

TERADATA CORPORATION
CONDENSED CONSOLIDATED STATEMENTS OF INCOME
(in millions, except per share amounts - unaudited)

	For the Period Ended December 31					
	Three Months			Twelve Months		
	2021	2020	% Chg	2021	2020	% Chg
Revenue						
Recurring	\$ 364	\$ 346	5%	\$ 1,464	\$ 1,309	12%
Perpetual software licenses, hardware and other	19	34	(44%)	77	107	(28%)
Consulting services	92	111	(17%)	376	420	(10%)
Total revenue	475	491	(3%)	1,917	1,836	4%
Gross profit						
Recurring	271	253		1,099	938	
% of Revenue	74.5%	73.1%		75.1%	71.7%	
Perpetual software licenses, hardware and other	9	16		34	43	
% of Revenue	47.4%	47.1%		44.2%	40.2%	
Consulting services	14	15		53	38	
% of Revenue	15.2%	13.5%		14.1%	9.0%	
Total gross profit	294	284		1,186	1,019	
% of Revenue	61.9%	57.8%		61.9%	55.5%	
Selling, general and administrative expenses	170	183		646	669	
Research and development expenses	74	88		309	334	
Income from operations	50	13		231	16	
% of Revenue	10.5%	2.6%		12.1%	0.9%	
Other expense, net	(8)	(10)		(39)	(40)	
Income (loss) before income taxes	42	3		192	(24)	
% of Revenue	8.8%	0.6%		10.0%	(1.3%)	
Income tax expense (benefit)	9	(2)		45	(153)	
% Tax rate	21.4%	(66.7%)		23.4%	637.5%	
Net income	\$ 33	\$ 5		\$ 147	\$ 129	
% of Revenue	6.9%	1.0%		7.7%	7.0%	
Net income per common share						
Basic	\$ 0.31	\$ 0.05		\$ 1.35	\$ 1.18	
Diluted	\$ 0.29	\$ 0.04		\$ 1.30	\$ 1.16	
Weighted average common shares outstanding						
Basic	107.7	109.1		108.6	109.3	
Diluted	112.2	112.0		112.9	111.6	