelligence and data visualization expertise to optimize our customers' ability to take advantage of data and analytics to deliver business value.

### **EXECUTIVE LEADERSHIP:**

Victor Lund, President & Chief Executive Officer; John Dinning, Executive Vice President & Chief Business Officer; Dan Harrington, Executive Vice President, Consulting & Support Services; Peter Mikkelsen, Executive Vice President, International; Laura Nyquist, General Counsel and Secretary; Oliver Ratzesberger, Executive Vice President & Chief Product Officer; Karen Thomas, Executive Vice President, Americas; Mark Culhane, Executive Vice President & Chief Financial Officer; Eric Tom, Executive Vice President & Chief Revenue Officer; Stephen Brobst, Chief Technology Officer; and Suzanne Zoumaras, Executive Vice President & Chief Human Resource Officer; Rick Farnell, Senior Vice President, Think Big Analytics, a Teradata Company. [- click here for details.](#)