

The iRobot logo is displayed in a bold, green, sans-serif font. The 'i' is lowercase and has a vertical bar through it. The 'Robot' part is uppercase. A registered trademark symbol (®) is located at the top right of the 't'.

iRobot®

Robots That Make A Difference

JP Morgan 40th Annual Technology Conference

May 15, 2012



Forward Looking Statements

- Certain statements made in this presentation that are not based on historical information are forward-looking statements which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995.
- These statements are neither promises nor guarantees, but are subject to a variety of risks and uncertainties, many of which are beyond our control, which could cause actual results to differ materially from those contemplated in these forward-looking statements.
- Investors are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. iRobot Corporation undertakes no obligation to update or revise the information contained in this presentation, whether as a result of new information, future events or circumstances or otherwise.
- This presentation contains various non-GAAP financial measures as defined by SEC Regulation G, including Adjusted EBITDA, which we define as Earnings Before Interest, Taxes, Depreciation, Amortization, merger and acquisition expenses and non-cash stock compensation expense. The most directly comparable GAAP financial measures and a reconciliation of the differences between the GAAP financial measures and the non-GAAP financial measures are posted on the investor relations page of our web site at www.irobot.com.
- For additional disclosure regarding these and other risks faced by iRobot Corporation, see the disclosure contained in our public filings with the Securities and Exchange Commission.

iRobot's Flagship Products

Automated Home Maintenance



- Over 7.5 Million Home Robots sold
- Currently sold in over 45 countries around the world and expanding

Remote Presence

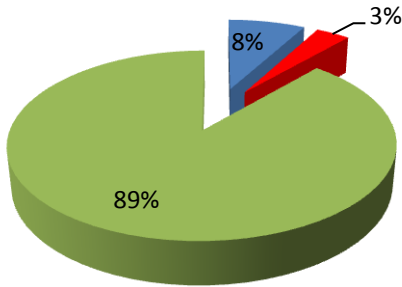


- Over 4,500 Unmanned Ground Vehicles Sold
- Customer base: Army, Navy, USMC and USAF

Lead position in two nascent markets

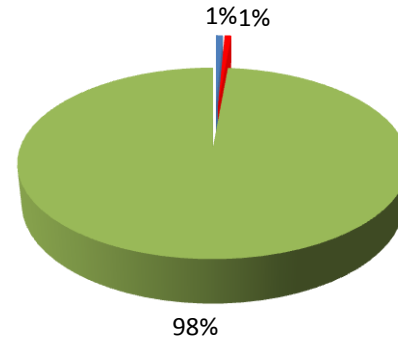
Huge Addressable Markets*

US and Canada - \$1.75 billion



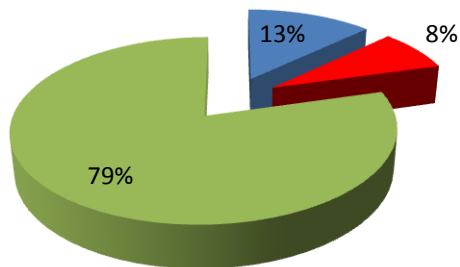
- iRobot
- Other Robotic Vacuums
- Vacuums

Latin America - \$200 million



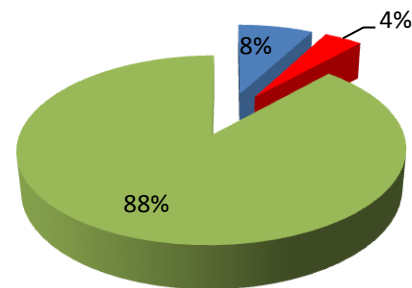
- iRobot
- Other Robotic Vacuums
- Vacuums

EMEA - \$2.1 billion



- iRobot
- Other Robotic Vacuums
- Vacuums

Asia Pac - \$1.7 billion



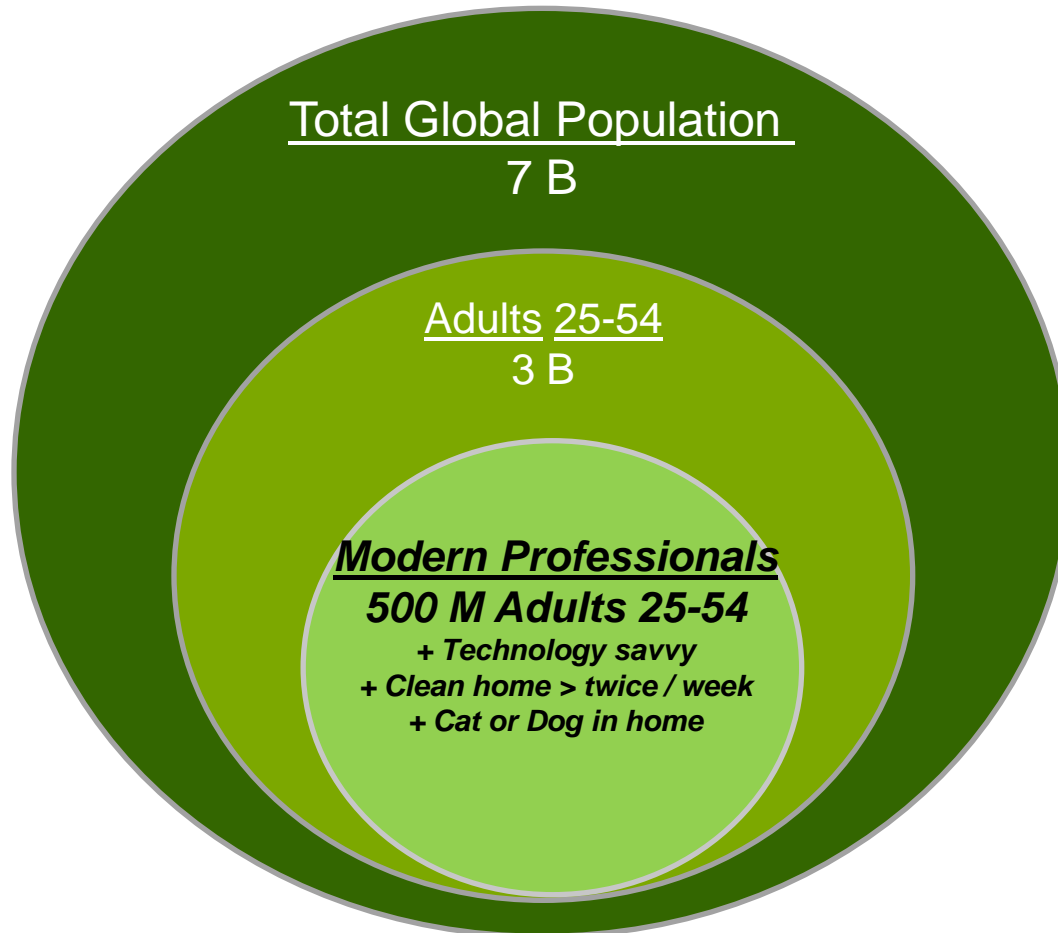
- iRobot
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- Vacuums

\$6 billion annual market opportunity

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*Source: iRobot estimates, vacuum cleaners >\$200 USD, retail prices

Target Audience Market Opportunity



Well-defined target customer

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New Products

Scooba 230 & Roomba 700

- Introduced in 2011 – iRobot web only until Q3
- Extremely positive market reaction
- Expanded distribution throughout 2012



Driving 2012 home robot growth

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DoD Trends and Implications for iRobot

Trends

- DoD budget pressure
- US troops out of Iraq and reduced in Afghanistan
- BCTM termination



Implications for iRobot

- President's 2013 Budget supports demand for iRobot products
- Increased focus on force efficiency
 - Use of unmanned systems
 - Equipping regular army
- iRobot now direct to government
- New role as systems integrator

Challenging environment near term; continuing demand longer term

Projected SUGV/FirstLook Markets

	Market/Customer	End-User	Estimated Mkt. Potential (<i>Robots</i>)	Basis-of-Estimate
SUGV- DoD	Army	• Infantry / Maneuver	• 5,000	• Army Plan – 60 Brigades @ ~83 robots per Brigade – Pltn. or Squad level based on Brigade type
		• Maneuver Support / Other (e.g., Training)	• 1,000	• Army Plan – 500 robots for Engineers – 500 robots for Chem Bio, MPs, Training
FirstLook- DoD	Marine Corps	• Maneuver Support / Other (e.g., Training)	• 200	• Marine Corps Plan
		JIEDDO (Army/Marines)	• Maneuver Support / Other (e.g., Training)	• 1,500
Other	International	• Defense & Civil	TBD	
		First Responders	• Police/SWAT	TBD

Market opportunity ~ 8,000 robots



Next Generation of Military Ground Robots

Product*

Size/features

Current Operations

FirstLook



- 5 lbs
- Adaptable wireless networking
- 4 cameras with night vision
- Throwable, 15 ft drop
- Speed: 3.5mph

- US DoD evaluation complete
- Requirement for 4,000 systems
- Strong interest from Infantry, SpecOps, EOD and International

Warrior



- 350 lbs
- Carries up to 200 lb
- Lift Capacity: 220 lbs
- Speed: 8 mph
- Robust mobility

- Fukushima
- Nuclear Facility Maintenance
- EOD, Police, International

FirstLook and Warrior launched as products

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Ava™ - Exciting Opportunity Under Development

Aware® 2 Robot
Intelligence Software

Map-based
navigation

Bumpers

Cliff Sensors

3d Imaging



Autonomous
Behavior

Application ready

Head-Agnostic

Audio

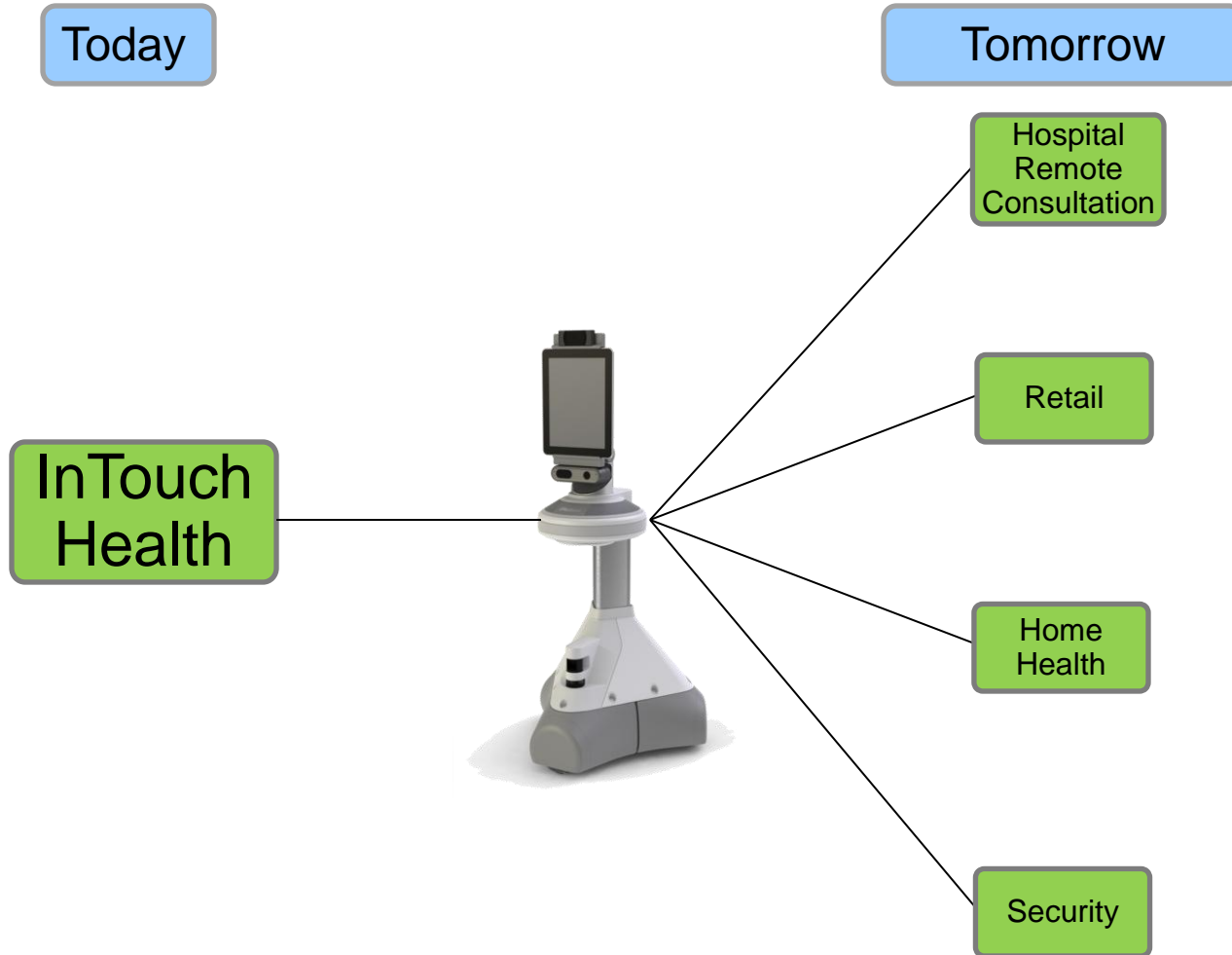
Speech
Recognition

Human interface robot incorporating existing iRobot technologies

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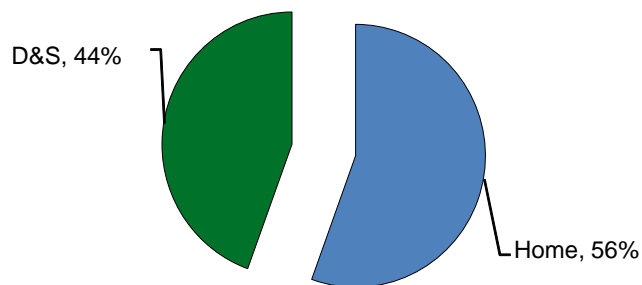
Remote Presence - ... and *Key To Our Future*



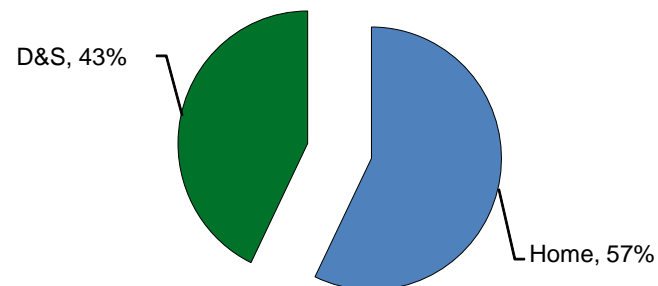
Leveraging 3rd party technology and industry expertise

Business Unit Revenue Split

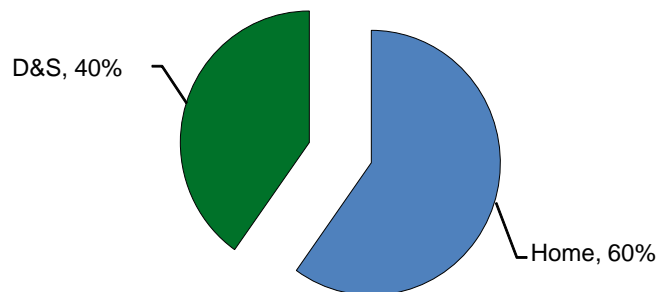
2009



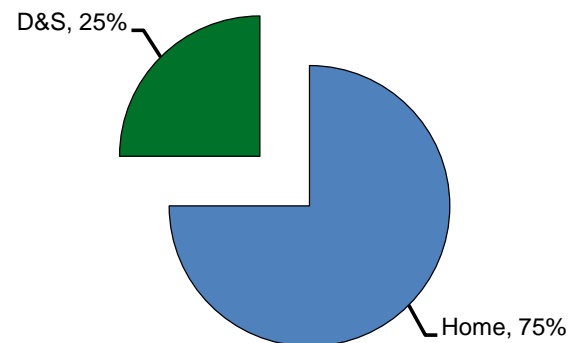
2010



2011



2012 Est.*



Home revenue estimated to be 75% of total company in 2012*

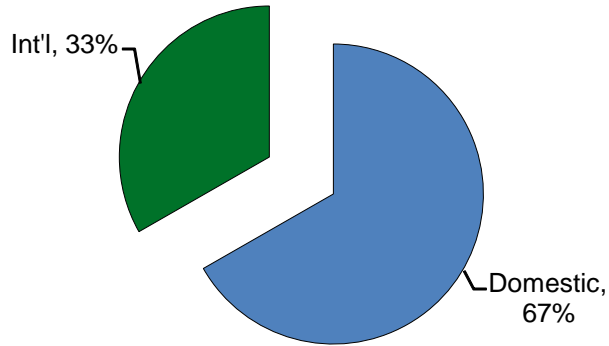
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*Guidance April 24, 2012

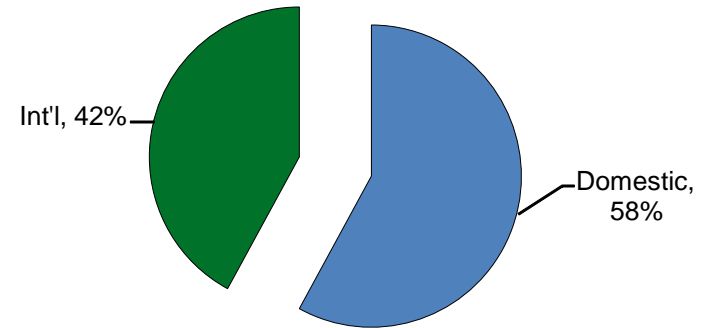
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Geographic Revenue Split

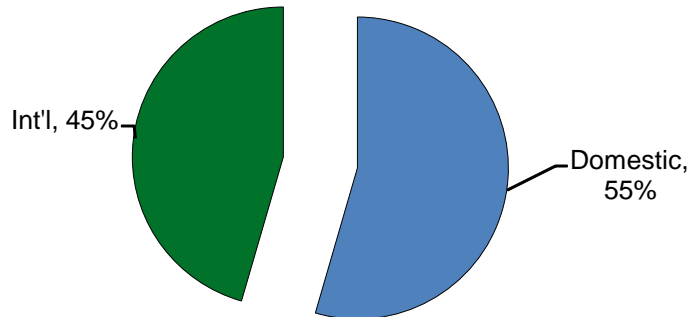
2009



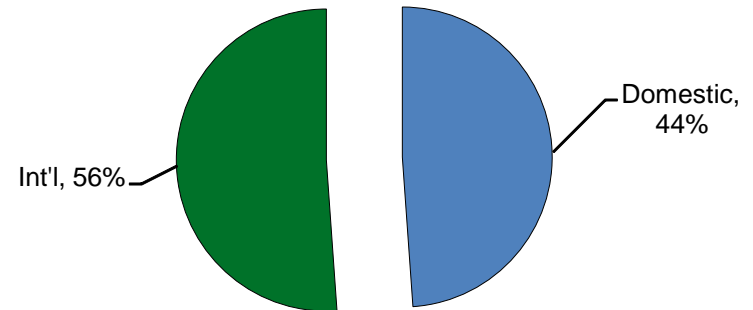
2010



2011



2012 Est.



International revenue estimated to be > 50% of total company in 2012

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Q1 Results In Line With Expectations

	<u>2012 Q1</u>	<u>Q1 Guidance</u>
Revenue (\$M)	98	90-100
EPS (\$)	0.02	(0.08)-0.00
Adjusted EBITDA (\$M)	6	2-5

Strong performance in Home; delayed funding impacted D&S

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FY2012 Guidance

	<u>2012 Range*</u>	<u>2011</u>
Revenue (\$M)	465 - 485	465
EPS (\$/Share)	0.75 – 0.95	1.44**
EBITDA (\$M)	56 - 63	73

Cautious expectations in uncertain environment

*Guidance April 24, 2012

** Includes \$0.12 one-time tax benefit and \$0.08 investment tax credit

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New 3-Year Goals

Our long-term financial goals are achievable and meaningful

- Revenue – mid-to high-teens CAGR
- EBITDA – high-teens margin
- OCF – high single digit margin

Sustainable gains in shareholder value is our over-arching goal

Both Business Units Will Contribute to EBITDA Margin Expansion

	<u>2011</u>		<u>Future</u>	
Gross Margins	41%	→	42% - 43%	+ 1 - 2 pts
Operating Expenses	30%	→	28% - 29%	- 1 - 2 pts

Targeting to grow EBITDA margin 2 – 3 pts

Investment Thesis

- Strong financial performance 2009-2011
- Home will deliver strong 2012 – 75% of total revenue
- Defense & Security business faces challenging year
- Confidence in achieving our increased 3 year profitability goal
- Strong balance sheet – no debt