

Iteris Key Financial Metrics
(in thousands - unaudited)

	<u>Q2-FY19</u>	<u>Q1-FY19</u>	<u>Q4-FY18</u>	<u>Q3-FY18</u>	<u>Q2-FY18</u>
<u>Transportation Systems</u>					
Backlog - non-GAAP	\$48,381	\$40,702	\$37,743	\$45,951	\$50,487
Revenue	\$12,359	\$13,184	\$13,090	\$13,571	\$13,094
<i>Gross margin %</i>	33.3%	30.8%	34.7%	33.4%	32.7%
Segment operating income	\$1,771	\$1,358	\$2,169	\$2,207	\$1,933
<i>% revenue</i>	14.3%	10.3%	16.6%	16.3%	14.8%
<u>Roadway Sensors</u>					
Backlog - non-GAAP	\$5,368	\$6,229	\$5,531	\$6,742	\$7,309
Revenue	\$10,977	\$10,860	\$10,774	\$11,042	\$11,261
<i>Gross margin %</i>	45.5%	48.7%	43.9%	42.7%	47.8%
Segment operating income	\$2,477	\$1,833	\$1,442	\$2,048	\$2,790
<i>% revenue</i>	22.6%	16.9%	13.4%	18.5%	24.8%
<u>Agriculture & Weather Analytics</u>					
Backlog - non-GAAP	\$5,417	\$2,945	\$4,203	\$5,390	\$3,885
Revenue	\$1,081	\$1,431	\$1,409	\$1,413	\$893
<i>Gross margin %</i>	50.7%	58.7%	52.3%	49.6%	34.2%
Segment operating loss	(\$1,589)	(\$1,142)	(\$2,165)	(\$1,815)	(\$2,236)
<i>% revenue</i>	-147.0%	-79.8%	-153.7%	-128.5%	-250.4%
<u>Total Iteris</u>					
Backlog - non-GAAP	\$59,166	\$49,876	\$47,477	\$58,083	\$61,681
Revenue	\$24,417	\$25,475	\$25,273	\$26,026	\$25,248
<i>Gross margin %</i>	39.6%	40.0%	39.6%	38.2%	39.5%
Segment operating income (loss)	\$2,659	\$2,049	\$1,446	\$2,440	\$2,487
Corporate & other income (expense)	(\$4,055)	(\$3,641)	(\$4,277)	(\$3,559)	(\$3,586)
Operating loss - GAAP	(\$1,396)	(\$1,592)	(\$2,831)	(\$1,119)	(\$1,099)
<i>% revenue</i>	-5.7%	-6.2%	-11.2%	-4.3%	-4.4%
<u>Non-GAAP Adjustments:</u>					
Stock-based compensation	\$504	\$521	\$457	\$448	\$429
Amortization	\$285	\$265	\$201	\$214	\$200
Depreciation	\$198	\$265	\$226	\$205	\$204
Ag & Weather segment realignment	\$0	\$0	\$547	\$0	\$0
Total non-GAAP adjustments	\$987	\$1,051	\$1,431	\$867	\$833
Operating income (loss) - non-GAAP	(\$409)	(\$541)	(\$1,400)	(\$252)	(\$266)
<i>% revenue</i>	-1.7%	-2.1%	-5.5%	-1.0%	-1.1%
<u>Balance Sheet - key metrics</u>					
Cash and cash equivalents	\$9,909	\$13,447	\$15,471	\$16,803	\$14,922
Working capital	\$15,809	\$16,520	\$17,402	\$20,566	\$21,460
Deferred revenue	\$3,928	\$3,975	\$4,900	\$4,654	\$4,662

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Debt	\$0	\$0	\$0	\$0	\$0
Weighted ave shares outstanding-basic	33,242	33,201	33,093	32,877	32,628
Weighted ave shares outstanding-diluted	33,242	33,201	33,093	34,258	32,628

Cash Flow

Operating activities - provided (used)	(\$3,252)	(\$2,026)	(\$383)	\$2,636	(\$2,436)
Investing activities - provided (used)	(\$292)	(\$204)	(\$1,084)	(\$1,126)	(\$576)
Financing activities - provided (used)	\$6	\$206	\$135	\$371	\$376
Increase/(decrease) in					
cash & cash equivalents	(\$3,538)	(\$2,024)	(\$1,332)	\$1,881	(\$2,636)