

ITRON INC /WA/  
Form 10-Q  
May 03, 2013  
Table of Contents

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT  
OF 1934  
For the quarterly period ended March 31, 2013

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 000-22418  
ITRON, INC.  
(Exact name of registrant as specified in its charter)

Washington  
(State of Incorporation)  
2111 N Molter Road, Liberty Lake, Washington 99019  
(509) 924-9900  
(Address and telephone number of registrant's principal executive offices)

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

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 has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer   
Non-accelerated filer  (Do not check if a smaller reporting company) Smaller reporting company

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

Edgar Filing: ITRON INC /WA/ - Form 10-Q

As of April 30, 2013 there were outstanding 39,532,515 shares of the registrant's common stock, no par value, which is the only class of common stock of the registrant.

---

Table of Contents

Itron, Inc.  
Table of Contents

	Page
<u>PART I: FINANCIAL INFORMATION</u>	
Item 1: <u>Financial Statements (Unaudited)</u>	
<u>Consolidated Statements of Operations</u>	1
<u>Consolidated Statements of Comprehensive Income (Loss)</u>	2
<u>Consolidated Balance Sheets</u>	3
<u>Consolidated Statements of Cash Flows</u>	4
<u>Notes to Condensed Consolidated Financial Statements</u>	5
Item 2: <u>Management’s Discussion and Analysis of Financial Condition and Results of Operations</u>	34
Item 3: <u>Quantitative and Qualitative Disclosures About Market Risk</u>	47
Item 4: <u>Controls and Procedures</u>	48
<u>PART II: OTHER INFORMATION</u>	
Item 1: <u>Legal Proceedings</u>	49
Item 1A: <u>Risk Factors</u>	49
Item 2: <u>Unregistered Sales of Equity Securities and Use of Proceeds</u>	49
Item 5: <u>Other Information</u>	49
Item 6: <u>Exhibits</u>	50
<u>SIGNATURE</u>	51

---

Table of Contents

## PART I: FINANCIAL INFORMATION

## Item 1: Financial Statements (Unaudited)

## ITRON, INC.

CONSOLIDATED STATEMENTS OF OPERATIONS  
(UNAUDITED)

	Three Months Ended March 31,	
	2013	2012
	(in thousands, except per share data)	
Revenues	\$447,536	\$571,640
Cost of revenues	307,413	388,535
Gross profit	140,123	183,105
Operating expenses		
Sales and marketing	48,216	49,856
Product development	44,208	44,356
General and administrative	33,595	36,570
Amortization of intangible assets	10,744	11,913
Restructuring expense	1,013	789
Total operating expenses	137,776	143,484
Operating income	2,347	39,621
Other income (expense)		
Interest income	1,061	193
Interest expense	(2,338)	) (2,437
Other income (expense), net	(817	) (2,176
Total other income (expense)	(2,094	) (4,420
Income before income taxes	253	35,201
Income tax benefit (provision)	3,243	(9,629
Net income	3,496	25,572
Net income attributable to noncontrolling interests	926	219
Net income attributable to Itron, Inc.	\$2,570	\$25,353
Earnings per common share - Basic	\$0.07	\$0.64
Earnings per common share - Diluted	\$0.06	\$0.63
Weighted average common shares outstanding - Basic	39,420	39,913
Weighted average common shares outstanding - Diluted	39,770	40,216

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

Table of Contents

ITRON, INC.

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)  
(UNAUDITED)

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Net income	\$3,496	\$25,572
Other comprehensive income (loss), net of tax:		
Foreign currency translation adjustments	(31,300	) 28,541
Net unrealized gain (loss) on derivative instruments, designated as cash flow hedges	(73	) —
Pension plan benefit liability adjustment	(380	) 23
Total other comprehensive income (loss), net of tax	(31,753	) 28,564
Total comprehensive income (loss), net of tax	(28,257	) 54,136
Comprehensive income (loss) attributable to noncontrolling interest, net of tax:		
Net income attributable to noncontrolling interest	926	219
Foreign currency translation adjustments	(5	) —
Amounts attributable to noncontrolling interest	921	219
Comprehensive income (loss) attributable to Itron, Inc.	\$(29,178	) \$53,917

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

Table of Contents

## ITRON, INC.

## CONSOLIDATED BALANCE SHEETS

(in thousands)

	March 31, 2013 (unaudited)	December 31, 2012
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	\$ 101,561	\$ 136,411
Accounts receivable, net	356,228	375,326
Inventories	182,454	170,719
Deferred tax assets current, net	33,152	33,536
Other current assets	111,015	104,958
Total current assets	784,410	820,950
Property, plant, and equipment, net		
Deferred tax assets noncurrent, net	248,612	255,212
Other long-term assets	53,673	44,584
Intangible assets, net	30,468	28,908
Goodwill	221,147	238,771
Total assets	683,215	701,016
	\$2,021,525	\$2,089,441
<b>LIABILITIES AND EQUITY</b>		
Current liabilities		
Accounts payable	\$ 197,759	\$ 227,739
Other current liabilities	51,946	49,950
Wages and benefits payable	83,567	91,802
Taxes payable	13,697	9,305
Current portion of debt	20,625	18,750
Current portion of warranty	25,150	27,115
Unearned revenue	56,174	42,712
Total current liabilities	448,918	467,373
Long-term debt		
Long-term warranty	378,125	398,750
Pension plan benefit liability	25,604	26,490
Deferred tax liabilities noncurrent, net	87,805	90,533
Other long-term obligations	14,156	16,682
Total liabilities	80,263	80,100
	1,034,871	1,079,928
Commitments and contingencies		
Equity		
Preferred stock	—	—
Common stock	1,299,611	1,294,213
Accumulated other comprehensive loss, net	(66,132	) (34,384
Accumulated deficit	(264,292	) (266,862
Total Itron, Inc. shareholders' equity	969,187	992,967

Edgar Filing: ITRON INC /WA/ - Form 10-Q

Noncontrolling interests	17,467	16,546
Total equity	986,654	1,009,513
Total liabilities and equity	\$2,021,525	\$2,089,441

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

3

---

Table of Contents

ITRON, INC.  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
(UNAUDITED)

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Operating activities		
Net income	\$3,496	\$25,572
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	24,757	27,227
Stock-based compensation	5,096	4,198
Amortization of prepaid debt fees	414	348
Deferred taxes, net	(9,227)	) (69
Restructuring expense, non-cash	26	—
Other adjustments, net	196	863
Changes in operating assets and liabilities, net of acquisition:		
Accounts receivable	8,362	20,825
Inventories	(15,944)	) (10,994
Other current assets	(6,867)	) (7,261
Other long-term assets	3,549	1,308
Accounts payable, other current liabilities, and taxes payable	(14,629)	) 2,953
Wages and benefits payable	(6,546)	) (13,358
Unearned revenue	13,474	9,740
Warranty	(2,098)	) (3,357
Other operating, net	(3,464)	) (3,992
Net cash provided by operating activities	595	54,003
Investing activities		
Acquisitions of property, plant, and equipment	(14,765)	) (12,043
Business acquisitions, net of cash and cash equivalents acquired	(860)	) (860
Other investing, net	56	283
Net cash used in investing activities	(15,569)	) (12,620
Financing activities		
Payments on debt	(18,750)	) (13,750
Issuance of common stock	1,073	978
Repurchase of common stock	(200)	) (10,594
Other financing, net	634	140
Net cash used in financing activities	(17,243)	) (23,226
Effect of foreign exchange rate changes on cash and cash equivalents	(2,633)	) 3,195
Increase (Decrease) in cash and cash equivalents	(34,850)	) 21,352
Cash and cash equivalents at beginning of period	136,411	133,086
Cash and cash equivalents at end of period	\$101,561	\$154,438
Non-cash transactions:		
Property, plant, and equipment purchased but not yet paid	\$6,890	\$9,256



Supplemental disclosure of cash flow information:

Cash paid during the period for:

Income taxes, net	\$2,671	\$10,270
Interest, net of amounts capitalized	1,867	2,088

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

4

---

Table of Contents

ITRON, INC.

NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

March 31, 2013

(UNAUDITED)

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

Note 1: Summary of Significant Accounting Policies

We were incorporated in the state of Washington in 1977. We provide a portfolio of products and services to utilities for the energy and water markets throughout the world.

Financial Statement Preparation

The condensed consolidated financial statements presented in this Quarterly Report on Form 10-Q are unaudited and reflect entries necessary for the fair presentation of the Consolidated Statements of Operations and the Consolidated Statements of Comprehensive Income (Loss) for the three months ended March 31, 2013 and 2012, the Consolidated Balance Sheets as of March 31, 2013 and December 31, 2012, and the Consolidated Statements of Cash Flows for the three months ended March 31, 2013 and 2012 of Itron, Inc. and its subsidiaries.

Certain information and notes normally included in financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP) have been condensed or omitted pursuant to the rules and regulations of the Securities and Exchange Commission (SEC) regarding interim results. These condensed consolidated financial statements should be read in conjunction with the 2012 audited financial statements and notes included in our Annual Report on Form 10-K filed with the SEC on February 22, 2013. The results of operations for the three months ended March 31, 2013 are not necessarily indicative of the results expected for the full fiscal year or for any other fiscal period.

Basis of Consolidation

We consolidate all entities in which we have a greater than 50% ownership interest or in which we exercise control over the operations. We use the equity method of accounting for entities in which we have a 50% or less investment and exercise significant influence. Entities in which we have less than a 20% investment and where we do not exercise significant influence are accounted for under the cost method. Intercompany transactions and balances are eliminated upon consolidation.

Noncontrolling Interests

In several of our consolidated international subsidiaries, we have joint venture partners, who are minority shareholders. Although these entities are not wholly-owned by Itron, we consolidate them because we have a greater than 50% ownership interest or because we exercise control over the operations. The noncontrolling interest balance is adjusted each period to reflect the allocation of net income (loss) and other comprehensive income (loss) attributable to the noncontrolling interests, as shown in our Consolidated Statements of Operations and our Consolidated Statements of Comprehensive Income (Loss). The noncontrolling interest balance in our Consolidated Balance Sheets represents the proportional share of the equity of the joint venture entities, which is attributable to the minority shareholders.

Business Acquisitions

On May 1, 2012, we completed the acquisition of SmartSynch, Inc. (SmartSynch). SmartSynch provides smart grid solutions that utilize cellular networks for communications.

In January 2011, we completed the acquisition of a software and consulting services company in France, which included contingent and deferred consideration amounts that were paid in the first quarter of 2012 and 2013. See

Business Combinations policy below.

**Cash and Cash Equivalents**

We consider all highly liquid instruments with remaining maturities of three months or less at the date of acquisition to be cash equivalents.

**Accounts Receivable and Allowance for Doubtful Accounts**

Accounts receivable are recorded for invoices issued to customers in accordance with our contractual arrangements. Interest and late payment fees are minimal. Unbilled receivables are recorded when revenues are recognized upon product shipment or service delivery and invoicing occurs at a later date. We record an allowance for doubtful accounts representing our estimate of the probable losses in accounts receivable at the date of the balance sheet based on our historical experience of bad debts and our specific review of outstanding receivables. Accounts receivable are written-off against the allowance when we believe an account, or a portion thereof, is no longer collectible.

## Table of Contents

### 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.

### Derivative Instruments

All derivative instruments, whether designated in hedging relationships or not, are recorded on the Consolidated Balance Sheets at fair value as either assets or liabilities. The components and fair values of our derivative instruments are determined using the fair value measurements of significant other observable inputs (Level 2), as defined by GAAP. The net fair value of our derivative instruments may switch between a net asset and a net liability depending on market circumstances at the end of the period. We include the effect of our counterparty credit risk based on current published credit default swap rates when the net fair value of our derivative instruments are in a net asset position and the effect of our own nonperformance risk when the net fair value of our derivative instruments are in a net liability position.

For any derivative designated as a fair value hedge, the changes in the fair value of the derivative and of the hedged item attributable to the hedged risk are recognized in earnings. For any derivative designated as a cash flow hedge, the effective portions of changes in the fair value of the derivative are recorded as a component of other comprehensive income (loss) (OCI) and are recognized in earnings when the hedged item affects earnings. For a hedge of a net investment, the effective portion of any unrealized gain or loss from the foreign currency revaluation of the hedging instrument is reported in OCI as a net unrealized gain or loss on derivative instruments. Upon termination of a net investment hedge, the net derivative gain/loss will remain in accumulated OCI until such time when earnings are impacted by a sale or liquidation of the associated operations. Ineffective portions of fair value changes or the changes in fair value of derivative instruments that do not qualify for hedging activities are recognized in other income (expense) in the Consolidated Statements of Operations. We classify cash flows from our derivative programs as cash flows from operating activities in the Consolidated Statements of Cash Flows.

Derivatives are not used for trading or speculative purposes. Our derivatives are with credit worthy multinational commercial banks, with whom we have master netting agreements; however, our derivative positions are not disclosed on a net basis. There are no credit-risk-related contingent features within our derivative instruments. Refer to Note 7 and Note 13 for further disclosures of our derivative instruments and their impact on OCI.

### Property, Plant, and Equipment

Property, plant, and equipment are stated at cost less accumulated depreciation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets, generally 30 years for buildings and improvements and three to ten years for machinery and equipment, computers and software, and furniture. Leasehold improvements are capitalized and depreciated over the term of the applicable lease, including renewable periods if reasonably assured, or over the useful lives, whichever is shorter. Construction in process represents capital expenditures incurred for assets not yet placed in service. Costs related to internally developed software and software purchased for internal uses are capitalized and are amortized over the estimated useful lives of the assets. Repair and maintenance costs are expensed as incurred. We have no major planned maintenance activities.

We review long-lived assets for impairment whenever events or circumstances indicate the carrying amount of an asset group may not be recoverable. Assets held for sale are classified within other current assets in the Consolidated Balance Sheets, are reported at the lower of the carrying amount or fair value less costs to sell, and are no longer depreciated. Gains and losses from asset disposals and impairment losses are classified within the Consolidated Statement of Operations according to the use of the asset, except those gains and losses recognized in conjunction with our restructuring activities, which are classified as restructuring expense.

#### Prepaid Debt Fees

Prepaid debt fees represent the capitalized direct costs incurred related to the issuance of debt and are recorded as noncurrent assets. These costs are amortized to interest expense over the lives of the respective borrowings, including contingent maturity or call features, using the effective interest method, or straight-line method when associated with a revolving credit facility. When debt is repaid early, the related portion of unamortized prepaid debt fees is written off and included in interest expense.

#### Business Combinations

On the date of acquisition, the assets acquired, liabilities assumed, and any noncontrolling interests in the acquiree are recorded at their fair values. The acquiree's results of operations are also included as of the date of acquisition in our consolidated results. Intangible assets that arise from contractual/legal rights, or are capable of being separated, as well as in-process research and development (IPR&D), are measured and recorded at fair value, and amortized over the estimated useful life. IPR&D is not amortized until such time as the associated development projects are completed or terminated. If a development project is completed, the IPR&D is reclassified as a core technology intangible asset and amortized over its estimated useful life. If the development

## Table of Contents

project is terminated, the recorded value of the associated IPR&D is immediately expensed. If practicable, assets acquired and liabilities assumed arising from contingencies are measured and recorded at fair value. If not practicable, such assets and liabilities are measured and recorded when it is probable that a gain or loss has occurred and the amount can be reasonably estimated. The residual balance of the purchase price, after fair value allocations to all identified assets and liabilities, represents goodwill. Acquisition-related costs are expensed as incurred. Restructuring costs associated with an acquisition are generally expensed in periods subsequent to the acquisition date, and changes in deferred tax asset valuation allowances and acquired income tax uncertainties, including penalties and interest, after the measurement period are recognized as a component of the provision for income taxes. Our acquisitions may include contingent consideration, which require us to recognize the fair value of the estimated liability at the time of the acquisition. Subsequent changes in the estimate of the amount to be paid under the contingent consideration arrangement are recognized in the consolidated statements of operations. Cash payments for contingent or deferred consideration are classified within cash flows from investing activities within the consolidated statements of cash flows.

### Goodwill and Intangible Assets

Goodwill and intangible assets may result from our acquisitions. We use estimates, including estimates of useful lives of intangible assets, the amount and timing of related future cash flows, and fair values of the related operations, in determining the value assigned to goodwill and intangible assets. Our finite-lived intangible assets are amortized over their estimated useful lives based on estimated discounted cash flows. IPR&D is considered an indefinite-lived intangible asset and is not subject to amortization until the associated projects are completed or terminated. Finite-lived intangible assets are tested for impairment at the asset group level when events or changes in circumstances indicate the carrying value may not be recoverable. Indefinite-lived intangible assets are tested for impairment annually, when events or changes in circumstances indicate the asset may be impaired, or at the time when their useful lives are determined to be no longer indefinite.

Goodwill is assigned to our reporting units based on the expected benefit from the synergies arising from each business combination, determined by using certain financial metrics, including the forecasted discounted cash flows associated with each reporting unit.

We test goodwill for impairment each year as of October 1, or more frequently should a significant impairment indicator occur. As part of the impairment test, we may elect to perform an assessment of qualitative factors. If this qualitative assessment indicates that it is more likely than not that the fair value of a reporting unit, including goodwill, is less than its carrying amount, or if we elect to bypass the qualitative assessment, we would then proceed with the two-step impairment test. The impairment test involves comparing the fair values of the reporting units to their carrying amounts. If the carrying amount of a reporting unit exceeds its fair value, a second step is required to measure the goodwill impairment loss amount. This second step determines the current fair values of all assets and liabilities of the reporting unit and then compares the implied fair value of the reporting unit's goodwill to the carrying amount of that goodwill. If the carrying amount of the reporting unit's goodwill exceeds the implied fair value of the goodwill, an impairment loss is recognized in an amount equal to the excess.

Determining the fair value of a reporting unit is judgmental in nature and involves the use of significant estimates and assumptions. We forecast discounted future cash flows at the reporting unit level using risk-adjusted discount rates and estimated future revenues and operating costs, which take into consideration factors such as existing backlog, expected future orders, supplier contracts, and expectations of competitive and economic environments. We also identify similar publicly traded companies and develop a correlation, referred to as a multiple, to apply to the operating results of the reporting units. These combined fair values are then reconciled to the aggregate market value of our common stock on the date of valuation, while considering a reasonable control premium.

### Contingencies

A loss contingency is recorded 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 our ability to make a reasonable estimate of the amount of the ultimate loss. Loss contingencies that we determine to be reasonably possible, but not probable, are disclosed but not recorded. Changes in these factors and related estimates could materially affect our financial position and results of operations. Legal costs to defend against contingent liabilities are expensed as incurred.

#### Bonus and Profit Sharing

We have various employee bonus and profit sharing plans, which provide award amounts for the achievement of annual financial and nonfinancial targets. If management determines it is probable that the targets will be achieved, and the amounts can be reasonably estimated, a compensation accrual is recorded based on the proportional achievement of the financial and nonfinancial targets. Although we monitor and accrue expenses quarterly based on our progress toward the achievement of the annual targets, the actual results at the end of the year may require awards that are significantly greater or less than the estimates made in earlier quarters.

## Table of Contents

### Warranty

We offer standard warranties on our hardware products and large application software products. We accrue the estimated cost of new product warranties based on historical and projected product performance trends and costs during the warranty period. Testing of new products in the development stage helps identify and correct potential warranty issues prior to manufacturing. Continuing quality control efforts during manufacturing reduce our exposure to warranty claims. When our quality control efforts fail to detect a fault in one of our products, we experience an increase in warranty claims. We track warranty claims to identify potential warranty trends. If an unusual trend is noted, an additional warranty accrual may be assessed and recorded when a failure event is probable and the cost can be reasonably estimated. When new products are introduced, our process relies on historical averages of similar products until sufficient data is available. As actual experience becomes available, it is used to modify the original estimate to ensure the expected warranty costs are within a range of likely outcomes. Management continually evaluates the sufficiency of the warranty provisions and makes adjustments when necessary. The warranty allowances may fluctuate due to higher than anticipated material, labor, and other costs we may incur to repair or replace projected product failures, and we may incur additional warranty and related expenses in the future with respect to new or established products, which could adversely affect our financial position and results of operations. The long-term warranty balance includes estimated warranty claims beyond one year. Warranty expense is classified within cost of revenues.

### Restructuring and Asset Impairments

We record a liability for costs associated with an exit or disposal activity at its fair value in the period in which the liability is incurred. Employee termination benefits considered postemployment benefits are accrued when the obligation is probable and estimable, such as benefits stipulated by human resource policies and practices or statutory requirements. One-time termination benefits are expensed at the date the employee is notified. If the employee must provide future service greater than 60 days, such benefits are expensed ratably over the future service period. For contract termination costs, we record a liability upon the later of when we terminate a contract in accordance with the contract terms or when we cease using the rights conveyed by the contract.

Asset impairments are determined at the asset group level. An impairment may be recorded for assets that are to be abandoned, are to be sold for less than net book value, or are held for sale in which the estimated proceeds less costs to sell are less than the net book value. We may also recognize impairment on an asset group, which is held and used, when the carrying value is not recoverable and exceeds the asset group's fair value. If an asset group is considered a business, a portion of the Company's goodwill balance is allocated to it based on relative fair value.

### Defined Benefit Pension Plans

We sponsor both funded and unfunded defined benefit pension plans for certain international employees. We recognize a liability for the projected benefit obligation in excess of plan assets or an asset for plan assets in excess of the projected benefit obligation. We also recognize the funded status of our defined benefit pension plans on our Consolidated Balance Sheets and recognize as a component of OCI, net of tax, the actuarial gains or losses and prior service costs or credits, if any, that arise during the period but that are not recognized as components of net periodic benefit cost.

### Share Repurchase Plan

We may repurchase up to \$50 million of shares of Itron common stock under a twelve-month program, which was authorized by our Board of Directors on March 8, 2013. Share repurchases are made in the open market or in privately negotiated transactions and in accordance with applicable securities laws. Under applicable Washington State law, shares repurchased are retired and not displayed separately as treasury stock on the financial statements. Instead, the value of the repurchased shares is deducted from common stock.

### Revenue Recognition



Revenues consist primarily of hardware sales, software license fees, software implementation, project management services, installation, consulting, and post-sale maintenance support. Revenues 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) collectability is reasonably assured.

The majority of our revenue arrangements involve multiple deliverables, which combine two or more of the following: hardware, meter reading system software, installation, and/or project management services. Revenue arrangements with multiple deliverables are divided into separate units of accounting if the delivered item(s) has value to the customer on a standalone basis 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 considered for each unit of accounting. The amount allocable to a delivered item is limited to the amount that we are entitled to collect and that is not contingent upon the delivery/performance of additional items. Revenues for each deliverable are then recognized based on the type of deliverable, such as 1) when the products are shipped, 2) services are delivered, 3) percentage-of-completion when implementation services are essential to other deliverables in the arrangement, 4) upon receipt of customer acceptance, or 5) transfer of title and risk of

## Table of Contents

loss. The majority of our revenue is recognized when products are shipped to or received by a customer or when services are provided.

We primarily enter into two types of multiple deliverable arrangements, which include a combination of hardware and associated software and services:

Arrangements that do not include the deployment of our smart metering systems and technology are recognized as follows:

Hardware revenues are recognized at the time of shipment, receipt by customer, or, if applicable, upon completion of customer acceptance provisions.

If implementation services are essential to the functionality of the associated software, software and implementation revenues are recognized using either the percentage-of-completion methodology of contract accounting if project costs can be reliably estimated or the completed contract methodology if project costs cannot be reliably estimated.

Arrangements to deploy our smart metering systems and technology are recognized as follows:

Hardware revenues are recognized at the time of shipment, receipt by customer, or, if applicable, upon completion of customer acceptance provisions.

Revenue from associated software and services is recognized using the units-of-delivery method of contract accounting, as the software is essential to the functionality of the related hardware and the implementation services are essential to the functionality of the associated software. This methodology results in the deferral of costs and revenues as professional services and software implementation commence prior to deployment of hardware.

We also enter into multiple deliverable software arrangements that do not include hardware. For this type of arrangement, revenue recognition is dependent upon the availability of vendor specific objective evidence (VSOE) of fair value for each of the deliverables. The lack of VSOE, or the existence of extended payment terms or other inherent risks, may affect the timing of revenue recognition for multiple deliverable software arrangements.

Certain of our revenue arrangements include an extended or noncustomary warranty provision that covers all or a portion of a customer's replacement or repair costs beyond the standard or customary warranty period. Whether or not the extended warranty is separately priced in the arrangement, a portion of the arrangement's total consideration is allocated to this extended warranty deliverable. This revenue is deferred and recognized over the extended warranty coverage period. Extended or noncustomary warranties do not represent a significant portion of our revenue. We allocate consideration to each deliverable in an arrangement based on its relative selling price. We determine selling price using VSOE, if it exists, otherwise we use third-party evidence (TPE). If neither VSOE nor TPE of selling price exists for a unit of accounting, we use estimated selling price (ESP).

VSOE is generally limited to the price charged when the same or similar product is sold separately or, if applicable, the stated renewal rate in the agreement. If a product or service is seldom sold separately, it is unlikely that we can determine VSOE for the product or service. We define VSOE as a median price of recent standalone transactions that are priced within a narrow range. TPE is determined based on the prices charged by our competitors for a similar deliverable when sold separately.

If we are unable to establish selling price using VSOE or TPE, we use ESP in the allocation of arrangement consideration. The objective of ESP is to determine the price at which we would transact if the product or service were regularly sold by us on a standalone basis. Our determination of ESP involves a weighting of several factors based on the specific facts and circumstances of the arrangement. Specifically, we consider the cost to produce the deliverable, the anticipated margin on that deliverable, the selling price and profit margin for similar parts, our ongoing pricing

strategy and policies (as evident in the price list established and updated by management on a regular basis), the value of any enhancements that have been built into the deliverable, and the characteristics of the varying markets in which the deliverable is sold. We analyze the selling prices used in our allocation of arrangement consideration on an annual basis. Selling prices are analyzed on a more frequent basis if a significant change in our business necessitates a more timely analysis or if we experience significant variances in our selling prices.

Unearned revenue is recorded when a customer pays for products or services, but the criteria for revenue recognition have not been met as of the balance sheet date. Unearned revenues of \$87.5 million and \$74.9 million at March 31, 2013 and December 31, 2012 related primarily to professional services and software associated with our smart metering contracts, extended or noncustomary warranty, and prepaid post-contract support. Deferred costs are recorded for products or services for which ownership (typically defined as title and risk of loss) has transferred to the customer, but the criteria for revenue recognition have not been met as of the balance sheet date. Deferred costs were \$25.2 million and \$24.4 million at March 31, 2013 and December 31, 2012 and are recorded within other assets in the Consolidated Balance Sheets.

## Table of Contents

Hardware and software post-sale maintenance support fees are recognized ratably over the life of the related service contract. Shipping and handling costs and incidental expenses billed to customers are recorded as revenue, with the associated cost charged to cost of revenues. We record sales, use, and value added taxes billed to our customers on a net basis.

### Product and Software Development Costs

Product and software development costs primarily include employee compensation and third party contracting fees. We do not capitalize product development costs, and we do not generally capitalize software development expenses due to the immaterial nature of these costs as a result of the relatively short period of time between technological feasibility and the completion of software development.

### Stock-Based Compensation

We measure and recognize compensation expense for all stock-based awards made to employees and directors, including stock options, stock sold pursuant to our Employee Stock Purchase Plan (ESPP), and the issuance of restricted stock units and unrestricted stock awards, based on estimated fair values. The fair value of stock options is estimated at the date of grant using the Black-Scholes option-pricing model, which includes assumptions for the dividend yield, expected volatility, risk-free interest rate, and expected term. For ESPP awards, the fair value is the difference between the market close price of our common stock on the date of purchase and the discounted purchase price. For performance-based restricted stock units and unrestricted stock awards with no market conditions, the fair value is the market close price of our common stock on the date of grant. For restricted stock units with market conditions, the fair value is estimated at the date of award using a Monte Carlo simulation model, which includes assumptions for dividend yield and expected volatility for our common stock and the common stock for companies within the Russell 3000 index, as well as the risk-free interest rate and expected term of the awards. We expense stock-based compensation at the date of grant for unrestricted stock awards. For awards with only a service condition, we expense stock-based compensation, adjusted for estimated forfeitures, using the straight-line method over the requisite service period for the entire award. For awards with performance and service conditions, if vesting is probable, we expense the stock-based compensation, adjusted for estimated forfeitures, on a straight-line basis over the requisite service period for each separately vesting portion of the award. For awards with a market condition, we expense the fair value over the requisite service period. Excess tax benefits are credited to common stock when the deduction reduces cash taxes payable. When we have tax deductions in excess of the compensation cost, they are classified as financing cash inflows in the Consolidated Statements of Cash Flows.

### Income Taxes

We compute our interim income tax provision through the use of an estimated annual effective tax rate (ETR) applied to year-to-date operating results and specific events that are discretely recognized as they occur. In determining the estimated annual ETR, we analyze various factors, including the forecasted mix of earnings in domestic and international jurisdictions, new or revised tax legislation and accounting pronouncements, tax credits, state income taxes, adjustments to valuation allowances, and uncertain tax positions, amount other items. Discrete items, including the effect of changes in tax laws, tax rates, and certain circumstances with respect to valuation allowances or other unusual or non-recurring tax adjustments, are reflected in the period in which they occur as an addition to, or reduction from, the income tax provision, rather than included in the estimated annual ETR.

Deferred tax assets and liabilities are recognized based upon anticipated future tax consequences, in each of the jurisdictions in which we operate, attributable to: (1) the differences between the financial statement carrying amounts of existing assets and liabilities and their respective income tax bases; and (2) operating loss and tax credit carryforwards. Deferred tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The calculation of our tax liabilities involves applying complex tax regulations in different jurisdictions to our tax positions. The effect on deferred tax assets and liabilities of a change in tax rates is recognized in the period that includes the enactment

date. A valuation allowance is recorded to reduce the carrying amount of deferred tax assets if it is more likely than not that such assets will not be realized. We do not record tax liabilities on undistributed earnings of international subsidiaries that are permanently reinvested.

We utilize a two step approach to account for uncertain tax positions. A tax position is first evaluated for recognition based on its technical merits. Tax positions that have a greater than fifty percent likelihood of being realized upon ultimate settlement are then measured to determine amounts to be recognized in the financial statements. This measurement incorporates information about potential settlements with taxing authorities. A previously recognized tax position is derecognized in the first period in which the position no longer meets the more-likely-than-not recognition threshold or upon expiration of the statute of limitations. We classify interest expense and penalties related to uncertain tax positions and interest income on tax overpayments as part of income tax expense.

#### Foreign Exchange

Our consolidated financial statements are reported in U.S. dollars. Assets and liabilities of international subsidiaries with non-U.S. dollar functional currencies are translated to U.S. dollars at the exchange rates in effect on the balance sheet date, or the last

Table of Contents

business day of the period, if applicable. Revenues and expenses for each subsidiary are translated to U.S. dollars using a weighted average rate for the relevant reporting period. Translation adjustments resulting from this process are included, net of tax, in OCI. Gains and losses that arise from exchange rate fluctuations for monetary asset and liability balances that are not denominated in an entity's functional currency are included within other income (expense), net in the Consolidated Statements of Operations. Currency gains and losses of intercompany balances deemed to be long-term in nature or designated as a hedge of the net investment in international subsidiaries are included, net of tax, in OCI.

Fair Value Measurements

For assets and liabilities measured at fair value, the GAAP fair value hierarchy prioritizes the inputs used in different valuation methodologies, assigning the highest priority to unadjusted quoted prices for identical assets and liabilities in actively traded markets (Level 1) and the lowest priority to unobservable inputs (Level 3). Level 2 inputs consist of quoted prices for similar assets and liabilities in active markets; quoted prices for identical or similar assets and liabilities in non-active markets; and model-derived valuations in which significant inputs are corroborated by observable market data either directly or indirectly through correlation or other means. Inputs may include yield curves, volatility, credit risks, and default rates.

Use of Estimates

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

Table of Contents

## Note 2: Earnings Per Share and Capital Structure

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

	Three Months Ended	
	March 31,	
	2013	2012
	(in thousands, except per share data)	
Net income available to common shareholders	\$2,570	\$25,353
Weighted average common shares outstanding - Basic	39,420	39,913
Dilutive effect of stock-based awards	350	303
Weighted average common shares outstanding - Diluted	39,770	40,216
Earnings per common share - Basic	\$0.07	\$0.64
Earnings per common share - Diluted	\$0.06	\$0.63

## Stock-based Awards

For stock-based awards, the dilutive effect is calculated using the treasury stock method. Under this method, the dilutive effect is computed as if the awards were exercised at the beginning of the period (or at time of issuance, if later) and assumes the related proceeds were used to repurchase common stock at the average market price during the period. Related proceeds include the amount the employee must pay upon exercise, future compensation cost associated with the stock award, and the amount of excess tax benefits, if any. Approximately 1.2 million stock-based awards were excluded from the calculation of diluted EPS for each of the three months ended March 31, 2013 and 2012, because they were anti-dilutive. These stock-based awards could be dilutive in future periods.

## Preferred Stock

We have authorized the issuance of 10 million shares of preferred stock with no par value. In the event of a liquidation, dissolution, or winding up of the affairs of the corporation, whether voluntary or involuntary, the holders of any outstanding preferred stock would be entitled to be paid a preferential amount per share to be determined by the Board of Directors prior to any payment to holders of common stock. There was no preferred stock issued or outstanding at March 31, 2013 and December 31, 2012.

## Stock Repurchase Plan

On March 8, 2013, the Board authorized a twelve-month repurchase program of up to \$50 million of our common stock. As of March 31, 2013, we have repurchased 4,490 shares of our common stock, totaling \$200,000, with \$49.8 million remaining under the repurchase program. Repurchases are made in the open market or in privately negotiated transactions, and in accordance with applicable securities laws. Refer to Part II, Item 2: "Unregistered Sales of Equity Securities and Use of Proceeds" for additional information related to our share repurchase program.

## Note 3: Certain Balance Sheet Components

	March 31, 2013	December 31, 2012
	(in thousands)	
Accounts receivable, net		
Trade receivables (net of allowance of \$6,144 and \$7,372)	\$318,223	\$329,352
Unbilled receivables	38,005	45,974
Total accounts receivable, net	\$356,228	\$375,326

At March 31, 2013 and December 31, 2012, \$19.5 million and \$20.0 million were recorded within trade receivables as billed but not yet paid by customers, in accordance with contract retainage provisions. At March 31, 2013 and

December 31, 2012, contract retainage amounts that were unbilled and classified as unbilled receivables were \$7.6 million and \$11.1 million. These contract retainage amounts within trade receivables and unbilled receivables are expected to be collected within the following 12 months.

At March 31, 2013, long-term unbilled receivables totaled \$2.5 million. These long-term unbilled receivables are classified within other long-term assets, as collection is not anticipated within the following 12 months but is expected during 2014. We had no billed long-term contract retainage receivables at March 31, 2013, as we expect to collect all contract retainage receivables within



Table of Contents

the following 12 months. We had no long-term unbilled receivables or long-term contract retainage receivables at December 31, 2012.

Allowance for doubtful account activity	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Beginning balance	\$7,372	\$6,049
Provision (release) of doubtful accounts, net	(904	) (60
Accounts written-off	(105	) (239
Effects of change in exchange rates	(219	) 233
Ending balance	\$6,144	\$5,983

  

Inventories	March 31, 2013	December 31, 2012
	(in thousands)	
Materials	\$102,654	\$92,038
Work in process	11,846	12,568
Finished goods	67,954	66,113
Total inventories	\$182,454	\$170,719

Our inventory levels may vary period to period as a result of our factory scheduling and the timing of contract fulfillments, which may include the buildup of finished goods for shipment.

Consigned inventory is held at third-party locations; however, we retain title to the inventory until purchased by the third-party. Consigned inventory, consisting of raw materials and finished goods, was \$4.7 million and \$5.0 million at March 31, 2013 and December 31, 2012, respectively.

Property, plant, and equipment, net	March 31, 2013	December 31, 2012
	(in thousands)	
Machinery and equipment	\$284,291	\$287,791
Computers and software	85,958	84,980
Buildings, furniture, and improvements	141,653	146,191
Land	24,518	25,318
Construction in progress, including purchased equipment	30,108	26,097
Total cost	566,528	570,377
Accumulated depreciation	(317,916	) (315,165
Property, plant, and equipment, net	\$248,612	\$255,212

  

Depreciation expense and capitalized interest	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Depreciation expense	\$14,013	\$15,314
Capitalized interest	43	—

In conjunction with the upgrade of our global enterprise resource planning software systems, we have capitalized \$12.3 million within construction in progress. Amounts capitalized include internal labor costs and related benefits, software, third-party consulting fees, and \$43,000 of interest.



Table of Contents

## Note 4: Intangible Assets

The gross carrying amount and accumulated amortization of our intangible assets, other than goodwill, are as follows:

	March 31, 2013			December 31, 2012		
	Gross Assets	Accumulated Amortization	Net	Gross Assets	Accumulated Amortization	Net
	(in thousands)					
Core-developed technology	\$418,123	\$(331,603)	\$86,520	\$407,024	\$(332,763)	\$74,261
Customer contracts and relationships	281,697	(154,042)	127,655	292,252	(154,890)	137,362
Trademarks and trade names	71,004	(64,100)	6,904	72,770	(65,090)	7,680
Other	11,092	(11,024)	68	11,094	(11,026)	68
Total intangible assets subject to amortization	781,916	(560,769)	221,147	783,140	(563,769)	219,371
In-process research and development	—		—	19,400		19,400
Total intangible assets	\$781,916	\$(560,769)	\$221,147	\$802,540	\$(563,769)	\$238,771

A summary of the intangible asset account activity is as follows:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Beginning balance, intangible assets, gross	\$802,540	\$749,194
Effect of change in exchange rates	(20,624)	) 16,518
Ending balance, intangible assets, gross	\$781,916	\$765,712

The balance of IPR&D as of December 31, 2012 was related to the SmartSynch acquisition on May 1, 2012, and consisted primarily of projects to upgrade the hardware components of cellular communication modules to be compatible with 3G cellular network standards. Upon completion of these projects in March 2013, we performed a qualitative assessment and determined that it was more than likely that the carrying amount of IPR&D was not impaired. Accordingly, as of March 31, 2013, the carrying amount of IPR&D was reclassified as core-developed technology and will be amortized over its expected useful life of seven years based on the SmartSynch acquisition discounted cash flow valuation model.

Intangible assets of our international subsidiaries are recorded in their respective functional currency; therefore, the carrying amounts of intangible assets increase or decrease, with a corresponding change in accumulated OCI, due to changes in foreign currency exchange rates.

Estimated future annual amortization expense is as follows:

Years ending December 31,	Estimated Annual Amortization (in thousands)
2013 (amount remaining at March 31, 2013)	\$30,901
2014	43,672
2015	35,055

2016	27,306
2017	20,295
Beyond 2017	63,918
Total intangible assets, net	\$221,147

Table of Contents

## Note 5: Goodwill

The following table reflects the goodwill balance as of March 31, 2013:

	Energy (in thousands)	Water	Total Company
Balance at January 1, 2013			
Goodwill before impairment	\$ 859,454	\$ 414,394	\$ 1,273,848
Accumulated impairment losses	(249,502	) (323,330	) (572,832
Goodwill, net	609,952	91,064	701,016
Adjustments of previous acquisition	(197	) —	(197
Effect of change in exchange rates	(15,174	) (2,430	) (17,604
Balance at March 31, 2013			
Goodwill before impairment	834,654	399,746	1,234,400
Accumulated impairment losses	(240,073	) (311,112	) (551,185
Goodwill, net	\$ 594,581	\$ 88,634	\$ 683,215

During the first quarter of 2013, we recorded certain purchase price allocation adjustments related to the SmartSynch acquisition, completed on May 1, 2012, which are reflected as Adjustments of previous acquisition. These adjustments affected the fair value calculation of certain accrued liabilities associated with specific contracts; however, they had no effect on our results of operations for the three months ended March 31, 2013 or for the year ended December 31, 2012. These adjustments were not material, and we have not retrospectively adjusted the comparative amounts on the Consolidated Balance Sheet as of December 31, 2012. We are continuing to collect information to determine the fair value of certain accrued liabilities, which would affect goodwill. We expect to finalize the purchase price allocation related to the SmartSynch acquisition by April 30, 2013.

Accumulated impairment losses relate to goodwill impairment charges recorded during 2011 as a result of a significant decline in the price of our shares of common stock at the end of September 2011, which reduced our aggregate market value significantly below the carrying value of our net assets as of September 30, 2011.

Goodwill and accumulated impairment losses associated with our international subsidiaries are recorded in their respective functional currency; therefore, the carrying amounts of these balances increase or decrease, with a corresponding change in accumulated OCI, due to changes in foreign currency exchange rates.

## Note 6: Debt

The components of our borrowings were as follows:

	March 31, 2013 (in thousands)	December 31, 2012
Credit facility:		
USD denominated term loan	\$ 273,750	\$ 277,500
Multicurrency revolving line of credit	125,000	140,000
Total debt	398,750	417,500
Less: Current portion of debt	20,625	18,750
Long-term debt	\$ 378,125	\$ 398,750

## Credit Facility

Our credit facility is dated August 5, 2011. The credit facility consists of a \$300 million U.S. dollar term loan (the term loan) and a multicurrency revolving line of credit (the revolver) with a principal amount of up to \$660 million, which was increased from \$500 million in April 2012. Both the term loan and the revolver mature on August 8, 2016, and amounts borrowed under the revolver are classified as long-term. Amounts borrowed under the revolver during the credit facility term may be repaid and

15

---

Table of Contents

reborrowed until the revolver's maturity, at which time the revolver will terminate, and all outstanding loans, together with all accrued and unpaid interest, must be repaid. Amounts not borrowed under the revolver are subject to a commitment fee, which is paid in arrears on the last day of each fiscal quarter, ranging from 0.20% to 0.40% per annum depending on our total leverage ratio as of the most recently ended fiscal quarter. Amounts repaid on the term loan may not be reborrowed. The credit facility permits us and certain of our foreign subsidiaries to borrow in U.S. dollars, euros, British pounds, or, with lender approval, other currencies readily convertible into U.S. dollars. All obligations under the credit facility are guaranteed by Itron, Inc. and material U.S. domestic subsidiaries and are secured by a pledge of substantially all of the assets of Itron, Inc. and material U.S. domestic subsidiaries, including a pledge of 100% of the capital stock of material U.S. domestic subsidiaries and up to 66% of the voting stock (100% of the non-voting stock) of their first-tier foreign subsidiaries. In addition, the obligations of any foreign subsidiary who is a foreign borrower, as defined by the credit facility, are guaranteed by the foreign subsidiary and by its direct and indirect foreign parents. The credit facility includes debt covenants, which contain certain financial ratios and place certain restrictions on the incurrence of debt, investments, and the issuance of dividends. We were in compliance with the debt covenants under the credit facility at March 31, 2013.

Scheduled principal repayments for the term loan are due quarterly in the amounts of \$3.8 million through June 2013, \$5.6 million from September 2013 through June 2014, \$7.5 million from September 2014 through June 2016, and the remainder due at maturity on August 8, 2016. The term loan may be repaid early in whole or in part, subject to certain minimum thresholds, without penalty.

Under the credit facility, we elect applicable market interest rates for both the term loan and any outstanding revolving loans. We also pay an applicable margin, which is based on our total leverage ratio (as defined in the credit agreement). The applicable rates per annum may be based on either: (1) the LIBOR rate, plus an applicable margin, or (2) the Alternate Base Rate, plus an applicable margin. The Alternate Base Rate election is equal to the greatest of three rates: (i) the prime rate, (ii) the Federal Reserve effective rate plus 1/2 of 1%, or (iii) one month LIBOR plus 1%. At March 31, 2013, the interest rate for both the term loan and the revolver was 1.46% (the LIBOR rate plus a margin of 1.25%).

Total credit facility repayments were as follows:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Term loan	\$3,750	\$3,750
Multicurrency revolving line of credit	15,000	10,000
Total credit facility repayments	\$18,750	\$13,750

At March 31, 2013, \$125.0 million was outstanding under the credit facility revolver, and \$47.8 million was utilized by outstanding standby letters of credit, resulting in \$487.2 million available for additional borrowings.

Unamortized prepaid debt fees were as follows:

	March 31, 2013	December 31, 2012
	(in thousands)	
Unamortized prepaid debt fees	\$4,978	\$5,367
Note 7: Derivative Financial Instruments		

As part of our risk management strategy, we use derivative instruments to hedge certain foreign currency and interest rate exposures. Refer to Note 1, Note 13, and Note 14 for additional disclosures on our derivative instruments.

The fair values of our derivative instruments are determined using the income approach and significant other observable inputs (also known as “Level 2”). We have used observable market inputs based on the type of derivative and the nature of the underlying instrument. The key inputs include interest rate yield curves (swap rates and futures) and foreign exchange spot and forward rates, all of which are available in an active market. We have utilized the mid-market pricing convention for these inputs. We include the effect of our counterparty credit risk based on current published credit default swap rates when the net fair value of our derivative instruments is in a net asset position. We consider our own nonperformance risk when the net fair value of our derivative instruments is in a net liability position by discounting our derivative liabilities to reflect the potential credit risk to our counterparty through applying a current market indicative credit spread to all cash flows.



Table of Contents

The fair values of our derivative instruments at March 31, 2013 and December 31, 2012 were as follows:

	Balance Sheet Location	Fair Value March 31, 2013 (in thousands)	December 31, 2012
<b>Asset Derivatives</b>			
Derivatives not designated as hedging instruments under ASC 815-20			
Foreign exchange forward contracts	Other current assets	\$185	\$146
<b>Liability Derivatives</b>			
Derivatives designated as hedging instruments under ASC 815-20			
Interest rate swap contracts	Other current liabilities	\$963	\$629
Interest rate swap contracts	Other long-term obligations	1,854	2,096
Derivatives not designated as hedging instruments under ASC 815-20			
Foreign exchange forward contracts	Other current liabilities	357	114
Total liability derivatives		\$3,174	\$2,839

A summary of the potential effect of netting arrangements on our financial position related to the offsetting of our recognized derivative assets and liabilities under master netting arrangements or similar agreements is as follows:

## Offsetting of Derivative Assets

	Gross Amounts of Recognized Assets (in thousands)	Gross Amounts Offset in the Consolidated Balance Sheets	Net Amounts of Assets Presented in the Consolidated Balance Sheets	Gross Amounts Not Offset in the Consolidated Balance Sheets Derivative Financial Instruments	Cash Collateral Received	Net Amount
March 31, 2013	\$185	\$—	\$185	\$(156 )	\$—	\$29
December 31, 2012	\$146	\$—	\$146	\$(135 )	\$—	\$11

## Offsetting of Derivative Liabilities

	Gross Amounts of Recognized Liabilities (in thousands)	Gross Amounts Offset in the Consolidated Balance Sheets	Net Amounts of Assets Presented in the Consolidated Balance Sheets	Gross Amounts Not Offset in the Consolidated Balance Sheets Derivative Financial Instruments	Cash Collateral Pledged	Net Amount
March 31, 2013	\$3,174	\$—	\$3,174	\$(156 )	\$—	\$3,018

Edgar Filing: ITRON INC /WA/ - Form 10-Q

December 31, 2012	\$2,839	\$—	\$2,839	\$(135 )	\$—	\$2,704
-------------------	---------	-----	---------	----------	-----	---------

Our derivative assets and liabilities consist of foreign exchange forward and interest rate swap contracts with eight counterparties at March 31, 2013 and December 31, 2012. None of our counterparties were individually significant at March 31, 2013 or December 31, 2012. Our derivative contracts with each of these counterparties exist under agreements that provide for the net settlement of all contracts through a single payment in a single currency in the event of default. We have no pledges of cash collateral against our obligations nor have we received pledges of cash collateral from our counterparties under the associated derivative contracts.

Table of Contents

OCI during the reporting periods for our derivative hedging instruments, net of tax, was as follows:

	2013 (in thousands)	2012
Net unrealized loss on hedging instruments at January 1,	\$(16,069 )	\$(14,380 )
Unrealized gain (loss) on derivative instruments	(73 )	—
Net unrealized loss on hedging instruments at March 31,	\$(16,142 )	\$(14,380 )

Included in the net unrealized loss on hedging instruments at March 31, 2013 is a net derivative loss of \$14.4 million, net of tax, related to our net investment hedge, which terminated in 2011. This net derivative loss will remain in accumulated OCI until such time when earnings are impacted by a sale or liquidation of the associated foreign operation.

**Cash Flow Hedges**

As a result of our floating rate debt, we are exposed to variability in our cash flows from changes in the applicable interest rate index. We enter into swaps to achieve a fixed rate of interest on the hedged portion of debt in order to increase our ability to forecast interest expense. The objective of these swaps is to reduce the variability of cash flows from increases in the LIBOR base borrowing rates on our floating rate credit facility. The swaps do not protect us from changes to the applicable margin under our credit facility.

In May 2012, we entered into six forward starting pay-fixed receive one-month LIBOR interest rate swaps. The interest rate swaps convert \$200 million of our LIBOR based debt from a floating LIBOR interest rate to a fixed interest rate of 1.00% (excluding the applicable margin on the debt) and are effective July 31, 2013 to August 8, 2016. These cash flow hedges are expected to be highly effective in achieving offsetting cash flows attributable to the hedged risk through the term of the hedge. Consequently, effective changes in the fair value of the interest rate swaps are recorded as a component of OCI and will be recognized in earnings when the hedged item affects earnings. The amounts paid or received on the hedges will be recognized as adjustments to interest expense. The amount of net losses expected to be reclassified into earnings in the next 12 months is \$963,000. At March 31, 2013, our LIBOR based debt balance was \$398.8 million.

We will continue to monitor and assess our interest rate risk and may institute additional interest rate swaps or other derivative instruments to manage such risk in the future.

The before-tax effect of our cash flow derivative instruments on the Consolidated Balance Sheets and the Consolidated Statements of Operations for the three months ended March 31 were as follows:

Derivatives in ASC 815-20 Cash Flow Hedging Relationships	Amount of Gain (Loss) Recognized in OCI on Derivative (Effective Portion)		Gain (Loss) Reclassified from Accumulated OCI into Income (Effective Portion)		Gain (Loss) Recognized in Income on Derivative (Ineffective Portion)	
	2013 (in thousands)	2012 (in thousands)	2013 (in thousands)	2012 (in thousands)	2013 (in thousands)	2012 (in thousands)
Three Months Ended March 31, Interest rate swap contracts	\$(92 )	\$ —	Interest expense	\$ —	Interest expense	\$ —

**Derivatives Not Designated as Hedging Relationships**

We are also exposed to foreign exchange risk when we enter into non-functional currency transactions, both intercompany and third-party. At each period-end, non-functional currency monetary assets and liabilities are revalued with the change recorded to other income and expense. We enter into monthly foreign exchange forward contracts (a total of 118 contracts were entered into during the three months ended March 31, 2013), which are not designated for hedge accounting, with the intent to reduce earnings volatility associated with certain of these non-functional currency assets and liabilities. The notional amounts of the contracts ranged from \$258,000 to \$11.0 million, offsetting our exposures to the euro, Saudi riyal, Canadian dollar, Australian dollar, South African rand, and various other currencies.

Table of Contents

The effect of our foreign exchange forward derivative instruments on the Consolidated Statements of Operations for the three months ended March 31 was as follows:

Derivatives Not Designated as Hedging Instrument under ASC 815-20	Gain (Loss) Recognized on Derivatives in Other Income (Expense)	
	Three Months Ended March 31, 2013	2012
	(in thousands)	
Foreign exchange forward contracts	\$214	\$(177)
Note 8: Defined Benefit Pension Plans		)

We sponsor both funded and unfunded defined benefit pension plans for our international employees, primarily in Germany, France, Italy, Indonesia, and Spain, offering death and disability, retirement, and special termination benefits. The defined benefit obligation is calculated annually by using the projected unit credit method. The measurement date for the pension plans was December 31, 2012.

Our defined benefit pension plans are denominated in the functional currencies of the respective countries in which the plans are sponsored; therefore, the balances increase or decrease, with a corresponding change in OCI, due to changes in foreign currency exchange rates. Amounts recognized on the Consolidated Balance Sheets consist of:

	March 31, 2013 (in thousands)	December 31, 2012
Assets		
Plan assets in other long-term assets	\$223	\$227
Liabilities		
Current portion of pension plan liability in wages and benefits payable	2,979	2,899
Long-term portion of pension plan liability	87,805	90,533
Net pension plan benefit liability	\$90,561	\$93,205

Our asset investment strategy focuses on maintaining a portfolio using primarily insurance funds, which are accounted for as investments and measured at fair value, in order to achieve our long-term investment objectives on a risk adjusted basis. Our general funding policy for these qualified pension plans is to contribute amounts sufficient to satisfy regulatory funding standards of the respective countries for each plan. We contributed \$42,000 and \$321,000 to the defined benefit pension plans for the three months ended March 31, 2013 and 2012, respectively. The timing of when contributions are made can vary by plan and from year to year. For 2013, assuming that actual plan asset returns are consistent with our expected rate of return, and that interest rates remain constant, we expect to contribute approximately \$564,000 to our defined benefit pension plans. We contributed \$440,000 to the defined benefit pension plans for the year ended December 31, 2012.

Net periodic pension benefit costs for our plans include the following components:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Service cost	\$981	\$738
Interest cost	800	926
Expected return on plan assets	(79)	) (85)
Settlements and other	(814)	) —
Amortization of actuarial net loss	251	2
Amortization of unrecognized prior service costs	17	17

Net periodic benefit cost	\$1,156	\$1,598
---------------------------	---------	---------

19

---

Table of Contents

## Note 9: Stock-Based Compensation

We record stock-based compensation expense for awards of stock options, stock sold pursuant to our ESPP, and the issuance of restricted stock units and unrestricted stock awards. We expense stock-based compensation primarily using the straight-line method over the requisite service period. Capitalized stock-based compensation amounts were not material for the three months ended March 31, 2013 and 2012. For the three months ended March 31, stock-based compensation expense and the related tax benefit were as follows:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Stock options	\$473	\$272
Restricted stock units	4,235	3,516
Unrestricted stock awards	197	205
ESPP	191	205
Total stock-based compensation	\$5,096	\$4,198
Related tax benefit	\$1,364	\$1,189

We issue new shares of common stock upon the exercise of stock options or when vesting conditions on restricted stock units are fully satisfied.

Subject to stock splits, dividends, and other similar events, 3,500,000 shares of common stock are reserved and authorized for issuance under our 2010 Stock Incentive Plan (Stock Incentive Plan). Awards consist of stock options, restricted stock units, and unrestricted stock awards. At March 31, 2013, 509,259 shares were available for grant under the Stock Incentive Plan. The Stock Incentive Plan shares are subject to a fungible share provision such that, with respect to grants made after December 31, 2009, the authorized share reserve is reduced by (i) one share for every one share subject to a stock option or share appreciation right granted under the Plan and (ii) 1.7 shares for every one share of common stock that was subject to an award other than an option or stock appreciation right.

## Stock Options

Options to purchase our common stock are granted to employees and members of the Board of Directors with an exercise price equal to the market close price of the stock on the date the Board of Directors approves the grant. Options generally become exercisable in three equal annual installments beginning one year from the date of grant and generally expire 10 years from the date of grant. Compensation expense is recognized only for those options expected to vest, with forfeitures estimated based on our historical experience and future expectations.

The fair values of stock options granted were estimated at the date of grant using the Black-Scholes option-pricing model with the following weighted average assumptions:

	Three Months Ended March 31,		
	2013	2012	
Dividend yield	—	—	
Expected volatility	38.1	% 42.7	%
Risk-free interest rate	1.0	% 0.9	%
Expected term (years)	5.45	5.14	

Expected volatility is based on a combination of the historical volatility of our common stock and the implied volatility of our traded options for the related expected term. We believe this combined approach is reflective of current and historical market conditions and is an appropriate indicator of expected volatility. The risk-free interest rate is the rate available as of the award date on zero-coupon U.S. government issues with a term equal to the expected life of the award. The expected life is the weighted average expected life of an award based on the period of time between the date the award is granted and the estimated date the award will be fully exercised. Factors considered in estimating the expected life include historical experience of similar awards,



Table of Contents

contractual terms, vesting schedules, and expectations of future employee behavior. We have not paid dividends in the past and do not plan to pay dividends in the foreseeable future.

A summary of our stock option activity for the three months ended March 31 is as follows:

	Shares (in thousands)	Weighted Average Exercise Price per Share	Weighted Average Remaining Contractual Life (years)	Aggregate Intrinsic Value <sup>(1)</sup> (in thousands)	Weighted Average Grant Date Fair Value
Outstanding, January 1, 2012	1,109	\$ 55.97	4.51	\$ 2,323	
Granted	54	48.23			\$ 18.64
Exercised	(13 )	21.60		\$ 280	
Expired	(1 )	48.51			
Outstanding, March 31, 2012	1,149	\$ 56.00	4.42	\$ 4,638	
Outstanding, January 1, 2013	1,137	\$ 54.06	4.81	\$ 3,815	
Granted	129	42.76			\$ 15.44
Exercised	(11 )	28.92		\$ 171	
Expired	(3 )	48.51			
Outstanding, March 31, 2013	1,252	\$ 53.14	5.14	\$ 4,805	
Exercisable, March 31, 2013	928	\$ 56.63	3.59	\$ 3,557	
Expected to vest, March 31, 2013	301	\$ 43.17	9.57	\$ 1,157	

The aggregate intrinsic value of outstanding stock options represents amounts that would have been received by the optionees had all in-the-money options been exercised on that date. Specifically, it is the amount by which the <sup>(1)</sup> market value of Itron's stock exceeded the exercise price of the outstanding in-the-money options before applicable income taxes, based on our closing stock price on the last business day of the period. The aggregate intrinsic value of stock options exercised during the period is calculated based on our stock price at the date of exercise.

As of March 31, 2013, total unrecognized stock-based compensation expense related to nonvested stock options was approximately \$4.7 million, which is expected to be recognized over a weighted average period of approximately 2.6 years.

#### Restricted Stock Units

Certain employees, senior management, and members of the Board of Directors receive restricted stock units as a component of their total compensation. The fair value of a restricted stock unit is the market close price of our common stock on the date of grant. Restricted stock units generally vest over a three year period. Compensation expense, net of forfeitures, is recognized over the requisite service period.

Subsequent to vesting, the restricted stock units are converted into shares of our common stock on a one-for-one basis and issued to employees. We are entitled to an income tax deduction in an amount equal to the taxable income reported by the employees upon vesting of the restricted stock units.

Prior to 2013, the performance-based restricted stock units issued under the Long-Term Performance Restricted Stock Unit Award Agreement (Performance Award Agreement) were determined based on the attainment of certain performance goals after the end of the one-year performance period. During the year, if management determined that

it was probable that the targets would be achieved, compensation expense, net of forfeitures, was recognized on a straight-line basis over the annual performance and subsequent vesting period for each separately vesting portion of the award. Performance awards typically vested and were released in three equal installments at the end of each year following attainment of the performance goals. For U.S. participants who retire during the vesting period, unvested restricted stock units immediately vest at the date of retirement for U.S. participants who retire during that period. For the 2012 performance awards, no awards became eligible for vesting as minimum performance thresholds for the 2012 performance year were not met.

For 2013, the performance-based restricted stock units to be issued under the Performance Award Agreement are determined based on (1) our achievement of specified non-GAAP EPS targets, as established at the beginning of each year for each of the calendar years contained in the performance periods (2-year and 3-year awards) (the performance condition) and (2) our total shareholder return (TSR) relative to the TSR attained by companies that are included in the Russell 3000 Index during the performance period

Table of Contents

(the market condition). Compensation expense, net of forfeitures, is recognized on a straight-line basis, and the units vest upon achievement of the performance condition, provided participants are employed by Itron at the end of the respective performance periods. For U.S. participants who retire during the performance period, a pro-rated number of restricted stock units (based on the number of days of employment during the performance period) immediately vest based on the attainment of the performance goals as assessed after the end of the performance period.

Depending on the level of achievement of the performance condition, the actual number of shares to be earned ranges between 0% and 160% of the awards originally granted. At the end of the 2-year and 3-year performance periods, if the performance conditions are achieved at or above threshold, the number of shares earned is further adjusted by a TSR multiplier payout percentage, which ranges between 75% and 125%, based on the market condition. Therefore, based on the attainment of the performance and market conditions, the actual number of shares that vest may range from 0% to 200% of the awards originally granted. Due to the presence of the TSR multiplier market condition, we utilize a Monte Carlo valuation model to determine the fair value of the awards at the grant date. This pricing model uses multiple simulations to evaluate the probability of our achievement of various stock price levels to determine our expected TSR performance ranking. The weighted-average assumptions used to estimate the fair value of performance-based restricted stock units awarded and the resulting weighted average fair-value are as follows:

	Three Months Ended March 31, 2013	
Dividend yield <sup>(1)</sup>	—	%
Expected volatility	39.1	%
Risk-free interest rate	0.3	%
Expected term (years)	2.53	
Weighted-average fair value	\$44.93	

<sup>(1)</sup> The valuation model assumes that dividends are reinvested by the issuing entity on a continuous basis.

Expected volatility is based on the historical volatility of our common stock for the related expected term. We believe this approach is reflective of current and historical market conditions and is an appropriate indicator of expected volatility. The risk-free interest rate is the rate available as of the award date on zero-coupon U.S. government issues with a term equal to the expected term of the award. The expected term is the term of an award based on the period of time between the date of the award and the date the award is expected to vest. The expected term assumption is based upon the plan's performance period as of the date of the award. We have not paid dividends in the past and do not plan to pay dividends in the foreseeable future.

The following table summarizes restricted stock unit activity for the three months ended March 31:

	Number of Restricted Stock Units (in thousands)	Weighted Average Grant Date Fair Value	Aggregate Intrinsic Value <sup>(1)</sup> (in thousands)
Outstanding, January 1, 2012	625		
Granted <sup>(2)</sup>	374	\$48.23	
Released	(168)	)	\$10,976
Forfeited	(14)	)	
Outstanding, March 31, 2012	817		
Outstanding, January 1, 2013	774		

Edgar Filing: ITRON INC /WA/ - Form 10-Q

Granted <sup>(2)</sup>	237	\$42.13	
Released	(224	)	\$12,084
Forfeited	(7	)	
Outstanding, March 31, 2013	780		
Vested but not released, March 31, 2013	29		\$1,361
Expected to vest, March 31, 2013	677		\$31,431

22

---

Table of Contents

- (1) The aggregate intrinsic value is the market value of the stock, before applicable income taxes, based on the closing price on the stock release dates or at the end of the period for restricted stock units expected to vest.

- (2) Restricted stock units granted in 2012 and 2013 do not include awards under the Performance Award Agreement for the respective years, as these awards are not granted until attainment of annual performance goals has been determined at the conclusion of the performance period, which had not occurred as of March 31, 2012 and 2013, respectively.

At March 31, 2013, unrecognized compensation expense on restricted stock units was \$30.3 million, which is expected to be recognized over a weighted average period of approximately 2.1 years.

**Unrestricted Stock Awards**

We grant unrestricted stock awards to members of our Board of Directors as part of their compensation. Awards are fully vested and expensed when granted. The fair value of unrestricted stock awards is the market close price of our common stock on the date of grant.

The following table summarizes unrestricted stock award activity for the three months ended March 31:

	Three Months Ended March 31,	
	2013	2012
Shares of unrestricted stock granted	4,329	5,453
Weighted average grant date fair value per share	\$45.43	\$37.55

**Employee Stock Purchase Plan**

Under the terms of the ESPP, employees can deduct up to 10% of their regular cash compensation to purchase our common stock at a 15% discount from the fair market value of the stock at the end of each fiscal quarter, subject to other limitations under the plan. The sale of the stock to the employees occurs at the beginning of the subsequent quarter.

The following table summarizes ESPP activity for the three months ended March 31:

	Three Months Ended March 31,	
	2013	2012
Shares of stock sold to employees <sup>(1)</sup>	19,819	23,057
Weighted average fair value per ESPP award <sup>(2)</sup>	\$6.96	\$6.81

- (1) Stock sold to employees during each fiscal quarter under the ESPP is associated with the offering period ending on the last day of the previous fiscal quarter.

- (2) Relating to awards associated with the offering period during the three months ended March 31.

At March 31, 2013, all compensation cost associated with the ESPP had been recognized. There were approximately 580,000 shares of common stock available for future issuance under the ESPP at March 31, 2013.

**Note 10: Income Taxes**

Our tax provisions as a percentage of income (loss) before tax typically differ from the federal statutory rate of 35%, and may vary from period to period, due to fluctuations in the forecasted mix of earnings in domestic and international jurisdictions, new or revised tax legislation and accounting pronouncements, tax credits, state income taxes,

adjustments to valuation allowances, and uncertain tax positions, among other items.

Our tax benefit for the first three months of 2013 reflects the favorable discrete tax benefit for the retroactive extension of the 2012 research and experimentation credit in the amount of \$4.0 million. The American Taxpayer Relief Act of 2012 was signed into law on January 2, 2013 and extended several business tax provisions including the research and experimentation credit. Our annual estimated effective tax rate for 2013 was favorably impacted by a proportionate increase in projected earnings in foreign jurisdictions with tax rates below 35%, the benefit of certain interest expense deductions, and an election under U.S. Internal

Table of Contents

Revenue Code Section 338 with respect to a foreign acquisition in 2007. Accordingly, our 2013 annual estimated effective tax rate is lower than our 2012 annual estimated effective tax rate.

Our tax provision in 2012 is lower than the federal statutory rate of 35% due to projected earnings in tax jurisdictions with rates lower than 35%, the benefit of certain interest expense deductions, and an election under U.S. Internal Revenue Code Section 338 with respect to a foreign acquisition in 2007.

We classify interest expense and penalties related to unrecognized tax liabilities and interest income on tax overpayments as components of income tax expense. The net interest and penalties expense recognized is as follows:

	Three Months Ended	
	March 31,	2012
	2013	
	(in thousands)	
Net interest and penalties expense	\$ 171	\$ 287

Accrued interest and penalties recorded are as follows:

	March 31, 2013	December 31, 2012
	(in thousands)	
Accrued interest	\$ 3,139	\$ 3,095
Accrued penalties	3,035	3,030

Unrecognized tax benefits related to uncertain tax positions and the amount of unrecognized tax benefits that, if recognized, would affect our effective tax rate are as follows:

	March 31, 2013	December 31, 2012
	(in thousands)	
Unrecognized tax benefits related to uncertain tax positions	\$ 26,981	\$ 26,433
The amount of unrecognized tax benefits that, if recognized, would affect our effective tax rate	26,353	25,852

We believe it is reasonably possible that our unrecognized tax benefits may decrease by approximately \$1.2 million within the next twelve months due to the expiration of the statute of limitations. At March 31, 2013, we are not able to reasonably estimate the timing of future cash flows relating to our uncertain tax positions.

Note 11: Commitments and Contingencies

#### Guarantees and Indemnifications

We are often required to obtain standby letters of credit (LOCs) or bonds in support of our obligations for customer contracts. These standby LOCs or bonds typically 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.

Table of Contents

Our available lines of credit, outstanding standby LOCs, and bonds are as follows:

	March 31, 2013 (in thousands)	December 31, 2012
Credit facilities <sup>(1)</sup>		
Multicurrency revolving line of credit	\$ 660,000	\$ 660,000
Long-term borrowings	(125,000	) (140,000 )
Standby LOCs issued and outstanding	(47,772	) (54,328 )
Net available for additional borrowings and LOCs	\$ 487,228	\$ 465,672
Unsecured multicurrency revolving lines of credit with various financial institutions		
Multicurrency revolving lines of credit	\$ 96,864	\$ 67,308
Standby LOCs issued and outstanding	(28,056	) (29,906 )
Short-term borrowings <sup>(2)</sup>	(1,537	) (851 )
Net available for additional borrowings and LOCs	\$ 67,271	\$ 36,551
Unsecured surety bonds in force	\$ 137,002	\$ 164,820

(1) See Note 6 for details regarding our secured credit facilities.

(2) Short-term borrowings are included in "Other current liabilities" on the Consolidated Balance Sheets.

In the event any such standby LOC or bond is called, we would be obligated to reimburse the issuer of the standby LOC or bond; however, we do not believe that any outstanding LOC or bond will be called.

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's 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. We may also provide an indemnification to our customers 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 our indemnifications generally do not limit the maximum potential payments. It is not possible to predict the maximum potential amount of future payments under these or similar agreements.

#### Legal Matters

We are subject to various legal proceedings and claims of which the outcomes are subject to significant uncertainty. Our policy is to assess the likelihood of any adverse judgments or outcomes related to legal matters, as well as ranges of probable losses. A determination of the amount of the liability required, if any, for these contingencies is made after an analysis of each known issue. A liability is recorded and charged to operating expense when we determine that a loss is probable and the amount can be reasonably estimated. Additionally, we disclose contingencies for which a material loss is reasonably possible, but not probable. Liabilities recorded for legal contingencies at March 31, 2013 were not material to our financial condition or results of operations.

In 2010 and 2011, Transdata Incorporated (Transdata) filed lawsuits against four of our customers, CenterPoint Energy (CenterPoint), TriCounty Electric Cooperative, Inc. (Tri-County), San Diego Gas & Electric Company (San Diego), and Texas-New Mexico Power Company (TNMP), as well as several other utilities, alleging infringement of three patents owned by Transdata related to the use of an antenna in a meter. Pursuant to our contractual obligations with our customers, we agreed, subject to certain exceptions, to indemnify and defend them in these lawsuits. The



complaints seek unspecified damages as well as injunctive relief. CenterPoint, Tri-County, San Diego, and TNMP have denied all of the substantive allegations and filed counterclaims seeking a declaratory judgment that the patents are invalid and not infringed. In December 2011, the Judicial Panel on Multi-District Litigation consolidated all of these cases in the Western District of Oklahoma for pretrial proceedings. On April 17, 2011, the Oklahoma court stayed the litigation pending the resolution of re-examination proceedings in the United States Patent and Trademark Office (U.S. PTO). The U.S. PTO has issued re-examination certificates confirming the patentability of the original claims and allowing certain new claims added by TransData. The parties conducted a claim construction hearing on February 5, 2013 on one claim term -- "electric meter circuitry." TransData asserted in the re-examination proceedings that this term should be narrowly interpreted so as to preserve the validity of the patents. The court, by order of February 25, 2013, has rejected TransData's construction and adopted defendants' construction. TransData has moved for reconsideration of the order, and the defendants have moved for summary judgment of invalidity in light of the construction. The remainder of the case has been temporarily stayed pending resolution of these motions. We do not believe this matter will have a material adverse effect on our business or financial condition,

Table of Contents

although an unfavorable outcome could have a material adverse effect on our results of operations for the period in which such a loss is recognized.

In June 2011, a lawsuit was filed in the United States District Court for the Eastern District of Texas alleging infringement of three patents owned by EON Corp. IP Holdings, LLC (EON), related to two-way communication networks, network components, and related software platforms. The complaint seeks unspecified damages as well as injunctive relief. Itron filed a Motion to Sever and Transfer Venue (the Motion) to the Eastern District of Washington, which the court denied in April 2013. The Court has construed key terms of two of the patents and has before it terms of the third patent as well as a motion for summary judgment of indefiniteness on the same patent. We believe these claims are without merit, and we intend to vigorously defend our interests. We do not believe this matter will have a material adverse effect on our business or financial condition, although an unfavorable outcome could have a material adverse effect on our results of operations for the period in which the claim is resolved.

## Warranty

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

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Beginning balance	\$53,605	\$79,536
New product warranties	861	2,129
Other changes/adjustments to warranties	2,027	5,831
Claims activity	(5,099	) (11,320
Effect of change in exchange rates	(640	) 1,075
Ending balance	50,754	77,251
Less: current portion of warranty	25,150	48,235
Long-term warranty	\$25,604	\$29,016

Total warranty expense is classified within cost of revenues and consists of new product warranties issued and other changes and adjustments to warranties. Warranty expense for the three months ended March 31 is as follows:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Total warranty expense	\$2,888	\$7,960

Warranty expense decreased during the three months ended March 31, 2013, compared with the same period in 2012. Warranty expense during the three months ended March 31, 2012 reflected a charge of \$1.8 million related to cell relay battery replacements in North America, as well as charges of \$2.3 million related to certain products in Brazil and France.

## Extended Warranty

A summary of changes to unearned revenue for extended warranty contracts is as follows:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Beginning balance	\$31,960	\$24,448
Unearned revenue for new extended warranties	961	2,946

Edgar Filing: ITRON INC /WA/ - Form 10-Q

Unearned revenue recognized	(470	) (300	)
Effect of change in exchange rates	(88	) 46	
Ending balance	32,363	27,140	
Less: current portion of unearned revenue for extended warranty	2,285	1,445	
Long-term unearned revenue for extended warranty within Other long-term obligations	\$30,078	\$25,695	

Table of Contents

## Health Benefits

We are self insured for a substantial portion of the cost of our U.S. employee group health insurance. We purchase insurance from a third party, which provides individual and aggregate stop-loss protection for these costs. Each reporting period, we expense the costs of our health insurance plan including paid claims, the change in the estimate of incurred but not reported (IBNR) claims, taxes, and administrative fees (collectively, the plan costs).

Plan costs are as follows:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Plan costs	\$4,838	\$5,661

The IBNR accrual, which is included in wages and benefits payable, is as follows:

	March 31, 2013	December 31, 2012
	(in thousands)	
IBNR accrual	\$2,391	\$2,552

Our IBNR accrual and expenses may fluctuate due to the number of plan participants, claims activity, and deductible limits. For our employees located outside of the United States, health benefits are provided primarily through governmental social plans, which are funded through employee and employer tax withholdings.

Note 12: Restructuring

During the fourth quarter of 2011, we announced the approval of projects to restructure our manufacturing operations to increase efficiency and lower our cost of manufacturing. We began implementing these projects in the fourth quarter of 2011, and we expect to substantially complete these projects by the end of 2013. Real estate market conditions may impact the timing of our ability to sell some of the manufacturing facilities we have designated for closure and disposal. This may delay the completion of the restructuring projects beyond 2013.

The total expected restructuring costs as of March 31, 2013 were \$75.5 million, which is a decrease of approximately \$2.4 million from the total expected costs at December 31, 2012. The decrease in expected costs is a result of a majority of the restructuring projects nearing completion with lower asset impairment, exit, and severance costs incurred than had been initially estimated.

Table of Contents

The total expected restructuring costs, the costs recognized in prior periods, the restructuring costs recognized during the three months ended March 31, 2013, and the remaining expected restructuring costs as of March 31, 2013 are as follows:

	Total Expected Costs at March 31, 2013  (in thousands)	Costs Recognized in Prior Periods	Costs Recognized During the Three Months Ended March 31, 2013	Remaining Costs to be Recognized at March 31, 2013
Employee severance costs	\$47,658	\$44,196	\$84	\$3,378
Asset impairments	20,331	20,305	26	—
Other restructuring costs	7,480	5,246	903	1,331
Total	\$75,469	\$69,747	\$1,013	\$4,709
Segments:				
Energy	\$52,930	\$53,190	\$(1,150)	) \$890
Water	16,042	14,556	609	877
Corporate unallocated	6,497	2,001	1,554	2,942
Total	\$75,469	\$69,747	\$1,013	\$4,709

Other restructuring costs include expenses to exit the facilities once the operations in those facilities have ceased. Costs associated with restructuring activities are generally presented as restructuring expense in the Consolidated Statements of Operations, except for certain costs associated with inventory write-downs, which are classified within cost of revenues, and accelerated depreciation expense, which is recognized according to the use of the asset.

The following table summarizes the activity within the restructuring related balance sheet accounts during the three months ended March 31, 2013:

	Accrued Employee Severance	Asset Impairments & Net Loss on Sale or Disposal	Other Accrued Costs	Total
	(in thousands)			
Beginning balance, January 1, 2013	\$14,498	\$—	\$3,216	\$17,714
Costs incurred and charged to expense	84	26	903	1,013
Cash payments	(2,190)	) —	(432)	) (2,622)
Non-cash items	—	(26)	) —	(26)
Effect of change in exchange rates	(472)	) —	(8)	) (480)
Ending balance, March 31, 2013	\$11,920	\$—	\$3,679	\$15,599

The current portions of the restructuring related liability balances were \$11.9 million and \$13.2 million as of March 31, 2013 and December 31, 2012, respectively. The current portion of the liability is classified within "Other current liabilities" on the Consolidated Balance Sheets. The long-term portions of the restructuring related liability related balances were \$3.7 million and \$4.5 million as of March 31, 2013 and December 31, 2012, respectively. The long-term portion of the restructuring liability is classified within "Other long-term liabilities" on the Consolidated Balance Sheets.

Asset impairments are determined at the asset group level. Assets held for sale are classified within other current assets and are reported at the lower of the carrying amount or the fair value, less costs to sell, and are no longer

depreciated or amortized.

28

---

Table of Contents

The following table includes assets that were measured at fair value on a nonrecurring basis as of March 31, 2013 and December 31, 2012, and the related losses recognized during the period:

	Net Carrying Value	Fair Value Measurement (Level 3)	Total Loss Recognized in Period
	(in thousands)		
March 31, 2013			
Long-lived assets held for sale	\$3,064	\$3,064	\$—
December 31, 2012			
Long-lived assets held for sale	\$3,184	\$3,184	\$2

The fair values of the disposal groups included in long-lived assets held for sale were determined based on the estimated proceeds from their expected sales, net of estimated selling costs. Long-lived assets held for sale at March 31, 2013 and December 31, 2012 consist of one asset group that includes land, a building, and building improvements.

Revenues and net operating income from the activities we have exited or will exit under the restructuring plan are not material to our operating segments or consolidated results.

Note 13: Other Comprehensive Income (Loss)

OCI is reflected as a net increase (decrease) to shareholders' equity and is not reflected in our results of operations. The before-tax amount, income tax (provision) benefit, and net-of-tax amount related to each component of other comprehensive income (loss) during the reporting periods were as follows:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Before-tax amount		
Foreign currency translation adjustment	\$ (27,447)	) \$28,702
Net unrealized gain (loss) on derivative instruments designated as cash flow hedges	(92)	) —
Pension plan benefits liability adjustment	(546)	) 19
Total other comprehensive income (loss), before tax	(28,085)	) 28,721
Tax (provision) benefit		
Foreign currency translation adjustment	(3,848)	) (161)
Net unrealized gain (loss) on derivative instruments designated as cash flow hedges	19	) —
Pension plan benefits liability adjustment	166	) 4
Total other comprehensive income (loss) tax (provision) benefit	(3,663)	) (157)
Net-of-tax amount		
Foreign currency translation adjustment	(31,295)	) 28,541
Net unrealized gain (loss) on derivative instruments designated as cash flow hedges	(73)	) —
Pension plan benefits liability adjustment	(380)	) 23
Total other comprehensive income (loss), net of tax	\$(31,748)	) \$28,564





Table of Contents

The changes in the components of accumulated other comprehensive income (loss) (AOCI), net of tax, were as follows:

	Foreign Currency Translation Adjustments (in thousands)	Net Unrealized Gain (Loss) on Derivative Instruments	Net Unrealized Gain (Loss) on Nonderivative Instruments	Pension Plan Benefit Liability Adjustments	Total
Balances at January 1, 2012	\$(24,718 )	\$—	\$(14,380 )	\$1,938	\$(37,160 )
OCI before reclassifications	28,541	—	—	—	28,541
Amounts reclassified from AOCI	—	—	—	23	23
Total other comprehensive income (loss)	28,541	—	—	23	28,564
Balances at March 31, 2012	\$3,823	\$—	\$(14,380 )	\$1,961	\$(8,596 )
Balances at January 1, 2013	\$(3,313 )	\$(1,689 )	\$(14,380 )	\$(15,002 )	\$(34,384 )
OCI before reclassifications	(31,295 )	(73 )	—	(566 )	(31,934 )
Amounts reclassified from AOCI	—	—	—	186	186
Total other comprehensive income (loss)	(31,295 )	(73 )	—	(380 )	(31,748 )
Balances at March 31, 2013	\$(34,608 )	\$(1,762 )	\$(14,380 )	\$(15,382 )	\$(66,132 )

Details about the AOCI components reclassified to the Consolidated Statements of Operations during the reporting periods are as follows:

	Amount Reclassified from AOCI for the Three Months Ended March 31, <sup>(1)</sup>		Affected Line Item in the Income Statement
	2013	2012	
	(in thousands)		
Amortization of defined benefit pension items			
Prior-service costs	\$(17 )	\$(17 )	(2)
Actuarial losses	(251 )	(2 )	(2)
Total, before tax	(268 )	(19 )	Income before income taxes
Tax benefit (provision)	82	(4 )	Income tax provision
Total, net of tax	(186 )	(23 )	Net income
Total reclassifications for the period, net of tax	\$(186 )	\$(23 )	Net income

(1) Amounts in parenthesis indicate debits to the Statements of Operations.

(2) These AOCI components are included in the computation of net periodic pension cost. Refer to Note 8 for additional details.

Table of Contents

## Note 14: Fair Values of Financial Instruments

The fair values at March 31, 2013 and December 31, 2012 do not reflect subsequent changes in the economy, interest rates, and other variables that may affect the determination of fair value.

	March 31, 2013		December 31, 2012	
	Carrying Amount	Fair Value (in thousands)	Carrying Amount	Fair Value
<b>Assets</b>				
Cash and cash equivalents	\$ 101,561	\$ 101,561	\$ 136,411	\$ 136,411
Foreign exchange forwards	185	185	146	146
<b>Liabilities</b>				
<b>Credit facility</b>				
USD denominated term loan	\$ 273,750	\$ 271,862	\$ 277,500	\$ 275,365
Multicurrency revolving line of credit	125,000	123,996	140,000	138,751
Interest rate swaps	2,817	2,817	2,725	2,725
Foreign exchange forwards	357	357	114	114

The following methods and assumptions were used in estimating fair values:

Cash and cash equivalents: Due to the liquid nature of these instruments, the carrying value approximates fair value (Level 1).

Credit Facility - term loan and multicurrency revolving line of credit: The term loan and revolver are not traded publicly. The fair values, which are valued based upon a hypothetical market participant, are calculated using a discounted cash flow model with Level 2 inputs, including estimates of incremental borrowing rates for debt with similar terms, maturities, and credit profiles. Refer to Note 6 for a further discussion of our debt.

Derivatives: See Note 7 for a description of our methods and assumptions in determining the fair value of our derivatives, which were determined using Level 2 inputs.

## Note 15: Segment Information

We operate under the Itron brand worldwide and manage and report under two operating segments, Energy and Water. The Energy operating segment includes our global electricity and gas businesses, while the Water operating segment includes our global water and heat businesses.

On March 27, 2013, we separated the management of our Energy operating segment into Electricity and Gas to allow each business to develop its own go-to-market strategy, prioritize its marketing and product development requirements, and focus on its strategic investments. As a result, our sales, marketing, and delivery function will be managed under three operating segments - Electricity, Gas, and Water. At the same time, product development and operations will be centralized and managed on a global basis. Although certain management positions of the new operating segments have been identified, the transition to the new organizational structure is ongoing, and we are currently assessing the implications to our operational and financial reporting systems.

We have three measures of segment performance: revenue, gross profit (margin), and operating income (margin). Our operating segments have distinct products, and therefore intersegment revenues are minimal. Corporate operating expenses, interest income, interest expense, other income (expense), and income tax provision (benefit) are not

allocated to the segments, nor included in the measure of segment profit or loss. In addition, we allocate only certain production assets and intangible assets to our operating segments. We do not manage the performance of the segments on a balance sheet basis.

Table of Contents

## Segment Products

Energy Standard electricity (electromechanical and electronic) and gas meters; advanced electricity and gas meters and communication modules; smart electricity meters; smart electricity and gas communication modules; prepayment systems, including smart key, keypad, and smart card communication technologies; advanced systems including handheld, mobile, and fixed network collection technologies; smart network technologies; meter data management software; knowledge application solutions; and professional services including implementation, installation, consulting, and analysis.

Water Standard water and heat meters; advanced and smart water meters and communication modules; advanced systems including handheld, mobile, and fixed network collection technologies; meter data management software; knowledge application solutions; and professional services including implementation, installation, consulting, analysis, and system management.

Revenues, gross profit, and operating income associated with our segments were as follows:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Revenues		
Energy	\$312,678	\$437,747
Water	134,858	133,893
Total Company	\$447,536	\$571,640
Gross profit		
Energy	\$95,554	\$134,603
Water	44,569	48,502
Total Company	\$140,123	\$183,105
Operating income (loss)		
Energy	\$480	\$38,164
Water	12,575	15,937
Corporate unallocated	(10,708	) (14,480
Total Company	2,347	39,621
Total other income (expense)	(2,094	) (4,420
Income before income taxes	\$253	\$35,201

For the three months ended March 31, 2013, no single customer represented more than 10% of the total Company, the Energy operating segment, or the Water operating segment revenues.

For the three months ended March 31, 2012, one customer from the Energy operating segment accounted for 11% of the total Company revenues, and two customers each accounted for more than 10% of the Energy operating segment revenues. No single customer accounted for more than 10% of the Water operating segment revenues.

Revenues by region were as follows:

Three Months Ended March 31,

Edgar Filing: ITRON INC /WA/ - Form 10-Q

	2013 (in thousands)	2012
United States and Canada	\$177,206	\$284,587
Europe, Middle East, and Africa	211,895	220,956
Other	58,435	66,097
Total revenues	\$447,536	\$571,640

Table of Contents

Depreciation and amortization expense associated with our segments was as follows:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Energy	\$18,471	\$20,656
Water	6,269	6,556
Corporate Unallocated	17	15
Total Company	\$24,757	\$27,227
Note 16: Subsequent Event		

#### Stock Repurchases

Subsequent to March 31, 2013, we repurchased 65,339 shares of our common stock under the stock repurchase program authorized by the Board of Directors on March 8, 2013. The average price paid per share was \$43.34.

Table of Contents

ITEM 2: Management's Discussion and Analysis of Financial Condition and Results of Operations

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

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 our Annual Report on Form 10-K for the year ended December 31, 2012, filed with the Securities and Exchange Commission (SEC) on February 22, 2013.

Documents we provide to the SEC are available free of charge under the Investors section of our website at [www.itron.com](http://www.itron.com) as soon as practicable after they are filed with or furnished to the SEC. In addition, these documents are available at the SEC's website (<http://www.sec.gov>) and at the SEC's Headquarters at 100 F Street, NE, Washington, DC 20549, or by calling 1-800-SEC-0330.

Certain Forward-Looking Statements

This document contains forward-looking statements concerning our operations, financial performance, revenues, earnings growth, liquidity, and other items. This document reflects our current plans and expectations and is based on information currently available as of the date of this Quarterly Report on Form 10-Q. When we use the words "expect," "intend," "anticipate," "believe," "plan," "project," "estimate," "future," "objective," "may," "will," "will continue," and similar, they are intended to identify forward-looking statements. Forward-looking statements rely on a number of assumptions and estimates. These assumptions and estimates could be inaccurate and cause our actual results to vary materially from expected results. Risks and uncertainties include 1) the rate and timing of customer demand for our products, 2) rescheduling or cancellations of current customer orders and commitments, 3) changes in estimated liabilities for product warranties and/or litigation, 4) our dependence on customers' acceptance of new products and their performance, 5) competition, 6) changes in domestic and international laws and regulations, 7) changes in foreign currency exchange rates and interest rates, 8) international business risks, 9) our own and our customers' or suppliers' access to and cost of capital, 10) future business combinations, and 11) other factors. You should not solely rely on these forward-looking statements as they are only valid as of the date of this Quarterly Report on Form 10-Q. We do not have any obligation to publicly update or revise any forward-looking statement in this document. For a more complete description of these and other risks, refer to Item 1A: "Risk Factors" included in our Annual Report on Form 10-K for the fiscal year ended December 31, 2012, which was filed with the SEC on February 22, 2013.

Results of Operations

We are a technology company, offering end-to-end smart metering solutions to electric, natural gas, and water utilities around the world. Our smart metering solutions, meter data management software, and knowledge application solutions bring additional value to a utility's metering and grid systems. Our professional services help our customers project-manage, install, implement, operate, and maintain their systems.

We have two operating segments. The Energy operating segment includes our global electricity and gas products, while the Water operating segment includes our global water and heat products.

On March 27, 2013, we separated the management of our Energy operating segment into Electricity and Gas to allow each business to develop its own go-to-market strategy, prioritize its marketing and product development requirements, and focus on its strategic investments. As a result, our sales, marketing, and delivery function will be managed under three operating segments - Electricity, Gas, and Water. At the same time, product development and operations will be centralized and managed on a global basis. Although certain management positions of the new operating segments have been identified, the transition to the new organizational structure is ongoing, and we are

currently assessing the implications to our operational and financial reporting systems.

We have three measures of segment performance: revenue, gross profit (margin), and operating income (margin). Intersegment revenues were minimal. Corporate operating expenses, interest income, interest expense, other income (expense), and income tax provision (benefit) are not allocated to the segments, nor included in the measure of segment profit or loss. In addition, we allocate only certain production assets and intangible assets to our operating segments. We do not manage the performance of the segments on a balance sheet basis.

#### Overview

Revenues for the three months ended March 31, 2013 were \$448 million, compared with \$572 million in the same period last year. The decrease in 2013 was the result of significantly lower revenues in the Energy segment, partially offset by a 1% increase



Table of Contents

in the Water segment. Fluctuations in foreign currency exchange rates unfavorably impacted revenues by \$5 million for the three months ended March 31, 2013. Gross margin for the first quarter of 2013 was 31.3%, compared with gross margin of 32.0% for the same period in 2012. Lower volumes and unfavorable product mix in 2013 had a negative impact on gross margin.

Our tax benefit for the first three months of 2013 reflects the favorable discrete tax benefit for the retroactive extension of the 2012 research and experimentation credit in the amount of \$4.0 million. The American Taxpayer Relief Act of 2012 was signed into law on January 2, 2013 and extended several business tax provisions including the research and experimentation credit. Our annual estimated effective tax rate for 2013 was favorably impacted by a proportionate increase in projected earnings in foreign jurisdictions with tax rates below 35%, the benefit of certain interest expense deductions, and an election under U.S. Internal Revenue Code Section 338 with respect to a foreign acquisition in 2007. Accordingly, our 2013 annual estimated effective tax rate is lower than our 2012 annual estimated effective tax rate. During the first quarter of 2012, we had a tax provision of 27.4%, based on a percentage of income (loss) before tax, which included minimal discrete benefits.

Total backlog was \$1.0 billion and twelve-month backlog was \$565 million at March 31, 2013.

On March 8, 2013, our Board of Directors authorized a twelve-month repurchase program of up to \$50 million of our common stock. During the three months ended March 31, 2013, we repurchased 4,490 shares of our common stock for \$200,000. Subsequent to March 31, 2013, we repurchased 65,339 shares of our common stock for \$2.8 million.

#### Total Company Revenues, Gross Profit and Margin, and Unit Shipments

	Three Months Ended March 31,		
	2013	2012	% Change
	(in thousands)		
Revenues	\$447,536	\$571,640	(22)%
Gross Profit	\$140,123	\$183,105	(23)%
Gross Margin	31.3	% 32.0	%

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Revenues by Region		
United States and Canada (North America)	\$177,206	\$284,587
Europe, Middle East, and Africa (EMEA)	211,895	220,956
Other	58,435	66,097
Total revenues	\$447,536	\$571,640

#### Revenues

Revenues decreased \$124.1 million, or 22%, for the three months ended March 31, 2013, compared with the same period in 2012. This decrease was due to the substantial completion of four of our five largest OpenWay projects in 2012, lower gas module shipments in North America, and lower Energy product shipments in EMEA, the combination of which was partially offset by a slight increase in Water revenues. The net translation effect of our operations denominated in foreign currencies resulted in an unfavorable impact to revenues of \$5.0 million in 2013. A more detailed analysis of these fluctuations is provided in Operating Segment Results.

No single customer accounted for more than 10% of total Company revenues during the first quarter of 2013, while one customer, BC Hydro and Power Authority, accounted for 11% of total Company revenues during the first quarter

of 2012. Our 10 largest customers accounted for 20% and 33% of total revenues during the first quarters of 2013 and 2012, respectively.

#### Gross Margins

Gross margin for the first quarter of 2013 was 31.3%, compared with gross margin of 32.0% for the same period in 2012. The decline over the prior year was due primarily to lower volumes, partially offset by benefits from manufacturing efficiencies and lower warranty costs, in the Energy operating segment and an increase in professional services, which have lower margins, and unfavorable product mix in the Water operating segment. A more detailed analysis of these fluctuations is provided in Operating Segment Results.

Table of Contents

## Meter and Module Summary

We classify meters into three categories:

- Standard metering – no built-in remote reading communication technology
- Advanced metering – one-way communication of meter data
- Smart metering – two-way communication including remote meter configuration and upgrade (consisting primarily of our OpenWay® technology)

In addition, advanced and smart meter communication modules can be sold separately from the meter. A summary of our meter and communication module shipments is as follows:

	Three Months Ended March 31,	
	2013	2012
	(units in thousands)	
Meters		
Standard	4,440	4,880
Advanced and smart	1,630	2,250
Total meters	6,070	7,130
Stand-alone communication modules		
Advanced and smart	1,340	1,590

Table of Contents

## Operating Segment Results

For a description of our operating segments, refer to Item 1: “Financial Statements Note 15: Segment Information”.

	Three Months Ended March 31,		% Change
	2013	2012	
Segment Revenues	(in thousands)		
Energy			
Electricity	\$175,763	\$284,460	(38)%
Gas	136,915	153,287	(11)%
Total Energy	312,678	437,747	(29)%
Water	134,858	133,893	1%
Total revenues	\$447,536	\$571,640	(22)%

  

	Three Months Ended March 31,		2012	
	2013	Gross Profit	Gross Profit	Gross Margin
Segment Gross Profit and Margin	(in thousands)		(in thousands)	
Energy	\$95,554	30.6%	\$134,603	30.7%
Water	44,569	33.0%	48,502	36.2%
Total gross profit and margin	\$140,123	31.3%	\$183,105	32.0%

  

	Three Months Ended March 31,		2012	
	2013	Operating Income (Loss)	Operating Income (Loss)	Operating Margin
Segment Operating Income (Loss) and Operating Margin	(in thousands)		(in thousands)	
Energy	\$480	—%	\$38,164	9%
Water	12,575	9%	15,937	12%
Corporate unallocated	(10,708	)	(14,480	)
Total Company	\$2,347	1%	\$39,621	7%

## Energy:

Revenues - Three months ended March 31, 2013 vs. Three months ended March 31, 2012

Electricity revenues decreased \$108.7 million, or 38%, for the three months ended March 31, 2013, compared with the same period in 2012. Revenues in 2013 were lower primarily due to \$120.9 million in scheduled decreases in our five largest OpenWay projects in North America, \$2.8 million in decreased product shipments in Latin America, and \$3.5 million for the currency translation effect of our operations denominated in foreign currencies. These decreases were partially offset by \$15.0 million in increased revenues from sources other than the five largest OpenWay projects in North America.

Gas revenues decreased \$16.4 million, or 11%, for the three months ended March 31, 2013, compared with the same period in 2012, primarily as the result of \$10.4 million in lower product sales in EMEA and \$4.8 million in lower product sales and services in North America. The translation effect into U.S. dollars of our operations denominated in foreign currencies had no significant impact on our gas revenues.

No single customer accounted for more than 10% of the Energy operating segment revenues during the first quarter of 2013, while two customers each accounted for more than 10% of the Energy operating segment revenues during the first quarter of 2012.

Gross Margin - Three months ended March 31, 2013 vs. Three months ended March 31, 2012

Energy gross margin was 30.6% for the three months ended March 31, 2013, compared with 30.7% for the same period in 2012. During the first quarter of 2013, gross margin decreased slightly over the prior year as benefits from efficiencies from our restructuring projects and lower warranty costs were offset by the impact of lower volumes.

Table of Contents

Operating Expenses - Three months ended March 31, 2013 vs. Three months ended March 31, 2012

Energy operating expenses decreased \$1.4 million, or 1.4%, for the three months ended March 31, 2013, compared with the same period in 2012, primarily due to lower restructuring costs and the favorable foreign currency translation impact of \$0.9 million. Operating expenses as a percentage of revenues were 30% for the three months ended March 31, 2013, compared with 22% for the same period in 2012.

Water:

Revenues - Three months ended March 31, 2013 vs. Three months ended March 31, 2012

Revenues increased \$1.0 million, or 1%, for the three months ended March 31, 2013, compared with the same period last year. Excluding the translation effect of a stronger U.S. dollar against most foreign currencies in the first quarter of 2013, as compared with the first quarter of 2012, revenues increased 2%. The increase was driven primarily by \$4 million in higher service revenues in North America, partially offset by lower product shipments in Latin America.

No single customer represented more than 10% of the Water operating segment revenues during the first quarter of 2013 and 2012.

Gross Margin - Three months ended March 31, 2013 vs. Three months ended March 31, 2012

Water gross margin decreased to 33.0% for the three months ended March 31, 2013, compared with 36.2% for the same period last year, primarily as a result of an increase in professional services in North America, which have a lower gross margin, and unfavorable product mix in other regions.

Operating Expenses - Three months ended March 31, 2013 vs. Three months ended March 31, 2012

Operating expenses for the three months ended March 31, 2013 decreased by \$571,000 over the first quarter of 2012, primarily as the result of lower sales and marketing and general and administrative expenses and scheduled decreases in amortization of intangible assets, partially offset by \$1 million in increased product development costs.

Corporate unallocated:

Operating expenses not directly associated with an operating segment are classified as "Corporate unallocated." These expenses were lower by \$3.8 million in the three months ended March 31, 2013, primarily due to certain costs incurred in 2012, including costs for the SmartSynch acquisition of \$2.0 million, management training and development costs, and for preliminary planning costs for our global enterprise resource planning (ERP) software initiative.

#### Bookings and Backlog of Orders

Bookings for a reported period represent customer contracts and purchase orders received during the period that have met certain conditions, such as regulatory and/or contractual approval. Total backlog represents committed but undelivered contracts and purchase orders at period-end. Twelve-month backlog represents the portion of total backlog that we estimate will be recognized as revenue over the next 12 months. Backlog is not a complete measure of our future revenues as we also receive significant book-and-ship orders. Bookings and backlog may fluctuate significantly due to the timing of large project awards. In addition, annual or multi-year contracts are subject to rescheduling and cancellation by customers due to the long-term nature of the contracts. Beginning total backlog, plus bookings, minus revenues, will not equal ending total backlog due to miscellaneous contract adjustments, foreign currency fluctuations, and other factors.

Quarter Ended	Quarterly Bookings	Ending Total	Ending 12-Month
---------------	--------------------	--------------	-----------------

Edgar Filing: ITRON INC /WA/ - Form 10-Q

	(in millions)	Backlog	Backlog
March 31, 2013	\$447	\$1,029	\$565
December 31, 2012	467	1,035	568
September 30, 2012	459	1,079	592
June 30, 2012	447	1,122	637
March 31, 2012	488	1,221	760

38

---

Table of Contents

Information on bookings by our operating segments is as follows:

Quarter Ended	Total Bookings (in millions)	Energy	Water
March 31, 2013	\$447	\$305	\$142
December 31, 2012	467	345	122
September 30, 2012	459	341	118
June 30, 2012	447	330	117
March 31, 2012	488	341	147

## Operating Expenses

	Three Months Ended March 31,		2012 (in thousands)	% of Revenues
	2013 (in thousands)	% of Revenues		
Sales and marketing	\$48,216	11%	\$49,856	9%
Product development	44,208	10%	44,356	8%
General and administrative	33,595	8%	36,570	6%
Amortization of intangible assets	10,744	2%	11,913	2%
Restructuring	1,013	—%	789	—%
Total operating expenses	\$137,776	31%	\$143,484	25%

Operating expenses decreased \$5.7 million for the three months ended March 31, 2013, primarily due to certain costs incurred in 2012, including costs for the SmartSynch acquisition of \$2.0 million, management training and development costs, and for preliminary planning costs for our global enterprise resource planning (ERP) software initiative. In addition, 2013 includes a scheduled decrease in amortization of intangible assets of \$1.2 million and the favorable impact from foreign currency translation of \$1.0 million.

## Other Income (Expense)

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

	Three Months Ended March 31,	
	2013 (in thousands)	2012
Interest income	\$1,061	\$193
Interest expense	(1,925)	) (2,089)
Amortization of prepaid debt fees	(413)	) (348)
Other income (expense), net	(817)	) (2,176)
Total other income (expense)	\$(2,094)	) \$(4,420)

**Interest income:** Interest income is generated from our cash and cash equivalents balances and certain deposits on hand with third parties. Interest income in the three months ended March 31, 2013 includes interest recognized on certain deposits with governmental entities related to tax contingencies.

**Interest expense:** Interest expense declined due to a lower balance of outstanding debt on our credit facility. Average total debt outstanding was \$416.7 million and \$445.7 million for the quarters ended March 31, 2013 and March 31, 2012, respectively.



Amortization of prepaid debt fees: Amortization of prepaid debt fees for the three months ended March 31, 2013 increased from the same period in 2012 due to fees paid in the second quarter of 2012 associated with the increase in the principal amount of the multicurrency revolving line of credit. Refer to Item 1: "Financial Statements Note 6: Debt" for additional details related to our long-term borrowings.

Table of Contents

Other income (expense), net: Other expenses, net, consist primarily of unrealized and realized foreign currency gains and losses from balances denominated in currencies other than the reporting entity's functional currency and other non-operating income (expenses). Foreign currency losses, net of hedging, were \$594,000 for the three months ended March 31, 2013, compared with net foreign currency losses of \$1.0 million in the same period in 2012.

## Financial Condition

## Cash Flow Information:

	Three Months Ended March 31,	
	2013	2012
	(in thousands)	
Operating activities	\$595	\$54,003
Investing activities	(15,569)	) (12,620
Financing activities	(17,243	) (23,226
Effect of exchange rates on cash and cash equivalents	(2,633	) 3,195
Increase (decrease) in cash and cash equivalents	\$(34,850	) \$21,352

Cash and cash equivalents was \$101.6 million at March 31, 2013, compared with \$136.4 million at December 31, 2012.

## Operating activities

Cash provided by operating activities during the three months ended March 31, 2013 was \$53.4 million lower, compared with the same period in 2012. This decline was primarily due to (1) a decrease in net income, adjusted for non-cash items, such as depreciation and amortization, stock-based compensation, and other adjustments, of \$33.4 million and (2) a larger increase in working capital, primarily as a result of cash outflows for accounts payable, in 2013 as compared to 2012.

## Investing activities

Cash used in investing activities during the three months ended March 31, 2013 was \$2.9 million higher, compared with the same period in 2012, primarily due to an increase in acquisitions of property, plant, and equipment.

## Financing activities

Net cash used in financing activities during the three months ended March 31, 2013 was \$6.0 million lower, compared with the same period in 2012, as a result of a decrease of \$10.4 million in repurchases of our common stock in 2013. This decrease was partially offset by increased repayments of debt in 2013. During the first three months of 2013, we made payments on debt of \$18.8 million, compared to \$13.8 million during the same period in 2012. Refer to Part II, Item 2: "Unregistered Sale of Equity Securities and Use of Proceeds" for additional details related to our share repurchase program.

## Effect of exchange rates on cash and cash equivalents

The effect of exchange rates on the cash balances of currencies held in foreign denominations for the three months ended March 31, 2013 was a decrease of \$2.6 million, compared with an increase of \$3.2 million for the same period in 2012.

## Off-balance sheet arrangements:

We have no off-balance sheet financing agreements or guarantees as defined by Item 303 of Regulation S-K at March 31, 2013 and December 31, 2012 that we believe are reasonably likely to have a current or future effect on our

financial condition, results of operations, or cash flows.

Liquidity and Capital Resources:

Our principal sources of liquidity are cash flows from operations, borrowings, and sales of common stock. Cash flows may fluctuate and are sensitive to many factors including changes in working capital and the timing and magnitude of capital expenditures and payments on debt. Working capital, which represents current assets less current liabilities, was \$335.5 million at March 31, 2013, compared with \$353.6 million at December 31, 2012.

Borrowings

In August 2011, we entered into a senior secured credit facility (the credit facility). The credit facility consists of a \$300 million U.S. dollar term loan and a multicurrency revolving line of credit (the revolver) with a principal amount of up to \$660 million.

## Table of Contents

At March 31, 2013, \$125.0 million was outstanding under the revolver, and \$47.8 million was utilized by outstanding standby letters of credit, resulting in \$487.2 million available for additional borrowings.

For further description of the term loan and the revolver under our credit facility, refer to Item 1: "Financial Statements, Note 6: Debt."

For a description of our letters of credit and performance bonds, and the amounts available for additional borrowings or letters of credit under our lines of credit, including the revolver that is part of our 2011 credit facility, refer to Item 1: "Financial Statements, Note 11: Commitments and Contingencies."

### Share Repurchase

On March 8, 2013, our Board of Directors authorized a repurchase program of up to \$50 million of our common stock through March 7, 2014. Repurchases are made in the open market or in privately negotiated transactions and in accordance with applicable securities laws. Depending on market conditions and other factors, these repurchases may be commenced or suspended from time to time without prior notice. During the three months ended March 31, 2013, we repurchased 4,490 shares of our common stock, totaling \$200,000, resulting in \$49.8 million remaining under the repurchase program. Refer to Part II, Item 2: "Unregistered Sales of Equity Securities and Use of Proceeds" for additional information related to our share repurchase program.

### Restructuring

During the fourth quarter of 2011, we announced the approval of projects to restructure our manufacturing operations to increase efficiency and lower our cost of manufacturing. We began implementing these projects in the fourth quarter of 2011, and we expect to substantially complete these projects by the end of 2013.

Total expected costs decreased by approximately \$2,365,000 to \$75.5 million during the first quarter. A substantial portion of the total expected charges was recognized in the fourth quarter of 2011, and \$15.6 million was accrued at March 31, 2013, of which \$11.9 million is expected to be paid over the next 12 months. We began to realize benefits from our restructuring projects in 2012, and we expect full realization of cost savings by the end of 2013 and into 2014. Certain projects are subject to a variety of labor and employment laws, rules, and regulations which could result in a delay in implementing projects at some locations. Real estate market conditions may impact the timing of our ability to sell some of the manufacturing facilities we have designated for closure and disposal. This may delay the completion of the restructuring projects beyond 2013. For further details regarding our restructuring activities, refer to Item 1: "Financial Statements, Note 12: Restructuring."

### Other Liquidity Considerations

We have tax credits and net operating loss carryforwards in various jurisdictions that are available to reduce cash taxes. However, utilization of tax credits and net operating losses are limited in certain jurisdictions. Based on current projections, we expect to pay, net of refunds, approximately \$500,000 in state taxes and \$19.9 million in local and foreign taxes in 2013. We do not expect to make any payments for U.S. federal taxes in 2013. For a discussion of our tax provision and unrecognized tax benefits, see Item 1: "Financial Statements, Note 10: Income Taxes."

As of March 31, 2013, there was \$34.1 million of cash and cash equivalents held by foreign subsidiaries that could be repatriated, if necessary to fund U.S. operations. Tax is one of the many factors that we consider in the management of global cash. Included in the determination of the tax costs in repatriating foreign cash into the United States are the amount of earnings and profits in a particular jurisdiction, withholding taxes that would be imposed, and available foreign tax credits. Accordingly, the amount of taxes that we would need to accrue and pay to repatriate foreign cash could vary significantly.

The American Taxpayer Relief Act of 2012 (the "Act") was signed into law on January 2, 2013 and extended several business tax provisions including: (1) the active financing income and controlled foreign corporation look-through exceptions to certain foreign income; and (2) the research and experimentation credit. The tax effects of the Act were recognized in the first quarter of 2013.

In several of our consolidated international subsidiaries, we have joint venture partners, who are minority shareholders. Although these entities are not wholly-owned by Itron, Inc, we consolidate them because we have a greater than 50% ownership interest or because we exercise control over the operations. The noncontrolling interest balance in our Consolidated Balance Sheets represents the proportional share of the equity of the joint venture entities, which is attributable to the minority shareholders. Approximately \$18.5 million of our consolidated cash balance at March 31, 2013 resides in our joint venture entities. As a result, the minority shareholders of these entities control their proportional share of this cash balance, and there may be limitations on our ability to repatriate cash to the U.S. from these entities.

## Table of Contents

For a description of our funded and unfunded non-U.S. defined benefit pension plans and our expected 2013 contributions, refer to Item 1: “Financial Statements, Note 8: Defined Benefit Pension Plans.”

For a description of our bonus and profit sharing plans, including the amounts accrued at March 31, 2013 and the expected timing of payment, refer to Bonus and Profit Sharing within Critical Accounting Estimates below.

### General Liquidity Overview

We expect to grow through a combination of internal new product development, licensing technology from and to others, distribution agreements, partnering arrangements, and acquisitions of technology or other companies. We expect these activities to be funded with existing cash, cash flow from operations, borrowings, and the sale of common stock or other securities. We believe existing sources of liquidity will be sufficient to fund our existing operations and obligations for the next 12 months and into the foreseeable future, but offer no assurances. Our liquidity could be affected by unforeseen changes in the energy and water industries, competitive pressures, changes in estimated liabilities for product warranties and/or litigation, future business combinations, capital market fluctuations, international risks, and other factors described under “Risk Factors” within Item 1A of Part I of our Annual Report on Form 10-K for the fiscal year ended December 31, 2012, which was filed with the SEC on February 22, 2013, as well as “Quantitative and Qualitative Disclosures About Market Risk” within Item 3 of Part I included in this Quarterly Report on Form 10-Q.

### Contingencies

Refer to Item 1: “Financial Statements, Note 11: Commitments and Contingencies”.

### Critical Accounting Estimates

#### Revenue Recognition

The majority of our revenue arrangements involve multiple deliverables, which require us to determine the fair value of each deliverable and then allocate the total arrangement consideration among the separate deliverables based on the relative fair value percentages. Revenues for each deliverable are then recognized based on the type of deliverable, such as 1) when the products are shipped, 2) services are delivered, 3) percentage-of-completion when implementation services are essential to other deliverables in the arrangement, 4) upon receipt of customer acceptance, or 5) transfer of title and risk of loss. A majority of our revenue is recognized when products are shipped to or received by a customer or when services are provided.

Fair value represents the estimated price charged if an element were sold separately. If the fair value of any undelivered element included in a multiple deliverable arrangement cannot be objectively determined, revenue is deferred until all elements are delivered and services have been performed, or until the fair value can be objectively determined for any remaining undelivered elements. We review our fair values on an annual basis or more frequently if a significant trend is noted.

If implementation services are essential to a software arrangement, revenue is recognized using either the percentage-of-completion methodology of contract accounting if project costs can be reliably estimated or the completed contract methodology if project costs cannot be reliably estimated. The estimation of costs through completion of a project is subject to many variables such as the length of time to complete, changes in wages, subcontractor performance, supplier information, and business volume assumptions. Changes in underlying assumptions/estimates may adversely or positively affect financial performance.

Certain of our revenue arrangements include an extended or noncustomary warranty provision that covers all or a portion of a customer’s replacement or repair costs beyond the standard or customary warranty period. Whether or not

the extended warranty is separately priced in the arrangement, a portion of the arrangement's total consideration is allocated to this extended warranty deliverable. This revenue is deferred and recognized over the extended warranty coverage period. Extended or noncustomary warranties do not represent a significant portion of our revenue.

We allocate consideration to each deliverable in an arrangement based on its relative selling price. We determine selling price using vendor specific objective evidence (VSOE), if it exists, otherwise third-party evidence (TPE). If neither VSOE nor TPE of selling price exists for a unit of accounting, we use estimated selling price (ESP).

VSOE is generally limited to the price charged when the same or similar product is sold separately or, if applicable, the stated renewal rate in the agreement. If a product or service is seldom sold separately, it is unlikely that we can determine VSOE for the product or service. We define VSOE as a median price of recent standalone transactions that are priced within a narrow range. TPE is determined based on the prices charged by our competitors for a similar deliverable when sold separately.

## Table of Contents

If we are unable to establish selling price using VSOE or TPE, we use ESP in the allocation of arrangement consideration. The objective of ESP is to determine the price at which we would transact if the product or service were sold by us on a standalone basis. Our determination of ESP involves a weighting of several factors based on the specific facts and circumstances of the arrangement. Specifically, we consider the cost to produce the deliverable, the anticipated margin on that deliverable, the selling price and profit margin for similar parts, our ongoing pricing strategy and policies (as evident in the price list established and updated by management on a regular basis), the value of any enhancements that have been built into the deliverable, and the characteristics of the varying markets in which the deliverable is sold. We analyze the selling prices used in our allocation of arrangement consideration on an annual basis. Selling prices are analyzed on a more frequent basis if a significant change in our business necessitates a more timely analysis or if we experience significant variances in our selling prices.

### Warranty

We offer standard warranties on our hardware products and large application software products. We accrue the estimated cost of new product warranties based on historical and projected product performance trends and costs during the warranty period. Testing of new products in the development stage helps identify and correct potential warranty issues prior to manufacturing. Continuous quality control efforts during manufacturing reduce our exposure to warranty claims. If our quality control efforts fail to detect a fault in one of our products, we may experience an increase in warranty claims. We track warranty claims to identify potential warranty trends. If an unusual trend is noted, an additional warranty accrual may be assessed and recorded when a failure event is probable and the cost can be reasonably estimated. When new products are introduced, our process relies on historical averages until sufficient data are available. As actual experience on new products becomes available, it is used to modify the historical averages to ensure the expected warranty costs are within a range of likely outcomes. Management continually evaluates the sufficiency of the warranty provisions and makes adjustments when necessary. The warranty allowances may fluctuate due to changes in estimates for material, labor, and other costs we may incur to repair or replace projected product failures, and we may incur additional warranty and related expenses in the future with respect to new or established products, which could adversely affect our gross margin. The long-term warranty balance includes estimated warranty claims beyond one year.

### Restructuring and Asset Impairments

We record a liability for costs associated with an exit or disposal activity at its fair value in the period in which the liability is incurred. Employee termination benefits considered post-employment benefits are accrued when the obligation is probable and estimable, such as benefits stipulated by human resource policies and practices or statutory requirements. One-time termination benefits are expensed at the date the employee is notified. If the employee must provide future service greater than 60 days, such benefits are expensed ratably over the future service period. For contract termination costs, we record a liability upon the later of when we terminate a contract in accordance with the contract terms or when we cease using the rights conveyed by the contract.

Asset impairments are determined at the asset group level. An impairment may be recorded for assets that are to be abandoned, are to be sold for less than net book value, or are held for sale in which the estimated proceeds are less than the net book value less costs to sell. We may also recognize impairment on an asset group, which is held and used, when the carrying value is not recoverable and exceeds the asset group's fair value. If an asset group is considered a business, a portion of the Company's goodwill balance is allocated to it based on relative fair value.

In determining restructuring charges, we analyze our future operating requirements, including the required headcount by business functions and facility space requirements. Our restructuring costs and any resulting accruals involve significant estimates using the best information available at the time the estimate are made. Our estimates involve a number of risks and uncertainties, some of which are beyond our control, including real estate market conditions and local labor and employment laws, rules, and regulations. If the amounts and timing of cash flows from restructuring activities are significantly different from what we have estimated, the actual amount of restructuring and asset



impairment charges could be materially different, either higher or lower, than those we have recorded.

#### Income Taxes

The calculation of our annual estimated effective tax rate requires significant judgment and is subject to several factors, including fluctuations in the forecasted mix of earnings in domestic and international jurisdictions, new or revised tax legislation and accounting pronouncements, tax credits, state income taxes, adjustments to valuation allowances, and uncertain tax positions, among other items.

We record valuation allowances to reduce deferred tax assets to the extent we believe it is more likely than not that a portion of such assets will not be realized. In making such determinations, we consider available positive and negative evidence, including scheduled reversals of deferred tax liabilities, projected future taxable income, tax planning strategies, and our ability to carry back losses to prior years. We are required to make assumptions and judgments about potential outcomes that lie outside management's control. The most sensitive and critical factors are the projection, source, and character of future taxable income. Although realization is not assured, management believes it is more likely than not that deferred tax assets will be realized. The

## Table of Contents

amount of deferred tax assets considered realizable, however, could be reduced in the near term if estimates of future taxable income during the carryforward periods are reduced or current tax planning strategies are not implemented.

We are subject to audit in multiple taxing jurisdictions in which we operate. These audits may involve complex issues, which may require an extended period of time to resolve. We believe we have recorded adequate income tax provisions and reserves for uncertain tax positions.

In evaluating uncertain tax positions, we consider the relative risks and merits of positions taken in tax returns filed and to be filed, considering statutory, judicial, and regulatory guidance applicable to those positions. We make assumptions and judgments about potential outcomes that lie outside management's control. To the extent the tax authorities disagree with our conclusions and depending on the final resolution of those disagreements, our actual tax rate may be materially affected in the period of final settlement with the tax authorities.

### Inventories

Items are removed from inventory using the first-in, first-out method. Inventories include raw materials, sub-assemblies, and finished goods. Inventory amounts include the cost to manufacture the item, such as the cost of raw materials, labor, and other applied direct and indirect costs. We also review idle facility expense, freight, handling costs, and wasted materials to determine if abnormal amounts should be recognized as current-period charges. We review our inventory for obsolescence and marketability. If the estimated market value, which is based upon assumptions about future demand and market conditions, falls below the original cost, the inventory value is reduced to the market value. If technology rapidly changes or actual market conditions are less favorable than those projected by management, inventory write-downs may be required. Our inventory levels may vary period to period as a result of our factory scheduling and timing of contract fulfillments.

### Goodwill and Intangible Assets

Goodwill and intangible assets may result from our acquisitions. We use estimates, including estimates of useful lives of intangible assets, the amount and timing of related future cash flows, and fair values of the related operations, in determining the value assigned to goodwill and intangible assets. Our finite-lived intangible assets are amortized over their estimated useful lives based on estimated discounted cash flows. IPR&D is considered an indefinite-lived intangible asset and is not subject to amortization until the associated projects are completed or terminated. Finite-lived intangible assets are tested for impairment at the asset group level when events or changes in circumstances indicate the carrying value may not be recoverable. Indefinite-lived intangible assets are tested for impairment annually, when events or changes in circumstances indicate the asset may be impaired, or at the time when their useful lives are determined to be no longer indefinite.

Goodwill is assigned to our reporting units based on the expected benefit from the synergies arising from each business combination, determined by using certain financial metrics, including the forecasted discounted cash flows associated with each reporting unit.

We test goodwill for impairment each year as of October 1, or more frequently should a significant impairment indicator occur. As part of the impairment test, we may elect to perform an assessment of qualitative factors. If this qualitative assessment indicates that it is more likely than not that the fair value of a reporting unit, including goodwill, is less than its carrying amount, or if we elect to bypass the qualitative assessment, we would then proceed with the two-step impairment test. The impairment test involves comparing the fair values of the reporting units to their carrying amounts. If the carrying amount of a reporting unit exceeds its fair value, a second step is required to measure the goodwill impairment loss amount. This second step determines the current fair values of all assets and liabilities of the reporting unit and then compares the implied fair value of the reporting unit's goodwill to the carrying amount of that goodwill. If the carrying amount of the reporting unit's goodwill exceeds the implied fair value of the goodwill, an impairment loss is recognized in an amount equal to the excess.

Determining the fair value of a reporting unit is judgmental in nature and involves the use of significant estimates and assumptions. We forecast discounted future cash flows at the reporting unit level using risk-adjusted discount rates and estimated future revenues and operating costs, which take into consideration factors such as existing backlog, expected future orders, supplier contracts, and expectations of competitive and economic environments. We also identify similar publicly traded companies and develop a correlation, referred to as a multiple, to apply to the operating results of the reporting units. These combined fair values are then reconciled to the aggregate market value of our common stock on the date of valuation, while considering a reasonable control premium.

Table of Contents

Based on our most recent annual goodwill impairment test as of October 1, 2012, the percentage by which the estimated fair value of the reporting units exceeded their carrying value and amount of goodwill allocated to each of these reporting units were as follows:

Reporting Unit	October 1, 2012		Fair Value Exceeded Carrying Value
	Goodwill		
	(in thousands)		
Energy - Electricity	\$ 221,119	19	%
Energy - Gas	382,563	66	%
Water	83,750	317	%

Changes in market demand, fluctuations in the economies in which we operate, the volatility and decline in the worldwide equity markets, and a further decline in our market capitalization could negatively impact the remaining carrying value of our goodwill, which could have a significant effect on our current and future results of operations and financial condition.

**Derivative Instruments**

All derivative instruments, whether designated in hedging relationships or not, are recorded on the Consolidated Balance Sheets at fair value as either assets or liabilities. The components and fair values of our derivative instruments are determined using the fair value measurements of significant other observable inputs (also known as “Level 2”), as defined by U.S. generally accepted accounting principles. We include the effect of our counterparty credit risk based on current published credit default swap rates when the net fair value of our derivative instruments is in a net asset position and the effect of our own nonperformance risk when the net fair value of our derivative instruments is in a net liability position. Level 2 inputs consist of quoted prices for similar assets and liabilities in active markets; quoted prices for identical or similar assets and liabilities in non-active markets; and model-derived valuations in which significant inputs are corroborated by observable market data either directly or indirectly through correlation or other means (inputs may include yield curves, volatility, credit risks, and default rates). Derivatives are not used for trading or speculative purposes. Our derivatives are with credit worthy multinational financial institutions, with whom we have master netting agreements; however, our derivative positions are not disclosed on a net basis. There are no credit-risk-related contingent features within our derivative instruments.

**Defined Benefit Pension Plans**

We sponsor both funded and unfunded defined benefit pension plans for our international employees, primarily in Germany, France, Italy, Indonesia, and Spain. We recognize a liability for the projected benefit obligation in excess of plan assets or an asset for plan assets in excess of the projected benefit obligation. We also recognize the funded status of our defined benefit pension plans on our Consolidated Balance Sheets and recognize as a component of other comprehensive income (OCI), net of tax, the actuarial gains or losses and prior service costs or credits, if any, that arise during the period but are not recognized as components of net periodic benefit cost.

Several economic assumptions and actuarial data are used in calculating the expense and obligations related to these plans. The assumptions are updated annually at December 31 and include the discount rate, the expected remaining service life, the expected rate of return on plan assets, and the rate of future compensation increase. The discount rate is a significant assumption used to value our pension benefit obligation. We determine a discount rate for our plans based on the estimated duration of each plan’s liabilities. For our euro denominated defined benefit pension plans, which represent 94% of our benefit obligation, we use three discount rates, with consideration of the duration of the plans, using a hypothetical yield curve developed from euro-denominated AA-rated corporate bond issues, partially weighted for market value, with minimum amounts outstanding of €250 million for bonds with less than 10 years to maturity and €50 million for bonds with 10 or more years to maturity, and excluding the highest and lowest yielding

10% of bonds within each maturity group. The discount rates used, depending on the duration of the plans, were 2.75%, 3.25% and 3.50%, respectively. The weighted average discount rate used to measure the projected benefit obligation for all of the plans at December 31, 2012 was 3.36%. A change of 25 basis points in the discount rate would change our pension benefit obligation by approximately \$4.0 million. The financial and actuarial assumptions used at December 31, 2012 may differ materially from actual results due to changing market and economic conditions and other factors. These differences could result in a significant change in the amount of pension expense recorded in future periods. Gains and losses resulting from changes in actuarial assumptions, including the discount rate, are recognized in OCI in the period in which they occur.

Our general funding policy for these qualified pension plans is to contribute amounts at least sufficient to satisfy funding standards of the respective countries for each plan. Refer to Item 1: "Financial Statements, Note 8: Defined Benefit Pension Plans" for our expected contributions for 2013.

## Table of Contents

### Contingencies

A loss contingency is recorded 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 our ability to make a reasonable estimate of the amount of the ultimate loss. Loss contingencies that we determine to be reasonably possible, but not probable, are disclosed but not recorded. Changes in these factors and related estimates could materially affect our financial position and results of operations. Legal costs to defend against contingent liabilities are expensed as incurred.

### Bonus and Profit Sharing

We have various employee bonus and profit sharing plans, which provide award amounts for the achievement of annual financial and nonfinancial targets. If management determines it probable that the targets will be achieved and the amounts can be reasonably estimated, a compensation accrual is recorded based on the proportional achievement of the financial and nonfinancial targets. Although we monitor and accrue expenses quarterly based on our estimated progress toward the achievement of the annual targets, the actual results at the end of the year may require awards that are significantly greater or less than the estimates made in earlier quarters. For the three months ended March 31, 2013, we accrued \$5.3 million for such awards, compared with \$6.6 million for the same period in 2012. Awards are typically distributed in the first quarter of the following year.

### Stock-Based Compensation

We measure and recognize compensation expense for all stock-based awards made to employees and directors, including awards of stock options, stock sold pursuant to our Employee Stock Purchase Plan (ESPP), and the issuance of restricted stock units and unrestricted stock awards, based on estimated fair values. The fair value of stock options is estimated at the date of grant using the Black-Scholes option-pricing model, which includes assumptions for the dividend yield, expected volatility, risk-free interest rate, and expected term. The fair value of restricted stock units with a market condition is estimated at the date of award using a Monte Carlo simulation model, which includes assumptions for the dividend yield, expected volatility, risk-free interest rate and the expected term. In valuing our stock options and restricted stock units with a market condition, significant judgment is required in determining the expected volatility of our common stock and the expected life that individuals will hold their stock options prior to exercising. Expected volatility for stock options is based on the historical and implied volatility of our own common stock while the volatility for our restricted stock units with a market condition is based on the historical volatility of our own stock and the stock for companies comprising the market index within the market condition. The expected life of stock option grants is derived from the historical actual term of option grants and an estimate of future exercises during the remaining contractual period of the option. While volatility and estimated life are assumptions that do not bear the risk of change subsequent to the grant date of stock options, these assumptions may be difficult to measure as they represent future expectations based on historical experience. Further, our expected volatility and expected life may change in the future, which could substantially change the grant-date fair value of future awards of stock options and ultimately the expense we record. For ESPP awards, the fair value is the difference between the market close price of our common stock on the date of purchase and the discounted purchase price. For restricted stock units without a market condition and unrestricted stock awards, the fair value is the market close price of our common stock on the date of grant. We consider many factors when estimating expected forfeitures, including types of awards, employee class, and historical experience. Actual results and future estimates may differ substantially from our current estimates. We expense stock-based compensation at the date of grant for unrestricted stock awards. For awards with only a service condition, we expense stock-based compensation, adjusted for estimated forfeitures, using the straight-line method over the requisite service period for the entire award. For awards with both performance and service conditions, we expense the stock-based compensation, adjusted for estimated forfeitures, on a straight-line basis over the requisite service period for each separately vesting portion of the award. Excess tax benefits are credited to common stock when the deduction reduces cash taxes payable. When we have tax deductions in excess of the compensation cost, they are classified as financing cash inflows in the Consolidated Statements of Cash Flows.



Table of Contents**Item 3: Quantitative and Qualitative Disclosures about Market Risk**

In the normal course of business, we are exposed to interest rate and foreign currency exchange rate risks that could impact our financial position and results of operations. As part of our risk management strategy, we may use derivative financial instruments to hedge certain foreign currency and interest rate exposures. Our objective is to offset gains and losses resulting from these exposures with losses and gains on the derivative contracts used to hedge them, therefore reducing the impact of volatility on earnings or protecting the fair values of assets and liabilities. We use derivative contracts only to manage existing underlying exposures. Accordingly, we do not use derivative contracts for trading or speculative purposes.

**Interest Rate Risk**

We are exposed to interest rate risk through our variable rate debt instruments. In May 2012, we entered into six forward starting pay-fixed receive one-month LIBOR interest rate swaps. The interest rate swaps convert \$200 million of our LIBOR based debt from a floating LIBOR interest rate to a fixed interest rate of 1.00% (excluding the applicable margin on the debt) and are effective July 31, 2013 to August 8, 2016.

The table below provides information about our financial instruments that are sensitive to changes in interest rates and the scheduled minimum repayment of principal and the weighted average interest rates at March 31, 2013. Weighted average variable rates in the table are based on implied forward rates in the Reuters U.S. dollar yield curve as of March 31, 2013 and our estimated leverage ratio, which determines our additional interest rate margin at March 31, 2013.

	2013	2014	2015	2016	2017	Total	Fair Value
	(in thousands)						
<b>Variable Rate Debt</b>							
Principal: U.S. dollar term loan	\$ 15,000	\$ 26,250	\$ 30,000	\$ 202,500	\$—	\$ 273,750	\$ 271,862
Average interest rate	1.49	% 1.60	% 1.83	% 2.20	% —	%	
Principal: Multicurrency revolving line of credit	\$—	\$—	\$—	\$ 125,000	\$—	\$ 125,000	\$ 123,996
Average interest rate	1.49	% 1.60	% 1.83	% 2.20	% —	%	
<b>Interest rate swap on LIBOR based debt</b>							
Average interest rate (Pay)	1.00	% 1.00	% 1.00	% 1.00	%		
Average interest rate (Receive)	0.27	% 0.35	% 0.58	% 0.95	%		
Net/Spread	(0.73	)% (0.65	)% (0.42	)% (0.05	)%		

Based on a sensitivity analysis as of March 31, 2013, we estimate that, if market interest rates average one percentage point higher in 2013 than in the table above, our financial results in 2013 would not be materially impacted.

We continually monitor and assess our interest rate risk and may institute additional interest rate swaps or other derivative instruments to manage such risk in the future.

**Foreign Currency Exchange Rate Risk**

We conduct business in a number of countries. As a result, over half of our revenues and operating expenses are denominated in foreign currencies, which expose our account balances to movements in foreign currency exchange



rates that could have a material effect on our financial results. Our primary foreign currency exposure relates to non-U.S. dollar denominated transactions in our international subsidiary operations, the most significant of which is the euro. Revenues denominated in functional currencies other than the U.S. dollar were 64% of total revenues for the three months ended March 31, 2013 compared with 56% for the same period in 2012.

We are also exposed to foreign exchange risk when we enter into non-functional currency transactions, both intercompany and third-party. At each period-end, non-functional currency monetary assets and liabilities are revalued, with the change recorded to other income and expense. We enter into monthly foreign exchange forward contracts (a total of 118 contracts were entered into during the three months ended March 31, 2013) not designated for hedge accounting, with the intent to reduce earnings volatility associated with certain of these balances. The notional amounts of the contracts ranged from \$258,000 to \$11.0 million, offsetting our exposures from the euro, Saudi riyal, Canadian dollar, Australian dollar, South African rand, and various other currencies.

In future periods, we may use additional derivative contracts to protect against foreign currency exchange rate risks.

Table of Contents

Item 4: Controls and Procedures

Evaluation of disclosure controls and procedures. At March 31, 2013, 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 as of March 31, 2013, the Company's disclosure controls and procedures (a) were effective to ensure the information required to be disclosed by an issuer in the reports that it files or submits under the Securities Exchange Act of 1934 is accumulated and communicated to our management, including our principal executive and principal financial officers, or persons performing similar functions, as appropriate, to allow timely decisions regarding required disclosure. There are inherent limitations to the effectiveness of any system of disclosure controls and procedures, including the possibility of human error and the circumvention or overriding of the controls and procedures. Accordingly, even effective disclosure controls and procedures can only provide reasonable assurance of achieving their control objectives.

Changes in internal controls over financial reporting. While we are continuing the process of upgrading our global enterprise resource software systems and information technology infrastructure, there have been no changes in our (b) internal control over financial reporting during the three months ended March 31, 2013 that materially affected, or are reasonably likely to materially affect, internal control over financial reporting.

Table of Contents

## PART II: OTHER INFORMATION

## Item 1: Legal Proceedings

There were no material changes, as defined by Item 103 of Regulation S-K, during the first quarter of 2013.

## Item 1A: Risk Factors

There were no material changes to risk factors during the first quarter of 2013 from those previously disclosed in Item 1A: "Risk Factors" of Part I of our Annual Report on Form 10-K for the fiscal year ended December 31, 2012, which was filed with the SEC on February 22, 2013.

## Item 2: Unregistered Sales of Equity Securities and Use of Proceeds

(a) Not applicable.

(b) Not applicable.

## (c) Issuer Repurchase of Equity Securities

The table below summarizes information about the Company's purchases of its shares of common stock, based on settlement date, during the quarterly period ended March 31, 2013.

Period	Total Number of Shares Purchased <sup>(1)</sup>	Average Price Paid per Share <sup>(2)</sup>	Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs	Maximum Dollar Value of Shares that May Yet Be Purchased Under the Plans or Programs (in thousands)
January 1 through January 31	—	\$—	—	\$23,131
February 1 through February 28	—	—	—	—
March 1 through March 31	4,490	44.51	4,490	49,800
Total	4,490	\$44.51	4,490	

On October 24, 2011, our Board of Directors authorized a repurchase program of up to \$100 million of our <sup>(1)</sup> common stock (2011 Repurchase Program). We repurchased \$76.9 million of our common stock during the effective period of this program, which ended on February 15, 2013.

On March 8, 2013, the Board authorized a new twelve-month repurchase program of up to \$50 million of our common stock (2013 Repurchase Program).

Repurchases are made in the open market or in privately negotiated transactions, and in accordance with applicable securities laws. No shares were purchased outside of the 2011 and 2013 Repurchase Programs.

<sup>(2)</sup> Includes commissions.

Subsequent to March 31, 2013, we repurchased 65,339 shares of our common stock under the 2013 Repurchase Program. The average price paid per share was \$43.34.

## Item 5: Other Information

(a) No information was required to be disclosed in a report on Form 8-K during the first quarter of 2013 that was not reported.

(b) Not applicable.



Table of Contents

## Item 6: Exhibits

Exhibit Number	Description of Exhibits
10.1	Form of Restricted Stock Unit (RSU) Award Notice and Agreement for All Participants (excluding France) for use in connection with the Company's 2010 Stock Incentive Plan.
10.2	Form of RSU Award Notice and Agreement for Participants in France for use in connection with the Company's 2010 Stock Incentive Plan.
10.3	Form of RSU Award Notice and Agreement for Non-employee Directors for use in connection with the Company's 2010 Stock Incentive Plan.
10.4	Form of Long-Term Performance RSU Notice and Agreement for U.S. Participants for use in connection with the Company's 2010 Stock Incentive Plan.
10.5	Form of Long-Term Performance RSU Notice and Agreement for Participants in France for use in connection with the Company's 2010 Stock Incentive Plan.
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.
32.1	Certification Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
101.INS	XBRL Instance Document.
101.SCH	XBRL Taxonomy Extension Schema.
101.CAL	XBRL Taxonomy Extension Calculation Linkbase.
101.DEF	XBRL Taxonomy Extension Definition Linkbase.
101.LAB	XBRL Taxonomy Extension Label Linkbase.
101.PRE	XBRL Taxonomy Extension Presentation Linkbase.

Table of Contents

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

ITRON, INC.

May 2, 2013  
Date

By: /s/ STEVEN M. HELMBRECHT  
Steven M. Helmbrecht  
Executive Vice President and Chief Financial Officer

51