

Iteris Supplemental Financial Metrics
(in thousands - unaudited)

	<u>Q2-FY21</u>	<u>Q1-FY21</u>	<u>Q4-FY20</u>	<u>Q3-FY20</u>	<u>Q2-FY20</u>
<u>Transportation Systems</u>					
Backlog - non-GAAP	\$61,917	\$59,563	\$53,352	\$56,050	\$58,320
Revenue	\$14,966	\$14,764	\$16,329	\$15,314	\$14,031
Gross margin %	33.5%	34.0%	44.6%	36.0%	35.4%
Segment operating income	\$2,295	\$2,264	\$4,379	\$2,669	\$1,942
% revenue	15.3%	15.3%	26.8%	17.4%	13.8%

<u>Roadway Sensors</u>					
Backlog - non-GAAP	\$11,194	\$8,293	\$8,695	\$6,690	\$7,681
Revenue	\$14,290	\$13,236	\$12,584	\$11,423	\$12,555
Gross margin %	44.4%	44.2%	43.2%	44.8%	45.5%
Segment operating income	\$3,083	\$3,111	\$1,744	\$1,487	\$2,224
% revenue	21.6%	23.5%	13.9%	13.0%	17.7%

<u>Total Iteris</u>					
Backlog - non-GAAP	\$73,111	\$67,856	\$62,047	\$62,740	\$66,001
Revenue	\$29,256	\$28,000	\$28,913	\$26,737	\$26,586
Gross margin %	38.8%	38.8%	40.6%	39.8%	40.2%
Segment operating income	\$5,378	\$5,375	\$6,123	\$4,156	\$4,166
Corporate expenses	(\$4,400)	(\$4,144)	(\$4,715)	(\$4,608)	(\$4,384)
Amortization of intangible assets	(\$230)	(\$230)	(\$230)	(\$230)	(\$231)
Restructuring	\$0	(\$619)	\$0	(\$553)	\$0
AGI Acquisition costs	\$0	\$0	(\$198)	(\$118)	(\$766)
Operating income (loss) from continuing operations	\$748	\$382	\$980	(\$1,353)	(\$1,215)
% revenue	2.6%	1.4%	3.4%	-5.1%	-4.6%

<u>Adjusted EBITDA</u>					
Net income (loss) from continuing operations	\$719	\$418	\$1,082	(\$1,252)	(\$1,051)
Income tax expense	\$28	\$34	\$125	\$9	\$1
Depreciation expense	\$182	\$185	\$193	\$197	\$203
Amortization expense	\$363	\$361	\$382	\$373	\$336
Stock-based compensation	\$667	\$664	\$731	\$685	\$704
Restructuring charges	\$0	\$619	\$0	\$553	\$0
Acquisition costs	\$0	\$0	\$197	\$118	\$440
Total adjustments	\$1,240	\$1,863	\$1,628	\$1,935	\$1,684
Adjusted EBITDA	\$1,959	\$2,281	\$2,710	\$683	\$633
% revenue	6.7%	8.1%	9.4%	2.6%	2.4%

<u>Balance Sheet - key metrics</u>					
Cash and short-term investments	\$37,933	\$34,660	\$25,919	\$27,352	\$29,468
Working capital	\$45,980	\$43,983	\$32,514	\$30,227	\$31,683
Deferred revenue	\$5,003	\$5,732	\$5,963	\$5,392	\$5,387
Debt	\$0	\$0	\$0	\$0	\$0