Brooks Automation

2017 Wells Fargo Healthcare Conference

September 2017

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, 2016 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.

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Brooks Automation at a Glance

Semiconductor Capital Equipment

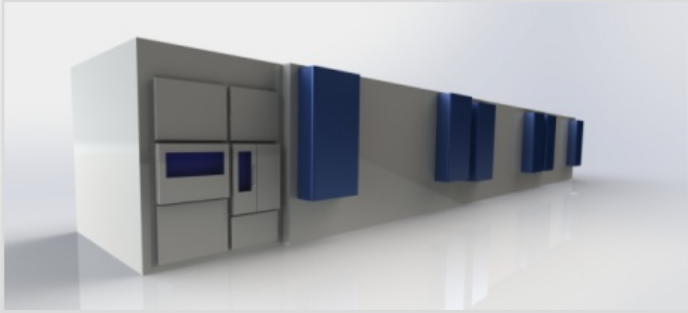
80% of Revenue

- Fab Automation Solutions
- Contamination Control Solutions
- Cryogenic Vacuum Products
- Global Service Support

Life Sciences Sample Management

20% of Revenue

- End-to-End Cold Chain Management
- Automated Ultra Cold Storage Products
- Sample Storage Consumables
- Sample Management Outsourced Services



LTM Revenue of $669M*, +22% YoY

- Based in Chelmsford, MA
- 1,900 employees
- $120M cash, no debt
- Sales in 50 countries
- Operations in 11 countries
- > 500 base patents

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* Summary data shown as of quarter ending June 30, 2017.

Driving Performance. Delivering Profitable Growth.

- Driving performance

- Building on two strong platforms

- Inflection point for profitable growth

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Enable Improved Results in Controlled Operating Environments

Technologies

Contaminant-free precision automation

Cryogenics

Vacuum creation

Markets

Semiconductor Capital Equipment

- Precision handling
  - atmospheric & vacuum robots
  - integrated automation systems
- Clean wafer environments
- Vacuum creation
  - cryogenic pumps
  - cryochillers
- Services

Life Science Bio-Sample Management and Storage

- Complete automated sample management
  - consumables
  - automated storage
  - instruments
  - service

Precise, reliable handling of sensitive materials in controlled environments

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A Company on the Move to Higher Value and Higher Growth

Acquisitions
- **Life Sciences ~$290M**
- **Semi ~$100M**

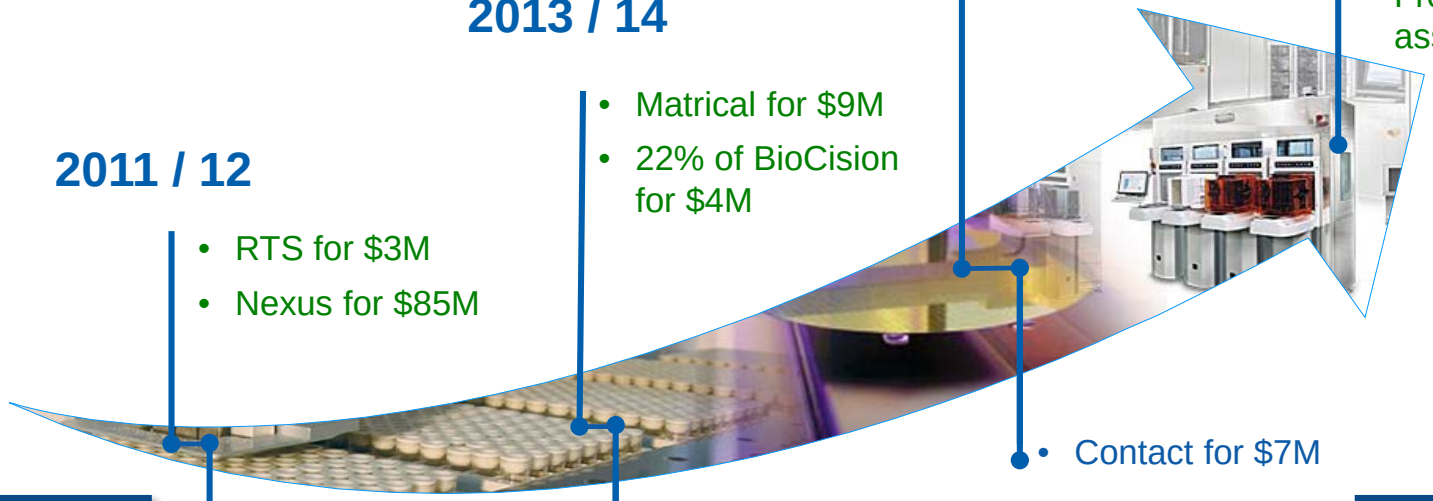
Dividends Paid ~$145M

2011 / 12
- RTS for $3M
- Nexus for $85M

2013 / 14
- Matrical for $9M
- 22% of BioCision for $4M

2015 / 16
- FluidX for $16M
- BioStorage Technologies for $125M

2017
- BioCision's Cool Lab for additional ~$11M
- PBMMI for $34M
- FreezerPro SW assets for $5M



- Contact for $7M
- Divested of Granville-Phillips instrumentation for $87M
- DMS for $32M
- Divested of Contract Manufacturing for $78M
- Crossing Automation for $59M

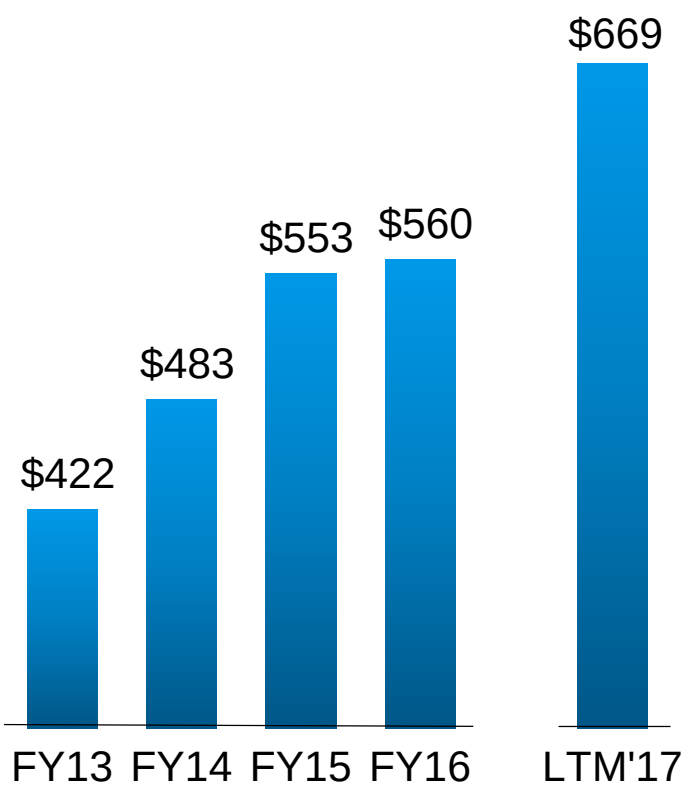
2011 – In Semi market with a range of offerings

2017 – In Semi and Life Sciences markets with leadership offerings

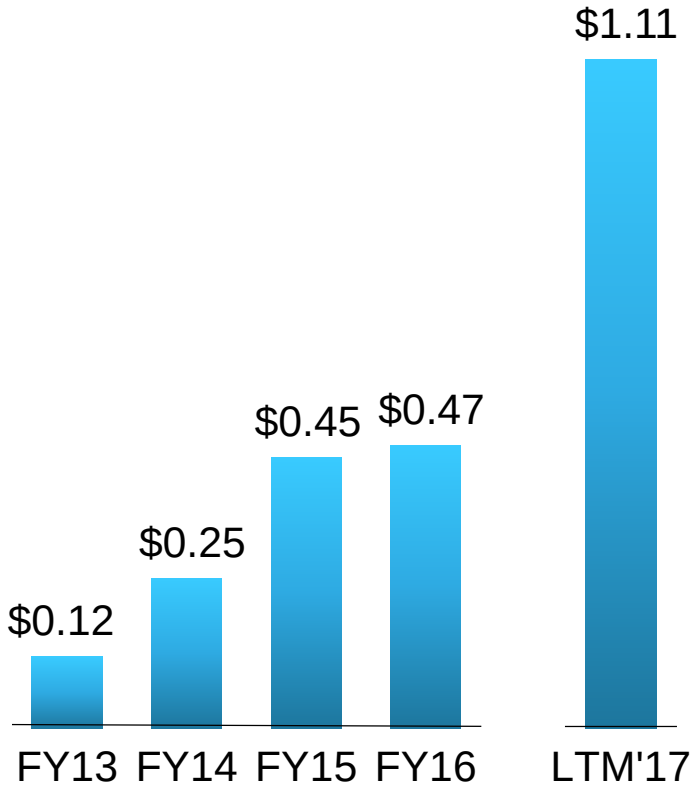
Track Record of Growth and Improving Profitability

$M except EPS

Revenue



Earnings Per Share*



And positioned for continued profitable growth

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* Non-GAAP financial measures – see reconciliation tables in the attached appendix.

Driving Performance. Delivering Profitable Growth.

- Driving performance
- Building on two strong platforms
- Inflection point for profitable growth

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Building on Two Strong Platforms

Brooks

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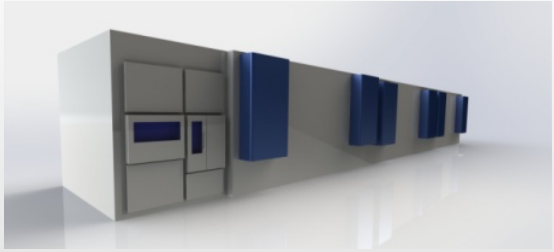
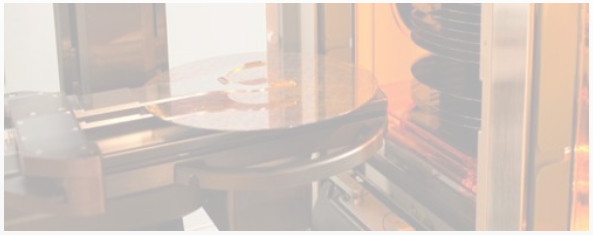
Life Sciences
Sample Management



FY 2016 Revenue: $108M
YTD'17 Revenue: $105M

Semiconductor
Capital Equipment



FY 2016 Revenue: $452M
YTD'17 Revenue: $406M

Core Competencies

- Robotic automation
- Cryogenics

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Science Demands Continuous Care of the Sample

21st Century Sample Management

- Samples are highly strategic assets
- Preservation for future potential value
- Robust data management
- Standard protocols and procedures

Cold Chain of Custody

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Proven Success and Market Leadership

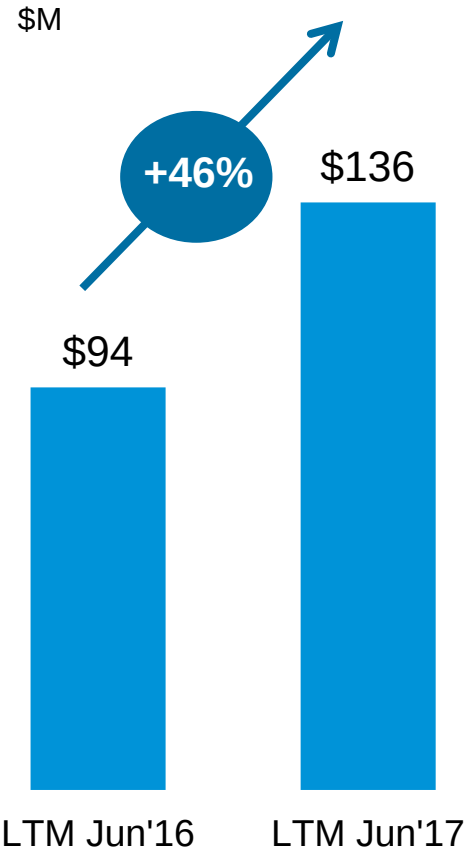
Automation Infrastructure

#1

Storage Services

Infrastructure Services

Consumables & Instruments



Organic growth = 24%

Comprehensive Sample Management

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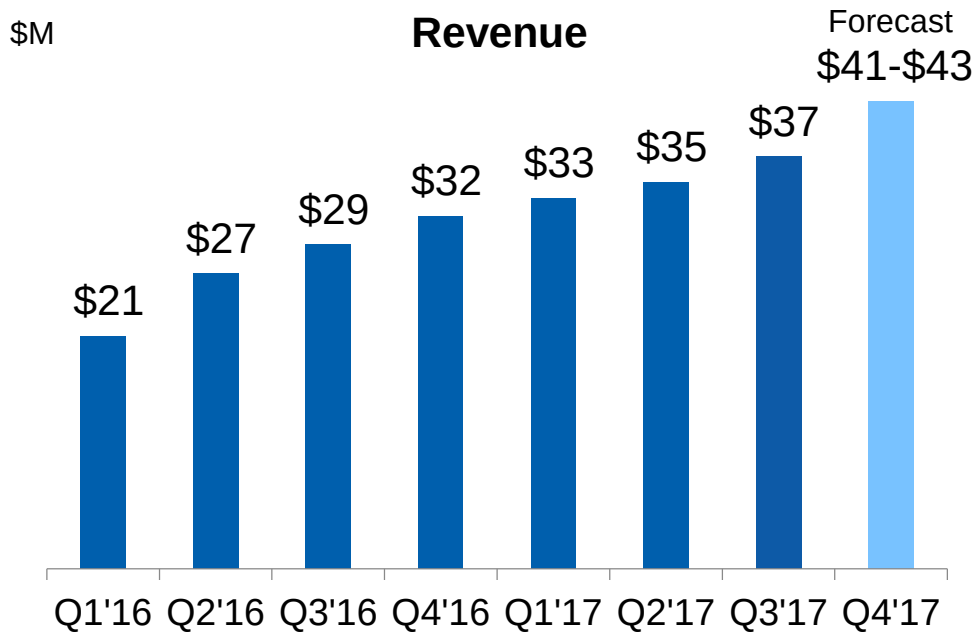
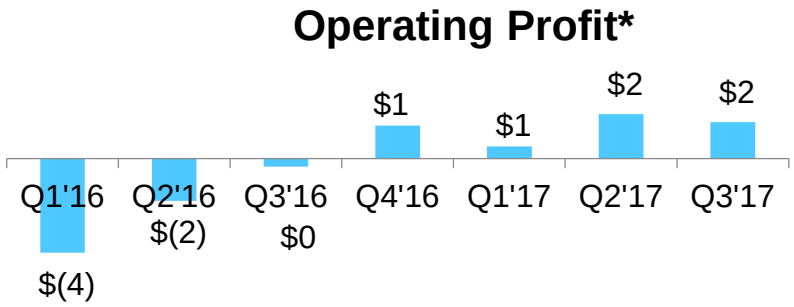
Continuous Quarterly Progress





And Momentum for the Future

	FY '16	YTD'17
Revenue:	$108	$105
Bookings:	$144	$154

Transformed with Recurring Revenue

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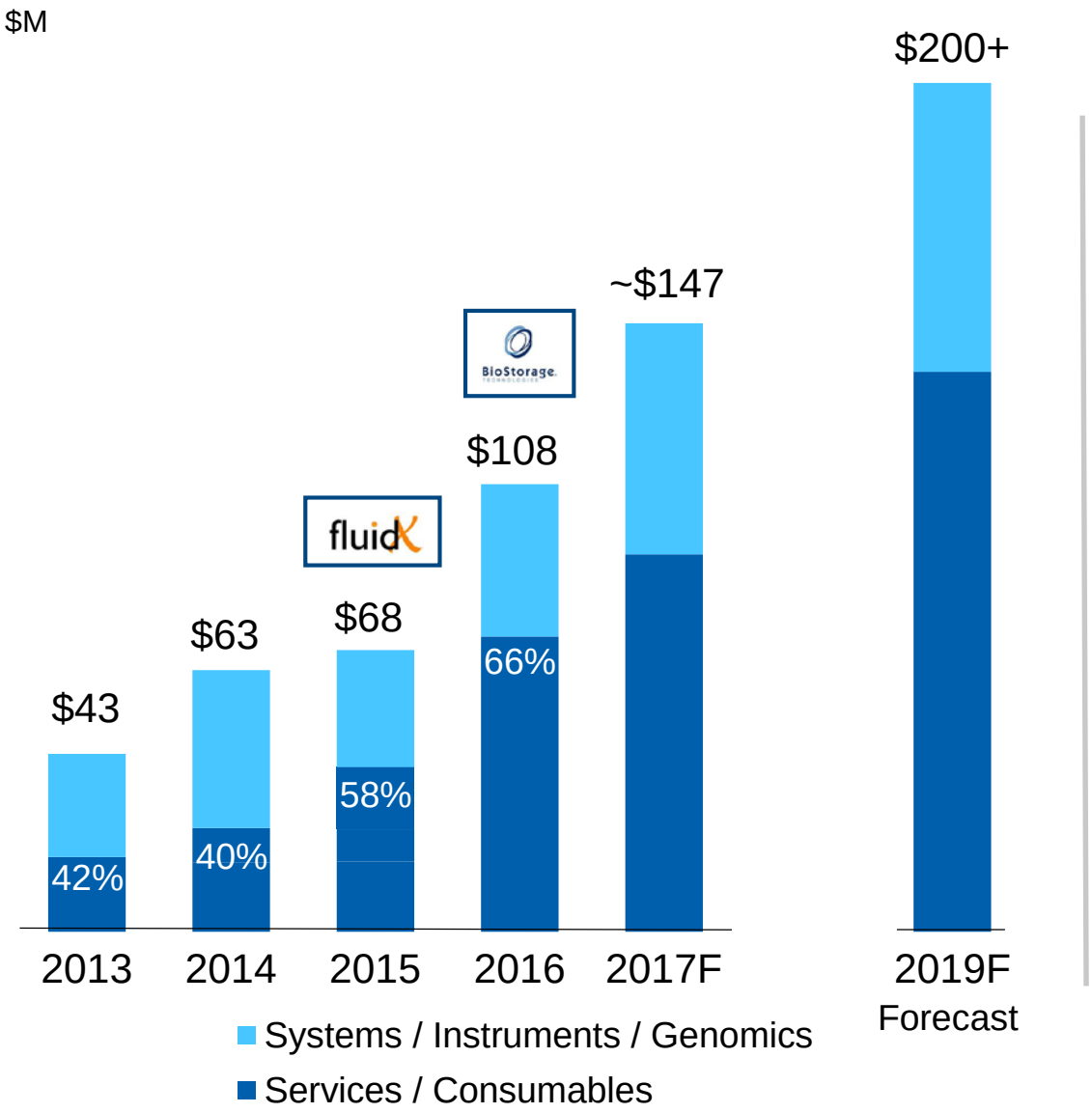
* Non-GAAP financial measures – see reconciliation tables in the attached appendix.

Growth Model with a Strong Recurring Revenue Mix



FY19 Vision

Organic Basis:

- Revenue of >$200M plus acquisitions
- Gross margins 43-45%
- Operating Margins 16%+

Acquisitions will accelerate the timeline

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Clients Are the World's Premier Healthcare Organizations

Brooks

Pharmaceutical/Biotech

NOVARTIS
gsk
Shire
biogen idec
AstraZeneca
MERCK
AMGEN
GRUNENTHAL
abbvie
Genentech
Celgene
Committed to improving the lives of patients worldwide
VERTEX
TEVA
MYRIAD
Bayer
Johnson & Johnson
TWIST BIOSCIENCE
Boehringer Ingelheim
Lilly
astellas
evotec
ucb
Pfizer
Aptimmune
SERVIER
Bristol-Myers Squibb
novo nordisk
SANOFI

Healthcare/BioBanks

GRAIL
biocentre uk
The centre for biomedical services
MAYO CLINIC
CALIFORNIA CRYOBANK
REPRODUCTIVE TISSUE SERVICES
qatarbiobank
ATCC
exact sciences
KAISER PERMANENTE
HUGS
rocephalus: Understanding Genes and Sig
St. Jude Children's Research Hospital
ALSAC • Danny Thomas, Founder
Finding cures. Saving children.

Academic / Gov't

UNIVERSITY OF CAMBRIDGE
NATIONAL INSTITUTES OF HEALTH
NATIONAL CANCER INSTITUTE
U.S. Department of Veterans Affairs
VANDERBILT
ASU
ARIZONA STATE UNIVERSITY
Fukushima University
FUDAN UNIVERSITY 1905
THE UNIVERSITY OF EDINBURGH
INRA
SCIENCE & IMPACT

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Building on Two Strong Platforms

Brooks

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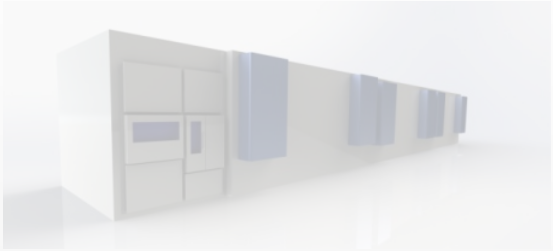
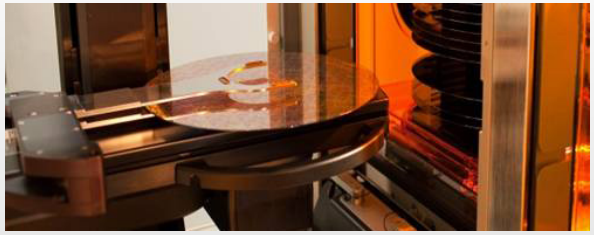
Life Science Biological Sample Management



FY 2016 Revenue: $108M
YTD'17 Revenue: $105M

Semiconductor Capital Equipment



FY 2016 Revenue: $452M
YTD'17 Revenue: $406M

Core Competencies

- Robotic automation
- Cryogenics

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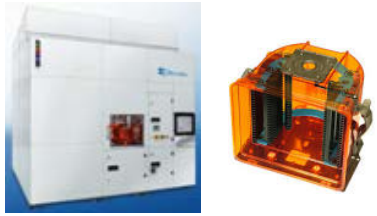
Proven Success and Market Leadership

Vacuum Automation

#1



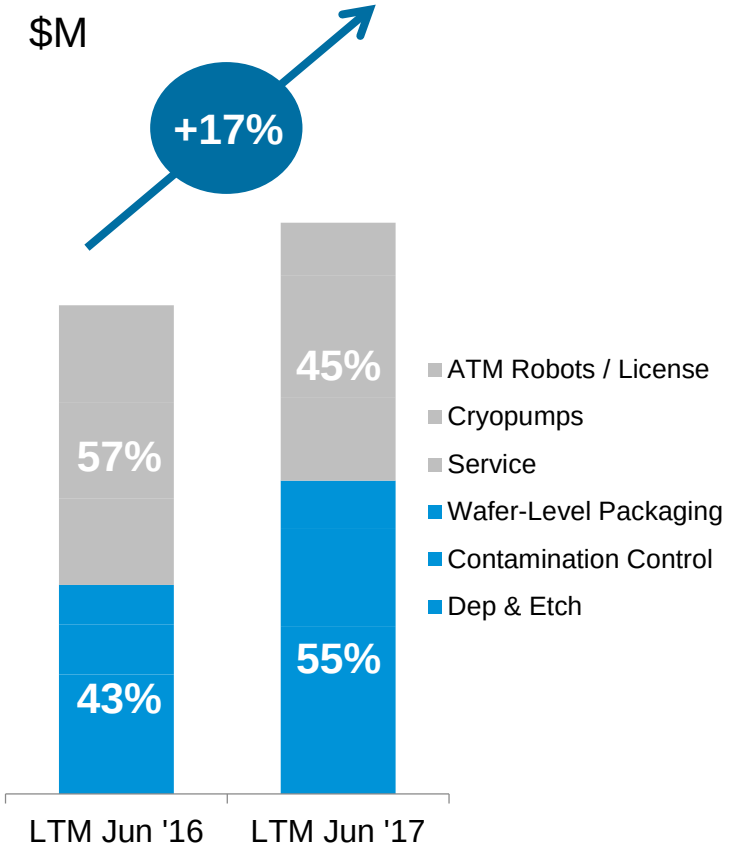
Contamination Control

#1

Cryogenic Pumping and Cooling

#1

Trusted Global Service Platform



Organic growth = 17%

Enabling a Process Advantage

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Trusted Partner with Industry Leading Customers

Brooks

Deposition & Etch

Lam Research
Applied Materials
AMEC
TEL Tokyo Electron
Veeco
NAURA
ASM
EUGENETECH
TES
SEMES
evatec process systems
NuFlare
SPTS
AIXTRON

Advanced Packaging

NAURA
SPTS
RUDOLPH TECHNOLOGIES
ASM
TEL NEXX, Inc.
evatec process systems
Ultratech
FEI
EVG
SÜSS
Camtek
Besi
FOGALE nanotech

Contamination Control

tsmc
SAMSUNG
SK hynix
SMIC
UMC
GLOBALFOUNDRIES
Winbond Electronics Corp.
NANYA

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Driving Performance. Delivering Profitable Growth.

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- Building on two strong platforms
- Inflection point for profitable growth

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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

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2019 Total Target Model – Organic Basis

Semiconductor Drivers

- Product revenue growth 2-4 percentage points faster than WFE rate
- Gross margin expansion to 39%
- Operating expense productivity

Life Sciences Drivers

- Revenue exceeding $200M
- Gross margin target of 43-45%
- Operating expense productivity

15-17%
Operating Margins
70-75% of Brooks revenue

16-18%
Operating Margins
25-30% of Brooks revenue

Operating Margins exceed 15%
ROIC greater than 13%

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2019 Total Target Model – Organic Basis

$M	FY 2013	FY 2015	LTM 2017	FY 2019
Total Revenue	$422M	$553M	$669M	$730-$815M
Semi	*$379M*	*$485M*	*$532M*	*$525-$610M*
Life Sciences	*$43M*	*$68M*	*$136M*	*$205M*
% of total	*10%*	*12%*	*20%*	*25%+*
Gross Margin*	33.5%	35.4%	38.1%	~40%
Operating Expenses*	$136M	$159M	$169M	$180-$190M
% of Revenue	32.2%	28.8%	25.3%	~24%
Operating Income*	$5M	$37M	$85M	$110-150M
% of Revenue	1.2%	6.7%	12.7%	~17%
EBITDA*	$29M	$64M	$118M	$130-$170M
EPS*	$0.12	$0.45	$1.11	$1.30-$1.80

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

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Balanced and Disciplined Capital Deployment

Over last four fiscal years,
>$575M of capital deployed to enhance shareholder returns

Organic Growth	Acquisitions	Shareholder Return
$241M	**$244M**	**$99M**
41%	**42%**	**17%**
• Invest in R&D, ~$50M annually • ~$10M+ CAPEX annually	• Semiconductor and Life Sciences • Divestitures of $85M • ROIC focus	• Quarterly dividend of $0.10 per share

Note: Figures referenced represent the period from FY'13 to FY'16.

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Acquisition Priorities

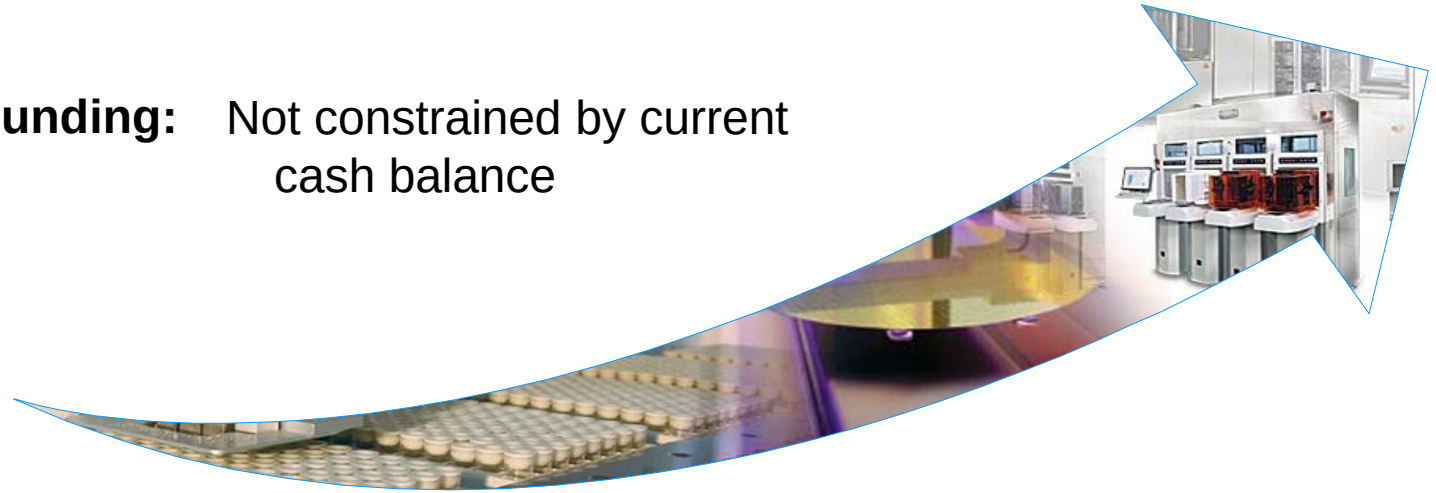
Focus: Life Science Expansion

- Storage Services, Informatics
- Expanding Cold Chain Capability

Semi will be Opportunistic

Criteria: ROIC hurdles

Funding: Not constrained by current cash balance



Guidance – Q4'17

$M except EPS	Q4'16	Q1'17	Q2'17	Q3'17	Guidance Sept Q4'17
Brooks Revenue *Adj. Gross Margin**	$158 *36.7%*	$160 *36.3%*	$169 *39.0%*	$182 *40.0%*	$172-178 *~39%*
Adjusted EBITDA* Op Cash Flow	$25 $23	$26 $19	$31 $25	$37 $18	$30-$33
Non-GAAP EPS*	$0.22	$0.25	$0.28	$0.36	$0.27-$0.31
Dividends Per Share Returned to Shareholders	$0.10	$0.10	$0.10	$0.10	$0.10**

** The Board of Directors has approved a dividend of $0.10 per share payable on September 29, 2017 to stockholders of record on September 8, 2017.

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* Non-GAAP financial measures – see reconciliation tables in the attached appendix.

IN SUMMARY

Driving Performance. Delivering Profitable Growth.

Inflection Point

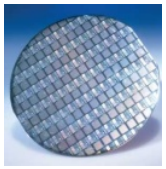
Improving Financial Performance

- ✓ Revenue growth
- ✓ Margin expansion
- ✓ EPS acceleration

Strategic

Attractive Long Term Financial Model

- ✓ Semi margin leverage and productivity
- ✓ Life Sciences high growth



Semiconductors

Life Sciences

Additional Opportunity

Track Record of Effective Capital Deployment

- ✓ Internal investment
- ✓ Successful acquisitions
- ✓ Capital to shareholders

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GAAP to Non-GAAP Reconciliations

Non-GAAP Operating Performance

$ millions	FY'13	FY'14	FY'15	FY'16	LTM'17
Revenue	422	483	553	560	669
Gross profit*	141	175	196	203	254
*Gross profit margin**	*33.5 %*	*36.2 %*	*35.4 %*	*36.2 %*	*38.1 %*
R&D expenses	46	53	52	52	46
SG&A expenses*	90	102	107	115	123
Operating income *	5	20	37	36	85
*Operating margin**	*1.2 %*	*4.2 %*	*6.6 %*	*6.4 %*	*12.7 %*
Other income (expense)	2	1	3	(0)	(1)
Tax benefit (provision)*	(2)	(5)	(10)	(5)	(15)
JV earnings (losses)*	2	1	1	2	8
Net income*	8	17	31	33	78
*Net income margin**	*1.8 %*	*3.6 %*	*5.5 %*	*5.8 %*	*11.6 %*
Diluted Non-GAAP EPS - Continuing Ops*	0.12	0.25	0.45	0.47	1.11
Diluted GAAP EPS - Continuing Ops	(0.11)	0.02	0.21	(1.01)	0.80
Adjusted EBITDA*	29	45	64	63	118

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* Non-GAAP financial measures – see reconciliation tables within this appendix.
2013 and 2014 results shown on continuing operations basis.

Non-GAAP Segment Operating Performance

$ millions	Brooks Semiconductor Solutions FY'13	FY'14	FY'15	FY'16	LTM'17
Revenue	379	420	485	452	532
Gross profit*	123	149	176	162	202
*Gross profit margin**	*32.5 %*	*35.5 %*	*36.2 %*	*35.9 %*	*38.0 %*
Operating expenses	107	121	122	121	121
Operating income *	16	28	54	41	82
*Operating margin**	*4.1 %*	*6.7 %*	*11.1 %*	*9.1 %*	*15.3 %*

$ millions	Brooks Life Science Systems FY'13	FY'14	FY'15	FY'16	LTM'17
Revenue	43	63	68	108	136
Gross profit*	18	26	20	41	52
*Gross profit margin**	*42.2 %*	*41.1 %*	*29.8 %*	*37.5 %*	*38.3 %*
Operating expenses	27	32	37	46	47
Operating income *	(8)	(6)	(17)	(5)	6
*Operating margin**	*(19.1)%*	*(9.4)%*	*(25.0)%*	*(4.6)%*	*4.1 %*

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* Non-GAAP financial measures – see reconciliation tables within this appendix.
2013 and 2014 results shown on continuing operations basis.

FY13 GAAP to Non-GAAP Reconciliation Consolidated Results

$ millions, except EPS	GAAP Results	Acquisition-Related Costs	Amortization Expense	Restructuring Charges	Impairment Charges	Gain from Asset Disposal	Non-GAAP Results
Revenue	422.4	-	-	-	-	-	422.4
Gross profit	132.3	3.0	4.1	-	1.9	-	141.3
Gross profit margin	*31.3%*						*33.5%*
Research and development	(46.2)	-	-	-	-	-	(46.2)
Selling, general and administrative	(96.5)	0.9	5.7	-	0.1	-	(89.8)
Restructuring charges	(6.4)	-	-	6.4	-	-	0.0
Operating profit	(16.8)	4.0	9.8	6.4	2.0	-	5.3
Operating profit margin	*(4.0%)*						*1.3%*
Interest income, net	1.0	-	-	-	-	-	1.0
Other income, net	1.2	-	-	-	-	(1.0)	0.2
Income tax benefit (provision)	5.0	(1.1)	(3.0)	(1.8)	(0.7)	0.4	(1.2)
JV and noncontrolling interests	2.4	-	-	-	-	-	2.4
Net Income	(7.2)	2.8	6.8	4.6	1.3	(0.7)	7.7
Diluted earnings per share	(0.11)	0.04	0.10	0.07	0.02	(0.01)	0.12

Results shown on continuing operations basis.

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FY14 GAAP to Non-GAAP Reconciliation Consolidated Results

$ millions, except EPS	GAAP Results	Acquisition-Related Costs	Amortization Expense	Restructuring Charges	Impairment Charges	Non-GAAP Results
Revenue	482.8	-	-	-	-	482.8
Gross profit	167.3	2.3	4.4	0.3	0.4	174.8
Gross profit margin	*34.7%*					*36.2%*
Research and development	(52.6)	-	-	-	-	(52.6)
Selling, general and administrative	(111.1)	0.7	6.2	-	2.6	(101.6)
Restructuring charges	(6.3)	-	-	6.3	-	-
Operating profit	(2.7)	3.0	10.6	6.6	3.0	20.5
Operating profit margin	*(0.6%)*					*4.2%*
Interest income, net	0.7	-	-	-	-	0.7
Other income, net	0.3	-	-	-	-	0.3
Income tax benefit (provision)	2.0	(0.8)	(3.5)	(2.1)	(1.1)	(5.4)
JV and noncontrolling interests	1.1	-	-	-	-	1.1
Net Income	1.4	2.2	7.1	4.5	2.0	17.2
Diluted earnings per share	0.02	0.03	0.10	0.07	0.03	0.25

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Results shown on continuing operations basis.

FY15 GAAP to Non-GAAP Reconciliation Consolidated Results

$ millions, except EPS	GAAP Results	Acquisition-Related Costs	Amortization Expense	Restructuring Charges	JV Liquidation	Asset Held for Sale	Non-GAAP Results
Revenue	552.7	-	-	-	-	-	552.7
Gross profit	189.1	1.5	5.2	-	-	-	195.8
Gross profit margin	*34.2%*						*35.4%*
Research and development	(52.2)	-	-	-	-	-	(52.2)
Selling, general and administrative	(115.3)	0.7	7.7	-	-	-	(106.9)
Restructuring charges	(4.7)	-	-	4.7	-	-	-
Operating profit	16.9	2.2	12.9	4.7	-	-	36.7
Operating profit margin	*3.1%*						*6.6%*
Interest income, net	0.5	-	-	-	-	-	0.5
Other income, net	0.4	-	-	-	-	1.9	2.4
Income tax benefit (provision)	(3.4)	(0.4)	(4.0)	(1.5)	-	(0.5)	(9.7)
JV and noncontrolling interests	(0.2)	-	-	-	0.9	-	0.7
Net Income	14.2	1.9	8.9	3.2	0.9	1.5	30.5
Diluted earnings per share	0.21	0.03	0.13	0.05	0.01	0.02	0.45

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FY16 GAAP to Non-GAAP Reconciliation
Consolidated Results

$ millions, except EPS	GAAP Results	Acquisition-Related Costs	Amortization Expense	Restructuring Charges	Tax Valuation Reversal	Other Special Charges	Non-GAAP Results
Revenue	560.3	-	-	-		-	560.3
Gross profit	198.1	0.6	4.2	-		-	202.9
Gross profit margin	*35.4%*						*36.2%*
Research and development	(51.5)	-	-	-		-	(51.5)
Selling, general and administrative	(130.3)	3.4	10.8	-		0.8	(115.3)
Restructuring charges	(12.0)	-	-	12.0		-	-
Operating profit	4.2	4.0	15.0	12.0		0.8	36.1
Operating profit margin	*0.8%*						*6.4%*
Interest income, net	0.3	-	-	-	-	-	0.3
Other income, net	(0.6)	-	-	-	-	-	(0.6)
Income tax benefit (provision)	(75.8)	(0.8)	(4.9)	(3.0)	79.3	(0.3)	(5.5)
JV and noncontrolling interests	2.4	-	-				2.4
Net Income	(69.5)	3.2	10.1	9.0	79.3	0.5	32.6
Diluted earnings per share	(1.01)	0.05	0.14	0.13	1.15	0.01	0.47

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Q2'16 GAAP to Non-GAAP Reconciliation Consolidated Results

$ millions, except EPS	Q2 FY16					
	GAAP Results	Acquisition-Related Costs	Amortization Expense	Restructuring Charges	Tax Valuation Reserve	Non-GAAP Results
Revenue	135.3	-	-	-		135.3
Gross profit	46.8	0.2	0.7	-	-	47.8
Gross profit margin	*34.6%*					*35.3%*
Research and development	(13.1)	-	-	-	-	(13.1)
Selling, general and administrative	(32.7)	0.2	3.1	-	-	(29.4)
Restructuring charges	(7.3)	-	-	7.3	-	-
Operating profit	(6.3)	0.5	3.8	7.3		5.3
Operating profit margin	*(4.7%)*					*3.9%*
Interest income, net	0.0	-	-	-	-	0.0
Other income, net	(0.1)	-	-	-	-	(0.1)
Income tax benefit (provision)	(78.2)	(0.1)	(0.7)	(1.3)	79.3	(1.0)
JV and noncontrolling interests	0.7	-	-	-	-	0.7
Net Income	(83.9)	0.4	3.1	6.0	79.3	4.9
Diluted earnings per share	(1.22)	0.01	0.05	0.09	1.16	0.07

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Q3'16 GAAP to Non-GAAP Reconciliation Consolidated Results

$ millions, except EPS	Q3 FY16					
	GAAP Results	Acquisition-Related Costs	Amortization Expense	Restructuring Charges	Other Special Charges	Non-GAAP Results
Revenue	147.5	-	-	-		147.5
Gross profit	54.2	0.1	1.1	-	-	55.4
Gross profit margin	*36.7%*					*37.5%*
Research and development	(12.8)	-	-	-	-	(12.8)
Selling, general and administrative	(31.9)	0.1	2.8	-	-	(29.0)
Restructuring charges	(1.0)	-	-	1.0	-	-
Operating profit	8.5	0.2	3.8	1.0		13.5
Operating profit margin	*5.8%*					*9.2%*
Interest income, net	0.0	-	-	-	-	0.0
Other income, net	(0.1)	-	-	-	(0.1)	(0.2)
Income tax benefit (provision)	(0.2)	(0.1)	(1.9)	(0.5)	0.0	(2.6)
JV and noncontrolling interests	0.4	-	-	-	-	0.4
Net Income	8.6	0.1	2.0	0.5	(0.0)	11.1
Diluted earnings per share	0.12	0.00	0.03	0.01	(0.00)	0.16

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Q4'16 GAAP to Non-GAAP Reconciliation Consolidated Results

$ millions, except EPS	Q4 FY16					
	GAAP Results	Acquisition-Related Costs	Amortization Expense	Restructuring Charges	Other Special Charges	Non-GAAP Results
Revenue	157.6	-	-	-	-	157.6
Gross profit	56.6	0.1	1.1	-	-	57.8
Gross profit margin	*35.9%*					*36.7%*
Research and development	(12.3)	-	-	-	-	(12.3)
Selling, general and administrative	(31.6)	0.1	2.7	-	0.8	(28.0)
Restructuring charges	(2.2)	-	-	2.2	-	-
Operating profit	10.4	0.2	3.8	2.2	0.8	17.5
Operating profit margin	*6.6%*					*11.1%*
Interest income, net	0.0	-	-	-	-	0.0
Other income, net	(0.3)	-	-	-	-	(0.3)
Income tax benefit (provision)	(0.7)	(0.1)	(1.2)	(0.7)	(0.3)	(3.0)
JV and noncontrolling interests	1.1	-	-	-	-	1.1
Net Income	10.5	0.1	2.6	1.5	0.5	15.3
Diluted earnings per share	0.15	0.00	0.04	0.02	0.01	0.22

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Q1'17 GAAP to Non-GAAP Reconciliations Consolidated Results

$ millions, except EPS	Q1 FY17					
	GAAP Results	Acquisition-Related Costs	Amortization Expense	Restructuring Charges	Other Special Charges	Non-GAAP Results
Revenue	160.0	-	-	-	-	160.0
Gross profit	56.9	0.1	1.0	-	-	58.0
Gross profit margin	*35.6%*					*36.3%*
Operating Expenses	(42.8)	0.2	3.1	-	-	(39.5)
Restructuring charges	(1.0)	-	-	1.0	-	-
Operating profit	13.2	0.3	4.1	1.0	-	18.5
Operating profit margin	*8.2%*					*11.6%*
Interest income, net	(0.0)	-	-	-	-	(0.0)
Other income, net	1.6	-	-	-	(1.8)	(0.3)
Income tax benefit (provision)	(2.8)	(0.0)	(0.3)	(0.1)	0.1	(3.1)
JV and noncontrolling interests	1.9	-	-		0.2	2.1
Net Income	13.9	0.3	3.8	0.9	(1.5)	17.3
Diluted earnings per share	0.20	0.00	0.05	0.01	(0.02)	0.25

Q2'17 GAAP to Non-GAAP Reconciliations Consolidated Results

$ millions, except EPS	Q2 FY17					
	GAAP Results	Merger and Aquistion Costs	Amortization Expense	Restructuring Charges	Other Special (Gains) Charges	Non-GAAP Results
Revenue	169.3	-	-	-	-	169.3
Gross profit	64.5	0.4	1.1	-	-	66.0
Gross profit margin	*38.1%*					*39.0%*
Operating Expenses	(48.9)	0.9	3.3	-	-	(44.6)
Restructuring charges	(0.9)	-	-	0.9	-	-
Operating profit	14.8	1.3	4.4	0.9	-	21.3
Operating profit margin	*8.7%*					*12.6%*
Interest income, net	0.1	-	-	-	-	0.1
Other income, net	(0.3)	-	-	-		(0.3)
Income tax benefit (provision)	(3.4)	(0.1)	(0.5)	(0.1)	-	(4.1)
JV and noncontrolling interests	2.8	-	-			2.8
Net Income	14.0	1.2	3.9	0.8	-	19.8
Diluted earnings per share	0.20	0.02	0.06	0.01	-	0.28

Q3'17 GAAP to Non-GAAP Reconciliations
Consolidated Results

$ millions, except EPS	Q3 FY17				
	GAAP Results	Merger and Aquistion Costs	Amortization Expense	Restructuring Charges	Non-GAAP Results
Revenue	181.7	-	-	-	181.7
Gross profit	71.6	0.1	1.1	-	72.7
Gross profit margin	*39.4%*				*40.0%*
Operating Expenses	(52.0)	3.7	3.3	-	(45.0)
Restructuring charges	(0.8)	-	-	0.8	-
Operating profit	18.8	3.7	4.3	0.8	27.7
Operating profit margin	*10.3%*				*15.2%*
Interest income, net	0.0	-	-	-	0.0
Other income, net	(0.3)	-	-	-	(0.3)
Income tax benefit (provision)	(3.7)	(0.4)	(0.4)	(0.1)	(4.6)
JV and noncontrolling interests	2.5	-	-	-	2.5
Net Income	17.4	3.4	3.9	0.7	25.4
Diluted earnings per share	0.25	0.05	0.06	0.01	0.36

GAAP to Non-GAAP Reconciliation
EBITDA and Adjusted EBITDA

$ millions	Q4'16	Q1'17	Q2'17	Q3'17
Net income attributable to Brooks	10.5	13.9	14.0	17.4
Non-GAAP adjustments:				
Interest income	(0.1)	(0.1)	(0.2)	(0.1)
Interest expense	0.1	0.1	0.1	0.1
Income tax provision	0.7	2.8	3.4	3.7
Depreciation	2.9	2.7	2.6	2.6
Amortization of intangible assets	3.8	4.1	4.4	4.3
EBITDA	18.0	23.5	24.3	27.9
Impairment of note receivable	0.8	-	-	-
Purchase accounting impact on inventory and contracts acquired	0.1	0.1	0.4	0.1
Stock-based compensation	3.5	2.5	4.4	4.2
Restructuring charges	2.2	1.0	0.9	0.8
Merger costs	0.1	0.2	0.9	3.7
Fair value adjustment of equity investment	-	(1.8)	-	-
BioCision true-up	-	0.2	0.2	-
Loss on Sale of Building	-	-	-	-
Adjusted EBITDA	24.7	25.6	31.0	36.7

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FY16 – FY17 GAAP to Non-GAAP Reconciliation Quarterly BLSS Results

$ millions	Brooks Life Science Systems Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17
GAAP gross profit	5.9	9.9	11.3	12.1	11.5	13.2	13.5
Non-GAAP adjustments:							
Amortization of intangible assets	0.4	0.3	0.4	0.4	0.4	0.4	0.4
Purchase accounting impact on inventory and contracts acquired	-	-	-	-	0.1	0.3	0.1
Non-GAAP gross profit	6.3	10.2	11.6	12.4	11.9	13.9	14.0
Operating expenses	10.5	12.1	12.0	10.9	11.4	11.9	12.4
Non-GAAP operating profit	(4.2)	(1.9)	(0.4)	1.5	0.5	2.0	1.6

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Brooks Semiconductor Offering Examples

MagnaTran 7
BiSymmetrik

Marathon
Express

Jet Atmospheric
Transport System

M2 Reticle
Changers

M800 FOUP Cleaner

M1900 Reticle Stockers

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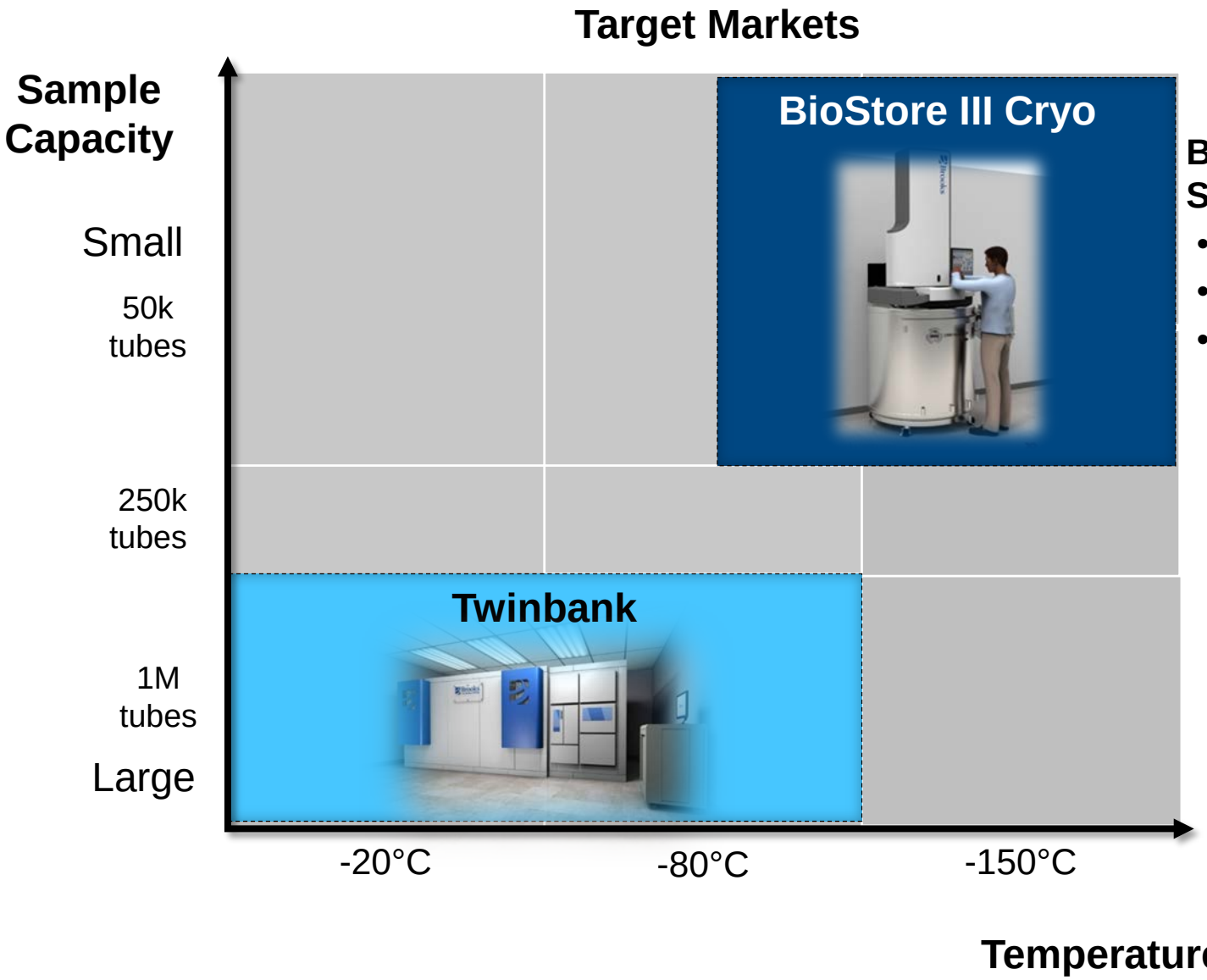
MARKET POSITIONING

Rapid Growth of Life Science Division

Brooks



BioStore™ III Cryo System

- First mover
- Automated -150°C
- Larger market

Brooks Life Sciences Offerings

BioStore II

BioStore™ III Cryo

BioStorage Services

Cool Lab Workflow Products

FluidX Consumables

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