



Talend Management Transition Conference Call

January 9, 2020

Adam Meister:

Thank you. This is Adam Meister, Chief Financial Officer of Talend. Thank you for joining our call to discuss our management transition announced earlier this morning. Joining me on the call is Mike Tuchen, Talend's former Chief Executive Officer, as well as Christal Bemont, our new Chief Executive Officer and board member, and Steve Singh, Chairman of the Board of Directors.

During the call, our executives will make forward-looking statements within the meaning of the federal securities laws.

Forward-looking statements generally relate to future events or future financial or operating performance, and involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance, or achievements to differ materially from those contemplated by these forward-looking statements.

Forward-looking statements in this presentation include but are not limited to statements related to our business and financial performance and expectations and guidance for future periods, our expectations regarding our strategic product initiatives and their related benefits, and our expectations regarding the market.



Our expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected.

These risks include those set forth in the press release that we issued earlier today, as well as those more fully described in our filings with the Securities and Exchange Commission. The forward-looking statements in this presentation are based on the information available to us as of the date hereof. You should not rely on them as predictions of future events, and we disclaim any obligation to update any forward-looking statements except as required by law.

Let me now turn the call over to Mike Tuchen.

Mike Tuchen:

Thanks Adam, and thank you all for joining us on short notice. This morning we announced changes to our leadership team, and we wanted to take this opportunity to provide you with additional detail on the transition and new additions to our team.

I'm stepping down as CEO, a position I've had for over six years, and will continue in my role as a director. Before I turn the call over to our newly appointed CEO and director, Christal Bemont, I'd like to say how honored I am to have been a part of Talend's transformation from a startup to a publicly traded company with nearly \$250 million in revenue. Over the last six years we've grown



ARR by over 6 times. As we announced in our press release this morning, we expect total revenue for the fourth quarter of \$66.5 to \$67.0 million, above our previously announced guidance, and we achieved our goal of generating 50% of new ARR from the cloud in the fourth quarter. This marks an important milestone for Talend and is a natural transition point for me to pass the reins to Christal.

When I joined Talend, I had a vision for the Company to be the leading provider of data integration, and since then we've been executing toward this goal and made tremendous progress scaling the business. We made two important market bets when I joined Talend: big data and cloud. The big data market was exploding at the time and we quickly dominated the market for big data integration. During this time, we simultaneously began our transformation to the cloud, focusing first on our product strategy and development. Over the last two years we've extended this transformation across the entire Company. In particular we've rotated our go to market efforts to take advantage of the much larger global market opportunity that lies ahead of us in the cloud. Now as we position Talend to scale in its next phase of growth as a leader in cloud data integration, we believe the timing is right to make changes to the executive team and sales & marketing leadership. Leading Talend over the last six years has been the highlight of my career, and I'm confident that Christal brings the skills and experiences to lead Talend through the next phase of growth at scale. We've charted the course to achieve leadership in the cloud integration market, and that journey will require both SaaS DNA and a highly scalable go-to-market engine.



Christal brings exactly that, with extensive SaaS expertise and a demonstrated track record in defining and leading go-to-market strategies to scale cloud businesses. Christal was central to Concur's early transition to the cloud and building a sales organization that serves customers of all sizes across every industry around the world. Her deep cloud experience will be instrumental in accelerating Talend's cloud transformation and expanding the Company's go-to-market strategy. Over the past few months of getting to know Christal, I'm enthusiastic that in addition to her professional capabilities, she has demonstrated the unwavering integrity, strategic clarity and focus on people that define an exceptional leader.

Also, the addition of Ann-Christel Graham as Chief Revenue Officer, a newly created position, and Jamie Kiser as Chief Customer Officer, further deepens the leadership team's cloud experience. Ann-Christel brings nearly two decades of SaaS sales leadership, including managing complex, multi-million dollar sales cycles to Fortune 100 companies. Jamie has over 15 years of experience leading SaaS Operations, Client Success and Services teams for multi-billion dollar businesses at SAP Concur, Dell and Northrop Grumman.

In conjunction with these management additions, Talend also made enhancements to its sales and marketing leadership in Europe by adding a new General Manager of EMEA and new Head of EMEA Marketing.



These changes to the leadership team position Talend well to execute against the opportunity in front of it. I am grateful to have served as Talend's CEO, and would like to thank our employees, the board and our investors for their confidence in me these past six years. With that, I'd like to turn the call over to Christal.

Christal Bemont

Thank you, Mike, and hello everyone. I would like to start by saying how excited I am about the opportunity to serve as Talend's CEO.

In my prior role as Chief Revenue Officer at SAP Concur, I was responsible for leading worldwide sales and helping drive the growth of the business to more than a billion dollars. I have spent the last 15 years of my career growing and evolving Concur to meet the changing needs of its market. During that time, we recognized the value of data to our customers, and providing value and insights became a core tenant in our strategy and the value proposition that ultimately separated us from the competition. That experience is what inspired my interest in Talend, and I look forward to applying it to drive growth at Talend in its next chapter.

Talend is a recognized leader in data integration and is at a critical inflection point as it continues to scale its worldwide cloud integration business to \$1B and



beyond. As a firm believer in the importance of reliable data which can materially impact outcomes for businesses by unlocking insights and new growth areas, I'm very passionate about being part of Talend's future.

I am thrilled about the opportunity and look forward to leading the Company through its next phase of growth, extending its leadership in cloud integration for advanced analytics and operations. I look forward to working with Adam and the entire team at Talend as they've made this a great Company with a decisive strategy and a massive impact on the market ahead. I'll turn the call over to Steve for a few comments.

Steve Singh

Thank you, Christal. I want to thank Mike for his leadership over the last six years as CEO of Talend, and I look forward to his continued contributions to the Board of Directors. He has been instrumental in laying Talend's cloud foundation and growing the business from \$50 million to nearly a quarter billion in revenues. The next phase for Talend is the journey to a billion in revenue. As we considered the leader that could accelerate that path, I immediately thought about Christal, who I had worked with for over 15 years at Concur. I first introduced Christal to Talend as a CRO candidate and a possible successor to Mike as CEO. As the rest of the board and the leadership team got to know Christal, it was clear that she was ideally suited to step into that CEO role immediately, and to lead the next growth phase for Talend. Talend is solving critical challenges for its customers, in a



world where data is only becoming more pervasive, complex and ultimately imperative to business outcomes. We are passionate about transforming this market and are excited to have Christal on board as our CEO to lead that transformation. Christal, welcome to the Company. Mike, thank you for your service. And with that I want to turn this over to Adam to wrap up before we open the call for questions.

Adam Meister

Thank you Steve and thank you again everyone for joining us this morning. I would like to thank Mike for his tremendous contributions to Talend over the years and to welcome Christal, Ann-Christel and Jamie to the Talend team. I look forward to working with all of you.

As a reminder, since we are early in our quarterly close process, the updated guidance we provided in the press release issued earlier today is based on preliminary data. We now expect total revenue for the fourth quarter ended December 31, 2019 to be in the range of \$66.5 to \$67.0 million, versus guidance of \$65.4 million to \$66.4 million. Subscription revenue for the fourth quarter is expected to be in the range of \$58.8 to \$59.2, representing year over year growth of 21% to 22%. Talend Cloud represented 50% of new annual recurring revenue in the fourth quarter of 2019, achieving the goal we established in Q3 2018.



Before opening the call to questions, I would also like to note that because we are in our quiet period as we close the quarter, we will only be responding to questions related to the executive changes. Operator, can you now open the call to questions.