## EBrooks

## Brooks Automation

Strategic Update and FY'21 Second Quarter Financial Results
May 10, 2021




## 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, 2020 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, exclude amortization of intangibles, restructuring expense and other special charges.

## Agenda

## Strategic

 Portfolio Transformation
## Separating Brooks into two independent public companies:

## Life Sciences and Automation

$\checkmark$ A clear growth path for each in their separate industries
$\checkmark$ Both companies well-positioned strategically, operationally and financially for separation

## Strong

Q2 2021
Results

## Revenue \$287M, +30\% YtY and Non-GAAP EPS \$0.61, +145\%

$\checkmark$ Momentum continues across both businesses
$\checkmark$ Confidence in the continued growth of each business in the short and long term - and achieving long term model one year ahead of target

## Taking the Next Step in Value Creation



## Compelling Strategic Rationale

## As independent public companies, we believe each business will:

- Operate more effectively in different markets with different requirements
- Advance the rapid growth of Life Sciences
- Extend leadership in Automation markets
- Increase operating flexibility with structures appropriate for each business
- Adapting to market dynamics and accelerating pace of change
- Pursue attractive investment and M\&A opportunities
- Tailor capital structure and capital allocation policies to specific business needs
- Enhance investor alignment


## A Transformation Years in the Making for Shareholder Value

## Introducing Two Highly Focused Market-Leading Companies



Brooks

## New Life Sciences Co

- Sample Management Products
- Sample Repository Services
- Genomic Services
- CEO, Steve Schwartz
- CFO, Lindon Robertson
- LTM Metrics ${ }^{1}$ :
- Revenue: \$449M
- Gross Margin²: $49.2 \%$
- Strong balance sheet
- Organic and inorganic growth opportunities

- Semiconductor \& Multi-Market Automation
- Contamination Control Solutions
- CEO, Dave Jarzynka
- CFO, Dave Pietrantoni
- LTM Metrics ${ }^{1}$ :
- Revenue: \$553M
- Gross Margin²: $43.4 \%$
- Strong balance sheet
- Organic and inorganic growth opportunities


## New Life Sciences Co

## Diverse Revenue Profile With Proven Value

## Serving a ~\$10B Market in Sample Storage and Genomics



## Positioning and Strategy

Best-in-Class Solutions
$\checkmark$ Science
$\checkmark$ Technology
Quality \& Integrity
$\checkmark$ Sample assets
$\checkmark$ Expert analysis
Efficiency in Workflow
$\checkmark$ Fast Turnaround Time
$\checkmark$ Global Footprint
Leveraging Strengths to Pursue Additional Growth Vectors

## New Life Sciences Co

## Strong Foundation for Existing and Future Growth Vectors

1. Strong Foundation of Organic Growth

- Differentiated sample repository \& genomics services
- Market leadership in Cryo for Cell \& Gene Therapy (C\&GT) and other complex applications
- Turnkey solutions for R\&D and manufacturing

2. Accelerate Capabilities for Novel Modalities

- Genomics is the center of C\&GT, mRNA, and viral vector-based solutions

3. Insights for Drug Discovery and Development


- Leverage Sample Repository and customer network
- Data extraction, informatics, sourcing of samples



## New Brooks Automation

## Winning Platforms Building on Secular Industry Tailwinds

Balanced Portfolio Across High-Growth Segments


## Positioning and Strategy

Global Semiconductor Leadership
$\checkmark$ Vacuum automation
$\checkmark$ Advanced packaging automation
$\checkmark$ Contamination control

## Innovative Application Solutions

$\checkmark$ Precision motion control
$\checkmark$ Proven quality and reliability
$\checkmark$ Yield enhancement
$\checkmark$ Wafer flow management

## Emerging Collaborative Automation

$\checkmark$ Leading collaborative motion expertise
$\checkmark$ Expanding into multiple markets
$\checkmark$ Work flow management

## New Brooks Automation

## Growth Opportunities Will Leverage Existing Strengths

## 1. Strong Foundation of Organic Growth

- \#1 Leadership position in Semiconductor Vacuum Automation and Contamination Control
- Key enabler of customer process advantages applicable to all fabs for all technology nodes
- Robust near- and long-term industry growth projections


## 2. Expanding Automation Capabilities

- Deep engineering expertise allows for expanding to adjacent applications and end markets
- Acquisition of Precise Automation
- Leadership in collaborative robots
- Customers in lab automation, semi, and electronics

Industry Leading Customers


## Summary of Today's Announcement

- Two independent public companies expected by end of this calendar year
- New Life Sciences Co
- New Brooks Automation
- Leadership positions in their markets
- Each has a strong growth path with fuel for investment

Creating Two Independent, Publicly Traded Companies with Focused Growth Plans

Fiscal Year '21 Second Quarter Financial Results

## Brooks Q2 FY 2021 Overview

- Q2 revenue growth of 30\% YtY with non-GAAP EPS of \$0.61, +145\% YtY
- $36 \%$ growth in Life Sciences revenue, 1,050 bps operating margin expansion
- $26 \%$ growth in Semiconductor Solutions revenue, 780 bps operating margin expansion
- GAAP EPS of \$0.32, up $\$ 0.20 \mathrm{YtY}$, on continuing operations
- Trailing 12 months snapshot:
- \$1B revenue, $20 \%$ YtY growth with non-GAAP EPS of $\$ 1.87,+106 \%$ YtY
- 620 bps YtY operating margin expansion
- \$156M LTM operating cash flow



## Brooks Automation Operating Performance Quarter ended March 31, 2021

\$ millions, except EPS


- $30 \%$ YtY revenue growth and 850 bps expansion in non-GAAP operating margin drove $145 \%$ growth of non-GAAP EPS


## Brooks Life Sciences Performance

## \$ millions <br> non-GAAP

|  | Q2'21 | QtQ | $\boldsymbol{Y t Y}$ | $\begin{gathered} \text { LTM } \\ 3 / 31 / 2021 \\ \hline \end{gathered}$ | YtY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 130 | 10\% | 36\% | 449 | 22\% |
| Gross profit | 65 | 10\% | 50\% | 221 | 36\% |
| \% | 50.5\% | 0.2 pts. | 4.6 pts. | 49.2\% | 5.2 pts. |
| Operating expenses | 41 | 10\% | 15\% | 150 | 11\% |
| Operating income | 25 | 11\% | 203\% | 71 | 162\% |
| \% | 19.0\% | 0.2 pts. | 10.5 pts. | 15.8\% | 8.5 pts. |
| Adjusted EBITDA | 33 | 9\% | 129\% | 99 | 93\% |
| \% | 25.1\% | (0.1) pts. | 10.2 pts. | 22.1\% | 8.2 pts. |

- Q2 growth of $42 \%$ YtY, excluding the effect of discontinuing the alliance agreement
- Strong growth in each area: Products $+69 \%$, GENEWIZ $+31 \%$, SRS +24\% ex-alliance
- Operating margin expansion of 1,050 bps YtY to $19.0 \%$
- GM\% up 280 bps YtY from performance and 180 bps from exiting the alliance
- Organic growth of $36 \%$ YtY excludes currency, acquisitions, and the alliance revenue impact


## Brooks Semiconductor Solutions Performance

```
$ millions
Continuing Operations - non-GAAP
```

|  | Q2'21 | QtQ | YtY | $\begin{gathered} \text { LTM } \\ 3 / 31 / 2021 \end{gathered}$ | YtY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | 157 | 20\% | 26\% | 553 | 19\% |
| Gross profit | 70 | 24\% | 41\% | 240 | 28\% |
| \% | 44.4\% | 1.6 pts. | 4.9 pts. | 43.4\% | 3.0 pts. |
| Operating expenses | 36 | 5\% | 12\% | 134 | 10\% |
| Operating income | 33 | 55\% | 99\% | 106 | 62\% |
| \% | 21.2\% | 4.8 pts. | 7.8 pts. | 19.2\% | 5.1 pts. |
| Adjusted EBITDA | 39 | 45\% | 84\% | 123 | 49\% |
| \% | 24.7\% | 4.3 pts. | 7.8 pts. | 22.3\% | 4.5 pts. |

-Q2 growth of $26 \% \mathrm{YtY}$
-Automation grew 56\% YtY driven by strong demand in vacuum automation

- Operating margin expansion of 780 bps YtY to 21.2\%
-GM\% up 490bps YtY on higher volumes
-Organic growth of $25 \%$ YtY excludes currency


## Summary Cash Flow

\$ millions

## Q2'21

## Net income

24
Deferred income tax benefit
Depreciation \& amortization 16
Stock compensation 7
Change in working capital (8)
Other operating items

| (8) |
| :---: |
| 0 |

## Cash flow from operations <br> 34

Capital expenditures (10)
Free Cash Flow 24
Acquisitions Net (2)
Dividends (7)
Other
Change in cash, restricted cash and marketable sec. 12
Cash, restricted cash and marketable securities - Ending 334

- $\$ 34 \mathrm{M}$ of cash flow from operations, $\$ 24 \mathrm{M}$ of free cash flow
- \$10M of cash for CAPEX, including \$2M for China building project
- Subsequent to the quarter end, on April 29, 2021, we acquired Precise Automation for $\$ 70$ million in cash


## Summary Balance Sheet

\$ millions

|  | $\begin{gathered} \text { Dec } 31 \\ 2020 \end{gathered}$ | $\begin{gathered} \text { Mar } 31 \\ 2021 \end{gathered}$ | QtQ |
| :---: | :---: | :---: | :---: |
| Cash, restricted cash, and marketable securities | 323 | 334 | 12 |
| Accounts receivable, net | 197 | 225 | 29 |
| Inventories | 124 | 128 | 4 |
| Other current assets | 42 | 47 | 5 |
| Current Assets | 686 | 735 | 50 |
| Accounts payable | (68) | (78) | (10) |
| Deferred revenue | (36) | (37) | (1) |
| Short-term debt | (0.4) | (0.4) | (0) |
| Other current liabilities | (122) | (151) | (29) |
| Current Liabilities | (226) | (266) | (40) |
| Property, plant and equipment | 127 | 132 | 5 |
| Goodwill and intangible assets | 733 | 723 | (10) |
| Long-term debt | (50) | (50) | (0) |
| Net long-term deferred tax assets (liabilities) | (10) | (6) | 5 |
| Other net long-term assets (liabilities) | (7) | (4) | 4 |
| Net assets | 1,252 | 1,266 | 14 |

- \$334M of cash, restricted cash, marketable securities; \$284M net cash position


## Summary and Guidance

\$ millions, except EPS

|  | Guidance <br> Q3'21 |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Revenue |  |  |  |  |
|  | $\$ 287$ |  | $\$ 300-\$ 320$ |  |
| Adjusted EBITDA |  |  |  |  |
| Non-GAAP diluted EPS | $\$ 0.61$ |  | $\$ 73-\$ 82$ |  |
| GAAP diluted EPS - Total Brooks | $\$ 0.32$ |  | $\$ 0.65-\$ 0.75$ |  |

- Additional guidance
- FY21 capital expenditures: \$65-70M
- FY21 non-GAAP tax rate: 20-22\%
- The trailing 12 months, upon completing Q3 at the midpoint of this guidance: $\$ 1.1 \mathrm{~B}$ revenue
$\$ 2.25$ non-GAAP EPS


## Separation Transaction - What to Expect

## Separating into two focused independent public companies for shareholder value

- Transaction expected to complete by end of calendar year 2021
- Pro-rata, tax efficient distribution-at time of distribution, shareholders will hold shares of both New Brooks Automation and New Life Sciences Co
- New Life Sciences Co will adopt new name
- Both companies will be set up with the appropriate structures and balance sheets for growth
- Investor Day event for both companies in the fall, highlighting proven business models and strong organic and inorganic growth opportunities


## Bibrooks

Thank You


## Biooks

## Non-GAAP Reconciliation Appendix



## GAAP to Non-GAAP Reconciliation

## Total Brooks - Continuing Operations

## \$ millions, except EPS

## Revenue

GAAP gross profit

## Gross profit margin

Merger and acquisition costs
Amortization expense
Tariff adjustment
Restructuring related charges


Non-GAAP gross profit ma
GAAP operating expenses

| Q2 FY20 | Q3 FY20 | Q4 FY20 | Q1 FY21 | Q2 FY21 |
| :---: | :---: | :---: | :---: | :---: |
| 220.2 | 220.4 | 246.2 | 249.5 | 286.6 |
| 90.3 | 92.8 | 112.0 | 113.1 | 127.3 |
| 41.0\% | 42.1\% | 45.5\% | 45.3\% | 44.4\% |
| - | - | - | - | - |
| 2.7 | 2.8 | 2.8 | 2.4 | 2.3 |
| - | - | - | - | 5.5 |
| - | 0.3 | - | - | - |
| 93.0 | 95.9 | 114.8 | 115.5 | 135.1 |
| 42.2\% | 43.5\% | 46.6\% | 46.3\% | 47.1\% |
| (75.7) | (73.7) | (77.8) | (82.2) | (96.8) |
| 0.3 | 0.0 | 0.0 | 3.0 | 11.8 |
| 7.6 | 7.6 | 7.6 | 7.4 | 7.6 |
| 0.6 | (0.0) | 0.2 | 0.1 | 0.1 |
| - | - | - | - | - |
| (67.2) | (66.1) | (70.0) | (71.8) | (77.2) |
| 14.6 | 19.1 | 34.1 | 30.9 | 30.5 |
| 6.6\% | 8.7\% | 13.9\% | 12.4\% | 10.6\% |
| 25.8 | 29.8 | 44.8 | 43.8 | 57.9 |
| 11.7\% | 13.5\% | 18.2\% | 17.5\% | 20.2\% |
| 9.2 | 13.7 | 29.0 | 27.0 | 23.9 |
| 0.3 | 0.0 | 0.0 | 3.0 | 11.8 |
| 10.4 | 10.4 | 10.4 | 9.7 | 9.9 |
| 0.6 | 0.3 | 0.2 | 0.1 | 0.1 |
| - | - | - | - | - |
| - | - | - | - | 5.5 |
| - | - | - | - | - |
| 1.0 | 1.5 | (0.8) | (2.0) | 0.6 |
| (3.0) | (2.6) | (4.4) | (2.9) | (6.2) |
| 18.5 | 23.3 | 34.5 | 35.0 | 45.6 |
| 0.12 | 0.19 | 0.39 | 0.36 | 0.32 |
| 0.25 | 0.32 | 0.47 | 0.47 | 0.61 |


| FY15 | FY18 | FY20 | LTM 3/31/20 | LTM 3/31/21 |
| :---: | :---: | :---: | :---: | :---: |
| 406.9 | 631.6 | 897.3 | 833.8 | 1,002.6 |
| 132.8 | 246.1 | 380.0 | 338.9 | 445.2 |
| 32.6\% | 39.0\% | 42.4\% | 40.6\% | 44.4\% |
| 1.5 | 1.9 | - | - | - |
| 4.4 | 4.9 | 11.0 | 11.0 | 10.3 |
| - | - | - | - | 5.5 |
| - | - | 0.3 | 0.3 | 0.3 |
| 138.7 | 252.9 | 391.3 | 350.3 | 461.3 |
| 34.1\% | 40.0\% | 43.6\% | 42.0\% | 46.0\% |
| (155.3) | (214.7) | (301.6) | (286.7) | (330.5) |
| 0.7 | 6.9 | 0.5 | 0.8 | 14.9 |
| 7.7 | 19.3 | 30.8 | 27.9 | 30.2 |
| 4.9 | 0.7 | 1.4 | 2.6 | 0.4 |
| - | - | - | - | - |
| (142.1) | (187.7) | (268.9) | (255.4) | (285.1) |
| (22.6) | 31.4 | 78.5 | 52.3 | 114.7 |
| -5.5\% | 5.0\% | 8.7\% | 6.3\% | 11.4\% |
| (3.4) | 65.2 | 122.4 | 94.9 | 176.2 |
| -0.8\% | 10.3\% | 13.6\% | 11.4\% | 17.6\% |
| (12.5) | 67.8 | 65.0 | 28.5 | 93.6 |
| 2.2 | 8.8 | 0.5 | 0.8 | 14.9 |
| 12.1 | 24.2 | 41.8 | 38.9 | 40.5 |
| 4.9 | 0.7 | 1.7 | 2.9 | 0.7 |
| 2.8 | (0.1) | - | - | - |
| - | - | - | - | 5.5 |
| - | - | - | 5.3 | - |
| (0.2) | (43.7) | (3.5) | 0.8 | (0.7) |
| (5.9) | (12.5) | (12.6) | (10.9) | (16.1) |
| 3.4 | 45.3 | 92.9 | 66.3 | 138.4 |
| (0.18) | 0.95 | 0.88 | 0.39 | 1.26 |
| 0.05 | 0.64 | 1.26 | 0.91 | 1.87 |

GAAP to Non-GAAP Reconciliation

## Business Segments - Continuing Operations

\$ millions

|  | Q2 FY20 | Q3 FY20 | Q4 FY20 | Q1 FY21 | Q2 FY21 | FY20 | LTM 3/31/20 | LTM 3/31/21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Semiconductor Solutions |  |  |  |  |  |  |  |  |
| Revenue | 124.9 | 127.1 | 137.9 | 131.4 | 157.1 | 508.7 | 464.8 | 553.4 |
| GAAP gross profit | 48.6 | 53.5 | 59.4 | 55.8 | 69.4 | 207.9 | 184.7 | 238.2 |
| Gross profit margin | 38.9\% | 42.1\% | 43.1\% | 42.5\% | 44.2\% | 40.9\% | 39.7\% | 43.0\% |
| Amortization expense | 0.7 | 0.7 | 0.7 | 0.4 | 0.3 | 2.9 | 3.2 | 2.1 |
| Non-GAAP gross profit | 49.4 | 54.2 | 60.2 | 56.2 | 69.7 | 210.8 | 187.9 | 240.3 |
| Non-GAAP gross profit margin | 39.5\% | 42.7\% | 43.6\% | 42.8\% | 44.4\% | 41.4\% | 40.4\% | 43.4\% |
| Operating expenses | (32.7) | (30.8) | (32.3) | (34.6) | (36.4) | (127.9) | (122.4) | (134.2) |
| GAAP operating profit | 16.0 | 22.7 | 27.1 | 21.2 | 33.0 | 80.0 | 62.3 | 104.0 |
| Operating profit margin | 12.8\% | 17.9\% | 19.6\% | 16.1\% | 21.0\% | 15.7\% | 13.4\% | 18.8\% |
| Non-GAAP operating profit | 16.7 | 23.4 | 27.8 | 21.5 | 33.3 | 82.9 | 65.5 | 106.1 |
| Non-GAAP operating profit margin | 13.4\% | 18.4\% | 20.2\% | 16.4\% | 21.2\% | 16.3\% | 14.1\% | 19.2\% |
| Life Sciences |  |  |  |  |  |  |  |  |
| Revenue | 95.3 | 93.3 | 108.2 | 118.1 | 129.5 | 388.5 | 369.0 | 449.2 |
| Gross profit | 41.7 | 39.3 | 52.5 | 57.3 | 57.9 | 172.1 | 154.3 | 207.0 |
| Gross profit margin | 43.7\% | 42.1\% | 48.5\% | 48.5\% | 44.7\% | 44.3\% | 41.8\% | 46.1\% |
| Amortization expense | 2.0 | 2.1 | 2.1 | 2.0 | 2.0 | 8.1 | 7.8 | 8.2 |
| Tariff adjustment | - | - | - | - | 5.5 | - | - | 5.5 |
| Restructuring related charges | - | 0.3 | - | - | - | 0.3 | 0.3 | 0.3 |
| Non-GAAP gross profit | 43.7 | 41.6 | 54.6 | 59.3 | 65.4 | 180.5 | 162.4 | 221.0 |
| Non-GAAP gross profit margin | 45.8\% | 44.6\% | 50.5\% | 50.2\% | 50.5\% | 46.5\% | 44.0\% | 49.2\% |
| Operating expenses | (35.6) | (35.0) | (37.1) | (37.1) | (40.8) | (142.4) | (135.3) | (150.0) |
| Operating profit | 6.1 | 4.2 | 15.4 | 20.2 | 17.1 | 29.8 | 18.9 | 57.0 |
| Operating profit margin | 6.4\% | 4.5\% | 14.2\% | 17.1\% | 13.2\% | 7.7\% | 5.1\% | 12.7\% |
| Non-GAAP operating profit | 8.1 | 6.6 | 17.5 | 22.3 | 24.6 | 38.2 | 27.0 | 71.0 |
| Non-GAAP operating profit margin | 8.5\% | 7.1\% | 16.2\% | 18.8\% | 19.0\% | 9.8\% | 7.3\% | 15.8\% |

GAAP to Non-GAAP Reconciliation Segments - Continuing Operations
\$ millions

|  | Q2 FY20 | Q3 FY20 | Q4 FY20 | Q1 FY21 | Q2 FY21 | FY20 | LTM 3/31/20 | LTM 3/31/21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Life Sciences Products |  |  |  |  |  |  |  |  |
| Revenue | 31.0 | 30.4 | 38.6 | 45.5 | 52.4 | 129.8 | 120.8 | 166.9 |
| GAAP gross profit | 13.4 | 13.3 | 16.7 | 20.5 | 24.1 | 55.7 | 48.1 | 74.5 |
| Gross profit margin | 43.2\% | 43.6\% | 43.2\% | 45.1\% | 45.9\% | 42.9\% | 39.8\% | 44.7\% |
| Amortization expense | 0.3 | 0.3 | 0.3 | 0.3 | 0.3 | 1.2 | 1.2 | 1.1 |
| Non-GAAP gross profit | 13.7 | 13.5 | 17.0 | 20.8 | 24.3 | 56.9 | 49.3 | 75.7 |
| Non-GAAP gross profit margin | 44.1\% | 44.5\% | 44.0\% | 45.7\% | 46.5\% | 43.8\% | 40.8\% | 45.3\% |
| Operating expenses | (11.5) | (11.1) | (12.6) | (12.9) | (13.1) | (47.5) | (47.0) | (49.7) |
| GAAP operating profit | 1.9 | 2.2 | 4.1 | 7.7 | 10.9 | 8.2 | 1.1 | 24.9 |
| Operating profit margin | 6.0\% | 7.2\% | 10.5\% | 16.9\% | 20.9\% | 6.3\% | 0.9\% | 14.9\% |
| Non-GAAP operating profit | 2.1 | 2.5 | 4.4 | 7.9 | 11.2 | 9.4 | 2.3 | 26.0 |
| Non-GAAP operating profit margin | 6.9\% | 8.2\% | 11.3\% | 17.5\% | 21.4\% | 7.2\% | 1.9\% | 15.6\% |
| Life Sciences Services |  |  |  |  |  |  |  |  |
| Revenue | 64.3 | 62.9 | 69.6 | 72.6 | 77.2 | 258.8 | 248.2 | 282.3 |
| GAAP gross profit | 28.3 | 26.0 | 35.8 | 36.8 | 33.8 | 116.4 | 106.2 | 132.5 |
| Gross profit margin | 44.0\% | 41.4\% | 51.5\% | 50.7\% | 43.8\% | 45.0\% | 42.8\% | 46.9\% |
| Amortization expense | 1.7 | 1.8 | 1.8 | 1.7 | 1.7 | 6.9 | 6.6 | 7.0 |
| Tariff adjustment | - | - | - | - | 5.5 | - | - | 5.5 |
| Restructuring related charges | - | 0.3 | - | - | - | 0.3 | 0.3 | 0.3 |
| Non-GAAP gross profit | 30.0 | 28.1 | 37.6 | 38.5 | 41.1 | 123.7 | 113.1 | 145.3 |
| Non-GAAP gross profit margin | 46.7\% | 44.7\% | 54.0\% | 53.1\% | 53.2\% | 47.8\% | 45.6\% | 51.5\% |
| Operating expenses | (24.0) | (24.0) | (24.5) | (24.2) | (27.6) | (94.8) | (88.4) | (100.3) |
| GAAP operating profit | 4.2 | 2.0 | 11.4 | 12.6 | 6.2 | 21.6 | 17.8 | 32.1 |
| Operating profit margin | 6.6\% | 3.2\% | 16.3\% | 17.3\% | 8.0\% | 8.3\% | 7.2\% | 11.4\% |
| Non-GAAP operating profit | 6.0 | 4.1 | 13.1 | 14.3 | 13.4 | 28.8 | 24.8 | 45.0 |
| Non-GAAP operating profit margin | 9.3\% | 6.5\% | 18.9\% | 19.7\% | 17.4\% | 11.1\% | 10.0\% | 15.9\% |

## Net Income Reconciliation to Adjusted EBITDA

Total Brooks - Continuing Operations
\$ millions

|  | Q2 FY20 | Q3 FY20 | Q4 FY20 | Q1 FY21 | Q2 FY21 | FY20 | LTM 3/31/20 | LTM 3/31/21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income attributable to Brooks Automation, Inc. | 9.1 | 13.7 | 29.0 | 26.0 | 23.7 | 64.9 |  | 92.4 |
| (Income) loss from discontinued operations, net of tax | 0.1 | - | 0.0 | 1.0 | 0.2 | 0.2 | (413.3) | 1.2 |
| Net income from continuing operations | 9.2 | 13.7 | 29.0 | 27.0 | 23.9 | 65.0 | 28.5 | 93.6 |
| Adjustments: |  |  |  |  |  |  |  |  |
| Interest income | (0.1) | (0.0) | 0.0 | (0.1) | (0.0) | (0.8) | (1.5) | (0.1) |
| Interest expense | 0.7 | 0.8 | 0.7 | 0.6 | 0.5 | 2.9 | 10.4 | 2.5 |
| Income tax provision | 3.4 | 5.1 | 4.4 | 4.8 | 6.3 | 9.9 | 7.2 | 20.6 |
| Depreciation | 6.2 | 6.3 | 5.3 | 6.0 | 5.9 | 23.7 | 22.3 | 23.5 |
| Amortization of intangible assets | 10.4 | 10.4 | 10.4 | 9.7 | 9.9 | 41.8 | 38.9 | 40.5 |
| Loss on extinguishment of debt | - | - | - | - | - | - | 5.3 | - |
| EBITDA-from Continuing Operations | 29.8 | 36.3 | 49.8 | 48.0 | 46.5 | 142.6 | 111.0 | 180.5 |
| Non-GAAP adjustments: |  |  |  |  |  |  |  |  |
| Restructuring related charges | - | 0.3 | - | - | - | 0.3 | 0.3 | 0.3 |
| Stock-based compensation | 4.2 | 3.7 | 4.0 | 6.7 | 7.5 | 16.3 | 18.8 | 21.9 |
| Tariff adjustment | - | - | - | - | 5.5 | - | - | 5.5 |
| Restructuring charges | 0.6 | - | 0.2 | 0.1 | 0.1 | 1.4 | 2.6 | 0.4 |
| Merger and acquisition costs / Other | 0.3 | 0.0 | 0.0 | 3.0 | 11.8 | 0.5 | 0.8 | 14.9 |
| Adjusted EBITDA - from Continuing Operations | 34.8 | 40.3 | 54.0 | 57.8 | 71.4 | 161.1 | 133.5 | 223.5 |

## Operating Profit Reconciliation to Adjusted EBITDA

## Business Segments - Continuing Operations

\$ millions

## Semiconductor Solutions

Operating Profit
Non-GAAP adjustments:
Depreciation
Amortization of intangible assets
EBITDA
EBITDA margin
Stock-based compensation
Adjusted EBITDA
Adjusted EBITDA margin


| FY20 | LTM 3/31/20 | LTM 3/31/21 |
| :---: | :---: | :---: |
| 80.0 | 62.3 | 104.0 |
| 5.4 | 4.8 | 4.9 |
| 2.9 | 3.2 | 2.1 |
| 88.4 | 70.3 | 111.0 |
| 17.4\% | 15.1\% | 20.0\% |
| 9.9 | 12.2 | 12.3 |
| 98.3 | 82.5 | 123.2 |
| 19.3\% | 17.8\% | 22.3\% |

## Total Life Sciences

Operating Profit
Non-GAAP adjustments:
Depreciation
Amortization \& restructuring related

## EBITDA

EBITDA margin
Tariffs
Stock-based compensation
Adjusted EBITDA
Adjusted EBITDA margin

| FY20 | LTM 3/31/20 | LTM 3/31/21 |
| :---: | :---: | :---: |
| 29.8 | 18.9 | 57.0 |
| 18.3 | 17.6 | 18.6 |
| 8.4 | 8.1 | 8.5 |
| 56.5 | 44.7 | 84.1 |
| 14.5\% | 12.1\% | 18.7\% |
| - | - | 5.5 |
| 6.4 | 6.6 | 9.6 |
| 62.9 | 51.3 | 99.2 |
| 16.2\% | 13.9\% | 22.1\% |

## Operating Profit Reconciliation to Adjusted EBITDA

 Segments - Continuing Operations\$ millions

## Life Science Products

Operating Profit
Non-GAAP adjustments:
Depreciation
Amortization of intangible assets

## EBITDA

EBITDA margin
Stock-based compensation
Adjusted EBITDA
Adjusted EBITDA margin


| FY20 | LTM 3/31/20 | LTM 3/31/21 |
| :---: | :---: | :---: |
| 8.2 | 1.1 | 24.9 |
| 3.3 | 3.1 | 3.4 |
| 1.2 | 1.2 | 1.1 |
| 12.6 | 5.4 | 29.4 |
| 9.7\% | 4.5\% | 17.6\% |
| 2.2 | 2.7 | 3.3 |
| 14.9 | 8.1 | 32.7 |
| 11.5\% | 6.7\% | 19.6\% |

Life Science Services
Operating Profit
Non-GAAP adjustments:
Depreciation
Amortization \& restructuring related
EBITDA
EBITDA margin
Tariffs
Stock-based compensation
Adjusted EBITDA
Adjusted EBITDA margin

