

## Teradata Corporation (TDC)

**\$21.01** (As of 05/26/20)

Price Target (6-12 Months): **\$22.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 01/30/20)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:C

Value: C

Growth: C

Momentum: D

### Summary

Teradata's first-quarter 2020 results were negatively impacted by the coronavirus outbreak. The top line took a hit from lower consulting revenues. The company withdrew its full-year guidance as a result pandemic-triggered uncertainties. Teradata also suspended its share buyback program. Shares have underperformed the industry on a year-to-date basis. Nevertheless, Teradata by and large completed its transition to a subscription-based business model, which is expected to boost recurring revenues. The company's efforts to expand features of Vantage, both on cloud and on-premise, are expected to drive the top line. Further, it generates significant revenues from sectors like financial services, government and healthcare, which remain stable despite the coronavirus crisis. This provides an impetus to Teradata's top line.

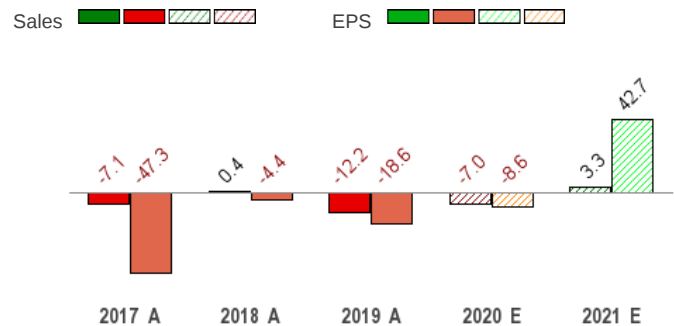
### Price, Consensus & Surprise



### Data Overview

|                            |                                           |
|----------------------------|-------------------------------------------|
| 52 Week High-Low           | \$37.62 - \$17.62                         |
| 20 Day Average Volume (sh) | 1,124,409                                 |
| Market Cap                 | \$2.3 B                                   |
| YTD Price Change           | -21.5%                                    |
| Beta                       | 1.09                                      |
| Dividend / Div Yld         | \$0.00 / 0.0%                             |
| Industry                   | <a href="#">Computer- Storage Devices</a> |
| Zacks Industry Rank        | Top 34% (86 out of 253)                   |

### Sales and EPS Growth Rates (Y/Y %)



|                           |            |
|---------------------------|------------|
| Last EPS Surprise         | 22.7%      |
| Last Sales Surprise       | -4.1%      |
| EPS F1 Est- 4 week change | -46.2%     |
| Expected Report Date      | 08/06/2020 |
| Earnings ESP              | -4.5%      |

### Sales Estimates (millions of \$)

|      | Q1    | Q2    | Q3    | Q4    | Annual* |
|------|-------|-------|-------|-------|---------|
| 2021 | 439 E | 442 E | 450 E | 477 E | 1,826 E |
| 2020 | 434 A | 434 E | 435 E | 466 E | 1,767 E |
| 2019 | 468 A | 478 A | 459 A | 494 A | 1,899 A |

### EPS Estimates

|      | Q1       | Q2       | Q3       | Q4       | Annual*  |
|------|----------|----------|----------|----------|----------|
| 2021 | \$0.24 E | \$0.31 E | \$0.34 E | \$0.38 E | \$1.37 E |
| 2020 | \$0.27 A | \$0.21 E | \$0.21 E | \$0.24 E | \$0.96 E |
| 2019 | \$0.22 A | \$0.29 A | \$0.32 A | \$0.22 A | \$1.05 A |

\*Quarterly figures may not add up to annual.

|         |      |
|---------|------|
| P/E TTM | 40.4 |
| P/E F1  | 75.0 |
| PEG F1  | 5.8  |
| P/S TTM | 1.2  |

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 05/26/2020. The reports text is as of 05/27/2020.

## Overview

Headquartered in Dayton, OH, Teradata Corporation is a leading provider of hybrid cloud analytics software. It has evolved from an enterprise database company to an enterprise analytics platform provider. The company was spun off from NCR Corporation in August 2007.

Teradata's analytics platform helps customers integrate and simplify their analytics ecosystem, access and manage data, and use analytics to extract answers and derive business value from data. The company is currently targeting "megadata" companies, the world's most demanding, large-scale users of data. These companies are experiencing a massive increase in data due to the digital revolution and an increase in the complexity, cost, and risk associated with managing the large number of data silos across heterogeneous environments.

Teradata believes that these "megadata" companies need an integrated analytical solution that can accommodate massive scale and speed across secure, hybrid-cloud architectures. The company's new analytics platform, Teradata Vantage, addresses the challenges faced by the "megadata" companies.

Teradata generated revenues of \$1.90 billion in 2019. At the end of 2019, annual recurring revenues (ARR) were \$1.43 billion, up 9% from 2018.

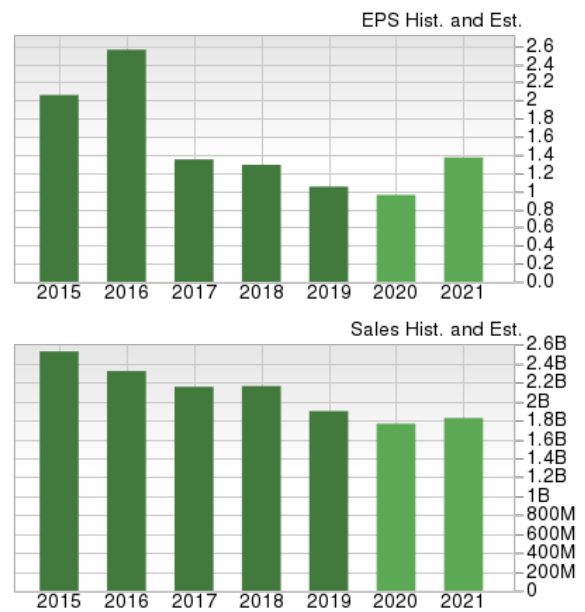
In the first quarter of 2018, the company changed its reporting segments to – Recurring (comprising revenues from subscription-based transactions and services and perpetual license related software upgrade rights and maintenance), Perpetual software licenses & hardware (which include revenues from on-premise perpetual transactions) and Consulting services.

Recurring, Perpetual software licenses & hardware and Consulting services accounted for 71.7%, 5.6% and 2.7% of total revenues, respectively, in 2019.

Effective Jan 1, 2019, Teradata manages its business under three geographic regions — the Americas region (North America and Latin America), the EMEA region (Europe, Middle East and Africa) and the APAC region (Asia Pacific and Japan).

Americas, EMEA and APAC accounted for 55.7%, 25.9% and 18.4% of total revenues, respectively, in 2019.

Teradata competes with large players such as Oracle, IBM, Microsoft, SAP and Dell to name a few.



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## Reasons To Buy:

- ▲ Teradata has significant presence in the key verticals of financial services, government and healthcare that are steadily strong despite the coronavirus crisis, thereby aiding the company's top line. Customers from these sectors contribute to more than 60% of the company's revenues.
- ▲ Teradata has largely completed its transition to a subscription-based business model, which is expected to be a long-term growth driver. The company's expanding cloud clientele (public cloud customers more than doubled in 2019), and growing recurring bookings (90%) and revenues are major growth drivers. Notably, subscription and cloud-related Annual Recurring Revenues (ARR) comprised 49% or nearly half of the company's total ARR in 2019. Teradata's solid portfolio of solutions is also expected to drive its share in the lucrative big data market.
- ▲ Moreover, gross margin expanded in 2019, up 270 basis points (bps), driven by revenue mix shift from lower-margin consulting and perpetual revenue to higher-margin recurring revenues. The trend is expected to continue in 2020. Additionally, improving operational efficiency due to the completion of the transition to a subscription business model is expected to help Teradata focus on investing more aggressively on cloud. Management expects cloud gross margin to expand substantially over the next 18 to 24 months.
- ▲ We expect long-term growth to come from strategic partnerships with companies such as Accenture, Capgemini, Deloitte, Cognizant, IBM, Wipro Limited, among others in the same niche market. We believe strengthening relationships with large vendors will drive revenues and bottom line over the long term.
- ▲ Teradata's analytics platform, Teradata Vantage, continues to gain momentum among megadata customers, having huge chunks of data. Notably, backlog grew 7% year over year in 2019, reflecting continued adoption. Further, 40% of the company's customer base is now on Vantage. The company continues to add features to the Vantage platform, both cloud and on-premise, to address customer needs for a high performance and massively scale hybrid analytics offering.

Teradata's premier market position, growing traction of Teradata Vantage, gross margin expansion opportunities and solid partner base are positives.

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### Reasons To Sell:

- ▼ Teradata's focus on high margin "megadata" consumers is hurting consulting revenues. This is expected to continue at least in the near term. The company is prioritizing higher value, higher margin, business-related consulting that leads to increasing adoption of Teradata Vantage. This strategy is also expected to hurt consulting profitability in the near term.
- ▼ Moreover, increasing mix of cloud recurring revenues, which have a low margin compared with overall recurring revenue gross margin, is expected to hurt gross margin expansion in 2020.
- ▼ Teradata competes with the likes of IBM and Oracle in the analytic data solutions markets. These IT bellwethers have a lot of financial flexibility and diverse revenue streams. These competitors are well-equipped to provide data warehousing and analytical services at a much lower cost. As a result, Teradata faces severe pricing pressure that is negatively impacting profitability.
- ▼ Teradata's cash-flow generation ability suffered in recent times. Free cash flow, which indicates the company's capacity to invest in its existing businesses, and pursue acquisitions and repurchases declined to \$89 million in 2019 from \$204 million reported in 2018. The company reported free cash outflow of \$2 million in first-quarter 2020, weighed on by coronavirus outbreak. Sluggish top-line growth amid stiff competition is expected to remain a drag on Teradata's ability to generate cash flow in the near term. Moreover, total debt (including current portion) as of Mar 31, 2020 was \$610 million compared with \$479 million as of Dec 31, 2019. The company suspended its share buyback program.

Focus on getting high margin "metadata" business, increasing mix of low-margin subscription-based revenues and intensifying competition are negatively impacting Teradata's growth.

## Last Earnings Report

### Teradata Q1 Earnings Beat Estimates, Revenues Fall Y/Y

Teradata reported first-quarter 2020 adjusted earnings of 27 cents per share, which beat the Zacks Consensus Estimate by 22.7% and also increased year over year by the same percentage.

Revenues of \$434 million, however, missed the consensus mark by 4%. The top line also declined 7.3% year over year. At constant currency (cc), revenues were down 6%.

Coronavirus negatively impacted Teradata's quarterly results. The company withdrew its full-year guidance due to uncertainties emanating from the pandemic.

Quarter Ending **03/2020**

| Report Date      | May 07, 2020 |
|------------------|--------------|
| Sales Surprise   | -4.07%       |
| EPS Surprise     | 22.73%       |
| Quarterly EPS    | 0.27         |
| Annual EPS (TTM) | 0.52         |

### Top-Line Details

Recurring revenues (79.5% of revenues) increased 4.2% year over year (up 6% at cc) to \$345 million.

Perpetual software license and hardware revenues (3.2% of revenues) plummeted 54.8% from the year-ago quarter (down 55% at cc) to \$14 million.

Consulting services revenues (17.8% of revenues) dropped 29.2% from the year-ago quarter (down 28% at cc) to \$75 million.

Revenues from Americas decreased 9.3% year over year (down 9% at cc) to \$244 million. Europe, Middle East & Africa (EMEA) revenues rose 4.4% from the year-ago quarter (up 6% at cc) to \$139 million. Revenues from the Asia-Pacific (APAC) were down 16.3% from the year-ago quarter (down 13% at cc) to \$72 million.

Total annual recurring revenues (ARR) at the end of the first quarter increased 6.3% year over year (up 8% at cc) to \$1.40 billion.

### Operating Details

Non-GAAP segment's gross margin expanded 270 basis points (bps) year over year to 54.1%. Americas, EMEA and APAC gross margins expanded 70 bps, 740 bps and 210 bps, respectively.

Recurring revenues gross margin expanded 380 bps on a year-over-year basis to 3.8%.

However, perpetual software license and hardware margin declined 10 bps to 1.2%.

Consulting services operating loss was \$5 million compared with loss of \$7 million in the year-ago quarter.

Selling, general & administrative (SG&A) as well as research & development (R&D) expenses, as a percentage of revenues, increased 410 bps and 20 bps, on a year-over-year basis.

Non-GAAP operating margin contracted 140 bps on a year-over-year basis to 7.4%.

### Balance Sheet & Other Details

As of Mar 31, 2020, Teradata had cash and cash equivalents of \$394 million compared with \$494 million as of Dec 31, 2019.

Total debt (including current portion) as of Mar 31, 2020 was \$610 million compared with \$479 million as of Dec 31, 2019.

In the first quarter, Teradata generated \$10 million of cash from operating activities compared with the year-ago quarter's \$49 million. The company's quarterly free cash outflow came in at \$2 million against the free cash flow of \$33 million in the year-ago quarter.

Moreover, Teradata repurchased 3.7 million shares for \$75 million. At the end of the first quarter, the company had approximately \$432 million remaining under its share buyback authorization. However, due to coronavirus-induced uncertainties, the company suspended its share buyback program.

### Guidance

For second-quarter 2020, recurring revenues are expected between \$348 million and \$352 million. Non-GAAP earnings are expected between 19 cents and 22 cents per share.

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## Recent News

On May 7, Teradata announced the appointment of Steve McMillan as president and chief executive officer as well as a member of the board of directors, effective Jun 8, 2020.

On Apr 29, Teradata announced the commercial availability of Vantage Customer Experience (CX).

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## Valuation

Teradata shares are down 21.5% in the year-to-date period and 39% over the trailing 12-month period. Stocks in the Zacks sub-industry are down 24.1%, while the same in the Zacks Computer & Technology sector are up 2.7% in the year-to-date period. Over the past year, the Zacks sub-industry is down 6.7%, while the sector is up 19.7%.

The S&P 500 index is down 8.1% in the year-to-date period but up 5.3% in the past year.

The stock is currently trading at 46.03X forward 12-month earnings compared with 12.26X for the Zacks sub-industry, 24.05X for the Zacks sector and 21.5X for the S&P 500 index.

Over the past five years, the stock has traded as high as 62.84X and as low as 10.65X, with a 5-year median of 28.44X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$22 price target reflects 48.33X forward 12-month earnings.

The table below shows summary valuation data for TDC

| Valuation Multiples - TDC |               |       |              |        |         |
|---------------------------|---------------|-------|--------------|--------|---------|
|                           |               | Stock | Sub-Industry | Sector | S&P 500 |
| P/E F12M                  | Current       | 46.03 | 12.26        | 24.05  | 21.5    |
|                           | 5-Year High   | 62.84 | 16.98        | 24.05  | 21.5    |
|                           | 5-Year Low    | 10.65 | 9.94         | 16.72  | 15.23   |
|                           | 5-Year Median | 28.44 | 12.14        | 19.24  | 17.49   |
| P/S F12M                  | Current       | 1.26  | 0.95         | 3.66   | 3.33    |
|                           | 5-Year High   | 2.81  | 1.41         | 3.66   | 3.44    |
|                           | 5-Year Low    | 1.06  | 0.8          | 2.32   | 2.53    |
|                           | 5-Year Median | 1.87  | 1.16         | 3.1    | 3.01    |
| EV/Sales TTM              | Current       | 1.3   | 1.24         | 4.14   | 2.88    |
|                           | 5-Year High   | 2.58  | 1.71         | 4.43   | 3.46    |
|                           | 5-Year Low    | 1.07  | 0.55         | 2.59   | 2.14    |
|                           | 5-Year Median | 1.59  | 1.33         | 3.58   | 2.82    |

As of 05/26/2020

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## Industry Analysis Zacks Industry Rank: Top 34% (86 out of 253)



## Top Peers

| Company (Ticker)                                  | Rec          | Rank |
|---------------------------------------------------|--------------|------|
| Amazon.com, Inc. (AMZN)                           | Neutral      | 3    |
| Alphabet Inc. (GOOGL)                             | Neutral      | 3    |
| International Business Machines Corporation (IBM) | Neutral      | 4    |
| Microsoft Corporation (MSFT)                      | Neutral      | 3    |
| Oracle Corporation (ORCL)                         | Neutral      | 3    |
| SAP SE (SAP)                                      | Neutral      | 4    |
| MicroStrategy Incorporated (MSTR)                 | Underperform | 5    |
| Verint Systems Inc. (VRNT)                        | Underperform | 5    |

| Industry Comparison Industry: Computer- Storage Devices |           |            |           | Industry Peers |            |              |
|---------------------------------------------------------|-----------|------------|-----------|----------------|------------|--------------|
|                                                         | TDC       | X Industry | S&P 500   | GOOGL          | ORCL       | VRNT         |
| Zacks Recommendation (Long Term)                        | Neutral   | -          | -         | Neutral        | Neutral    | Underperform |
| Zacks Rank (Short Term)                                 | 3         | -          | -         | 3              | 3          | 5            |
| VGM Score                                               | C         | -          | -         | C              | B          | A            |
| Market Cap                                              | 2.28 B    | 1.31 B     | 21.18 B   | 970.25 B       | 166.45 B   | 3.02 B       |
| # of Analysts                                           | 6         | 7          | 14        | 12             | 11         | 4            |
| Dividend Yield                                          | 0.00%     | 0.00%      | 2.03%     | 0.00%          | 1.82%      | 0.00%        |
| Value Score                                             | C         | -          | -         | C              | B          | B            |
| Cash/Price                                              | 0.18      | 0.24       | 0.06      | 0.12           | 0.16       | 0.15         |
| EV/EBITDA                                               | 15.00     | 5.54       | 12.37     | 16.90          | 11.00      | 17.68        |
| PEG Ratio                                               | 5.93      | 5.78       | 2.88      | 2.13           | 1.39       | 1.59         |
| Price/Book (P/B)                                        | 6.68      | 4.49       | 2.90      | 4.77           | 11.19      | 2.51         |
| Price/Cash Flow (P/CF)                                  | 10.85     | 9.92       | 11.55     | 20.47          | 11.97      | 11.13        |
| P/E (F1)                                                | 76.93     | 20.16      | 21.24     | 34.28          | 15.26      | 22.33        |
| Price/Sales (P/S)                                       | 1.22      | 1.22       | 2.24      | 5.82           | 4.19       | 2.31         |
| Earnings Yield                                          | 1.33%     | 1.42%      | 4.57%     | 2.92%          | 6.56%      | 4.47%        |
| Debt/Equity                                             | 1.60      | 0.20       | 0.76      | 0.08           | 3.31       | 0.74         |
| Cash Flow (\$/share)                                    | 1.94      | 0.07       | 6.96      | 69.45          | 4.41       | 4.20         |
| Growth Score                                            | C         | -          | -         | C              | C          | B            |
| Hist. EPS Growth (3-5 yrs)                              | -26.49%   | -6.87%     | 10.87%    | 23.83%         | 7.82%      | 4.93%        |
| Proj. EPS Growth (F1/F0)                                | -73.57%   | -0.83%     | -10.31%   | -15.64%        | -1.74%     | -41.69%      |
| Curr. Cash Flow Growth                                  | -7.74%    | -28.62%    | 5.46%     | 12.62%         | -0.35%     | 10.44%       |
| Hist. Cash Flow Growth (3-5 yrs)                        | -17.98%   | 6.16%      | 8.55%     | 19.91%         | -1.03%     | 0.84%        |
| Current Ratio                                           | 1.08      | 1.49       | 1.29      | 3.66           | 2.12       | 1.42         |
| Debt/Capital                                            | 61.61%    | 40.71%     | 44.54%    | 7.07%          | 76.82%     | 42.63%       |
| Net Margin                                              | 8.26%     | -2.58%     | 10.59%    | 20.71%         | 27.06%     | 2.20%        |
| Return on Equity                                        | 17.91%    | 1.66%      | 16.29%    | 17.43%         | 64.68%     | 12.80%       |
| Sales/Assets                                            | 0.90      | 0.90       | 0.55      | 0.62           | 0.39       | 0.44         |
| Proj. Sales Growth (F1/F0)                              | -6.97%    | 0.00%      | -2.34%    | 4.64%          | -0.09%     | 3.45%        |
| Momentum Score                                          | D         | -          | -         | A              | C          | A            |
| Daily Price Chg                                         | 3.19%     | 0.88%      | 2.82%     | 0.58%          | 0.30%      | 3.57%        |
| 1 Week Price Chg                                        | 3.98%     | 6.67%      | 4.99%     | 2.93%          | -0.57%     | 6.77%        |
| 4 Week Price Chg                                        | -12.64%   | 2.67%      | 3.55%     | 15.32%         | -0.79%     | 9.31%        |
| 12 Week Price Chg                                       | 3.50%     | 1.97%      | -4.95%    | 6.25%          | 8.05%      | -10.43%      |
| 52 Week Price Chg                                       | -38.94%   | -5.78%     | -3.04%    | 24.73%         | 1.99%      | -18.91%      |
| 20 Day Average Volume                                   | 1,124,409 | 267,017    | 2,429,758 | 1,963,851      | 10,065,686 | 404,371      |
| (F1) EPS Est 1 week change                              | 0.00%     | 0.00%      | 0.00%     | 0.00%          | 0.00%      | 0.00%        |
| (F1) EPS Est 4 week change                              | -46.22%   | 0.00%      | -2.27%    | 1.08%          | -0.20%     | 0.00%        |
| (F1) EPS Est 12 week change                             | -50.45%   | -22.62%    | -16.39%   | -23.97%        | -0.21%     | -29.44%      |
| (Q1) EPS Est Mthly Chg                                  | -94.07%   | 0.00%      | -4.03%    | -2.44%         | -0.69%     | 0.00%        |

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## Zacks Stock Rating System

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

### Zacks Recommendation

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

### Zacks Rank

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

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### Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

|                |   |
|----------------|---|
| Value Score    | C |
| Growth Score   | C |
| Momentum Score | D |
| VGM Score      | C |

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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