



# STEPHENS NON-DEAL ROADSHOW PREP PACKET

**Brooks Automation, Inc. (BRKS) – San Francisco/Portland**

March 4-5, 2020

# Brooks Automation, Inc. (BRKS) – San Francisco/Portland Non-Deal Roadshow

## Questions/Topics of Discussion

### Life Sciences Business

- Can you give a few examples of why customers need sample storage? What are the key drivers of sample market growth? Should you grow at above-market rates? Who do you compete against?
- Where are you on the sample management sales force efforts – have you largely hired everyone you need?
- Where does capacity stand today in your Indianapolis facility, how much is utilized? How much is for broader biologics, what about cryo capabilities for cell and gene therapy? What are the incremental margins on sample storage?
- You have talked about the opportunity to do some consulting with academic clients to help them manage their storage solutions - how is this going? Is it translating to storage services wins?
- From a cell and gene therapy standpoint, how much in revenues are coming from these customers? How fast are these revenues growing? What products are seeing the most demand from these customers?
- On Genewiz, how large are your operations in China? What is the potential impact from Coronavirus?
- Where do you stand in your build out of additional GENEWIZ capacity?
- How is the cryo freezer business performing? What is average ticket size for one of these? What does the backlog look like here?
- On FY20 EPS guidance – putting together 1Q results and 2Q guidance, implies a back half loaded year. How should we think about the year playing out?
- Remind me of your FY22 targets. What are the key drivers of accelerated growth and margin expansion in life sciences?
- Given that you are in a net cash position what are your latest thoughts on your M&A pipeline? What capabilities did the RURO acquisition add?

### Semiconductor Capital Equipment Business

- Current thoughts on where we are in the semi cycle? What do capex trends look like in the market?
- Any updates on if the semi segment will be affected by the coronavirus?
- Could you walk through the recent performance of vacuum automation, advanced packaging, and contamination control solutions?
- What are the key drivers of these business lines? What are their NT and LT outlook?

### Balance Sheet and Cash Flow

- At the end of last quarter, you had \$196 mil. of net cash available (taking tax payment into account), thoughts on capital deployment?
- Internal investment vs. external M&A?
- What capabilities most interest you? Open to both LS and semi targets?

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### **Stephens BRKS Reports:**

[BRKS 1Q20 Wrap: Reit. EW-Vol./\\$46 PT, But Back Half Setup Intriguing  
LT Thesis Unchanged, But Muted NT Outlook = Reset Expectations; Resuming EW-Vol./\\$35](#)

### **Stephens BRKS Model:**

[Click Here for Model](#)

Stephens Inc. working model and published research report attached.  
For current disclosures on this company, please access the attached research report.

## OTHER DISCLOSURES

Note: The purpose of this document is to suggest questions investors might like to ask company management and to help investors develop their own questions. This document is not intended to express any opinion or investment recommendation.

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