



Talend Makes Big Gains with Large Enterprise Customers – Adds 130 New Logos in Q4

February 16, 2017

Eighth Consecutive Quarter of Accelerating Revenue Growth for Cloud and Big Data Integration Leader

REDWOOD CITY, Calif.--(BUSINESS WIRE)--Feb. 16, 2017-- [Talend \(NASDAQ:TLND\)](#), a global leader in [cloud](#) and [big data](#) integration software, announced that it reached a milestone of 1500 active customers in Q4 2016. The new customer wins in Q4 2016 included a large telecommunications provider, the world's largest insurance company, two of the top 10 pharmaceutical companies, and one of the world's largest multinational consumer goods companies. Talend also announced Q4 2016 record revenue of \$30.5M, which represents the eighth consecutive quarter of accelerating revenue growth.

"We are gaining a strong reputation as the go-to company for modern big data and cloud integration and this is driving our rapid growth," said Mike Tuchen, CEO, Talend. "The data needs of large enterprises have changed dramatically. Success is now measured by how quickly companies can adopt new technologies and platforms to help them drive organization-wide data-driven insights. Ultimately, it is this agility that Talend enables."

Research by IDC notes, "Data is becoming massively distributed between on-premises, hybrid, and cloud environments; organizations will not want to buy two different products, or pay for software under two different license models or, even worse, have to maintain multiple code bases depending on where data is. Data integration solutions that run on-premises should be easily portable to the cloud and vice versa."¹

Revenue from Talend's cloud and big data solutions grew over 100 percent year-over-year for the eighth consecutive quarter. Further underscoring its momentum with enterprise class customers, since January 2015, Talend has more than doubled the number of clients it has with annual subscription revenue of more than \$100K.

Recent customer wins were noteworthy in terms of both company size and breadth of industries they encompass. Talend added net-new customers in telecommunications, IT and education, and expanded existing relationships with a number of customers, including a large pharmaceutical firm, one of the world's largest fast food chains, and HP.

"We are seeing increased demand from enterprise organizations for emerging big data and also cloud-related software and infrastructure products and services to drive digital transformation initiatives and improve business efficiency," said Matt Aslett, research director, Data Platforms and Analytics, 451 Research. "Talend is well positioned with its data management and data integration expertise, along with its growing cloud business, to benefit from the confluence of these trends."

For more information on Talend's market momentum and customer references, visit www.talend.com or listen to a replay of its [Q4 year-end results here](#).

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About Talend

Talend (NASDAQ:TLND) is a next generation leader in cloud and big data integration software that helps companies become data driven by making data more accessible, improving its quality and quickly moving data where it's needed for real-time decision making. By simplifying big data through these steps, Talend enables companies to act with insight based on accurate, real-time information about their business, customers, and industry. Talend's innovative open-source solutions quickly and efficiently collect, prepare and combine data from a wide variety of sources allowing companies to optimize it for virtually any aspect of their business. Talend is headquartered in Redwood City, CA. For more information, please visit www.talend.com and follow us on Twitter: [@Talend](#).

¹ "Worldwide Data Integration and Integrity Software Market Shares, 2015: Year of Big Data and the Emergence of Self-Service," by Stewart Bond, IDC Research, June 2016.

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Source: Talend

Talend
Chris Taylor, 650-268-502
Vice President, Corporate Communications
Ctaylor@Talend.com