Brooks Automation
Investor Overview

January 2020

Safe Harbor Statement

"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, 2019 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 a separate presentation on the Company's website.

All financial projections throughout this presentation, other than ROIC, exclude amortization of intangibles, restructuring expense and other special charges.

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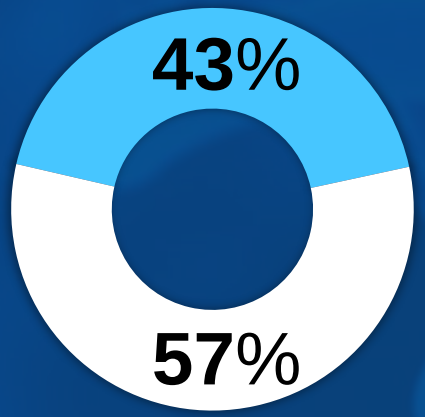
Brooks at a Glance:
Serving Global Life Sciences and Semiconductor Markets

Revenue Profile



Growth Rate
(YoY '18-'19)

24%

Revenue (FY '19)

$781M

Gross Margin %*	**42%**
Operating Margin %*	**12%**
Employees	**~3,000**
3-Yr TSR (Oct '16-Oct '19)	**>200%**
3-Yr Dividends Paid (FY'17-FY'19): $85M	

NASDAQ: BRKS

Fiscal year ends – Sept. 30, 2019
* Non-GAAP financial measures for fiscal 2019 – see reconciliation tables.

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Driving Performance. Delivering Profitable Growth.

- Driving performance

- Building on two strong platforms

- Model for profitable growth

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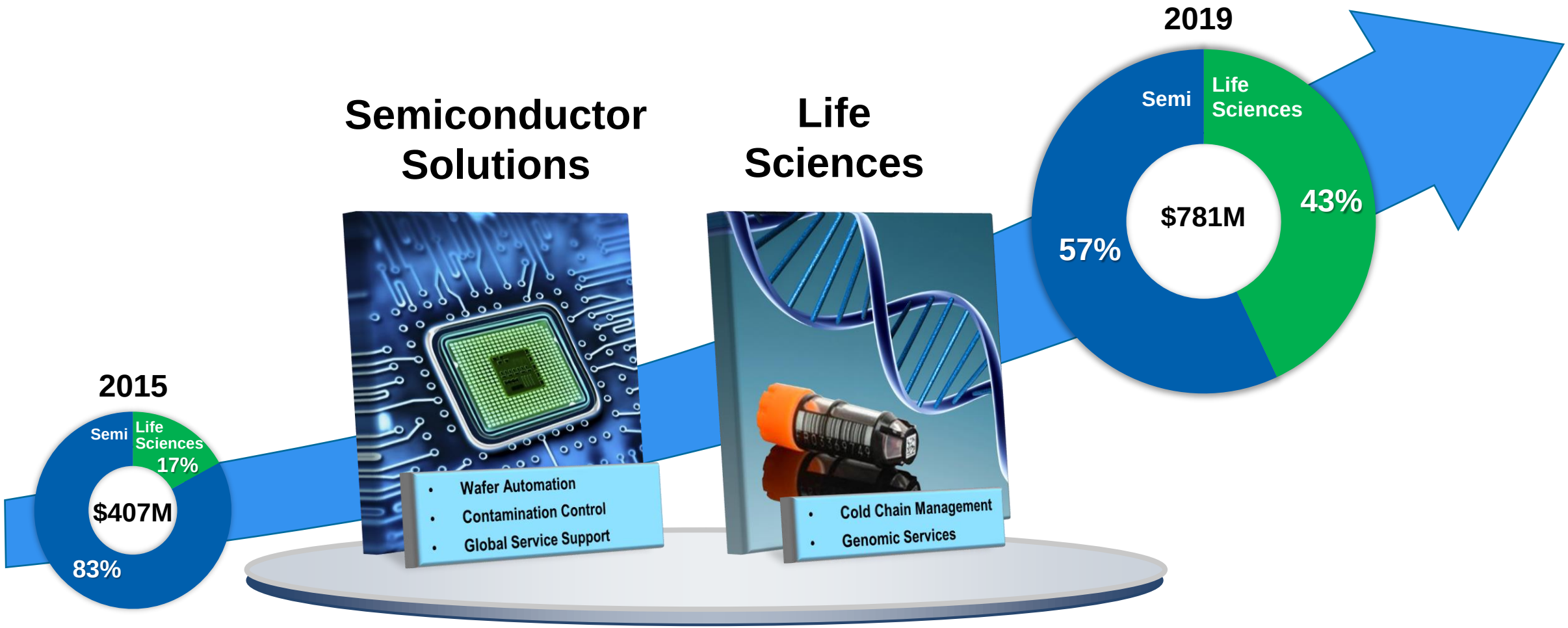
Transformation to Higher Growth, Higher Margin Profile



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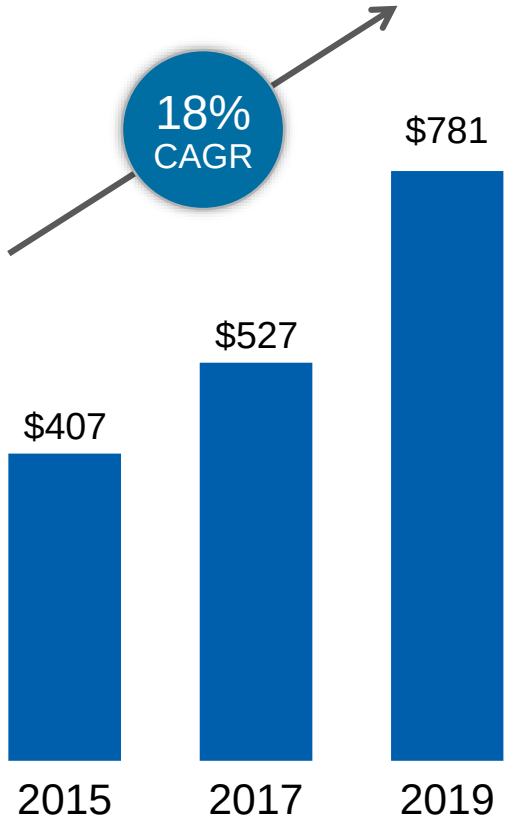
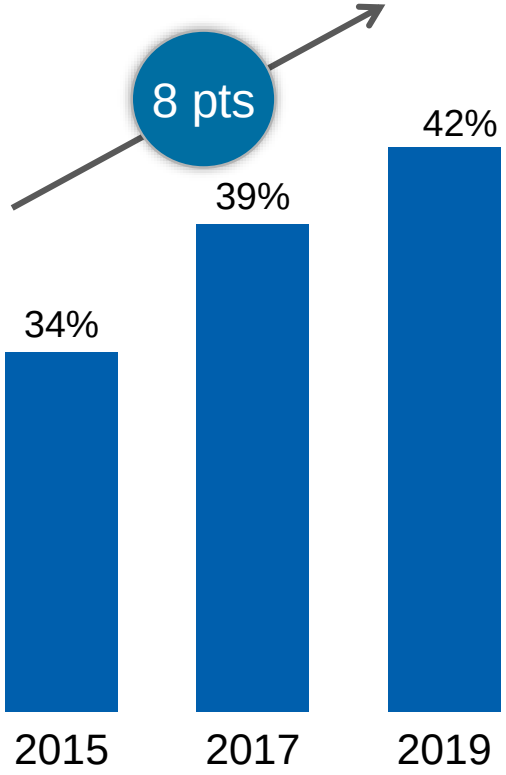
Accelerating a Strong Track Record of Growth and Margin Expansion

$M

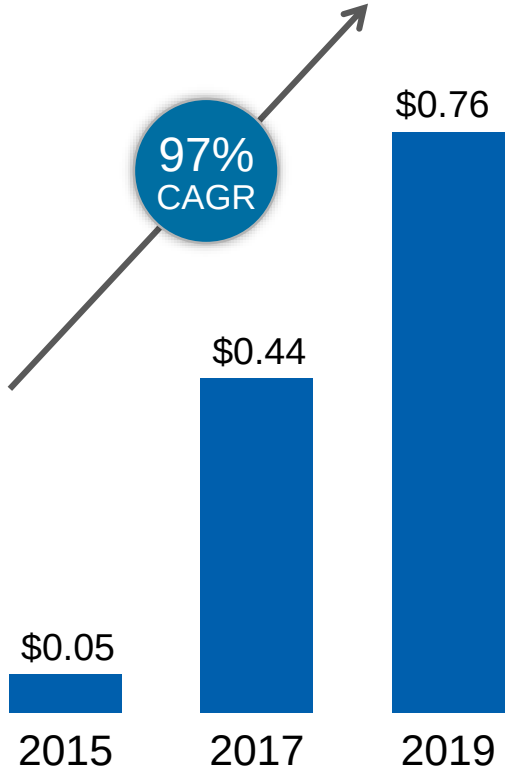
Revenue



Gross Margin*



EPS*



* Non-GAAP financial measures – see reconciliation tables

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Driving Performance. Delivering Profitable Growth.

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

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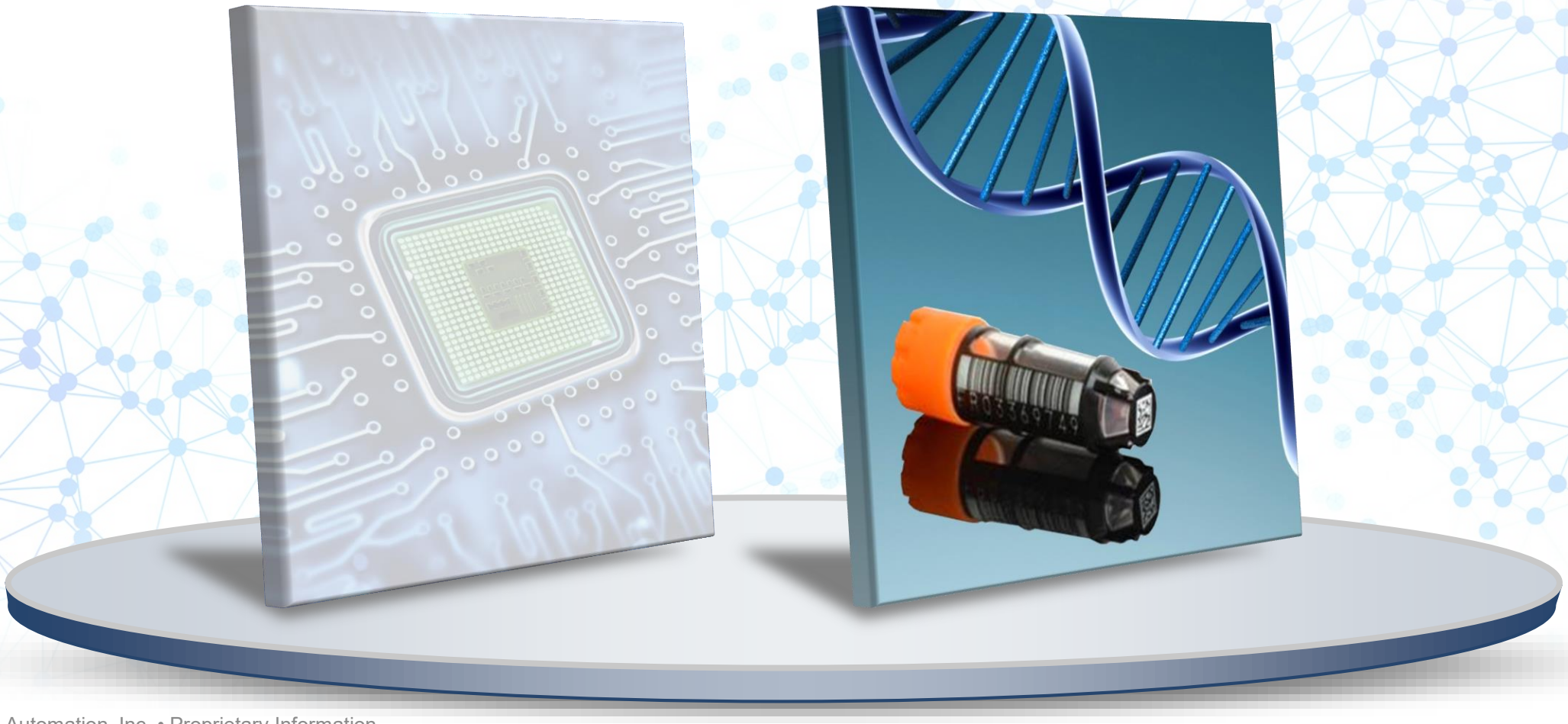
Building on Two Strong Platforms

Semiconductor Solutions

Life Sciences



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Life Sciences

Building on Two Strong Platforms

Life Sciences

~43% of Revenue*

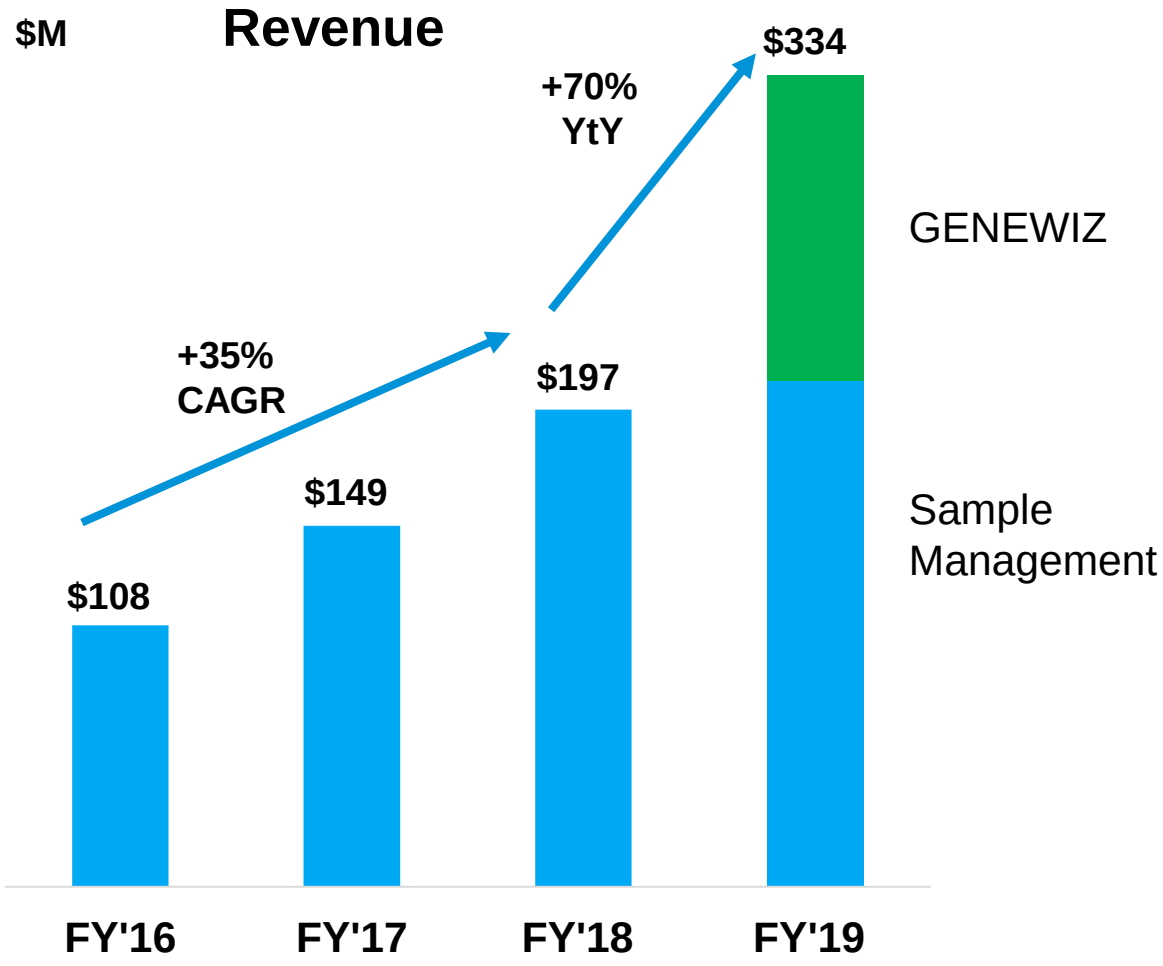
Cold Chain Sample Management

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

Genomic Services

- Sequencing and Synthesis
- Acquired November 2018

* FY2019



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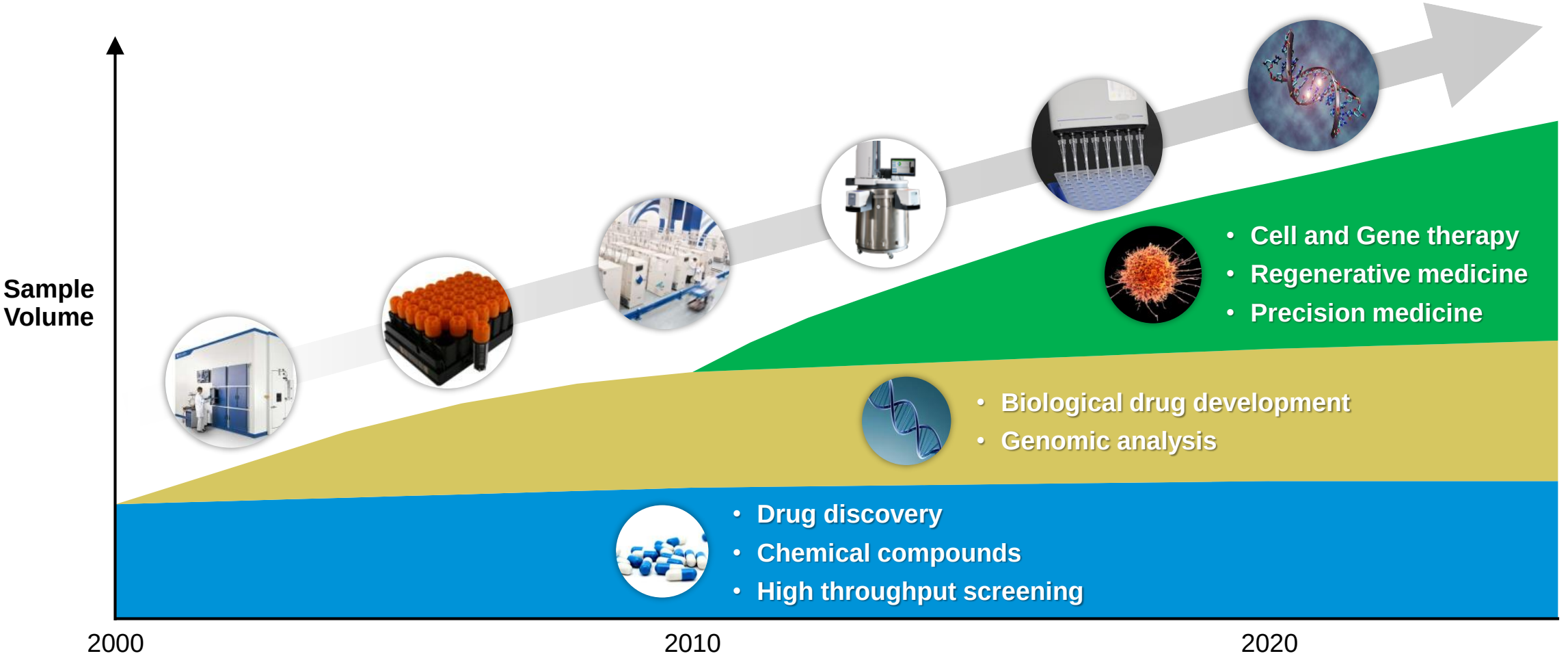
Life Sciences

Multiple Growth Drivers



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Life Sciences

Enhancing Customer Efficiency

Sample Management

Biosample Storage Services

Automated Cold Store Infrastructure & Services

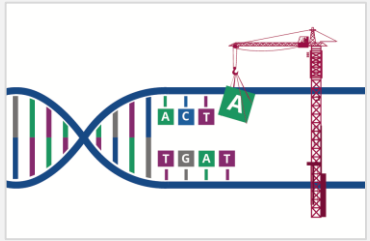
Consumables & Instruments

GENEWIZ

Genomic Services

Gene Sequencing
Sanger Sequencing
Next Generation Sequencing

Gene Synthesis
Gene Synthesis
Oligo Synthesis



Millions of Samples **Workflow Efficiency** **Quality Results** **Data Management**
Sample Integrity **Conservation of Capital** **Analysis Expertise**

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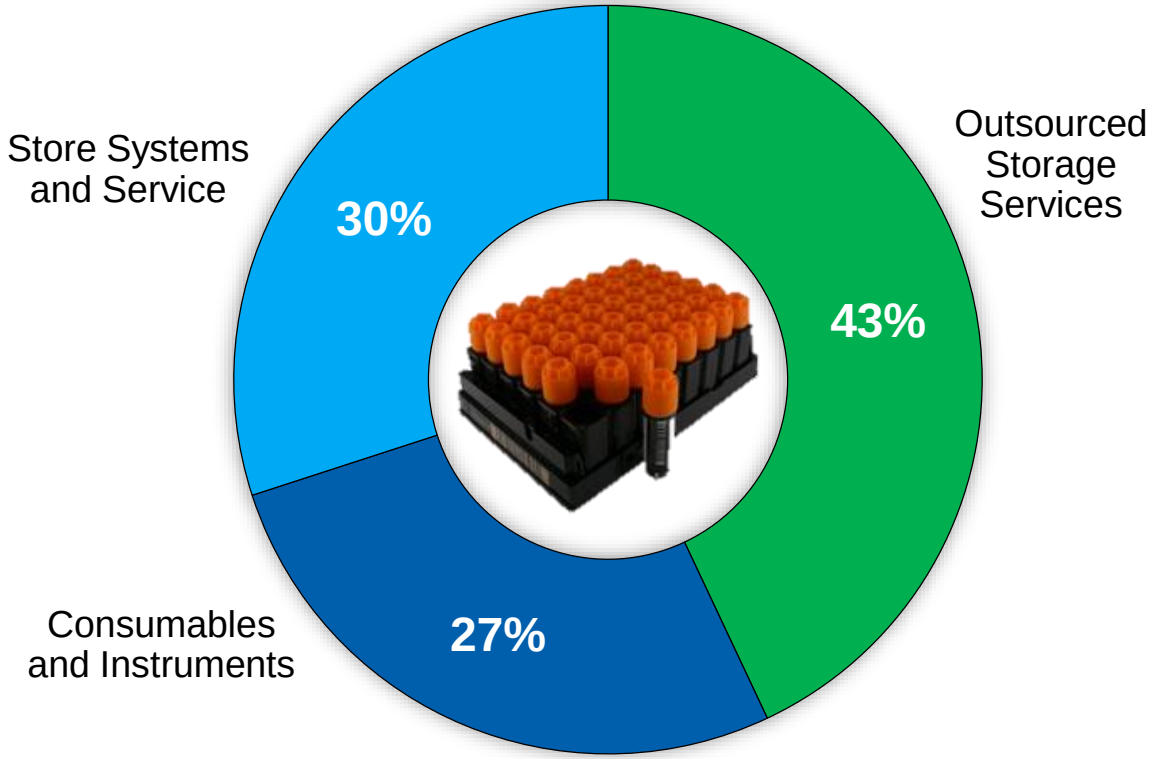
Life Sciences

Diverse Revenue Profile

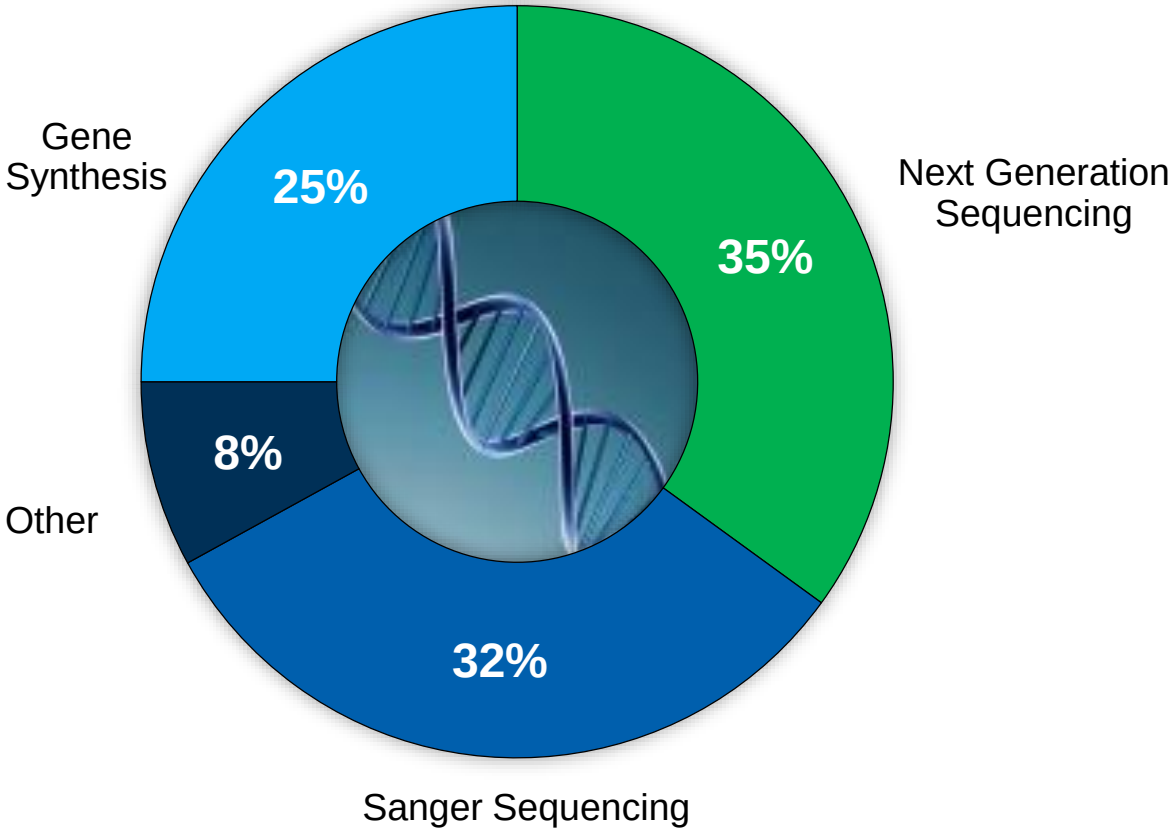
Sample Management

FY19 $208M (YtY OG 8%)



GENEWIZ

FY19 $126M* (YtY OG 20%)



* Represents 10.5 months of ownership in FY19

OG = Organic Growth (GENEWIZ growth reflects proforma FY19 to FY18 time period)

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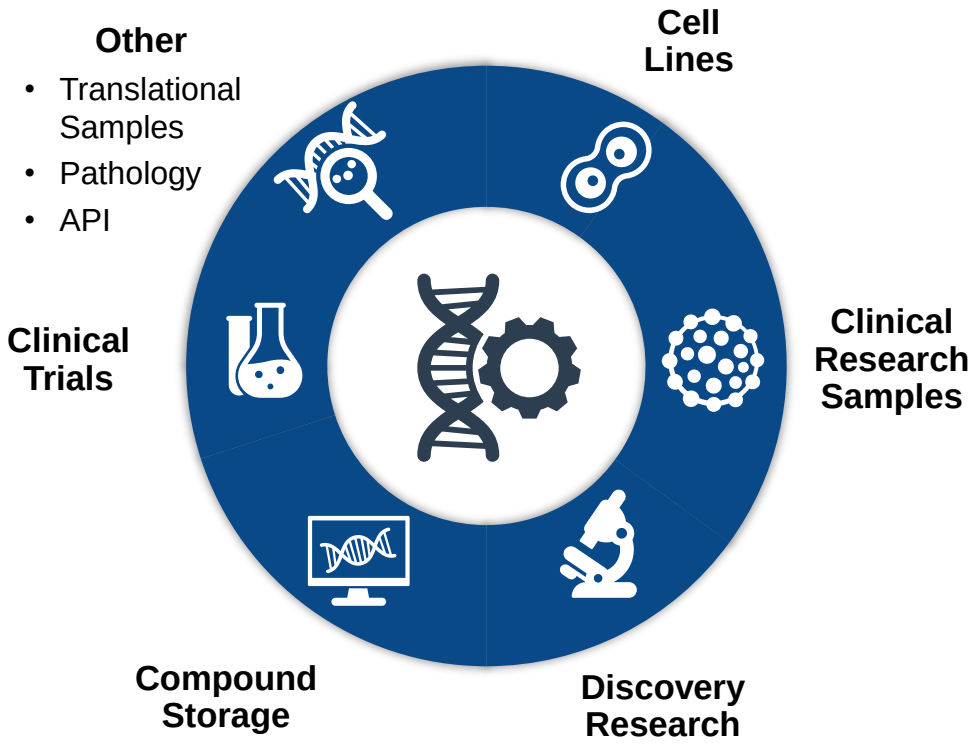
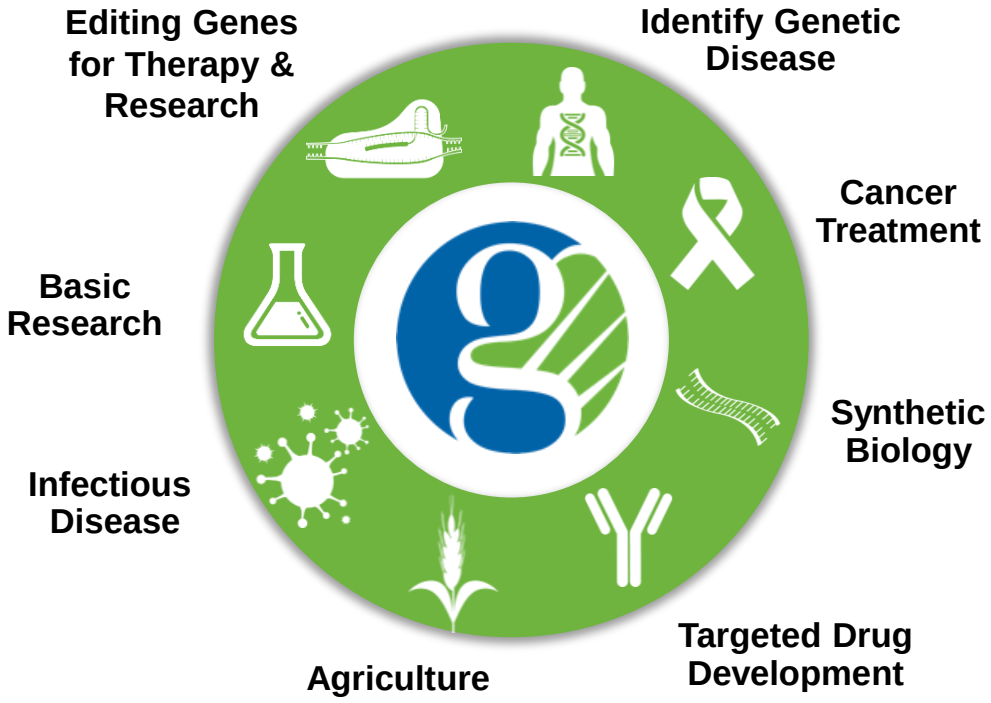
Life Sciences

Large Served Markets Opportunity

$7B
Sample Storage Market*



$3B
Genomic Services Market*



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* Based on 3rd party Market study commissioned by the company

Life Sciences

Winning an Impressive Global Customer Base

Leading healthcare companies depend on Brooks

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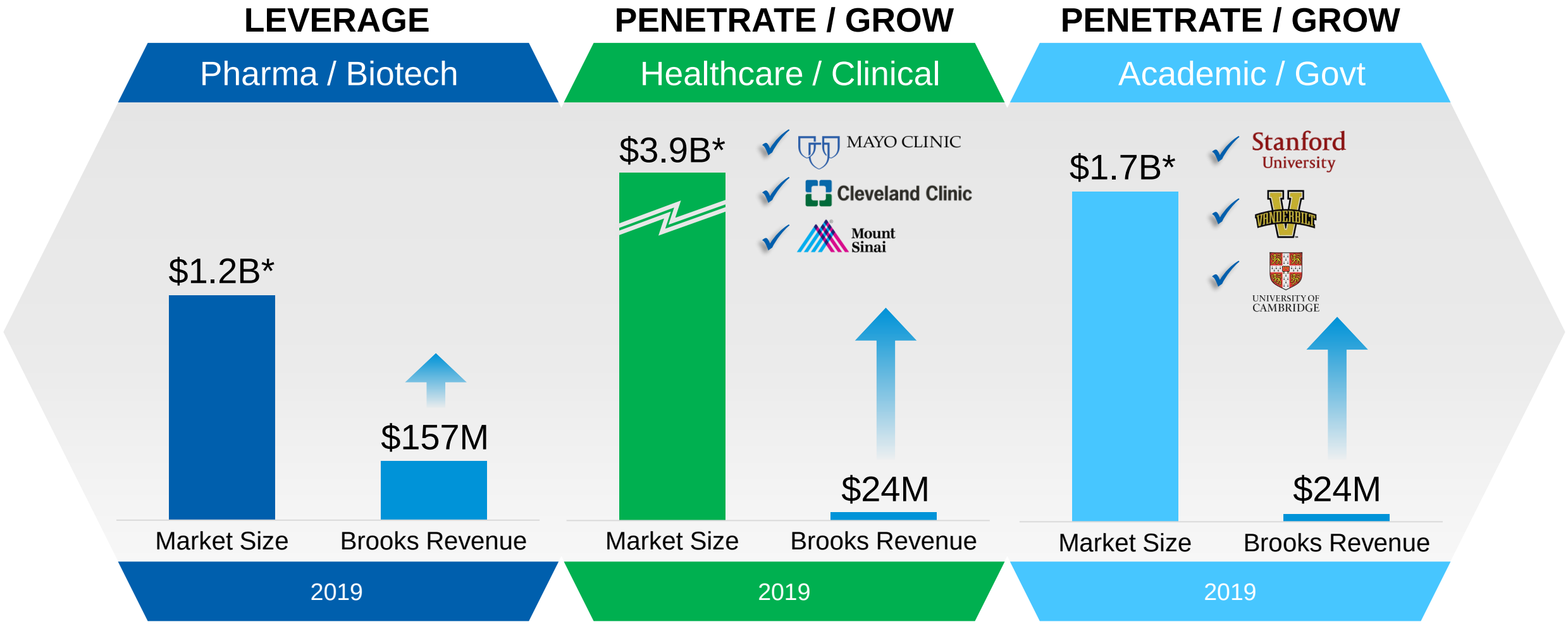
Life Sciences

Opportunities to Expand Rapidly in Less Penetrated Spaces



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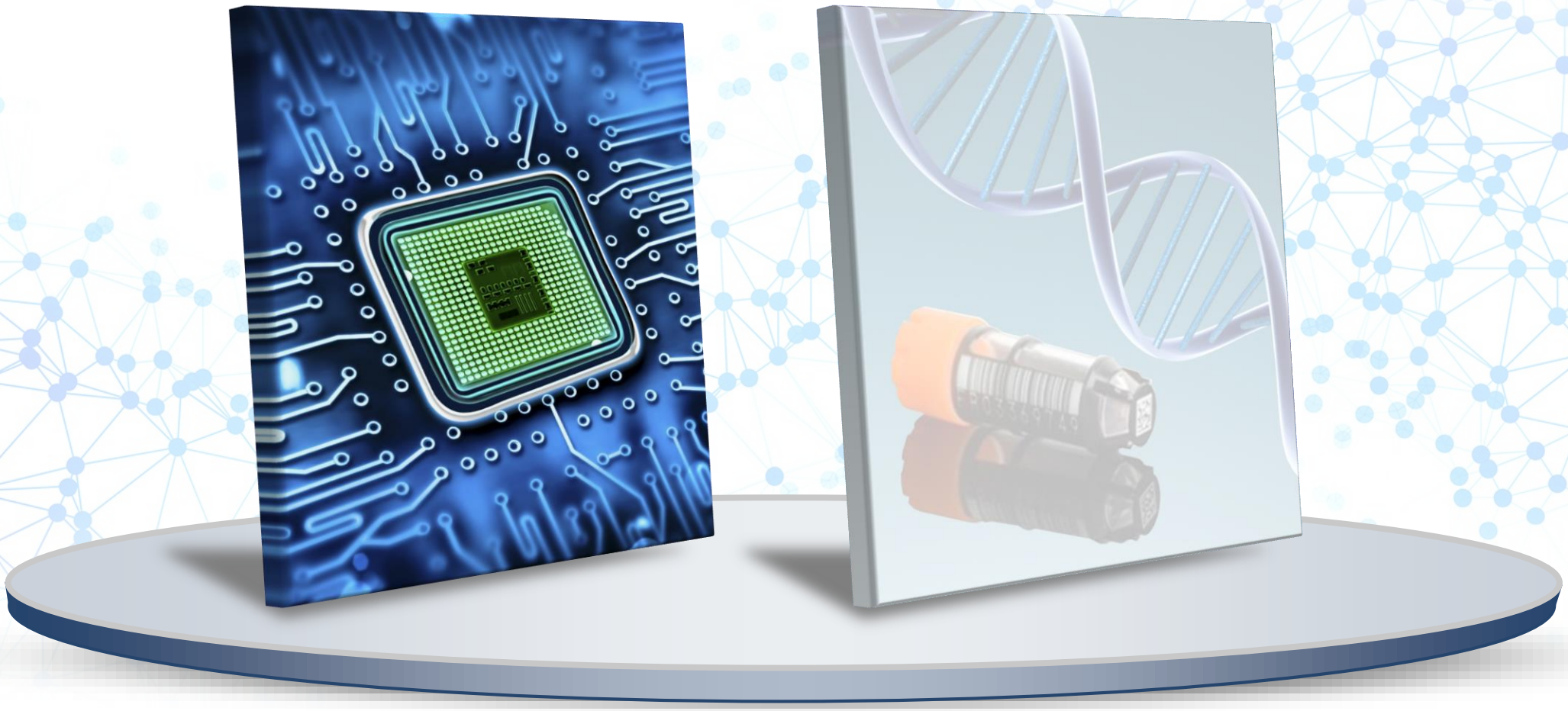
* Based on 3rd party Market study commissioned by the company

Building on Two Strong Platforms

Semiconductor Solutions

Life Sciences



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Semiconductor Solutions

Building on Two Strong Platforms

Semiconductor Solutions

~57% of Revenue*

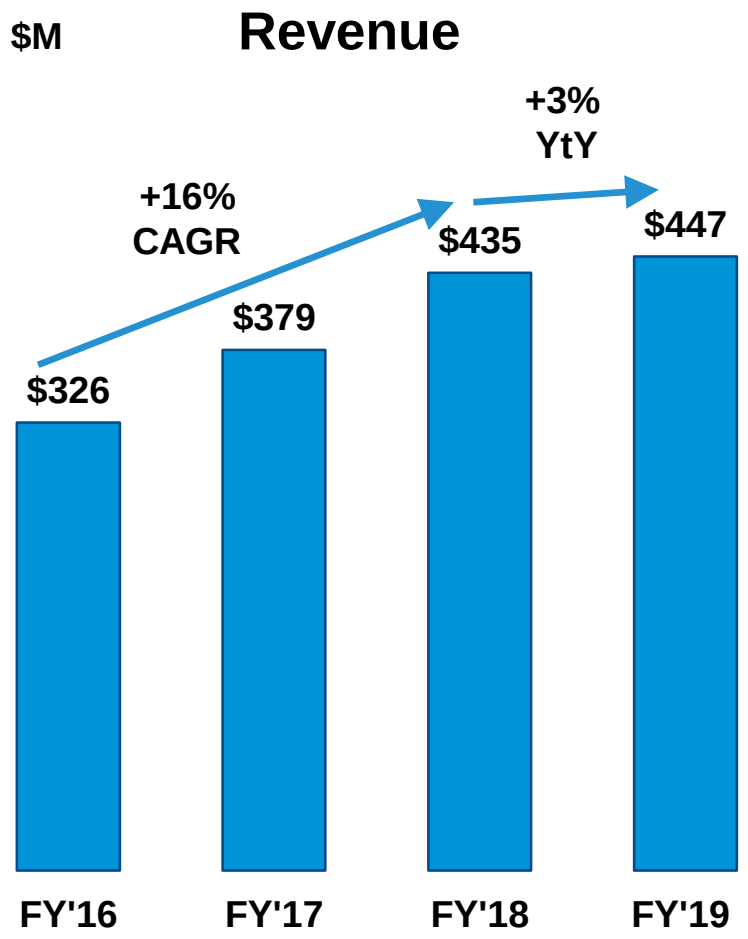
Wafer Automation Solutions

- Robotics and Systems

Contamination Control

- FOUPs and Reticles

Global Service Support



* FY2019

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WFE Growth Driven by New Applications and Chip Complexity

Market Drivers of Wafer Fab Equip. CAPEX

Chip Advancements and Volume Demand

- New Fab Lines
- Capacity build-out

Chip Complexity

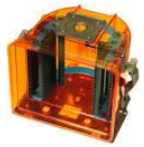
Leading edge technology drives:

- More process steps
- Contamination vulnerability

Brooks Leads in Automation, Vacuum Environments, and Contamination Control

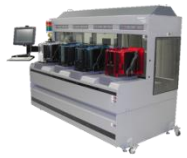
#1

Vacuum Automation Systems & Robots



#1

FOUP Cleaners & Reticle Stockers



#1

Advanced Packaging Solutions

Global Service

Enabling Customer Process Advantages

All Wafer Fabs

All Technology Nodes

Logic, Foundry & Memory

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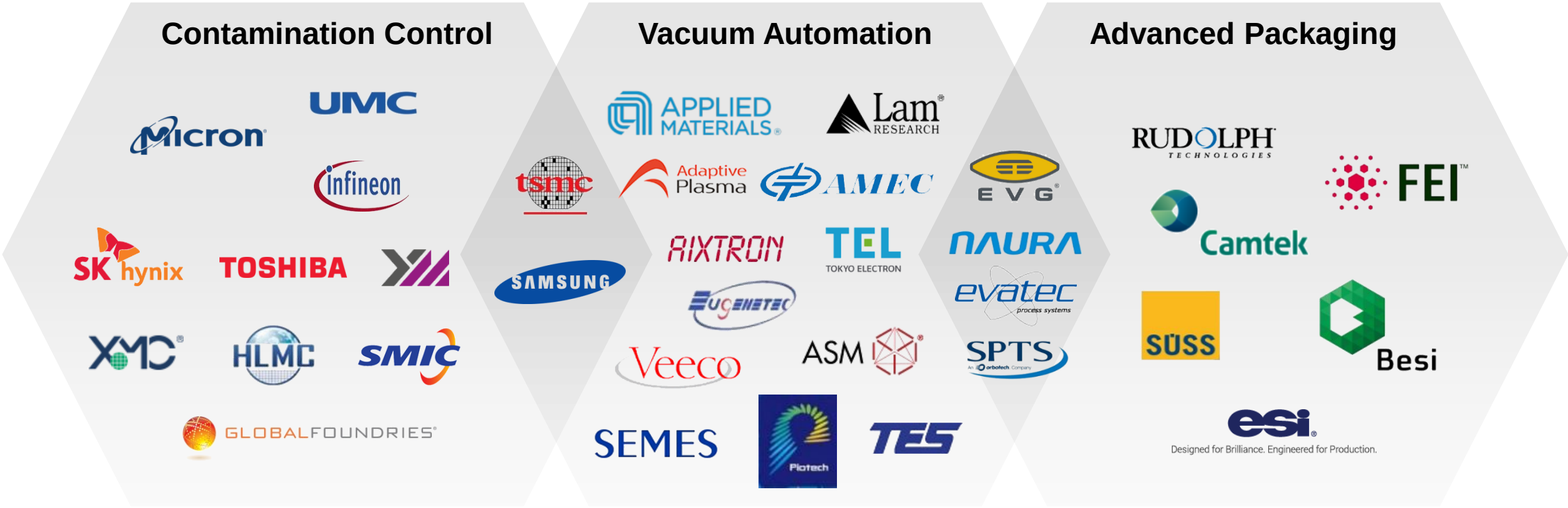
Semiconductor Solutions

Leading Customers in High-Growth Segments



Device Manufacturers	Equipment Manufacturers	
~30%*	~70%*	100%

2019 Revenue

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* Based on management's internal estimates

Driving Performance. Delivering Profitable Growth.

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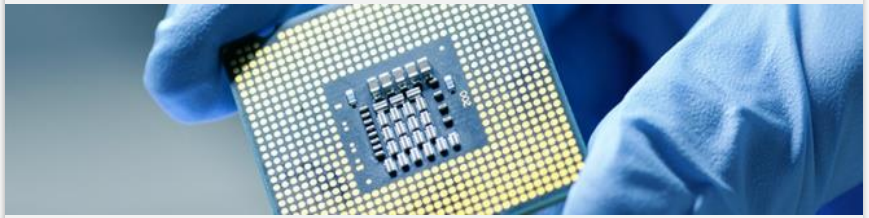
FY 2022 Brooks Target Model – Continued Momentum

Semiconductor Drivers

- Revenue range **$580 - 680M**
- Gross Margin* target **42-44%**
- Operating expense productivity



Operating Margins*	**20-22%**
% of Brooks revenue	**55%**

Life Sciences Drivers

- Revenue growth to **$520M**
- Gross Margin* target **45-48%**
- Operating expense productivity

Operating Margins*	**15-18%**
% of Brooks revenue	**45%**

Brooks

Revenue CAGR from 2019
14%

Operating Margins*
19%

ROIC of
13%

* Non-GAAP financial measures - Projections exclude intangibles amortization, restructuring expense, and other special charges.

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FY 2022 Target Model – New Goals for the Longer Term

	FY 2015	FY 2017	FY 2019	FY 2022 Goal
Total Revenue	$407M	$527M	$781M	**$1,100-1,200M**
Semi	*$339M*	*$379M*	*$447M*	**$580-680M**
Life Sciences	*$68M*	*$149M*	*$334M*	**$520M**
% of total	*17%*	*28%*	*43%*	**~45%**
Gross Margin*	34.1%	38.5%	41.9%	**~44-46%**
Operating Expenses*	34.9%	30.3%	30.3%	**26-27%**
% of Revenue				
Operating Income*	($3M)	$43M	$90M	**$200-240M**
% of Revenue	(0.8%)	8.2%	11.6%	**18%-20%**
EBITDA*	$18M	$68M	$128M	**$245-285M**
EPS*	$0.05	$0.44	$0.76	**$2.00-2.40**

* Non-GAAP financial measures – see reconciliation tables. Projections exclude intangibles amortization, restructuring expense, and other special charges.

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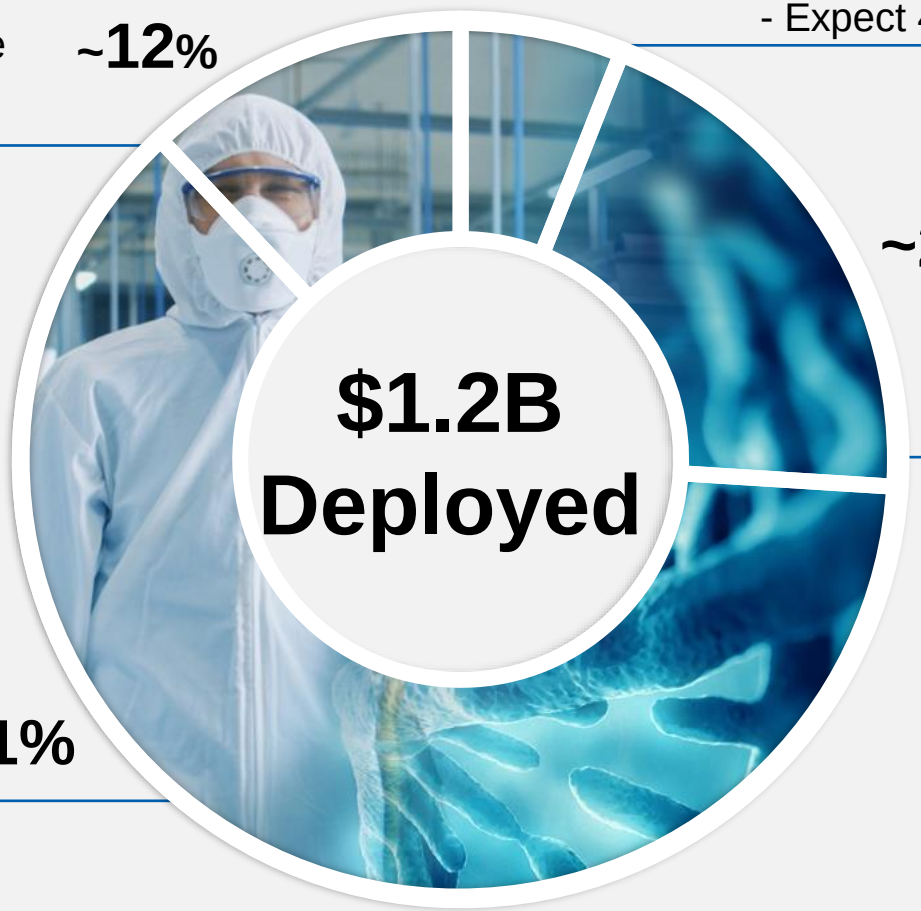
Disciplined Capital Deployment Over Last 5 Years
Strong Cash Generation Affords Investment

CAPEX
- Low CAPEX operations
  - 2-3% of revenue historically
  - Expect 4-6% of revenue with GENEWIZ

~7%

Return Cash to Shareholders
- Dividends – $140M cumulative on $0.40 per share annually

~12%



~20%

Organic Growth
- Investment of ~$50M in R&D annually

M&A
- Priority in Life Sciences and opportunistic in Semi
- ROIC focus

~61%

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IN SUMMARY

Two High Performance Businesses - Positioned for Profitable Growth and Further Investment

Two Strong Markets

Semiconductor Capital Equipment

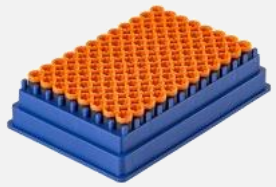
- ✓ Increasing capital intensity

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 Sciences 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
- ✓ 9th year of dividends

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Brooks

Non-GAAP Reconciliation Appendix

Non-GAAP Annual Operating Performance Continuing Operations

$ millions, except EPS

	FY15	FY16	FY17	FY18	FY19
Revenue	407	434	527	632	781
Gross profit*	139	161	203	253	327
*Gross profit margin**	*34.1 %*	*37.2 %*	*38.5 %*	*40.0 %*	*41.9 %*
R&D expenses	46	44	40	47	56
SG&A expenses*	96	104	120	141	181
Operating income *	(3)	13	43	65	90
*Operating margin**	*(0.8)%*	*2.9 %*	*8.2 %*	*10.3 %*	*11.6 %*
Other income (expense)	2	(1)	(2)	(11)	(22)
Tax benefit (provision)*	5	4	(10)	(9)	(13)
JV and noncontrolling interests*	(1)	(1)	(0)	-	-
Net income*	3	15	31	45	55
*Net income margin**	*0.8 %*	*3.4 %*	*5.9 %*	*7.2 %*	*7.1 %*
Diluted Non-GAAP EPS - Continuing Ops*	0.05	0.21	0.44	0.64	0.76
Adjusted EBITDA*	18	34	68	93	128

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* Non-GAAP financial measures – see reconciliation tables within this appendix. Results shown on continuing operations basis.

Non-GAAP Segment Annual Operating Performance Continuing Operations

$ millions

Brooks Semiconductor Solutions

	FY15	FY16	FY17	FY18	FY19
Revenue	339	326	379	435	447
Gross profit*	118	121	147	178	185
*Gross profit margin**	*35.0 %*	*37.1 %*	*38.7 %*	*40.9 %*	*41.5 %*
Operating expenses	105	101	104	116	115
Operating income *	13	20	43	63	70
*Operating margin**	*4.0 %*	*6.1 %*	*11.3 %*	*14.4 %*	*15.7 %*

Brooks Life Sciences

	FY15	FY16	FY17	FY18	FY19
Revenue	68	108	149	197	334
Gross profit*	20	41	57	75	142
*Gross profit margin**	*29.8 %*	*37.5 %*	*38.0 %*	*38.0 %*	*42.4 %*
Operating expenses	37	46	53	71	121
Operating income *	(17)	(5)	3	4	21
*Operating margin**	*(24.6)%*	*(4.6)%*	*2.2 %*	*1.9 %*	*6.2 %*

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* Non-GAAP financial measures – see reconciliation tables within this appendix. Results shown on continuing operations basis.

Non-GAAP Quarterly Operating Performance Continuing Operations

$ millions, except EPS

	Total Brooks				
	Q4'18	**Q1'19**	**Q2'19**	**Q3'19**	**Q4'19**
Revenue	160	179	198	204	199
Gross profit*	64	74	83	86	83
*Gross profit margin**	*40.2 %*	*41.4 %*	*42.0 %*	*42.4 %*	*41.8 %*
R&D expenses	12	13	14	14	15
SG&A expenses*	37	41	46	46	47
Operating income *	15	20	23	26	21
*Operating margin**	*9.4 %*	*11.0 %*	*11.8 %*	*12.7 %*	*10.6 %*
Other income (expense)	(2)	(5)	(8)	(8)	(1)
Tax benefit (provision)*	(1)	(3)	(3)	(3)	(4)
Net income*	12	12	12	14	17
*Net income margin**	*7.4 %*	*6.6 %*	*6.2 %*	*7.0 %*	*8.5 %*
Diluted Non-GAAP EPS - Continuing Ops*	0.17	0.17	0.17	0.20	0.23
Adjusted EBITDA*	22	28	33	36	31

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Non-GAAP Segment Quarterly Operating Performance Continuing Operations

$ millions

Brooks Semiconductor Solutions

	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
Revenue	109	113	113	116	105
Gross profit*	45	47	47	48	43
*Gross profit margin**	*41.3 %*	*41.7 %*	*41.6 %*	*41.7 %*	*41.1 %*
Operating expenses	30	30	28	28	30
Operating income *	14	17	19	20	14
*Operating margin**	*13.3 %*	*15.3 %*	*16.7 %*	*17.4 %*	*12.9 %*

Brooks Life Sciences

	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
Revenue	51	67	86	88	94
Gross profit*	19	27	36	38	40
*Gross profit margin**	*37.7 %*	*40.9 %*	*42.6 %*	*43.3 %*	*42.6 %*
Operating expenses	18	25	31	32	33
Operating income *	1	3	5	6	7
*Operating margin**	*1.4 %*	*4.0 %*	*5.9 %*	*7.0 %*	*7.2 %*

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GAAP to Non-GAAP Reconciliation
2019 – Continuing Operations

$ millions, except EPS

	FY'19							
	GAAP Results FY19	**Merger and Acquistion Costs**	**Amortization Expense**	**Restructuring & Related Charges**	**Loss on debt extinguishment**	**Tax Effect on Adjustments**	**Other Tax Items**	**Non-GAAP Results FY19**
Revenue	780.8	-	-	-	-	-	-	780.8
Gross profit	316.3	0.2	10.4	0.3	-	-	-	327.2
Gross profit margin	*40.5%*							*41.9%*
Operating Expenses	(268.3)	6.7	24.7	-	-	-	-	(236.9)
Restructuring charges	(1.9)	-	-	1.9	-	-	-	-
Operating profit	46.0	6.9	35.2	2.2	-	-	-	90.2
Operating profit margin	*5.9%*							*11.6%*
Interest income, net	(20.8)	-	-	-	-	-	-	(20.8)
Loss on debt extinguishment	(14.3)	-	-	-	14.3	-	-	-
Other income, net	(1.5)	-	-	-	-	-	-	(1.5)
Income tax benefit (provision)	0.1	-	-	-	-	(14.3)	1.6	(12.7)
Net Income	9.6	6.9	35.2	2.2	14.3	(14.3)	1.6	55.3
Diluted earnings per share	0.13	0.09	0.49	0.03	0.20	(0.20)	0.02	0.76

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GAAP to Non-GAAP Reconciliation
2018 – Continuing Operations

$ millions, except EPS

	FY 18						
	GAAP Results FY18	**Merger and Aquistion 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
Gross profit margin	*39.0%*						*40.0%*
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
Operating profit margin	*5.0%*						*10.3%*
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	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

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GAAP to Non-GAAP Reconciliation
2017 – Continuing Operations

$ millions, except EPS

	FY 17						
	GAAP Results FY 17	**Merger and Acquisition Costs**	**Amortization Expense**	**Restructuring Charges**	**Tax Related Adjustments**	**Other Special Charges**	**Non-GAAP Results FY 17**
Revenue	527.5	-	-	-	-		527.5
Gross profit	198.9	0.5	3.9	-	-		203.3
Gross profit margin	*37.7%*						*38.5%*
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
Operating profit margin	*2.7%*						*8.2%*
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	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

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GAAP to Non-GAAP Reconciliation
2016 – Continuing Operations

$ millions, except EPS

	FY 16						
	GAAP Results FY 16	**Merger and Acquisition Costs**	**Amortization Expense**	**Restructuring Charges**	**Tax Related Adjustments**	**Other Special Charges**	**Non-GAAP Results FY 16**
Revenue	434.0	-	-	-	-	-	434.0
Gross profit	156.7	0.6	4.0	-	-	-	161.3
Gross profit margin	*36.1%*						*37.2%*
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
Operating profit margin	*(3.9%)*						*2.9%*
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 (loss)	(85.5)	3.2	11.6	8.3	76.5	0.5	14.6
Diluted earnings (loss) per share	(1.25)	0.05	0.17	0.12	1.12	0.01	0.21

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GAAP to Non-GAAP Reconciliation
2015 – Continuing Operations

$ millions, except EPS

	FY 15						
	GAAP Results FY15	**Merger and Aquistion Costs**	**Amortization Expense**	**Restructuring Charges**	**Tax Related Adjustments**	**Other Special Charges**	**Non-GAAP Results FY 15**
Revenue	406.9	-	-	-	-	-	406.9
Gross profit	132.8	1.5	4.4	-	-	-	138.7
Gross profit margin	*32.6%*						*34.1%*
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)
Operating profit margin	*(5.5%)*						*(0.8%)*
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 Income (loss)	(12.5)	1.9	8.1	3.4	0.2	2.4	3.4
Diluted earnings (loss) per share	(0.18)	0.03	0.12	0.05	0.00	0.04	0.05

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GAAP to Non-GAAP Reconciliation
2019 Segments – Continuing Operations

$ millions

	FY 19			
	GAAP Results FY19	**Amortization Expense**	**Other Special Charges**	**Non-GAAP Results FY19**
BSSG				
Revenue	446.7	-	-	446.7
Gross profit	181.7	3.6	-	185.3
Gross profit margin	*40.7%*			*41.5%*
Operating expenses	(115.5)			(115.5)
Operating profit	66.2	3.6	-	69.8
Operating profit margin	*14.8%*			*15.6%*
BLS				
Revenue	334.2	-	-	334.2
Gross profit	134.6	6.8	0.3	141.7
Gross profit margin	*40.3%*			*42.4%*
Operating expenses	(121.1)			(121.1)
Operating profit	13.5	6.8	0.3	20.6
Operating profit margin	*4.0%*			*6.2%*

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GAAP to Non-GAAP Reconciliation
2018 Segments – Continuing Operations

$ millions

	FY 18			
	GAAP Results FY18	**Merger and Aquistion Costs**	**Amortization Expense**	**Non-GAAP Results FY18**
BSSG				
Revenue	435.0	-	-	435.0
Gross profit	174.0	0.7	3.4	178.1
Gross profit margin	*40.0%*			*40.9%*
Operating Expenses	(115.6)			(115.6)
Operating profit	58.4	0.7	3.4	62.5
Operating profit margin	*13.4%*			*14.4%*
BLS				
Revenue	196.5	-	-	196.5
Gross profit	72.1	1.2	1.5	74.8
Gross profit margin	*36.7%*			*38.0%*
Operating Expenses	(71.0)			(71.0)
Operating profit	1.2	1.2	1.5	3.8
Operating profit margin	*0.6%*			*1.9%*

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GAAP to Non-GAAP Reconciliation
2017 Segments – Continuing Operations

$ millions

	FY 17			
	GAAP Results FY17	**Merger and Aquistion Costs**	**Amortization Expense**	**Non-GAAP Results FY17**
BSSG				
Revenue	378.8	-	-	378.8
Gross profit	144.1		2.6	146.8
Gross profit margin	*38.0%*			*38.7%*
Operating Expenses	(104.0)			(104.0)
Operating profit	40.1	-	2.6	42.7
Operating profit margin	*10.6%*			*11.3%*
BLS				
Revenue	148.7	-	-	148.7
Gross profit	54.8	0.4	1.4	56.6
Gross profit margin	*36.8%*			*38.0%*
Operating Expenses	(53.4)			(53.4)
Operating profit (loss)	1.4	0.4	1.4	3.2
Operating profit margin	*0.9%*			*2.2%*

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GAAP to Non-GAAP Reconciliation
2016 Segments – Continuing Operations

$ millions

	FY 16			
	GAAP Results FY16	**Merger and Aquistion Costs**	**Amortization Expense**	**Non-GAAP Results FY16**
BSSG				
Revenue	325.9	-	-	325.9
Gross profit	117.6	0.6	2.5	120.8
Gross profit margin	*36.1%*			*37.1%*
Operating Expenses	(101.0)			(101.0)
Operating profit	16.6	0.6	2.5	19.8
Operating profit margin	*5.1%*			*6.1%*
BLS				
Revenue	108.1			108.1
Gross profit	39.1	-	1.5	40.5
Gross profit margin	*36.1%*			*37.5%*
Operating Expenses	(45.5)			(45.5)
Operating profit (loss)	(6.5)	-	1.5	(5.0)
Operating profit margin	*(6.0%)*			*(4.6%)*

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GAAP to Non-GAAP Reconciliation
2015 Segments – Continuing Operations

$ millions

	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
Gross profit margin	*34.0%*			*35.0%*
Operating Expenses	(105.0)			(105.0)
Operating profit	10.0	0.6	2.8	13.4
Operating profit margin	*2.9%*			*4.0%*
BLS				
Revenue	68.1	-	-	68.1
Gross profit	17.7	1.0	1.6	20.3
Gross profit margin	*26.0%*			*29.8%*
Operating Expenses	(37.1)			(37.1)
Operating profit (loss)	(19.3)	1.0	1.6	(16.8)
Operating profit margin	*(28.4%)*			*(24.6%)*

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GAAP to Non-GAAP Reconciliation
Q4'19 – Continuing Operations

$ millions, except EPS

	Q4'19							
	GAAP Results Q4 FY19	**Merger and Aquistion Costs**	**Amortization Expense**	**Restructuring & Related Charges**	**Loss on debt extinguishment**	**Tax Effect on Adjustments**	**Other Tax Items**	**Non-GAAP Results Q4 FY19**
Revenue	199.2	-	-	-	-	-	-	199.2
Gross profit	80.2	-	2.8	0.3	-	-	-	83.2
Gross profit margin	*40.2%*							*41.8%*
Operating expenses	(68.3)	0.1	6.2	-	-	-	-	(62.0)
Restructuring charges	(1.2)	-	-	1.2	-	-	-	-
Operating profit	10.6	0.1	8.9	1.5	-	-	-	21.2
Operating profit margin	*5.3%*							*10.6%*
Interest income, net	(0.3)	-	-	-	-	-	-	(0.3)
Loss on debt extinguishment	(5.3)	-	-	-	5.3	-	-	-
Other income, net	(0.3)	-	-	-	-	-	-	(0.3)
Income tax benefit (provision)	0.5	-	-	-	-	(3.9)	(0.2)	(3.7)
Net Income	5.2	0.1	8.9	1.5	5.3	(3.9)	(0.2)	16.9
Diluted earnings per share	0.07	0.00	0.12	0.02	0.07	(0.05)	(0.00)	0.23

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GAAP to Non-GAAP Reconciliation
Q3'19 – Continuing Operations

$ millions, except EPS

	Q3'19							
	GAAP Results Q3 FY19	**Merger and Aquistion Costs**	**Amortization Expense**	**Restructuring Charges**	**Tax Effect on Adjustments**	**Other Tax Items**	**Transition Tax**	**Non-GAAP Results Q3 FY19**
Revenue	203.9	-	-	-	-	-	-	203.9
Gross profit	83.5	-	2.9	-	-	-	-	86.4
Gross profit margin	*41.0%*							*42.4%*
Operating Expenses	(66.8)	0.2	6.2	-	-	-	-	(60.5)
Restructuring charges	(0.3)	-	-	0.3	-	-	-	-
Operating profit	16.4	0.2	9.0	0.3	-	-	-	25.9
Operating profit margin	*8.1%*							*12.7%*
Interest income, net	(7.9)	-	-	-	-	-	-	(7.9)
Other income, net	(0.3)	-	-	-	-	-	-	(0.3)
Income tax benefit (provision)	(7.3)	-	-	-	(1.3)	1.0	4.3	(3.3)
Net Income	0.9	0.2	9.0	0.3	(1.3)	1.0	4.3	14.3
Diluted earnings per share	0.01	0.00	0.12	0.00	(0.02)	0.01	0.06	0.20

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GAAP to Non-GAAP Reconciliation
Q2'19 – Continuing Operations

$ millions, except EPS

	Q2'19							
	GAAP Results Q2 FY19	**Merger and Acquisition Costs**	**Amortization Expense**	**Restructuring Charges**	**Loss on debt extinguishment**	**Tax Effect on Adjustments**	**Other Tax Items**	**Non-GAAP Results Q2 FY19**
Revenue	198.4	-	-	-	-	-	-	198.4
Gross profit	80.5	-	2.8	-	-	-	-	83.3
Gross profit margin	*40.6%*							*42.0%*
Operating Expenses	(66.5)	0.0	6.6	-	-	-	-	(59.8)
Restructuring charges	(0.4)	-	-	0.4	-	-	-	-
Operating profit	13.7	0.0	9.4	0.4	-	-	-	23.5
Operating profit margin	*6.9%*							*11.8%*
Interest income, net	(7.7)	-	-	-	-	-	-	(7.7)
Loss on debt extinguishment	(9.1)	-	-	-	9.1	-	-	-
Other income, net	(0.8)	-	-	-	-	-	-	(0.8)
Income tax benefit (provision)	1.0	-	-	-	-	(4.6)	0.8	(2.8)
Net Income (Loss) - continuing operatic	(2.8)	0.0	9.4	0.4	9.1	(4.6)	0.8	12.2
Diluted EPS - continuing operations	(0.04)	0.00	0.13	0.01	0.13	(0.06)	0.01	0.17

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GAAP to Non-GAAP Reconciliation
Q1’19 – Continuing Operations

$ millions, except EPS

	Q1'19						
	GAAP Results Q1 FY19	**Merger and Acquisition Costs**	**Amortization Expense**	**Restructuring Charges**	**Tax Effect on Adjustments**	**Other Tax Items**	**Non-GAAP Results Q1 FY19**
Revenue	179.4	-	-	-	-	-	179.4
Gross profit	72.1	0.2	2.0	-	-	-	74.3
Gross profit margin	*40.2%*						*41.4%*
Operating Expenses	(66.7)	6.4	5.8	-	-	-	(54.6)
Restructuring charges	(0.1)	-	-	0.1	-	-	-
Operating profit	5.3	6.5	7.8	0.1	-	-	19.7
Operating profit margin	*3.0%*						*11.0%*
Interest expense, net	(4.9)	-	-	-	-	-	(4.9)
Other income (expense), net	(0.0)	-	-	-	-	-	(0.0)
Income tax expense	5.8	-	-	-	(3.2)	(5.5)	(2.9)
Net Income - continuing operations	6.3	6.5	7.8	0.1	(3.2)	(5.5)	11.9
Diluted EPS - continuing operations	0.09	0.09	0.11	0.00	(0.04)	(0.08)	0.17

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GAAP to Non-GAAP Reconciliation
Q4'18 – Continuing Operations

$ millions, except EPS

	Q4'18						
	GAAP Results Q4 FY18	**Merger and Acquisition Costs**	**Amortization Expense**	**Restructuring Charges**	**Tax Effect on Adjustments**	**Other Tax Items**	**Non-GAAP Results Q4 FY18**
Revenue	159.6	-	-	-	-	-	159.6
Gross profit	62.6	-	1.5	-	-	-	64.1
Gross profit margin	*39.2%*						*40.2%*
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
Operating profit margin	*2.3%*						*9.4%*
Interest expense, net	(2.0)	-	-	-	-	-	(2.0)
Other income (expense), net	(0.3)	-	-	-	-	-	(0.3)
Income tax expense	(2.6)	-	-	-	0.9	0.7	(1.0)
Net Income - continuing operations	(1.2)	4.3	6.5	0.6	0.9	0.7	11.8
Diluted EPS - continuing operations	(0.02)	0.06	0.09	0.01	0.01	0.01	0.17

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GAAP to Non-GAAP Reconciliation
Q4'18 Segments – Continuing Operations

$ millions

	Q4'18		
	GAAP Results Q4 FY18	**Amortization Expense**	**Non-GAAP Results Q4 FY18**
BSSG			
Revenue	108.8	-	108.8
Gross profit	43.8	1.2	44.9
Gross profit margin	*40.2%*		*41.3%*
Operating expenses	(30.5)		(30.5)
Operating profit	13.3	1.2	14.5
Operating profit margin	*12.2%*		*13.3%*
BLS			
Revenue	50.9	-	50.9
Gross profit	18.8	0.3	19.2
Gross profit margin	*37.1%*		*37.7%*
Operating expenses	(18.5)		(18.5)
Operating profit	0.4	0.3	0.7
Operating profit margin	*0.8%*		*1.4%*

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GAAP to Non-GAAP Reconciliation
Q1'19 Segments – Continuing Operations

$ millions

	Q1'19			
	GAAP Results Q1 FY19	**Merger and Acquisition Costs**	**Amortization Expense**	**Non-GAAP Results Q1 FY19**
BSSG				
Revenue	112.7	-	-	112.7
Gross profit	45.9	0.2	0.9	47.0
Gross profit margin	*40.7%*			*41.7%*
Operating expenses	(29.8)			(29.8)
Operating profit	16.1	0.2	0.9	17.3
Operating profit margin	*14.3%*			*15.3%*
BLS				
Revenue	66.7	-	-	66.7
Gross profit	26.2	-	1.1	27.2
Gross profit margin	*39.3%*			*40.9%*
Operating expenses	(24.6)			(24.6)
Operating profit	1.6	-	1.1	2.7
Operating profit margin	*2.4%*			*4.0%*

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GAAP to Non-GAAP Reconciliation
Q2'19 Segments – Continuing Operations

$ millions

	Q2'19		
	GAAP Results Q2 FY19	**Amortization Expense**	**Non-GAAP Results Q2 FY19**
BSSG			
Revenue	112.9	-	112.9
Gross profit	46.0	0.9	46.9
Gross profit margin	*40.7%*		*41.6%*
Operating expenses	(28.0)		(28.0)
Operating profit	18.0	0.9	18.9
Operating profit margin	*15.9%*		*16.7%*
BLS			
Revenue	85.5	-	85.5
Gross profit	34.5	1.9	36.4
Gross profit margin	*40.4%*		*42.6%*
Operating expenses	(31.4)		(31.4)
Operating profit	3.1	1.9	5.0
Operating profit margin	*3.7%*		*5.9%*

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GAAP to Non-GAAP Reconciliation
Q3'19 Segments – Continuing Operations

$ millions

	Q3'19		
	GAAP Results Q3 FY19	**Amortization Expense**	**Non-GAAP Results Q3 FY19**
BSSG			
Revenue	116.0	-	116.0
Gross profit	47.5	0.9	48.4
Gross profit margin	*40.9%*		*41.7%*
Operating expenses	(28.2)		(28.2)
Operating profit	19.3	0.9	20.2
Operating profit margin	*16.7%*		*17.4%*
BLS			
Revenue	87.8	-	87.8
Gross profit	36.0	2.0	38.0
Gross profit margin	*41.0%*		*43.3%*
Operating expenses	(31.8)		(31.8)
Operating profit	4.2	2.0	6.2
Operating profit margin	*4.8%*		*7.0%*

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GAAP to Non-GAAP Reconciliation
Q4'19 Segments – Continuing Operations

$ millions

	Q4'19			
	GAAP Results Q4 FY19	**Amortization Expense**	**Other Special Charges**	**Non-GAAP Results Q4 FY19**
BSSG				
Revenue	105.0	-	-	105.0
Gross profit	42.3	0.9	-	43.1
Gross profit margin	*40.2%*			*41.1%*
Operating expenses	(29.5)			(29.5)
Operating profit	12.7	0.9	-	13.6
Operating profit margin	*12.1%*			*12.9%*
BLS				
Revenue	94.2	-	-	94.2
Gross profit	37.9	1.9	0.3	40.1
Gross profit margin	*40.2%*			*42.6%*
Operating expenses	(33.3)			(33.3)
Operating profit	4.6	1.9	0.3	6.8
Operating profit margin	*4.9%*			*7.2%*

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Net Income Reconciliation to Adjusted EBITDA 2015 to 2019 – Continuing Operations

$ millions

	FY'15	FY'16	FY'17	FY'18	FY'19
Net income (loss) attributable to Brooks Automation, Inc.	14.2	(69.5)	62.6	116.6	437.4
Income from discontinued operations, net of tax	(26.7)	(16.0)	(51.9)	(48.7)	(427.9)
Net income from continuing operations	**(12.5)**	**(85.5)**	**10.7**	**67.8**	**9.6**
Adjustments:					
Interest income	(0.9)	(0.5)	(0.5)	(1.9)	(1.4)
Interest expense	0.4	0.2	0.4	9.5	22.2
Income tax provision	(11.3)	66.3	3.4	(47.3)	(0.1)
Depreciation	11.4	12.2	10.4	12.5	19.3
Amortization of intangible assets	12.1	14.8	17.1	24.2	35.2
Restructuring related charges	-	-	-	-	0.3
Loss on extinguishment of debt	-	-	-	-	14.3
EBITDA-from Continuing Operations	**(0.8)**	**7.5**	**41.5**	**64.9**	**99.3**
Non-GAAP adjustments:					
Purchase accounting impact on inventory and contracts acquired	1.5	0.6	0.5	1.9	0.2
Stock-based compensation	11.9	11.3	16.6	18.9	19.5
Restructuring charges	4.9	10.2	3.1	0.7	1.9
Merger and acquisition costs / Other	0.7	4.2	6.7	6.9	6.7
Adjusted EBITDA - from Continuing Operations	**18.1**	**33.8**	**68.5**	**93.3**	**127.6**

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Net Income Reconciliation to Adjusted EBITDA
Q4'18 - Q4'19 – Continuing Operations

$ millions

	Q4'18	Q1'19	Q2'19	Q3'19	Q4'19
Net income attributable to Brooks Automation, Inc.	10.4	14.4	3.4	7.3	412.3
Income from discontinued operations, net of tax	(11.6)	(8.1)	(6.2)	(6.3)	(407.1)
Net income (loss) from continuing operations	**(1.2)**	**6.3**	**(2.8)**	**0.9**	**5.2**
Adjustments:					
Interest income	(0.7)	(0.4)	(0.3)	(0.1)	(0.6)
Interest expense	2.7	5.3	8.0	8.0	0.9
Income tax provision	2.6	(5.8)	(1.0)	7.3	(0.5)
Depreciation	3.1	4.1	5.1	5.0	5.1
Amortization of intangible assets	6.5	7.8	9.4	9.0	8.9
Restructuring related charges	-	-	-	-	0.3
Loss on extinguishment of debt	-	-	9.1	-	5.3
EBITDA-from Continuing Operations	**13.0**	**17.1**	**27.4**	**30.2**	**24.6**
Non-GAAP adjustments:					
Purchase accounting impact on inventory and contracts acquired	-	0.2	-	-	-
Stock-based compensation	4.6	4.2	5.1	5.3	4.9
Restructuring charges	0.6	0.1	0.4	0.3	1.2
Merger and acquisition costs / Other	4.3	6.4	0.0	0.2	0.1
Adjusted EBITDA - from Continuing Operations	**22.5**	**27.9**	**32.9**	**35.9**	**30.9**

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Continuous Portfolio Enhancement for Value and Higher Growth

Acquisitions

Life Sciences	~$815M
Semi	~$115M

2011-2012

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

2013-2014

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

2015-2016

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

2017-2018

- BioCision add'l $11M
- PBMMI for $34M
- FreezerPro software for $5M
- 4titude Ltd. for $66M
- BioSpeciMan for $5M
- Tec-Sem for $16M

2019

- GENEWIZ for $450M
- Divested Cryogenics for $675M

8 years, 19 transactions, $930M, with ROIC focus

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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

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Brooks Life Sciences – Sample Management Offerings

BioStore II

BioStore™ III Cryo

BioStorage Services

Cool Lab Workflow Products

4titude Consumables

FluidX Consumables

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