

**Iteris Key Financial Metrics**  
(in thousands - unaudited)

	<u>Q3-FY19</u>	<u>Q2-FY19</u>	<u>Q1-FY19</u>
<b><u>Transportation Systems</u></b>			
Backlog - non-GAAP	\$45,202	\$48,381	\$40,702
Revenue	\$11,333	\$12,359	\$13,184
<i>Gross margin %</i>	34.2%	33.3%	30.8%
Segment operating income	\$1,147	\$1,771	\$1,358
<i>% revenue</i>	10.1%	14.3%	10.3%
<b><u>Roadway Sensors</u></b>			
Backlog - non-GAAP	\$6,044	\$5,368	\$6,229
Revenue	\$10,234	\$10,977	\$10,860
<i>Gross margin %</i>	40.2%	45.5%	48.7%
Segment operating income	\$1,153	\$2,477	\$1,833
<i>% revenue</i>	11.3%	22.6%	16.9%
<b><u>Agriculture &amp; Weather Analytics</u></b>			
Backlog - non-GAAP	\$6,200	\$5,417	\$2,945
Revenue	\$1,573	\$1,081	\$1,431
<i>Gross margin %</i>	57.4%	50.7%	58.7%
Segment operating loss	(\$1,138)	(\$1,589)	(\$1,142)
<i>% revenue</i>	-72.3%	-147.0%	-79.8%
<b><u>Total Iteris</u></b>			
Backlog - non-GAAP	\$57,446	\$59,166	\$49,876
Revenue	\$23,140	\$24,417	\$25,475
<i>Gross margin %</i>	38.4%	39.6%	40.0%
Segment operating income (loss)	\$1,162	\$2,659	\$2,049
Corporate & other income (expense)	(\$3,668)	(\$4,055)	(\$3,640)
<b>Operating loss - GAAP</b>	<b>(\$2,506)</b>	<b>(\$1,396)</b>	<b>(\$1,591)</b>
<i>% revenue</i>	-10.8%	-5.7%	-6.2%
<b><u>Non-GAAP Adjustments:</u></b>			
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
<b>Operating income (loss) - non-GAAP</b>	<b>(\$1,505)</b>	<b>(\$409)</b>	<b>(\$540)</b>
<i>% revenue</i>	-6.5%	-1.7%	-2.1%
<b><u>Balance Sheet - key metrics</u></b>			
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><b>Q3-FY19</b></u>	<u><b>Q2-FY19</b></u>	<u><b>Q1-FY19</b></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
<b><u>Cash Flow</u></b>			
Operating activities - provided (used)	\$1,145	(\$3,252)	(\$2,026)
Investing activities - provided (used)	(\$336)	(\$292)	(\$204)
Financing activities - provided (used)	\$185	\$6	\$206
<b>Increase/(decrease) in cash, cash equivalents, and short-term investments</b>	<b><u>\$994</u></b>	<b><u>(\$3,538)</u></b>	<b><u>(\$2,024)</u></b>

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	<u>Q4-FY18</u>	<u>Q3-FY18</u>
<b><u>Transportation Systems</u></b>		
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%
<b><u>Roadway Sensors</u></b>		
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%
<b><u>Agriculture &amp; Weather Analytics</u></b>		
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%
<b><u>Total Iteris</u></b>		
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)
<b>Operating loss - GAAP</b>	<b>(\$2,831)</b>	<b>(\$1,119)</b>
<i>% revenue</i>	-11.2%	-4.3%
<b><u>Non-GAAP Adjustments:</u></b>		
Stock-based compensation	\$457	\$448
Amortization	\$201	\$214
Depreciation	\$226	\$205
Ag & Weather segment realignment	\$547	\$0
Total non-GAAP adjustments	\$1,431	\$867
<b>Operating income (loss) - non-GAAP</b>	<b>(\$1,400)</b>	<b>(\$252)</b>
<i>% revenue</i>	-5.5%	-1.0%
<b><u>Balance Sheet - key metrics</u></b>		
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><b>Q4-FY18</b></u>	<u><b>Q3-FY18</b></u>
Debt	\$0	\$0
Weighted ave shares outstanding-basic	33,093	32,877
Weighted ave shares outstanding-diluted	33,093	34,258
<b><u>Cash Flow</u></b>		
Operating activities - provided (used)	(\$383)	\$2,636
Investing activities - provided (used)	(\$1,084)	(\$1,126)
Financing activities - provided (used)	\$135	\$371
<b>Increase/(decrease) in cash, cash equivalents, and short-term investments</b>	<u><b>(\$1,332)</b></u>	<u><b>\$1,881</b></u>