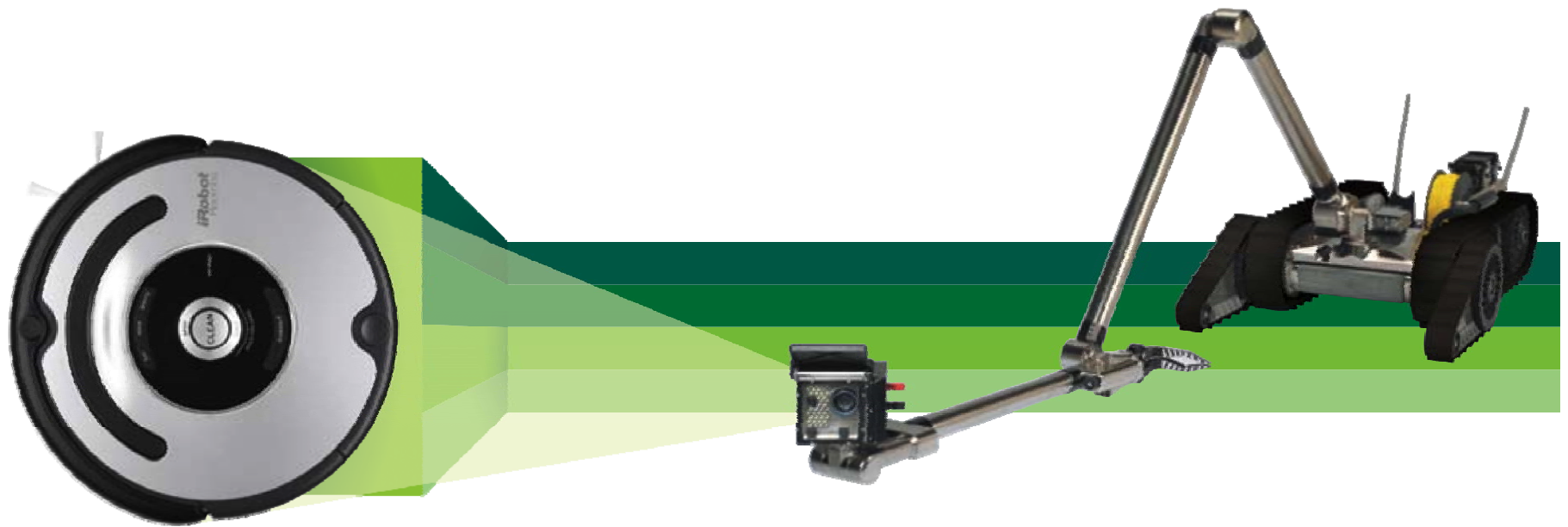




*Robots that make a difference*

# FBR Capital Markets 2009 Fall Investor Conference

December 2, 2009



# 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](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 operates in two nascent markets

## Home Robots

Roomba



Scooba



## Military Robots

PackBot



SUGV



Seaglider



Revenue of \$308M in 2008

# iRobot has passionate customers

## More than 4 Million Home Robots Sold

*"Best thing I have ever bought. Works great and saves me a lot of time."*

*"Love it—I have it working every day. Now my dark carpet always looks clean."*



## More than 2,700 PackBot® Robots Delivered

*"You have saved lives today!"*

*"When a robot dies you don't have to write a letter to its mother."*

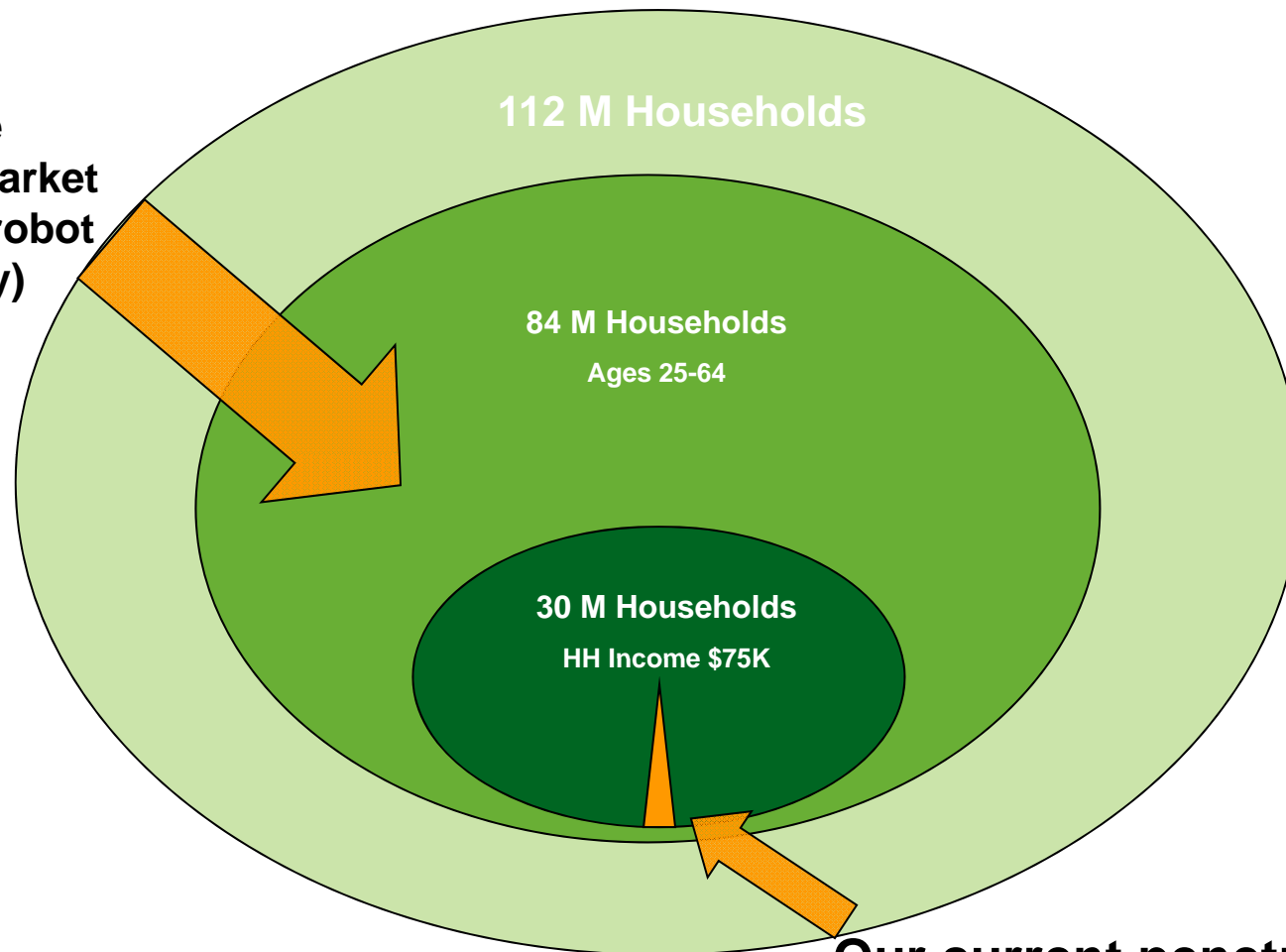


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**iRobot®**

December 2, 2009

# Home Robot Domestic Market Opportunity

Floor care  
addressable market  
size (multiple robot  
opportunity)



Our current penetration



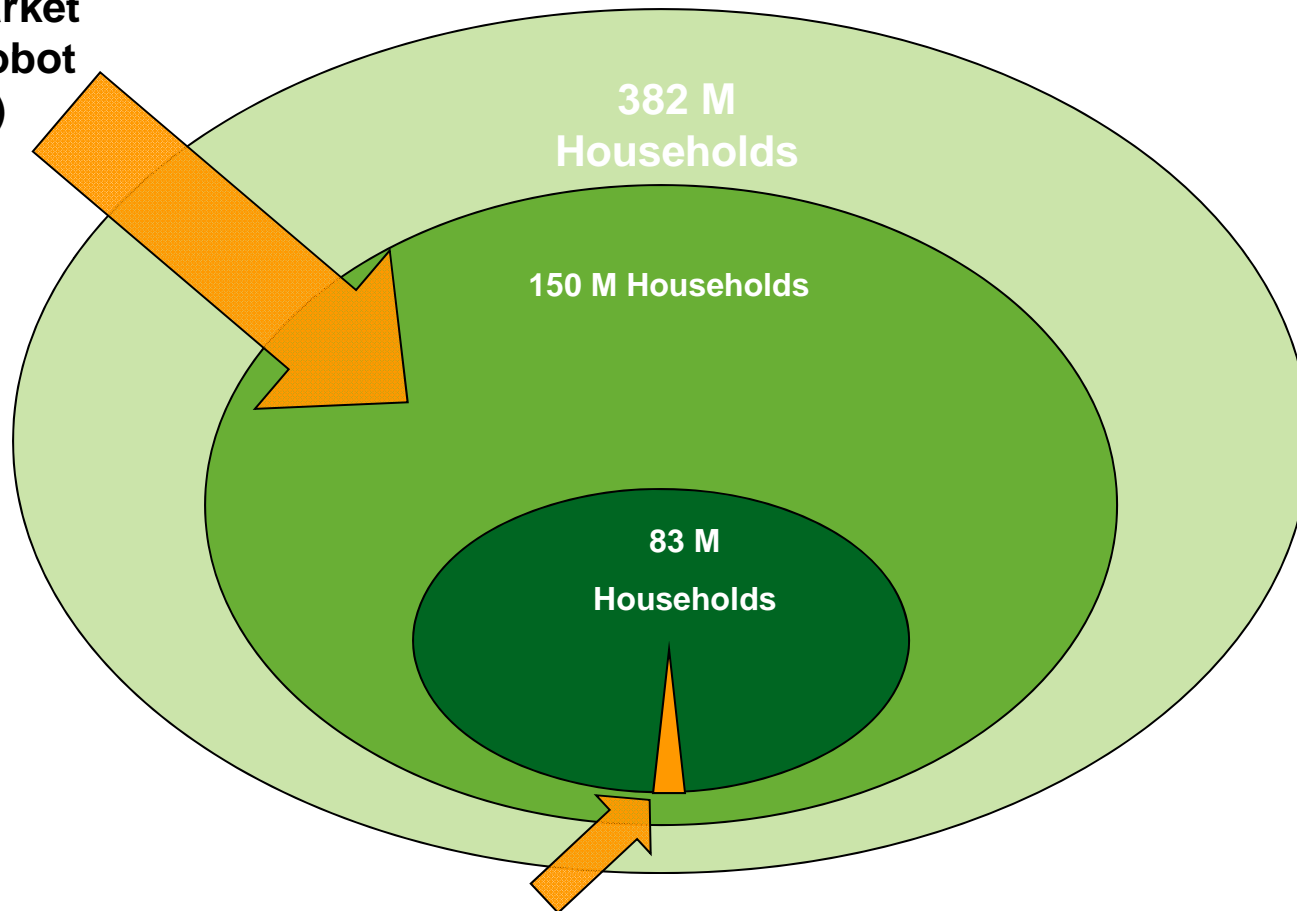
US Census 2006

<sup>5</sup>  
**iRobot**

December 2, 2009

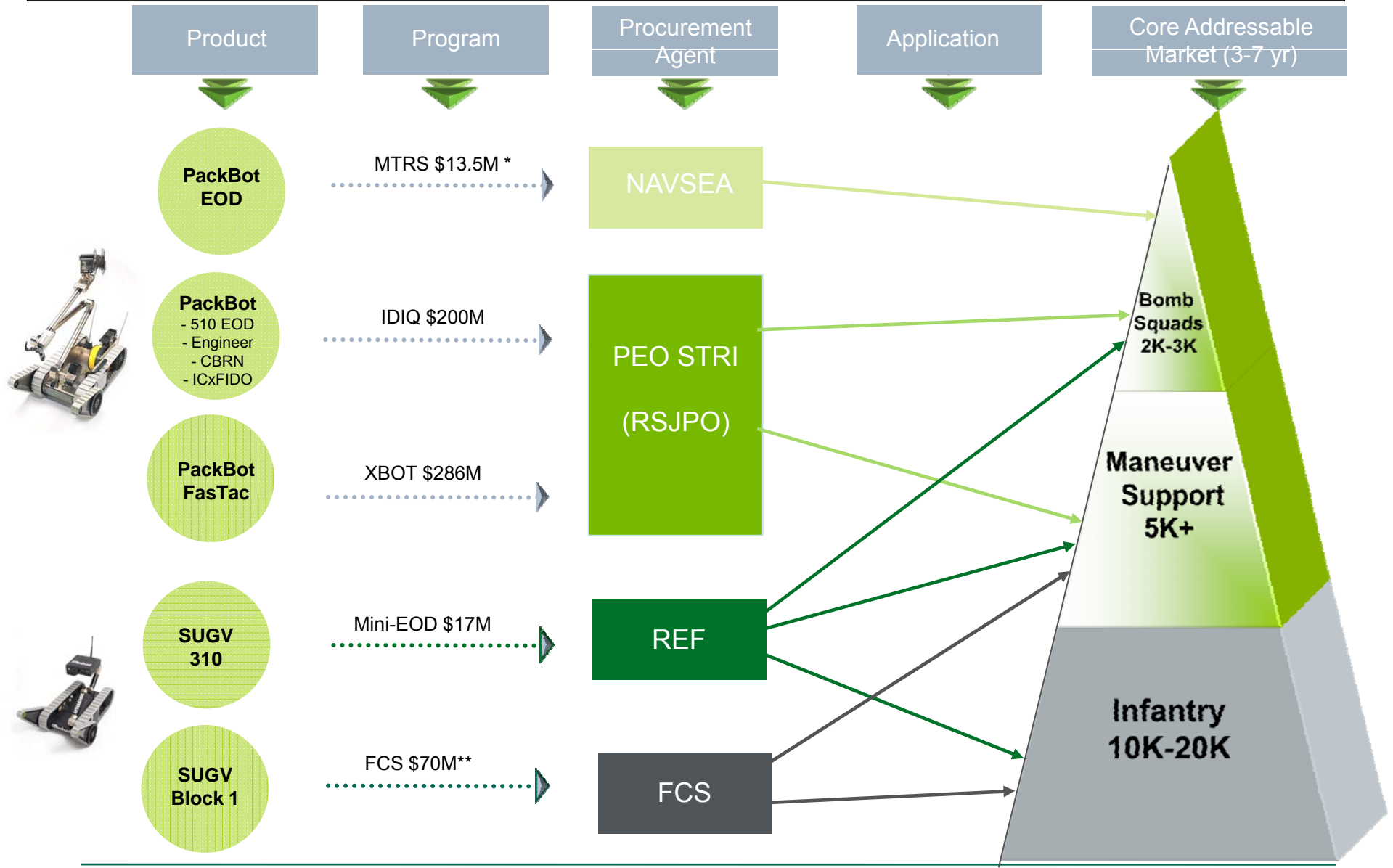
# Home Robot International Market Opportunity

Floor care  
addressable market  
size (multiple robot  
opportunity)



Our current penetration

# Market Opportunity

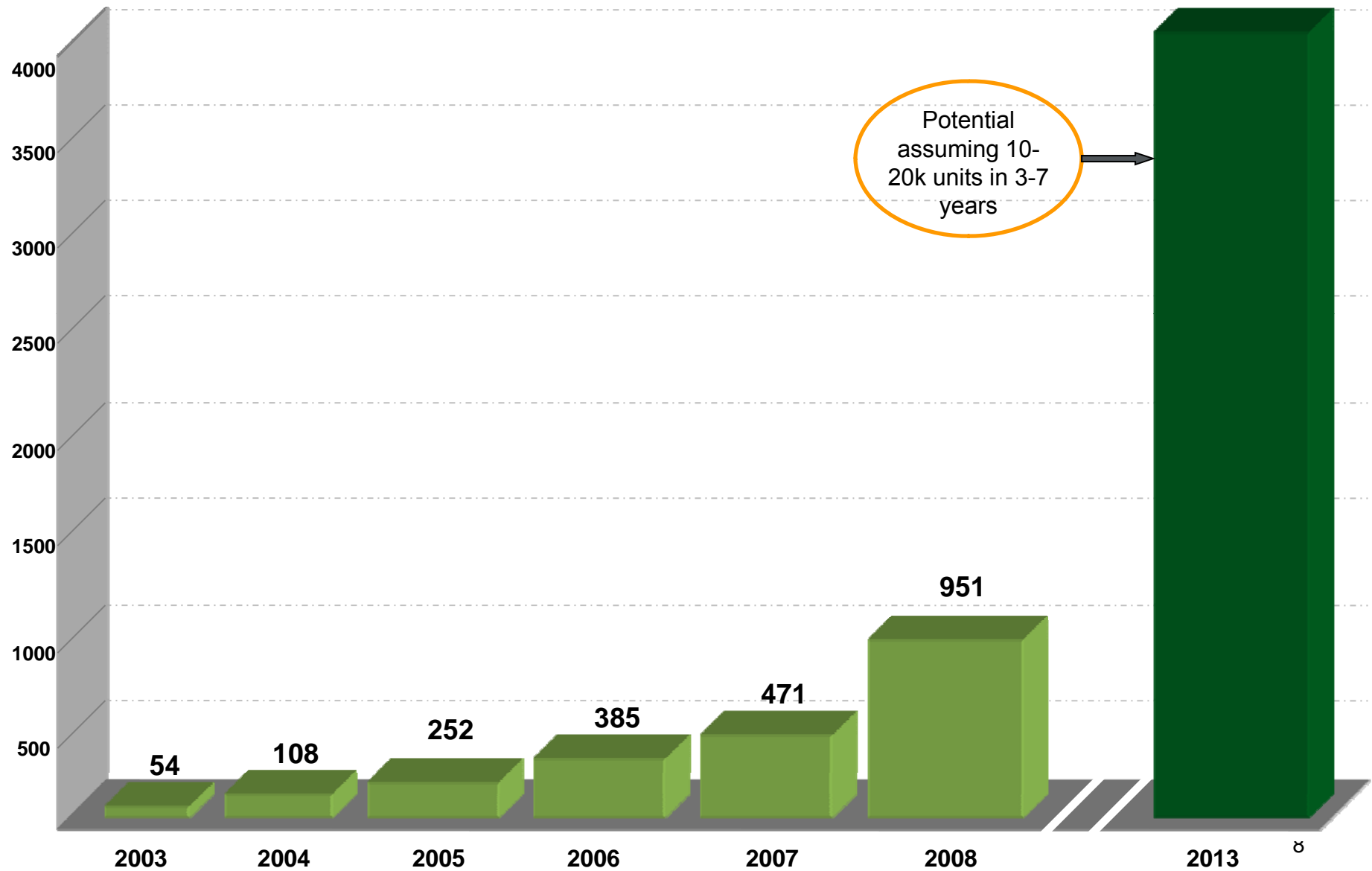


\* Bridge contract – negotiating follow-on

\*\* Development contract
























# G&I Robots Shipped





# iRobot G&I Product Roadmap

	2008	2009	Future
PackBot	 EOD  FIDO  FasTac  Scout/Explorer           +	 Engineer  Chem-Bio  Sand Dog  Enhanced FasTac  EZK-9  Negotiator           +	 <p>PackBot variants, e.g.,:</p> <ul style="list-style-type: none"> <li>• Counter Sniper / Redowl</li> <li>• Counter-Mine</li> <li>• Non-Lethal capabilities</li> </ul>
SUGV	 Prototype	 SUGV 310  FCS SUGV           +	 <p>SUGV variants, e.g., CBRN</p>
Warrior	 Platform	 EOD / Clearance           +	 <p>Future variants</p>
Maritime		 Seaglider           +	 Ranger  USVs
# of Main Products	6	15	Many

# Strong YTD Performance

- Driving operating cash flow and EBITDA
  - OCF – YTD 09 improved by \$25 million over YTD 08
  - EBITDA – YTD 09 improved by \$9 million over YTD 08
- Continuing to invest in our future

Improved results while investing to build brand and preserve market leadership position

## YTD results

	<u>YTD-09</u>	<u>YTD-08</u>	<u>B/(W)</u>
Revenue(M)	\$196.9	\$216.9	(\$20.0)
Gross Margin	28.9%	28.0%	.9 pts
Operating Expenses(M)	\$60.0	\$70.8	\$10.8
EPS	(\$0.07)	(\$0.19)	\$0.12
EBITDA (M)	\$8.2	(\$0.7)	\$8.9

Outperformed expectations across all measures through Q3

# Key Metrics

\$M	Q3 09	Q3 08
EBITDA	8.4	9.5
Inventory	25	43
Operating Cash Flow	12.7	(0.5)
Cash	63	27

Executing on key levers of valuation

## 2009 Outlook - Increased full year guidance\*

	<u>2009</u>	<u>2008</u>
Revenue(M)	\$295-305	\$308
Earnings per share	\$0.02-\$0.06*	\$0.03
EBITDA (M)	\$15-18*	\$13

- Continued international demand in home robots; recession-driven weakness in US
- G&I – 100% revenue visibility on full year

\*October 22, 2009

# Long-term goals

- Attainable goals - timing is dependent upon economic conditions and DOD budgeting
  - Revenue – high-teens CAGR
  - EBITDA – mid-teens margin %
  - OCF – low-teens % of revenue
- We are focused on building a company that creates sustainable shareholder value – while changing the world