



Brooks Automation

J.P. Morgan Healthcare
Conference

January 10, 2019



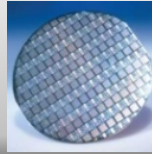
“Safe Harbor” Statement under the U.S. Private Securities Litigation Reform Act of 1995; certain matters in this presentation, including forecasts of future demand and future Company performance, are forward-looking statements that are subject to risks and uncertainties that could cause actual results to materially differ, either better or worse, from those projected. Further discussions of risk factors are available in the Company’s most recent SEC filings, including the annual report on Form 10-K for the fiscal year ended September 30, 2018 and any subsequent quarterly reports on Form 10-Q. The Company assumes no obligation to update the information in this presentation.

Regulation G

This presentation contains certain non-GAAP measures which are provided to assist in an understanding of the Brooks business and its operational performance. These measures should always be considered in conjunction with the appropriate GAAP measure. Reconciliations of all non-GAAP amounts to the relevant GAAP amount are provided as an attachment to this presentation.

Two Growth Segments 2018 Revenue +20% YoY

Semiconductor Capital Equipment



+15% YoY

- **Wafer Automation Solutions**
- **Contamination Control**
- **Global Service Support**

Nasdaq: BRKS
Sept 30 Year End

HQ
Chelmsford, MA

Employees
~3,000

Dividend
\$0.40/share
Annually

Sales in
50 Countries

Life Sciences Sample Based Services



+32% YoY

- **Cold Chain Management**
Services and products to manage biological samples
- **Genomic Services**
New in 2019

Driving Performance. Delivering Profitable Growth.

- Driving performance
- Building on two strong platforms
- Model for profitable growth



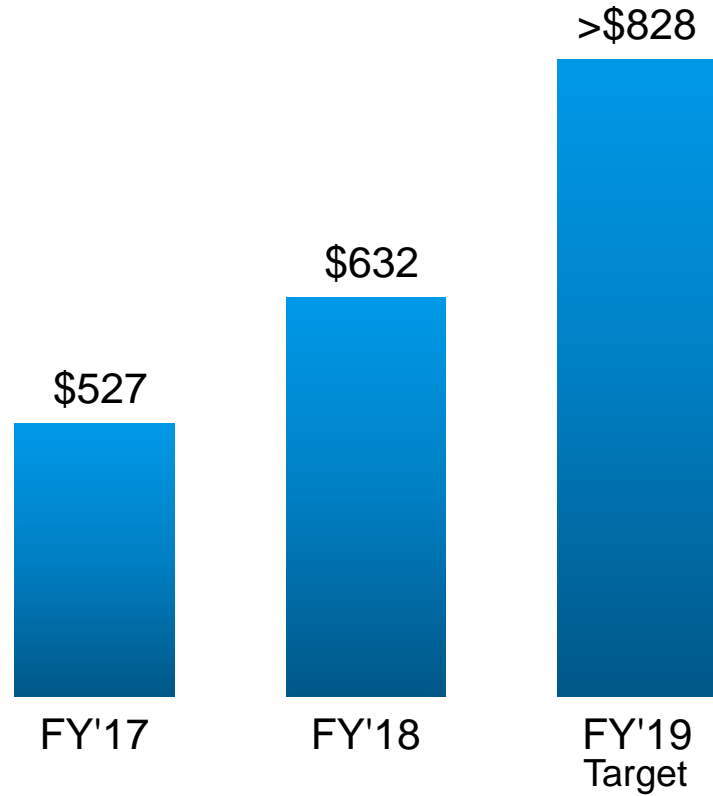
Track Record of Growth and Improving Profitability

Continuing Operations

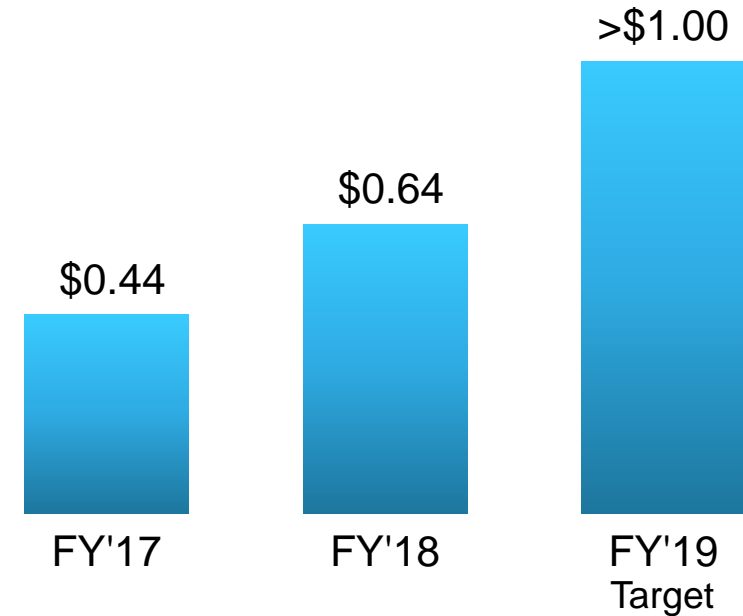


\$M except EPS

Revenue



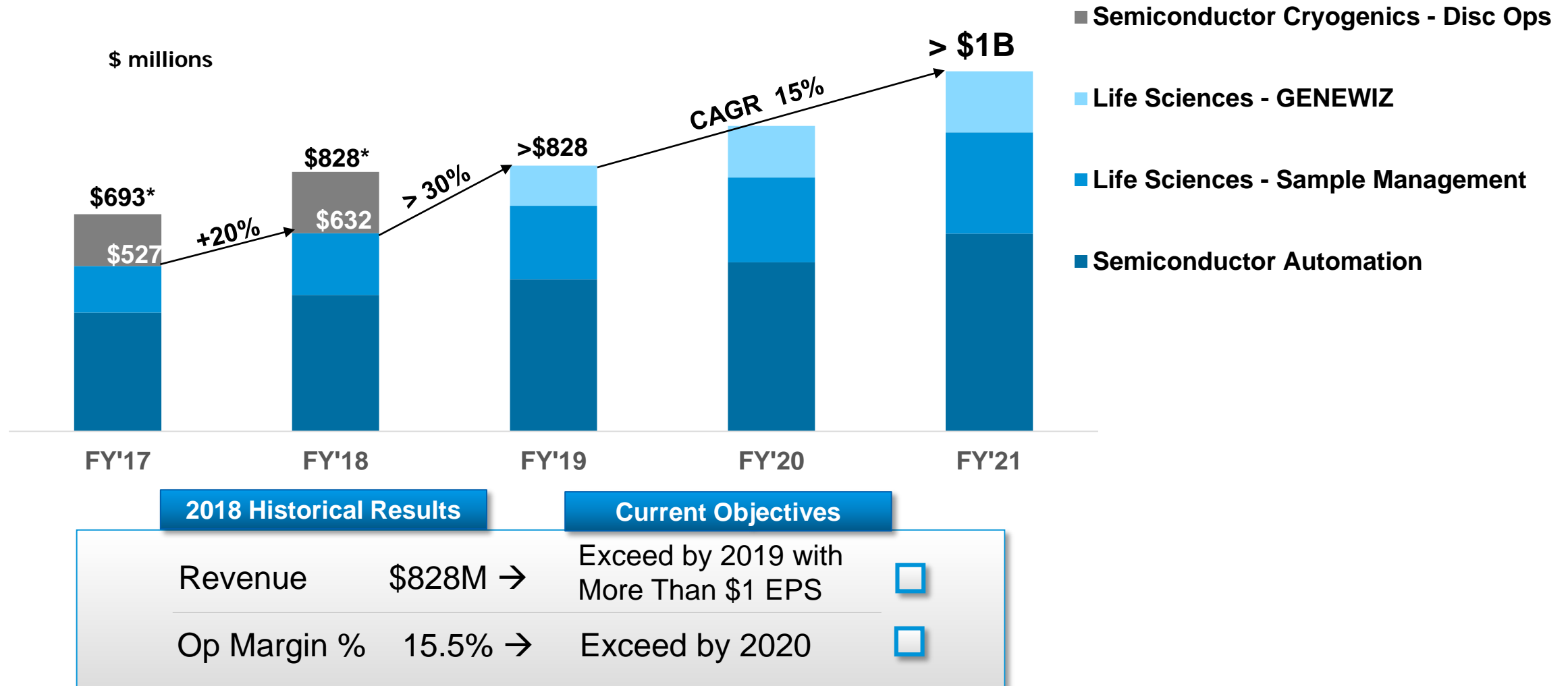
Earnings Per Share



And positioned for continued profitable growth

Transformation for Higher Growth

Two Recent Events: Agreement to sell Semi Cryo, Acquisition of GENEWIZ



Driving Performance. Delivering Profitable Growth.

- Driving performance
- Building on two strong platforms
- Model for profitable growth

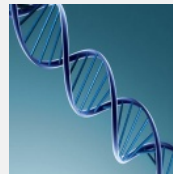


Two Strong Markets

Driven By The Desire For Better And Longer Life

The Continuous Pursuit of Another Breakthrough

Life Sciences



- Healthier, longer lives

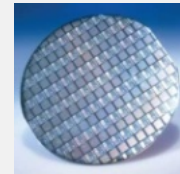



Cures depend on:

- Biological samples
- Genomic analysis



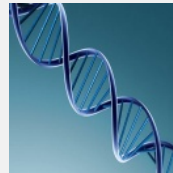
Semiconductor Equipment



- Technology for lifestyle and leisure
- 
- Semiconductor technology depends on innovations in capital equipment

The Continuous Pursuit of Another Breakthrough

Life Sciences



- Healthier, longer lives



Cures depend on:

- Biological samples
- Genomic analysis



Today's Samples

Highly Strategic Assets
Critical to Speed of Research
Information Rich

Building on Two Strong Platforms

Life Sciences

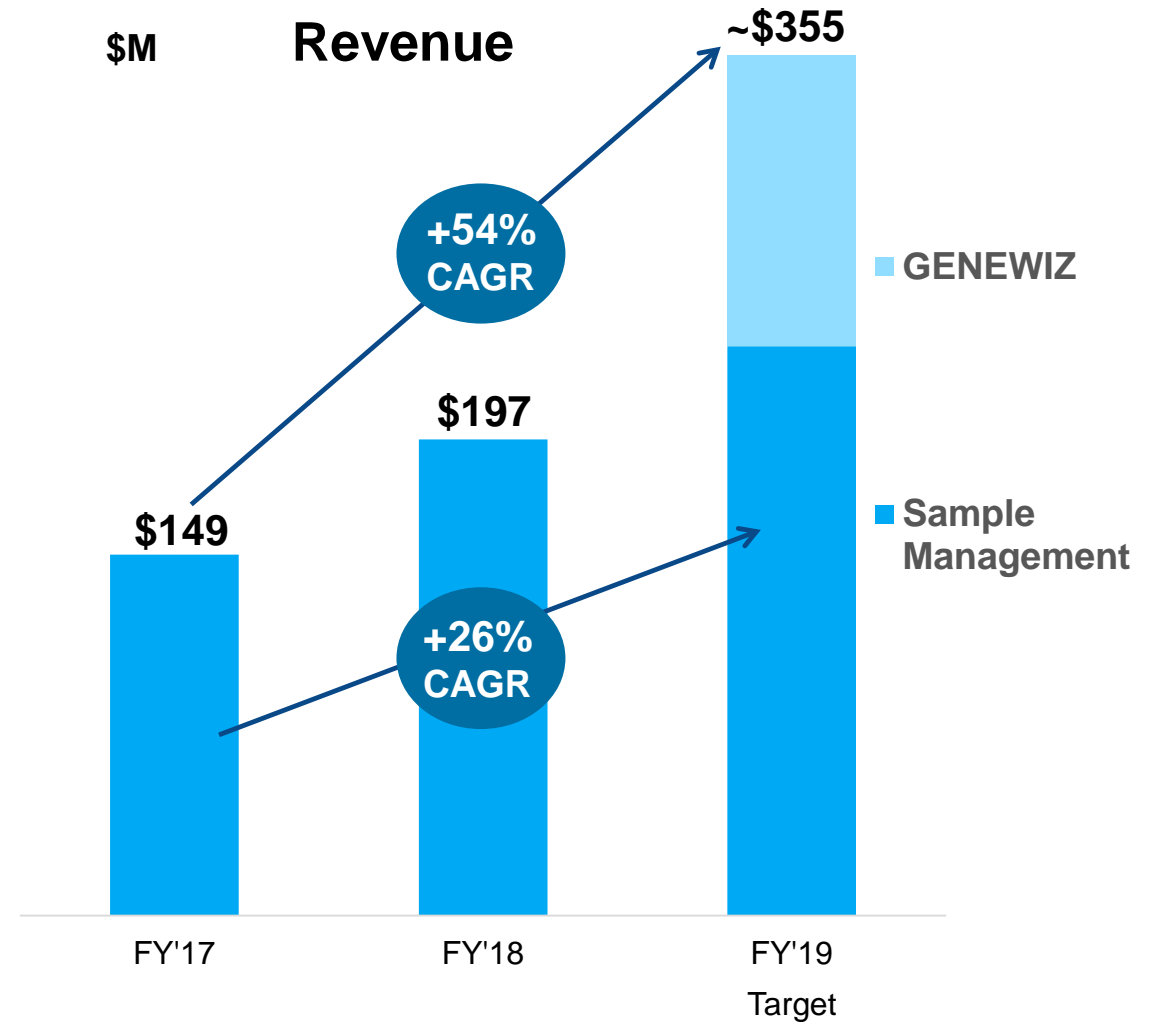
~40% of Revenue in 2019

Cold Chain Management

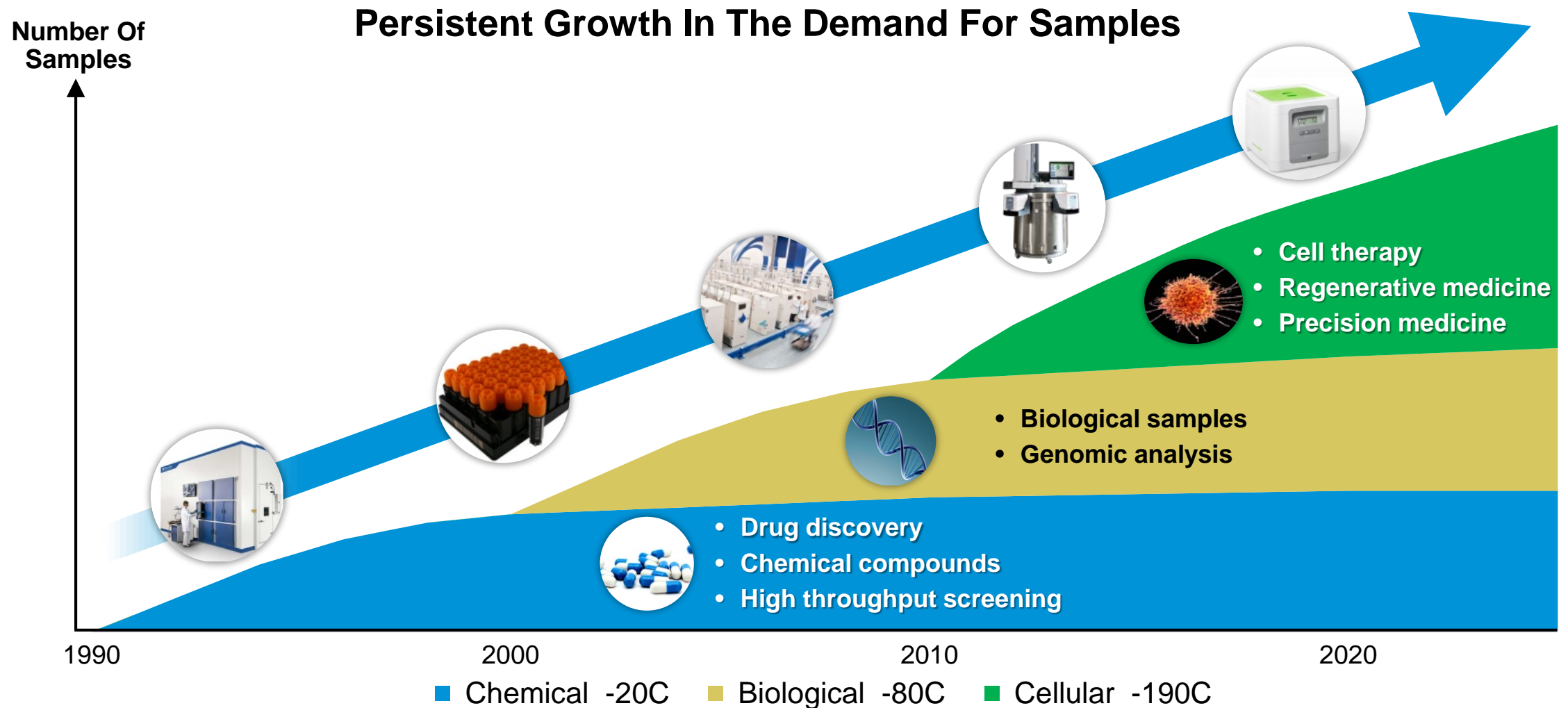
- Automated Cryo Stores
- Outsourced Storage Service
- Consumables, Instruments, Software

Genomic Services

- Sequencing
- Synthesis



Life Sciences – Wave After Wave of Innovation



Building on Two Strong Platforms

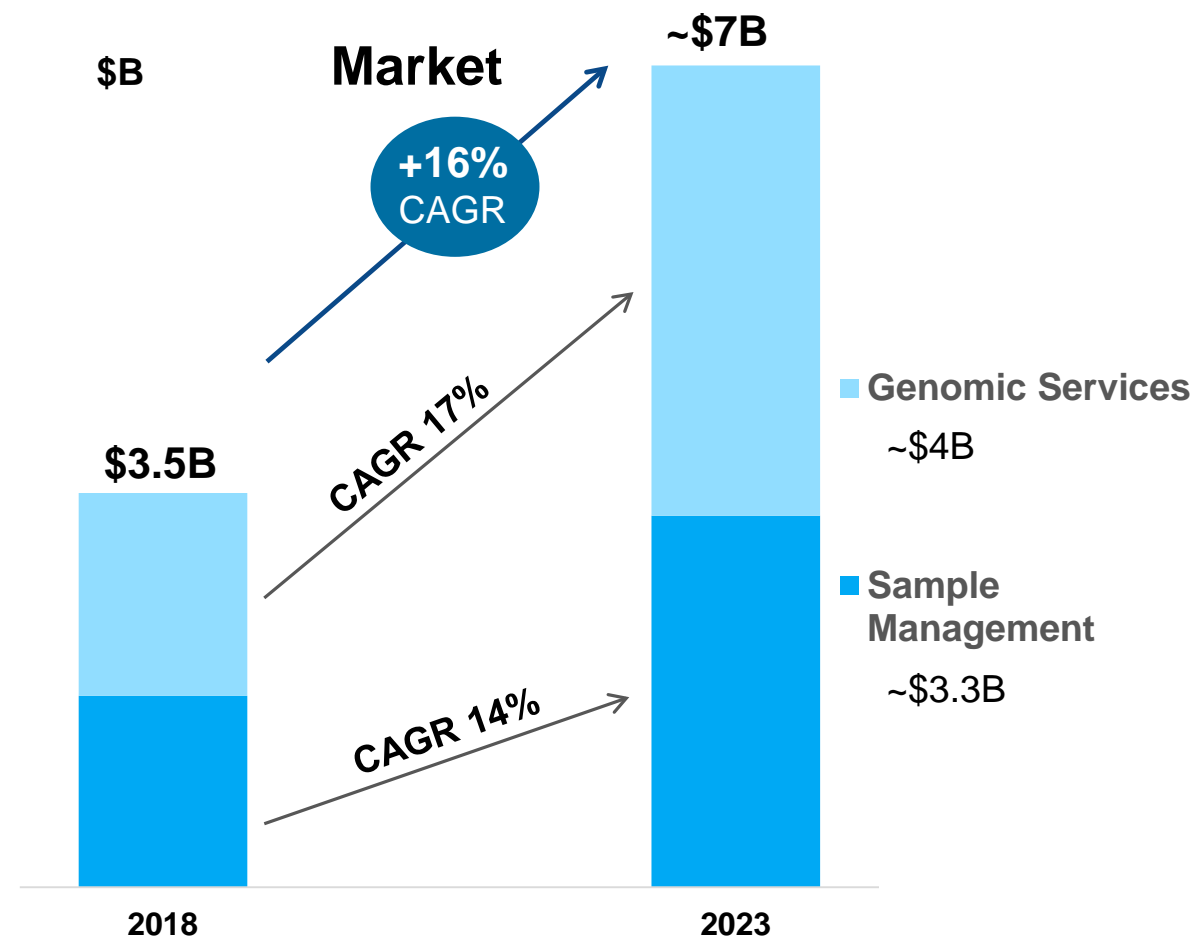
Strong Position In A Growth Market

Life Sciences

Pervasive Market Drivers From Discovery To Delivery

- R&D
- Analysis
- Therapies

Brooks' Offerings Apply To All Areas



Life Sciences Offerings

Proven Success And Market Leadership

Sample Management

BioStorage Services



Automated Cold Store Infrastructure & Services



Consumables & Instruments



GENEWIZ

Genomic Services



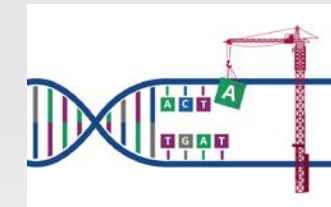
Gene Sequencing

Sanger Sequencing
Next Generation Sequencing



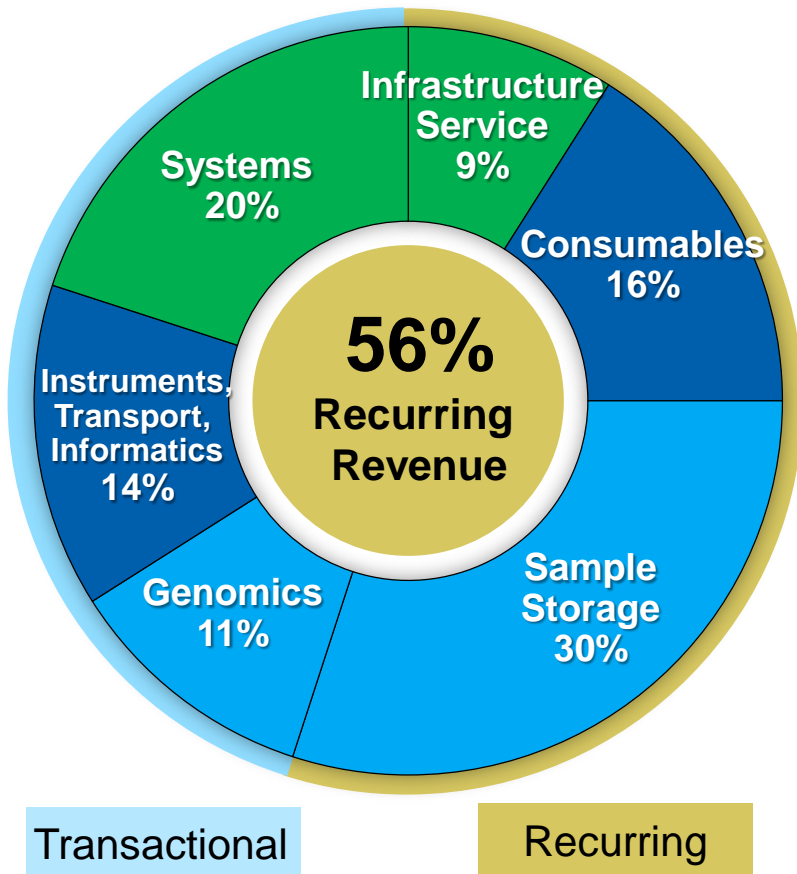
Gene Synthesis

Gene Synthesis
Gene Fragments
Oligo Synthesis



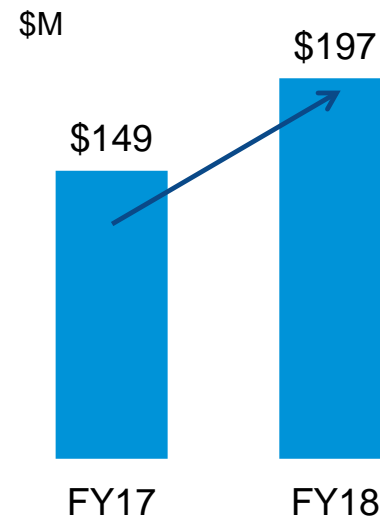
Life Sciences – Sample Management Revenue Profile

Diverse Base of Revenue

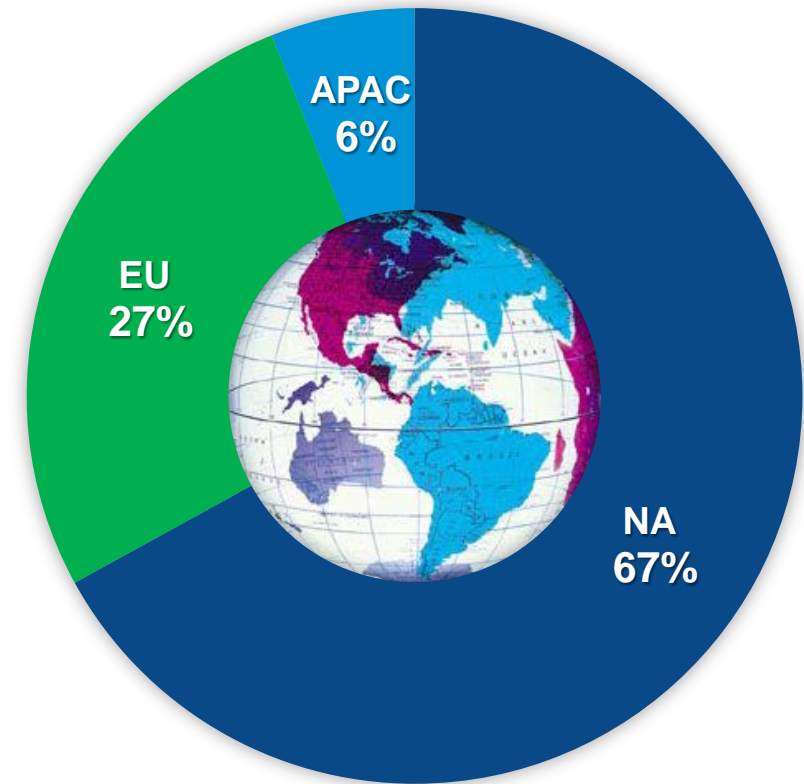


Rapid Growth

- 32% reported growth
- 14% organic growth

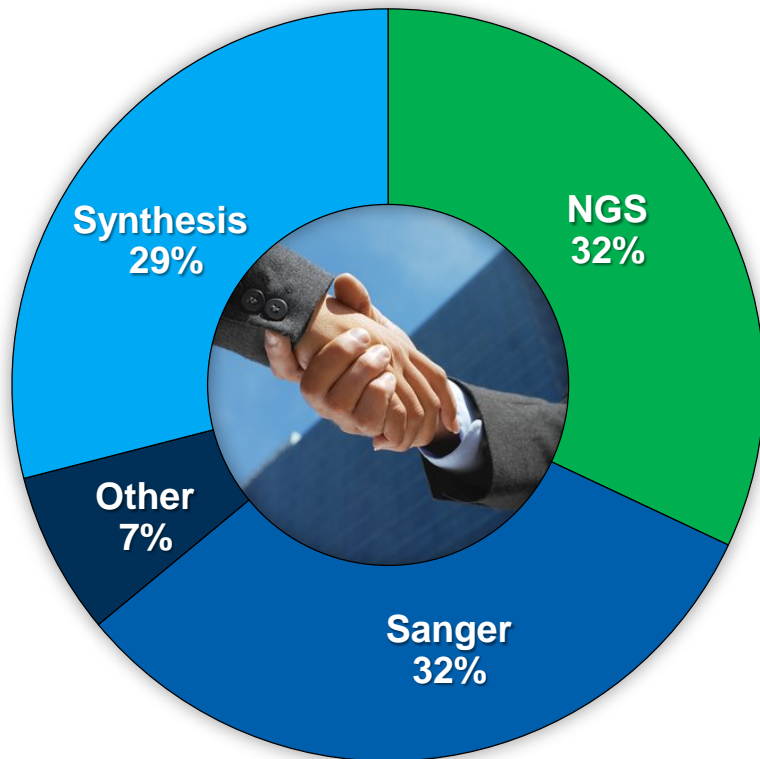


Global Reach



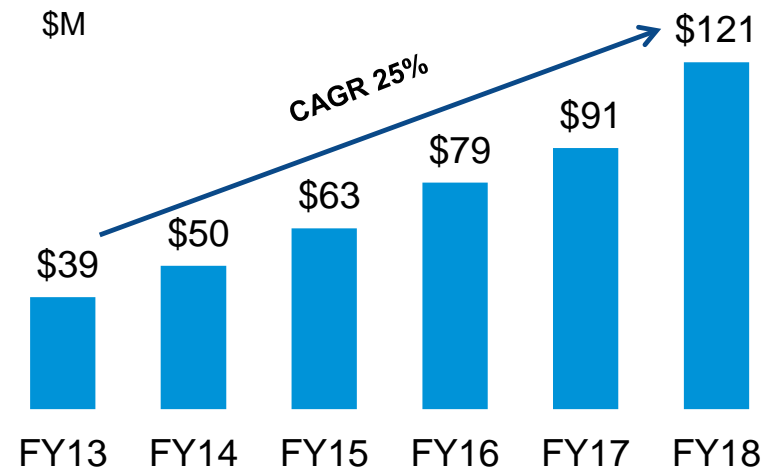
Life Sciences – GENEWIZ Revenue Profile

Diverse Base of Revenue

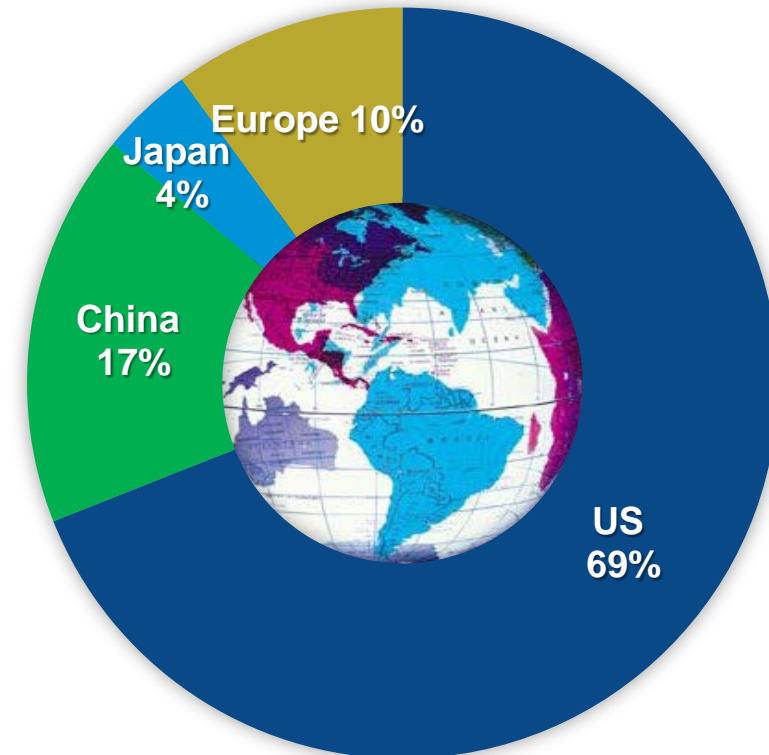


Rapid Growth

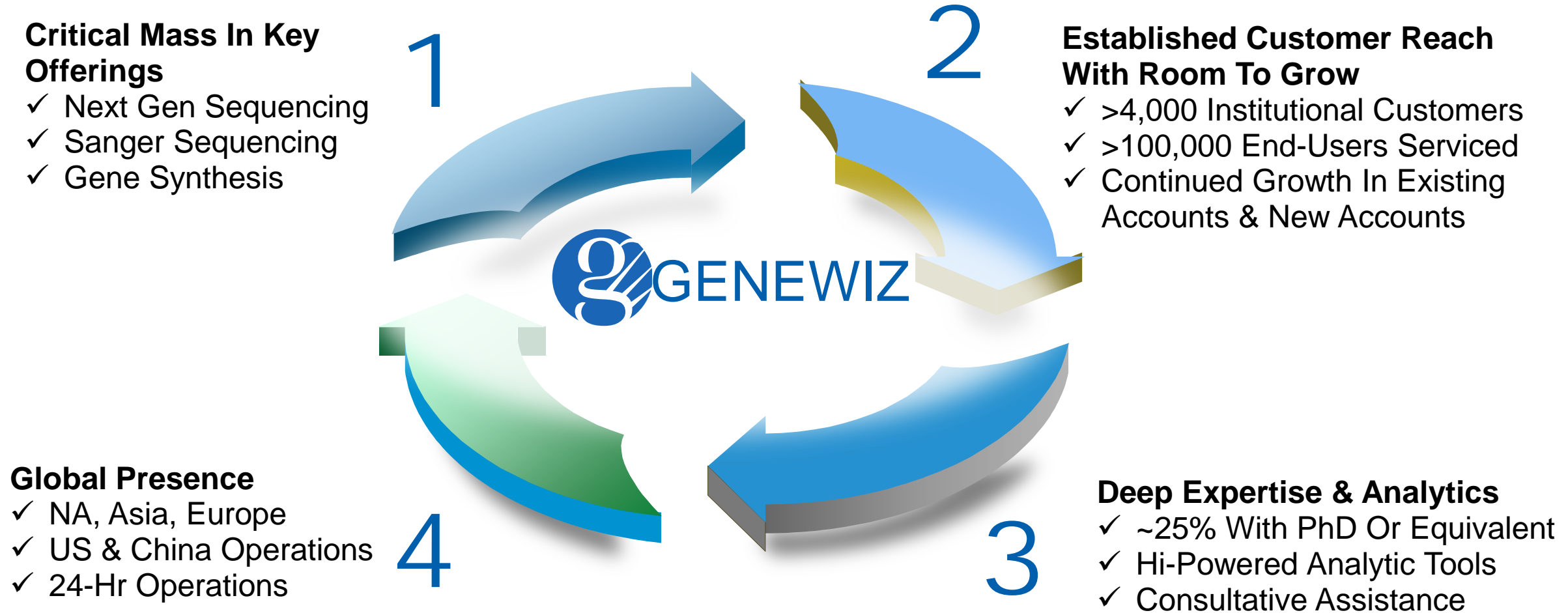
- 32% Growth in 2018
- 25% 5 year CAGR



Global Reach



GENEWIZ – A Differentiated Business



Expanding Our Customers Among Leading Healthcare Organizations

Long-Standing Relationships



New Strategic Relationships



GENEWIZ expands exposure with 4,000+ Customers

Two Strong Markets

Driven By The Desire For Better And Longer Life

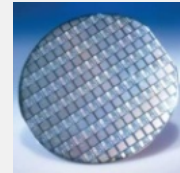
The Continuous Pursuit of Another Breakthrough


Today's Semiconductor Manufacturing

Vacuum Environments
Engineering for Precision & Throughput Efficiencies
Contaminant Free Yields



Semiconductor Equipment



- Technology for lifestyle and leisure
- 
- Semiconductor technology depends on innovations in capital equipment

Semiconductor Equipment

~60% of Revenue in 2019

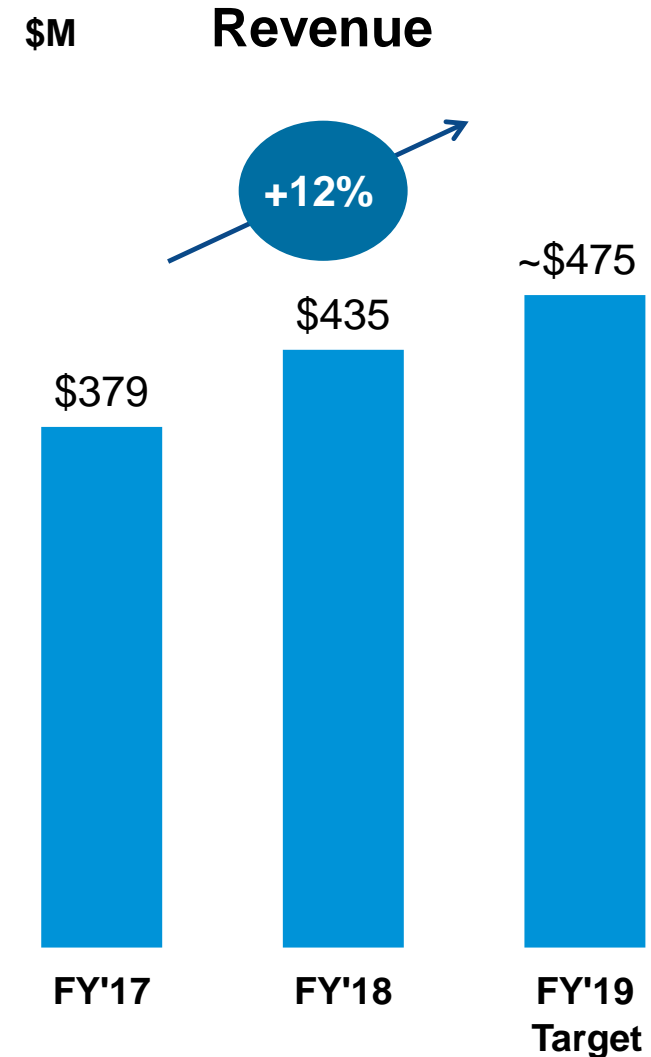
Wafer Automation Solutions

- Robotics and Systems

Contamination Control

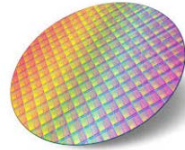
- FOUPs and Reticles

Global Service Support



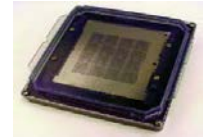
Semiconductor Solutions Offerings

#1 Vacuum Automation



Enabling a
Process
Advantage

Contamination Control #1



Trusted Global Service Platform



Advanced Packaging Wafer Transport #1



Equipment CAPEX Market Growth Driven by New Applications and Manufacturing Complexity

Market Drivers of Wafer Fab Equipment CAPEX

Chip Volume Demand

Driven by growing applications such as Cloud, Internet of Things, AI

Complexity of Chip Design

Leading edge technology requires increases process steps, smaller chip packaging & 3D structures

Brooks Supports Every Movement of the Wafer

All Volume Demand Drives Additional Robots & Systems

Design Complexity Accelerates Growth

Increased process steps, Contamination Control, and Advanced Packaging Solutions

Logic & Memory Alike

Brooks' Offerings Are Designed into Fab Solutions



Vacuum Automation Systems & Robots

#1



FOUP Cleaners & Reticle Stockers

#1



Advanced Packaging Solutions

#1

Who We Do it For – Leading Customers in High Growth Segments



Driving Performance. Delivering Profitable Growth.

- Driving performance
- Building on two strong platforms

- Model for profitable growth



Consistent Strategy Going Forward

- 1 Extend leadership in core markets
- 2 Advance the rapid growth of Life Sciences with organic and acquisition investments
- 3 Drive margin expansion
- 4 Utilize balanced and disciplined capital deployment



FY'19 Target – Continuing Operations

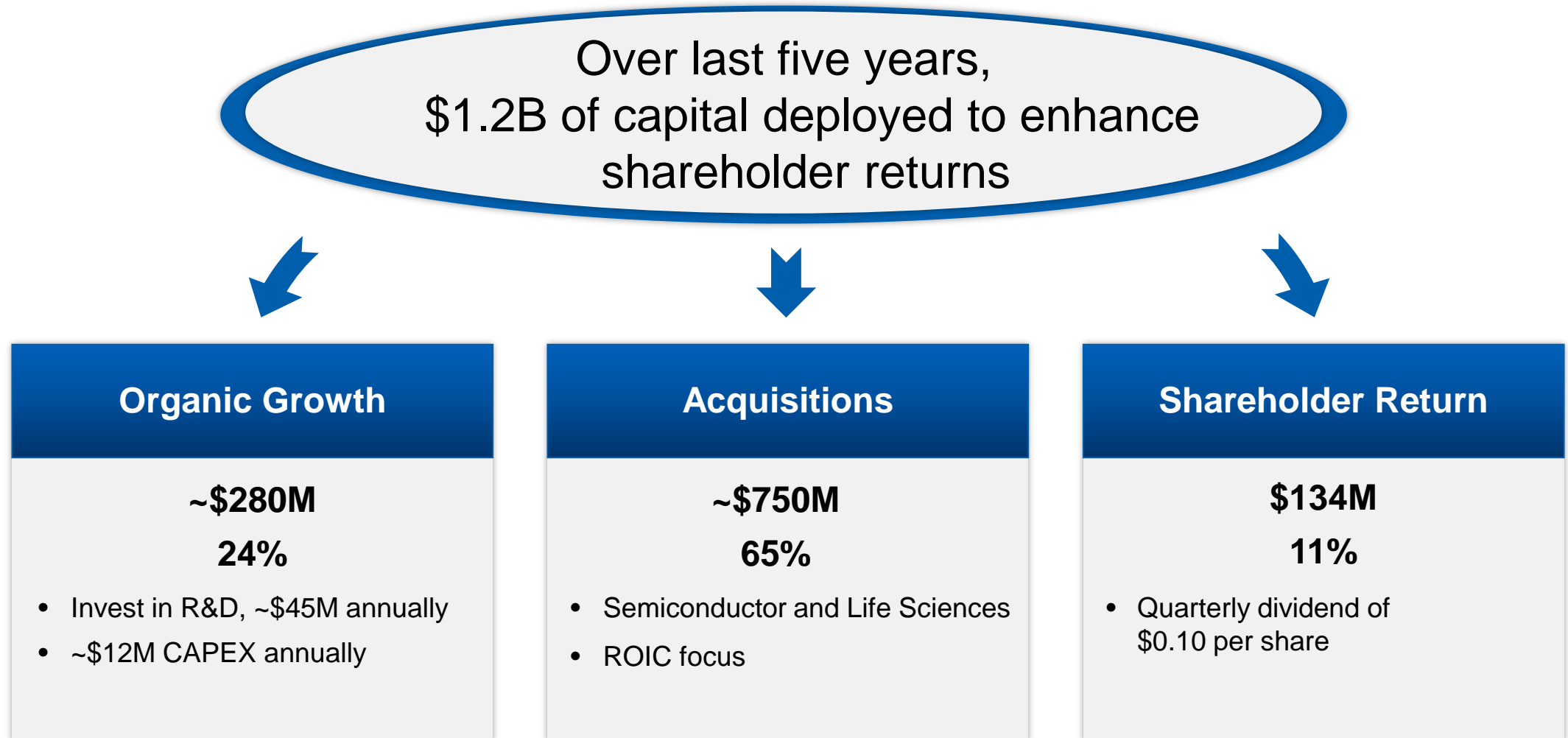
\$M	FY 2014	FY 2016	FY 2018	FY 2019 Target
Total Revenue <i>Semi</i> <i>Life Sciences</i> <i>% of total</i>	\$345M <i>\$282M</i> <i>\$63M</i> <i>18%</i>	\$434M <i>\$326M</i> <i>\$108M</i> <i>25%</i>	\$632M <i>\$435M</i> <i>\$197M</i> <i>31%</i>	>\$828M <i>~\$475M</i> <i>~\$355M</i> <i>>40%</i>
Gross Margin*	34.9%	37.2%	40.0%	
Operating Expenses* % of Revenue	39.6%	34.2%	29.7%	
Operating Income* % of Revenue	(\$16M) (4.7%)	\$13M 2.9%	\$65M 10.3%	
EBITDA* Non-GAAP EPS*	\$6M (\$0.13)	\$34M \$0.21	\$93M \$0.64	>\$1.00

Guidance Q1'19 – Continuing Operations

\$M except EPS	Q3'18	Q4'18	Guidance November Q1'19	Target FY'19
Brooks Revenue <i>Adj. Gross Margin*</i>	\$172 40.1%	\$160 40.2%	\$170-\$180 ~41%	>\$828
Adjusted EBITDA* Op Cash Flow	\$28 \$19	\$22 \$31	\$23-\$28	
Non-GAAP EPS*	\$0.21	\$0.17	\$0.09-\$0.15	>\$1.00
Dividends Per Share Returned to Shareholders	\$0.10	\$0.10	\$0.10**	

** The Board of Directors has approved a dividend of \$0.10 per share payable on December 20, 2018 to stockholders of record on December 7, 2018.

Balanced and Disciplined Capital Deployment



A Company on the Move to Higher Value and Higher Growth

Acquisitions

- **Life Sciences** ~\$815M
- **Semi** ~\$115M

2017 / 18

- BioCision add'l \$11M
- PBMMI for \$34M
- FreezerPro software for \$5M
- 4titude Ltd. for \$66M
- BioSpeciMan for \$5M

2019

- **GENEWIZ for \$450M**

2015 / 16

- FluidX for \$16M
- BioStorage Technologies for \$125M
- Contact for \$7M

2013 / 14

- Matrical for \$9M
- 22% of BioCision for \$4M
- DMS for \$32M
- Divested of Granville-Phillips instrumentation for \$87M

2011 / 12

- RTS for \$3M
- Nexus for \$85M
- Crossing Automation for \$59M
- Divested of Contract Manufacturing for \$78M

• *Agreement to Divest Cryogenics for \$675M*

Capacity to Continue

GENEWIZ funded with Debt

Semi Cryo divestiture expected to yield ~\$560M Cash

ROIC Focus

Two High Performance Businesses. Positioned for Profitable Growth

Two Strong Markets

Semiconductor Capital Equipment

- ✓ Increasing capital intensity

Life Sciences Sample Management & Genomic Analysis

- ✓ High volume & high integrity requirements



Two Strong Leadership Positions

- ✓ Leading in Semi with deep engineering
- ✓ One-of-a-kind suite of Life Science sample-based services



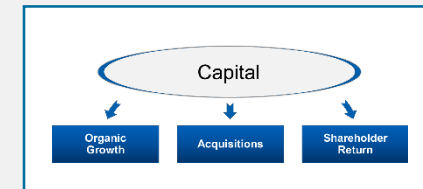
Attractive Long Term Financial Model

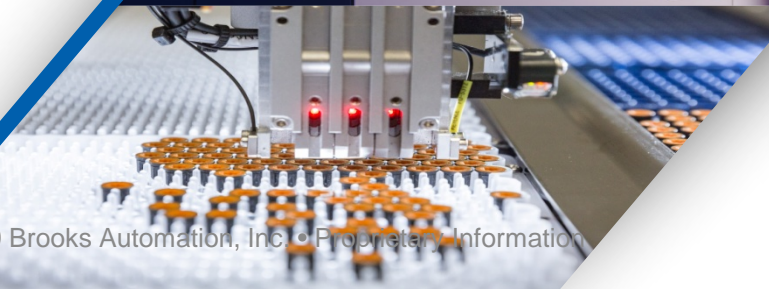
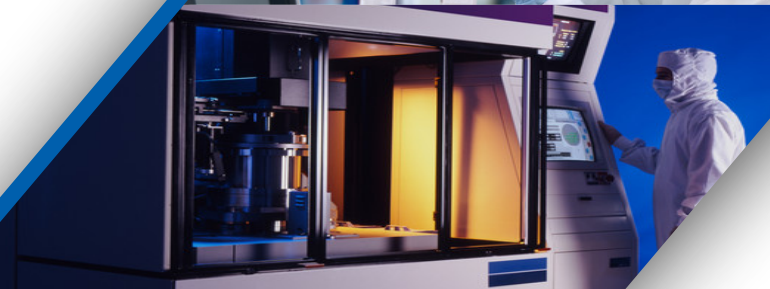
- ✓ Two profitable growth businesses
- ✓ High drop-through to bottom line for profits & cash



Track Record of Effective Capital Deployment

- ✓ ROIC Focused
- ✓ Capturing opportunity for growth & value with acquisitions
- ✓ 8th year of dividends





GAAP to Non-GAAP Reconciliations



Non-GAAP Operating Performance Consolidated Results



\$ millions	FY14	FY15	FY16	FY17	FY18
Revenue	345	407	434	527	632
Gross profit*	120	139	161	203	253
<i>Gross profit margin*</i>	<i>34.9 %</i>	<i>34.1 %</i>	<i>37.2 %</i>	<i>38.5 %</i>	<i>40.0 %</i>
R&D expenses	45	46	44	40	47
SG&A expenses*	92	96	104	120	141
Operating income *	(16)	(3)	13	43	65
<i>Operating margin*</i>	<i>(4.7)%</i>	<i>(0.8)%</i>	<i>2.9 %</i>	<i>8.2 %</i>	<i>10.3 %</i>
Other income (expense)	0	2	(1)	(2)	(11)
Tax benefit (provision)*	7	5	4	(10)	(9)
JV and noncontrolling interests*	(1)	(1)	(1)	(0)	-
Net income*	(9)	3	15	31	45
<i>Net income margin*</i>	<i>(2.6)%</i>	<i>0.8 %</i>	<i>3.4 %</i>	<i>5.9 %</i>	<i>7.2 %</i>
Diluted Non-GAAP EPS - Continuing Ops*	(0.13)	0.05	0.21	0.44	0.64
Adjusted EBITDA*	6	18	34	68	93

Non-GAAP Segment Operating Performance



	Brooks				
	Semiconductor Solutions				
\$ millions	FY14	FY15	FY16	FY17	FY18
Revenue	282	339	326	379	435
Gross profit*	95	118	121	147	178
<i>Gross profit margin*</i>	<i>33.6 %</i>	<i>35.0 %</i>	<i>37.1 %</i>	<i>38.7 %</i>	<i>40.9 %</i>
Operating expenses	99	105	101	104	116
Operating income *	(4)	13	20	43	63
<i>Operating margin*</i>	<i>(1.4)%</i>	<i>4.0 %</i>	<i>6.1 %</i>	<i>11.3 %</i>	<i>14.4 %</i>

	Brooks				
	Life Sciences				
\$ millions	FY14	FY15	FY16	FY17	FY18
Revenue	63	68	108	149	197
Gross profit*	26	20	41	57	75
<i>Gross profit margin*</i>	<i>40.8 %</i>	<i>29.8 %</i>	<i>37.5 %</i>	<i>38.0 %</i>	<i>38.0 %</i>
Operating expenses	35.7	37.1	(46)	53	71
Operating income *	(10.0)	(16.8)	(5)	3	4
<i>Operating margin*</i>	<i>(15.8)%</i>	<i>(24.6)%</i>	<i>(4.6)%</i>	<i>2.2 %</i>	<i>1.9 %</i>

GAAP to Non-GAAP Reconciliation

FY 18 Aggregate View



\$ millions, except EPS	FY 18								
	GAAP Results FY 18	Discontinued Operations FY 18	Aggregate View FY18	Merger and Acquisition Costs	Amortization Expense	Restructuring Charges	Tax Related Adjustments	Noncontrolling Interest	Non-GAAP Results FY18
Revenue	631.6	196.1	827.7	-	-	-	-		827.7
Gross profit	246.1	87.0	333.1	1.9	4.9	-	-		339.9
<i>Gross profit margin</i>	<i>39.0%</i>	<i>44.4%</i>	<i>40.2%</i>						<i>41.1%</i>
Operating Expenses	(214.0)	(31.8)	(245.7)	14.4	19.3	-	-		(212.0)
Restructuring charges	(0.7)	(0.0)	(0.7)	-	-	0.7	-		-
Operating profit	31.4	55.3	86.7	16.3	24.2	0.7	-		127.9
<i>Operating profit margin</i>	<i>5.0%</i>	<i>28.2%</i>	<i>10.5%</i>						<i>15.5%</i>
Interest income, net	(7.6)	-	(7.6)	-	-	-	-		(7.6)
Other income, net	(3.3)	1.1	(2.2)	-	-	-	-		(2.2)
Income tax benefit (provision)	47.3	(14.4)	32.8	(1.1)	(1.7)	(0.0)	(43.3)		(13.3)
JV and noncontrolling interests	0.1	6.8	6.9	-	-	-		(0.1)	6.9
Net Income	67.8	48.7	116.6	15.2	22.5	0.7	(43.3)	(0.1)	111.6
Diluted earnings per share	0.95	0.69	1.64	0.21	0.32	0.01	(0.61)	(0.00)	1.57

GAAP to Non-GAAP Reconciliation

FY 17 Aggregate View



\$ millions, except EPS	FY17							Non-GAAP Results FY 17
	GAAP Results FY 17	Discontinued Operations FY 17	Aggregate View FY17	Merger and Aquisition Costs	Amortization Expense	Restructuring Charges	Other Special Charges	
Revenue	527.5	165.4	692.9	-	-	-	-	692.9
Gross profit	198.9	68.5	267.4	0.5	3.9	-	-	271.8
<i>Gross profit margin</i>	<i>37.7%</i>	<i>41.4%</i>	<i>38.6%</i>					<i>39.2%</i>
Operating expenses	(181.4)	(18.6)	(200.1)	8.3	13.2	-	-	(178.5)
Restructuring charges	(3.1)	(0.1)	(3.2)	-	-	3.2	-	-
Operating profit	14.3	49.8	64.1	8.8	17.1	3.2	-	93.3
<i>Operating profit margin</i>	<i>2.7%</i>	<i>30.1%</i>	<i>9.3%</i>					<i>13.5%</i>
Interest income, net	0.1	0.0	0.1	-	-	-	-	0.1
Other income (expense), net	0.1	1.1	1.2	-	-	-	(1.8)	(0.6)
Income tax benefit (provision)	(3.4)	(8.8)	(12.1)	(1.0)	(1.9)	(0.3)	0.1	(15.3)
JV and noncontrolling interests	(0.5)	9.8	9.4	-	-	-	0.2	9.6
Income from discontinued operations								
Net Income	10.7	51.9	62.6	7.8	15.2	2.9	(1.5)	87.0
Diluted earnings per share	0.15	0.74	0.89	0.11	0.22	0.04	(0.02)	1.23

FY18 GAAP to Non-GAAP Reconciliation Consolidated Results



\$ millions, except EPS	FY 18						
	GAAP Results FY18	Merger and Acquisition Costs	Amortization Expense	Restructuring Charges	Noncontrolling Interest	Tax Related Adjustments	Non-GAAP Results FY18
Revenue	631.6	-	-	-	-	-	631.6
Gross profit	246.1	1.9	4.9	-	-	-	252.9
<i>Gross profit margin</i>	<i>39.0%</i>						<i>40.0%</i>
Operating Expenses	(214.0)	6.9	19.3	-	-	-	(187.7)
Restructuring charges	(0.7)	-	-	0.7	-	-	-
Operating profit	31.4	8.8	24.2	0.7	-	-	65.2
<i>Operating profit margin</i>	<i>5.0%</i>						<i>10.3%</i>
Interest income, net	(7.6)	-	-	-	-	-	(7.6)
Other income, net	(3.3)	-	-	-	-	-	(3.3)
Income tax benefit (provision)	47.3	(1.1)	(1.7)	(0.0)	-	(53.3)	(9.0)
JV and noncontrolling interests	0.1	-	-	-	(0.1)	-	0.0
Net Income - continuing operations	67.8	7.7	22.5	0.7	(0.1)	(53.3)	45.3
Diluted earnings per share	0.95	0.11	0.32	0.01	-	(0.75)	0.64

FY17 GAAP to Non-GAAP Reconciliation Consolidated Results



\$ millions, except EPS	FY 17						Non-GAAP Results FY 17
	GAAP Results FY 17	Merger and Acquisition Costs	Amortization Expense	Restructuring Charges	Tax Related Adjustments	Other Special Charges	
Revenue	527.5	-	-	-	-	-	527.5
Gross profit	198.9	0.5	3.9	-	-	-	203.3
<i>Gross profit margin</i>	<i>37.7%</i>						<i>38.5%</i>
Operating Expenses	(181.4)	8.3	13.2	-	-	-	(159.9)
Restructuring charges	(3.1)	-	-	3.1	-	-	-
Operating profit	14.3	8.8	17.1	3.1	-	-	43.4
<i>Operating profit margin</i>	<i>2.7%</i>						<i>8.2%</i>
Interest income (expense), net	0.1	-	-	-	-	-	0.1
Other income (expense), net	0.1	-	-	-	-	(1.8)	(1.7)
Income tax benefit (provision)	(3.4)	(1.0)	(1.9)	(0.2)	(4.0)	0.1	(10.4)
JV and noncontrolling interests	(0.5)	-	-	-	-	0.2	(0.2)
Net Income Continuing Operations	10.7	7.8	15.2	2.9	(4.0)	(1.5)	31.2
Diluted earnings per share	0.15	0.11	0.22	0.04	(0.06)	(0.02)	0.44

FY16 GAAP to Non-GAAP Reconciliation Consolidated Results



\$ millions, except EPS	FY 16						Non-GAAP Results FY 16
	GAAP Results FY 16	Merger and Acquisition Costs	Amortization Expense	Restructuring Charges	Tax Related Adjustments	Other Special Charges	
Revenue	434.0	-	-	-	-	-	434.0
Gross profit	156.7	0.6	4.0	-	-	-	161.3
<i>Gross profit margin</i>	<i>36.1%</i>						<i>37.2%</i>
Operating Expenses	(163.5)	3.4	10.8	-	-	0.8	(148.6)
Restructuring charges	(10.2)	-	-	10.2	-	-	-
Operating profit	(17.1)	4.0	14.8	10.2	-	0.8	12.7
<i>Operating profit margin</i>	<i>(3.9%)</i>						<i>2.9%</i>
Interest income (expense), net	0.3	-	-	-	-	-	0.3
Other income (expense), net	(1.4)	-	-	-	-	-	(1.4)
Income tax benefit (provision)	(66.3)	(0.8)	(3.2)	(1.9)	76.5	(0.3)	4.0
JV and noncontrolling interests	(1.1)	-	-	-	-	-	(1.1)
							-
Net Income Continuing Operations	(85.5)	3.2	11.6	8.3	76.5	0.5	14.6
Diluted earnings per share	(1.25)	0.05	0.17	0.12	1.12	0.01	0.21

FY15 GAAP to Non-GAAP Reconciliation Consolidated Results



\$ millions, except EPS	FY 15						Non-GAAP Results FY 15
	GAAP Results FY15	Merger and Acquisition Costs	Amortization Expense	Restructuring Charges	Tax Related Adjustments	Other Special Charges	
Revenue	406.9	-	-	-	-	-	406.9
Gross profit	132.8	1.5	4.4	-	-	-	138.7
<i>Gross profit margin</i>	<i>32.6%</i>						<i>34.1%</i>
Operating expenses	(150.5)	0.7	7.7	-	-	-	(142.1)
Restructuring charges	(4.9)	-	-	4.9	-	-	-
Operating profit	(22.6)	2.2	12.1	4.9	-	-	(3.4)
<i>Operating profit margin</i>	<i>(5.5%)</i>						<i>(0.8%)</i>
Interest income (expense), net	0.5	-	-	-	-	-	0.5
Other income (expense), net	(0.2)	-	-	-	-	1.9	1.8
Income tax benefit (provision)	11.3	(0.4)	(4.0)	(1.5)	0.2	(0.5)	5.2
JV and noncontrolling interests	(1.6)	-	-	-	-	0.9	(0.7)
Net (loss) income - continuing operations	(12.5)	1.9	8.1	3.4	0.2	2.4	3.4
Diluted (loss) earnings per share	(0.18)	0.03	0.12	0.05	0.00	0.04	0.05

FY14 GAAP to Non-GAAP Reconciliation Consolidated Results



\$ millions, except EPS	FY 14						Non-GAAP Results FY 14
	GAAP Results FY14	Merger and Acquisition Costs	Amortization Expense	Restructuring Charges	Tax Related Adjustments	Other Special Charges	
Revenue	344.9	-	-	-	-	-	344.9
Gross profit	114.1	2.3	3.6	-	-	0.4	120.4
<i>Gross profit margin</i>	<i>33.1%</i>						<i>34.9%</i>
Operating expenses	(146.2)	0.7	6.2	-	-	2.6	(136.7)
Restructuring charges	(5.7)	-	-	5.7	-	-	-
Operating profit	(37.8)	3.0	9.8	5.7	-	3.0	(16.3)
<i>Operating profit margin</i>	<i>(11.0%)</i>						<i>(4.7%)</i>
Interest income (expense), net	0.7	-	-	-	-	-	0.7
Other income (expense), net	(0.3)	-	-	-	-	-	(0.3)
Income tax benefit (provision)	14.6	(0.8)	(3.5)	(2.1)	0.3	(1.1)	7.5
JV and noncontrolling interests	(0.5)	-	-	-	-	-	(0.5)
Net (loss) income - continuing operations	(23.3)	2.2	6.3	3.6	0.3	2.0	(9.0)
Diluted (loss) earnings per share	(0.34)	0.03	0.09	0.05	0.00	0.03	(0.13)

FY18 GAAP to Non-GAAP Reconciliation Segment Gross Profit and Operating Profit

\$ millions, except EPS	FY 18				
	GAAP Results FY18	Merger and Acquisition Costs	Amortization Expense	Restructuring Charges	Non-GAAP Results FY18
BSSG					
Revenue	435.0	-	-	-	435.0
Gross profit	174.0	0.7	3.4	-	178.1
<i>Gross profit margin</i>	<i>40.0%</i>				<i>40.9%</i>
Operating Expenses	(115.6)				(115.6)
Operating profit	58.4	0.7	3.4	-	62.5
<i>Operating profit margin</i>	<i>13.4%</i>				<i>14.4%</i>
BLS					
Revenue	196.5	-	-	-	196.5
Gross profit	72.1	1.2	1.5	-	74.8
<i>Gross profit margin</i>	<i>36.7%</i>				<i>38.0%</i>
Operating Expenses	(71.0)				(71.0)
Operating profit (loss)	1.2	1.2	1.5	-	3.8
<i>Operating profit margin</i>	<i>0.6%</i>				<i>1.9%</i>

FY17 GAAP to Non-GAAP Reconciliation Segment Gross Profit and Operating Profit

	FY 17				
\$ millions, except EPS	GAAP Results FY17	Merger and Aquistion Costs	Amortization Expense	Restructuring Charges	Non-GAAP Results FY17
BSSG					
Revenue	378.8	-	-	-	378.8
Gross profit	144.1		2.6	-	146.8
<i>Gross profit margin</i>	<i>38.0%</i>				<i>38.7%</i>
Operating Expenses	(104.0)				(104.0)
Operating profit	40.1	-	2.6	-	42.7
<i>Operating profit margin</i>	<i>10.6%</i>				<i>11.3%</i>
BLS					
Revenue	148.7	-	-	-	148.7
Gross profit	54.8	0.4	1.4	-	56.6
<i>Gross profit margin</i>	<i>36.8%</i>				<i>38.0%</i>
Operating Expenses	(53.4)				(53.4)
Operating profit (loss)	1.4	0.4	1.4	-	3.2
<i>Operating profit margin</i>	<i>0.9%</i>				<i>2.2%</i>

FY16 GAAP to Non-GAAP Reconciliation Segment Gross Profit and Operating Profit

\$ millions, except EPS	FY 16			Non-GAAP Results FY16
	GAAP Results FY16	Merger and Aquision Costs	Amortization Expense	
BSSG				
Revenue	325.9	-	-	325.9
Gross profit	117.6	0.6	2.5	120.8
<i>Gross profit margin</i>	<i>36.1%</i>			<i>37.1%</i>
Operating Expenses	(101.0)			(101.0)
Operating profit	16.6	0.6	2.5	19.8
<i>Operating profit margin</i>	<i>5.1%</i>			<i>6.1%</i>
BLS				
Revenue	108.1			108.1
Gross profit	39.1	-	1.5	40.5
<i>Gross profit margin</i>	<i>36.1%</i>			<i>37.5%</i>
Operating Expenses	(45.5)			(45.5)
Operating profit (loss)	(6.5)			(5.0)
<i>Operating profit margin</i>	<i>(6.0%)</i>			<i>(4.6%)</i>

FY15 GAAP to Non-GAAP Reconciliation Segment Gross Profit and Operating Profit

\$ millions, except EPS	FY 15			
	GAAP Results FY15	Merger and Aquistion Costs	Amortization Expense	Non-GAAP Results FY15
BSSG				
Revenue	338.8	-	-	338.8
Gross profit	115.0	0.6	2.8	118.4
<i>Gross profit margin</i>	<i>34.0%</i>			<i>35.0%</i>
Operating Expenses	(105.0)			(105.0)
Operating profit	10.0	0.6	2.8	13.4
<i>Operating profit margin</i>	<i>2.9%</i>			<i>4.0%</i>
BLS				
Revenue	68.1	-	-	68.1
Gross profit	17.7	1.0	1.6	20.3
<i>Gross profit margin</i>	<i>26.0%</i>			<i>29.8%</i>
Operating Expenses	(37.1)			(37.1)
Operating profit (loss)	(19.3)	1.0	1.6	(16.8)
<i>Operating profit margin</i>	<i>(28.4%)</i>			<i>(24.6%)</i>

FY14 GAAP to Non-GAAP Reconciliation Segment Gross Profit and Operating Profit

\$ millions, except EPS	FY 14				
	GAAP Results FY14	Merger and Acquisition Costs	Amortization Expense	Other Special Charges	Non-GAAP Results FY14
BSSG					
Revenue	281.8	-	-	-	281.8
Gross profit	90.7	1.9	2.0	-	94.7
<i>Gross profit margin</i>	<i>32.2%</i>				<i>33.6%</i>
Operating Expenses	(98.6)				(98.6)
Operating profit (loss)	(8.0)	1.9	2.0	-	(4.0)
<i>Operating profit margin</i>	<i>(2.8%)</i>				<i>(1.4%)</i>
BLS					
Revenue	63.1	-	-	-	63.1
Gross profit	23.4	0.4	1.6	0.4	25.7
<i>Gross profit margin</i>	<i>37.1%</i>				<i>40.8%</i>
Operating Expenses	(35.7)				(35.7)
Operating profit (loss)	(12.3)	0.4	1.6	0.4	(10.0)
<i>Operating profit margin</i>	<i>(19.4%)</i>				<i>(9.4%)</i>

GAAP to Non-GAAP Reconciliation

Quarterly Operating Performance



\$ millions, except EPS	Q3'18						Non-GAAP Results Q3 FY18
	GAAP Results Q3 FY18	Merger and Acquisition Costs	Amortization Expense	Restructuring Charges	Noncontrolling Interest	Tax Related Adjustments	
Revenue	172.4	-	-	-	-	-	172.4
Gross profit	66.9	0.7	1.5	-	-	-	69.1
<i>Gross profit margin</i>	<i>38.8%</i>						<i>40.1%</i>
Operating Expenses	(54.0)	0.4	5.1	-	-	-	(48.5)
Restructuring charges	(0.1)	-	-	0.1	-	-	-
Operating profit	12.8	1.1	6.6	0.1	-	-	20.6
<i>Operating profit margin</i>	<i>7.4%</i>						<i>12.0%</i>
Interest income, net	(1.8)	-	-	-	-	-	(1.8)
Other income, net	(0.6)	-	-	-	-	-	(0.6)
Income tax benefit (provision)	(5.4)	(0.3)	(0.5)	(0.0)	-	0.7	(3.1)
JV and noncontrolling interests	0.1	-	-	-	(0.1)	-	0.0
Net Income	5.2	0.9	6.0	0.1	(0.1)	0.7	15.1
Diluted earnings per share	0.07	0.01	0.09	0.00	(0.00)	0.01	0.21

GAAP to Non-GAAP Reconciliation

Quarterly Operating Performance

\$ millions, except EPS	Q4'18					Non-GAAP Results Q4'18
	GAAP Results Q4'18	Merger and Acquisition Costs	Amortization Expense	Restructuring Charges	Tax Related Adjustments	
Revenue	159.6	-	-	-	-	159.6
Gross profit	62.6	-	1.5	-	-	64.1
<i>Gross profit margin</i>	<i>39.2%</i>					<i>40.2%</i>
Operating Expenses	(58.4)	4.3	5.0	-	-	(49.1)
Restructuring charges	(0.6)	-	-	0.6	-	-
Operating profit	3.6	4.3	6.5	0.6	-	15.0
<i>Operating profit margin</i>	<i>2.3%</i>					<i>9.4%</i>
Interest income, net	(2.0)	-	-	-	-	(2.0)
Other income, net	(0.3)	-	-	-	-	(0.3)
Income tax benefit (provision)	(2.6)	(0.3)	(0.3)	(0.0)	2.1	(1.0)
Net Income - continuing operations	(1.2)	4.0	6.3	0.5	2.1	11.8
Diluted earnings per share	(0.02)	0.06	0.09	0.01	0.03	0.17

GAAP to Non-GAAP Reconciliation

EBITDA to Adjusted EBITDA Q3 and Q4 2018



\$ millions	Q3'18	Q4'18
Net income attributable to Brooks Automation, Inc.	22.7	10.4
Income from discontinued operations, net of tax	(17.8)	(11.6)
Net income from continuing operations	4.9	(1.2)
<u>Adjustments:</u>		
Interest income	(0.7)	(0.7)
Interest expense	2.5	2.7
Income tax provision	5.4	2.6
Depreciation	3.2	3.1
Amortization of intangible assets	6.6	6.5
EBITDA-from Continuing Operations	21.8	13.0
<u>Non-GAAP adjustments:</u>		
Purchase accounting impact on inventory and contracts acquired	0.7	-
Stock-based compensation	4.6	4.6
Restructuring charges	0.1	0.6
Merger and acquisition costs / Other	0.4	4.3
Adjusted EBITDA - from Continuing Operations	27.7	22.5

GAAP to Non-GAAP Reconciliation

EBITDA to Adjusted EBITDA 2014 - 2018

\$ millions	FY'14	FY'15	FY'16	FY'17	FY'18
Net income (loss) attributable to Brooks Automation, Inc.	31.4	14.2	(69.5)	62.6	116.6
Income from discontinued operations, net of tax	(54.7)	(26.7)	(16.0)	(51.9)	(48.7)
Net income from continuing operations	(23.3)	(12.5)	(85.5)	10.7	67.8
<u>Adjustments:</u>					
Interest income	(1.0)	(0.9)	(0.5)	(0.5)	(1.9)
Interest expense	0.2	0.4	0.2	0.4	9.5
Income tax provision	(14.6)	(11.3)	66.3	3.4	(47.3)
Depreciation	12.3	11.4	12.2	10.4	12.5
Amortization of intangible assets	9.8	12.1	14.8	17.1	24.2
EBITDA-from Continuing Operations	(16.6)	(0.8)	7.5	41.5	64.9
<u>Non-GAAP adjustments:</u>					
Purchase accounting impact on inventory and contracts acquired	2.3	1.5	0.6	0.5	1.9
Stock-based compensation	10.8	11.9	11.3	16.6	18.9
Restructuring charges	5.7	4.9	10.2	3.1	0.7
Merger and acquisition costs / Other	3.7	0.7	4.2	6.7	6.9
Adjusted EBITDA - from Continuing Operations	5.9	18.1	33.8	68.5	93.3

Brooks Semiconductor Offering Examples



MagnaTran
LEAP



MagnaTran 7
BiSymmetrik



Marathon
Express



Jet Atmospheric
Transport System



Automation System



M800 FOUP Cleaner



M2 Reticle
Changers



M1900 Reticle Stockers

Brooks Life Sciences Offerings



BioStore II



BioStore™ III Cryo



BioStorage Services



Cool Lab Workflow Products



4titude Consumables



FluidX Consumables