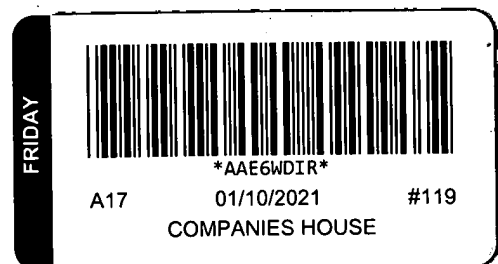


**Teradata (UK) Limited**  
**(Registered number: 06239196)**

**Annual Report and Financial Statements**  
**For the Year Ended 31 December 2020**



## **Teradata (UK) Limited**

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## **Teradata (UK) Limited**

### **Director and Other Information**

**Director**

Pascal Mazure

**Company secretary**

Christine Brennan

**Registered office**

3 London Bridge Street

London

SE1 9SG

**Registered number**

06239196

**Independent auditor**

Blick Rothenberg Audit LLP

Chartered Accountants & Statutory Auditor

16 Great Queen Street

Covent Garden

London

WC2B 5AH

## **Teradata (UK) Limited**

### **Strategic Report for the Year Ended 31 December 2020**

The director presents the strategic report for the year ended 31 December 2020.

#### **Principal activities**

Teradata is a global leader in analytic data solutions and related services. We help customers access and manage data and extract business value and insight from their data. We also provide marketing and analytic applications that are designed to leverage data to help customers discover and exploit new insights such as:

- improving organisations' effectiveness in marketing to their customers,
- determining and maximising customer and product profitability,
- more accurately forecasting consumer demand, and
- creating more predictable and less costly supply chains.

Our consulting services allow customers to maximize the use of and obtain greater value from their analytics and marketing investments. Our services include a broad range of offerings including consulting to help organisations design, optimise and manage their analytic and big data environments, either on-premises or in the cloud. Our value-added consulting services provide expertise in: data architecture services, cloud ("software as a service", "analytics as a service"), private cloud, managed services, and related installation services.

Teradata UK focus our efforts on the leading companies across a broad set of industries, including banking and financial services, insurance, telecommunications, entertainment (including gaming and media), retail, government, manufacturing, transportation and travel. We currently have relationships with over 50 major organisations operating in these sectors, although the extent to which any given customer contributes to our revenues generally varies significantly from year to year and quarter to quarter.

#### **Business review**

The global pandemic continues to impact the global economy up to the date of signing these financial statements, however the director does not believe that the trade of the company has been negatively impacted.

Turnover in 2020 increased from its 2019 level by 1%, as a result of the company focusing its consulting resources on strategic engagements that have driven increased software consumption within its targeted customer base and an increase in the level of hardware sold to customers. This increase in the sale of goods has resulted in a fall in gross margin, but has been accompanied by a fall in administrative expenses.

As a business we continued to: -

- deliver services that enable customers to achieve best-in-class analytics.
- target multiple market segments, with our extended family of compatible data warehouse platforms and Aster solution.
- invest in partnerships to successfully maximise solutions available on our platforms.
- actively search for new sales territories.

Overall, analytics are growing in importance as global businesses seek new means to drive business value from the ever-increasing amounts and types of data and, as a result, we expect Teradata's market leading position and investments in strategic areas of focus to position us for future growth. This growth is not expected to be without its challenges from general economic conditions, competitive pressures, alternative technologies, and other risks and uncertainties. However, we believe that our market and revenue generation potential remain strong, as existing customers continue to invest in and expand the size and scope of their analytical ecosystems due to growth in the number of users, amounts of data, and types and complexity of workloads, queries and analytics.

## Teradata (UK) Limited

### Strategic Report (continued)

#### For the Year Ended 31 December 2020

##### Results and dividends

The company's profit after taxation for the year ended 31 December 2020 amounted to £926,000 (2019: £1,460,000 as restated).

The company is in a strong financial position at 31 December 2020 with £8.0 million (2019: £3.3 million) in cash and cash equivalents and equity shareholders' funds of £13.7 million (2019: £12.9 million).

##### Key performance indicators

KPIs are monitored by Teradata Group management at group level in the US and local management is responsible for the day-to-day activities of the company. The activities of the company are dependent on group's strategy for each division of business. Activities in the United Kingdom are monitored based on revenue, gross margin and operating expenses from the business. The performance of the business during 2020 against the KPIs noted below was in line with the director's expectations and the forecasts prepared for the year.

	2020	2019	2018
	(as restated)		
	£'000	£'000	£'000
Revenue	48,346	48,037	57,789
Gross margin	40,181	41,363	53,247
Operating expenses	38,880	39,368	49,387

Management also monitors a number of non-financial KPIs to align company performance to strategic goals.

	2020	2019
Staff retention	71%	66%
Debtors' days	107 days	168 days

##### Principal risks and uncertainties

###### *Economic Pressures and Uncertainty*

The IT industry in which we operate is susceptible to significant changes in the strength of the economy and the financial health of companies that make capital commitments for new technologies. Whilst the economic impact of the Brexit vote on the spending patterns of current and prospective customers is yet to be observed, any consequent downturns or uncertainty in the economy or certain economic sectors (such as retail, manufacturing, financial services or government) may adversely impact our business, the timing of purchases or the ability of our customers to fulfil their obligations to us.

###### *Competition*

The IT industry is intensely competitive and evolving, and competitive pressures could adversely affect our pricing practices or demand for our products and services. Our industry is characterised by rapidly changing technology, evolving industry standards, frequent new product instructions, and price and cost reductions. To compete successfully in this environment, we must rapidly and continually design, develop and market solutions and related products and services that are valued in the marketplace.

## **Teradata (UK) Limited**

### **Strategic Report (continued)**

### **For the Year Ended 31 December 2020**

#### **Principal risks and uncertainties (continued)**

##### *Open Source Software*

The growing market acceptance of open source software and lower cost alternatives present benefits and challenges for our industry. We have developed a version of the Teradata database software to operate on open source and alternative platforms and have incorporated other types of open source software into our products, allowing us to enhance certain solutions without incurring substantial additional research and development costs and expand our solution offerings.

##### *Analytic Data Solutions Market*

If the overall analytic data solutions market declines or does not grow, we may sell fewer products and services and our business may not be able to sustain and/or grow its current level of operations. As the market trends toward more limited IT spending, there could be fewer customer transactions, or smaller transactions, or customers delaying investments in our products and services.

##### *Revenue Mix Variability*

Our revenue is variable depending on the mix of products and services in any given period, and changes in the mix of products and services that we sell could materially adversely affect our operating results. In addition, when we use third parties to supplement some consulting services we provide to customers, this generally results in lower margin rates. As a result, increases in consulting services revenues as a percentage of our total revenues may decrease overall margins. As we implement part of our business transformation plan and shift from upfront perpetual licenses to recurring subscription models for both on-premises and cloud offerings, our revenue mix may be impacted.

##### *Renewal Rates and Support Services Pricing Pressures*

If our existing customers fail to renew their support agreements, or if customers do not license updated software products on terms favourable to us, our recurring revenues could be adversely affected.

Replacements of older Teradata systems often result in less hardware maintenance revenue since Teradata's newer hardware is designed to be more powerful, use less energy and require less floor space. However, it is common that when a customer replaces an older platform, they often also expand the size and scope of their Teradata system, resulting in an increase in maintenance revenue, though not at the same rate as product revenue.

#### **Employment of disabled persons**

The company is committed to providing equal opportunities to employees. The company gives full consideration to application for employment from disabled persons where the candidate's particular aptitudes and abilities are consistent with adequately meeting the requirements of the job. Opportunities are available to disabled employees for training, career development and promotion.

Should employees become disabled during employment, every effort would be made to continue their employment and, if necessary, appropriate training would be provided.

## **Teradata (UK) Limited**

### **Strategic Report (continued)**

#### **For the Year Ended 31 December 2020**

##### **Employee involvement**

The company regards communication with its employees as a key aspect of its policies. Information is given to employees about employment matters and about the financial and economic factors affecting performance through management channels.

##### **Future developments**

The company's on-going execution of its transformation plan, to realign its business to focus on the core data and analytics business, addresses the challenges posed by the analytical ecosystem, and cloud and open source software. It also addresses customers' changing behaviours in how they buy, consume and deploy analytic solutions.

We continue to believe that analytics will remain a high priority for companies and longer term will drive growth for Teradata's leading solutions. Teradata's technology is highly differentiated with our ability to handle the concurrency and service level agreements of hundreds to thousands of mission-critical users and applications. In addition, we believe the company has the opportunity for continued revenue growth from both the expansion of our existing customers' analytical ecosystems (through growth in Teradata private and public cloud, Teradata big data analytics, and our value-added services and solutions) as well as the addition of new customers.

##### **Statement by the directors on performance of their statutory duties in accordance with s.172(1) Companies Act 2006**

The director is required to act in the way he considers would be most likely to promote the success of the company for the benefits of its members as a whole, with regards to the matters below, and working in collaboration with the company's senior leadership team and the Teradata group management team in order to achieve this.

(a) The likely consequences of any decision in the long term.

The directors are required to prepare forecasts by group management. These forecasts require the board to consider the long term impact of all strategic decisions.

(b) The interests of the company's employees

The board considers our employees to be our greatest asset and the interests of our employees are always considered when decisions are made. We conduct staff surveys to obtain the views of our employees. The result of these staff surveys are presented to the board and shared with employees together with action plans to address issues raised.

In addition, we hold regular employee briefings to update all employees on business performance and development. We encourage and recognise employee contribution to the company's success through feedback in staff appraisals and performance based remuneration policies.

## Teradata (UK) Limited

### Strategic Report (continued)

#### For the Year Ended 31 December 2020

##### Statement by the directors on performance of their statutory duties in accordance with s.172(1) Companies Act 2006 (continued)

- (c) The need to foster the company's business relationships with suppliers, customers, and others.

Teradata is very focused on its customers and consumers. The director and senior leadership team work closely with customers to build long term relationship, which is reflected in our high customer retention.

Whilst the majority of purchases are made from the Teradata group, we have a procurement team in place who work closely with other third party suppliers across the business. We aim to work in partnership with our suppliers, to treat them fairly and to use them to drive innovation, change and efficiency across the business. We expect our suppliers to reflect similar values and behaviours to our own.

- (d) The impact of the company's operations on the community and the environment.

We have an impact on the communities and society we operate within. The Teradata cares program is designed to make a positive difference where we live and work, with a strategic focus on doing good with data. Teradata employees are encouraged and empowered to seek out opportunities to engage with their individual communities according to their own specific interests. Key areas of focus include improving youth education, strengthening neighbourhoods and caring for the environment and supporting sustainability.

- (e) The desirability of the company maintaining a reputation for high standards of business conduct.

We believe it's crucial that we are trusted by all stakeholders to maintain the highest standards in everything we do as a business. We aim to always do the right thing with our customers, consumers, and suppliers.

The Teradata ethics and compliance program is designed to identify and address the needs and expectations of Teradata's internal and external stakeholders. A review of who the stakeholders are and what their needs and expectations are, is undertaken no less than annually by the ethics and compliance office. We have an employee code of conduct which all employees must read and understand. Additionally, all employees undertake an annual ethics e-learning course. Teradata has a low-risk appetite for reputational risk such considerations are always part of the decision-making process.

- (f) The need to act fairly between members of the company.

Teradata U.K. Ltd. is a wholly owned subsidiary of Teradata Corporation and the director and senior management have regular and open dialogue with its representatives.

## **Teradata (UK) Limited**

### **Strategic Report (continued)**

#### **For the Year Ended 31 December 2020**

##### **COVID-19 and going concern**

In March 2020, a global pandemic was declared by the WHO related to the rapidly growing outbreak of COVID-19. The director has considered the continuing impact in 2021 of the current Covid-19 pandemic on the company's operations, with a particular focus on its effect on the company's employees, customers and suppliers. To date, COVID-19 has not had any significant impact on, or disruption of, the company's operations.

The company is in a strong financial position at 31 December 2020, with £8.0 million cash and cash equivalents, net current assets of £10,000 and equity shareholders funds of £13.7 million.

The director has taken account of the impact on the Company of the COVID-19 related restrictions on activities from in its going concern assessment, with a particular focus on its effect on the company's employees, customers and suppliers. The company is continuing its move from a perpetual to a recurring revenue model for external customers and are focusing its consulting resources on higher margin engagements. Consistent with the position across Teradata Corporation, the company is focused on managing its cost base.

The director has considered that current uncertainties surrounding COVID-19 would not have a material impact on our ability to continue as a going concern as of the approval date. The director has received confirmation from Teradata Corporation that it intends to support the company for at least 12 months from the date of approval of these financial statements and after making enquiries the directors are satisfied that Teradata Corporation, as the provider of working capital and software services to the company, has the ability to provide this support. Therefore, the director is satisfied that the going concern basis is appropriate in the preparation of these financial statements.

##### **Prior year adjustment**

The method of recognition of the expense of share-based payments had been calculated incorrectly in the prior year. Had the expense been calculated correctly in the prior year then the share option expense would have increased by £636,000 from £1,101,000 to £1,738,000 with a corresponding reduction in the profit for the financial year from £2,098,000 to £1,460,000. In addition, retained earnings would have decreased from £1,534,000 to £897,000 and the share option reserve would have increased from £7,948,000 to £8,585,000

This report was approved by the sole director and signed.

DocuSigned by:

*Pascal Mazure*

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Pascal Mazure  
Director

Date: 29 September 2021

## Teradata (UK) Limited

### Streamlined energy and carbon reporting for the Year Ended 31 December 2020

#### Emissions and energy consumption

The UK Government's streamlined energy and carbon reporting (SER) policy was implemented on the 1<sup>st</sup> April 2019. This is the company's first-time adoption of disclosure on energy and carbon. The tables below are a summary of greenhouse gas emissions and energy consumption for the year ended 31<sup>st</sup> December 2020.

<b>Total Energy Consumption KWh</b>	<b>KWh</b>
Electricity	65,262
Natural Gas	18,206
Motor Fuel	314,315
<b>Emissions in Metric Tons CO2E</b>	<b>Tons CO2E</b>
Electricity	15
Natural Gas	4
Motor Fuel	96
<b>Emissions Intensity Ratio</b>	<b>Metric Tons CO2E / GBP revenue in Millions</b>
	<b>2.4</b>

#### Methodology

Emissions are calculated primarily using metered activity data, but estimates based on appropriate proxies when metered activity data is not available. Teradata uses the 2020 CHG Conversion Factors for Company Reporting published by the UK's department for business, energy, and industrial strategy to calculate emissions.

#### Comparison to previous year

As this is the first SECR Report submitted by Teradata (UK) Limited, there is no comparison to the previous reporting year's carbon emissions or energy consumption.

#### Intensity ratio

We measure our annual emissions in relation to total turnover (our 'intensity ratio'). As a revenue-based business, total turnover is quantifiable factor associated with our activities. For the year ended 31 December 2020, the tonne per £m of revenue was 2.4tCO<sub>2e</sub>.

#### Primary energy efficiency measures implemented

The director is mindful of environmental issues and takes all reasonable steps to ensure that the emissions from the company's rented business space is minimised.

## **Teradata (UK) Limited**

### **Director's Report for the Year Ended 31 December 2020**

The director presents his report and audited financial statements for the year ended 31 December 2020.

#### **Directors**

The directors who served during the year were:

Aleksandar Puljic (resigned 30<sup>th</sup> Sep 2020)  
Pascal Mazure (appointed 30<sup>th</sup> Sep 2020)

#### **Results and dividends**

The company's profit after taxation for the year ended 31 December 2020 amounted to £926,000 (2019: profit of £1,460,000).

The director does not recommend the payment of a dividend (2019 dividend payment: nil).

#### **Director's responsibilities statement**

The director is responsible for preparing the strategic report, the director's report and the financial statements in accordance with applicable law and regulations.

Company law requires the director to prepare financial statements for each financial year. Under that law the director has elected to prepare the financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice), including Financial Reporting Standard 101 Reduced Disclosure Framework (FRS 101). Under company law the director must not approve the financial statements unless he is satisfied that they give a true and fair view of the state of affairs of the company and of the profit or loss of the company for that period. In preparing these financial statements, the director is required to:

- select suitable accounting policies for the company's financial statements and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The director is responsible for keeping adequate records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and to enable him to ensure that the financial statements comply with the Companies Act 2006. The director is also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

#### **Matters covered in the strategic report**

As permitted by S414c (11) of the Companies Act 2006, the director has elected to disclose information, required to be in the director's report by Schedule 7 of the 'Large and Medium-sized Companies and Groups (Accounts and Reports) Regulations 2008', in the strategic report.

**Teradata (UK) Limited**

**Director's Report (continued)  
For the Year Ended 31 December 2020**

**Disclosure of information to auditor**

Each of the persons who is a director at the time when this director's report is approved has confirmed that:

- so far as the director is aware, there is no relevant audit information of which the company's auditor is unaware, and
- that director has taken all the steps that ought to have been taken as a director in order to be aware of any relevant audit information and to establish that the company's auditor is aware of that information

This report was approved by the sole director and signed.

DocuSigned by:  
*Pascal Mazure*  
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Pascal Mazure  
Director

Date: 29 September 2021

## **Teradata (UK) Limited**

### **Independent Auditor's Report to the members of Teradata (UK) Limited for the Year Ended 31 December 2020**

#### **Opinion**

We have audited the financial statements of Teradata (UK) Limited (the 'company') for the year ended 31 December 2020, which comprise the statement of comprehensive income, the statement of financial position, the statement of changes in equity and the related notes, including a summary of significant accounting policies. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards, including Financial Reporting Standard 101 'Reduced Disclosure Framework'.

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2020 and of its profit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (UK) (ISAs (UK)) and applicable law. Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report. We are independent of the company in accordance with the ethical requirements that are relevant to our audit of the financial statements in the United Kingdom, including the Financial Reporting Council's Ethical Standard, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### **Conclusions relating to going concern**

In auditing the financial statements, we have concluded that the directors' use of the going concern basis of accounting in the preparation of the financial statements is appropriate.

- Based on the work we have performed, we have not identified any material uncertainties relating to events or conditions that, individually or collectively, may cast significant doubts on the company's ability to continue as a going concern for a period of at least 12 months from when the financial statements are authorised for issue.
- Our responsibilities and the responsibilities of the directors with respect to going concern are described in the relevant sections of this report.

## **Teradata (UK) Limited**

### **Independent Auditor's Report to the members of Teradata (UK) Limited (continued) for the Year Ended 31 December 2020**

#### **Other information**

The director is responsible for the other information. The other information comprises the information included in the annual report, other than the financial statements and our auditor's report thereon. Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If we identify such material inconsistencies or apparent material misstatements, we are required to determine whether there is a material misstatement in the financial statements or a material misstatement of the other information. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact.

We have nothing to report in this regard.

#### **Opinion on other matters prescribed by the Companies Act 2006**

In our opinion, based on the work undertaken in the course of the audit:

- the information given in the strategic report and the director's report for the financial year for which the financial statements are prepared is consistent with the financial statements; and
- the strategic report and the director's report have been prepared in accordance with applicable legal requirements.

#### **Matters on which we are required to report by exception**

In the light of the knowledge and understanding of the company and its environment obtained in the course of the audit, we have not identified material misstatements in the strategic report or the director's report.

We have nothing to report in respect of the following matters in relation to which the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of director's remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit.

## **Teradata (UK) Limited**

### **Independent Auditor's Report to the members of Teradata (UK) Limited (continued) For the year ended 31 December 2020**

#### **Responsibilities of directors**

As explained more fully in the director's responsibilities statement on page 7, the director is responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view, and for such internal control as the director determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the director is responsible for assessing the company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the director either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so.

#### **Auditor's responsibilities for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs (UK) will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

Irregularities, including fraud, are instances of non-compliance with laws and regulations. We design procedures in line with our responsibilities, outlined above, to detect material misstatements in respect of irregularities, including fraud. The extent to which our procedures are capable of detecting irregularities, including fraud is detailed below:

- the engagement partner ensured that the engagement team collectively had the appropriate competence, capabilities and skills to identify or recognise non-compliance with applicable laws and regulations;
- we identified the laws and regulations applicable to the company through discussions with directors and other management, and from our commercial knowledge and experience of the sectors in which the company operate;
- we focused on specific laws and regulations which we considered may have a direct material effect on the financial statements or the operations of the company, including the Companies Act 2006, taxation legislation and employment, environmental and health and safety legislation;
- we assessed the extent of compliance with the laws and regulations identified above through making enquiries of management and inspecting legal correspondence; and
- identified laws and regulations were communicated within the audit team regularly and the team remained alert to instances of non-compliance throughout the audit.

## **Teradata (UK) Limited**

### **Independent Auditor's Report to the members of Teradata (UK) Limited (continued) for the Year Ended 31 December 2020**

#### **Auditor's responsibilities for the audit of the financial statements (continued)**

We assessed the susceptibility of the company's financial statements to material misstatement, including obtaining an understanding of how fraud might occur, by:

- making enquiries of management as to where they considered there was susceptibility to fraud, their knowledge of actual, suspected and alleged fraud; and
- considering the internal controls in place to mitigate risks of fraud and non-compliance with laws and regulations.

To address the risk of fraud through management bias and override of controls, we:

- performed analytical procedures to identify any unusual or unexpected relationships;
- reviewed the nominal ledger, including testing a sample of journal entries to identify unusual transactions;
- assessed whether judgements and assumptions made in determining the accounting estimates set out in note 3 were indicative of potential bias; and
- investigated the rationale behind significant or unusual transactions.

In response to the risk of irregularities and non-compliance with laws and regulations, we designed procedures which included, but were not limited to:

- agreeing financial statement disclosures to underlying supporting documentation;
- reading the minutes of meetings of those charged with governance;
- enquiring of management as to actual and potential litigation and claims; and
- reviewing correspondence with HMRC and relevant regulators.

There are inherent limitations in our audit procedures described above. The more removed that laws and regulations are from financial transactions, the less likely it is that we would become aware of non-compliance. Auditing standards also limit the audit procedures required to identify non-compliance with laws and regulations to enquiry of the directors and other management and the inspection of regulatory and legal correspondence, if any.

Material misstatements that arise due to fraud can be harder to detect than those that arise from error as they may involve deliberate concealment or collusion.

A further description of our responsibilities for the audit of the financial statements is located on the Financial Reporting Council's website at: [www.frc.org.uk/auditorsresponsibilities](http://www.frc.org.uk/auditorsresponsibilities). This description forms part of our auditor's report.

**Teradata (UK) Limited**

**Independent Auditor's Report to the members of Teradata (UK) Limited  
(continued)  
for the Year Ended 31 December 2020**

**Use of our report**

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an Auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members, as a body, for our audit work, for this report, or for the opinions we have formed.

*Blick Rothenberg Audit LLP*

Simon Rothenberg (Senior statutory auditor)

for and on behalf of  
**Blick Rothenberg Audit LLP**

Statutory Auditor & Chartered Accountants

16 Great Queen Street  
Covent Garden  
London  
WC2B 5AH

Date: 30 September 2021

**Teradata (UK) Limited****Statement of Comprehensive Income  
for the year ended 31 December 2020**

		2020	2019
	Note	£'000	(as restated) £'000
<b>Profit and Loss Account</b>			
Turnover	4	48,346	48,037
Cost of sales		(8,165)	(6,674)
<b>Gross profit</b>		<b>40,181</b>	<b>41,363</b>
Administrative expenses		(38,880)	(39,368)
<b>Operating profit</b>	5	<b>1,301</b>	<b>1,995</b>
Interest receivable and similar income	9	12	36
Interest payable and similar charges	10	-	(56)
<b>Profit before taxation</b>		<b>1,313</b>	<b>1,975</b>
Taxation on profit	11	(387)	(515)
<b>Profit for the financial year</b>		<b>926</b>	<b>1,460</b>
<b>Other Comprehensive Income</b>			
Other comprehensive income for the year, net of tax		-	-
<b>Total comprehensive profit for the financial year</b>		<b>926</b>	<b>1,460</b>

The notes on pages 19 to 40 form part of these financial statements.

**Teradata (UK) Limited****Statement of Financial Position  
(Registered number: 06239196)**

<b>At 31 December</b>		<b>2020</b>	<b>2019</b>
	<b>Note</b>	<b>£'000</b>	<b>(as restated) £'000</b>
<b>Fixed assets</b>			
Intangible assets	12	9,206	9,206
Tangible assets	13	7,260	8,421
		<b>16,466</b>	<b>17,627</b>
<b>Current assets</b>			
Stock	14	724	120
Receivables: amounts falling due after more than one year	15	2,079	3,598
Receivables: amounts falling due within one year	15	20,645	29,604
Cash and cash equivalents		7,993	3,307
		<b>31,441</b>	<b>36,629</b>
<b>Creditors</b>			
Amounts falling due within one year	16	(31,431)	(38,485)
		<b>10</b>	<b>(1,856)</b>
<b>Net current assets / (liabilities)</b>			
		<b>16,476</b>	<b>15,771</b>
<b>Total assets less current liabilities</b>			
<b>Creditors</b>			
Amounts falling due after more than one year	16	(2,484)	(2,881)
Provision for liabilities	17	(321)	(33)
		<b>13,671</b>	<b>12,857</b>
<b>Net assets</b>			
<b>Capital and reserves</b>			
Share capital	18	3,375	3,375
Share option reserve		8,473	8,585
Retained earnings		1,823	897
		<b>13,671</b>	<b>12,857</b>
<b>Total equity</b>			

The financial statements were approved and authorised for issue by the sole director.

DocuSigned by:

*Pascal Mazure*

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Pascal Mazure

Director

Date: 29 September 2021.

## Teradata (UK) Limited

### Statement of Changes in Equity for the year ended 31 December 2020

	Called up share capital	Share options reserves	Retained earnings	Total equity
	£'000	£'000	£'000	£'000
<b>At 1 January 2019</b>	<b>3,375</b>	<b>7,875</b>	<b>(581)</b>	<b>10,669</b>
Profit for the financial year (as restated)	-	-	1,460	1,460
<b>Total comprehensive income for the financial year</b>	-	-	1,460	1,460
Currency translation adjustment	-	-	18	18
Share-based payments charge (as restated)	-	1,739	-	1,739
Share-based payments recharge	-	(1,029)	-	(1,029)
<b>At 31 December 2019 and at 1 January 2020 (as restated)</b>	<b>3,375</b>	<b>8,585</b>	<b>897</b>	<b>12,857</b>
Profit for the financial year	-	-	926	926
<b>Total comprehensive income for the financial year</b>	-	-	926	926
Share based payments charge	-	787	-	787
Share based payments recharged	-	(899)	-	(899)
<b>At 31 December 2020</b>	<b>3,375</b>	<b>8,473</b>	<b>1,823</b>	<b>13,671</b>

## **Teradata (UK) Limited**

### **Notes to the Financial Statements for the Year Ended 31 December 2020**

#### **1. General information**

The financial statements of Teradata UK Limited for the year ended 31 December 2020 were authorised for issue by the sole director on the 29 September 2021.

The company is a private company limited by shares and is incorporated and domiciled in England and Wales. The principal place of business and registered office is 3 London Bridge Street, London, SE1 9SG.

These financial statements were prepared in accordance with Financial Reporting Standard 101 Reduced Disclosure Framework (FRS 101) and in accordance with the Companies Act 2006.

The principal accounting policies adopted by the company are set out in note 2.

#### **2. Accounting policies**

##### **Basis of preparation of financial statements**

These financial statements have been prepared under the historical cost convention and in accordance with Financial Reporting Standard 101 *Reduced Disclosure Framework* ("FRS 101"). The amendments to FRS 101 (2014/15 Cycle) issued in July 2015 and effective immediately have been applied.

The company was, at the end of the year, a wholly-owned subsidiary of Teradata Corporation, a company incorporated in the United States, whose registered office is 17095 Via Del Campo, San Diego, CA 92127, United States of America. In accordance with the exemption given in Section 401 of the Companies Act 2006, the company is not required to produce, and has not published, consolidated accounts. These financial statements therefore present information about the company as an individual undertaking and not about its group.

In preparing these financial statements, the company applies the recognition, measurement and disclosure requirements of International Financial Reporting Standards as adopted by the EU ("Adopted IFRSs"), but makes amendments where necessary in order to comply with the Companies Act 2006 and has applied the exemptions available under FRS 101 in respect of the following disclosures as equivalent disclosure is included in the parent company financial statements (see note 25):

- statement of cash flows and related notes
- disclosures in respect of the compensation of Key Management Personnel
- certain disclosures relating to financial instruments
- certain disclosures relating to share based payment arrangements

The company's financial statements are presented in Sterling, which is also the company's functional currency. All values are rounded to the nearest thousand pounds (£'000).

The principal accounting policies applied in the preparation of the financial statements are set out below. These policies have been consistently applied for all years presented, unless otherwise stated.

There are no new, but not yet effective IFRSs that are likely to have an impact on the financial statements.

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 2. Accounting policies (continued)

##### Going concern and impact of Covid-19

In March 2020, a global pandemic was declared by the WHO related to the rapidly growing outbreak of COVID-19. The director has considered the impact of the current Covid-19 pandemic on the company's operations, with a particular focus on its effect on the company's employees, customers and suppliers. To date, COVID-19 has not had any significant impact on, or disruption of, the company's operations. The global pandemic continues to impact the global economy up to the date of signing these financial statements.

The director has formed a judgment at the time of approving the financial statements that there is a reasonable expectation that the company has adequate resources to continue in operational existence for the foreseeable future.

The company is continuing its move from a perpetual to a recurring revenue model for external customers and is focusing its consulting resources on higher margin engagements. Consistent with the position across the Teradata Corporation the company is focused on managing its cost base.

The director has received confirmation from Teradata Corporation, the sole supplier of software services, that it intends to support the company for at least 12 months from the date of approval of these financial statements and after making enquiries the director is satisfied that Teradata Corporation has the ability to provide this support.

The director has considered that current uncertainties surrounding COVID-19 would not have a material impact on the company's ability to continue as a going concern as of the approval date. Therefore, the director is satisfied that the going concern basis is appropriate in the preparation of these financial statements.

##### Goodwill

Goodwill represents the excess of the cost of a business combination over the total acquisition date fair value of the identifiable assets, liabilities and contingent liabilities acquired.

Cost comprises the fair value of assets given, liabilities assumed and equity instruments issued. Goodwill is capitalised as an intangible asset in line with the requirements of FRS101. It is reviewed annually for impairment with any impairment in carrying value being charged to profit or loss.

Impairment is when the carrying amount exceeds the recoverable amount, being the higher of the value in use and the fair value less costs to sell.

The recoverable amount of the cash generating unit was determined based on value in use calculations which require the use of assumptions. The calculations use cash flow projections based on financial budgets approved by management covering a five year period, followed by an extrapolation of expected cash flows for the remaining useful life, using a growth rate determined by management. The discount rate reflects appropriate adjustments relating to market risk.

Long term growth rate	3.5%
Discount rate	4.0%

The recoverable amount is estimated to exceed the carrying amount at the 31<sup>st</sup> Dec by £47,000,000.

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 2. Accounting policies (continued)

The Companies Act 2006 requires acquired goodwill to be reduced by provisions for amortisation calculated to write off the amount systematically over a period chosen by the director, not exceeding its useful economic life. It has been deemed, however, the non-amortisation of goodwill is a departure from the requirements of the Companies Act 2006, for the overriding purpose of giving a true and fair view.

The effect of this departure has not been quantified because it is impracticable and, in the opinion of the director, would be misleading. However, the effect of amortising over a useful life of 10 years would be a charge of £921,000 (2019: £921,000) against operating profit, and a reduction of £4,066,000 (2019: £3,145,000) in the carrying value of goodwill in the balance sheet.

#### Tangible fixed assets

All tangible assets are stated at historic cost less depreciation. The cost of fixed assets is their purchase cost, together with any incidental costs of acquisition.

At each reporting date the company makes an assessment of any indication of impairment. If such an indication exists, the recoverable amount of the asset is determined at the higher of its fair value less costs to sell and its value in use. An impairment loss is recognised where the carrying value exceeds the recoverable amount.

Depreciation is calculated so as to write off the cost of fixed assets, on a straight line basis over the expected useful economic lives of the assets concerned. The principal annual rates used for this purpose are:

Fixtures and fittings	20%
Office equipment	20%-25%
Rental equipment	over the rental term
Leasehold improvements	over the lease term
Right-of-use assets	over the lease term

Fixed assets are derecognised upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss on disposal of the asset is included in the Statement of Comprehensive Income in the period of derecognition.

#### Stock

Stock is stated at the lower of cost and net realisable value, being the estimated selling price less costs to complete and sell, valued on a first in first out basis and consists of consumables and finished goods purchased for resale. Where necessary, provision is made for obsolete, slow moving and defective stock. Any movements in the provisions are recognised immediately in the Statement of Comprehensive Income.

#### Current taxation

Tax is recognised in the Statement of Comprehensive Income. Current tax is the amount of income tax payable in respect of taxable profit for the year or prior years.

The current income tax charge is calculated on the basis of tax rates and laws that have been enacted or substantively enacted by the reporting date in the countries where the company operates and generates income.

## **Teradata (UK) Limited**

### **Notes to the Financial Statements for the Year Ended 31 December 2020**

#### **2. Accounting policies (continued)**

##### **Deferred taxation**

Deferred tax balances are recognised in respect of all timing differences that have originated but not reversed by the reporting date, except that:

- The recognition of deferred tax assets is limited to the extent that it is probable that they will be recovered against the reversal of deferred tax liabilities or other future taxable profits; and
- Any deferred tax balances are reversed if, and when, all conditions for retaining associated tax allowances have been met.

Deferred tax balances are not recognised in respect of permanent differences except in respect of business combinations, when deferred tax is recognised on the differences between the fair values of assets acquired and the future tax deductions available for them and the differences between the fair values of liabilities acquired and the amount that will be assessed for tax. Deferred tax is determined using tax rates and laws that have been enacted or substantively enacted by the reporting date.

##### **Cash and cash equivalents**

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less and bank overdrafts.

##### **Share based payments**

The company participates in an equity-settled, share-based compensation plan managed by Teradata Corporation. The fair value of the employee services received in exchange for the grant of the options is recognised as an expense. The total amount to be expensed over the vesting period is determined by reference to the fair value of the options granted, excluding the impact of any non-market vesting conditions (for example, profitability and sales growth targets). Non-market vesting conditions are included in assumptions about the number of options that are expected to vest. At each Statement of Financial Position date, the entity revises its estimates of the number of options that are expected to vest. It recognises the impact of the revision to original estimates, if any, in the Statement of Comprehensive Income. The credit entry is taken to reserves because the equity is issued by the ultimate parent company, Teradata Corporation.

##### **Share capital**

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

##### **Related party transactions**

In accordance with FRS 101, the company has taken advantage of the exemption from disclosing transactions with wholly owned entities that are part of Teradata Corporation group, as the company is a wholly owned subsidiary of Teradata Corporation.

FRS 101 also exempts entities from disclosure of compensation for key management personnel as required by IAS 24. There were no other related party transactions.

## **Teradata (UK) Limited**

### **Notes to the Financial Statements for the Year Ended 31 December 2020**

#### **2. Accounting policies (continued)**

##### **IFRS 15: Revenue from contracts with customers**

The company adopted IFRS 15 from 1 January 2018 using the cumulative catch up method.

The standard provides a single comprehensive model for revenue recognition. The core principle of the standard is that an entity shall recognise revenue to depict the transfer of promised goods or services to customers at an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

The standard introduced a new contract-based revenue recognition model with a measurement approach that is based on an allocation of the transaction price. This is described further in the accounting policies below.

A transaction price is allocated to each performance obligation in an amount that depicts the amount of consideration to which Teradata expects to be entitled for satisfying each performance obligation. The amount of consideration is allocated at contract inception on a relative standalone selling price basis. The standalone selling price is the price to which Teradata would sell a promised good or service separately to a customer.

Credit risk is presented separately as an expense rather than adjusted against revenue. Contracts with customers are presented in an entity's statement of financial position as a contract liability, a contract asset, or a receivable, depending on the relationship between the entity's performance and the customer's payment.

Customer acquisition costs and costs to fulfil a contract can, subject to certain criteria, be capitalised as an asset and amortised over the contract period.

Management assessed the impact of application of the new standard and there was no material impact on the company's financial statements.

##### **Turnover**

Turnover represents sales on the invoiced value of goods and services supplied, excluding value added tax and trade discounts.

Turnover is generated from delivering goods, rendering services and performing other activities that constitute the company's central operations to customers in accordance with contractual terms and conditions.

It is the company's policy to recognise a sale when it is a) realised or realisable and b) the earnings process is complete. The company defines this as occurring upon completion of its contractual obligations to the customer as evidenced by performance, transfer of title and risk of loss to the customer and fulfilment of the other revenue recognition criteria defined herein.

Maintenance services revenue is recognised over the period during which the services are rendered.

Hardware revenue is recognised at the point of delivery unless the customer's ability to use the hardware is contingent on the existence of a service contract. Where the ability to use the hardware is contingent on the existence of a service contract the revenue recognised on the sale of hardware is recognised over the duration of the service contract.

Turnover generated from the leasing of assets is recognised on a straight line basis over the expected lifetime of the lease.

## **Teradata (UK) Limited**

### **Notes to the Financial Statements for the Year Ended 31 December 2020**

#### **2. Accounting policies (continued)**

##### **Turnover (continued)**

Turnover generated from the provision of professional services and training is recognised at the point of delivery.

The criteria that must be met in all transactions before revenue recognition can occur are:

- Persuasive evidence that an arrangement exists
- Delivery of product and/or service has occurred
- The fee is fixed or determinable
- Collectability is probable

Each of the above four conditions must be met by the end of an accounting period in order to recognise revenue from a particular transaction. If any condition fails to be satisfied, revenue recognition must be deferred until the period in which the final condition is met.

Contract assets primarily relate to the company's right to consideration for work completed but not billed at the reporting date. The contract assets are transferred to receivables when the rights become unconditional.

Costs to obtain or fulfil a contract relate to commissions paid to staff and prepaid software costs. These are recognised in receivables and amortised on a straight line basis over the life of the contracts that they relate.

Customers are invoiced inline with the payment schedules set out in their purchase agreements. Any differences that arise between the timing of the revenue to be recognised and that invoiced are recognised as a contract asset or liability.

The company has standard credit terms of 30 days.

##### **IFRS 16 'Leases'**

The Company adopted account standard IFRS 16 'Leases' - which replaces IAS 17 Leases and IFRIC 4 Determining Whether an Arrangement Contains a Lease, effective 1 January 2019.

IFRS 16 provides a single lessee accounting model, eliminating the distinction between operating and finance leases for lessees and instead requiring all lessees to recognise right of use assets and lease liabilities for all leases subject to some limited exemptions for short term leases and leases of low value assets. The Company leases an office building and a number of motor vehicles and the agreements are typically made for fixed term periods.

Until the 2018 financial year, leases of property, plant and equipment were classified as either finance leases or operating leases. From 1 January 2019, leases are recognised as a right-of-use asset and a corresponding liability at the date at which the leased asset is available for use by the company.

## **Teradata (UK) Limited**

### **Notes to the Financial Statements for the Year Ended 31 December 2020**

#### **2. Accounting policies (continued)**

##### **Leases (continued)**

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:

- Fixed payments (including in-substance fixed payments), less any lease incentives receivable;
- Variable lease payments that are based on an index or a rate, initially measured using the index or rate as at the commencement date;
- Amounts expected to be payable by the company under residual value guarantees;
- The exercise price of a purchase option if the company is reasonably certain to exercise that option; and
- Payments of penalties for terminating the lease, if the lease term reflects the company exercising that option.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be readily determined, which is generally the case for leases in the company, the lessee's incremental borrowing rate is used, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to the right-of-use asset in a similar economic environment with similar terms, security and conditions.

Right-of-use assets are measured at cost comprising the following:

- The amount of the initial measurement of lease liability;
- Any lease payments made at or before the commencement date less any lease incentives received;
- Any initial direct costs; and
- Restoration costs.

Right-of-use assets are generally depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis. If the company is reasonably certain to exercise a purchase option, the right-of-use asset is depreciated over the underlying asset's useful life.

Lease income from operating leases where the company is a lessor is recognised in income on a straight-line basis over the lease term. Initial direct costs incurred in obtaining an operating lease are added to the carrying amount of the underlying asset and recognised as expense over the lease term on the same basis as lease income. The respective leased assets are included in the balance sheet based on their nature.

Payments associated with short-term leases of equipment and vehicles and all leases of low-value assets are recognised on a straight-line basis as an expense in profit or loss. Short-term leases are leases with a lease term of 12 months or less.

##### **Provisions**

A provision is recognised when the company has a legal or constructive obligation as a result of a past event; it is probable that an outflow of economic benefits will be required to settle the obligation; and a reliable estimate can be made of the amount of the obligation.

Further details of the types of provisions held are provided in note 17.

## **Teradata (UK) Limited**

### **Notes to the Financial Statements for the Year Ended 31 December 2020**

#### **2. Accounting policies (continued)**

##### **Foreign currencies**

###### ***Functional and presentation currency***

The financial statements are presented in 'Pounds Sterling' (£), which is also the company's functional currency.

###### ***Transactions and balances***

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in the Statement of Comprehensive Income.

##### **Pensions**

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension cost charge disclosed in note 8 represents contributions payable by the company to the fund.

##### **Short-term employee benefits**

Employee entitlement to annual leave is recognised when it accrues to the employee. An accrual is made for the estimated liability of annual leave as a result of services rendered by employees up to the statement of financial position date.

##### **IFRS 9: Financial instruments**

The company adopted IFRS 9 from 1 January 2018 using the cumulative effect approach. The standard introduced new classification and measurement models for financial assets.

A financial asset shall be measured at amortised cost if it is held within a business model whose objective is to hold assets in order to collect contractual cash flows which arise on specified dates and that are solely principal and interest. A debt investment shall be measured at fair value through other comprehensive income if it is held within a business model whose objective is to both hold assets in order to collect contractual cash flows which arise on specified dates that are solely principal and interest as well as selling the asset on the basis of its fair value. All other financial assets are classified and measured at fair value through profit or loss unless the entity makes an irrevocable election on initial recognition to present gains and losses on equity instruments (that are not held for trading or contingent consideration recognised in a business combination) in other comprehensive income ('OCI').

Despite these requirements, a financial asset may be irrevocably designated as measured at fair value through profit or loss to reduce the effect of, or eliminate, an accounting mismatch. For financial liabilities designated at fair value through profit or loss, the standard requires the portion of the change in fair value that relates to the entity's own credit risk to be presented in OCI (unless it would create an accounting mismatch).

New simpler hedge accounting requirements are intended to more closely align the accounting treatment with the risk management activities of the entity.

New impairment requirements use an 'expected credit loss' ('ECL') model to recognise an allowance. Impairment is measured using a 12 month ECL method unless the credit risk on a financial instrument has increased significantly since initial recognition in which case the lifetime

## **Teradata (UK) Limited**

### **Notes to the Financial Statements for the Year Ended 31 December 2020**

#### **2. Accounting policies (continued)**

##### **IFRS 9: Financial instruments (continued)**

ECL method is adopted. For receivables, a simplified approach to measuring expected credit losses using a lifetime expected loss allowance is available.

Directly attributable transaction costs are included in the initial measurement of financial assets and liabilities only with respect to those assets and liabilities that are not subsequently measured at fair value through profit and loss. At each balance sheet date, the company assesses whether there is any objective evidence that any financial asset is impaired.

Financial assets and liabilities are recognised on the company's balance sheet when the company becomes a party to the contractual provisions of the financial asset or liability. Financial assets are derecognised from the balance sheet when the company's contractual rights to the cash flows expire or the company transfers substantially all the risks and rewards of the financial asset. Financial liabilities are derecognised from the company's balance sheet when the obligation specified in the contract is discharged, cancelled or expires.

Management assessed the impact of application of the new standard and there was no material impact on the company's financial statements.

##### **Assets held at amortised cost**

Assets held at amortised cost are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than:

(a) those that the company intends to sell immediately or in the short term, which are classified as held-for trading, and those that the entity upon initial recognition designates as at fair value through profit or loss; or

(b) those for which the holder may not recover substantially all of their initial investment, other than because of credit deterioration.

Assets held at amortised cost mainly consist of trade and other receivables. They are recognised initially at fair value and subsequently measured at amortised cost using the effective interest model. Where payments are not due for more than one year, they are shown in the financial statements at their net present value to reflect the economic cost of delayed payment. The company provides goods and services to substantially all of its customers on credit terms.

The company applies the IFRS 9 simplified approach to measuring expected credit losses which use a lifetime expected loss allowance for all trade receivables.

To measure the expected credit losses, trade receivables have been grouped based on shared credit risk characteristics and the days past due.

##### **Trade and other payables**

Trade payables comprise obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less (or in the normal operating cycle of the business if longer). If not, they are presented as non-current liabilities.

## **Teradata (UK) Limited**

### **Notes to the Financial Statements for the Year Ended 31 December 2020**

#### **Trade and other payables (continued)**

Trade payables include settlement processing obligations representing transactions that have been processed but not yet funded together with funds withheld from merchants that serve as collateral to minimise contingent liabilities associated with any losses that may occur under the merchant agreement ("merchant rolling reserve").

#### **2. Accounting policies (continued)**

Trade and other payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

#### **Interest-bearing borrowings**

Interest-bearing borrowings are recognised initially at fair value less attributable transaction costs. Subsequent to initial recognition, interest-bearing borrowings are stated at amortised cost using the effective interest method, less any impairment losses.

#### **3. Key estimates and judgements**

The financial statements are prepared in accordance with FRS 101. In connection with the preparation of these financial statements, the director is required to make assumptions, estimates and judgments that affect the reported amounts of assets, liabilities, revenues, expenses and the related disclosure of contingent liabilities. These assumptions, estimates and judgments are based on historical experience and assumptions that are believed to be reasonable at the time. However, because future events and their effects cannot be determined with certainty, the determination of estimates requires the exercise of judgment. The critical accounting policies are those that require assumptions to be made about matters that are highly uncertain. Different estimates could have a material impact on the financial results. Judgments and uncertainties affecting the application of these policies and estimates may result in materially different amounts being reported under different conditions or circumstances. The director periodically reviews these estimates and assumptions to ensure that the financial statements are presented fairly and are materially correct.

In many cases, the accounting treatment of a particular transaction is specifically dictated by GAAP and does not require significant management judgment in its application. There are also areas in which management's judgment in selecting among available alternatives would not produce a materially different result. The significant accounting policies and estimates that the director believes are the most critical to aid in fully understanding and evaluating our reported financial results are discussed in the paragraphs below.

#### **Stock-based compensation**

The compensation cost for stock awards is measured at fair value and recognised over the service period for which awards are expected to vest. Pricing models, including the Black-Scholes option pricing model and Monte Carlo simulation model, are used to estimate the fair value of stock-based compensation at the date of grant. These valuation models require the input of subjective assumptions, including expected volatility and expected term. In addition, estimates are made for forfeitures of options granted which are not expected to vest. The estimation of stock awards that will ultimately vest requires judgment, and to the extent that actual results or updated estimates differ from our current estimates, such amounts will be recorded as a cumulative adjustment in the period in which estimates are revised.

Many factors are considered when estimating expected forfeitures including types of awards and historical experience. Actual results and future changes in estimates may differ substantially from our current estimates.

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 3. Key estimates and judgements (continued)

##### Allocation of turnover to goods and services provided to customers

Turnover is recognised when goods and services are delivered to customers. Goods and services may be delivered to a customer at different times under the same contact, hence it is necessary to allocate the amount payable by the customer between goods and services on a 'relative standalone selling price basis'; this requires the identification of performance obligations and the determination of standalone selling prices for the identified performance obligations.

##### Impairment of goodwill

The director has exercised judgement in determining whether there is an indicator of impairment of the company's goodwill. Factors taken into consideration in reaching such a decision include the economic viability and expected future financial performance of the investments. In preparing the financial statements the director did not identify any indicators of impairment.

A review is performed at each reporting date to ascertain whether there is any impairment in the carrying value of goodwill. Such a review consists of determining the present value of future cash flows expected to be recovered from the cash generating unit to which the goodwill belongs and comparing the results against the carrying value of goodwill. Estimates are used in determining the future profitability and cash-granting ability of the cash-generating unit and the pre-tax discount rate used in discounting these project cash flows. Actual outcomes could be different from the estimates. In preparing the financial statements the director did not identify any impairments.

#### 4. Turnover

Turnover is primarily generated in three markets; data warehousing, big data analytics and marketing applications.

<b>Analysis of turnover by country of destination:</b>	<b>2020</b>	<b>2019</b>
	<b>£'000</b>	<b>£'000</b>
UK	<b>48,346</b>	<b>48,037</b>
	<b>48,346</b>	<b>48,037</b>
<b>Analysis of turnover by class of business:</b>	<b>2020</b>	<b>2019</b>
	<b>£'000</b>	<b>£'000</b>
Sale of goods	<b>23,528</b>	<b>18,064</b>
Rendering of services	<b>24,818</b>	<b>29,973</b>
	<b>48,346</b>	<b>48,037</b>

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 4. Turnover (continued)

##### Analysis of turnover by pattern of revenue recognition:

	2020 £'000	2019 £'000
Point in time	5,562	11,495
Over time	42,784	36,542
	<u>48,346</u>	<u>48,037</u>

The following aggregated amounts of transaction prices relate to the performance obligations from existing contracts that are unsatisfied or partially unsatisfied as at 31 December 2020:

	2020 £'000	2019 £'000
Revenue expected to be recognised in less than one year	32,320	29,544
Revenue expected to be recognised in 2 – 5 years	13,487	27,913
<b>Total</b>	<u>45,807</u>	<u>57,457</u>

#### Contract balances

	Contract assets For the year ended 31 December 2020 \$000	Contract assets For the year ended 31 December 2019 \$000
At 1 January	457	910
Transfers in the period from contract assets to trade receivables	(457)	(910)
Amounts included in contract liabilities that was recognised as revenue during the period	-	-
Excess of revenue recognised over cash (or rights to cash) being recognised during the period	111	457
Cash received in advance of performance and not recognised as revenue during the period	-	-
	<u>111</u>	<u>457</u>

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 5. Operating profit

The operating profit is stated after charging/(crediting):

	2020 £'000	2019 £'000
Depreciation charge / amortisation	2,115	2,020
Right of use depreciation	620	567
Impairment of trade debtors	-	(147)
Amortisation of costs to obtain or fulfil a contract with a customer	3,265	3,171
Net foreign currency exchange differences	582	147
Cost of inventory recognised within cost of sales	7,319	4,982
Research and development costs	366	420
	<u>366</u>	<u>420</u>

#### 6. Auditor's remuneration

The company paid the following amounts to its auditors for services provided during the year:

	2020 £'000	2019 £'000
Audit of the financial statements	58	59
	<u>58</u>	<u>59</u>

#### 7. Employee information and directors' emoluments

The average monthly number of employees, including the director, during the year was as follows:

	2020 Number	2019 Number
Management and administration	52	49
Engineering and technical support	72	107
Sales	63	55
	<u>187</u>	<u>211</u>

	2020 £'000	2019 (as restated) £'000
Staff costs including director's remuneration were as follows:		
Wages and salaries	24,528	25,544
Social security costs	3,324	3,241
Other pension costs – note 8	1,602	1,660
Share based payments – note 22	787	1,738
	<u>30,241</u>	<u>32,183</u>

Employee entitlement to annual leave is recognised when it accrues to the employee. An accrual is made for the estimated liability of annual leave as a result of service rendered by employees up to the end of the financial year.

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 7. Employee information and director's emoluments (continued)

The expected cost of compensated absences is recognised as an expense as the employee render service that increase their entitlement or, in the case of non-accumulating absences, when the absence occurs.

##### Director's emoluments

	2020 £'000	2019 £'000
Aggregate emoluments and benefits	-	-
Retirement benefits	-	-
	<u>-</u>	<u>-</u>

During the year no director (2019: nil) exercised share options and became entitled to receive shares under the Teradata Corporation 2007 Stock Incentive Plan. Retirement benefits were accruing to no director (2019: nil) in respect of defined contribution pension schemes.

The highest paid director received remuneration of £nil (2019: £Nil). The value of the company's contributions paid to a defined contribution pension scheme in respect of the highest paid director amounted to £nil (2019: £Nil). The directors were remunerated in a fellow Teradata group company.

#### 8. Retirement benefits

The company has a defined contribution plan for its employees. Payments charged to the statement of comprehensive income during the year amounted to £1,602,000 (2019: £1,660,000). The outstanding liability as at 31 December 2020 was £Nil (2019: £Nil).

#### 9. Interest receivable and similar income

	2020 £'000	2019 £'000
Interest receivable	12	36
	<u>12</u>	<u>36</u>

#### 10. Interest payable and similar charges

	2020 £'000	2019 £'000
Interest payable	-	56
	<u>-</u>	<u>56</u>

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 11. Taxation

Analysis of the tax charge:	<b>2020</b>	2019
	<b>£'000</b>	£'000
Corporation tax charge for the year	<b>387</b>	515
Total tax charge	<b>387</b>	515

The tax assessed for the period is lower (2019: Higher) than the standard rate of corporation tax in the UK. The differences are explained below:

	<b>2020</b>	2019 (as restated)
	<b>£'000</b>	£'000
Profit on ordinary activities before tax	<b>1,313</b>	1,975
Profit multiplied by the applicable rate of tax in the UK of 19% (2019: 19%)	<b>249</b>	375
Expenses not deductible for tax purposes	<b>20</b>	(24)
Accelerated capital allowances and timing differences	<b>163</b>	48
Transfer pricing adjustment	<b>-</b>	171
Utilisation of tax losses	<b>(45)</b>	(55)
Total tax charge	<b>387</b>	515

Deferred tax assets not recognised in the financial statements are as follows:

	<b>2020</b>	2019
	<b>£'000</b>	£'000
Depreciation in excess of capital allowances	<b>55</b>	36
Short term timing differences	<b>133</b>	130
Tax losses carried forward	<b>455</b>	497
	<b>643</b>	663

The company has estimated trading losses available for carry forward against future trading profits of £2,390,000 (2019 £2,610,000)

The potential deferred tax asset is not recognised as the director regards it as uncertain that there will be suitable taxable profits from which the future reversal of the underlying timing differences can be deducted. The tax losses were transferred from Big Data Partnership Limited to the company as a result of the asset transfer completed in July 2016

In the Spring Budget 2021 on 3 March 2021, the Government announced that from 1 April 2023 the corporation tax rate would increase to 25% for companies with profits of over £250,000. A small profits rate will also be introduced for companies with profits of £50,000 or less so that they will continue to pay corporation tax at 19%. From this date companies with profits between £50,000 and £250,000 will pay tax at the main rate reduced by a marginal relief providing a gradual increase in the effective corporation tax rate. This new law was substantively enacted on 24 May 2021. As such no adjustment had been made to the tax balances in these financial statements.

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 12. Intangible fixed assets

	Goodwill	Total
<b>Cost</b>	<b>£'000</b>	<b>£'000</b>
At 1 January 2020	30,715	30,715
Additions	-	-
<b>At 31 December 2020</b>	<b>30,715</b>	<b>30,715</b>
<b>Accumulated amortisation and impairment</b>		
At 1 January 2020	(21,509)	(21,509)
Charge for the financial year	-	-
<b>At 31 December 2020</b>	<b>(21,509)</b>	<b>(21,509)</b>
<b>Net book value</b>		
<b>At 31 December 2020</b>	<b>9,206</b>	<b>9,206</b>
At 31 December 2019	9,206	9,206

#### Goodwill

Goodwill which arose from the separation of the Teradata business from NCR Corporation in 2007 is now fully amortised.

Goodwill which arose from the acquisition of Aprimo (UK) Ltd in 2011 is now fully impaired.

Goodwill which arose from the acquisition of eCircle Limited in 2014 is now fully impaired.

Goodwill arose during the acquisition of Big Data Partnership Limited on 21 July 2016, and has a net book value of £9,206,428. It is subject to an annual impairment review under Financial Reporting Standard 101 Reduced Disclosure Framework (FRS 101).

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 13. Tangible fixed assets

	Leasehold Improvements	Fixtures, Fittings & Equipment	Rental Equipment	Right of use Assets	Total
Cost	£'000	£'000	£'000	£'000	£'000
At 1 January 2020	1,080	1,788	6,104	3,233	12,205
Additions	115	533	553	408	1,609
Disposal	-	(36)	-	-	(36)
<b>At 31 December 2020</b>	<b>1,195</b>	<b>2,285</b>	<b>6,657</b>	<b>3,641</b>	<b>13,778</b>
<b>Accumulated depreciation &amp; Amortisation</b>					
At 1 January 2020	(498)	(972)	(1,746)	(567)	(3,783)
Charge for the financial year	(152)	(354)	(1,609)	(620)	(2,735)
<b>At 31 December 2020</b>	<b>(650)</b>	<b>(1,326)</b>	<b>(3,355)</b>	<b>(1,187)</b>	<b>(6,518)</b>
<b>Net book value At 31 December 2020</b>	<b>545</b>	<b>959</b>	<b>3,302</b>	<b>2,454</b>	<b>7,260</b>
At 31 December 2019	582	816	4,357	2,666	8,421

#### 14. Stock

	2020 £'000	2019 £'000
Finished goods	559	-
Consumables	165	120
	<b>724</b>	<b>120</b>

There is no significant difference between the replacement cost of finished goods and consumables and their carrying amounts.

Finished goods is presented net of a provision of £274,000 (2019: £160,000) in relation to slow or obsolete stock.

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 15. Receivables

##### a) Amounts falling due within one year

	2020	2019
	£'000	£'000
Trade receivables	14,194	22,132
Amounts owed by group undertakings	2,787	4,642
Prepayments and accrued income	736	385
Costs to obtain or fulfil a contract	2,919	2,424
Other receivables	9	21
	<u>20,645</u>	<u>29,604</u>

##### Included in receivables

- Trade receivables impairment provision during the year is £nil (2019: £215,000).
- The amount owed by group undertakings relates to current trading balances and falls due within one month. This amount is unsecured and does not bear any interest.

##### b) Amounts falling due after one year

	2020	2019
	£'000	£'000
Costs to obtain or fulfil a contract	2,021	3,511
Other receivables	58	87
	<u>2,079</u>	<u>3,598</u>

#### 16. Creditors:

##### a) Amounts falling due within one year

	2020	2019
	£'000	£'000
Trade creditors	906	1,540
Amounts owed to group undertakings	2,196	4,835
Taxation and social security	4,582	4,571
Lease Liabilities	721	711
Other creditors	19	305
Accruals and deferred income	23,007	26,523
	<u>31,431</u>	<u>38,485</u>

The amount owed to group undertakings relates to a current trading balance and falls due within one month. This amount is unsecured and does not bear any interest.

**Teradata (UK) Limited****Notes to the Financial Statements for the Year Ended 31 December 2020****16. Creditors (continued)****b) Amounts falling due after one year**

	2020 £'000	2019 £'000
<b>Amounts falling due after one year and less than five years:</b>		
Deferred income	121	51
Lease Liabilities	2,363	2,830
	<u>2,484</u>	<u>2,881</u>

**17. Provisions for liabilities**

	Warranty £'000	Lease restoration £'000	Employee expenses £'000	W.E.E.E £'000	Total £'000
At 1 January 2020	28			5	33
Charge for the year	-	185	109	-	294
Transfer to accruals and deferred income	(6)	-	-	-	(6)
<b>At 31 December 2020</b>	<u>22</u>	<u>185</u>	<u>109</u>	<u>5</u>	<u>321</u>

**Warranty**

The company provides its customers a standard manufacturer's warranty and records, at the time of the sale, a corresponding estimated liability for potential warranty costs. Estimated future obligations due to warranty claims are based upon historical factors such as labour rates, average repair time, travel time, number of service calls and cost of replacement parts.

For each consummated sale, the company recognises the total customer revenue and records the associated warranty liability using pre-established warranty percentages for that product class.

**Lease restoration**

A dilapidation provision is in place for the estimated future costs to restore the company's offices to their original condition when the respective leases end. The provision is based on third party evidence where applicable.

**Employee expenses**

A provision is in place for the estimated future employee costs. These costs are not subject to future performance, and are payable in May 2022.

**W.E.E.E (Waste electrical and electronic equipment)**

The provision for waste electrical and electronic equipment is calculated based on hardware sales. Any unused provision is released after 5 years.

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 18. Share capital

	2020	2019
	£	£
<b>Shares classified as equity</b>		
<b>Allotted, called-up and fully paid</b>		
3,375,002 ordinary shares of £1 each	<b>3,375,002</b>	3,375,002

There is a single class of ordinary shares. There are no restrictions on the distribution of dividends and the repayment of capital.

#### 19. Financial and capital commitments

As at 31 December 2020, the company has annual commitments under non-cancellable leases as follows:

	2020	2019
	£'000	£'000
Due within one year	841	711
Due within two to five years	<b>2,663</b>	2,830
	<b>3,504</b>	3,541

The company did not have any capital commitments at 31 December 2020. (2019: £nil.)

#### 20. Lease arrangements: Lessor

At the balance sheet date, the company had hardware rental contracts with customers for the following future minimum lease payments:

	2020	2019
	£'000	£'000
Due within one year	10,447	9,453
Due within two to five years	<b>8,632</b>	16,933
	<b>19,079</b>	26,386

#### 21. Reserves

##### Retained earnings

Retained earnings includes all current and prior period retained profits and losses.

##### Share options reserves

The share options reserve includes all equity-settled share based payments in the current and prior year periods.

#### 22. Share based payments

The company participates in its ultimate parent company's worldwide share compensation program under which the corporation grants options and share rights to eligible employees of its subsidiary companies.

The total charge for the year relating to employee share based payment plans was £787,184 (2019: £1,738,337 as restated), all of which related to equity-settled share based payment transactions.

## Teradata (UK) Limited

### Notes to the Financial Statements for the Year Ended 31 December 2020

#### 22. Share based payments (continued)

##### Stock options

The Compensation and Human Resource Committee of Teradata's Board of Directors has discretion to determine the material terms and conditions of option awards under both the 2007 Stock Incentive Plan and the 2012 Stock Incentive Plan (collectively, the "Teradata SIP"), provided that (i) the exercise price must be no less than the fair market value of Teradata common stock (as defined in both plans) on the date of grant, and (ii) the term must be no longer than ten years. Option grants generally have a four year vesting period.

For the year ended 31 December 2020, there were no options granted. Equity-settled share-based payments are measured at fair value at the grant date, estimated using the Black-Scholes option-pricing model.

##### *Restricted Stock and Restricted Stock Units*

The Teradata SIP provides for the issuance of restricted stock, as well as restricted stock units. These grants consist of both service-based and performance-based awards. Service-based awards typically vest over a three to four year period beginning on the effective date of grant. These grants are not subject to future performance measures. The cost of these awards, determined to be the fair market value at the date of grant, is expensed over the vesting period. For substantially all restricted stock grants, at the date of grant, the recipient has all rights of a stockholder, subject to certain restrictions on transferability and a risk of forfeiture. Performance-based grants are subject to future performance measurements over a one to four year period.

All performance-based shares that are earned in respect of an award will become vested at the end of the performance and/or service period provided the employee is continuously employed by the company and applicable performance measures are met. The fair value of each performance-based award is determined on the grant date, based on the company's stock price, and assumes that performance targets will be achieved. Over the performance period, the number of shares of stock that will be issued is adjusted upward or downward based upon management's assessment of the probability of achievement of performance targets. The ultimate number of shares issued and the related compensation cost recognised as expense will be based on a comparison of the final achievement of performance metrics to the specified targets.

Additional information concerning stock options outstanding as at 31 December 2020 is as follows:

Range of Exercise Prices USD	Number of Options	Weighted Average Exercise Price	Weighted Average remaining life
13.00 - 29.99	21,850	28.29	5.95
30.00 - 39.99	14,507	30.63	4.91
40.00 - 44.99	7,391	44.38	3.58
45.00 - 49.99	5,268	45.35	2.92
50.00 - 62.00	7,932	56.89	1.47

## **Teradata (UK) Limited**

### **Notes to the Financial Statements for the Year Ended 31 December 2020**

#### **23. Post statement of financial position events**

##### COVID-19

COVID-19 continues to impact businesses and economies in 2021. Teradata Corporation is following the requirements and advice of government authorities and the World Health Organization in relation to COVID-19. To date, COVID-19 has not had any significant impact on, or disruption of, the Company's operations.

As set out in Note 2 (Going Concern) the director is satisfied that Teradata Corporation has the ability to provide this support. The director is satisfied that it is appropriate to conclude that the company can continue in operational existence for the foreseeable future.

There were no other post balance sheet events that require disclosure in these financial statements.

#### **24. Prior year adjustment**

The method of recognition of the expense of share-based payments had been calculated incorrectly in the prior year. Had the expense been calculated correctly in the prior year then the share option expense would have increased by £636,000 from £1,101,000 to £1,738,000 with a corresponding reduction in the profit for the financial year from £2,098,000 to £1,460,000. In addition, retained earnings would have decreased from £1,534,000 to £897,000 and the share option reserve would have increased from £7,948,000 to £8,585,000

#### **25. Ultimate and immediate parent companies and controlling party**

The company's immediate parent company is Teradata Netherlands BV, a company incorporated in The Netherlands. Teradata Corporation is the ultimate parent company and ultimate controlling party of the smallest and largest group of which the company is a member and for which group financial statements are drawn up.

Financial statements can be obtained from:

Teradata Corporation  
World Headquarters  
17095 Via Del Campo  
San Diego, CA 92127  
United States of America

#### **26. Approval of financial statements**

The financial statements were approved and authorised for issue by the sole director on 29 September 2021 and were signed on that date.