

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

	<u>Q4-FY19</u>	<u>Q3-FY19</u>	<u>Q2-FY19</u>	<u>Q1-FY19</u>	<u>Q4-FY18</u>
<b><u>Transportation Systems</u></b>					
Backlog - non-GAAP	\$44,525	\$45,202	\$48,381	\$40,702	\$37,743
Revenue	\$12,939	\$11,333	\$12,359	\$13,184	\$13,090
<i>Gross margin %</i>	32.9%	34.2%	33.3%	30.8%	34.7%
Segment operating income	\$1,631	\$1,147	\$1,771	\$1,358	\$2,169
<i>% revenue</i>	12.6%	10.1%	14.3%	10.3%	16.6%
<b><u>Roadway Sensors</u></b>					
Backlog - non-GAAP	\$6,244	\$6,044	\$5,368	\$6,229	\$5,531
Revenue	\$11,421	\$10,234	\$10,977	\$10,860	\$10,774
<i>Gross margin %</i>	41.2%	40.2%	45.5%	48.7%	43.9%
Segment operating income	\$1,548	\$1,153	\$2,477	\$1,833	\$1,442
<i>% revenue</i>	13.6%	11.3%	22.6%	16.9%	13.4%
<b><u>Agriculture &amp; Weather Analytics</u></b>					
Backlog - non-GAAP	\$4,675	\$6,200	\$5,417	\$2,945	\$4,203
Revenue	\$1,731	\$1,573	\$1,081	\$1,431	\$1,409
<i>Gross margin %</i>	60.8%	57.4%	50.7%	58.7%	52.3%
Segment operating loss	(\$1,155)	(\$1,138)	(\$1,589)	(\$1,142)	(\$2,165)
<i>% revenue</i>	-66.7%	-72.3%	-147.0%	-79.8%	-153.7%
<b><u>Total Iteris</u></b>					
Backlog - non-GAAP	\$55,444	\$57,446	\$59,166	\$49,876	\$47,477
Revenue	\$26,091	\$23,140	\$24,417	\$25,475	\$25,273
<i>Gross margin %</i>	38.6%	38.4%	39.6%	40.0%	39.6%
Segment operating income	\$2,024	\$1,162	\$2,659	\$2,049	\$1,446
Corporate & other income (expense)	(\$4,488)	(\$3,667)	(\$4,051)	(\$3,647)	(\$4,277)
<b>Operating loss - GAAP</b>	<b>(\$2,464)</b>	<b>(\$2,505)</b>	<b>(\$1,392)</b>	<b>(\$1,598)</b>	<b>(\$2,831)</b>
<i>% revenue</i>	-9.4%	-10.8%	-5.7%	-6.3%	-11.2%
<b><u>Non-GAAP Adjustments:</u></b>					
Stock-based compensation	\$601	\$530	\$503	\$522	\$457
Amortization	\$302	\$271	\$285	\$267	\$201
Depreciation	\$192	\$198	\$198	\$266	\$226
Ag & Weather segment realignment	\$0	\$0	\$0	\$0	\$547
Total non-GAAP adjustments	\$1,095	\$999	\$986	\$1,055	\$1,431
<b>Operating income (loss) - non-GAAP</b>	<b>(\$1,369)</b>	<b>(\$1,506)</b>	<b>(\$406)</b>	<b>(\$543)</b>	<b>(\$1,400)</b>
<i>% revenue</i>	-5.2%	-6.5%	-1.7%	-2.1%	-5.5%
<b><u>Balance Sheet - key metrics</u></b>					
Cash and cash equivalents	\$9,006	\$10,903	\$9,909	\$13,447	\$15,471
Working capital	\$13,475	\$14,152	\$15,809	\$16,520	\$17,402
Deferred revenue	\$4,883	\$3,920	\$3,928	\$3,975	\$4,900

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Debt	\$0	\$0	\$0	\$0	\$0
Weighted avg shares outstanding-basic	33,358	33,265	33,242	33,201	33,093
Weighted avg shares outstanding-diluted	33,358	33,265	33,242	33,201	33,093

**Cash Flow**

Operating activities - provided (used)	(\$1,695)	\$1,145	(\$3,252)	(\$2,026)	(\$383)
Investing activities - provided (used)	\$3,177	(\$336)	(\$292)	(\$204)	(\$1,084)
Financing activities - provided (used)	\$5	\$185	\$6	\$206	\$135
<b>Increase/(decrease) in</b>					
<b>cash &amp; cash equivalents</b>	<b>\$1,487</b>	<b>\$994</b>	<b>(\$3,538)</b>	<b>(\$2,024)</b>	<b>(\$1,332)</b>