



# Jefferies Global Consumer Conference June 18, 2013

**iRobot®**  
*Robots That Make A Difference*

# 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.
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- 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, restructuring expenses, net intellectual property litigation 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](http://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.

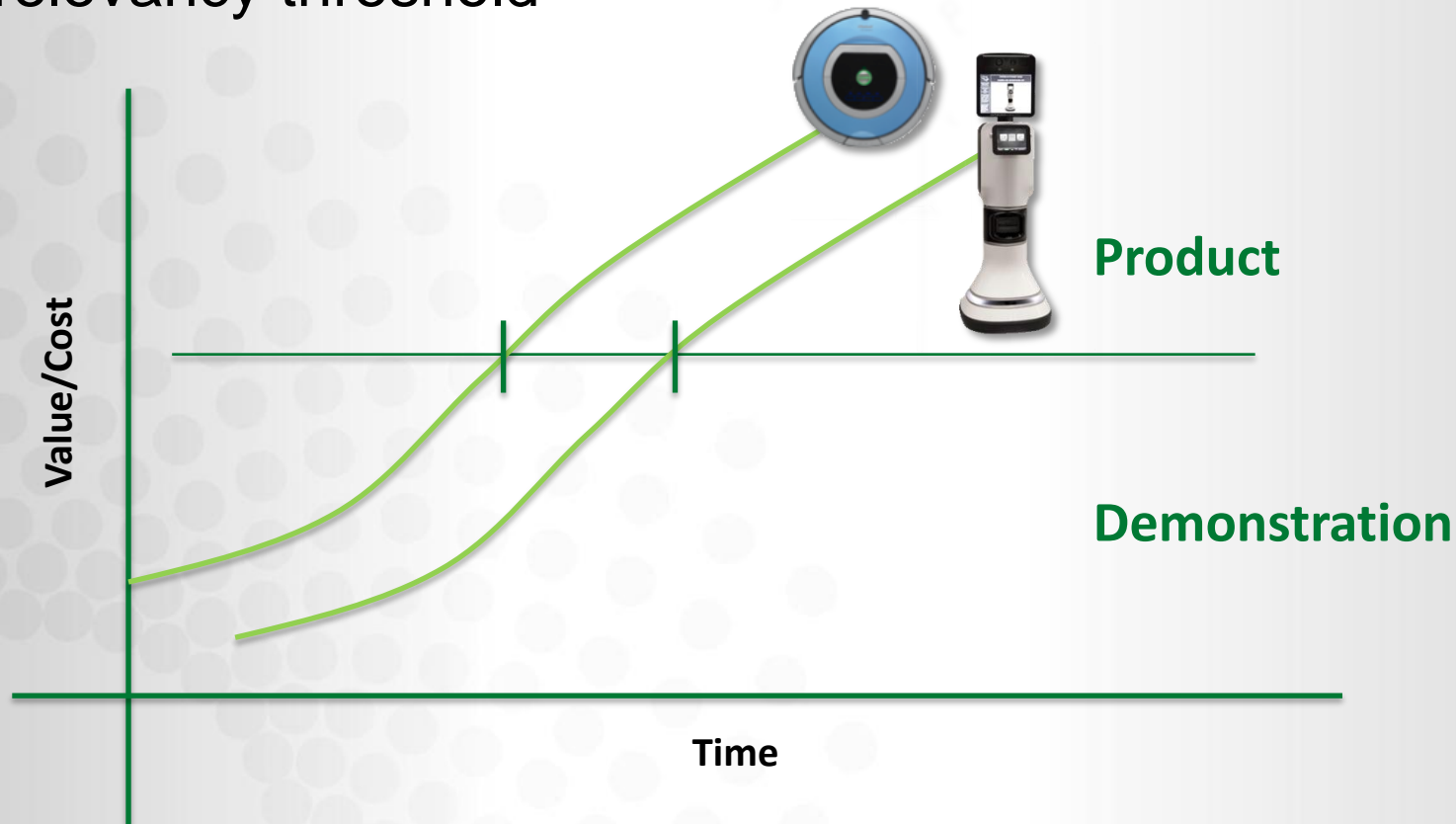
# iRobot – Global Technology Company

- **Delivering robotic technology-based solutions that make a difference**
- **Currently serving 3 market verticals:**
  - Consumer home maintenance products – Roomba, Scooba, Braava, Mirra
  - Emerging remote presence markets – Ava, RP-VITA
  - U.S. and international governments – SUGV, FirstLook, PackBot
- **Huge addressable markets**
  - Limited competition
  - Formidable IP portfolio
  - Market-leading brand recognition

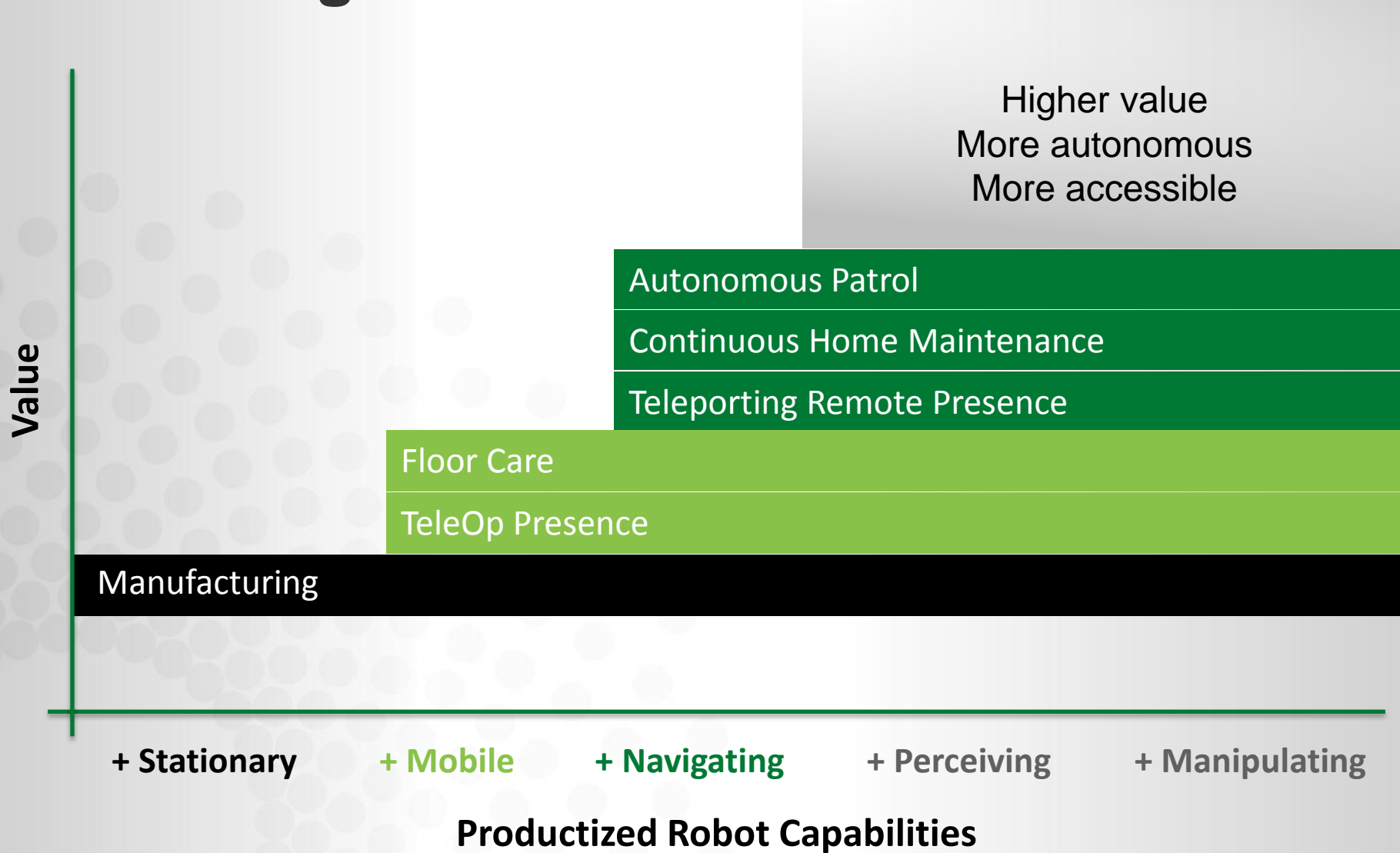
**More than two decades of robotic-technology market leadership**

# The Emerging Robot Industry

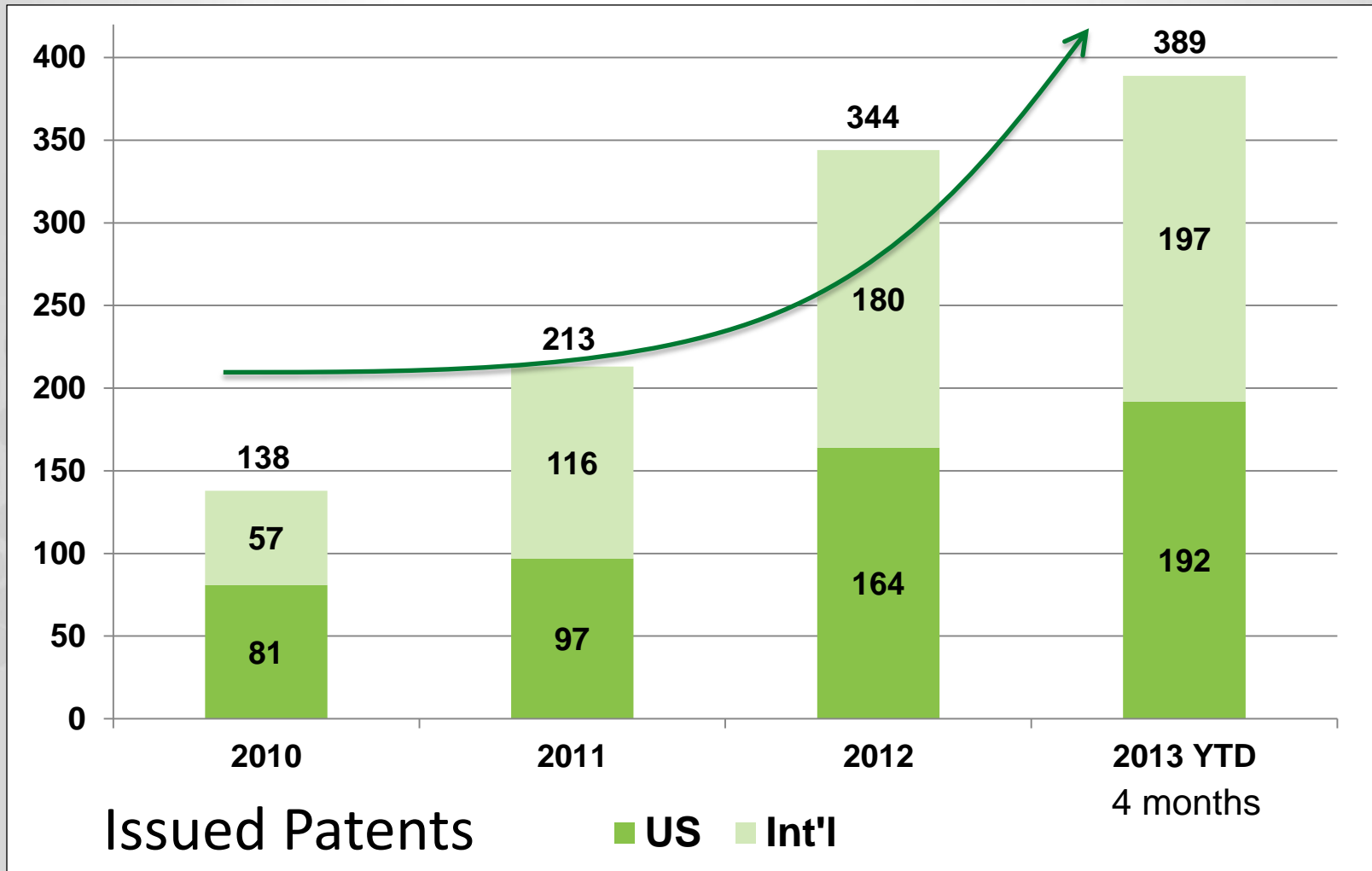
New capabilities unlock new opportunities to cross the relevancy threshold



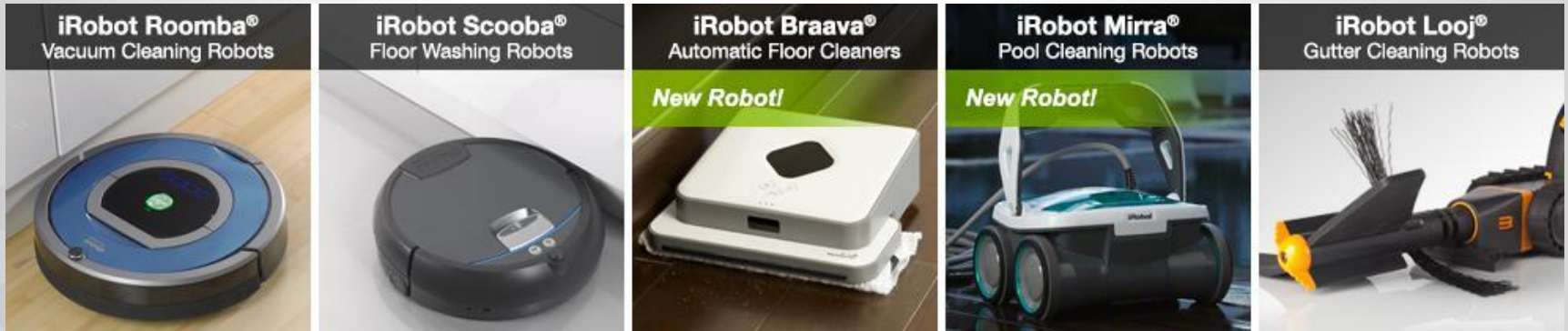
# Unlocking the Potential



# Sustainable Leadership



# 2013 Home Robot Products



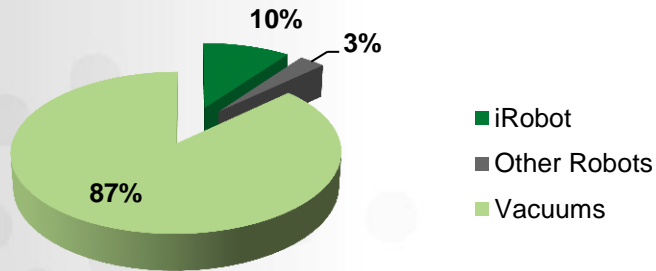
Flagship product  
Driving iRobot revenue growth

**9 Million Home Robots sold since 2002**  
**Currently sold in more than 45 countries**

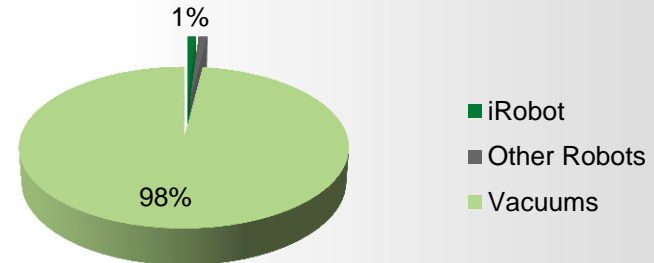
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# Huge Addressable Markets\*

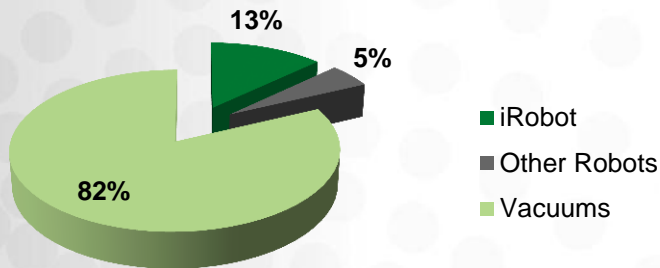
North America - \$2.1 billion



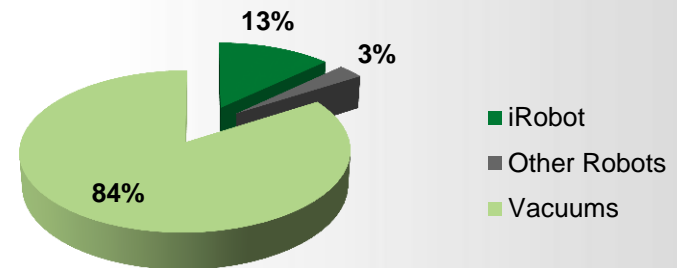
Latin America - \$200 million



EMEA - \$2.4 billion



APAC - \$2.3 billion



**\$7 billion annual market opportunity**

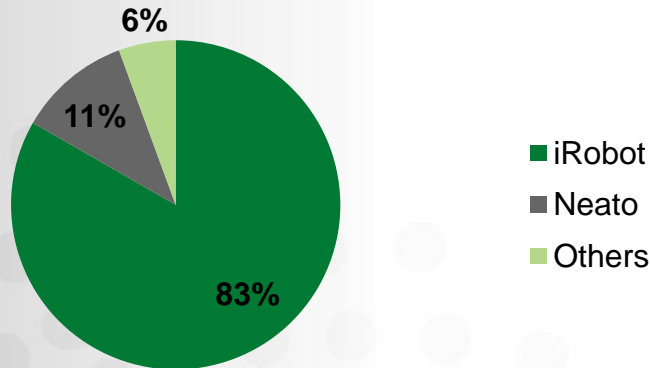
\*Source: vacuum cleaners >\$200 USD, 2012 retail prices (based on NPD, GfK, Euromonitor)



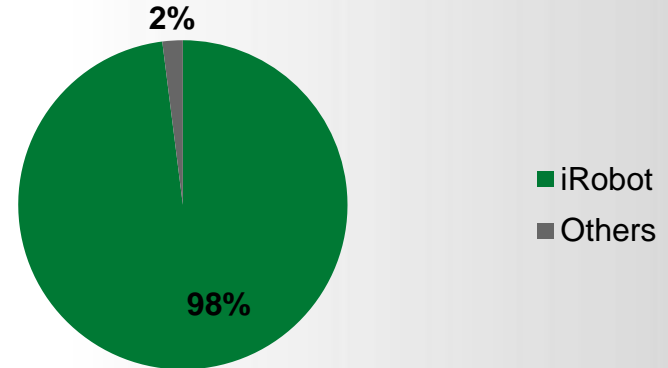


# Robotic Floor Care Global Market Share

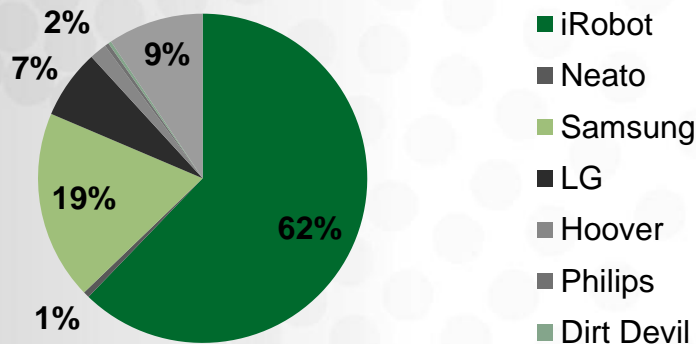
## North America



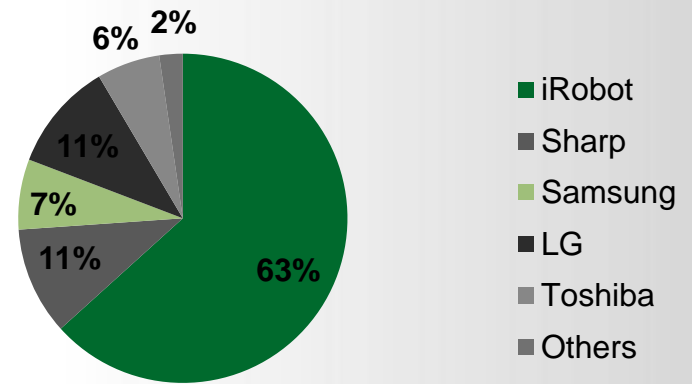
## Latin America



## Europe



## Asia

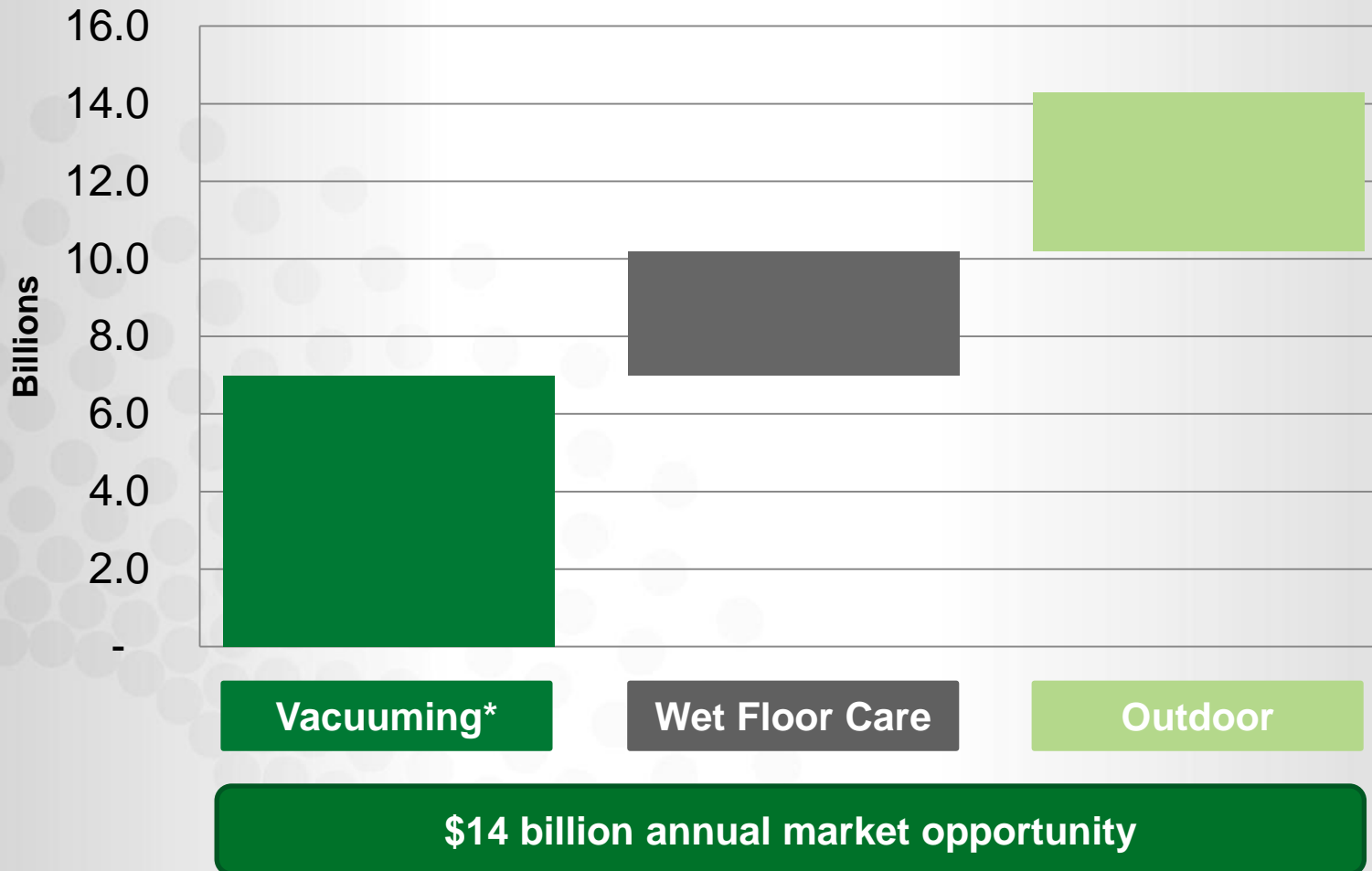


\*Sources Gfk & NPD



# Global Home Maintenance Market Opportunity

## Total Available Market



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

# Defense & Security

## Revenue Drivers

- International
- Domestic non-DoD: Nuclear/State & Local
- DoD
  - PLR: Upgrades/Sustainment
  - Commercial Off The Shelf units: FirstLook/PackBot/SUGV

## Other Initiatives

- Focused on influencing future DoD requirements
- Cost Control – right sized business

# iRobot Ava™ Platform



- Breakthrough mobile robotics platform
- Able to move autonomously with complete safety throughout indoor facilities
- Simple user interface – just point and click

# Broad Market Opportunity

## Health Care Telepresence



## Enterprise Telepresence



## Physical Security



## Retail



## Elderly Care



# Partners For Application & Go To Market Leverage

- Optimizes internal development, resource, and expertise
- Improves time to market
- Accelerates marketing, brand positioning and channel engagement

*Examples*



# Our Commitment: Grow Shareholder Value

- Grow adjusted EBITDA through profitable revenue growth
- Respond quickly to changes in the marketplace
- Focus and appropriately invest
- Leverage operational capabilities
- Build investor confidence

# Q1 Exceeded Expectations

	2013 Q1	Q1 Guidance*
<b>Revenue (\$M)</b>	<b>106</b>	<b>102-104</b>
<b>EPS (\$)</b>	<b>0.29</b>	<b>0.16-0.20</b>
<b>Adjusted EBITDA (\$M)</b>	<b>15</b>	<b>10-12</b>

\*Guidance increased March 11, 2013

**Outstanding performance in Home; positive order timing for D&S**



# Increased full-year expectations

	<u>FY 2013*</u>	<u>FY 2012</u>
<b>Revenue (\$M)</b>	<b>485 – 495</b>	<b>436</b>
<b>Home Robots</b>	<b>435 - 440</b>	<b>357</b>
<b>Defense &amp; Security</b>	<b>45 - 55</b>	<b>71</b>
<b>EPS (\$)</b>	<b>0.80 – 1.00</b>	<b>0.61</b>
<b>EBITDA (\$M)</b>	<b>55 - 61</b>	<b>52</b>

**Home Robot driving growth; D&S stabilized**

\* Guidance provided April 23, 2013

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# Financial Targets - Unchanged

- **Revenue** - Mid to high teen CAGR
- **Adjusted EBITDA Margin** - High teens
- **OCF** - High single digit cash flow margin

**Timing dependent on defense outlook and RPBU rate of growth**

# Path to Achieving Financial Targets

- **Revenue Growth**

- Home primary driver via both product and market expansion
- Remote Presence will start to contribute over the next few years

- **Gross Margin**

- Ongoing profitability reviews – price and cost
- Improvements in product quality – reduces returns and lowers warranty cost
- Leverage supply chain centralization to control/reduce cost

- **Opex**

- Leverage from shared service model and ER integration
- Having investment discipline

# Investment Thesis

- 2012 was a transformational year
- Home Robots will drive iRobot growth and profitability for the next couple of years
- Addressable markets are huge and growing
- Continued investment in high growth and emerging high potential remote presence business
- iRobot's foundational technologies enable significant & sustainable competitive advantage
- Strong balance sheet – no debt
- Commitment to generating profitable growth