

ITRON, INC.

TRENDED RESULTS AS REVISED & REPORTED IN FORM 10-K FOR FYE 2013, 2014, 2015, 2016 & Q1/Q2/Q3 2017  
WITH GAAP TO NON-GAAP RECONCILIATIONS

	2013		2014		2015					2016					2017			
	Fiscal Year	Fiscal Year	Q1	Q2	Q3	Q4	Fiscal Year	Q1	Q2	Q3	Q4	Fiscal Year	Q1	Q2	Q3	Fiscal Year		
<b>(Unaudited, \$ in thousands, except per share amounts)</b>																		
<b>TOTAL COMPANY - FINANCIAL RESULTS</b>																		
Revenue	\$ 1,938,025	\$ 1,947,616	\$ 446,746	\$ 470,811	\$ 469,528	\$ 496,448	\$ 1,883,533	\$ 497,590	\$ 513,024	\$ 506,859	\$ 495,713	\$ 2,013,186	\$ 477,592	\$ 503,082	\$ 486,747	\$ 1,467,421		
Gross Profit	614,768	614,050	138,422	118,554	147,290	152,419	556,685	163,203	169,705	170,749	156,663	660,320	157,225	177,860	165,318	500,403		
GM%	31.7%	31.5%	31.0%	25.2%	31.4%	30.7%	29.6%	32.8%	33.1%	33.7%	31.6%	32.8%	32.9%	32.9%	34.0%	34.1%		
<b>Operating expenses</b>																		
Sales and marketing	182,687	182,503	41,027	43,058	39,217	38,078	161,380	40,767	39,376	38,894	39,846	158,883	41,468	44,753	40,780	127,001		
Product development	175,420	175,500	41,522	43,318	41,559	35,935	162,334	45,346	43,354	39,386	40,123	168,209	40,868	43,111	42,560	126,539		
General and administrative	143,932	162,466	39,585	32,492	31,118	52,520	155,715	45,069	45,328	40,384	32,034	162,815	37,246	43,161	39,667	120,074		
Amortization of intangible assets	42,019	43,619	7,973	7,888	7,869	7,943	31,673	6,210	7,796	4,996	6,110	25,112	4,549	4,970	5,625	15,144		
Restructuring	36,347	49,482	(5,181)	(4,234)	587	1,565	(7,263)	2,237	(1,622)	40,679	7,796	49,090	3,052	5,043	(678)	7,417		
Goodwill impairment	174,226	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—		
Total operating expenses	754,631	613,570	124,926	122,522	120,350	136,041	503,839	139,629	134,232	164,339	125,909	564,109	127,183	141,038	127,954	396,175		
Operating income (loss)	(139,863)	480	13,496	(3,968)	26,940	16,378	52,846	23,574	35,473	6,410	30,754	96,211	30,042	36,822	37,364	104,228		
<b>Other income (expense)</b>																		
Interest income	1,152	494	48	212	180	321	761	271	221	102	271	865	269	470	729	1,468		
Interest expense	(10,686)	(11,602)	(2,682)	(3,855)	(2,799)	(2,953)	(12,289)	(2,918)	(2,735)	(2,691)	(2,604)	(10,948)	(2,674)	(2,876)	(2,898)	(8,448)		
Other income (expense), net	(4,003)	(7,637)	21	(1,905)	(1,119)	(1,213)	(4,216)	(1,517)	(264)	707	(427)	(1,501)	(2,576)	(2,849)	(1,701)	(7,128)		
Total other income (expense)	(13,537)	(18,745)	(2,613)	(5,548)	(3,738)	(3,845)	(15,744)	(4,164)	(2,778)	(1,882)	(2,760)	(11,584)	(4,981)	(5,255)	(3,870)	(14,108)		
Income (loss) before income taxes	(153,400)	(18,265)	10,883	(9,516)	23,202	12,533	37,102	19,410	32,695	4,528	27,994	84,627	25,061	31,567	33,494	90,122		
Income tax provision	2,466	(4,035)	(5,030)	(4,098)	(9,932)	(3,039)	(22,099)	(8,626)	(12,193)	(13,430)	(15,325)	(49,574)	(9,047)	(16,560)	(6,840)	(32,247)		
Net income (loss)	(150,934)	(22,300)	5,853	(13,614)	13,270	9,494	15,003	10,784	20,502	(8,902)	12,669	35,053	16,014	15,007	26,854	57,875		
Net income attributable to non-controlling interests	2,219	1,370	455	732	630	508	2,325	695	585	983	1,020	3,283	169	910	1,278	2,357		
Net income (loss) attributable to Itron, Inc.	\$ (153,153)	\$ (23,670)	\$ 5,398	\$ (14,346)	\$ 12,640	\$ 8,986	\$ 12,678	\$ 10,089	\$ 19,917	\$ (9,885)	\$ 11,649	\$ 31,770	\$ 15,845	\$ 14,097	\$ 25,576	\$ 55,518		
Earnings (loss) per common share - Basic	\$ (3.90)	\$ (0.60)	\$ 0.14	\$ (0.37)	\$ 0.33	\$ 0.23	\$ 0.33	\$ 0.27	\$ 0.52	\$ (0.26)	\$ 0.30	\$ 0.83	\$ 0.41	\$ 0.36	\$ 0.66	\$ 1.44		
Earnings (loss) per common share - Diluted	\$ (3.90)	\$ (0.60)	\$ 0.14	\$ (0.37)	\$ 0.33	\$ 0.23	\$ 0.33	\$ 0.26	\$ 0.52	\$ (0.26)	\$ 0.30	\$ 0.82	\$ 0.40	\$ 0.36	\$ 0.65	\$ 1.41		
Weighted average basic shares outstanding	39,281	39,184	38,442	38,434	38,114	37,912	38,224	38,059	38,236	38,248	38,283	38,207	38,474	38,683	38,713	38,624		
Weighted average diluted shares outstanding	39,281	39,184	38,758	38,434	38,358	38,256	38,506	38,376	38,516	38,248	39,028	38,643	39,215	39,332	39,467	39,339		
<b>NON-GAAP OPERATING INCOME</b>																		
GAAP operating income (loss)	\$ (139,863)	\$ 480	\$ 13,496	\$ (3,968)	\$ 26,940	\$ 16,378	\$ 52,846	\$ 23,574	\$ 35,473	\$ 6,410	\$ 30,754	\$ 96,211	\$ 30,042	\$ 36,822	\$ 37,364	\$ 104,228		
GAAP Operating Margin %	(7.2)%	—%	3.0%	(0.8)%	5.7%	3.3%	2.8%	4.7%	6.9%	1.3%	6.2%	4.8%	6.3%	7.3%	7.7%	7.1%		
Amortization of intangible assets	42,019	43,619	7,973	7,888	7,869	7,943	31,673	6,210	7,796	4,996	6,110	25,112	4,549	4,970	5,625	15,144		
Restructuring	36,347	49,482	(5,181)	(4,234)	587	1,565	(7,263)	2,237	(1,622)	40,679	7,796	49,090	3,052	5,043	(678)	7,417		
Acquisition and integration related expenses	2,290	15,538	2,324	(4,607)	(3,271)	16	(5,538)	3	(25)	(180)	5	(197)	333	6,468	7,243	14,044		
Goodwill impairment	174,226	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—		
Non-GAAP operating income	\$ 115,019	\$ 109,119	\$ 18,612	\$ (4,921)	\$ 32,125	\$ 25,902	\$ 71,718	\$ 32,024	\$ 41,622	\$ 51,905	\$ 44,665	\$ 170,216	\$ 37,976	\$ 53,303	\$ 49,554	\$ 140,833		
Non-GAAP Operating Margin %	5.9%	5.6%	4.2%	-1.0%	6.8%	5.2%	3.8%	6.4%	8.1%	10.2%	9.0%	8.5%	8.0%	10.6%	10.2%	9.6%		
<b>NON-GAAP NET INCOME &amp; DILUTED EPS</b>																		
GAAP net income (loss) attributable to Itron, Inc.	\$ (153,153)	\$ (23,670)	\$ 5,398	\$ (14,346)	\$ 12,640	\$ 8,986	\$ 12,678	\$ 10,089	\$ 19,917	\$ (9,885)	\$ 11,649	\$ 31,770	\$ 15,845	\$ 14,097	\$ 25,576	\$ 55,518		
Amortization of intangible assets	42,019	43,619	7,973	7,888	7,869	7,943	31,673	6,210	7,796	4,996	6,110	25,112	4,549	4,970	5,625	15,144		
Restructuring	36,347	49,482	(5,181)	(4,234)	587	1,565	(7,263)	2,237	(1,622)	40,679	7,796	49,090	3,052	5,043	(678)	7,417		
Acquisition related expenses	2,290	15,538	2,324	(4,607)	(3,271)	16	(5,538)	3	(25)	(180)	5	(197)	333	6,468	7,243	14,044		
Goodwill impairment	174,226	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—		
Amortization of debt placement fees	1,556	1,512	365	1,164	244	248	2,021	247	248	247	245	987	241	242	242	725		
Income tax effect of non-GAAP adjustments	(32,970)	(25,860)	(2,330)	(773)	(1,095)	(1,392)	(5,590)	(1,955)	(1,170)	(5,961)	608	(8,478)	(1,834)	(2,896)	(7,423)	(12,153)		
Non-GAAP net income attributable to Itron, Inc.	\$ 70,315	\$ 60,621	\$ 8,549	\$ (14,908)	\$ 16,974	\$ 17,366	\$ 27,981	\$ 16,831	\$ 25,144	\$ 29,896	\$ 26,413	\$ 98,284	\$ 22,186	\$ 27,924	\$ 30,585	\$ 80,895		
Non-GAAP diluted EPS	\$ 1.78	\$ 1.54	\$ 0.22	\$ (0.39)	\$ 0.44	\$ 0.45	\$ 0.73	\$ 0.44	\$ 0.65	\$ 0.77	\$ 0.68	\$ 2.54	\$ 0.57	\$ 0.71	\$ 0.77	\$ 2.05		
Weighted average diluted shares outstanding	39,602	39,461	38,758	38,434	38,358	38,256	38,506	38,376	38,516	38,651	39,028	38,643	39,215	39,332	39,467	39,339		
<b>ADJUSTED EBITDA</b>																		
GAAP net income (loss) attributable to Itron, Inc.	\$ (153,153)	\$ (23,670)	\$ 5,398	\$ (14,346)	\$ 12,640	\$ 8,986	\$ 12,678	\$ 10,089	\$ 19,917	\$ (9,885)	\$ 11,649	\$ 31,770	\$ 15,845	\$ 14,097	\$ 25,576	\$ 55,518		
Interest income	(1,152)	(494)	(48)	(212)	(180)	(321)	(761)	(271)	(221)	(102)	(271)	(865)	(269)	(470)	(729)	(1,468)		
Interest expense	10,686	11,602	2,682	3,855	2,799	2,953	12,289	2,918	2,735	2,691	2,604	10,948	2,674	2,876	2,898	8,448		
Income tax (benefit) provision	(2,466)	(4,035)	(5,030)	(4,098)	(9,932)	(3,039)	(22,099)	(8,626)	(12,193)	(13,430)	(15,325)	(49,574)	(9,047)	(16,560)	(6,840)	(32,247)		
Depreciation and amortization	99,246	98,139	19,355	19,437	18,998	18,203	75,993	16,674	18,087	16,755	16,755	68,318	14,378	15,090	16,532	46,000		
Restructuring	36,347	49,482	(5,181)	(4,234)	587	1,565	(7,263)	2,237	(1,622)	40,679	7,796	49,090	3,052	5,043	(678)	7,417		
Acquisition and integration related expenses	2,290	15,538	2,324	(4,607)	(3,271)	16	(5,538)	3	(25)	(180)	5	(197)	333	6,468	7,243	14,044		
Goodwill impairment	174,226	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—		
Adjusted EBITDA	\$ 166,024	\$ 154,632	\$ 29,560	\$ 3,991	\$ 41,505	\$ 34,441	\$ 109,497	\$ 40,276	\$ 51,784	\$ 62,715	\$ 53,863	\$ 208,638	\$ 45,060	\$ 59,664	\$ 57,482	\$ 162,206		
Adjusted EBITDA margin %	8.6%	7.9%	6.6%	0.8%	8.8%	6.9%	5.8%	8.1%	10.1%	12.4%	10.9%	10.4%	9.4%	11.9%	11.8%	11.1%		
<b>FREE CASH FLOW</b>																		
Net cash provided by operating activities	\$ 105,421	\$ 132,973	\$ (3,955)	\$ 21,522	\$ 2,587	\$ 53,196	\$ 73,350	\$ 33,805	\$ 17,322	\$ 30,754	\$ 33,961	\$ 115,842	\$ 63,257	\$ 30,187	\$ 21,057	\$ 114,501		
Acquisitions of property, plant, and equipment	(60,020)	(44,495)	(9,472)	(11,520)	(12,332)	(10,594)	(43,918)	(8,791)	(11,093)	(10,679)	(12,980)	(43,543)	(9,122)	(12,776)	(11,595)	(33,493)		
Free Cash Flow	\$ 45,401	\$ 88,478	\$ (13,427)	\$ 10,002	\$ (9,745)	\$ 42,602	\$ 29,432	\$ 25,014	\$ 6,229	\$ 20,075	\$ 20,981	\$ 72,299	\$ 54,135	\$ 17,411	\$ 9,462	\$ 81,008		
<b>BACKLOG (in millions)</b>																		
Total Backlog	\$ 1,079	\$ 1,516	\$ 1,470	\$ 1,403	\$ 1,252	\$ 1,575	\$ 1,575	\$ 1,504	\$ 1,345	\$ 1,511	\$ 1,652	\$ 1,652	\$ 1,605	\$ 1,629	\$ 1,488	\$ 1,488		
12-month Backlog	\$ 524	\$ 737	\$ 780	\$ 799	\$ 734	\$ 836	\$ 836	\$ 785	\$ 688	\$ 731	\$ 761	\$ 761	\$ 819	\$ 860	\$ 847	\$ 847		
<b>ELECTRICITY SEGMENT</b>																		
Revenue	\$ 825,391	\$ 771,857	\$ 191,840	\$ 204,349	\$ 206,810	\$ 217,307	\$ 820,306	\$ 217,295	\$ 232,823	\$ 242,667	\$ 245,589	\$ 938,374	\$ 238,751	\$ 250,332	\$ 240,142	\$ 729,225		
Gross Profit	219,852	200,249	54,204	52,741	56,385	62,116	225,446	64,586	70,892	75,362	71,837	282,677	67,192	78,595	76,440	222,227		
GM%	26.6%	25.9%	28.3%	25.8%														