

iRobot®

Robots That Make A Difference

Morgan Keegan Security, Safety & Defense Conference

August 9, 2011



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.

Growing Shareholder Value

Two years ago, we committed to growing shareholder value by:

- Growing EBITDA and consistently generating OCF
- Building investor confidence
- Progressing toward our long-term goals
 - Revenue – mid to high-teens CAGR
 - EBITDA – mid-teens margin
 - OCF – high single digit margin

Our Mission

Lead the world in providing **remote presence** and **automated home maintenance** solutions which delight our customers and anticipate their needs while extending our technical leadership in the areas of **robot autonomy, manipulation and platforms.**

Leader in remote presence and automated home maintenance

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Lead Position – Two Nascent Markets



- Over 4,000 Unmanned Ground Vehicles Sold
- Customer base: Army, Navy, USMC and USAF



- Over 6 Million Home Robots sold
- Currently sold in over 45 countries around the world and expanding

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G&I Flagship Ground Robots

Product

PackBot



Size/features

- 50-75 lbs
- Transported by vehicle
- Wide range of mission – specific payloads and sensors (manipulator, cameras, chemical sensors, disrupters)
- Travels at 5.8mph
- Lift capacity - 30 lbs

Missions

- Bomb Disposal / EOD
- Checkpoints / Explosives Detection
- Route Clearance
- Surveillance / Recon
- HazMat Detection
- SWAT / Bomb Squads

Customers

- EOD Technicians
- Hazmat Technicians
- Combat Engineers
- First Responders
- International

SUGV



- 20-30 lbs
- Carried by soldier
- Wearable controller
- Wide range of plug and play options – camera, 2-way communications, gripper arm
- Travels at 6.2mph
- Lift capacity – 20 lbs

- Dismounted operations
- Day/Night Intelligence, Surveillance & Recon (ISR)
- Route Clearance
- Bomb inspection/disposal

- Infantry
- BCTM Brigades
- Special Ops
- EOD Technicians
- Combat Engineers
- International

PackBot and SUGV shipping to troops in theater

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Projected SUGV Market

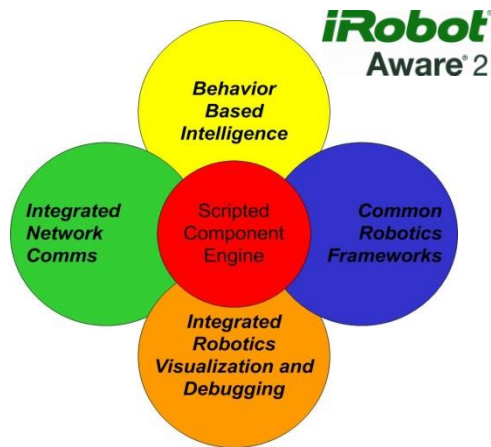
Market/Customer	End-User	Estimated Mkt. Potential (Robots)	Basis-of-Estimate
US DoD Army	• Infantry / Maneuver	• 6,100	• Army Plan – 73 Brigades @ ~83 robots per Brigade – Pltn. or Squad level based on Brigade type
	• Maneuver Support / Other (e.g., Training)	• 2,100	• Army Plan – 1000 robots for Engineers – 1100 robots for Chem Bio, MPs, Training
	• EOD	• 800	• 650 EOD teams at 1 robot per team* • 150 robots for Training & Spares*
US DoD Marine Corps	• Infantry / Maneuver	• 1,300	• Fielded at 1 robot per Pltn. or Squad:* – 8 Active Regiments at Squad Level (1150) – 3 Reserve Regiments at Pltn.Level (150)
	• Maneuver Support / Other (e.g., Training)	• 300	• Marine Corps Plan
	• EOD	• 200	• Marine Corps need 25% of Army EOD*
US DoD Air Force & Navy	• EOD	• 400	• Air Force need 25% of Army EOD* • Navy need 25% of Army EOD*
US Civil	• Police	• 1,800	• 10%* of ~18,000 US Police Departments
International	• Defense & Civil	• 3,500	• Int'l market ~25% of US market*

SUGV Market Opportunity > 15,000 robots



Upgrades to Installed Base a Key Growth Driver

Phase 1: 2010



- Delivered Aware[®] 2 on to existing fleet to enable future block upgrades

- ~1500 fielded PackBots upgraded to Aware 2

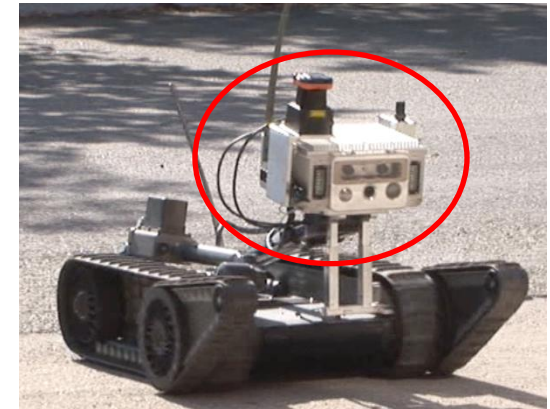
Phase 2: 2011 - 12



- Deliver upgrade kit:
 - Map-based navigation (external)
 - Autonomous behaviors
 - Night Vision / Thermal
 - Modular Chem-Bio

- In-theater assessment currently underway

Phase 3: 2012 - 13



- Deliver AwareHead:
 - Internal mapping & navigation kit
 - Enhanced autonomous behaviors
 - Additional payloads

- In development & initial customer assessment

Next Generation of G&I Ground Robots

Product

Warrior



Size/features

- 350 lbs
- Carries up to 200 lb
- Lift Capacity: 220 lbs
- Max Speed: 8 mph
- Stair Climbing: 45°
- Dual track system with articulated flippers for enhanced mobility

Missions

- Firefighting
- Carrying smaller robots
- Bomb Disposal
- Route Clearance
- Surveillance / Reconnaissance

Customers

- SWAT
- First Responders
- EOD teams

FirstLook



- 5 lbs
- Adaptable wireless networking capability
- 4 separate cameras
- IR illuminators for night vision
- Throwable/able to withstand 15 ft drop onto concrete/submersible
- Travels at 3.5mph

- Initial inspection
- Situational awareness
- Roof clearance
- Persistent presence

- Army
- Marine
- Infantry

Warrior and FirstLook in prototype; being tested

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2010 Home Robot Products

Pool Cleaning



**iRobot Verro™
Pool Cleaning Robot**

Vacuum Cleaning



**iRobot Roomba®
Vacuum Cleaning Robot**

Floor Washing



**iRobot Verro®
Floor Washing Robot**

Gutter Cleaning



**iRobot Looj™
Gutter Cleaning Robot**

Roomba® is flagship product

iRobot®

New for 2011

Roomba 700 Series Vacuuming Robot



Scooba 230 Floor Washing Robot



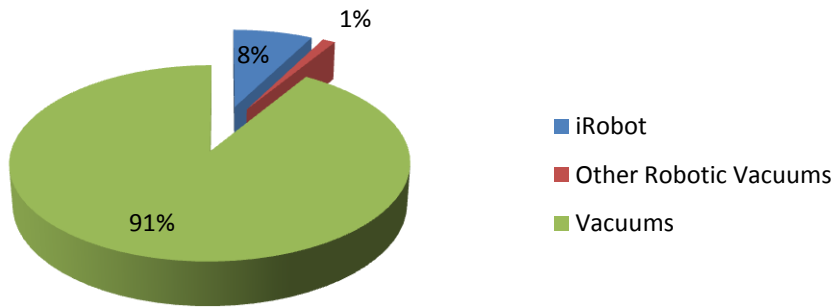
- Advanced Cleaning Performance
- Industrial Design Enhancements
- Improved Ease of Use
- Persistent and Effective Cleaning
- Impressive Compact Design
- Superior Ease of Use

Smarter, More Powerful, More Efficient, More Reliable

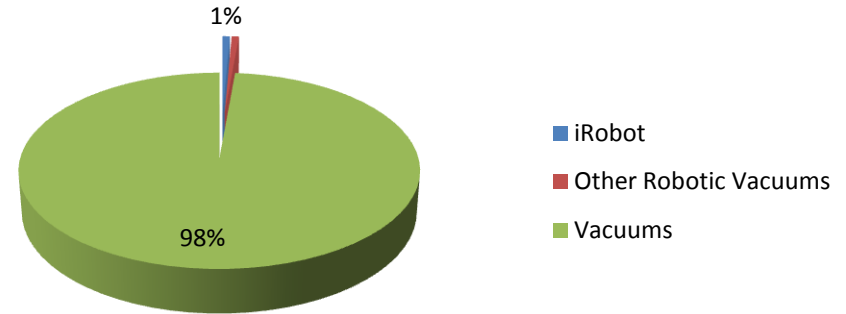
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Huge Addressable Markets*

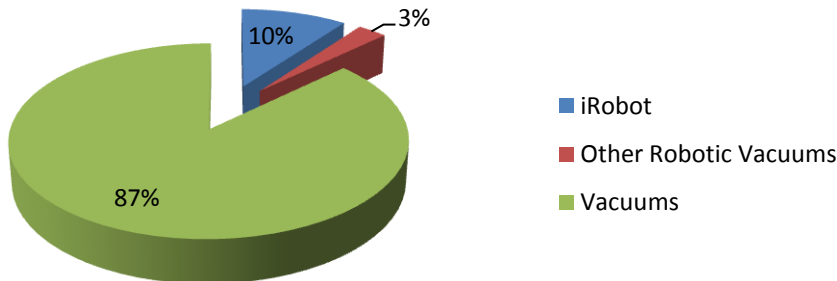
US and Canada - \$1.75 billion



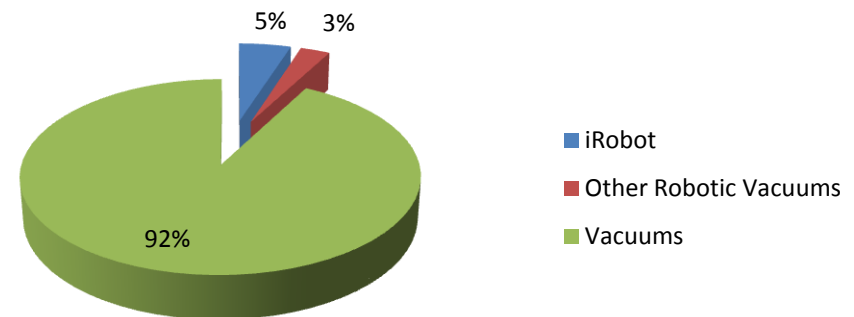
Latin America - \$200 million



EMEA - \$2.1 billion



Asia Pac - \$1.7 billion



\$6 billion annual market opportunity



*Source: vacuum cleaners >\$200 USD, retail prices (based on NPD, GfK, Euromonitor)

Q2 Performance Was Outstanding

	<u>2011 Q2</u>	<u>2010 Q2</u>	<u>B/(W)</u>
Revenue (\$M)	108	98	10
Gross Margin (%)	39%	35%	4pts
Opex (%)	29%	26%	(3pts)
EPS (\$/Share)	0.29	0.20	0.09
EBITDA (\$M)	16	12	1
<i>EBITDA Margin (%)</i>	15%	13%	-

Q2 2011 EBITDA margin of 15%

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FY2011 Performance

Full year performance expected to be strong again,
reflected in our guidance

	<u>2011 Range*</u>	<u>Prior Range</u>	<u>2010</u>
Revenue (\$M)	460 - 470	450 - 465	401
EPS (\$/Share)	1.04 – 1.10	.90 - 1.00	0.96
EBITDA (\$M)	62 - 64	58 - 62	49

Exceeded Q2 expectations; increased full year guidance

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*Guidance July 26, 2011

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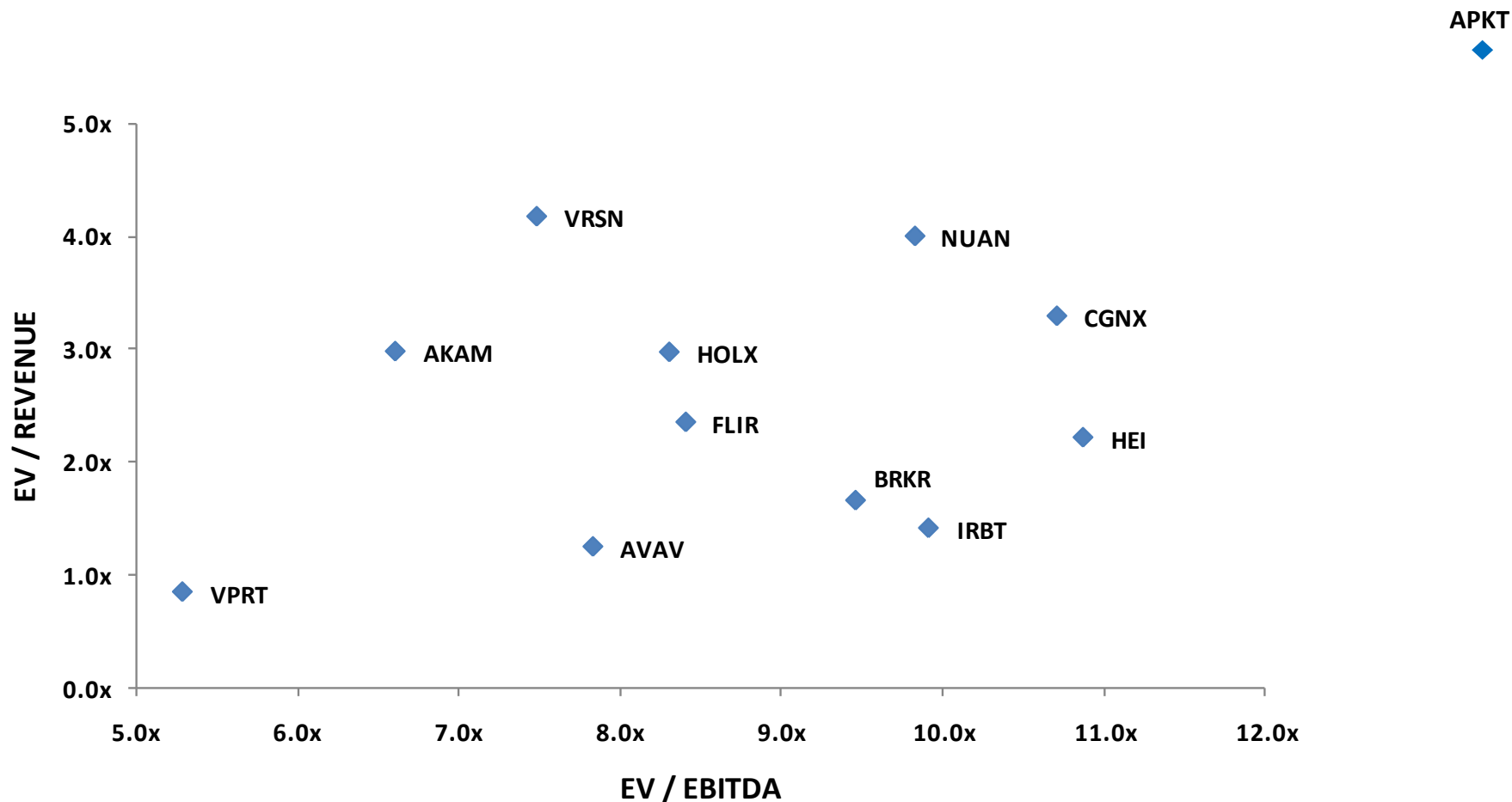
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Peer Group Scorecard

Attributes

Company	Technology Based	Market Leader	Large Markets	Expanding Margins	Wide Moat
iRobot	✓✓✓	✓✓✓	✓✓✓	✓✓✓	✓✓
Acme Packet	✓✓✓	✓✓✓	✓✓✓	✓✓✓	✓✓
Aerovironment	✓✓	✓✓✓	✓✓✓	✓	✓✓
Akamai	✓✓✓	✓✓✓	✓✓✓	✓✓	✓✓
Bruker	✓✓✓	✓✓	✓✓✓	✓✓	✓✓
Cognex	✓✓✓	✓✓	✓✓✓	✓✓✓	✓✓
FLIR	✓✓✓	✓✓	✓✓✓	✓✓✓	✓✓
Heico	✓✓✓	✓✓✓	✓✓✓	✓✓	✓✓
Hologic	✓✓	✓✓✓	✓✓✓	✓✓	✓✓
Nuance	✓✓	✓✓	✓✓✓	✓✓✓	✓✓
Verisign	✓	✓✓✓	✓✓✓	✓✓✓	✓✓✓
Vistaprint	✓✓✓	✓✓✓	✓✓	✓✓✓	✓✓

Peer Group Commands Strong Multiples



Note: Based upon FY12 projections; stock price on 8/1/11



Takeaways

- Terrific 2010, and 2011 looks promising as well
- Ahead of pace for our long-term goals
- iRobot shareholders increasingly rewarded for our attractive attributes, much like other market-leading tech companies