Forward-Looking Statements

This presentation and the accompanying discussion contain forward-looking statements within the meaning of Section 21E of the Securities and Exchange Act of 1934. Forward-looking statements generally relate to opinions, beliefs, and projections of expected future financial and operating performance, business trends, and market conditions, among other things. These forward-looking statements are based upon current expectations and assumptions and involve risks and uncertainties that could cause actual results to differ materially, including the factors discussed in this presentation and those relating to: the global economic environment and business conditions in general or on the ability of our suppliers to meet their commitments to us, or the timing of purchases by our current and potential customers; the rapidly changing and intensely competitive nature of the information technology industry and the data analytics business; fluctuations in our operating results; our ability to realize the anticipated benefits of our business transformation program or other restructuring and cost saving initiatives; risks inherent in operating in foreign countries, including foreign currency fluctuations; risks associated with the ongoing and uncertain impact of the COVID-19 pandemic on our business, financial condition and operating results, including the impact of the COVID-19 pandemic on our customers and suppliers; risks associated with data privacy, cyberattacks and maintaining secure and effective internal information technology and control systems; the timely and successful development, production or acquisition, availability and/or market acceptance of new and existing products, product features and services; tax rates; turnover of workforce and the ability to attract and retain skilled employees; protecting our intellectual property; the availability and successful exploitation of new alliance and acquisition opportunities; subscription arrangements may be cancelled or fail to be renewed; the impact on our business and financial reporting from changes in accounting rules; and other factors described from time to time in Teradata’s filings with the U.S. Securities and Exchange Commission, including its annual report on Form 10-K for the year ended December 31, 2020 and subsequent quarterly reports on Forms 10-Q, as well as the Company’s annual report to stockholders. The forward-looking statements included in this presentation and the accompanying discussion are made as of September 9, 2021, and Teradata does not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

Non-GAAP Financial Measures

This presentation and the accompanying discussion include certain non-GAAP financial measures, which exclude such items as stock-based compensation expense and other special items, as well as other non-GAAP financial measures, such as free cash flow and constant currency revenue comparisons. Please refer to the Appendix for a reconciliation of non-GAAP to GAAP measures as well as additional useful information regarding Teradata’s use of non-GAAP financial measures.
Differentiated vertical and enterprise expertise

Seamless GTM model; deeply embedded within customers

Partners playing a crucial role in our success

Driving Cloud ARR growth to $1B+ in FY25*

* Teradata forecast for fiscal 2025. Cloud ARR represents public cloud ARR, which is defined as the annual value at a point in time of all contracts related to public cloud implementations of Teradata Vantage and does not include ARR related to private or managed cloud implementations.
We have differentiated vertical and enterprise expertise

40
Years of proven vertical experience within the world’s largest enterprises

7
Core industries

8
Core personas

100s
Proven use cases
We are creating
scaled business value for customers

For Telco

1 Use case
domain
Customer Experience

5 Use case
sub-domains
Customer Insights Foundation
Customer Lifecycle Management
Frictionless Customer Experience
Marketing Effectiveness
Digital Channel Optimization

13 Use cases
Customer Segmentation
Behavioral/Preference Analytics
Behavioral Segmentation
Cross Sell/Up-Sell
Real Time Customer Engagement
Communication Targeting
Customer Experience Analytics
Customer Re-engagement
Event Analytics
Customer On-Boarding and Development
Customer Retention
Cross Channel Performance
Transactional Classification

10 Use case breakdowns
Network Experience Analytics
Contact Centre Sentiment
Handset and Device Performance
Outage Management
Process Touch-point Feedback
Complaint Prediction
Sentiment Analysis
Service Efficiency
Cross Channel Customer Experience
Customer Experience and Satisfaction Index
We deliver value
on our customers’ terms

- Earnings per Share: Complex, data integration at Scale
- Statutory & Regulatory Compliance: Accountability for 100Ms of consumers
- Return on Investment: 100s of proven use cases for 7 industries
- Reduction in TCO: Lowest cost per query & known bills
- Time to Value: Pre-built data integration = rapid execution
- Analytics Automation: Operationalized workload generates $ results automatically
- Ease of Data Reconciliation: Data management delivers efficiencies
- Technology Resilience: Proven, reliable & trusted at scale
We have built off our global coverage, and enhanced our GTM engine.
We have built off our global coverage, and enhanced our GTM engine.
Seamless GTM model and deeply embedded within customers
Winning new customers is expanding our base.

Volkswagen & Teradata use data and advanced analytics to boost the efficiency of body shop processes.

The use of process data for 100% process monitoring is a decisive step towards the Smart Factory and will be the basis for further applications that contribute to continuous improvement.

Mathias Boomgaard, Project Manager WPS light at Volkswagen
We are expanding by creating outsized value for the largest enterprises. Global Financial Services Player

>30% expense reduction by investing in application and platform consolidation with Vantage.

- Regulatory Reporting
- Risk Management
- Fraud Analytics
- Advanced Financial Modelling
- Customer Experience Analytics
- Continuity of Business
Cloud migration is a growth strategy

“Data is the heart of how we run our business and support our customers, and it’s all coming out of Teradata.”

— John Higginson, CTO
Partners are playing a crucial role in our success
We partner with cloud leaders to help customers migrate smoothly to any cloud.

“Helping customers across all industries make informed decisions that lead to better strategies and outcomes is at the heart of our collaboration with Teradata.”

— Erin Chapple, Corporate VP Azure Core, Microsoft
We partner with Systems Integrators to help customers drive value.

"Teradata has a trusted platform that can operate day-to-day with a clear path and vision on future technology development."

— Yann Lepant, Managing Director, leading the data and AI practice across UK and Ireland
Customers choose Teradata for flexibility, de-risked cloud investments, and expertise

**Flexibility & Agility**
- Scalability in every dimension to meet strict SLAs
- Elasticity
- Multi-cloud and hybrid platform
- 4 different pricing options

**De-risking**
- Rapid, low touch migration
- Same code base
- Dramatically reducing time to market & value

**Teradata industry & data expertise**
- Re-usable assets e.g. data models, use cases, proven value generation
- World class, experienced professional services
- Operationalised analytics at scale
We've forecasted CAGR Cloud ARR in excess of market growth rates*

* Teradata forecasts for fiscal 2022 through 2025. Various sources including IDC and Gartner.
Differentiated vertical and enterprise expertise
Seamless GTM model; deeply embedded within customers
Partners playing a crucial role in our success
Driving Cloud ARR growth to $1B+ in FY25*

*Teradata forecast for fiscal 2025. Cloud ARR represents public cloud ARR, which is defined as the annual value at a point in time of all contracts related to public cloud implementations of Teradata Vantage and does not include ARR related to private or managed cloud implementations.
Thank you.