

ITRON INC /WA/
Form 10-Q/A
February 07, 2005
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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 10-Q/A

Amendment No. 1

x **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended March 31, 2004

OR

.. **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from to

Commission file number 0-22418

ITRON, INC.

(Exact name of registrant as specified in its charter)

Washington
(State of Incorporation)

91-1011792
(I.R.S. Employer Identification Number)

2818 North Sullivan Road
Spokane, Washington 99216-1897
(509) 924-9900

(Address and telephone number of registrant's principal executive offices)

Securities registered pursuant to Section 12(b) of the Act:

None

Securities registered pursuant to Section 12(g) of the Act:

Title of each class

Common stock, no par value

Preferred share purchase rights

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act). Yes No

As of April 30, 2004, there were outstanding 20,847,896 shares of the registrant's common stock, no par value, which is the only class of common stock of the registrant.

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EXPLANATORY NOTE

This Amendment No. 1 to our Quarterly Report on Form 10-Q for the three months ended March 31, 2004 (the Form 10-Q/A), which was originally filed with the Securities and Exchange Commission on May 10, 2004, is being filed to restate warranty expense as a cost of sales rather than as a cost of services as previously reported. The effect of the restatement on the accompanying condensed consolidated statements of operations is presented in Note 17 to the Company's condensed consolidated financial statements. In addition, as a result of our change in operating segments in the third quarter of 2004, we have restated the information in our segment footnote and revised management's discussion and analysis of financial condition and results of operations to reflect the new segment reporting structure as of September 30, 2004. For purposes of this Form 10-Q/A, and in accordance with Rule 12b-15 under the Securities and Exchange Act of 1934, as amended, the Company has amended and restated Part I, Item 1, Item 2 and Item 4 of the Company's Quarterly Report on Form 10-Q for the three months ended March 31, 2004. The other items and disclosures included in this Form 10-Q/A have not been updated for any events subsequent to the previously filed Quarterly Report on Form 10-Q.

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Itron, Inc.

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Table of Contents**PART I: FINANCIAL INFORMATION****ITEM 1: FINANCIAL STATEMENTS (UNAUDITED)****ITRON, INC.****CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS****(UNAUDITED)**

| | Three Months Ended March 31, | |
|-------------------------------------|--|-------------|
| | 2004 | 2003 |
| | (in thousands, except per share data) | |
| Revenues | | |
| Sales | \$ 55,016 | \$ 63,917 |
| Service | 10,586 | 10,728 |
| Total revenues | 65,602 | 74,645 |
| Cost of revenues | | |
| Sales (as restated, see Note 17) | 29,607 | 32,198 |
| Service (as restated, see Note 17) | 6,123 | 5,585 |
| Total cost of revenues | 35,730 | 37,783 |
| Gross profit | 29,872 | 36,862 |
| Operating expenses | | |
| Sales and marketing | 9,073 | 8,437 |
| Product development | 10,515 | 10,158 |
| General and administrative | 6,914 | 7,773 |
| Amortization of intangibles | 2,027 | 1,888 |
| Restructurings | 2,382 | 2,165 |
| In-process research and development | | 900 |
| Total operating expenses | 30,911 | 31,321 |
| Operating income (loss) | (1,039) | 5,541 |
| Other income (expense) | | |
| Equity in affiliates | (8) | 22 |
| Interest income | 17 | 169 |
| Interest expense | (754) | (456) |
| Other income (expense), net | 274 | 25 |
| Total other income (expense) | (471) | (240) |

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| | | |
|---|-------------------|-------------------|
| Income (loss) before income taxes | (1,510) | 5,301 |
| Income tax (provision) benefit | 772 | (2,385) |
| | <u> </u> | <u> </u> |
| Net income (loss) | \$ (738) | \$ 2,916 |
| | <u> </u> | <u> </u> |
| Earnings per share | | |
| Basic net income (loss) per share | \$ (0.04) | \$ 0.14 |
| | <u> </u> | <u> </u> |
| Diluted net income (loss) per share | \$ (0.04) | \$ 0.14 |
| | <u> </u> | <u> </u> |
| Weighted average number of shares outstanding | | |
| Basic | 20,656 | 20,239 |
| Diluted | 20,656 | 21,428 |

The accompanying notes are an integral part of these condensed consolidated financial statements.

Table of Contents**ITRON, INC.****CONDENSED CONSOLIDATED BALANCE SHEETS****(UNAUDITED)**

| | At March 31, 2004 | At December 31, 2003 |
|--|----------------------|-------------------------|
| | (in thousands) | |
| ASSETS | | |
| Current assets | | |
| Cash and cash equivalents | \$ 5,289 | \$ 6,240 |
| Accounts receivable, net | 47,417 | 70,782 |
| Inventories | 19,416 | 16,037 |
| Deferred income taxes, net | 11,920 | 11,673 |
| Other | 4,493 | 4,557 |
| | <u>88,535</u> | <u>109,289</u> |
| Total current assets | 88,535 | 109,289 |
| Property, plant and equipment, net | 44,684 | 42,818 |
| Intangible assets, net | 20,952 | 22,979 |
| Goodwill | 90,626 | 90,385 |
| Deferred income taxes, net | 32,586 | 31,755 |
| Other | 7,818 | 6,263 |
| | <u>\$ 285,201</u> | <u>\$ 303,489</u> |
| Total assets | \$ 285,201 | \$ 303,489 |
| LIABILITIES AND SHAREHOLDERS EQUITY | | |
| Current liabilities | | |
| Accounts payable and accrued expenses | \$ 21,823 | \$ 26,236 |
| Wages and benefits payable | 10,179 | 10,711 |
| Short-term borrowings | 5,000 | 10,000 |
| Current portion of debt | 34,088 | 38,245 |
| Current portion of warranty | 10,442 | 13,939 |
| Unearned revenue | 10,558 | 12,004 |
| | <u>92,090</u> | <u>111,135</u> |
| Total current liabilities | 92,090 | 111,135 |
| Project financing debt | 3,830 | 4,024 |
| Warranty | 3,733 | 3,536 |
| Other obligations | 7,335 | 7,550 |
| | <u>106,988</u> | <u>126,245</u> |
| Total liabilities | 106,988 | 126,245 |
| Commitments and contingencies (Notes 7 and 12) | | |
| Shareholders' equity | | |
| Preferred stock | | |
| Common stock | 202,502 | 200,567 |
| Accumulated other comprehensive loss | (364) | (136) |
| Accumulated deficit | (23,925) | (23,187) |
| | <u>178,213</u> | <u>177,244</u> |
| Total shareholders' equity | 178,213 | 177,244 |
| Total liabilities and shareholders' equity | <u>\$ 285,201</u> | <u>\$ 303,489</u> |

The accompanying notes are an integral part of these condensed consolidated financial statements.

Table of Contents**ITRON, INC.****CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS****(UNAUDITED)**

| | Three Months Ended March 31, | |
|--|---|-------------|
| | 2004 | 2003 |
| | (in thousands) | |
| Operating activities | | |
| Net income (loss) | \$ (738) | \$ 2,916 |
| Non-cash charges (credits) to income: | | |
| Depreciation and amortization | 4,440 | 4,121 |
| Stock option and employee stock purchase plan income tax benefits | 403 | 122 |
| Equity in affiliates | 8 | (22) |
| Acquired in-process research and development | | 900 |
| Realization of accumulative currency translation gains | (279) | |
| Deferred income taxes provision (benefit) | (1,288) | 2,511 |
| Other, net | 288 | 214 |
| Changes in operating assets and liabilities, net of effects of acquisitions: | | |
| Accounts receivable | 23,365 | 11,348 |
| Inventories | (3,379) | (355) |
| Accounts payable, accrued expenses and current portion of warranty | (6,839) | (1,200) |
| Wages and benefits payable | (532) | (9,276) |
| Unearned revenue | (1,536) | (2,249) |
| Long-term warranty and other obligations | 72 | (548) |
| Other, net | 43 | (708) |
| Cash provided by operating activities | 14,028 | 7,774 |
| Investing activities | | |
| Proceeds from the sale of property, plant and equipment | 2 | |
| Acquisition of property, plant and equipment | (4,294) | (2,705) |
| Issuance of notes receivable | | (405) |
| Acquisitions, net of cash and cash equivalents | | (73,061) |
| Pre-acquisition costs | (1,626) | |
| Payment of contingent purchase price for RER acquisition | (1,184) | |
| Other, net | 196 | 89 |
| Cash used by investing activities | (6,906) | (76,082) |
| Financing activities | | |
| New borrowings | | 50,000 |
| Change in short-term borrowings, net | (5,000) | |
| Payments on debt | (4,347) | (166) |
| Issuance of common stock | 1,442 | 585 |
| Other, net | (168) | (1,812) |
| Cash provided (used) by financing activities | (8,073) | 48,607 |
| Decrease in cash and cash equivalents | (951) | (19,701) |
| Cash and cash equivalents at beginning of period | 6,240 | 32,564 |

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| | | |
|---|----------|-----------|
| Cash and cash equivalents at end of period | \$ 5,289 | \$ 12,863 |
| <i>Non-cash transactions:</i> | | |
| Acquisition of RER, contingent purchase price payable | \$ 113 | \$ |

The accompanying notes are an integral part of these condensed consolidated financial statements.

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ITRON, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2004

(Unaudited)

In this Report on Form 10-Q/A, the terms we, us, our, Itron and the Company refer to Itron, Inc.

Note 1: Summary of Significant Accounting Policies

Basis of Consolidation

The consolidated financial statements presented in this Form 10-Q/A are unaudited and reflect entries necessary for the fair presentation of the Condensed Consolidated Statements of Operations for the three months ended March 31, 2004 and 2003, Condensed Consolidated Balance Sheets as of March 31, 2004 and December 31, 2003, and Condensed Consolidated Statements of Cash Flows for the three months ended March 31, 2004 and 2003, of Itron and our wholly owned subsidiaries. All such entries are of a normal recurring nature. Significant inter-company transactions and balances are eliminated upon consolidation. We consolidate all entities in which we have a greater than 50% ownership interest and over which we have control. We account for entities in which we have a 50% or less investment and exercise significant influence under the equity method of accounting. Entities in which we have less than a 20% investment and do not exercise significant influence are accounted for under the cost method. Any variable interest entity of which we are the primary beneficiary is also considered for consolidation. We are not the primary beneficiary of any variable interest entities. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America (GAAP) have been condensed or omitted pursuant to the rules and regulations of the Securities and Exchange Commission regarding interim results. These condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements and the notes included in our Annual Report on Form 10-K/A for the year ended December 31, 2003, as filed with the Securities and Exchange Commission on February 7, 2005. The results of operations for the three months ended March 31, 2004 are not necessarily indicative of the results expected for the full fiscal year or for any other fiscal period.

Allowance for Doubtful Accounts

The allowance for doubtful accounts is based on our historical experience of bad debts and is adjusted for estimated uncollectible amounts.

Inventories

Inventories are stated at the lower of cost or market using the first-in, first-out method. Cost includes raw materials and labor, plus applied direct and indirect costs. Service inventories consist primarily of sub-assemblies and components necessary to support post-sale maintenance. A large portion of our low-volume manufacturing and all of our repair services for our domestic handheld meter reading units are provided by an outside

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vendor in which we have a 30% equity interest. Consigned inventory at the outside vendor affiliate totaled \$1.1 million at March 31, 2004 and \$538,000 at December 31, 2003, respectively.

Goodwill and Intangible Assets

Goodwill is not amortized and is tested for impairment annually, as of October 1st, or more frequently if a significant event occurs. Intangible assets with a finite life are amortized based on estimated discounted cash flows over weighted average useful lives.

Warranty

We offer a one-year standard warranty on most of our hardware product sales and a three-month standard warranty on most of our software product sales. An accrual for estimated warranty costs is recorded at the time of sale and periodically adjusted to reflect actual experience. The long-term warranty accrual includes estimated warranty costs for the period beyond one year. Warranty expense was approximately \$313,000 and \$2.4 million for the three months ended March 31, 2004 and 2003, respectively, and is classified within cost of sales.

Table of Contents**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

A summary of the warranty accrual account activity is as follows:

| | Three Months Ended March 31, | |
|-----------------------------------|---|-------------|
| | 2004 | 2003 |
| | (in thousands) | |
| Beginning balance, January 1 | \$ 17,475 | \$ 9,439 |
| Standard accrual | 478 | 1,783 |
| Adjustments to pre-existing items | (165) | 656 |
| Utilization of accrual | (3,613) | (1,091) |
| Ending balance, March 31 | 14,175 | 10,787 |
| Less: current portion of warranty | 10,442 | 5,843 |
| Long-term warranty | \$ 3,733 | \$ 4,944 |

Contingencies

An estimated loss for a contingency is charged to income if it is probable that an asset has been impaired or a liability has been incurred and the amount of the loss can be reasonably estimated. We evaluate, among other factors, the degree of probability of an unfavorable outcome and the ability to make a reasonable estimate of the amount of loss. Changes in these factors could materially impact our financial position or results of operations.

Revenue Recognition

Sales revenues consist of hardware, software license fees, custom software development, field and project management services and engineering, consulting and installation services. Service revenues include post-sale maintenance support and outsourcing services. Outsourcing services encompass installation, operation and maintenance of meter reading systems to provide meter information to a customer for billing and management purposes. Outsourcing services can be provided for systems we own as well as those owned by our customers.

Revenue arrangements with multiple deliverables, entered into subsequent to June 30, 2003, are divided into separate units of accounting if the delivered item(s) have value to the customer on a standalone basis, there is objective and reliable evidence of fair value of the undelivered item(s) and delivery/performance of the undelivered item(s) is probable. The total arrangement consideration is allocated among the separate units of accounting based on their relative fair values and the applicable revenue recognition criteria is considered for each unit of accounting. For our standard contract arrangements that combine deliverables such as hardware, meter reading system software, installation and maintenance services, each deliverable is generally considered a single unit of accounting. The amount allocable to a delivered item(s) is limited to the amount that we are entitled to bill and collect and is not contingent upon the delivery/performance of additional item(s).

We recognize revenues from hardware at the time of shipment, receipt by customer, or, if applicable, upon completion of customer acceptance provisions. Revenues for software licenses, custom software development, field and project management services, engineering and consulting, installation, outsourcing and maintenance services are recognized when (1) persuasive evidence of an arrangement exists, (2) delivery has occurred or services have been rendered, (3) the sales price is fixed or determinable and (4) collectibility is reasonably assured. For software arrangements with multiple elements, revenue recognition is dependent upon the existence of vendor-specific objective evidence (VSOE) of fair value for each of the elements. The availability of VSOE affects the timing of revenue recognition, which can vary from recognizing revenue at the time of delivery of each element, to the percentage of completion method, or ratably over the performance period. If the implementation services are essential to the software arrangement, revenue is recognized using the percentage of completion methodology. Under outsourcing arrangements, revenue is recognized as services are provided. Hardware and software post-contract customer support fees are recognized over the life of the related service contracts.

Unearned revenue is recorded for products or services that have not been provided but have been invoiced under contractual agreements or paid for by a customer, or when products or services have been provided but the criteria for revenue recognition have not been met. Unbilled receivables are recorded when revenues are recognized upon product shipment or service delivery and invoicing occurs at a later date.

Earnings Per Share

Basic earnings per share (EPS) is calculated using net income divided by the weighted average common shares outstanding during the year. Diluted EPS is similar to Basic EPS except that the weighted average common shares outstanding are increased to include the number of additional common shares that would have been outstanding if dilutive options had been exercised. Diluted EPS assumes that common shares were issued upon the exercise of stock options for which the market price exceeded the exercise price, less shares that could have been repurchased with the related proceeds (treasury stock method).

Table of Contents**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)***Use of Estimates*

The preparation of financial statements in conformity with GAAP requires us to make estimates and assumptions. These estimates and assumptions affect the reported amounts of assets and liabilities and contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Because of various factors affecting future costs and operations, actual results could differ from estimates.

Stock-Based Compensation

Statement of Financial Accounting Standards (SFAS) No. 123, *Accounting for Stock-Based Compensation*, allows companies to either expense the estimated fair value of stock options or to continue to follow the intrinsic value method set forth in Accounting Principles Board (APB) Opinion No. 25, *Accounting for Stock Issued to Employees*, but disclose the pro forma effects on net income had the fair value of the options been expensed. We elected to continue to apply APB 25 in accounting for our stock-based compensation plans and disclose the pro forma effects of applying the fair value provisions of SFAS No. 123.

Had the compensation cost for our stock-based compensation plans been determined based on the fair value at the grant dates for awards under those plans consistent with the method prescribed in SFAS No. 123, our net income (loss) and net income (loss) per share would have been reduced to the pro forma amounts indicated below:

| | Three Months Ended March 31, | |
|---|--|-----------------|
| | 2004 | 2003 |
| | (in thousands, except per share data) | |
| Net income (loss) | | |
| As reported | \$ (738) | \$ 2,916 |
| Deduct: Total fair value of stock-based compensation expense, net of related tax effect | (972) | (999) |
| Pro forma net income (loss) | <u>\$ (1,710)</u> | <u>\$ 1,917</u> |
| Basic net income (loss) per share | | |
| As reported | \$ (0.04) | \$ 0.14 |
| Pro forma | (0.08) | 0.09 |
| Diluted net income (loss) per share | | |
| As reported | \$ (0.04) | \$ 0.14 |
| Pro forma | (0.08) | 0.09 |

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The weighted average fair value of options granted was \$19.17 and \$14.09 during the three months ended March 31, 2004 and 2003, respectively. The fair value of each option granted is estimated on the date of grant using the Black-Scholes option-pricing model using the following assumptions:

| | <u>2004</u> | <u>2003</u> |
|-------------------------|-------------|-------------|
| Dividend yield | | |
| Expected volatility | 73.8% | 76.4% |
| Risk-free interest rate | 2.8% | 2.9% |
| Expected life (years) | 4.3 | 5.0 |

Volatility measures the amount that a stock price has fluctuated or is expected to fluctuate during a period. The risk-free interest rate is the rate available as of the option date on zero-coupon United States government issues with a remaining term equal to the expected life of the option. The expected life is the weighted average expected life for the entire award based on the fixed period of time between the date the option is granted and the date the option is fully exercised. Factors to be considered in estimating the expected life are the vesting period of the option and the average period of time similar options have remained outstanding in the past.

Reclassifications

Certain amounts in 2003 have been reclassified to conform to the 2004 presentation.

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Note 2: Earnings Per Share and Capital Structure

The following table sets forth the computation of basic and diluted earnings per share:

| | Three Months Ended March 31, | |
|--|--|----------|
| | 2004 | 2003 |
| | (in thousands, except per share data) | |
| Basic earnings per share: | | |
| Net income (loss) available to common shareholders | \$ (738) | \$ 2,916 |
| Weighted average shares outstanding | 20,656 | 20,239 |
| Basic net income (loss) per share | \$ (0.04) | \$ 0.14 |
| Diluted earnings per share: | | |
| Net income (loss) available to common shareholders | \$ (738) | \$ 2,916 |
| Weighted average shares outstanding | 20,656 | 20,239 |
| Effect of dilutive securities: | | |
| Employee stock options | | 1,189 |
| Adjusted weighted average shares | 20,656 | 21,428 |
| Diluted net income (loss) per share | \$ (0.04) | \$ 0.14 |

We have granted options to purchase shares of our common stock to directors, employees and other key personnel at fair market value on the date of grant.

The dilutive effect of options is calculated using the treasury stock method. Under this method, earnings per share is computed as if the options were exercised at the beginning of the period (or at time of issuance, if later) and as if the funds obtained thereby were used to purchase common stock at the average market price during the period. Weighted average common shares outstanding, assuming dilution, include the incremental shares that would be issued upon the assumed exercise of stock options. At March 31, 2004 and 2003, we had stock options outstanding of approximately 3.8 million and 3.6 million at average option exercise prices of \$13.43 and \$11.82, respectively. As a result of our net loss, approximately 2.1 million stock options were excluded from the calculation of diluted earnings per share for the three months ended March 31, 2004. If we had net income for the three months ended March 31, 2004, approximately 1.2 million stock options would have been dilutive and approximately 952,000 stock options would have been excluded from the calculation of diluted earnings per share because they would be anti-dilutive. Approximately 630,000 stock options were excluded from the calculation of diluted earnings per share for the three months ended March 31, 2003 because they were anti-dilutive. These options could be dilutive in future periods.

In November 2002, our Board of Directors authorized the repurchase of up to 1.0 million shares of our common stock. No shares have been repurchased under this repurchase authorization.

In December 2002, we amended and restated our Articles of Incorporation to authorize ten million shares of preferred common stock with no par value. The amendment brings the total number of authorized common and preferred shares to 85 million. In the event of a liquidation, dissolution or winding up of the affairs of the corporation, whether voluntary or involuntary, the holders of the preferred stock at the time outstanding shall be entitled to be paid the preferential amount per share to be determined by the Board of Directors prior to any payment to holders of common stock. Shares of preferred stock may be convertible into common stock based on terms, conditions, rates and subject to such adjustments set by the Board of Directors. There was no preferred stock issued or outstanding at March 31, 2004 and December 31, 2003.

Table of Contents**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****Note 3: Certain Balance Sheet Components**

| | At March 31, 2004 | At December 31, 2003 |
|---|----------------------|-------------------------|
| | <u> </u> | <u> </u> |
| | (in thousands) | |
| Accounts receivable, net | | |
| Trade (net of allowance for doubtful accounts of \$737 and \$695) | \$ 39,918 | \$ 62,770 |
| Unbilled revenue | 7,499 | 8,012 |
| | <u> </u> | <u> </u> |
| Total accounts receivable, net | \$ 47,417 | \$ 70,782 |
| | <u> </u> | <u> </u> |
| Inventories | | |
| Materials | \$ 4,195 | \$ 4,081 |
| Work in process | 720 | 777 |
| Finished goods | 14,062 | 11,006 |
| | <u> </u> | <u> </u> |
| Total manufacturing inventories | 18,977 | 15,864 |
| Service inventories | 439 | 173 |
| | <u> </u> | <u> </u> |
| Total inventories | \$ 19,416 | \$ 16,037 |
| | <u> </u> | <u> </u> |
| Property, plant and equipment, net | | |
| Machinery and equipment | \$ 31,702 | \$ 30,905 |
| Equipment used in outsourcing | 16,124 | 16,093 |
| Computers and purchased software | 35,411 | 33,268 |
| Buildings, furniture and improvements | 22,087 | 21,349 |
| Land | 1,735 | 1,735 |
| | <u> </u> | <u> </u> |
| Total cost | 107,059 | 103,350 |
| Accumulated depreciation | (62,375) | (60,532) |
| | <u> </u> | <u> </u> |
| Property, plant and equipment, net | \$ 44,684 | \$ 42,818 |
| | <u> </u> | <u> </u> |

Depreciation expense was \$2.4 million and \$2.2 million for the three months ended March 31, 2004 and 2003, respectively.

The provision to the allowance for doubtful accounts was approximately \$75,000 for the three months ended March 31, 2004. There was no provision to increase the allowance for doubtful accounts during the three months ended March 31, 2003. There were no recoveries of previously charged-off accounts during the three months ended March 31, 2004 or 2003.

Note 4: Business Combinations

Silicon Energy Corp.: On March 4, 2003, we acquired Silicon Energy Corp. (Silicon), a leading provider of enterprise energy management software and services to utilities and large energy users, for consideration equal to \$71.1 million in cash, plus other direct transaction costs of approximately \$1.3 million, less cash acquired of approximately \$1.4 million. Of the consideration, approximately \$6.4 million was retained in an indemnification escrow account, which terminates March 2005, to cover certain representations and warranties issued by Silicon. The amount of merger consideration was subject to a working capital adjustment that was finalized within 45 days from closing. No working capital adjustment was required. We acquired Silicon utilizing cash on hand and the proceeds from a \$50 million term loan, repayable over three years with equal quarterly principal payments.

At March 4, 2003, Silicon was in the process of developing new software products that had not yet reached technological feasibility. The fair value of the in-process research and development (IPR&D) was estimated using the income approach, which reflects the net present value of the projected cash flows expected to be generated by the products incorporating the in-process technology. The discount rate applicable to the cash flows of the products reflects the stage of completion and other risks inherent in the projects. The discount rate used in the valuation of IPR&D was 29 percent. The fair value of IPR&D was estimated to be \$900,000 with an estimated cost to complete of approximately \$1.2 million. The in-process technology was substantially completed in 2003. The IPR&D fair value of \$900,000 was expensed in March 2003 and recorded within operating expenses. Other identifiable intangible assets with a total value of \$14.3 million are being amortized over the lives of the estimated discounted cash flows assumed in the valuation models. Goodwill is assessed for impairment on an annual basis, or upon a significant event during a year, in accordance with SFAS No. 142, *Goodwill and Other Intangible Assets*.

Table of Contents**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

The following condensed financial information reflects the allocation of the purchase price based on the fair values of the assets and liabilities.

| | <u>Fair Value</u> | <u>Weighted Average Life</u> |
|--|-------------------|----------------------------------|
| | (in thousands) | (in months) |
| Fair value of net assets assumed | \$ 12,039 | |
| In-process research and development | 900 | |
| Identified intangible assets - amortizable | | |
| Core-developed technology | 5,900 | 28 |
| Customer relationships/contracts | 4,400 | 35 |
| Customer backlog | 2,600 | 13 |
| Trademarks and trade names | 200 | 27 |
| Partner relationships | 1,200 | 14 |
| Goodwill | 43,815 | |
| | <u> </u> | |
| Net assets acquired | <u>\$ 71,054</u> | |

Goodwill related to the Silicon acquisition was not deductible for tax purposes. Goodwill and intangible assets were allocated to our defined reporting units based on Silicon's forecasted revenue to be contributed to each reporting unit.

The following pro forma results for the three months ended March 31, 2003 are based on the individual historical results of Itron and Silicon (prior to the acquisition on March 4, 2003) with adjustments to give effect to the combined operations. The adjustments are related to amortization of acquired identified intangible assets, reduction of depreciation expense resulting from adjustments to the value of acquired fixed assets, elimination of interest expense on Silicon's debt, which was paid in full upon acquisition, Silicon's line of credit paid in full and the change in tax provision. The pro forma results are presented solely as supplemental information and do not necessarily represent what the combined results of operations or financial position would actually have been had the transactions in fact occurred at an earlier date, nor are they representative of results for any future date or period.

| <u>Three months ending March 31, 2003</u> | <u>Pro Forma</u> |
|---|--|
| | (in thousands, except per share data) |
| Revenues | \$ 76,367 |
| Gross profit | 36,637 |
| Operating expenses | 36,408 |
| Other income (expense) | (560) |
| Net loss | (204) |
| Basic net loss per share | \$ (0.01) |
| Diluted net loss per share | \$ (0.01) |
| Weighted average shares assumed outstanding | |
| Basic | 20,239 |
| Diluted | 20,239 |

Table of Contents**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****Note 5: Identified Intangible Assets**

The gross carrying amount and accumulated amortization of our intangible assets, other than goodwill, as of March 31, 2004 and December 31, 2003 were as follows:

| | At March 31, 2004 | | At December 31, 2003 | |
|---|-------------------|--------------------------|----------------------|--------------------------|
| | Gross Assets | Accumulated Amortization | Gross Assets | Accumulated Amortization |
| | (in thousands) | | | |
| Core-developed technology | \$ 18,330 | \$ (6,807) | \$ 18,330 | \$ (5,553) |
| Patents | 7,088 | (4,045) | 7,088 | (3,952) |
| Capitalized software | 5,065 | (5,065) | 5,065 | (5,065) |
| Distribution and production rights | 3,935 | (2,781) | 3,935 | (2,711) |
| Customer contracts | 5,650 | (1,617) | 5,650 | (1,237) |
| Other | 5,101 | (3,902) | 5,101 | (3,672) |
| Total identified intangible assets | \$ 45,169 | \$ (24,217) | \$ 45,169 | \$ (22,190) |

Amortization expense on identified intangible assets was approximately \$2.0 million and \$1.9 for the three months ended March 31, 2004 and 2003, respectively. Total amortization expense to be recognized over the remaining nine months in 2004 is approximately \$6.1 million. Estimated future annual amortization expense is as follows:

| Years ending December 31, | Estimated Amortization |
|---------------------------|------------------------|
| | (in thousands) |
| 2005 | \$ 6,032 |
| 2006 | 3,251 |
| 2007 | 1,893 |
| 2008 | 1,380 |
| Beyond 2008 | 2,315 |

Note 6: Goodwill

We completed our annual impairment test in the fourth quarter of 2003 and concluded that no impairment adjustment was required. Goodwill increased in 2003 primarily due to the acquisition of Silicon on March 4, 2003 and adjustments to goodwill balances associated with the LineSoft Corporation, Regional Economic Research, Inc. (RER), and eMobile Data Corporation acquisitions made during 2002. In addition, the goodwill balance can increase or decrease, with a corresponding change in other comprehensive income (loss), due to changes in currency

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exchange rates from the beginning of the period. Goodwill was allocated to our defined reporting units in 2003 based on the forecasted revenue to be contributed to each reporting unit. As a result of our organizational change that began in January 2004, we will reallocate goodwill to our new reporting segments as of October 1, 2004, which is our annual impairment test date. The change in goodwill for the three months ended March 31, 2004 and 2003 is as follows:

| (in thousands) | Total |
|---------------------------------------|--------------|
| Goodwill balance at December 31, 2003 | \$ 90,385 |
| Goodwill adjustments | 323 |
| Effect of change in exchange rate | (82) |
| Goodwill balance at March 31, 2004 | \$ 90,626 |
| Goodwill balance at December 31, 2002 | \$ 44,187 |
| Goodwill acquired | 41,324 |
| Effect of change in exchange rate | 409 |
| Goodwill balance at March 31, 2003 | \$ 85,920 |

Note 7: Debt

On March 4, 2003, we entered into a secured credit facility for \$105 million and terminated our former \$35 million credit line. At March 31, 2004, the secured credit facility was reduced to \$88.3 million due to principal payments on the term loan. Collateral that has been granted to the lenders includes equipment, inventory, real property and intellectual property.

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

The credit facility consists of a \$50 million three year term loan to finance a portion of the Silicon acquisition, which had an outstanding balance of \$33.3 million and \$37.5 million at March 31, 2004 and December 31, 2003, respectively. The term loan is payable with equal quarterly principal payments. Remaining principal payments under the term loan are \$12.5 million in 2004, \$16.7 million in 2005 and \$4.1 million in 2006. The annual interest rate on the term loan will vary according to market rates and our consolidated leverage ratio. The interest rate at March 31, 2004 was 5.5%. Our requirement to enter into an interest rate agreement to substantially fix or limit the interest rate on at least 50% of the term loan principal for a minimum of two years has been waived to June 30, 2004.

In addition to the term loan, the credit facility provides a \$55 million revolving credit line with a three year term, which was available for general use at March 31, 2004. Borrowings of \$5.0 million and \$10.0 million were outstanding on the revolving credit line at March 31, 2004 and December 31, 2003, respectively. The interest rate at March 31, 2004 was 5.5%. At March 31, 2004, \$23.0 million of the revolving credit line was utilized by outstanding standby letters of credit resulting in \$27 million available for additional borrowings.

The credit facility contains financial covenants which require us to maintain certain liquidity and coverage ratios on a quarterly basis. At March 31, 2004, our fixed charge coverage ratio and debt leverage ratio were not in compliance with the covenant requirements in our loan agreement. At December 31, 2003, our fixed charge coverage ratio covenant was below the minimum required according to our loan agreement. We have received waivers of compliance with the covenants from our lenders for March 31, 2004 and December 31, 2003.

In connection with our planned acquisition of Schlumberger Electricity Metering (SEM), we intend to replace our current credit facility with \$365 million of new debt for a net increase in our debt facilities of approximately \$276.7 million. On December 17, 2003, on a documentary or paper basis we closed a new \$240 million senior secured credit facility comprised of a replacement \$55 million revolving credit line and a \$185 million seven year term loan. The new facility does not permit borrowing until certain conditions are satisfied, including closing the acquisition of SEM. Without the satisfaction of the remaining conditions the new credit facility currently expires at the deadline date of the SEM acquisition agreement, but no later than May 14, 2004. We intend to extend the terms of the new credit facility past May 14, 2004, if necessary. The annual interest rates under the new facility will vary depending on market rates, with initial interest rates based on the London InterBank Offered Rate (LIBOR) plus 2.75% for the revolving line of credit and LIBOR plus 2.25% for the term loan.

If we are unable to satisfy the remaining conditions to borrowing under, the new credit facility, we anticipate that we will be below the minimum required fixed charge coverage ratio covenant under our existing credit facilities referred to above for the second and third quarters of 2004, due substantially to a four quarter rolling calculation of a component of our covenant requirements and the warranty accruals incurred in the fourth quarter of 2003. Consequently, the \$16.6 million and \$20.8 million long-term portion of our term loan has been classified as a current liability at March 31, 2004 and December 31, 2003, respectively.

Note 8: Restructurings

In January 2004 we began to implement a change in our organizational structure as we moved from segment reporting based on business units to two operations groups: hardware and software. In the process of developing the new structure, and in light of lower expectations for first quarter revenues, we made headcount reductions and other spending adjustments. This restructuring was substantially complete in the first quarter of 2004, resulting in a charge of approximately \$2.4 million in the first quarter of 2004. An additional restructuring charge of approximately \$100,000 is expected in the second quarter of 2004.

During the first quarter of 2003, we initiated a restructuring of our Energy Information Systems (EIS) group located in Raleigh, North Carolina, which included a workforce reduction of approximately 40 employees and recognized a charge of approximately \$2.0 million related to severance during 2003. As of March 31, 2003, substantially all of the 40 employees were terminated and severance payments were made. The restructuring was complete in 2003.

In addition, as part of our European operations restructuring, a charge of approximately \$216,000 was recorded during the first quarter of 2003 to write-down fixed assets. The restructuring was complete in 2003.

Table of Contents**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

Accrued liabilities associated with Company-wide restructuring efforts were approximately \$303,000 and \$153,000 at March 31, 2004 and December 31, 2003, respectively and consisted of the following:

| | Severance and Related Costs | Lease Termination and Related Costs |
|--------------------------------------|--|--|
| | (in thousands) | |
| Accrual balance at December 31, 2003 | \$ 28 | \$ 125 |
| Addition/adjustments to accruals | 2,382 | |
| Cash payments | (2,222) | (10) |
| Accrual balance at March 31, 2004 | \$ 188 | \$ 115 |
| Accrual balance at December 31, 2002 | \$ 1,263 | \$ 1,177 |
| Addition/adjustments to accruals | 1,949 | |
| Cash payments | (2,408) | (90) |
| Accrual balance at March 31, 2003 | \$ 804 | \$ 1,087 |

The liability for lease terminations is recorded within accrued expenses and the liability for employee severance is recorded within wages and benefits payable. Lease termination and related costs are dependent on our ability to sublease vacant space.

Note 9: Income Taxes

We currently estimate our annual effective income tax rate to be approximately 38.0% for fiscal year 2004. The expected annual effective income tax rate differs from the federal statutory rate of 35% due to state income taxes, extraterritorial income exclusion tax benefits and changes in valuation allowances.

Our effective income tax rate can vary from period to period due to fluctuations in operating results, changes in the valuation allowances for deferred tax assets (which reduce the tax assets to an amount that more likely than not will be realized), new or revised tax legislation and changes in the level of business performed in domestic and international tax jurisdictions. The effective income tax rates for the three months ended March 31, 2004 and 2003 were 51.1% and 45.0%, respectively. The 2004 quarterly rate was higher than the estimated annual effective income tax rate as a result of changes in estimated taxes due in future periods, partially offset by valuation allowance adjustments in the quarter ended March 31, 2004. The 2003 rate includes no tax benefit recognized for the \$900,000 IPR&D expense since IPR&D charges are not tax deductible. Excluding the impact of the non-tax deductible IPR&D charge in 2003, the adjusted effective tax rate was 38.5%.

Note 10: Long Term Performance Plan

In February 2003, a Long Term Performance Plan (LTTP) for executive officers was established with awards contingent on the attainment of multi-year performance goals designed to drive long-term financial success and growth of the Company. At the beginning of each performance period, the specific range of goals and performance objectives are established by the Chief Executive Officer, approved by the Compensation Committee and presented to the Board of Directors. At the end of each performance period, payouts are determined based on actual performance against goals. Payouts will be made in the Company's common stock (50%) and in cash (50%). Business results for the LTTP will be measured over three-year periods with new overlapping award cycles beginning each year. In order to phase in the LTTP, three performance cycles began on January 1, 2003: a one-year cycle, a two-year cycle and a three-year cycle. Thereafter a new three-year cycle will begin on January 1 of each year. Revenue and earnings growth, subject to a performance hurdle of return on capital, were the specific performance measures used for the first three performance cycles. In future cycles, other measures may be recommended and approved by the Compensation Committee.

The performance goals for the one-year cycle that began January 1, 2004 were not met for the three months ended March 31, 2004, and therefore, no payouts were earned for that cycle under the LTTP. The performance goals for the one-year cycle that began January 1, 2003 were not met for the year ended December 31, 2003, and therefore, no payouts were earned.

Note 11: Other Related Party Transactions

We have a 30% interest in an affiliate that serves both as a contract manufacturer for some of our low volume products and as our handheld service repair depot. We sublease a portion of our Spokane facility to this affiliate. The lease agreement commenced in May 2000 and, including extensions, terminates in May 2004. During the first quarter of 2004, the affiliate negotiated a new lease for the period from May 2004 to May 2006. The base monthly lease payments under the new lease will be approximately \$16,000 and are based on current market rates. The affiliate pays us for its share of operating costs of the subleased premises. The costs payable by the affiliate to us are based on the square footage of the leased premises.

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

We lease two facilities from former owners of RER, who are now current employees. The monthly lease expense is approximately \$39,000. The lease agreements terminated in December 2003 and January 2004, respectively. One of the leases was renewed on March 1, 2004 and includes monthly lease payments of approximately \$37,000 through February 2008. The remaining lease is currently month to month.

Note 12: Commitments and Contingencies

Guarantees and Indemnifications

Under Financial Accounting Standards Board Interpretation 45, *Guarantor's Accounting and Disclosure Requirements for Guarantees, Including Indirect Guarantees of Indebtedness of Others*, we record a liability for certain types of guarantees and indemnifications for agreements entered into or amended subsequent to December 31, 2002. No liabilities were required for the agreements entered into during the three months ended March 31, 2004.

We maintain bid and performance bonds for certain customers. Bonds in force were \$31.9 million and \$41.7 million at March 31, 2004 and December 31, 2003, respectively. Bid bonds guarantee that we will enter into a contract consistent with the terms of the bid. Performance bonds provide a guarantee to the customer for future performance, which usually covers the installation phase of a contract and may on occasion cover the operations and maintenance phase of outsourcing contracts.

We also have standby letters of credit to guarantee our performance under certain contracts. The outstanding amounts of standby letters of credit were \$23.0 million and \$15.0 million at March 31, 2004 and December 31, 2003, respectively.

We generally provide an indemnification related to the infringement of any patent, copyright, trademark or other intellectual property right on software or equipment within our sales contracts, which indemnifies the customer from and pays the resulting costs, damages and attorney fees awarded against a customer with respect to such a claim provided that (a) the customer promptly notifies us in writing of the claim and (b) we have the sole control of the defense and all related settlement negotiations. The terms of the indemnification normally do not limit the maximum potential future payments. We also provide an indemnification for third party claims resulting from damages caused by the negligence or willful misconduct of our employees/agents in connection with the performance of certain contracts. The terms of the indemnification generally do not limit the maximum potential payments.

Legal Matters

We are a party to various lawsuits and claims, both as plaintiff and defendant, and have contingent liabilities arising from the conduct of business, none of which, in our opinion, are expected to have a material effect on our financial position or results of operations.

Note 13: Segment Information

In January 2004, we began to implement an organizational change that resulted in a change in our segment reporting from five market facing business units (Electric, Natural Gas, Water & Public Power, International and End User Solutions) to two operating groups (Hardware Solutions and Software Solutions). In July 2004, we made additional refinements to our operating groups. The segment information in this Form 10-Q/A is based on the new segment reporting structure. Accordingly, historical segment information in this Form 10-Q/A has been restated to reflect the new reporting structure.

Management has three primary measures for each of the operating groups: revenue, gross profit (margin) and operating income. Revenues for each operating group are reported according to product lines. There are no inter-operating group revenues. Within each operating group, costs of sales include materials, direct labor, warranty expense and an overhead allocation, as well as variances from standard costs. Service related cost of sales are based on actual time and materials incurred and an allocation of miscellaneous service related costs. Operating expenses directly associated with each operating group may include sales, marketing, product development or administrative expenses.

Corporate operating expenses, interest revenue, interest expense, equity in the income (loss) of investees accounted for by the equity method, amortization expense and income tax expense are not allocated to the operating groups, nor included in the measure of segment profit or loss. Assets and liabilities are not allocated to the operating groups. Approximately 50% of depreciation expense is allocated to the operating groups.

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NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)

Operating Segment Products

| Operating Segment | Major Products |
|----------------------------|---|
| <i>Hardware Solutions:</i> | Residential and commercial automatic meter reading (AMR) retrofit and OEM (original equipment manufacture) modules, mobile and network AMR data collection technologies, SmartSynch meter systems, handheld computers for meter data collection or mobile workforce applications, and related installation and implementation services. |
| <i>Software Solutions:</i> | Software applications for commercial, industrial and residential meter data collection and management, distribution systems design and optimization, energy and water management, asset optimization, mobile workforce solutions, and forecasting and related implementation, forecasting and consulting services. |

Table of Contents**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****Operating Segment Information**

| | Three Months Ended | |
|--|---------------------------|------------------|
| | March 31, | |
| | 2004 | 2003 |
| (in thousands) | | |
| Revenue | | |
| Hardware Solutions | \$ 54,746 | \$ 62,227 |
| Software Solutions | 10,856 | 12,418 |
| Total Company | \$ 65,602 | \$ 74,645 |
| Gross profit | | |
| Hardware Solutions | \$ 26,777 | \$ 32,569 |
| Software Solutions | 3,095 | 4,293 |
| Total Company | \$ 29,872 | \$ 36,862 |
| Operating income (loss) | | |
| Hardware Solutions | \$ 21,775 | \$ 26,951 |
| Software Solutions | (5,595) | (6,182) |
| Corporate unallocated | (17,219) | (15,228) |
| Total Company | (1,039) | 5,541 |
| Total other income (expense) | (471) | (240) |
| Income (loss) before income taxes | \$ (1,510) | \$ 5,301 |

There were no customers that accounted for more than 10% of total Company revenues for the three months ended March 31, 2004. One customer accounted for approximately 11% of total Hardware Solutions revenues for the three months ended March 31, 2004. A different customer, and its subsidiaries, accounted for approximately 12% of Hardware Solutions revenues and 10% of total Company revenues for the three months ended March 31, 2003. Another customer accounted for 21% of Software Solutions revenues for the three months ended March 31, 2003.

Table of Contents**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)****Note 14: Comprehensive Income (Loss)**

Comprehensive income adjustments are reflected as an increase or (decrease) to shareholders' equity and are not reflected in results of operations. Operating results adjusted to reflect comprehensive income items during the period, net of tax, were as follows:

| | Three Months Ended | |
|--|---------------------------|-----------------|
| | March 31, | |
| | 2004 | 2003 |
| | (in thousands) | |
| Net income (loss) | \$ (738) | \$ 2,916 |
| Change in foreign currency translation adjustments, net of tax | (228) | 402 |
| Total comprehensive income (loss) | \$ (966) | \$ 3,318 |

Note 15: Pending Acquisition

On July 16, 2003, we entered into an agreement to acquire SEM for a purchase price of \$255 million, subject to a post-closing working capital adjustment. We expect to borrow approximately \$310 million under \$365 million of new credit facilities to pay the purchase price, repay current borrowings and pay related fees and expenses. We intend to use a portion of the financing to refinance current borrowings under our existing revolving credit line and term loan, which had a combined balance of \$38.3 million as of March 31, 2004.

On July 28, 2003, we filed notification with the Federal Trade Commission (FTC) under the Hart-Scott-Rodino Antitrust Improvements Act of 1976 (HSR) regarding our intent to acquire SEM. As part of the approval process with the FTC we have negotiated and signed a license of certain of our existing electric meter module and other AMR technology to a competing third party company, which license agreement will become effective with the closing of the acquisition of SEM. We have now completed negotiations with the FTC for a Decision & Order, also known as a consent decree, and have signed the Decision & Order. The FTC staff is in the process of finalizing its recommendation to the Commission concerning the acquisition, which we expect to be favorable. We expect the FTC staff will forward its recommendation to the Commission shortly. A formal Commission approval process involving the sequential approval of individual Commission members will follow. We continue to expect that we will close the acquisition before the end of the second quarter of 2004.

As a result of several issues that developed concerning the sale of certain other assets of SEM, we are in the process of concluding the negotiation of amendments to certain terms and conditions of the acquisition, none of which amendments are expected to negatively alter the terms and conditions of the acquisition.

Note 16: Subsequent Events

On May 10, 2004, we completed a private placement of \$125 million aggregate principal amount of 7.75% senior subordinated notes, discounted at 99.265 to yield 7.875%, due in 2012. We intend to use the \$124.1 million of gross proceeds from these notes, together with borrowings under our new \$240 million senior secured credit facility (note 7), to finance the acquisition of SEM, repay the outstanding indebtedness under our existing credit facility and to pay related fees and expenses. Fixed annual interest will be paid every six months, commencing in November 2004. The notes are subordinated to our new \$240 million senior secured credit facility and are guaranteed by each of our current and future domestic subsidiaries. The notes contain customary covenants, which place restrictions on the incurrence of debt, the payment of dividends, certain investments and mergers.

The proceeds of the notes will be held in escrow pending the completion of the SEM acquisition. If the acquisition is not completed by September 7, 2004, the proceeds from the notes will be returned, along with accrued interest and the notes' discount amount.

Note 17: Restatement of Condensed Consolidated Statements of Operations

Subsequent to the issuance of the condensed consolidated financial statements for the three months ended March 31, 2004, we determined that warranty expense should have been classified as a cost of sales rather than as a cost of service. As a result, the components of cost of revenues have been restated to record warranty expense as a cost of sales. The following illustrates the effects of the restatement.

Table of Contents**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

| <u>Three Months Ended March 31, 2004</u> | As Previously Reported | Adjustment | As Restated |
|---|-----------------------------------|-------------------|--------------------|
| | (in thousands) | | |
| Cost of Revenues | | | |
| Sales | \$ 29,223 | \$ 384 | \$ 29,607 |
| Service | 6,507 | (384) | 6,123 |
| Total cost of revenues | \$ 35,730 | \$ | \$ 35,730 |

| <u>Three Months Ended March 31, 2003</u> | As Previously Reported | Adjustment | As Restated |
|---|-----------------------------------|-------------------|--------------------|
| | (in thousands) | | |
| Cost of Revenues | | | |
| Sales | \$ 29,861 | \$ 2,337 | \$ 32,198 |
| Service | 7,922 | (2,337) | 5,585 |
| Total cost of revenues | \$ 37,783 | \$ | \$ 37,783 |

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ITEM 2: MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion and analysis should be read in conjunction with the unaudited Condensed Consolidated Financial Statements and Notes included in this report, and with the 2003 audited financial statements and notes included in our Annual Report on Form 10-K/A, filed with the Securities and Exchange Commission (SEC) on February 7, 2005.

Our SEC filings are available free of charge under the Investor Relations section of our website at www.itron.com as soon as practicable after they are filed with or furnished to the SEC. In addition, our filings are available at the SEC's website (www.sec.gov) and at the SEC's Public Reference Room at 450 Fifth Street, NW, Washington, DC 20549, or by calling 1-800-SEC-0330.

Certain Forward-Looking Statements

This document contains forward-looking statements concerning our operations, economic performance, sales, earnings growth, cost reduction programs and other items. These statements reflect our current plans and expectations and are based on information currently available as of the date of our Quarterly Report on Form 10-Q for the quarter ended March 31, 2004, which was originally filed with the Securities and Exchange Commission on May 10, 2004. When included in this discussion, the words expects, intends, anticipates, believes, plans, projects, estimates, future and similar expressions are intended to identify forward-looking statements. However, these words are not the exclusive means of identifying such statements. In addition, any statements that refer to expectations, projections or other characterizations of future events or circumstances are forward-looking statements. The forward-looking statements rely on a number of assumptions and estimates, which could be inaccurate, and which are subject to risks and uncertainties that could cause our actual results to vary materially from those anticipated. Such risks and uncertainties include, among others, 1) Federal Trade Commission clearance and the timing of the Schlumberger's Electricity Metering (SEM) business acquisition, including completion of, or satisfactory credit arrangements for that acquisition, 2) the rate and timing of customer demand for our products, 3) rescheduling of current customer orders, 4) changes in estimated liabilities for product warranties, 5) changes in law and regulation (including Federal Communications Commission licensing actions) and 6) other factors. You should not place undue reliance on these forward-looking statements, which apply only as of the date of our Quarterly Report on Form 10-Q for the quarter ended March 31, 2004, which was originally filed with the Securities and Exchange Commission on May 10, 2004. We do not have any obligation or undertaking to update publicly or revise any forward-looking statement contained herein to reflect any change in our expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based. For a more complete description of these and other risks, see Certain Risks Relating to Our Business included in our Annual Report on Form 10-K for the fiscal year ended December 31, 2003, which was filed with the Securities and Exchange Commission on March 12, 2004.

Restatement of Condensed Consolidated Financial Statements

Subsequent to the issuance of our March 31, 2004 condensed consolidated financial statements and the filing of our Quarterly Report on Form 10-Q with the Securities and Exchange Commission, management of Itron, Inc. determined that it would restate its condensed consolidated financial statements for the three months ended March 31, 2004 and 2003 to correctly record warranty expense as cost of sales rather than cost of services as previously reported. No other income statement line items were affected. In addition, as a result of our change in operating segments in July 2004, we have restated the information in our segment footnote and revised management's discussion and analysis (MD&A) of financial condition and results of operations to reflect the new segment reporting structure as of September 30, 2004. The following MD&A of financial condition and results of operations takes into account the effects of the restatement.

Executive Highlights

In the first quarter of 2004 our revenues were \$65.6 million, which is 12% lower than first quarter 2003 revenues. AMR order delays late in 2003 from three large electric utility customers resulted in decreased total company and Hardware Solutions revenues in the first quarter of 2004. While revenues decreased in the first quarter of 2004 compared with 2003, new order bookings of \$66 million in the first quarter of 2004 were 10% higher than in the first quarter of 2003, and were significantly higher than the \$45 million in new order bookings in the fourth quarter of 2003.

With the lower first quarter revenues, we had a net loss of \$738,000, or 4 cents per diluted share in the first quarter of 2004, compared with net income of \$2.9 million, or 14 cents per diluted share in the first quarter of 2003. In early 2004, we began to implement a new organizational structure. In the process of implementing our new organization, and to adjust expenditures to expected revenue potential for 2004 in some areas, we made headcount reductions and other spending adjustments. This restructuring was substantially completed in the first quarter of 2004, resulting in a charge of approximately \$2.4 million. An additional restructuring charge of approximately \$100,000 is expected in the second quarter of 2004.

Table of Contents**Revenues and Gross Margin***Total Company Revenues and Gross Margin*

The following tables summarize our revenues and gross margin for the three months ended March 31, 2004 and 2003.

| | Three Months Ended | | |
|-----------------------|--------------------|----------------|--------------|
| | March 31, | | |
| | 2004 | 2003 | % Change |
| | (in millions) | | |
| <i>Revenues</i> | | | |
| Sales | \$ 55.0 | \$ 63.9 | (14)% |
| Service | 10.6 | 10.7 | (1) |
| Total revenues | \$ 65.6 | \$ 74.6 | (12)% |

| | Three Months Ended | | |
|---------------------------|--------------------|------------|-------------|
| | March 31, | | |
| | 2004 | 2003 | Change |
| <i>Gross Margin</i> | | | |
| Sales | 46% | 50% | (4)% |
| Service | 42 | 48 | (6) |
| Total gross margin | 46% | 49% | (3)% |

Revenues

Sales revenues in the first quarter of 2004 decreased \$8.9 million, or approximately 14%, compared with the first quarter of 2003 due to lower shipments of AMR meter modules and fewer handheld system upgrades. We shipped approximately 830,000 AMR modules in the first quarter of 2004, compared with approximately 940,000 in the first quarter of 2003. While domestic handheld revenues are fairly stable over the long-term, on a quarterly basis they can vary due to the timing of system upgrades. Software license revenues were also lower in the first quarter of 2004, compared with the first quarter of 2003 as we recognized approximately \$2.1 million in license revenues from one customer for our distribution line design software in the first quarter of 2003. Offsetting those decreases was slightly higher royalty revenue due to increased shipments of solid state electricity meters with our AMR technology embedded. Service revenues decreased slightly in the first quarter of 2004 primarily due to a decline in outsourcing service revenues.

There were no customers that accounted for more than 10% of total Company revenues for the three months ended March 31, 2004. One group of customers, National Grid Companies, accounted for approximately 10% of total Company revenues for the three months ended March 31, 2003. The top ten customers for the three months ended March 31, 2004 accounted for approximately 40% of revenues. The top ten customers for the three months ended March 31, 2003 accounted for approximately 46% of revenues.

Gross Margin

The decrease in gross margin in the first quarter of 2004, compared with 2003, was attributable to several factors. Sales gross margin decreased 4 percentage points primarily due to a shift in the mix of hardware products shipped, including the mix of AMR units sold, sales to indirect customers and handheld systems. Revenues through indirect sales channels, which include sales through meter manufacturers, business associates and other alliance partners at lower margins, increased to approximately \$15.4 million in the first quarter of 2004, up from \$12.5 million in the first quarter of 2003, and were 23% and 17% of total Company revenues for the quarters ended March 31, 2004 and 2003, respectively. The decrease in gross margin was also affected by the \$2.1 million decrease in distribution line design software revenue in the first quarter of 2004 compared with 2003. These sales gross margin decreases were partly offset by a \$2.1 million net decrease in our estimated warranty costs for the quarter, compared with the same quarter in 2003, resulting from higher than normal expenses in the first quarter of 2003, as well as changes in the accrual rates for the first quarter of 2004 based on claims experience and adjustments to the accrual based on product life and other factors. Service gross margin decreased in the first quarter of 2004 primarily due to higher costs associated with an outsourcing contract.

At the end of 2003, a warranty accrual of approximately \$8.6 million was charged to cost of sales for a specific type of electric AMR module product failure, due to a change in encapsulation material from a supplier to our component supplier. The defective material was used by the supplier for approximately twelve months. Certain lots of this electric AMR module manufactured during this period included the defective material. The warranty accrual reflected our estimate of the material, labor and other costs we will incur to replace the remaining affected units. Our estimates include assumptions for the number of units affected, hourly labor charges for installation work, in house material and labor costs to rework affected units, reimbursements from our component supplier and other variable factors. During the first quarter of 2004, we incurred costs of \$2.8 million for product replacements, which was charged against the warranty accrual. While we believe we have adequately reserved for this issue, our actual costs may differ from our estimates.

Table of Contents**Segment Revenues and Gross Margin**

In January 2004, we began to implement an organizational change that resulted in a change in our segment reporting from five market facing business units (Electric, Natural Gas, Water & Public Power, International and End User Solutions) to two operating groups (Hardware Solutions and Software Solutions). In July 2004, we made additional refinements to our operating groups, which changed our historical segment reporting. Our Hardware Solutions operating group is further defined as Meter Data Collection. As a result of this change, the historical segment information in this Form 10-Q/A has been restated.

Management has three primary measures for each of the operating groups: revenues, gross profit (margin) and operating income. Revenues for each operating group are reported according to product lines. There are no inter-operating group revenues. Within each operating group, costs of sales include materials, direct labor, warranty expense and an overhead allocation, as well as variances from standard costs. Service related costs of sales are based on actual time and materials incurred and an allocation of miscellaneous service related costs. Operating expenses directly associated with each operating group may include sales, marketing, product development or administrative expenses.

Corporate operating expenses, interest revenue, interest expense, equity in the income (loss) of investees accounted for by the equity method, amortization expense and income tax expense are not allocated to the operating groups, nor included in the measurement of segment profit or loss. Assets and liabilities are not allocated to the operating groups. Approximately 50% of depreciation expense is allocated to the operating groups.

Operating Segment Products

| <u>Operating Segment</u> | <u>Major Products</u> |
|--------------------------|---|
| Hardware Solutions: | Residential and commercial AMR retrofit and OEM (original equipment manufacturer) modules, mobile and network AMR data collection technologies, SmartSynch meter systems, handheld computers for meter data collection or mobile workforce applications and related installation and implementation services. |
| Software Solutions: | Software applications for commercial, industrial and residential meter data collection and management, distribution system design and optimization, energy and water management, asset optimization, mobile workforce solutions, and forecasting and related implementation, forecasting and consulting services. |

The following tables and discussion highlight significant changes in trends or components of revenues and gross margin for each segment.

| | Three Months Ended | | |
|-------------------------|---------------------------|-------------|-----------------|
| | March 31, | | |
| | 2004 | 2003 | % Change |
| | (in millions) | | |
| <i>Segment Revenues</i> | | | |
| Hardware Solutions | \$ 54.7 | \$ 62.2 | (12)% |
| Software Solutions | 10.9 | 12.4 | (12) |

| | | | |
|---------------|---------|---------|-------|
| Total Company | \$ 65.6 | \$ 74.6 | (12)% |
|---------------|---------|---------|-------|

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| | Three Months Ended March 31, | |
|-----------------------------|---------------------------------|------|
| | 2004 | 2003 |
| <i>Segment Gross Margin</i> | | |
| Hardware Solutions | 49% | 52% |
| Software Solutions | 29 | 35 |
| Total Company | 46% | 49% |

| | Three Months Ended March 31, | | |
|--|---------------------------------|---------|----------|
| | (in millions) | | |
| | 2004 | 2003 | % Change |
| <i>Segment Operating Income (Loss)</i> | | | |
| Hardware Solutions | \$ 21.8 | \$ 26.9 | (19)% |
| Software Solutions | (5.6) | (6.2) | 10% |
| Corporate unallocated | (17.2) | (15.2) | (13)% |
| Total Company | \$ (1.0) | \$ 5.5 | (118)% |

Hardware Solutions: Revenues in the first quarter of 2004 decreased \$7.5 million, or 12%, compared with the first quarter of 2003, primarily as a result of decreased AMR module sales as well as lower sales and margins of handheld meter reading units. While sales of water AMR modules increased in 2004, sales of AMR modules to large electric and electric and gas combination investor owned utilities decreased due to several instances of extreme weather, a major blackout in the Northeastern U.S. and other utility specific delays in capital spending. We shipped approximately 830,000 AMR modules in the first quarter of 2004, compared with approximately 940,000 in the first quarter of 2003. Partially offsetting some of the decrease was increased installation revenues related to meter reading systems due to the timing of projects.

One customer accounted for approximately 11% of total Hardware Solutions revenues for the three months ended March 31, 2004. A different customer, and its subsidiaries, accounted for approximately 12% of Hardware Solutions revenues and 10% of total Company revenues for the three months ended March 31, 2003.

Hardware Solutions gross margin decreased from 52% in the first quarter of 2003, to 49% in the first quarter of 2004, due to a mix shift in hardware product revenues, specifically lower handheld meter reading system sales revenues, in the first quarter of 2004 compared with 2003.

Operating expenses decreased approximately \$600,000 in the first quarter of 2004 compared with 2003 due primarily to spending reductions in product development. Operating income for Hardware Solutions decreased \$5.2 million, or 19% due to decreased revenues and gross margin.

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Software Solutions: Software Solutions revenues decreased \$1.5 million in the first quarter of 2004 compared with the first quarter of 2003. In the first quarter of 2003, we recognized \$2.1 million in software license revenues related to a system at one customer for distribution line design, with no comparable amount of revenues in 2004. Slightly offsetting that decrease was that we had a full quarter of revenue in 2004 related to the Silicon Energy Corp. (Silicon) acquisition completed on March 4, 2003. The distribution line design customer above accounted for 19% of Software Solutions revenues for the three months ended March 31, 2003

There were no Software Solutions customers who accounted for more than 10% of revenues for the three months ended March 31, 2004. One customer accounted for 21% of Software Solutions revenues for the three months ended March 31, 2003.

Software Solutions gross margin decreased 6 points in the first quarter of 2004 compared with 2003 primarily as a result of lower software license revenues due to the large line design system at one customer in 2003. Operating expenses decreased approximately \$1.8 million in the first quarter of 2004 compared with 2003 due to specific restructuring actions in 2003. As a result, the operating loss for Software Solutions decreased \$600,000 in the first quarter of 2004 compared with the first quarter of 2003.

Backlog of Orders

Our AMR meter module business includes a mix of project and routine sales. Project sales involve annual or multi-year contracts. Project sales are subject to rescheduling and cancellation by customers due to the long-term nature of the contracts. Routine sales include follow-on or add-on orders with existing AMR customers and initial orders with new customers.

Bookings for a reported period represent the revenue value of contracts signed during a specified period except for those related to annual maintenance, joint use (utility pole surveys) and engineering services. Annual maintenance contracts are not included in bookings or backlog. Revenues from joint use and engineering services contracts are included in bookings during the quarter in which the revenues are earned.

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Total backlog represents the revenue value of undelivered contractual orders, excluding annual maintenance, joint use and engineering services. Twelve-month backlog represents the estimated portion of total backlog that we estimate will be earned over the next twelve months. Backlog is not a complete measure of our future business as a growing portion is book-and-ship, and as bookings and backlog can be highly variable from period to period primarily due to the nature and timing of large orders.

Bookings and backlog information is summarized by quarter as follows:

| <u>Quarter Ended</u> | <u>Total Bookings</u> | <u>Total Backlog</u> | <u>12-month Backlog</u> |
|----------------------|---------------------------|--------------------------|-----------------------------|
| | (in millions) | | |
| March 31, 2004 | \$ 66 | \$ 155 | \$ 79 |
| December 31, 2003 | 45 | 145 | 62 |
| September 30, 2003 | 67 | 169 | 69 |
| June 30, 2003 | 41 | 173 | 79 |
| March 31, 2003 | 60 | 203 | 102 |
| December 31, 2002 | 61 | 197 | 100 |
| September 30, 2002 | 87 | 200 | 109 |
| June 30, 2002 | 45 | 179 | 95 |

Note that beginning total backlog, plus current quarter bookings, less current quarter sales and service revenues will not always equal ending total backlog due to miscellaneous contract adjustments and other factors.

Operating Expenses

The following table details our total operating expenses in dollars and as a percent of revenues.

| | Three Months Ended | | | |
|-------------------------------------|---------------------------|-------------------------|----------------|-------------------------|
| | March 31, | | | |
| | <u>2004</u> | <u>% of Revenue</u> | <u>2003</u> | <u>% of Revenue</u> |
| | (in millions) | | | |
| <i>Operating Expenses</i> | | | | |
| Sales and marketing | \$ 9.1 | 14% | \$ 8.4 | 11% |
| Product development | 10.5 | 16 | 10.1 | 14 |
| General and administrative | 6.9 | 11 | 7.8 | 10 |
| Amortization of intangibles | 2.0 | 3 | 1.9 | 3 |
| Restructurings | 2.4 | 4 | 2.2 | 3 |
| In-process research and development | | | 0.9 | 1 |
| Total operating expenses | \$ 30.9 | 47% | \$ 31.3 | 42% |

Sales and marketing expenses increased \$700,000, or 3% of revenues, in the first quarter of 2004 as a result of additional sales and marketing staff and product marketing activities primarily related to new products and services from the Silicon acquisition. These increases in expenses were partially offset by no bonus and profit sharing expense in the first quarter of 2004, compared with \$165,000 in the first quarter of 2003.

Product development expenses increased \$400,000, or 2% of revenues, in the first quarter of 2004, due to increased staffing and other development expenses related to the Silicon acquisition. These increases in expenses were partially offset by no bonus and profit sharing expense in the first quarter of 2004, compared with \$235,000 in the first quarter of 2003.

General and administrative expenses decreased \$900,000 in the first quarter of 2004, compared with the first quarter of 2003, but remained relatively constant at 11% of revenues. Approximately half of the expense decrease is the result of no bonus and profit sharing expense in the first quarter of 2004, compared with \$554,000 in the first quarter of 2003. In addition, legal costs associated with a patent litigation were \$431,000 in the first quarter of 2003. The patent litigation was settled in October 2003. These decreases in expense were partially offset by a full quarter of general and administrative costs related to Silicon, compared with 28 days of costs during the same quarter last year.

Amortization of intangibles increased as a result of the addition of \$14.3 million in amortizable intangible assets from the Silicon acquisition completed in March 2003.

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In January 2004 we began to implement a change in our organizational structure as we moved from segment reporting based on business units to two operations groups: hardware and software. In the process of developing the new structure, and in light of lower expectations for first quarter revenues, we took some corrective actions to reduce expenses and eliminate certain unprofitable activities. Those actions resulted in a reduction of approximately 75 employees, or 5% of our workforce. At March 31, 2004, substantially all of the 75 employees were terminated and severance payments made resulting in a restructuring charge of approximately \$2.4 million in the first quarter of 2004. During the second quarter of 2004, we expect to complete the restructuring, resulting in an additional charge of approximately \$100,000.

During the first quarter of 2003, we initiated a restructuring of our Energy Information Systems (EIS) group located in Raleigh, North Carolina, which included a workforce reduction of approximately 40 employees and recognized a charge of approximately \$1.9 million related to severance during 2003. As of March 31, 2003, substantially all of the 40 employees were terminated and severance payments were made. The restructuring was complete in 2003. The European restructuring activity in 2002 included an additional \$216,000 of restructuring charges in the first quarter of 2003 from the write-down of fixed assets and lease termination charges. The international restructuring activities were substantially complete by mid-2003.

In-Process Research and Development

During March 2003 we recorded a \$900,000 charge for in-process research and development (IPR&D) related to the acquisition of Silicon:

| | <u>IPR&D</u> | <u>Estimated Cost to Complete Technology</u> | <u>Discount Rate Applied to IPR&D</u> | <u>Weighted Average Cost of Capital</u> |
|----------------------|------------------|--|---|---|
| | | | (in millions) | |
| Silicon Energy Corp. | \$ 0.9 | \$ 1.2 | 29% | 19% |

At the time of the acquisition, Silicon was in the process of developing new software products that had not yet reached technological feasibility. We expect to benefit as products that contain the in-process technology are marketed and sold to end-users.

Other Income (Expense)

The following table shows the components of other income (expense).

| Three Months Ended | |
|---------------------------|-------------|
| March 31, | |
| <u>2004</u> | <u>2003</u> |
| (in thousands) | |

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| | | |
|------------------------------|-------------------|-------------------|
| Equity in affiliates | \$ (8) | \$ 22 |
| Interest income | 17 | 169 |
| Interest expense | (754) | (456) |
| Other income (expense), net | 274 | 25 |
| | <u> </u> | <u> </u> |
| Total other income (expense) | \$ (471) | \$ (240) |
| | <u> </u> | <u> </u> |

Equity in affiliates represents income or loss related to our 30% equity interest in Servatron, Inc. (Servatron), a company that performs contract manufacturing and repair services for us.

Interest income decreased by \$152,000 in the first quarter of 2004, compared with the first quarter of 2003, due to lower cash investments, as well as a reduction of interest income associated with an impairment of loans provided to Home EcoSystems, Inc., dba Lanthorn Technologies, Inc. (Lanthorn). We are no longer accruing interest income associated with the Lanthorn loans.

The increase in interest expense for the first quarter of 2004, compared with the first quarter of 2003, resulted primarily from interest expense and amortization of loan origination fees on the term loan and credit line entered into in March 2003 for the Silicon acquisition.

Other income (expense), net, increased in the first quarter of 2004, compared with the first quarter of 2003, primarily due to the realization of a \$279,000 foreign currency gain on the settlement of an intercompany note receivable, which was previously included in accumulated other comprehensive loss on the balance sheet.

Table of Contents**Income Taxes**

We currently estimate our annual effective income tax rate to be approximately 38.0% for fiscal year 2004. The expected annual effective income tax rate differs from the federal statutory rate of 35% due to state income taxes, extraterritorial income exclusion tax benefits and changes in valuation allowances.

Our effective income tax rate can vary from period to period due to fluctuations in operating results, changes in the valuation allowances for deferred tax assets (which reduce the tax assets to an amount that more likely than not will be realized), new or revised tax legislation and changes in the level of business performed in domestic and international tax jurisdictions. The effective income tax rates for the three months ended March 31, 2004 and 2003 were 51.1% and 45.0%, respectively. The 2004 quarterly rate was higher than the estimated annual effective income tax rate as a result of changes in estimated taxes due in future periods, partially offset by valuation allowance adjustments in the quarter ended March 31, 2004. The 2003 rate includes no tax benefit recognized for the \$900,000 IPR&D expense since IPR&D charges are not tax deductible. Excluding the impact of the non-tax deductible IPR&D charge in 2003, the adjusted effective tax rate was 38.5%.

Financial Condition*Cash Flow Information:*

| | Three Months Ended | |
|--|---------------------------|------------------|
| | March 31, | |
| | 2004 | 2003 |
| | (in millions) | |
| Net income (loss) | \$ (0.7) | \$ 2.9 |
| Non-cash items | 3.5 | 7.8 |
| Changes in working capital | 11.2 | (2.9) |
| Operating activities | 14.0 | 7.8 |
| Investing activities | (6.9) | (76.1) |
| Financing activities | (8.1) | 48.6 |
| Decrease in cash and cash equivalents | \$ (1.0) | \$ (19.7) |

Operating activities: Non-cash items in earnings primarily include depreciation, amortization, stock option and employee stock purchase plan income tax benefits, in-process research and development, deferred income taxes provision (benefit) and other items. The decline in non-cash operating activities is due to the acquired in-process research and development as part of the Silicon acquisition and an increase in deferred tax assets due to loss carryforwards and tax credits.

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Cash flow from changes in working capital during the quarter ended March 31, 2004 increased principally due to collections of accounts receivable. Accounts receivable were \$70.8 million at the end of 2003 primarily due to the timing of shipments. We experienced significant collections of these receivables during the first quarter of 2004 resulting in \$23.4 million in cash provided by operations. Offsetting the decrease in accounts receivable is an increase in inventories and decreases in accounts payable, accrued expenses and the current portion of warranty. Inventory balances increased as we used available capacity to build inventory for the expected increase in demand in the second half of 2004. We expect to carry, and possibly increase, the inventory balance in the second quarter of 2004, and expect that inventory levels will decrease in the third and fourth quarters of 2004. Accounts payable and accrued expenses decreased due to the timing of trade payable payments and the reduction of a forward loss accrual for an installation contract as services were provided during the quarter. In 2003, the current portion of warranty included a special warranty reserve for a specific type of electric AMR module product failure as previously discussed. During the first quarter of 2004, we incurred \$2.8 million in costs to replace the affected product, which was charged against the warranty accrual.

Cash flow from changes in working capital during the quarter ended March 31, 2003, decreased primarily due to the payment of \$7.1 million in profit sharing and bonus, net of a \$1.2 million bonus accrual. The net cash outflow from profit sharing and bonus was offset by a decrease in accounts receivable due to the timing of orders late in 2002 and significant cash collections in the first quarter of 2003.

Investing activities: We used \$1.6 million for SEM pre-acquisition costs during the three months ended March 31, 2004, with no comparable activity during the same period in 2003. We made cash payments totaling \$1.2 million to Regional Economic Research, Inc. (RER), shareholders as the earnout revenue targets for RER were exceeded in 2003. We are required to pay additional amounts to certain RER shareholders to the extent that certain defined revenue targets in 2004 are exceeded. We expect that the 2004 revenue target will be exceeded and that an additional earnout in the range of \$1.0 to \$2.0 million will be required in 2004.

We used \$4.3 million in cash for property, plant and equipment purchases during the three months ended March 31, 2004, compared with \$2.7 million during the same period in 2003. The increase in property, plant and equipment purchases resulted primarily from the

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expansion of our manufacturing facility in Waseca, Minnesota, and software purchases for internal use. During the three months ended March 31, 2003, we used \$73.1 million in cash for the Silicon acquisition and we loaned \$405,000 to Lanthorn, with no comparable activities during the first quarter of 2004.

Financing activities: In connection with the Silicon acquisition in March 2003, we received \$50.0 million in proceeds from a term loan under a new credit facility and paid debt origination fees of \$1.8 million. A \$4.2 million repayment on the term loan was made during the three months ended March 31, 2004. We had net payments of \$5.0 million on our revolving line of credit in the first quarter of 2004 compared with no net borrowings or payments in the first quarter of 2003. We received \$1.4 million from employee stock purchase plan purchases and stock option exercises during the three months ended March 31, 2004, compared with \$585,000 during the same period in 2003.

We have no off-balance sheet financing agreements.

Investments: As of March 31, 2004, we had loaned a total of \$2.4 million to Lanthorn, which is developing internet-based energy monitoring and management software and services. The loans are convertible notes, which are due in March 2007. The notes accrue interest at 7% and may be converted at any time into common stock of Lanthorn. If we had converted our notes into equity at March 31, 2004, they would have converted into approximately 22% of Lanthorn's common stock on a fully diluted basis. Lanthorn has not yet produced any significant revenue. In December 2003, we recorded a \$1.9 million impairment charge related to the Lanthorn notes, which consisted of a \$176,000 reversal of interest income recognized in the first three quarters of 2003 and a \$1.7 million charge to other income (expense), net, for principal. As of March 31, 2004, the net carrying value of the notes was \$700,000.

Liquidity, Sources and Uses of Capital:

We have historically funded our operations and growth with cash flow from operations, borrowings and sales of our stock. At March 31, 2004, we had \$5.3 million in cash and cash equivalents. Cash equivalents and short-term investments historically have been invested in investments rated A or better by Standard & Poor's or Moody's and have market interest rates. We are exposed to changes in interest rates on cash equivalents and short-term investments.

At March 31, 2004, we had an \$88.3 million secured credit facility. The credit facility consists of a \$50 million three year term loan, which had an outstanding balance of \$33.3 million at March 31, 2004, and a \$55 million revolving credit line. At March 31, 2004, there were \$5.0 million of borrowings and approximately \$23.0 million of standby letters of credit outstanding under the revolving credit line. Collateral that has been granted to the lenders includes equipment, inventory, real property and intellectual property.

The credit facility contains financial covenants which require us to maintain certain liquidity and coverage ratios on a quarterly basis. At March 31, 2004, our fixed charge coverage ratio and debt leverage ratio were not in compliance with the covenant requirements in our loan agreement. We received a waiver of compliance with the covenants from our lenders.

In connection with our acquisition of SEM, we intend to replace our current credit facility with \$365 million of new debt for a net increase in our debt facilities of approximately \$267.1 million. On December 17, 2003, on a documentary or paper basis we closed a new \$240 million senior secured credit facility comprised of a replacement \$55 million revolving credit line and a \$185 million seven year term loan. The new facility does not permit borrowing until certain conditions are satisfied, including closing the acquisition of SEM. Without the satisfaction of the

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remaining conditions the new credit facility expires the later of March 31, 2004, or the deadline date of the SEM acquisition agreement, but no later than May 14, 2004. The annual interest rates under the new facility will vary depending on market rates, with initial interest rates based on the London InterBank Offered Rate (LIBOR) plus 2.75% for the revolving line of credit and LIBOR plus 2.25% for the term loan.

If we are unable to satisfy the remaining conditions to borrowing under the new credit facility, we anticipate that we will be below the minimum required fixed charge coverage ratio covenant under our existing credit facilities referred to above for the second and third quarters of 2004, due substantially to a four-quarter rolling calculation of a component of our covenant requirements and the warranty accruals incurred in the fourth quarter of 2003. Consequently, the \$16.6 million and \$20.8 million long-term portion of our term loan has been classified as a current liability at March 31, 2004 and December 31, 2003, respectively. We believe we will be able to obtain a waiver of covenant compliance for the next two quarters of 2004, and therefore, existing cash resources and available borrowings are adequate to meet our cash needs through 2004.

We maintain bid and performance bonds for certain customers. Bonds in force were \$31.9 million and \$41.7 million at March 31, 2004 and December 31, 2003, respectively. Bid bonds guarantee that we will enter into a contract consistent with the terms of the bid. Performance bonds provide a guarantee to the customer for future performance, which usually covers the installation phase of a contract and may on occasion cover the operations and maintenance phase of outsourcing contracts.

We also have standby letters of credit to guarantee our performance under certain contracts. The outstanding amounts of standby letters of credit were \$23.0 million and \$15.0 million at March 31, 2004 and December 31, 2003, respectively.

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We generally provide an indemnification related to the infringement of any patent, copyright, trademark or other intellectual property right on software or equipment within our sales contracts, which indemnifies the customer from and pays the resulting costs, damages and attorney fees awarded against a customer with respect to such a claim provided that (a) the customer promptly notifies us in writing of the claim and (b) we have the sole control of the defense and all related settlement negotiations. The terms of the indemnification normally do not limit the maximum potential future payments. We also provide an indemnification for third party claims resulting from damages caused by the negligence or willful misconduct of our employees/agents in connection with the performance of certain contracts. The terms of the indemnification generally do not limit the maximum potential payments.

We are a party to various lawsuits and claims, both as plaintiff and defendant, and have contingent liabilities arising from the conduct of business, none of which, in our opinion, are expected to have a material effect on our financial position or results of operations.

Our net deferred tax assets consist of accumulated net operating losses and Internal Revenue Code Section 382 (Section 382) limited deferred tax assets acquired in connection with the acquisitions of Silicon, LineSoft Corporation and RER. We expect to utilize tax loss carryforwards and available tax credits to offset taxes otherwise due on regular taxable income in upcoming years. During 2004, we expect to pay approximately \$800,000 in cash for federal alternative minimum tax and various state tax obligations. We expect to begin making significant cash payments for federal tax purposes beginning in 2005 as tax credits and net operating loss carryforwards not limited by Section 382 will have been fully utilized in 2004.

Working capital (deficit) at March 31, 2004 was \$(3.6) million compared with \$(1.8) million at December 31, 2003. The negative working capital is primarily due to the classification of \$16.6 million and \$20.8 million of the long-term portion of our term loan as a current liability at March 31, 2004 and December 31, 2003, respectively.

The days sales outstanding (DSO) for billed and unbilled accounts receivable totaled 81 days for the first quarter of 2004 compared with DSO of 59 days for the first quarter of 2003, and 69 days for the fourth quarter of 2003. Historically, our DSO ratio has been driven more by specific contract billing terms rather than collection issues. The increase in DSO is primarily due to lower revenue in the quarter as opposed to customers taking longer to pay. The averages for accounts receivable for January and February were very high, while revenues were low. As the high 2003 year end accounts receivable balance was collected, DSOs improved. For March 2004, DSO was 57. Receivables greater than 60 days outstanding declined between December 31, 2003 and March 31, 2004.

In November 2003, we began a facility expansion in Waseca, which will allow for capacity expansion beyond our current six million units. The cost of the expansion is not expected to exceed \$2.0 million. To date, approximately \$1.3 million has been spent on the expansion.

We expect to continue to expand our operations and grow our business through a combination of internal new product development, licensing technology from or to others, distribution agreements, partnership arrangements and acquisitions of technology or other companies. We expect these activities to be funded from existing cash, cash flow from operations, borrowings and the issuance of common stock or other securities. We believe existing sources of liquidity will be sufficient to fund our existing operations and obligations for the foreseeable future, but offer no assurances. Our liquidity requirements could be affected by our dependence on the stability of the energy industry, competitive pressures, international risks, intellectual property claims and other factors described under **Certain Risks Relating to Our Business** within Item 1 and **Quantitative and Qualitative Disclosures About Market Risk** within Item 7A, included in our Annual Report on Form 10-K/A filed with the SEC on February 7, 2005.

Critical Accounting Policies

Revenue Recognition: The majority of our revenues are recognized when products are shipped to or received by a customer or when services are provided. We have certain customer arrangements with multiple elements, including hardware, software and services. For such arrangements, we determine the fair value of each element and then allocate the total arrangement consideration among the separate elements under the provisions of EITF 00-21. Revenues for each element are then recognized based on the type of element, such as 1) when the products are shipped, 2) services are delivered, 3) percentage of completion when implementation services are essential to the software performance or 4) upon customer acceptance provisions. Under outsourcing arrangements, revenue is recognized as services are provided. Hardware and software post-contract customer support fees are recognized over the life of the related service contracts. Revenue can vary significantly from period to period based on the timing of orders and the application of revenue recognition criteria. Use of the percentage of completion method for revenue recognition requires estimating the cost to complete a project. Actual costs may vary from estimates.

Unearned revenue is recorded for products or services when the criteria for revenue recognition has not been met. The majority of unearned revenue relates to annual billing terms for post-sale maintenance and support agreements.

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Accounts Receivable: The allowance for doubtful accounts is based on our historical experience of bad debts and is adjusted for estimated uncollectible amounts.

Inventories: Inventories consist primarily of sub-assemblies and components necessary to support maintenance contracts. Inventory amounts include the cost to manufacture the item, such as the cost of raw materials, labor and other applied direct and indirect costs. If the market value of the inventory falls below the original cost, the inventory value is reduced to the market value. Items are removed from inventory using the first-in, first-out method. Inventory is subject to rapidly changing technologies.

Goodwill and Intangible Assets: Goodwill and intangible assets are primarily the result of our acquisitions in 2002 and 2003. We use estimates in determining the value of goodwill and intangible assets, including estimates of useful lives of intangible assets, discounted future cash flows and fair values of the related operations. We test annually, on October 1st, to determine whether goodwill has been impaired, under the guidance of Statement of Financial Accounting Standards (SFAS) No. 142. We forecast discounted future cash flows at the reporting unit level based on our historical and best estimates of future revenues and operating costs, which take into consideration factors such as existing backlog, expected future orders, supplier contracts and general market conditions. Changes in our forecasts or cost of capital may result in asset value write-downs, which could have a significant impact on our current and future financial position and results of operations.

Warranty: We offer a one-year standard warranty on most of our hardware product sales and a three-month standard warranty on most of our software product sales. The warranty accrual includes the cost to manufacture or purchase warranty parts from our suppliers as well as the cost to install or repair equipment. The warranty accrual is based on historical product performance trends, business volume assumptions, supplier information and other business and economic projections. Thorough testing of new products in the development stage helps to identify and correct potential warranty issues prior to manufacturing. Continuing quality control efforts during manufacturing limit our exposure to warranty claims. We track warranty claims in order to identify any potential warranty trends. If our quality control efforts were to fail to detect a fault in one of our products, we could experience an increase in warranty claims resulting in an increase in the warranty accrual. Management continually evaluates the sufficiency of warranty provisions and makes adjustments when necessary. Actual warranty costs may fluctuate and may be different than amounts accrued. For example, in 2003, we increased our estimated warranty obligation by \$8.4 million.

Contingencies: We are subject to various legal proceedings and claims of which the outcomes are subject to significant uncertainty. An estimated loss from a contingency is accrued by a charge to income if it is probable that an asset has been impaired or a liability has been incurred and the amount of the loss can be reasonably estimated. We evaluate, among other factors, the degree of probability of an unfavorable outcome and the ability to make a reasonable estimate of the amount of loss. Changes in these factors could materially impact our financial position or results of operations.

Pending Acquisition

On July 16, 2003, we entered into an agreement to acquire SEM for a purchase price of \$255 million, subject to a post-closing working capital adjustment. We expect to borrow approximately \$310 million under \$365 million of new credit facilities to pay the purchase price, repay current borrowings and pay related fees and expenses. We intend to use a portion of the financing to refinance current borrowings under our existing revolving credit line and term loan, which had a combined balance of \$38.3 million as of March 31, 2004.

On July 28, 2003, we filed notification with the Federal Trade Commission (FTC) under the Hart-Scott-Rodino Antitrust Improvements Act of 1976 (HSR) regarding our intent to acquire SEM. As part of the approval process with the FTC we have negotiated and signed a license of certain of our existing electric meter module and other AMR technology to a competing third party company, which license agreement will

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become effective with the closing of the acquisition of SEM. We have now completed negotiations with the FTC for a Decision & Order, also known as a consent decree, and have signed the Decision & Order. The FTC staff is in the process of finalizing its recommendation to the Commission concerning the acquisition, which we expect to be favorable. We expect the FTC staff will forward its recommendation to the Commission shortly. A formal Commission approval process involving the sequential approval of individual Commission members will follow. We continue to expect that we will close the acquisition before the end of the second quarter of 2004.

As a result of several issues that developed concerning the sale of certain other assets of SEM, we are in the process of concluding the negotiation of amendments to certain terms and conditions of the acquisition, none of which amendments are expected to negatively alter the terms and conditions of the acquisition.

Subsequent Events

On May 10, 2004, we completed a private placement of \$125 million aggregate principal amount of 7.75% senior subordinated notes, discounted at 99.265 to yield 7.875%, due in 2012. We intend to use the \$124.1 million of gross proceeds from these notes, together

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with borrowings under our new \$240 million senior secured credit facility (note 7), to finance the acquisition of SEM, repay the outstanding indebtedness under our existing credit facility and to pay related fees and expenses. Fixed annual interest will be paid every six months, commencing in November 2004. The notes are subordinated to our new \$240 million senior secured credit facility and are guaranteed by each of our current and future domestic subsidiaries. The notes contain customary covenants, which place restrictions on the incurrence of debt, the payment of dividends, certain investments and mergers.

The proceeds of the notes will be held in escrow pending the completion of the SEM acquisition. If the acquisition is not completed by September 7, 2004, the proceeds from the notes will be returned, along with accrued interest and the notes' discount amount.

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Interest Rate Risk: The table below provides information about our financial instruments that are sensitive to changes in interest rates. At March 31, 2004, we had fixed rate debt of approximately \$4.6 million and variable rate debt of \$38.3 million. Weighted average variable rates in the table are based on implied forward rates in the LIBOR yield curve as of April 9, 2004 and our estimated ratio of funded debt to EBITDA. The table below illustrates the scheduled repayment of principal over the remaining lives of the debt at March 31, 2004:

| | <u>2004</u> | <u>2005</u> | <u>2006</u> | <u>2007</u> | <u>2008</u> | <u>Beyond 2008</u> |
|------------------------|---------------|-------------|-------------|-------------|-------------|--------------------|
| | (in millions) | | | | | |
| Fixed rate debt | | | | | | |
| Project financing debt | \$ 0.6 | \$ 0.8 | \$ 0.9 | \$ 0.9 | \$ 1.0 | \$ 0.4 |
| Average interest rate | 7.6% | 7.6% | 7.6% | 7.6% | 7.6% | 7.6% |
| Variable rate debt | | | | | | |
| Revolving credit line | \$ 5.0 | | | | | |
| Average interest rate | 5.5% | | | | | |
| Term loan debt (1) | \$ 12.5 | \$ 16.7 | \$ 4.1 | | | |
| Average interest rate | 3.9% | 4.7% | 5.5% | | | |

- (1) If we are unable to satisfy the remaining conditions to borrowing under the new credit facility, we anticipate that we will be below the minimum required fixed charge coverage ratio covenant under our existing credit facilities for the second and third quarters of 2004, due substantially to a four-quarter rolling calculation of a component of our covenant requirements and the warranty accruals incurred in the fourth quarter of 2003. Consequently, the \$16.6 million long-term portion of our term loan has been classified as a current liability at March 31, 2004.

Our variable rate debt is exposed to changes in interest rates. Our requirement to enter into an interest rate hedge agreement to substantially fix or limit the interest rate on at least 50% of our the term loan principal for a minimum of two years was waived to June 30, 2004. The forecasted interest rates provided in the tabular format above do not include the benefits of the interest rate hedge agreement, which will be entered into subsequent to the date of this document.

Based on a sensitivity analysis as of March 31, 2004, we estimate that if market interest rates average 1% higher than in the table above in 2004, our earnings before income taxes in 2004 would decrease by approximately \$223,000.

Foreign Currency Exchange Rate Risk: We conduct business in a number of foreign countries and, therefore, face exposure to adverse movements in foreign currency exchange rates. International revenue was 6% of our total revenue for the three months ended March 31, 2004. Since we do not use derivative instruments to manage all foreign currency exchange rate risks, the consolidated results of operations in U.S. dollars are subject to fluctuation as foreign exchange rates change. In addition, our foreign currency exchange rate exposures may change over time as business practices evolve and could have a material impact on our financial results.

Our primary exposure is related to non-U.S. dollar denominated sales, cost of sales and operating expenses in our international subsidiary operations. This means we are subject to changes in the consolidated results of operations expressed in U.S. dollars. Other international business, consisting primarily of shipments from the U.S. to international distributors and customers in the Pacific Rim and Latin America, is predominantly denominated in U.S. dollars, which reduces our exposure to fluctuations in foreign currency exchange rates. In some cases where sales from the U.S. are not denominated in U.S. dollars, we have and may hedge our foreign exchange risk by selling the expected foreign currency receipts forward. There have been and there may continue to be large period-to-period fluctuations in the relative portions of

international revenue that are denominated in foreign currencies.

Risk-sensitive financial instruments in the form of inter-company trade receivables are mostly denominated in U.S. dollars, while inter-company notes may be denominated in local foreign currencies. As foreign currency exchange rates change, inter-company trade receivables impact current earnings, while inter-company notes may be re-valued and result in unrealized translation gains or losses that are reported in other comprehensive income.

Because our earnings are affected by fluctuations in the value of the U.S. dollar against foreign currencies, we have performed a sensitivity analysis assuming a hypothetical 10% increase or decrease in the value of the dollar relative to the currencies in which our transactions are denominated. At March 31, 2004, the analysis indicated that such market movements would not have had a material effect on our consolidated results of operations or on the fair value of any risk-sensitive financial instruments. The model assumes foreign currency exchange rates will shift in the same direction and relative amount. However, exchange rates rarely move in the same direction. This assumption may result in the overstatement or understatement of the impact of changing exchange rates on assets and liabilities denominated in a foreign currency. Consequently, the actual effects on operations in the future may differ materially from results of the analysis for the three months ended March 31, 2004. We may, in the future, experience greater fluctuations in U.S. dollar earnings from fluctuations in foreign currency exchange rates. We will continue to monitor and assess the impact of currency fluctuations and may institute hedging alternatives.

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ITEM 4: CONTROLS AND PROCEDURES

(a) *Evaluation of disclosure controls and procedures.* An evaluation was performed under the supervision and with the participation of our Company's management, including the Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of the Company's disclosure controls and procedures (as such term is defined in Rules 13a-15(e) and 15d-15(e)) under the Securities Exchange Act of 1934 as amended. Based on that evaluation, the Company's management, including the Chief Executive Officer and Chief Financial Officer, concluded that the Company's disclosure controls and procedures were effective as of March 31, 2004.

(b) *Changes in internal controls.* There have been no changes in our internal controls over financial reporting requiring disclosure that have materially affected, or are reasonably likely to materially affect, our internal controls over financial reporting in our Quarterly Report on Form 10-Q/A for the three months ended March 31, 2004.

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PART II: OTHER INFORMATION

ITEM 1: LEGAL PROCEEDINGS

We are not involved in any material legal proceedings.

ITEM 4: SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS

No matters were submitted to a vote of shareholders of Itron during the first quarter of 2004.

ITEM 6: EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibits:

- 31.1 Certification Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 31.2 Certification Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
- 32 Certification Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

b) Reports on Form 8-K this quarter:

On January 20, 2004, Itron furnished a Form 8-K under Items 7 and 12 announcing the issuance of a press release titled, Itron Updates 2003 Outlook and Provides Preliminary Outlook for 2004.

On February 5, 2004, Itron furnished a Form 8-K under Items 7 and 12 announcing the financial results for the quarter and year ended December 31, 2003.

