

Iteris Key Financial Metrics
(in thousands - unaudited)

	<u>Q3-FY19</u>	<u>Q2-FY19</u>	<u>Q1-FY19</u>
<u>Transportation Systems</u>			
Backlog - non-GAAP	\$45,202	\$48,381	\$40,702
Revenue	\$11,333	\$12,359	\$13,184
<i>Gross margin %</i>	<i>34.2%</i>	<i>33.3%</i>	<i>30.8%</i>
Segment operating income	\$1,147	\$1,771	\$1,358
<i>% revenue</i>	<i>10.1%</i>	<i>14.3%</i>	<i>10.3%</i>
<u>Roadway Sensors</u>			
Backlog - non-GAAP	\$6,044	\$5,368	\$6,229
Revenue	\$10,234	\$10,977	\$10,860
<i>Gross margin %</i>	<i>40.2%</i>	<i>45.5%</i>	<i>48.7%</i>
Segment operating income	\$1,153	\$2,477	\$1,833
<i>% revenue</i>	<i>11.3%</i>	<i>22.6%</i>	<i>16.9%</i>
<u>Agriculture & Weather Analytics</u>			
Backlog - non-GAAP	\$6,200	\$5,417	\$2,945
Revenue	\$1,573	\$1,081	\$1,431
<i>Gross margin %</i>	<i>57.4%</i>	<i>50.7%</i>	<i>58.7%</i>
Segment operating loss	(\$1,138)	(\$1,589)	(\$1,142)
<i>% revenue</i>	<i>-72.3%</i>	<i>-147.0%</i>	<i>-79.8%</i>
<u>Total Iteris</u>			
Backlog - non-GAAP	\$57,446	\$59,166	\$49,876
Revenue	\$23,140	\$24,417	\$25,475
<i>Gross margin %</i>	<i>38.4%</i>	<i>39.6%</i>	<i>40.0%</i>
Segment operating income (loss)	\$1,162	\$2,659	\$2,049
Corporate & other income (expense)	(\$3,668)	(\$4,055)	(\$3,640)
Operating loss - GAAP	(\$2,506)	(\$1,396)	(\$1,591)
<i>% revenue</i>	<i>-10.8%</i>	<i>-5.7%</i>	<i>-6.2%</i>
<u>Non-GAAP Adjustments:</u>			
Stock-based compensation	\$530	\$504	\$521
Amortization	\$273	\$285	\$265
Depreciation	\$198	\$198	\$265
Ag & Weather segment realignment	\$0	\$0	\$0
Total non-GAAP adjustments	\$1,001	\$987	\$1,051
Operating income (loss) - non-GAAP	(\$1,505)	(\$409)	(\$540)
<i>% revenue</i>	<i>-6.5%</i>	<i>-1.7%</i>	<i>-2.1%</i>
<u>Balance Sheet - key metrics</u>			
Cash, cash equivalents, and short-term investments	\$10,903	\$9,909	\$13,447
Working capital	\$14,152	\$15,809	\$16,520
Deferred revenue	\$3,920	\$3,928	\$3,975

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	<u>Q3-FY19</u>	<u>Q2-FY19</u>	<u>Q1-FY19</u>
Debt	\$0	\$0	\$0
Weighted ave shares outstanding-basic	33,265	33,242	33,201
Weighted ave shares outstanding-diluted	33,265	33,242	33,201
<u>Cash Flow</u>			
Operating activities - provided (used)	\$1,145	(\$3,252)	(\$2,026)
Investing activities - provided (used)	(\$336)	(\$292)	(\$204)
Financing activities - provided (used)	\$185	\$6	\$206
Increase/(decrease) in cash, cash equivalents, and short-term investments	\$994	(\$3,538)	(\$2,024)

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	<u>Q4-FY18</u>	<u>Q3-FY18</u>
<u>Transportation Systems</u>		
Backlog - non-GAAP	\$37,743	\$45,951
Revenue	\$13,090	\$13,571
<i>Gross margin %</i>	34.7%	33.4%
Segment operating income	\$2,169	\$2,207
<i>% revenue</i>	16.6%	16.3%
<u>Roadway Sensors</u>		
Backlog - non-GAAP	\$5,531	\$6,742
Revenue	\$10,774	\$11,042
<i>Gross margin %</i>	43.9%	42.7%
Segment operating income	\$1,442	\$2,048
<i>% revenue</i>	13.4%	18.5%
<u>Agriculture & Weather Analytics</u>		
Backlog - non-GAAP	\$4,203	\$5,390
Revenue	\$1,409	\$1,413
<i>Gross margin %</i>	52.3%	49.6%
Segment operating loss	(\$2,165)	(\$1,815)
<i>% revenue</i>	-153.7%	-128.5%
<u>Total Iteris</u>		
Backlog - non-GAAP	\$47,477	\$58,083
Revenue	\$25,273	\$26,026
<i>Gross margin %</i>	39.6%	38.2%
Segment operating income (loss)	\$1,446	\$2,440
Corporate & other income (expense)	(\$4,277)	(\$3,559)
Operating loss - GAAP	(\$2,831)	(\$1,119)
<i>% revenue</i>	-11.2%	-4.3%
<u>Non-GAAP Adjustments:</u>		
Stock-based compensation	\$457	\$448
Amortization	\$201	\$214
Depreciation	\$226	\$205
Ag & Weather segment realignment	\$547	\$0
Total non-GAAP adjustments	\$1,431	\$867
Operating income (loss) - non-GAAP	(\$1,400)	(\$252)
<i>% revenue</i>	-5.5%	-1.0%
<u>Balance Sheet - key metrics</u>		
Cash, cash equivalents, and short-term investments	\$15,471	\$16,803
Working capital	\$17,402	\$20,566
Deferred revenue	\$4,900	\$4,654

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	<u>Q4-FY18</u>	<u>Q3-FY18</u>
Debt	\$0	\$0
Weighted ave shares outstanding-basic	33,093	32,877
Weighted ave shares outstanding-diluted	33,093	34,258
<u>Cash Flow</u>		
Operating activities - provided (used)	(\$383)	\$2,636
Investing activities - provided (used)	(\$1,084)	(\$1,126)
Financing activities - provided (used)	\$135	\$371
Increase/(decrease) in cash, cash equivalents, and short-term investments	<u>(\$1,332)</u>	<u>\$1,881</u>