

Q2 2025 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 ~5,700 employees in 41 countries.

Executive leadership

- **Steve McMillan**, President and CEO
- **Sumeet Arora**, Chief Product Officer
- **John Ederer**, Chief Financial Officer
- **Michael Hutchinson**, Chief Operating Officer
- **Louis Landry**, Chief Technology Officer
- **Richard Petley**, Chief Revenue Officer
- **Scot Rogers**, Chief Administrative 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. Built for performance, flexibility, and openness, VantageCloud enables organizations to unify diverse data sources, run complex analytics, and deploy AI models—all within a single, scalable platform. With support for multi-cloud and hybrid deployments, VantageCloud empowers businesses to manage data across public clouds and on-premises environments. Its open data architecture ensures compatibility with industry-standard formats, preventing vendor lock-in and enabling seamless integration with modern data solutions. VantageCloud gives organizations the tools and confidence to unlock the hidden insights in data, power infinite innovation, and reveal new opportunities.

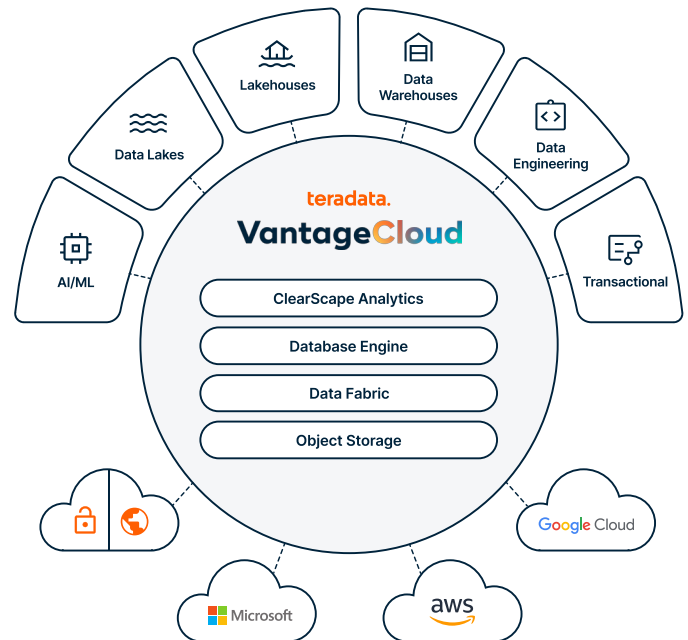


Figure 1. VantageCloud: One platform, unlimited possibilities

ClearScope Analytics®: Better answers. Faster results.

With ClearScope 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.

ClearScope 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 Delivers Private AI Innovation in New Offering: Teradata AI Factory

Teradata launched Teradata AI Factory, an integrated solution that brings the company's cloud-based AI/ML capabilities - including predictive, generative, and agentic AI - to secure, on-premises deployments.

Teradata VantageCloud Delivers 427% ROI and 11-Month Payback, According to Nucleus Research ROI Guidebook

Teradata announced the results of an independent study conducted by Nucleus Research, a global provider of ROI-focused technology research and advisory services. The analysis found that organizations using Teradata VantageCloud achieved an average ROI of 427% over three years, with an average annual benefit of \$7.9 million and a payback period of just 11 months.

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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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

Company Financials

Non-GAAP*, In millions

	Q1 2025	Q2 2025	YTD 2025
Revenue			
Recurring	358	354	712
Perpetual software licenses, hardware and other	10	3	13
Consulting services	50	51	101
Total revenue	418	408	826
Gross profit			
Recurring	252	239	491
Perpetual software licenses, hardware and other	1	0	1
Consulting services	(1)	(1)	(2)
Total gross profit	252	238	490
% of Revenue	60.3%	58.3%	59.3%
Expenses			
Selling, general and administrative expenses	101	107	208
Research and development expenses	60	64	124
Total operating income	91	67	158
% of Revenue	21.8%	16.4%	19.1%
Other expense, net	(8)	(11)	(19)
Income tax expense	19	11	30
Net income	\$ 64	\$ 45	\$ 109
% of Revenue	15.3%	11.0%	13.2%
Shares outstanding (diluted)	97.4	96.0	97.0
EPS (diluted) non-GAAP	\$ 0.66	\$ 0.47	\$ 1.12

* See the Reconciliation of Results - GAAP to Non-GAAP on the Investor Relations page of the company's website at investor.teradata.com

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 • Fivetran • 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 • ServiceNow • Synscort • Tableau • Tata Consulting Services • Thales • ThoughtSpot • TIBCO • UiPath • Vcinity • VMware • VoltDB • Wipro • WhereScape

Recognition

Teradata has been recognized as a Leader in the Forrester Wave™: Data Management for Analytics Platforms, Q2 2025. Teradata believes this recognition reflects the Company's commitment to delivering harmonized data and Trusted AI at scale through its powerful hybrid cloud analytics and data platform, Teradata Vantage®, which enables organizations to drive faster innovation and accelerate business value from AI initiatives.

Teradata has also 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 were 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.

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)