



Q3 Fiscal Year 2017 Financial Results

Lausanne, January 25, 2017

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of the federal securities laws, including, without limitation, statements regarding: market opportunities, spending levels, momentum, innovation, market reach, product experiences, long-term business model, sales growth, gross margin, operating margin, operating-expenses-to-sales ratio and cash conversion cycle target, re-investment into research and development and sales and marketing, sales growth, profitability, balancing sales growth and profitability, and fiscal year 2017 outlook for sales growth, operating income and related assumptions. The forward-looking statements in this presentation involve risks and uncertainties that could cause Logitech's actual results and events to differ materially from those anticipated in these forward-looking statements, including, without limitation: if our product offerings, marketing activities and investment prioritization decisions do not result in the sales, profitability or profitability growth we expect, or when we expect it; the demand of our customers and our consumers for our products and our ability to accurately forecast it; if we fail to innovate and develop new products in a timely and cost-effective manner for our new and existing product categories; if we do not successfully execute on our growth opportunities or our growth opportunities are more limited than we expect; if sales of PC peripherals are less than we expect; the effect of pricing, product, marketing and other initiatives by our competitors, and our reaction to them, on our sales, gross margins and profitability; if our products and marketing strategies fail to separate our products from competitors' products; if we do not fully realize our goals to lower our costs and improve our operating leverage; if there is a deterioration of business and economic conditions in one or more of our sales regions or product categories, or significant fluctuations in exchange rates; the effect of changes to our effective income tax rates. A detailed discussion of these and other risks and uncertainties that could cause actual results and events to differ materially from such forward-looking statements is included in Logitech's periodic filings with the Securities and Exchange Commission, including our Annual Report on Form 10-K for the fiscal year ended March 31, 2016 and Quarterly Report on Form 10-Q for the fiscal quarter ended September 30, 2016, available at www.sec.gov, under the caption Risk Factors and elsewhere. Logitech does not undertake any obligation to update any forward-looking statements to reflect new information or events or circumstances occurring after the date of this presentation.

Preliminary Results

Please note that the preliminary results for the three and nine months ended December 31, 2016 contained in this presentation are subject to adjustments, including completion of our evaluation of the changes in the fair value of contingent consideration for our acquisition of Jaybird LLC and other subsequent events that may occur through the date of filing our Quarterly Report on Form 10-Q.

Use of Non-GAAP Financial Information and Constant Currency (CC)

To facilitate comparisons to Logitech's historical results, Logitech has included non-GAAP adjusted measures, which exclude share-based compensation expense, amortization of intangible assets, purchase accounting effect on inventory, acquisition-related costs, restructuring charges (credits), gain (loss) on equity-method investment, investigation and related expenses, non-GAAP income tax adjustment, and other items detailed under "Supplemental Financial Information" in our earnings press release or "Financial Statements only" posted to our website under "Quarterly Results" at <http://ir.logitech.com>. Historical GAAP and corresponding non-GAAP measures are provided under Financial History in the Investors section of our website. Logitech provides non-GAAP financial information for its Retail (excluding OEM and Lifesize) and category that includes approximations for cost and profitability estimates. Logitech also presents percentage sales growth in constant currency to show performance unaffected by fluctuations in foreign currency exchange rates. Percentage sales growth in constant currency is calculated by translating prior period sales in each local currency at the current period's average exchange rate for that currency and comparing that to current period sales. Logitech believes this information, used together with the GAAP financial information, will help investors to evaluate its current period performance and trends in its business. With respect to our outlook for non-GAAP operating income, most of these excluded amounts pertain to events that have not yet occurred and are not currently possible to estimate with a reasonable degree of accuracy. Therefore, no reconciliation to the GAAP amounts has been provided for Fiscal Year 2017.

KEY MESSAGES – Q3 FY17

- Highest ever quarterly sales, with Q3 retail sales of \$667M, up 13%
- All regions and almost all categories contributed to the better-than-expected Q3 performance
- Gross margin reached an all-time high of 37.4%, enabling us to re-invest in our capabilities to drive long-term sustainable growth
- Operating profits grew 34% to \$99M, demonstrating both focused cost control and disciplined opex spending
- Cash from operations reached \$234M in the first nine months of Fiscal Year 2017 vs \$151M a year ago
- Raising Full Year 2017 guidance for retail sales growth of 12-13% and operating profits of \$225-230M

What's new from Logitech



MOBILE SPEAKER SOFTWARE UPDATES



- Free over-the-air software update allowing UE BOOM 1, UE BOOM 2, and UE MEGABOOM to connect 150+ speakers together for an even greater social listening experience
- Set the Guinness World Record for the “Most Bluetooth Speakers Playing from a Single Source” with 208 speakers
- Builds on previous enhancements such as Siri and Google Now voice integration

ALEXA INTEGRATION WITH HARMONY



- Combining Alexa with our Harmony Hub brings an innovative way to control your entertainment experience with voice
- Through Harmony, Alexa can turn on/off and control your TV and AV system
- “Alexa, turn on ESPN”
- “Alexa, turn on Netflix”
- “Alexa, tell Harmony to increase the volume”

JAYBIRD X3 LAUNCH



- Third-generation X-series wireless earbud is now even smaller with better sound, battery, and fit
- Voice Prompts let you know when X3 is successfully paired and connected, or whether X3 is turned on or off
- MySound App allows you to customize your sound settings, regardless of what music device or music service is used

NEW SECURITY FEATURES FOR LOGITECH CIRCLE



- New Circle Safe™ Premium subscription brings several enhanced security features to Logitech Circle Home Security Camera via the companion app
- Person Detection – The Circle cam can now recognize the difference between a person and a pet
- Motion Zones – Monitor specific areas of your home (such as front door or bedroom window) and receive alerts whenever movement in that selected area is detected
- Custom Day Briefs – Edit and customize the length of any video recording to save and share your memories

Financial Results



Q3 RESULTS SET NUMEROUS RECORDS

| | Q3'17 | Q3'16 | YoY |
|---------------------------|---------------|---------------|--------------|
| Retail | 667 | 595 | 12% |
| Net Sales | 667 | 621 | 7% |
| <i>Retail YoY% CC</i> | <i>13%</i> | <i>9%</i> | |
| <i>YoY%</i> | <i>7%</i> | <i>3%</i> | |
| <i>YoY% CC</i> | <i>8%</i> | <i>8%</i> | |
| Gross Profit | 249 | 209 | 19.3% |
| <i>% of Net Sales</i> | <i>37.4%</i> | <i>33.6%</i> | <i>380bp</i> |
| Operating Expenses | 150 | 135 | 11.4% |
| <i>% of Net Sales</i> | <i>22.5%</i> | <i>21.7%</i> | <i>80bp</i> |
| Operating Income | 99 | 74 | 34% |
| <i>% of Net Sales</i> | <i>14.9%</i> | <i>11.9%</i> | <i>300bp</i> |
| Other Income/(Expense) | 2 | 1 | |
| <i>% Tax Rate</i> | <i>9.1%</i> | <i>11.0%</i> | |
| Net Income | 92 | 67 | 38% |
| <i>% of Net Sales</i> | <i>13.9%</i> | <i>10.8%</i> | <i>310bp</i> |
| Earnings Per Share | \$0.56 | \$0.41 | 37% |
| Diluted Share Count | 165.9 | 165.2 | |

\$ in Millions except per share count

Q3 FY17 results are preliminary

Results listed in Non-GAAP, excluding all discontinued operations

Comparisons are YoY unless otherwise specified

- Retail sales +13% (CC) to record high of \$667M, with organic growth +11%
- Gross margin 37.4%, driven by continued focus on cost control and increased scale
- Operating income +34% to \$99M, led by record high gross margins and disciplined opex spending



ALMOST ALL PRODUCT CATEGORIES GROWING

| | | Q3'17 | Q3'16 | YoY | YoY CC |
|---------------------------|----------------------|-------|-------|-------|--------|
| Creativity & Productivity | Pointing Devices | 142 | 140 | 2% | 2% |
| | Keyboards & Combos | 125 | 117 | 8% | 9% |
| | PC Webcams | 31 | 30 | 3% | 4% |
| | Tablet & Access | 25 | 36 | (31%) | (29%) |
| VC | Video Collaboration | 36 | 26 | 37% | 38% |
| Music | Mobile Speakers | 107 | 85 | 25% | 25% |
| | Audio PC & Wearables | 67 | 57 | 17% | 18% |
| Gaming | Gaming | 107 | 78 | 38% | 39% |
| Smart Home | Home Control | 27 | 26 | 5% | 5% |
| Total Retail Net Sales | | 667 | 595 | 12% | 13% |

\$ in Millions

Q3 FY17 results are preliminary

Comparisons are YoY unless otherwise specified

PC Peripherals include Pointing Devices, Keyboards & Combos, and PC Webcams

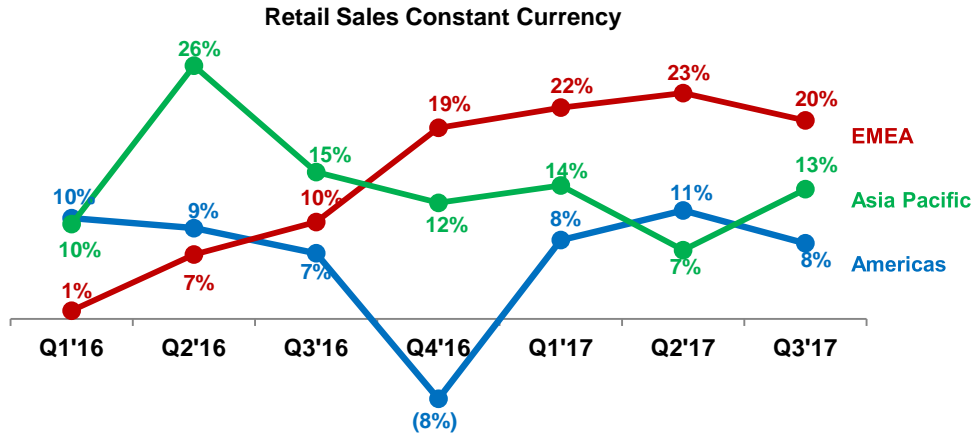
- PC Peripherals maintained steady growth
- Video Collaboration's strong momentum continued
- Mobile Speakers continued to outperform
- Jaybird supply-constrained in the quarter
- Gaming posted 6th consecutive quarter of double-digit sales growth



ALL THREE REGIONS DRIVING SUSTAINABLE GROWTH

| | Retail Net Sales | | | YoY CC | Sell-Through YoY |
|--------------|------------------|------------|------------|------------|------------------|
| | Q3'17 | Q3'16 | YoY | | |
| Americas | 291 | 271 | 7% | 8% | 18% |
| EMEA | 233 | 198 | 18% | 20% | 19% |
| Asia Pacific | 143 | 126 | 14% | 13% | 15% |
| Total | 667 | 595 | 12% | 13% | 18% |

Includes Jaybird sales



\$ in Millions

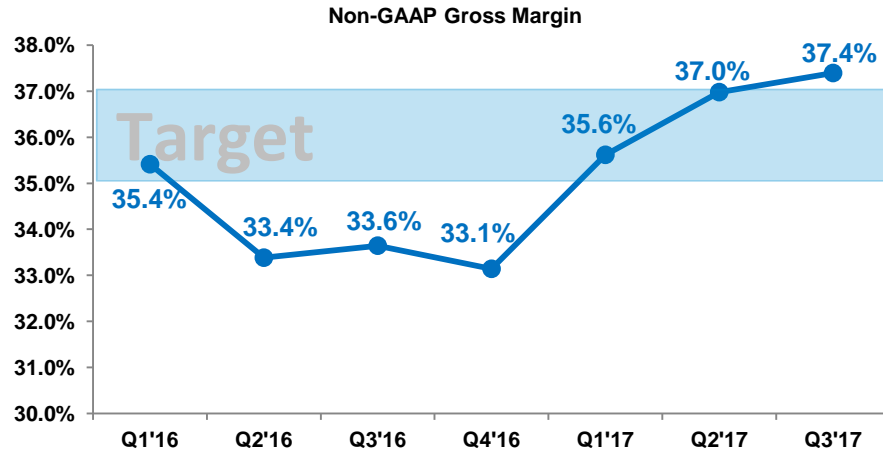
Results listed excluding all discontinued operations. Q3 FY17 results are preliminary

Comparisons are YoY unless otherwise specified

See Appendix on sell-through data

- Consistent growth in Americas
 - Strength in Mobile Speakers and Gaming
 - Continued strong performance from telco channel
- EMEA delivered 5th consecutive quarter of double-digit sales growth
 - PC Peripherals, Gaming, Video Collaboration, and Mobile Speakers all contributed
- Asia-Pacific returned to double-digit sales growth
 - China sales set 6th consecutive quarter of record sales
 - Singles' Day sales +75%

NON-GAAP GROSS MARGIN REACHES RECORD HIGH OF 37.4%



- Gross margin rose 380 basis points (bps) YoY and 40 bps QoQ to 37.4%
- Better-than-expected sequential gross margin results were led by continued focus on cost savings and better product mix and scale
- Expect FY17 gross margin slightly above 36%
- Re-investing gross profit dollar upside into opex to deliver sustainable top-line growth

OPEX DISCIPLINE WITH INVESTMENT FOR LONG TERM GROWTH

| | Q3'17 | Q3'16 | YoY |
|-------------------------------------|--------------|--------------|---------------|
| Sales & Marketing | 98 | 85 | 16% |
| <i>% of Retail Sales</i> | <i>14.7%</i> | <i>14.3%</i> | <i>40bp</i> |
| <i>% of Sales</i> | <i>14.7%</i> | <i>13.7%</i> | <i>100bp</i> |
| Research & Development | 31 | 28 | 10% |
| <i>% of Retail Sales</i> | <i>4.7%</i> | <i>4.8%</i> | <i>(10bp)</i> |
| <i>% of Sales</i> | <i>4.7%</i> | <i>4.6%</i> | <i>10bp</i> |
| General & Administrative | 21 | 22 | (3%) |
| <i>% of Retail Sales</i> | <i>3.2%</i> | <i>3.6%</i> | <i>(40bp)</i> |
| <i>% of Sales</i> | <i>3.2%</i> | <i>3.5%</i> | <i>(30bp)</i> |
| Operating Expenses | 150 | 135 | 11% |
| <i>% of Retail Sales</i> | <i>22.5%</i> | <i>22.7%</i> | <i>(20bp)</i> |
| <i>% of Sales</i> | <i>22.5%</i> | <i>21.7%</i> | <i>80bp</i> |

- Operating expenses +11% (or +6% excluding Jaybird)
- Investments in S&M and R&D (offset by tight G&A control) drives sustainable growth
- First nine months of FY17 operating expenses as a % of sales was 25.0%, in line with our long-term annual model



\$ in Millions

Q3 FY17 results are preliminary

Results listed in non-GAAP, excluding all discontinued operations

Comparisons are YoY unless otherwise specified

STRONG CASH MANAGEMENT

| | Q3'17 | Q3'16 | YoY |
|------------------------------|------------|------------|--------------------|
| Cash from Operations | 147 | 166 | (12%) |
| Ending Cash Balance | 514 | 505 | 2% |
| Inventory | 250 | 240 | 4% |
| <i>Inventory Turns</i> | <i>6.7</i> | <i>6.9</i> | <i>(0.2 Turns)</i> |
| <i>DSI</i> | <i>54</i> | <i>52</i> | <i>2 Days</i> |
| Accounts Receivable | 278 | 284 | (2%) |
| <i>DSO</i> | <i>37</i> | <i>41</i> | <i>(4 Days)</i> |
| Accounts Payable | 358 | 364 | (2%) |
| <i>DPO</i> | <i>77</i> | <i>79</i> | <i>(2 Days)</i> |
| Cash Conversion Cycle | 14 | 14 | 0 Days |

- Cash from operations \$147M in Q3; cash from operations \$234M in first nine months of FY17 (vs \$151M a year ago)
- Cash conversion cycle stable at 14 days (versus annual target of 20-25 days)
- Robust cash balance of \$514M, supporting both investments in the business and shareholder return strategy



\$ in Millions
 Q3 FY17 results are preliminary
 Q3'16 balance sheet items exclude Lifesize
 Comparisons are YoY unless otherwise specified

FY17 OUTLOOK

FY17 OUTLOOK

| | |
|------------------------|---------------|
| Retail Sales CC Growth | 12-13% |
|------------------------|---------------|

| | |
|---------------------------|-------------------|
| Non-GAAP Operating Income | \$225-230M |
|---------------------------|-------------------|

ASSUMPTIONS

| | |
|-----------------------------|---------------------------------|
| Currency | FY16 Average Rates |
| Effective Tax Rate | 9-10% |
| Cash From Operations | ~1x Non-GAAP Operating Income |
| CapEx | ~\$50M |
| Share Count | Slightly Declining ¹ |
| Stock-Based Compensation | ~\$30-35M |
| Amortization of Intangibles | ~\$9M ² |

Share count dependent upon various factors, including but not limited to options exercises, RSU and PSU grants, buyback, and stock price
Amortization of intangibles attributable to Jaybird and Saitek. Saitek amortization of intangibles only in 2H FY17

Appendix



GAAP TO NON-GAAP RECONCILIATIONS

LOGITECH INTERNATIONAL S.A.

PRELIMINARY RESULTS

(In thousands, except per share amounts) - Unaudited

GAAP TO NON GAAP RECONCILIATION ^{(A)/(B)}

| SUPPLEMENTAL FINANCIAL INFORMATION | Three Months Ended December 31, | |
|---|--|------------------|
| | 2016 | 2015 |
| Gross profit - GAAP | \$ 246,763 | \$208,497 |
| Share-based compensation expense | 617 | 464 |
| Amortization of intangible assets and purchase accounting effect on inventory | 1,929 | — |
| Gross profit - Non-GAAP | \$ 249,309 | \$208,961 |
| Gross margin - GAAP | 37.0% | 33.6% |
| Gross margin - Non-GAAP | 37.4% | 33.6% |
| Operating expenses - GAAP | \$ 150,487 | \$139,982 |
| Less: Share-based compensation expense | 8,770 | 5,998 |
| Less: Amortization of intangible assets and acquisition-related costs | 1,494 | 112 |
| Less: Change in fair value of contingent consideration for business acquisition | (9,925) | — |
| Less: Restructuring charges (credits), net | (33) | (666) |
| Less: Investigation and related expenses | — | (249) |
| Operating expenses - Non-GAAP | \$ 150,181 | \$134,787 |
| % of net sales - GAAP | 22.6% | 22.5% |
| % of net sales - Non - GAAP | 22.5% | 21.7% |

GAAP TO NON-GAAP RECONCILIATIONS

LOGITECH INTERNATIONAL S.A.

PRELIMINARY RESULTS

(In thousands, except per share amounts) - Unaudited

GAAP TO NON GAAP RECONCILIATION ^{(A)/(B)}

| SUPPLEMENTAL FINANCIAL INFORMATION | Three Months Ended December 31, | |
|---|------------------------------------|------------------|
| | 2016 | 2015 |
| Operating income - GAAP | \$ 96,276 | \$ 68,515 |
| Share-based compensation expense | 9,387 | 6,462 |
| Amortization of intangible assets | 2,751 | 112 |
| Purchase accounting effect on inventory | 457 | — |
| Acquisition-related costs | 215 | — |
| Change in fair value of contingent consideration for business acquisition | (9,925) | — |
| Restructuring charges (credits), net | (33) | (666) |
| Investigation and related expenses | — | (249) |
| Operating income - Non - GAAP | \$ 99,128 | \$ 74,174 |
| % of net sales - GAAP | 14.4% | 11.0% |
| % of net sales - Non - GAAP | 14.9% | 11.9% |
| Net income from continuing operations - GAAP | \$ 97,465 | \$ 68,040 |
| Share-based compensation expense | 9,387 | 6,462 |
| Amortization of intangible assets | 2,751 | 112 |
| Purchase accounting effect on inventory | 457 | — |
| Acquisition-related costs | 215 | — |
| Change in fair value of contingent consideration for business acquisition | (9,925) | — |
| Restructuring charges (credits), net | (33) | (666) |
| Investigation and related expenses | — | (249) |
| Loss (gain) on equity-method investment | (375) | (4) |
| Non-GAAP income tax adjustment | (7,595) | (6,709) |
| Net income from continuing operations - Non - GAAP | \$ 92,347 | \$ 66,986 |

GAAP TO NON-GAAP RECONCILIATION NOTES

Note: These preliminary results for the three and nine months ended December 31, 2016 are subject to adjustments, including completion of our evaluation of the changes in the fair value of contingent consideration for our acquisition of Jaybird LLC and other subsequent events that may occur through the date of filing our Quarterly Report on Form 10-Q.

(A) Preliminary valuation from the business acquisitions

The preliminary purchase price allocations from the business acquisitions during the current periods are included in the tables. The fair value of identifiable intangible assets acquired was based on estimates and assumptions made by us at the time of acquisitions. As additional information becomes available, such as finalization of the estimated fair value of the assets acquired and liabilities assumed and the fair value of contingent consideration, we may revise our preliminary or interim purchase price allocations during the remainder of the measurement periods (which will not exceed 12 months from the acquisition dates). Any such revisions or changes may be material as we finalize the fair values of the tangible and intangible assets acquired and liabilities assumed, and may have a material impact over the results of operations.

(B) Non-GAAP Financial Measures

To supplement our condensed consolidated financial results prepared in accordance with GAAP, we use a number of financial measures, both GAAP and non GAAP, in analyzing and assessing our overall business performance, for making operating decisions and for forecasting and planning future periods. We consider the use of non-GAAP financial measures helpful in assessing our current financial performance, ongoing operations and prospects for the future as well as understanding financial and business trends relating to our financial condition and results of operations. For full GAAP to non-GAAP reconciliation information and cautionary information regarding the use of non-GAAP measures, please refer to “Supplemental Financial Information” in our earnings press release or “Financial Statements only” posted to our website under “Quarterly Results” at <http://ir.logitech.com>.

SELL-THROUGH DATA

- Measures sales of our products by retailer customers to consumers and by our distributor customers to their customers
- Compiled by Logitech from data supplied by our customers
- Customers supplying sell-through data vary by geographic region and from period to period, but typically represent a majority of our retail sales
- Data is subject to limitations and possible error sources and may not be an entirely accurate indicator of actual consumer demand for our products. Limitations and possible error sources include the following:
 - Data supplied by our customers may not be indicative of sell-through experienced by our customers as a whole
 - Reliability of the data depends on accuracy and timeliness of information supplied to us by our customers, and the processes by which they collect their sell-through data are largely outside our control
 - In the U.S., Canada, and to a lesser extent Asia Pacific, and a still lesser extent, EMEA, sell-through data is based on Point of Sale electronic data. Where POS data is not available, the data is collected largely through manual processes, including the exchange of spreadsheets or other non-automated methods of data transmission, which are subject to typical human errors, including errors in data entry, transmission and interpretation

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