

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 15, 2013



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 – Global Technology Company

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

More than two decades of robotic-technology market leadership

iRobot's Flagship Product - Roomba



- 8 Million Home Robots sold since 2002
- Currently sold in more than 45 countries

Driving iRobot revenue growth

New Home Robot Products

Roomba 700 & Scooba 230

- Introduced in 2011, very positive market reaction
- Expanded distribution throughout 2012



Roomba 600

- Introduced in select markets – 2012



Mint® and Mint® Plus

- Complementary hard surface floor care products – acquisition of Evolution Robotics



Driving 2012 and 2013 home robot growth in U.S. and overseas

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Evolution Robotics – Strategic Rationale

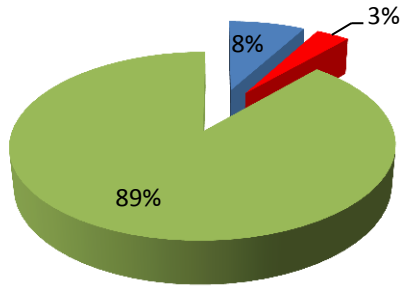
- Mint® products broaden iRobot's global portfolio of robotic floor care solutions
- Tremendous opportunity to leverage the strength of the iRobot brand and our sales and distribution network worldwide
- Significant intellectual property portfolio can be deployed in future iRobot products to deliver greater customer value
- Industry-leading roboticist joined iRobot as CTO

Creates a formidable force in robotic technology

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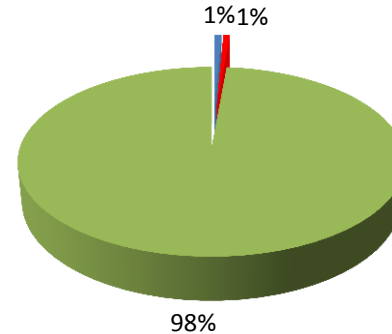
Huge Addressable Markets*

US and Canada - \$1.75 billion



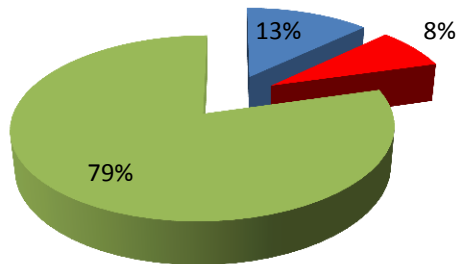
- iRobot
- Other Robotic Vacuums
- Vacuums

Latin America - \$200 million



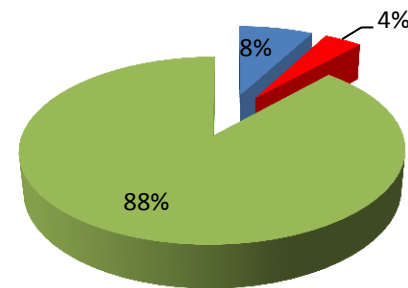
- iRobot
- Other Robotic Vacuums
- Vacuums

EMEA - \$2.1 billion



- iRobot
- Other Robotic Vacuums
- Vacuums

Asia Pac - \$1.7 billion



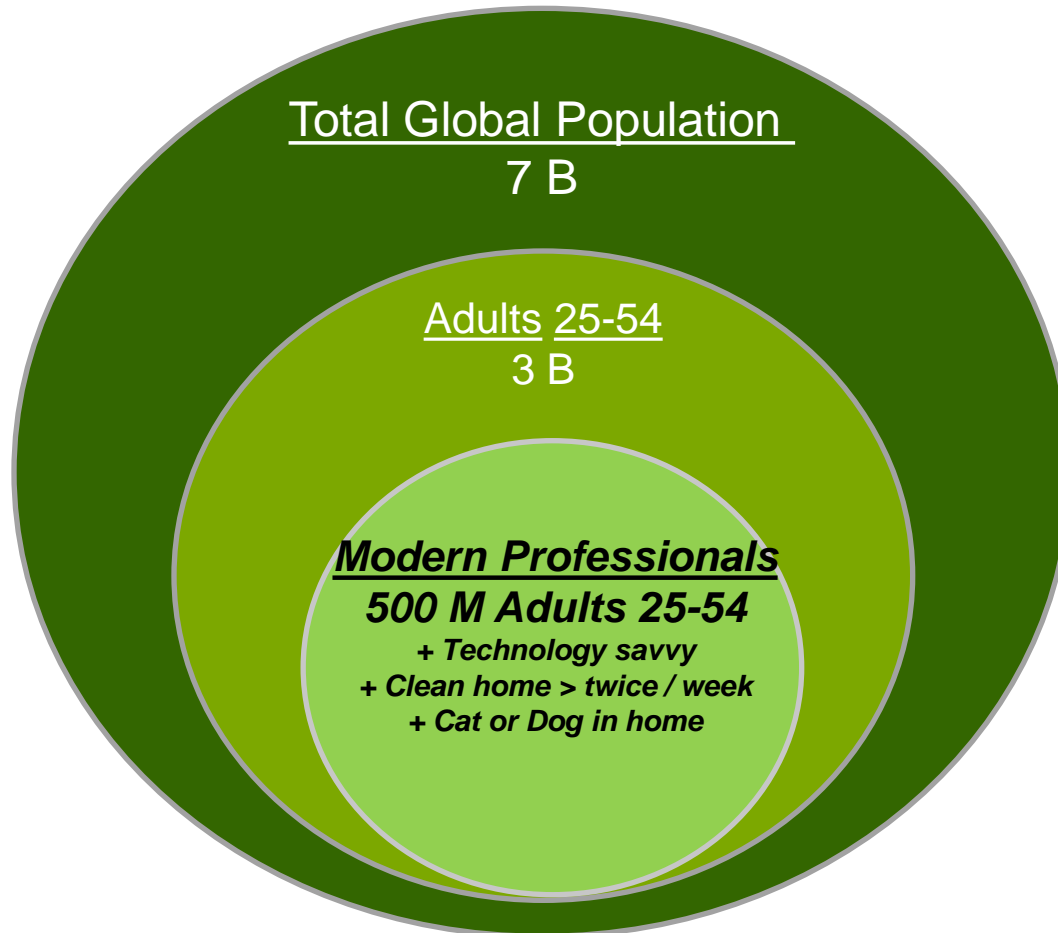
- iRobot
- Other Robotic Vacuums
- Vacuums

\$6 billion annual market opportunity



*Source: iRobot estimates, vacuum cleaners >\$200 USD, 2011 retail prices

Target Audience Market Opportunity



U.S. advertising campaign directed at target customer = domestic growth

Ava™ - Exciting Opportunity

Aware® 2 Robot
Intelligence Software

Autonomous
Behavior

Map-based
navigation

Obstacle
Avoidance

Application ready

Head-Agnostic

Cliff Sensors

Speech
Recognition



Human interface robot incorporating existing iRobot technologies

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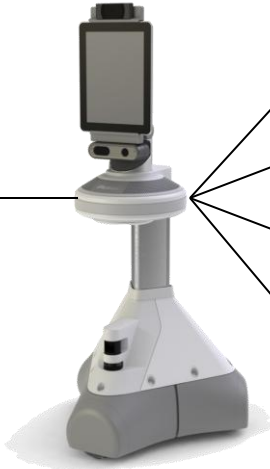
Remote Presence - \$13B global opportunity by 2017*

Today

Tomorrow



InTouch Health



Hospital Remote Consultation

B2B

Home Health

Security

Delivering RP-VITA™ on Ava platform to ITH for hospital use



* Philip Solis, Research Director for Emerging Technologies, ABI Research (Associated Press 1/2/13)

Defense & Security - Small Ground Robots

Product

SUGV



Size/features

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

Missions

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

Customers

- Infantry
- BCTM Brigades
- Special Ops
- International

FirstLook



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

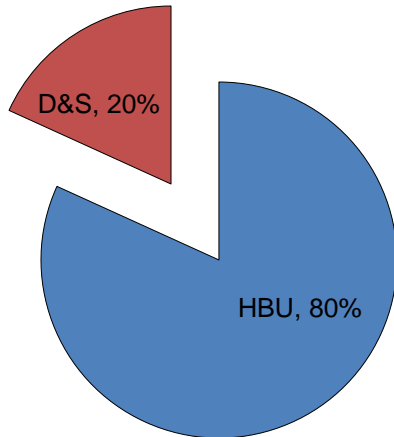
- Initial inspection
- Situational awareness
- Roof clearance
- Persistent presence

- Army
- Marine
- Infantry

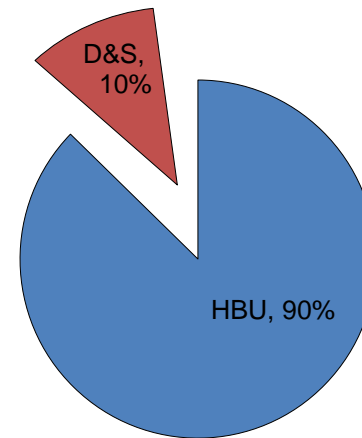
SUGV and FirstLook driving 2013 D&S revenue

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Business Unit Revenue Split



2012*



2013*

Home revenue estimated to be ~80% of total company in 2012* and ~90% in 2013*

*Guidance October 24, 2012

Q3 Profit Exceeded Expectations

	<u>2012 Q3*</u>	<u>Q3 Guidance</u>
Revenue (\$M)	126	125-130
EPS (\$)	0.54	0.30-0.36
Adjusted EBITDA (\$M)	29	17-20

Outstanding performance in Home; delayed funding impacted D&S

* Items recorded in Q3 resulted in a \$7.7M revenue increase, positive net impacts of \$0.10 in EPS and \$5.2M in Adjusted EBITDA

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FY2012 and Preliminary FY2013 Expectations

	<u>2012 *</u>	<u>2013*</u>
Revenue (\$M)	434 – 438	470 – 490
Home Robots	355 – 360	425 – 435
Defense & Security	75 - 80	45 - 55
EPS (\$/Share)	0.44 – 0.50	
EBITDA (\$M)	47 - 49	

Home Robot driving growth; continued pressure on D&S

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*Guidance October 24, 2012

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Investment Thesis

- Home will deliver strong 2012 and 2013; more than 80% of total revenue
- Defense & Security costs reduced through restructuring based on decreased expectations for 2012 and 2013
- Continued investment in high growth and emerging high potential remote presence business
- Strong balance sheet – no debt
- Commitment to generating profitable growth