



Needham Advanced Industrial Technologies Conference

August 6, 2015

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.
- 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, 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.
- 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 – The Robot Company

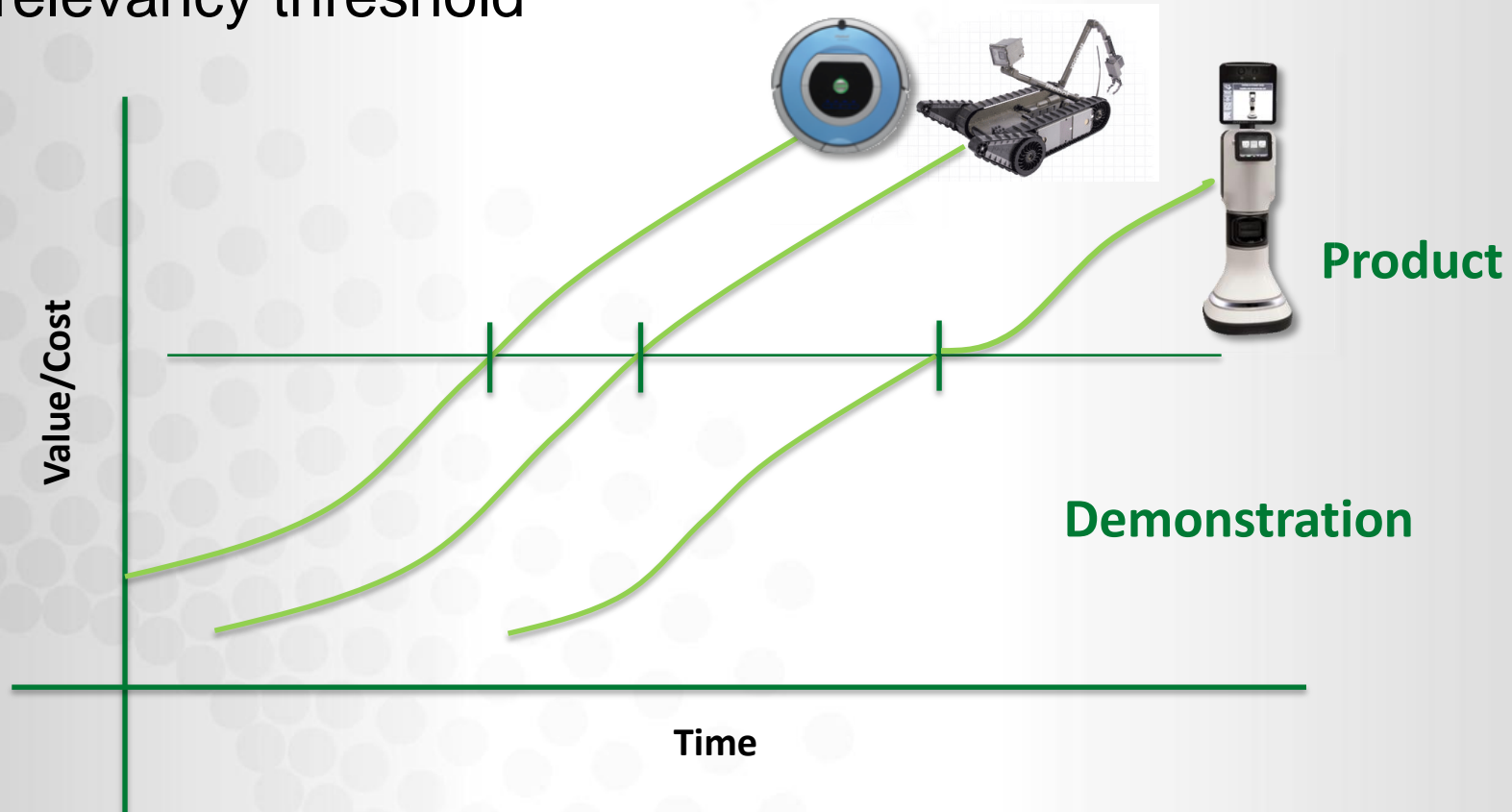
- **Global Technology Company - Empowering people to accomplish more through practical robots**
- **Portfolio of robotic technology solutions currently serving 3 market verticals:**
 - Home maintenance market – Roomba, Scooba, Braava, Mirra
 - Defense & Security – SUGV, FirstLook, PackBot, Kobra
 - Emerging video collaboration markets – Ava 500, RP-VITA
- **Huge addressable markets**
 - Formidable IP portfolio
 - Market-leading brand recognition
 - First mover advantage

More than two decades of global robotic-technology market leadership

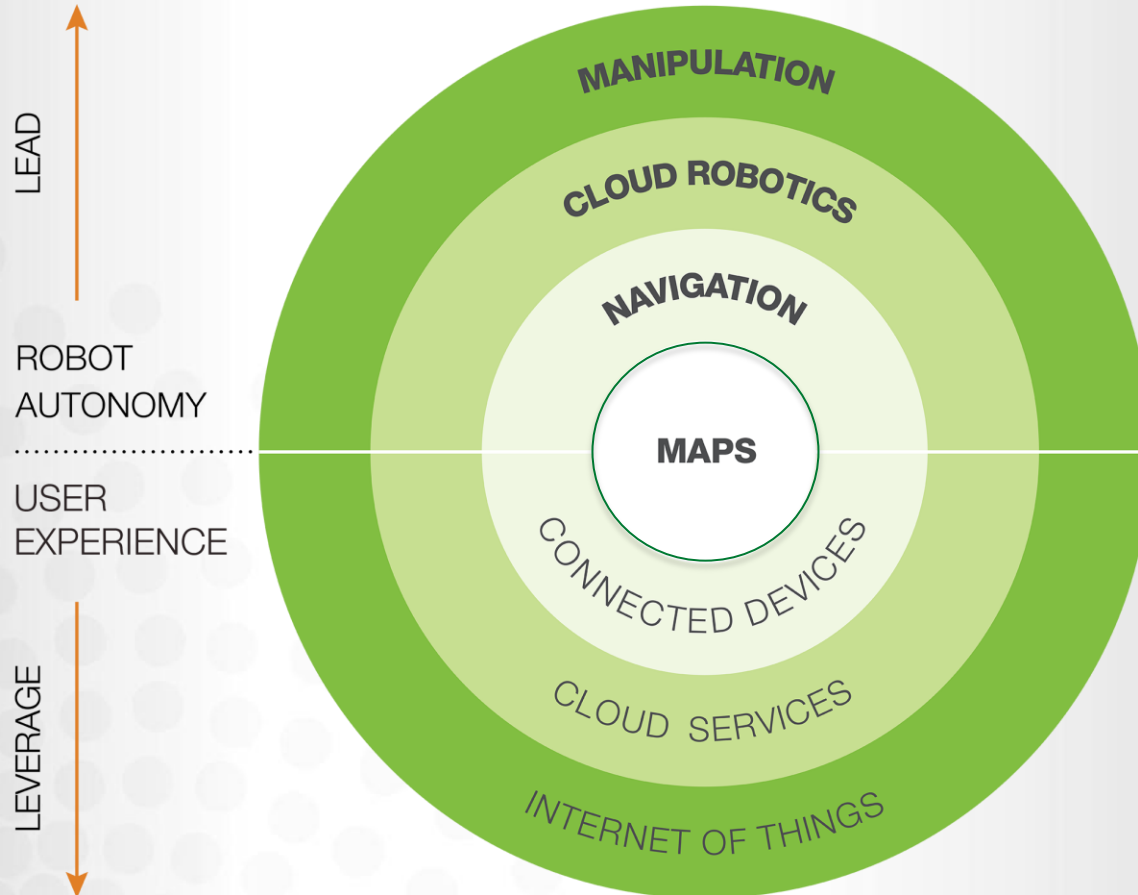


The Emerging Robot Industry

New capabilities unlock new opportunities to cross the relevancy threshold

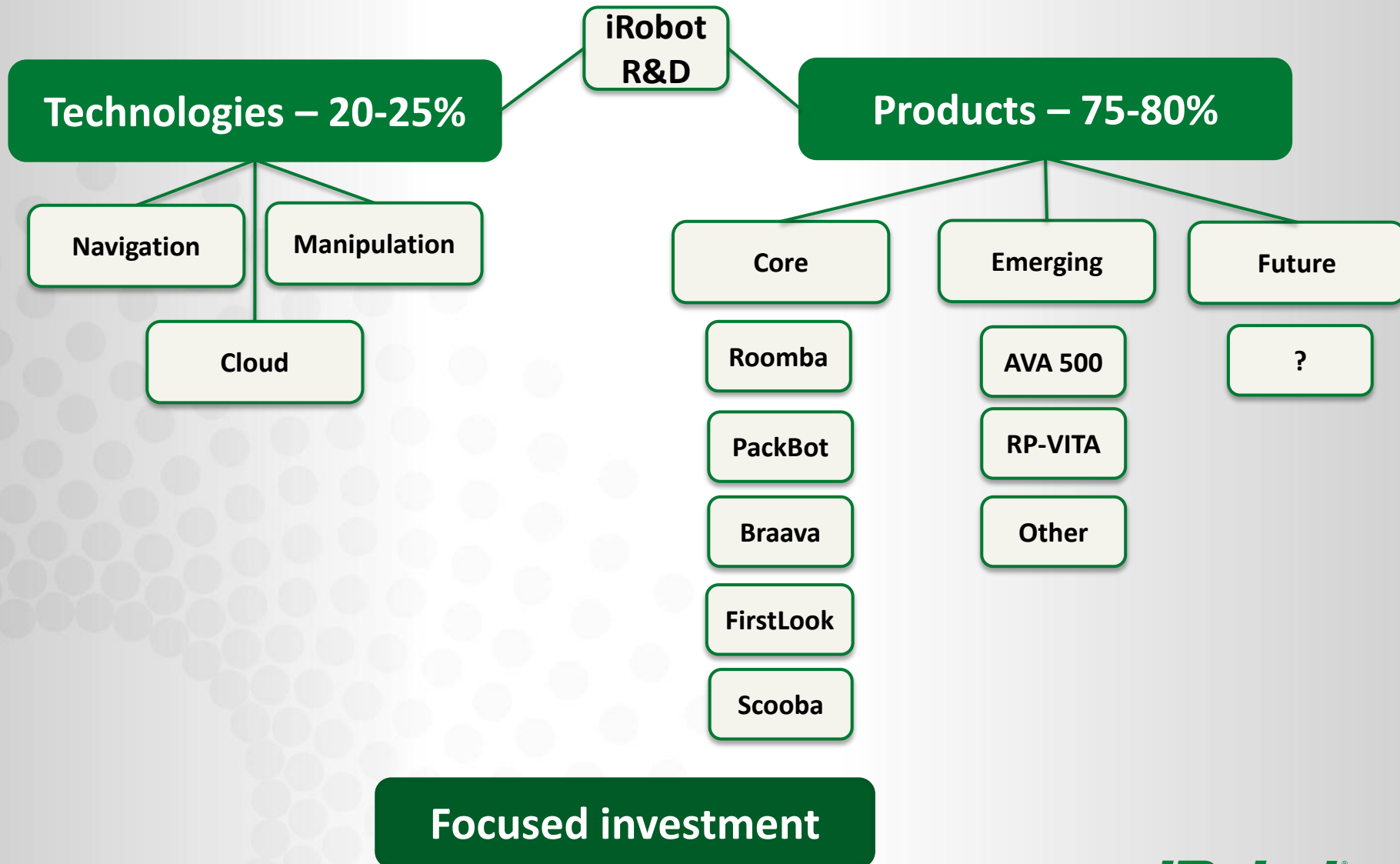


Technology Strategy



Navigation – Near term focus

Internal R&D Prioritization Framework



Patent Portfolio — Roomba

98 U.S. Patents*

Covering Roomba Technology



188 International Patents*

Covering Roomba Technology

Tier 1	 	58
Tier 2	   	61
Tier 3	   	29
Tier 4	       	28

* As of May 2014

Company-wide: 330 US and 352 International Patents



Home Robot Products

iRobot Roomba®
Vacuum Cleaning Robots



iRobot Scooba®
Floor Scrubbing Robots



iRobot Braava™
Floor Mopping Robots



iRobot Mirra™
Pool Cleaning Robots



iRobot Looj®
Gutter Cleaning Robots



Flagship product
Driving iRobot revenue growth
iRobot Roomba® 880 Vacuum Cleaning Robot

More Than 13 Million Home Robots Sold Since 2002
Currently Sold in More Than 50 Countries

iRobot®

iRobot Roomba 880

Revolutionary AeroForce™ Extractors

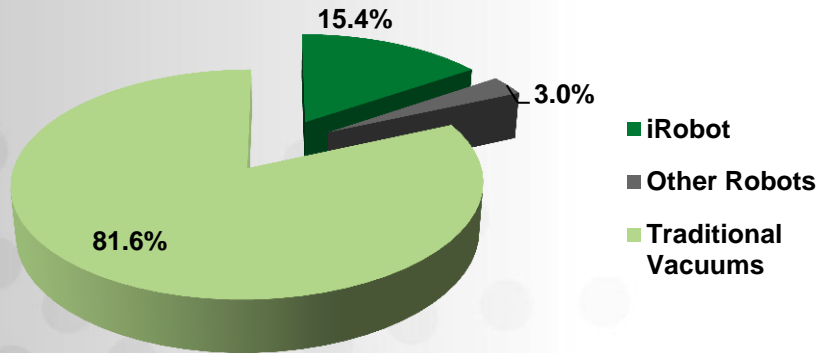


New Features:

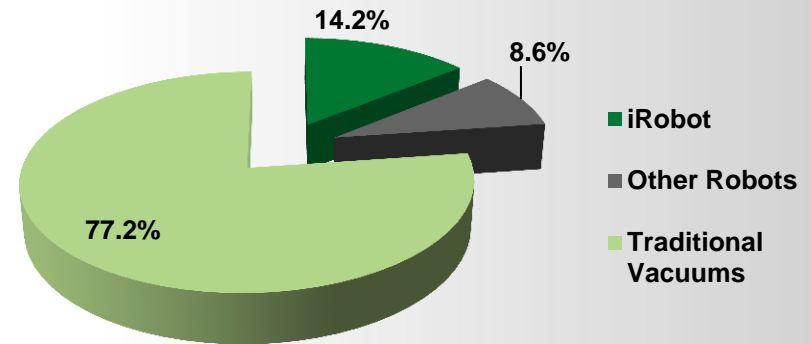
- **Removes up to 50 percent more** dirt, dust, hair and debris.
- **Virtually maintenance free** – AeroForce Extractors eliminate tangled hair.
- **5x more powerful vacuum** than previous Roomba models.
- **Holds 60 percent more dirt** in the high capacity bin.
- **Delivers double the cleaning cycles** over the life of the robot, with the new XLife battery.

Huge Addressable Markets

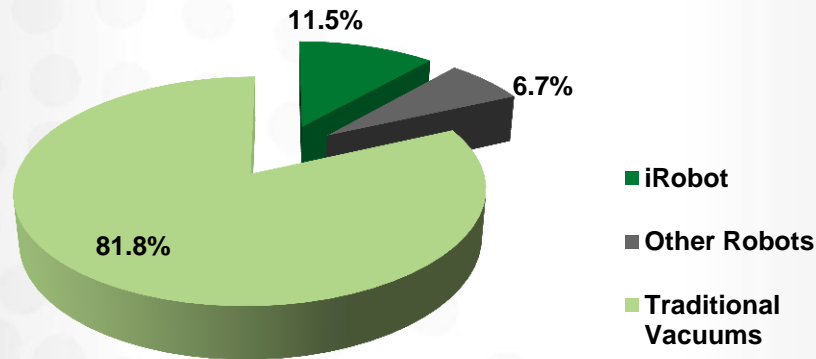
North America - \$2.3 billion



EMEA - \$2.7 billion



APAC - \$2.3 billion



\$7.2 billion annual market opportunity

Source: Vacuum Cleaners >\$200 USD, 2014 retail prices (based on NPD, GfK, Euromonitor, iRobot internal data)

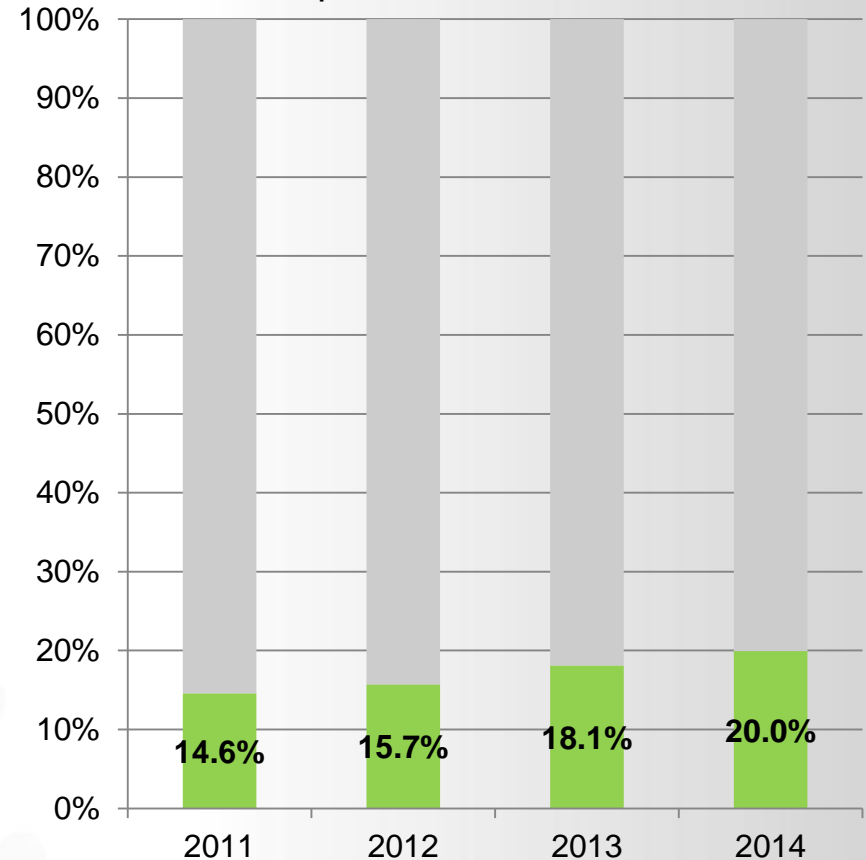
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Robotic Vacuum Market

Robotic Vacuum \$ Spent



Robotic Vacuum \$ as % of total \$ Vacuum Market



Strong growth continues in robotic vacuum cleaning market

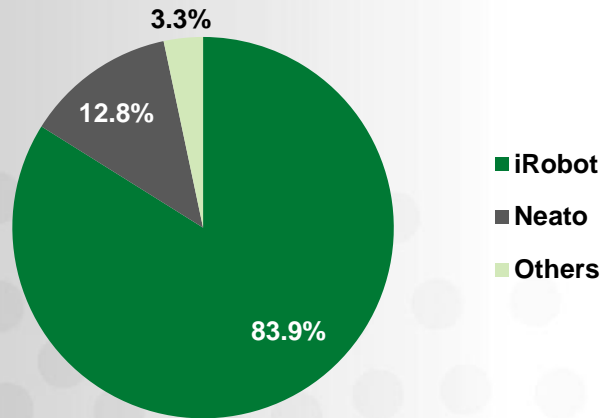
Source: *GfK, NPD, Euromonitor, iRobot data – 2014

**Vacuum cleaners >\$200/robotic vacuum revenues

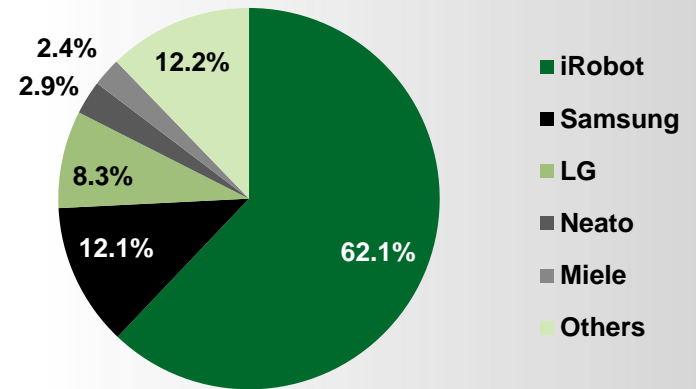
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Robotic Vacuum Global Retail \$ Market Share

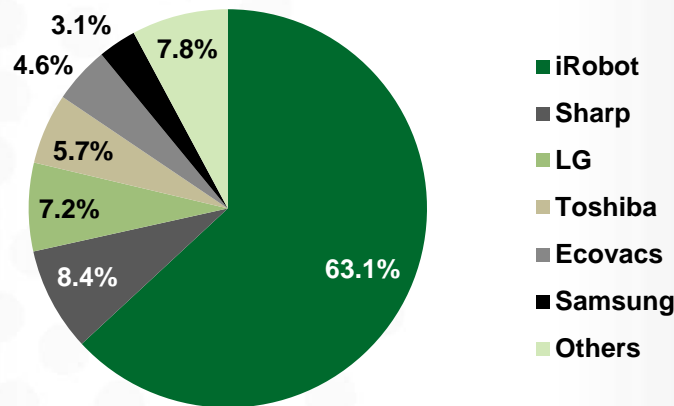
North America



EMEA



APAC



Source: 2014 NPD, GfK, Euromonitor, iRobot internal data, Robotic Vacuum Cleaners >\$200 retail prices



Defense & Security Products

110 FirstLook



*Compact, Rugged,
Throwable*

510 PackBot



Ultimate Modularity

310 SUGV



*Fully Capable and
Backpack-Portable*

710 Kobra



*Next Generation
Force-Multiplier*

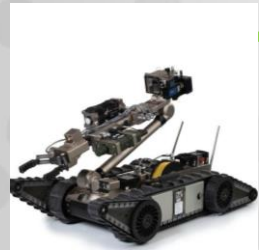
Defense & Security

Near Term Growth Drivers

- DoD Upgrades – New Capabilities
- International Sales

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D & S – A Worldwide Market



Expanding markets and opportunities worldwide

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Remote Presence Markets

Navigate & Interact In Complex Real World Environments



Video Collaboration
Ava 500



Telemedicine
RP-VITA

Investing to improve scalability of solution

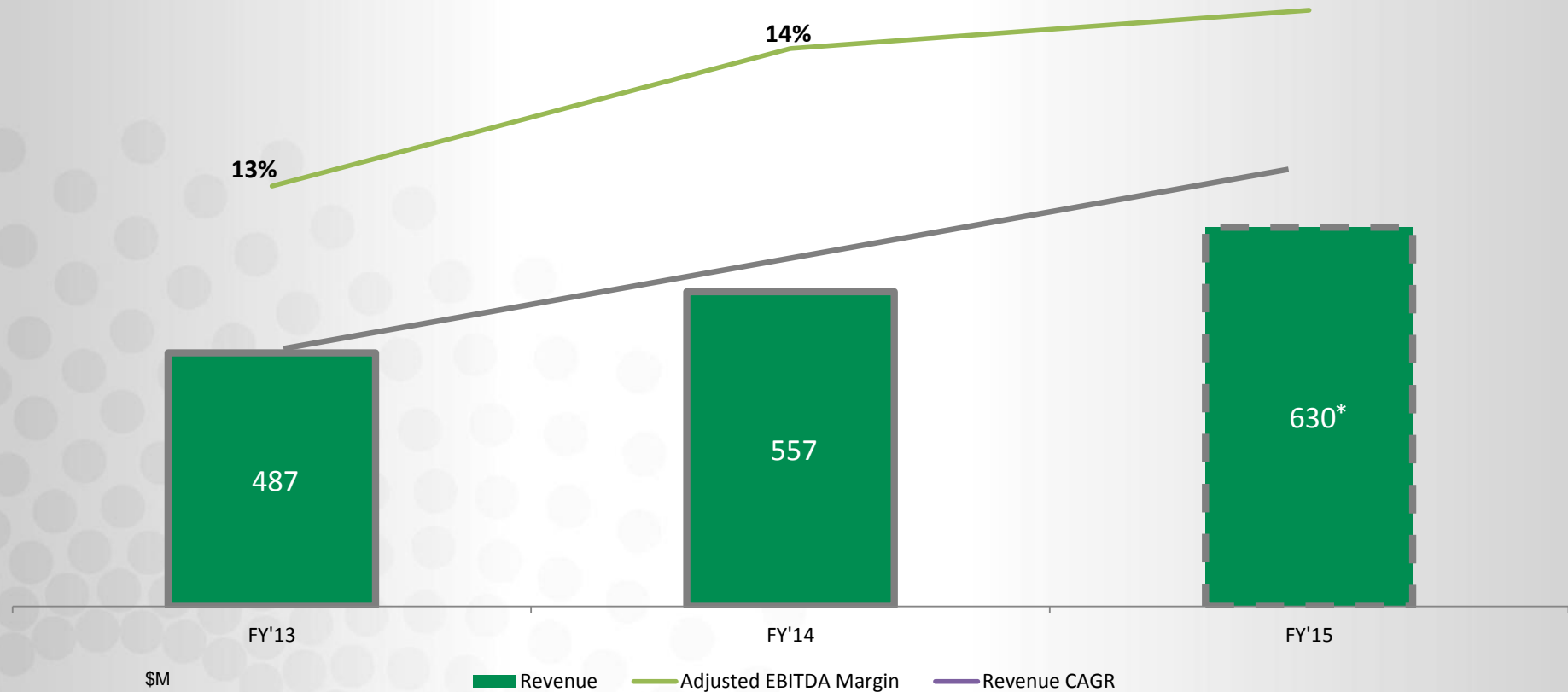
2015 Expectations

\$M (except EPS)	FY'15*	Q3'15*
Revenue	625 - 635	143 - 146
YoY Growth %	12 - 14%	0 - 2%
EPS\$	\$1.25 - \$1.35	\$0.20 - \$0.24
EBITDA	85 - 90	17 - 19

Q2 2015 exceeded expectations

*Expectations provided July 21, 2015

Financial Progression



Note: 3yr Financial Targets provided in 2013 – Mid to High Teen Revenue CAGR and High Teen Adjusted EBITDA Margin

Driving Shareholder Value

* Midpoint of expectations provided on July 21, 2015

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Capital Allocation Priorities

- **Build cash through strong OCF**
- **Evaluation of investment/acquisition opportunities**
- **Opportunistically purchase stock under expanded share repurchase program**

Cash generation to support further Robot industry investments

Investment Thesis

- **Home Robots will drive iRobot growth and profitability for the next couple of years**
- **Addressable markets are large and growing**
- **Strong balance sheet allows for acquisitions and stock repurchase**
- **iRobot's foundational technologies enable sustainable competitive advantage**
- **Commitment to generating profitable growth and building shareholder value**