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**SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**  
**Pursuant to Section 13 or 15(d) of**  
**the Securities Exchange Act of 1934**

**Date of report (Date of earliest event reported): April 23, 2013**

**iROBOT CORPORATION**

(Exact Name of Registrant as Specified in its Charter)

**Delaware**

(State or other jurisdiction of  
incorporation or organization)

**000-51598**

(Commission File Number)

**77-0259 335**

(I.R.S. Employer  
Identification No.)

**8 Crosby Drive, Bedford, MA**

(Address of principal executive offices)

**01730**

(Zip Code)

**Registrant's telephone number, including area code: (781) 430-3000**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 2.02 Results of Operations and Financial Condition.**

On April 23, 2013, iRobot Corporation (the "Company") announced its financial results for the fiscal quarter ended March 30, 2013. A copy of the press release is being furnished as Exhibit 99.1 to this Report on Form 8-K.

The information in this Item 2.02 and Exhibit 99.1 attached hereto is intended to be furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (the "Exchange Act") or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as expressly set forth by specific reference in such filing.

**Item 7.01 Regulation FD Disclosure.**

In fiscal 2012, the Company initiated a reorganization that resulted in, among other things, the centralization of all of the Company's engineering and operations activities. This reorganization was completed at the beginning of fiscal 2013. In conjunction with this reorganization, the Company reviewed the financial statement classification of its costs and expenses. As a result of this review, the Company decided to classify certain expenses differently than had been classified and presented in prior periods to provide a more clear understanding of the Company's financial performance. As part of this review, the Company also evaluated the impact of the reorganization on its segment reporting and determined that certain modifications were necessary to present the segment information as now viewed by the Company's chief operating decision maker. Although the classification of certain expenses on the income statement has changed in fiscal 2013 as compared to prior periods, the Company recast the financial results of prior periods in a manner consistent with the fiscal 2013 presentation for comparability purposes. Unaudited consolidated statements of income and segment information for the four quarters of fiscal 2012 and full fiscal years 2012, 2011, 2010 and 2009, which were prepared in accordance with the fiscal 2013 presentation, are furnished as Exhibit 99.2 to this Report on Form 8-K. This reclassification of costs and expenses did not impact previously reported net income or earnings per share as the changes only impacted the categorization of costs within the consolidated statements of income for the periods in question. Consequently, the classification changes did not impact previously presented consolidated balance sheets, statements of cash flow or statements of stockholders' equity.

The information in this Item 7.01 and Exhibit 99.2 attached hereto is intended to be furnished and shall not be deemed "filed" for purposes of Section 18 of the Exchange Act or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as expressly set forth by specific reference in such filing.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits:

99.1 Press Release issued by the registrant on April 23, 2013, furnished herewith.

99.2 Unaudited consolidated statements of income and segment information for the four quarters of fiscal 2012 and full fiscal years 2012, 2011, 2010 and 2009, furnished herewith.

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

April 23, 2013

iRobot Corporation

By: /s/ Glen D. Weinstein  
Name: Glen D. Weinstein  
Title: Chief Legal Officer and Secretary

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## EXHIBIT INDEX

Exhibit Number	Description
99.1	Press Release issued by the registrant on April 23, 2013, furnished herewith.
99.2	Unaudited consolidated statements of income and segment information for the four quarters of fiscal 2012 and full fiscal years 2012, 2011, 2010 and 2009, furnished herewith.

**Contacts:**

Elise Caffrey  
Investor Relations  
iRobot Corp.  
(781) 430-3003  
ecaffrey@irobot.com

Matthew Lloyd  
Media Relations  
iRobot Corp.  
(781) 430-3720  
mlloyd@irobot.com

**iRobot Reports First-Quarter Financial Results**

*Exceeds Expectations; Increases Full-Year Outlook*

**BEDFORD, Mass., Apr. 23, 2013** – iRobot Corp. (NASDAQ: IRBT), a leader in delivering robotic technology-based solutions, today announced its financial results for the first quarter ended March 30, 2013.

“We kicked off 2013 with an outstanding quarter. The results and outlook for our Home Robot business are excellent. We are very excited to have begun shipping our RP-VITA telemedicine robot in Q1 and our Defense & Security business delivered solid results,” said Colin Angle, chairman and chief executive officer of iRobot.

“Based on our view of the rest of the year, we are increasing our full-year financial expectations for both revenue and profit. The revenue increase is being driven by better than anticipated Home Robot demand in the United States. Improvements in gross margin due to favorable product mix, successful integration of Evolution Robotics (ER) and tighter operating expense control will each contribute to increased profitability and enable us to deliver on our commitment to profitable growth.”

- Revenue for the first quarter of 2013 was \$106.2 million, compared with \$97.8 million for the same quarter one year ago.
- Net income in the first quarter of 2013 was \$8.4 million, compared with net income of \$0.7 million in the first quarter of 2012.
- Quarterly earnings per share were \$0.29, compared with earnings per share of \$0.02 in the first quarter last year. Q1 EPS this year includes a \$0.08 benefit from investment tax credits.
- Adjusted EBITDA for the first quarter of 2013 was \$15.2 million, compared with \$6.1 million in the first quarter of 2012.

**Business Highlights**

- Domestic Home Robot revenue growth of 44 percent drove a 14 percent year-over-year increase in quarterly Home Robot revenue. International Home Robot revenue of \$61.3 million comprised 66 percent of total Home Robot Q1 2013 revenue.
- We launched Braava™, our iRobot-branded version of the Mint® robot to select European distributors.
- Due to the timing of Defense Department orders for spares, service and training (PLR) to support the fleet of 5,000 iRobot unmanned ground vehicles, D&S Q1 revenue was higher than anticipated. In addition, the government announced a \$14.4 million order for First Look robots during the quarter which gives us confidence in achieving our full year expectations.
- We began shipping the RP-VITA to InTouch Health during the quarter. Roughly one dozen of the robots are currently in use in hospitals.

## Financial Expectations

Management provides the following expectations with respect to the second quarter ending June 29, 2013 and fiscal year ending December 28, 2013.

### Q2 2013:

Revenue	\$128 - \$133 million
Earnings Per Share	\$0.15 - \$0.20
Adjusted EBITDA	\$13 - \$16 million

### Fiscal Year 2013:

	<u>Current</u>	<u>Prior</u>
Revenue	\$485 - \$495 million	\$480 - \$490 million
Earnings Per Share	\$0.80 - \$1.00	\$0.57 - \$0.72
Adjusted EBITDA	\$55 - \$61 million	\$46 - \$52 million

### Full-Year 2013 BU Revenue:

	<u>Current</u>	<u>Prior</u>
Home Robots	\$435 - \$440 million	\$430 - \$435 million
Defense & Security Robots	\$45 - \$55 million	\$45 - \$55 million

## First-Quarter Conference Call

iRobot will host a conference call tomorrow at 8:30 a.m. ET to discuss its financial results for the first fiscal quarter 2013, business outlook, and outlook for second quarter and fiscal year 2013 financial performance. Pertinent details include:

Date:	Wednesday, April 24, 2013
Time:	8:30 a.m. ET
Call-In Number:	847-619-6818
Passcode:	34160563

A live, audio broadcast of the conference call will also be available at <http://investor.irobot.com/phoenix.zhtml?c=193096&p=irol-eventDetails&EventId=4897482>. An archived version of the broadcast will be available on the same website shortly after the conclusion of the live event. A replay of the telephone conference call will be available through May 1, and can be accessed by dialing 630-652-3000, passcode 34160563#.

## About iRobot Corp.

iRobot designs and builds robots that make a difference. The Company's home robots help people find smarter ways to clean, and its defense & security robots protect those in harm's way. iRobot's consumer and military robots feature iRobot Aware® robot intelligence systems, proprietary technology incorporating advanced concepts in navigation, mobility, manipulation and artificial intelligence. For more information about iRobot, please visit [www.irobot.com](http://www.irobot.com).

**For iRobot Investors**

Certain statements made in this press release 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. This press release contains express or implied forward-looking statements relating to, among other things, iRobot Corp.'s expectations regarding future financial performance, operating performance and growth, demand for our robots, anticipated growth of our Home Robots business, anticipated improvement in gross margin due to product mix, anticipated levels of operating expenses, anticipated revenue, earnings per share and Adjusted EBITDA for fiscal year 2013 and the second quarter ending June 29, 2013, and anticipated business unit revenue for the fiscal year 2013. 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. In particular, the risks and uncertainties include, among other things: our ability to operate in an emerging market, the financial strength of our customers and retailers, general economic conditions, market acceptance of our products, our dependence on the U.S. federal government and government contracts, the timing of government contracts and orders, changes in government policies or spending priorities, and competition. Existing and prospective investors are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. iRobot Corp. undertakes no obligation to update or revise the information contained in this press release, whether as a result of new information, future events or circumstances or otherwise. For additional disclosure regarding these and other risks faced by iRobot Corp., see the disclosure contained in our public filings with the Securities and Exchange Commission.

This press release includes Adjusted EBITDA, which is a non-GAAP financial measure as defined by SEC Regulation G. We define Adjusted EBITDA as earnings before interest, taxes, depreciation and amortization, merger and acquisition expenses, net intellectual property litigation expenses, restructuring expenses, and non-cash stock compensation. A reconciliation between net income (loss) and Adjusted EBITDA is provided in the financial tables at the end of this press release.

iRobot Corporation  
Consolidated Statement of Income  
(in thousands, except per share amounts)  
(unaudited)

	For the three months ended	
	March 30, 2013	March 31, 2012
<b>Revenue</b>		
Product revenue	\$ 101,405	\$ 91,742
Contract revenue	4,790	6,065
Total	106,195	97,807
<b>Cost of Revenue</b>		
Product revenue	57,815	56,297
Contract revenue	1,853	3,936
Total	59,668	60,233
<b>Gross Margin</b>	46,527	37,574
<b>Operating Expense</b>		
Research & development	14,408	13,522
Selling & marketing	10,697	12,333
General & administrative	12,458	11,042
Total	37,563	36,897
<b>Operating income</b>	8,964	677
Other income (expense), net	(96)	220
<b>Income before income taxes</b>	8,868	897
Income tax expense	513	244
<b>Net income</b>	<u>\$ 8,355</u>	<u>\$ 653</u>
<b>Net income per common share:</b>		
Basic	\$ 0.30	\$ 0.02
Diluted	\$ 0.29	\$ 0.02
<b>Shares used in per common share calculations:</b>		
Basic	27,930	27,352
Diluted	28,558	28,283
<b>Stock-based compensation included in above figures:</b>		
Cost of product revenue	\$ 118	\$ 214
Cost of contract revenue	—	—
Research & development	501	454
Selling & marketing	366	237
General & administrative	1,944	1,608
Total	<u>\$ 2,929</u>	<u>\$ 2,513</u>

iRobot Corporation  
Condensed Consolidated Balance Sheet  
(unaudited, in thousands)

	March 30, 2013	December 29, 2012
<b>Assets</b>		
Cash and equivalents	\$ 123,576	\$ 126,770
Short term investments	13,869	12,430
Accounts receivable, net	27,280	29,413
Unbilled revenues	2,252	1,196
Inventory	32,160	36,965
Deferred tax assets	19,340	19,266
Other current assets	9,811	8,853
<b>Total current assets</b>	<b>228,288</b>	<b>234,893</b>
Property, plant and equipment, net	23,629	24,953
Deferred tax assets	8,623	8,792
Goodwill	48,951	48,951
Intangible assets, net	27,259	28,224
Other assets	10,501	8,500
<b>Total assets</b>	<b>\$ 347,251</b>	<b>\$ 354,313</b>
<b>Liabilities and stockholders' equity</b>		
Accounts payable	\$ 29,804	\$ 42,515
Accrued expenses	13,977	13,642
Accrued compensation	6,997	11,864
Deferred revenue and customer advances	3,629	6,257
<b>Total current liabilities</b>	<b>54,407</b>	<b>74,278</b>
<b>Long term liabilities</b>	<b>5,033</b>	<b>4,218</b>
Stockholders' equity	287,811	275,817
<b>Total liabilities and stockholders' equity</b>	<b>\$ 347,251</b>	<b>\$ 354,313</b>

iRobot Corporation  
Consolidated Statement of Cash Flows  
(unaudited, in thousands)

	For the three months ended	
	March 30, 2013	March 31, 2012
<b>Cash flows from operating activities:</b>		
Net income	\$ 8,355	\$ 653
<b>Adjustments to reconcile net income to net cash provided by operating activities:</b>		
Depreciation and amortization	3,284	2,602
Loss on disposal of property and equipment	182	69
Stock-based compensation	2,929	2,513
Deferred income taxes, net	(449)	(6,694)
Tax benefit of excess stock based compensation deductions	(43)	(705)
Non-cash director deferred compensation	11	22
<b>Changes in operating assets and liabilities — (use) source</b>		
Accounts receivable	2,133	13,431
Unbilled revenue	(1,056)	1,122
Inventory	4,805	(592)
Other assets	(983)	2,832
Accounts payable	(12,711)	(4,104)
Accrued expenses	379	2,003
Accrued compensation	(4,867)	(10,149)
Deferred revenue and customer advances	(2,628)	895
Change in long term liabilities	815	(66)
Net cash provided by operating activities	<u>156</u>	<u>3,832</u>
<b>Cash flows from investing activities:</b>		
Purchase of property and equipment	(1,077)	(1,643)
Change in other assets	(2,000)	(6,000)
Purchases of investments	(2,547)	—
Sales of investments	1,000	2,500
Net cash used in investing activities	<u>(4,624)</u>	<u>(5,143)</u>
<b>Cash flows from financing activities:</b>		
Proceeds from stock option exercises	1,744	1,323
Income tax withholding payment associated with restricted stock vesting	(513)	(227)
Tax benefit of excess stock based compensation deductions	43	705
Net cash provided by financing activities	<u>1,274</u>	<u>1,801</u>
Net increase (decrease) in cash and cash equivalents	(3,194)	490
Cash and cash equivalents, at beginning of period	126,770	166,308
Cash and cash equivalents, at end of period	<u>\$ 123,576</u>	<u>\$ 166,798</u>

iRobot Corporation  
Supplemental Information  
(unaudited)

	For the three months ended	
	March 30, 2013	March 31, 2012
<b>Revenue: *</b>		
Home Robots	\$ 92,699	\$ 81,583
Domestic	\$ 31,391	\$ 21,815
International	\$ 61,308	\$ 59,768
<b>Defense &amp; Security</b>		
Domestic	\$ 9,134	\$ 10,115
International	\$ 1,966	\$ 4,047
Product	\$ 8,035	\$ 9,004
Contract	\$ 3,065	\$ 5,158
Product Life Cycle	\$ 6,131	\$ 4,584
<b>Gross Margin Percent:</b>		
Home Robots	48.2%	47.0%
Defense & Security	47.5%	37.9%
Total Company	43.8%	38.4%
<b>Units shipped:</b>		
Home Robots *	421	392
Defense & Security	16	132
<b>Average gross selling prices for robot units:</b>		
Home Robots	\$ 230	\$ 214
Defense & Security *	\$ 119	\$ 33
Defense & Security Funded Product Backlog *	\$ 30,110	\$ 6,000
Days sales outstanding	25	29
Days in inventory	51	50
Headcount	531	620

\* in thousands

iRobot Corporation  
Adjusted EBITDA Reconciliation to GAAP  
(unaudited, in thousands)

	For the three months ended	
	March 30, 2013	March 31, 2012
Net income	\$ 8,355	\$ 653
Interest income, net	(164)	(262)
Income tax expense	513	244
Depreciation	2,219	2,394
Amortization	1,065	208
EBITDA	11,988	3,237
Stock-based compensation expense	2,929	2,513
Merger and acquisition expense	280	12
Net intellectual property litigation expense	33	37
Restructuring expense	—	278
Adjusted EBITDA	<u>\$ 15,230</u>	<u>\$ 6,077</u>

Use of Non-GAAP Financial Measures

In evaluating its business, iRobot considers and uses Adjusted EBITDA as a supplemental measure of its operating performance. The Company defines Adjusted EBITDA as earnings before interest, taxes, depreciation and amortization, merger and acquisition expenses, net intellectual property litigation expenses, restructuring expenses and non-cash stock compensation. The Company also presents Adjusted EBITDA because it believes it is frequently used by securities analysts, investors and other interested parties as a measure of financial performance.

The term Adjusted EBITDA is not defined under U.S. generally accepted accounting principles, or U.S. GAAP, and is not a measure of operating income, operating performance or liquidity presented in accordance with U.S. GAAP. Adjusted EBITDA has limitations as an analytical tool, and when assessing the Company's operating performance, investors should not consider Adjusted EBITDA in isolation, or as a substitute for net income (loss) or other consolidated income statement data prepared in accordance with U.S. GAAP. Among other things, Adjusted EBITDA does not reflect the Company's actual cash expenditures. Other companies may calculate similar measures differently than iRobot, limiting their usefulness as comparative tools. iRobot compensates for these limitations by relying primarily on its GAAP results and using Adjusted EBITDA only supplementally.

iRobot Corporation  
Consolidated Statements of Income  
(in thousands, except per share amounts)  
(unaudited)

	Fiscal Quarter Ended				Fiscal Year Ended
	March 31, 2012	June 30, 2012	September 29, 2012	December 29, 2012	December 29, 2012
<b>Revenue</b>					
Product revenue	\$ 91,742	\$ 107,760	\$ 121,174	\$ 97,874	\$ 418,550
Contract revenue	6,065	3,685	5,124	2,820	17,694
Total	97,807	111,445	126,298	100,694	436,244
<b>Cost of Revenue</b>					
Product revenue	56,297	57,124	65,957	54,969	234,347
Contract revenue	3,936	2,128	2,565	1,653	10,282
Total	60,233	59,252	68,522	56,622	244,629
Gross Margin	37,574	52,193	57,776	44,072	191,615
<b>Operating Expense</b>					
Research and development	13,522	13,559	12,340	14,912	54,333
Selling and marketing	12,333	17,976	11,376	24,727	66,412
General and administrative	11,042	10,022	11,326	13,308	45,698
Total	36,897	41,557	35,042	52,947	166,443
Operating income (loss)	677	10,636	22,734	(8,875)	25,172
Other income (expense), net	220	60	197	(42)	435
Income (loss) before income taxes	897	10,696	22,931	(8,917)	25,607
Income tax expense (benefit)	244	3,321	7,724	(2,979)	8,310
Net income (loss)	<u>\$ 653</u>	<u>\$ 7,375</u>	<u>\$ 15,207</u>	<u>\$ (5,938)</u>	<u>\$ 17,297</u>
<b>Net income (loss) per common share:</b>					
Basic	\$ 0.02	\$ 0.27	\$ 0.55	\$ (0.21)	\$ 0.63
Diluted	\$ 0.02	\$ 0.26	\$ 0.54	\$ (0.21)	\$ 0.61
<b>Shares used in per common share calculations:</b>					
Basic	27,352	27,522	27,650	27,802	27,577
Diluted	28,283	28,182	28,321	27,802	28,301
<b>Stock-based compensation included in above figures:</b>					
Cost of product revenue	\$ 214	\$ 216	\$ 289	\$ 174	\$ 893
Cost of contract revenue	—	—	—	—	—
Research & development	454	448	365	633	1,900
Selling & marketing	237	179	158	234	808
General & administrative	1,608	2,059	1,796	1,919	7,382
Total	<u>\$ 2,513</u>	<u>\$ 2,902</u>	<u>\$ 2,608</u>	<u>\$ 2,960</u>	<u>\$ 10,983</u>

iRobot Corporation  
Consolidated Statements of Income  
(in thousands, except per share amounts)  
(unaudited)

	Fiscal Year Ended			
	December 29, 2012	December 31, 2011	January 1, 2011	January 2, 2010
<b>Revenue</b>				
Product revenue	\$ 418,550	\$ 426,525	\$ 360,394	\$ 262,199
Contract revenue	17,694	38,975	40,558	36,418
Total	436,244	465,500	400,952	298,617
<b>Cost of Revenue</b>				
Product revenue	234,347	241,503	218,749	175,956
Contract revenue	10,282	21,987	23,396	22,902
Total	244,629	263,490	242,145	198,858
Gross Margin	191,615	202,010	158,807	99,759
<b>Operating Expense</b>				
Research and development	54,333	54,457	45,941	31,186
Selling and marketing	66,412	50,477	42,778	33,026
General and administrative	45,698	43,753	36,618	30,110
Total	166,443	148,687	125,337	94,322
Operating income	25,172	53,323	33,470	5,437
Other income (expense), net	435	218	504	(81)
Income before income taxes	25,607	53,541	33,974	5,356
Income tax expense	8,310	13,350	8,460	2,026
Net income	\$ 17,297	\$ 40,191	\$ 25,514	\$ 3,330
<b>Net income per common share:</b>				
Basic	\$ 0.63	\$ 1.50	\$ 1.00	\$ 0.13
Diluted	\$ 0.61	\$ 1.44	\$ 0.96	\$ 0.13
<b>Shares used in per common share calculations:</b>				
Basic	27,577	26,712	25,394	24,998
Diluted	28,301	27,924	26,468	25,640
<b>Stock-based compensation included in above figures:</b>				
Cost of product revenue	\$ 893	\$ 1,093	\$ 898	\$ 1,094
Cost of contract revenue	—	—	—	—
Research & development	1,900	1,325	1,584	959
Selling & marketing	808	724	1,161	1,410
General & administrative	7,382	5,642	4,522	4,099
Total	\$ 10,983	\$ 8,784	\$ 8,165	\$ 7,562

iRobot Corporation  
Segment Information  
(in thousands)  
(unaudited)

	Fiscal Quarter Ended				Fiscal Year Ended
	March 31, 2012	June 30, 2012	September 29, 2012	December 29, 2012	December 29, 2012
<b>Revenue:</b>					
Home Robots	\$ 81,583	\$ 96,013	\$ 96,291	\$ 82,918	\$ 356,805
Defense & Security Robots	14,162	13,223	27,832	15,731	70,948
Other	2,062	2,209	2,175	2,045	8,491
Total	<u>97,807</u>	<u>111,445</u>	<u>126,298</u>	<u>100,694</u>	<u>436,244</u>
<b>Cost of Revenue:</b>					
Home Robots	43,208	45,085	45,983	40,480	174,756
Defense & Security Robots	8,799	6,803	14,471	8,315	38,388
Other	8,226	7,364	8,068	7,827	31,485
Total	<u>60,233</u>	<u>59,252</u>	<u>68,522</u>	<u>56,622</u>	<u>244,629</u>
<b>Gross Margin</b>					
Home Robots	38,375	50,928	50,308	42,438	182,049
Defense & Security Robots	5,363	6,420	13,361	7,416	32,560
Other	(6,164)	(5,155)	(5,893)	(5,782)	(22,994)
Total	<u>37,574</u>	<u>52,193</u>	<u>57,776</u>	<u>44,072</u>	<u>191,615</u>
Research and development	13,522	13,559	12,340	14,912	54,333
Selling and marketing	12,333	17,976	11,376	24,727	66,412
General and administrative	11,042	10,022	11,326	13,308	45,698
Other income (expense), net	220	60	197	(42)	435
Income (loss) before income taxes	<u>\$ 897</u>	<u>\$ 10,696</u>	<u>\$ 22,931</u>	<u>\$ (8,917)</u>	<u>\$ 25,607</u>

iRobot Corporation  
Segment Information  
(in thousands)  
(unaudited)

	Fiscal Year Ended			
	December 29, 2012	December 31, 2011	January 1, 2011	January 2, 2010
<b>Revenue:</b>				
Home Robots	\$ 356,805	\$ 278,551	\$ 229,348	\$ 165,860
Defense & Security Robots	70,948	175,119	159,889	122,746
Other	8,491	11,830	11,715	10,011
Total	<u>436,244</u>	<u>465,500</u>	<u>400,952</u>	<u>298,617</u>
<b>Cost of Revenue:</b>				
Home Robots	174,756	151,299	135,875	111,513
Defense & Security Robots	38,388	76,620	72,746	57,485
Other	31,485	35,571	33,524	29,860
Total	<u>244,629</u>	<u>263,490</u>	<u>242,145</u>	<u>198,858</u>
<b>Gross Margin</b>				
Home Robots	182,049	127,252	93,473	54,347
Defense & Security Robots	32,560	98,499	87,143	65,261
Other	(22,994)	(23,741)	(21,809)	(19,849)
Total	<u>191,615</u>	<u>202,010</u>	<u>158,807</u>	<u>99,759</u>
Research and development	54,333	54,457	45,941	31,186
Selling and marketing	66,412	50,477	42,778	33,026
General and administrative	45,698	43,753	36,618	30,110
Other income (expense), net	435	218	504	(81)
Income before income taxes	<u>\$ 25,607</u>	<u>\$ 53,541</u>	<u>\$ 33,974</u>	<u>\$ 5,356</u>