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.
Steve McMillan
Chief Executive Officer
Teradata is a new company

Right technology
Right strategy
Right people
Customers depend on us every single day

Mission critical insights from all data...at scale
We transform how businesses work and people live through the power of data.
Next generation of data-innovation…

Connected Data
12 months
Delivered on our commitments
accelerated
in the cloud
What delivering on our commitments looks like

- Transitioned from perpetual to subscription model and cloud-first
- Continuously delivered on financial guidance
- Focused on profitability
- Built profitable recurring revenue streams
Annual recurring revenue (ARR) as of June 30, 2021. ARR is defined as the annual value at a point in time of all recurring contracts, including subscription, cloud, software upgrade rights, and maintenance. ARR does not include managed services and third-party software.

Free cash flow outlook for fiscal 2021. Free cash flow is a non-GAAP measure. Please see the Appendix for reconciliations of GAAP to non-GAAP measures and additional information.
New Teradata
a cloud company
Shifted our R&D Budget

30% to 70% cloud

+$210M per year *

* Based on research & development expense fiscal 2020
Executed a **significant transformation**

- From hardware appliance to software
- Abstracted software for cloud
- True As-a-service model
Our transformation is built on three principles:

- Customer and market driven
- Agility in execution
- Accountability to each other
ESG is a priority, and it shows
New Teradata
The Connected Multi-Cloud Data Platform for Enterprise Analytics
$1B+

Cloud ARR 2025 *

* Teradata forecast of cloud ARR 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.
Recognized cloud leader

* Gartner, Inc., Magic Quadrant for Cloud Database Management Systems by Donald Feinberg, Merv Adrian, Rick Greenwald, Adam Ronthal, Henry Cook, 23 November 2020

The Forrester Wave™: Cloud Data Warehouse, Q1 2021 by Noel Yuhanna, 24 March 2021
Leading provider in key industries

- Financial Services
- Telco
- Retail
- Manufacturing
- Government
- Healthcare
- Transportation
Data growth driven by

Digital Transformation

5G  IOT  Edge  AI
We are part of a large and growing market*

* Various sources including IDC and Gartner.
Our focus is the enterprise segment

Global 10K | Seven key verticals
Our differentiated capabilities

- Start to enterprise scale
- Trusted by our customers
- Extensive analytic capabilities

- TCO
- Workload management
- Query optimization
- Connected data fabric
- Patented capabilities
We support the world’s largest enterprises

We support the world’s largest enterprises

Running billions of queries daily...

Running billions of queries daily...

on millions of virtual CPUs...

on millions of virtual CPUs...

processing exabytes of data per year

processing exabytes of data per year

Various Teradata internal customer support systems.
We are uniquely positioned to win against

The Competition

Traditional  CSPs  Cloud Natives
New Teradata
The Connected Multi-Cloud Data Platform for Enterprise Analytics
Partners essential to our success

Fastest, lowest risk, most cost-effective migration path for enterprises to the cloud

CSPs = Multiple $ for every $1 of Teradata

* Sourced from 2021 quarterly review with CSP partners.
Systems Integrators
Eliminate channel conflict and accelerate to the cloud
Industry leading team
Driving Teradata forward
Uniquely positioned

Large and rapidly growing data market

Enterprise customer base

Significant recurring revenue streams

$100M public cloud - double in 2021*

>$400M of free cash flow**

7,000 employees committed to the new Teradata

* Public cloud ARR outlook for fiscal 2021. Public cloud ARR 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.

** Free cash flow outlook for fiscal 2021. Free cash flow is a non-GAAP measure. Please see the Appendix for reconciliations of GAAP to non-GAAP measures and additional information.
We transform how businesses work and people live through the power of data.
The connected multi-cloud data platform for enterprise analytics.

Profitable growth cloud company
Unique connected data platform
Strong competitive position in a large market
Over $1B cloud ARR and ~ $550M FCF in FY25*
Delivering value to customers and shareholders

* Teradata forecasts 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. Free cash flow is a non-GAAP measure. Teradata is not providing a reconciliation to the most comparable GAAP measure (cash provided by operating activities forecast for fiscal 2025) as non-GAAP adjustments relate to events that have not yet occurred and would be unreasonably burdensome to forecast. Please see the Appendix for additional information.
Thank you.