



Q2-2017
CORPORATE OVERVIEW
July 27, 2017 UPDATE

Teradata (NYSE: TDC) is a leading analytics solutions 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.

Teradata Public Relations contacts:

Mike O'Sullivan (937) 242-4786 Jennifer Donahue (858) 485-3029 Ben Hendricks (919) 522-2978 Intl-Rose Bambi +44 2089299318
Mike.OSullivan@teradata.com Jennifer.Donahue@teradata.com Ben.Hendricks@teradata.com Rose.Bambi@teradata.com

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, utilities.

Market Leadership Teradata has more than 2,600 large 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](#)

Financial Information:

| Non-GAAP*, In millions | 2017 | | | 2016 |
|--------------------------------|---------------|---------------|---------------|---------------|
| | Q1 | Q2 | YTD | FY |
| REVENUES | | | | |
| Products and cloud | \$ 166 | \$ 166 | \$ 332 | \$ 884 |
| Services | 325 | 347 | 672 | 1,369 |
| Total revenues | 491 | 513 | 1,004 | 2,253 |
| GROSS PROFIT | | | | |
| Product and cloud gross profit | 112 | 112 | 224 | 584 |
| Services gross profit | 139 | 153 | 292 | 657 |
| Total gross profit | 251 | 265 | 516 | 1,241 |
| <i>% of Revenue</i> | <i>51.1 %</i> | <i>51.7 %</i> | <i>51.4 %</i> | <i>55.1 %</i> |
| EXPENSES | | | | |
| SG&A | 127 | 146 | 273 | 538 |
| R&D | 66 | 72 | 138 | 229 |
| TOTAL OPERATING INCOME | 58 | 47 | 105 | 474 |
| <i>% of Revenue</i> | <i>11.8 %</i> | <i>9.2 %</i> | <i>10.5 %</i> | <i>21.0 %</i> |
| Other Expense, net | (1) | (2) | (3) | (17) |
| Income tax expense | 20 | 17 | 37 | 119 |
| Net income | \$ 37 | \$ 28 | \$ 65 | \$ 338 |
| <i>% of Revenue</i> | <i>7.5 %</i> | <i>5.5 %</i> | <i>6.5 %</i> | <i>15.0 %</i> |
| Shares outstanding (diluted) | 131.9 | 129.5 | 130.7 | 131.5 |
| EPS (diluted) non-GAAP | \$ 0.28 | \$ 0.22 | \$ 0.50 | \$ 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

Customers (selected)

Aflac, Ace Hardware, Alior Bank, Ameren, American Cancer Society, American Eagle Outfitters, Amgen, 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, Dell, DHL Express, DSW Shoes, Delta Airlines, eBay, Electronic Arts, Enterprise Holdings, Express Scripts, Etisalat, Ford Motor Company, GAP Stores, Gjensidige (Norway), Groupon, GSK, Hallmark Cards, Hana Financial Group (Korea), HEMA (The Netherlands), Hershey, Hertz, Highmark, Home Depot, INPS (govt), Isetan Mitsukoshi (Japan), Intercontinental Hotels, JCPenney, JD Williams (UK), Kaiser Permanente, Kintetsu Department Store (Japan), Lotte Department Store (Korea), KPN (Netherlands), LIDL Stores (Germany) Lufthansa, Lowe's, Macy's, Maersk, Maybank, Medibank, Meredith Corp, Metro, Mizuho Bank (Japan), Napster, Nationwide Insurance, Netflix, Nikkei Digital Media (Japan), Oita Bank (Japan), Oklahoma Gas&Electric, Otto Group, Overstock.com, 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, Sensukai (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 Railroad, Verizon, Volvo, Wal-Mart, Williams-Sonoma, Yahoo! Japan, Xcel Energy.

Partnerships (selected)

Accenture, Alation, Aptitude, Amazon Web Services, Cpgemini, 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 analysts, publications, and think-tank groups for its leadership.

- In 2017, Teradata has achieved leadership positions in six relevant analyst reports: [click here for details](#).
- For a full list of awards honoring Teradata and its executives, visit [the Teradata Awards page](#) on our web site:

Teradata products, solutions, and services

[Teradata introduces major technology and business innovations](#)

Teradata recently introduced innovative database license flexibility across hybrid cloud deployments, [enabled through a consistent and simplified licensing model](#). Teradata's new licensing model delivers: 1) Portability for deployment flexibility, 2) Subscription-based licenses, 3) Simplified tiers with bundled features. Teradata also announced [an all-memory update to its flagship Teradata IntelliFlex™ platform](#) that delivers extreme performance and storage density in a single, ultra-efficient cabinet. Moreover, Teradata announced several enhancements to the [Teradata Customer Journey solution](#) that will give marketers easier access to analytics, dynamic visualizations, machine learning and predictive simulations.

[Teradata Everywhere™](#) is an industry first that brings the world's most powerful MPP analytic database to multiple public clouds, managed cloud, and on-premises environments including Amazon Web Services, Microsoft Azure, Teradata Managed Cloud, VMware virtualization software, and the Teradata IntelliFlex™ platform. It delivers the flexibility to implement a hybrid architecture with a common database that enables shifting of workloads between environments as business needs evolve, supporting a company's changing needs. Similarly, Teradata now offers a new capability for customers called ["Borderless Analytics."](#) This delivers on the promise of [Hybrid Cloud](#) with new technology advancements that provide extreme flexibility, resource agility and analytic freedom. It breaks down the borders of yesterday's single system, single technology analytics, empowering companies to analyze data where they want, when they want, and across the data and platforms they need regardless of where they reside. It is enabled by Teradata QueryGrid™ software for analytics across data stores, and Teradata Unity™ for automated orchestration of a Teradata multi-system environment.

Teradata also recently enhanced 1) 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; 2) **Teradata RACE; Rapid Analytic Consulting Engagement**, 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® Unified Data Architecture™](#)

At the center of Teradata's data-driven solution offerings is the Teradata Unified Data Architecture (UDA), which is a framework for organizations to integrate and analyze all types of data across multiple systems. It leverages technologies from Teradata, Teradata Aster® Advanced Analytics, [Apache™ Hadoop®](#) and our technology partners, to enable business users to ask any question, against any data, with any analytic at any time. It includes Teradata Viewpoint, Teradata Connectors, and Teradata Vital Infrastructure, and hardware – a complete suite of Teradata data warehouse appliances and Teradata Aster Advanced Analytics products, plus a [Portfolio for Hadoop](#). Utilizing the Teradata UDA, **organizations can access, deploy, support, and manage all their data, big or small – structured and unstructured.**

[Teradata QueryGrid™](#) is a breakthrough in data orchestration software. QueryGrid gives users seamless, self-service access to data and analytic processing across many different systems [from within a single query](#). Queries can be initiated from the Teradata and Teradata Aster Databases or from Hadoop using the Presto SQL engine. Using existing SQL skills users can orchestrate powerful queries that leverage disparate datasets and analytic capabilities on several systems at once.

[Teradata Database - our flagship software](#) is recognized as the superior choice for analyzing and processing the increasing volumes and complexity of data and queries – while improving performance and economics. Teradata Database's parallel processing architecture and software provides the foundation for a wide range of data warehousing functions. These functions range from reports for ad-hoc queries by users to direct self-service access by consumers. Our database delivers real-time intelligence with mixed workload support, thousands of concurrent queries, simplified system management, high system availability, event monitoring, and easy enterprise integration.

[The Teradata Workload-Specific Platform Family](#) offers our customers platform options anywhere in the enterprise – as an active data warehouse, enterprise-wide data warehouse, entry-level data warehouse appliance, special-purpose data mart or a sandbox environment. Our platforms range from symmetrical multi-processing (SMP) to massively parallel processing (MPP).

[Teradata Aster Analytics](#) is the most comprehensive multi-genre advanced analytics solution at scale that empowers business users to uncover and operationalize non-intuitive insights. Aster Analytics delivers more than 100 prebuilt advanced analytics algorithms empowering business analyst to interactively analyze multi-structured data with sophisticated analytics such as path, pattern, text, graph and machine learning algorithms, all within a single interface. Aster Analytics is the only advanced analytics solution to integrate SQL, Teradata Aster SQL-MapReduce®, Teradata Aster SQL-GR™ (Graph) and R analytic engines within an MPP architecture for high-speed parallel processing to tackle most complex business problems. Aster Analytics also includes a framework to build, share, deploy, and operationalize analytic apps that eliminates the need for users to have advanced programming expertise.

[Teradata & Think Big introduce open source software](#) – The company has made a new and important contribution to the open source community that delivers unprecedented efficiencies for companies creating data lakes: **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 Applications](#) –These include 1) [Teradata Customer Interaction Manager](#), a platform for complete and current detailed and historical customer data and better tools for analyzing and selecting the right customers for marketing promotions, whether the communications are traditional outbound, event-based, or inbound; 2) [Teradata Real-Time Interaction Manager](#), a platform which enables the sending of contextually relevant messages and offers, cross sell, up-sell, and other real-time communications to customers; and 3) [Teradata Demand Chain Manager](#), a platform that provides a highly accurate view of future consumer demand with the most accurate forecasts, inventory visibility and dynamic stratification rankings of merchandise categories, with location combinations according to their importance to the business.

[Teradata Global Services](#)

Teradata Global Services is our unifying framework to ensure alignment and clarity to both our customers and field teams. Teradata Global Services includes these global services 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 and 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; Steven Schepmann, Executive Vice President and Chief Financial 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; bios are on teradata.com – [click here for details.](#)