

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

Needham Growth Conference

January 12, 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.

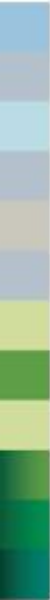
Growing Shareholder Value

In May 2009, we committed to growing shareholder value over the next 3 years by:

- Progressing toward our long-term goals of
 - Mid to high-teens revenue CAGR
 - Mid-teen Adjusted EBITDA margin and
 - High single digit Operating Cash Flow margin

Achieved goals a year ahead of plan

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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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Strategy

World Leader

Shared / Player

Consumer

Customer

Remote Presence

Automated Home Maintenance

Technology

Integration



Sensing



Fieldable Manipulation



Platform



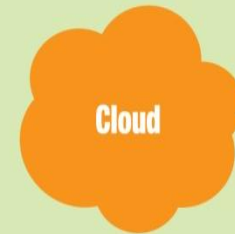
Pads & Apps



Autonomy & Navigation



Cloud



Cleaning



Financial

Mid- to High-Teen Revenue CAGR, Mid-Teen EBITDA Margin and High Single-Digit Annual OCF Margin

Focused on key robotic-specific technologies

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iRobot's Flagship Products

Remote Presence



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

Automated Home Maintenance



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

Lead position in two nascent markets

Flagship Ground Robots

Product

PackBot



Size/features

- 50-75 lbs
- Transported by vehicle
- Payloads - arm, cameras, chemical sensors, disrupters

Missions

- Bomb Disposal / EOD
- Checkpoints / Explosives Detection
- Route Clearance
- HazMat Detection

Customers

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

SUGV



- 20-30 lbs
- Carried by soldier
- Wearable controller
- Plug and play – camera, 2-way comms, gripper arm

- Day/Night Intelligence, Surveillance & Recon
- Route Clearance
- Bomb inspection/ disposal

- Infantry
- BCTM Brigades
- Special Ops
- 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 over 5 years



Next Generation of G&I Ground Robots

Product

Warrior



Size/features

- 350 lbs
- Carries up to 200 lb
- Dual track system with articulated flippers for enhanced mobility

Missions

- Bomb Disposal
- Route Clearance
- Firefighting

Customers

- SWAT
- First Responders
- EOD teams

FirstLook



- 5 lbs
- Adaptable wireless networking capability
- 4 separate cameras
- Withstand 15 ft drop onto concrete/submersible

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

- Army
- Marine
- Infantry

Warrior and FirstLook in prototype; being tested

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Key Drivers of G&I Product Growth

Over the next 2-3 years:

- Deploying SUGV to current forces
- PLR and Upgrades to large and growing fleet
- New products
- International

Diversified avenues for growth

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Flagship Home Robot Products

New in 2011

**Vacuum
Cleaning**



**iRobot Roomba®
Vacuum Cleaning Robot**

**Floor
Washing**



**iRobot Scooba®
Floor Washing Robot**

**Roomba 700 Series
Vacuuming Robot**



**Scooba 230
Floor Washing Robot**

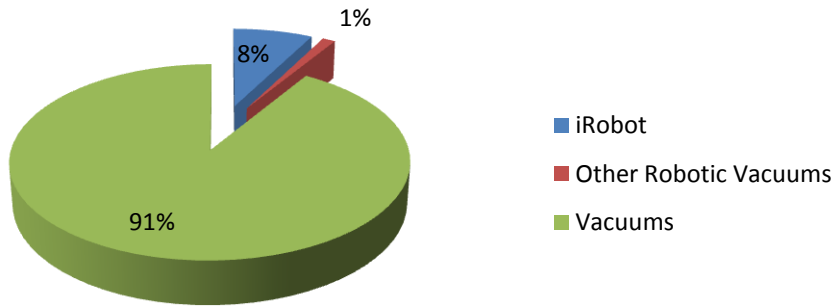


Smarter, More Powerful, More Efficient, More Reliable

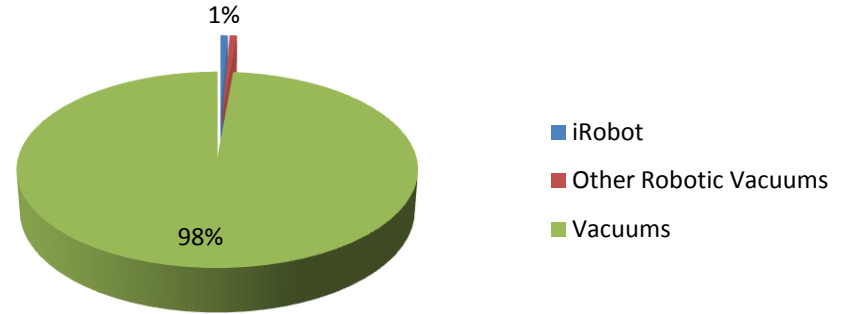
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Dry Floor Care - Huge Addressable Markets*

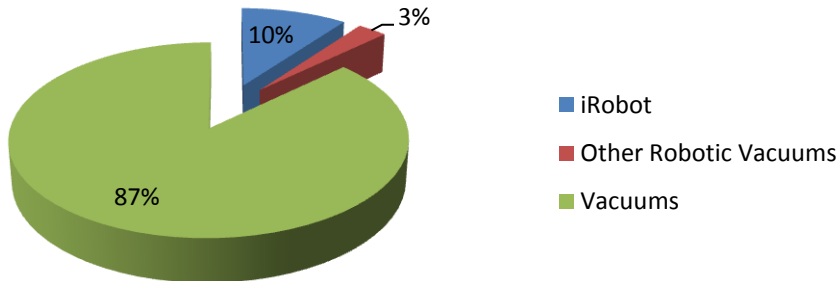
US and Canada - \$1.75 billion



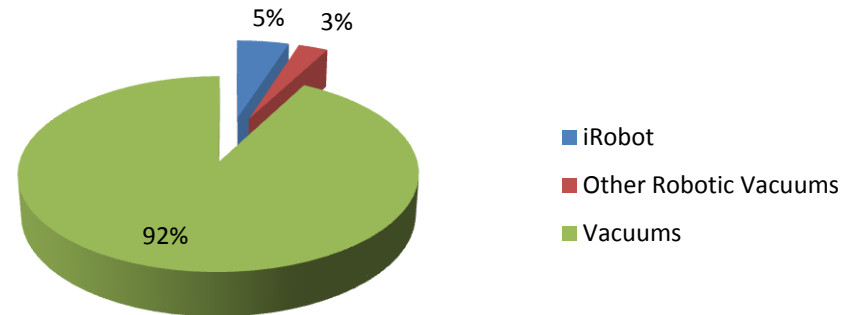
Latin America - \$200 million



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 2010)

Ava™ - Exciting Opportunity Under Development

Aware® 2 Robot
Intelligence Software

Head-Agnostic

Adjustable Torso

Application ready

Bumpers

Remote Access

Cliff Sensors

Audio

3d Imaging

Speech
Recognition



Mobile robotics platform – human interface robot

Partnership – InTouch Health

We will collaborate on the development of ground-breaking new technologies for the healthcare market and revolutionize how people communicate and deliver information through remote presence.



Leveraging 3rd party technology and industry expertise

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Financial Performance

Q3 Performance Was Outstanding

	<u>2011 Q3</u>	<u>2010 Q3</u>	<u>B/(W)</u>
Revenue (\$M)	120	94	28%
Gross Margin (%)	42%	36%	6pts
Opex (%)	29%	27%	(2pts)
EPS (\$/Share)	0.50*	0.27*	85%
EBITDA (\$M)	20	11	76%
<i>EBITDA Margin (%)</i>	17%	12%	5pts

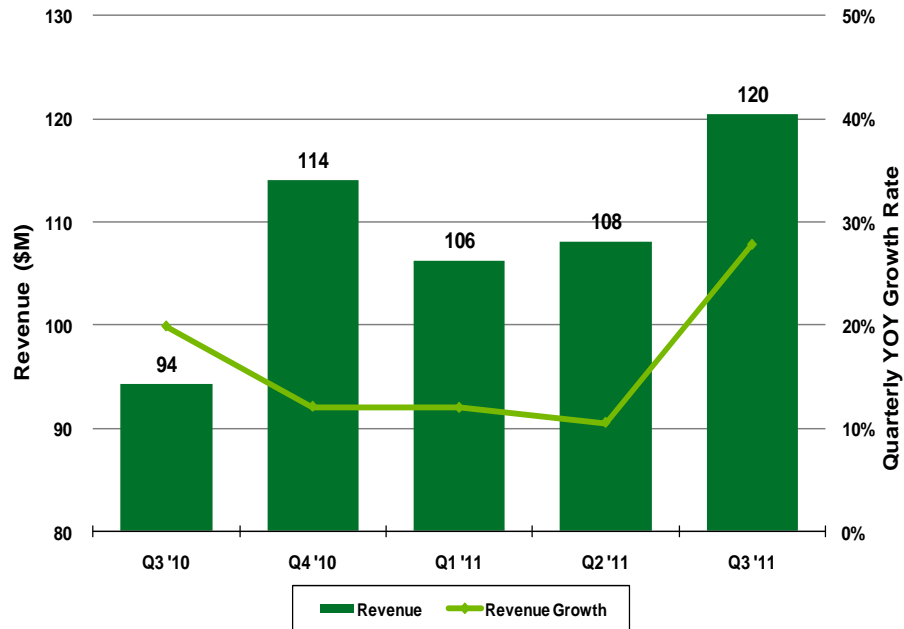
Q3 2011 EBITDA margin of 17%

* Tax benefit of \$0.12 in 2011 and \$0.09 in 2010

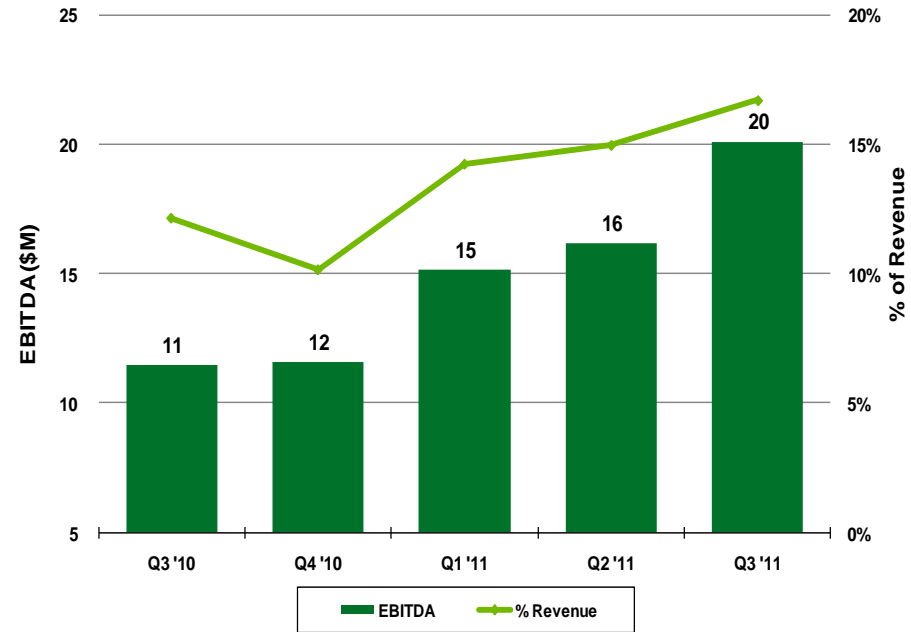
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Revenue and EBITDA

Revenue



EBITDA



Revenue grew 28% while EBITDA reached 17% of revenue

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)	465 - 470	460 - 470	401
EPS (\$/Share)	1.32 – 1.36	1.04 – 1.10	0.96
EBITDA (\$M)	67 - 69	58 - 62	49

**Exceeded Q3 expectations; increased full year guidance
for the second time this year**

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*Guidance October 26, 2011

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January 12, 2012

Takeaways

- 2011 will be another strong year despite macro uncertainties
- Ahead of pace for our long-term goals
 - Will update goals in early 2012
- iRobot is a global technology company with a portfolio of products meeting the needs of customers worldwide.

Exceptional results reflect increasing diversification of the company

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