

LOGITECH INTERNATIONAL S.A.
PRELIMINARY RESULTS *

(In thousands, except per share amounts) - Unaudited

SUPPLEMENTAL FINANCIAL INFORMATION

GAAP TO NON-GAAP RECONCILIATION ^(A)	Three Months Ended December 31,		Nine Months Ended December 31,	
	2020	2019	2020	2019
Gross profit - GAAP	\$ 749,010	\$ 334,453	\$ 1,624,466	\$ 845,505
Share-based compensation expense	1,747	1,210	4,919	3,552
Amortization of intangible assets	3,441	3,951	9,800	10,493
Gross profit - Non-GAAP	<u>\$ 754,198</u>	<u>\$ 339,614</u>	<u>\$ 1,639,185</u>	<u>\$ 859,550</u>
<i>Gross margin - GAAP</i>	44.9 %	37.1 %	43.7 %	37.3 %
<i>Gross margin - Non-GAAP</i>	45.2 %	37.6 %	44.1 %	37.9 %
Operating expenses - GAAP	\$ 300,947	\$ 205,625	\$ 771,423	\$ 601,155
Less: Share-based compensation expense	18,067	12,621	59,795	36,749
Less: Amortization of intangible assets and acquisition-related costs	4,946	5,084	13,886	12,898
Less: Change in fair value of contingent consideration for business acquisition	—	—	5,716	—
Less: Restructuring charges (credits), net	—	(45)	(54)	69
Operating expenses - Non-GAAP	<u>\$ 277,934</u>	<u>\$ 187,965</u>	<u>\$ 692,080</u>	<u>\$ 551,439</u>
<i>% of net sales - GAAP</i>	18.0 %	22.8 %	20.8 %	26.5 %
<i>% of net sales - Non - GAAP</i>	16.7 %	20.8 %	18.6 %	24.3 %
Operating income - GAAP	\$ 448,063	\$ 128,828	\$ 853,043	\$ 244,350
Share-based compensation expense	19,814	13,831	64,714	40,301
Amortization of intangible assets and acquisition-related costs	8,387	9,035	23,686	23,391
Change in fair value of contingent consideration for business acquisition	—	—	5,716	—
Restructuring charges (credits), net	—	(45)	(54)	69
Operating income - Non - GAAP	<u>\$ 476,264</u>	<u>\$ 151,649</u>	<u>\$ 947,105</u>	<u>\$ 308,111</u>
<i>% of net sales - GAAP</i>	26.9 %	14.3 %	23.0 %	10.8 %
<i>% of net sales - Non - GAAP</i>	28.6 %	16.8 %	25.5 %	13.6 %
Net income - GAAP	\$ 382,523	\$ 117,525	\$ 721,510	\$ 235,803
Share-based compensation expense	19,814	13,831	64,714	40,301
Amortization of intangible assets and acquisition related costs	8,387	9,035	23,686	23,391
Change in fair value of contingent consideration for business acquisition	—	—	5,716	—
Restructuring charges (credits), net	—	(45)	(54)	69
Loss on investments	2,173	709	4,692	772
Non-GAAP income tax adjustment	10,165	2,123	31,564	(6,476)
Net income - Non - GAAP	<u>\$ 423,062</u>	<u>\$ 143,178</u>	<u>\$ 851,828</u>	<u>\$ 293,860</u>
Net income per share:				
Diluted - GAAP	\$ 2.22	\$ 0.69	\$ 4.21	\$ 1.39
Diluted - Non - GAAP	\$ 2.45	\$ 0.84	\$ 4.97	\$ 1.74
Shares used to compute net income per share:				
Diluted - GAAP and Non - GAAP	172,587	169,685	171,378	169,173

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SHARE-BASED COMPENSATION EXPENSE	Three Months Ended December 31,		Nine Months Ended December 31,	
	2020	2019	2020	2019
Share-based Compensation Expense				
Cost of goods sold	\$ 1,747	\$ 1,210	\$ 4,919	\$ 3,552
Marketing and selling	8,390	6,216	27,559	20,016
Research and development	3,482	2,242	10,348	6,644
General and administrative	6,195	4,163	21,888	10,089
Total share-based compensation expense	19,814	13,831	64,714	40,301
Income tax benefit	(3,471)	(3,135)	(15,540)	(12,658)
Total share-based compensation expense, net of income tax benefit	\$ 16,343	\$ 10,696	\$ 49,174	\$ 27,643

* Note: These preliminary results for the three and nine months ended December 31, 2020 are subject to adjustments, including subsequent events that may occur through the date of filing our Quarterly Report on Form 10-Q.

(A) 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.

While we use non-GAAP financial measures as a tool to enhance our understanding of certain aspects of our financial performance and to provide incremental insight into the underlying factors and trends affecting both our performance and our cash-generating potential, we do not consider these measures to be a substitute for, or superior to, the information provided by GAAP financial measures. Consistent with this approach, we believe that disclosing non-GAAP financial measures to the readers of our financial statements provides useful supplemental data that, while not a substitute for GAAP financial measures, can offer insight in the review of our financial and operational performance and enables investors to more fully understand trends in our current and future performance. In assessing our business during the quarter ended December 31, 2020 and previous periods, we excluded items in the following general categories, each of which are described below:

Share-based compensation expense. We believe that providing non-GAAP measures excluding share-based compensation expense, in addition to the GAAP measures, allows for a more transparent comparison of our financial results from period to period. We prepare and maintain our budgets and forecasts for future periods on a basis consistent with this non-GAAP financial measure. Further, companies use a variety of types of equity awards as well as a variety of methodologies, assumptions and estimates to determine share-based compensation expense. We believe that excluding share-based compensation expense enhances our ability and the ability of investors to understand the impact of non-cash share-based compensation on our operating results and to compare our results against the results of other companies.

Amortization of intangible assets. We incur intangible asset amortization expense, primarily in connection with our acquisitions of various businesses and technologies. The amortization of purchased intangibles varies depending on the level of acquisition activity. We exclude these various charges in budgeting, planning and forecasting future periods and we believe that providing the non-GAAP measures excluding these various non-cash charges, as well as the GAAP measures, provides additional insight when comparing our gross profit, operating expenses, and financial results from period to period.

Acquisition-related costs and change in fair value of contingent consideration for business acquisition. We incurred expenses and credits in connection with our acquisitions which we generally would not have otherwise incurred in the periods presented as a part of our continuing operations. Acquisition related costs include all incremental expenses incurred to effect a business combination. Fair value of contingent consideration is associated with our estimates of the value of earn-outs in connection with certain acquisitions. We believe that providing the non-GAAP

measures excluding these costs and credits, as well as the GAAP measures, assists our investors because such costs are not reflective of our ongoing operating results.

Restructuring charges (credits). These expenses are associated with re-aligning our business strategies based on current economic conditions. We have undertaken several restructuring plans in recent years. In connection with our restructuring initiatives, we incurred restructuring charges related to employee terminations, facility closures and early cancellation of certain contracts. We believe that providing the non-GAAP measures excluding these charges, as well as the GAAP measures, assists our investors because such charges (credits) are not reflective of our ongoing operating results in the current period.

Loss (gain) on investments. We recognized loss (gain) related to our investments in various companies, which varies depending on the operational and financial performance of those companies in which we invested, and sales of these investments. We believe that providing the non-GAAP measures excluding these charges, as well as the GAAP measures, assists our investors because such charges are not reflective of our ongoing operations.

Non-GAAP income tax adjustment. Non-GAAP income tax adjustment primarily measures the income tax effect of non-GAAP adjustments excluded above and other events; the determination of which is based upon the nature of the underlying items, the mix of income and losses in jurisdictions and the relevant tax rates in which we operate.

Each of the non-GAAP financial measures described above, and used in this press release, should not be considered in isolation from, or as a substitute for, a measure of financial performance prepared in accordance with GAAP. Further, investors are cautioned that there are inherent limitations associated with the use of each of these non-GAAP financial measures as an analytical tool. In particular, these non-GAAP financial measures are not based on a comprehensive set of accounting rules or principles and many of the adjustments to the GAAP financial measures reflect the exclusion of items that are recurring and may be reflected in the Company's financial results for the foreseeable future. We compensate for these limitations by providing specific information in the reconciliation included in this press release regarding the GAAP amounts excluded from the non-GAAP financial measures. In addition, as noted above, we evaluate the non-GAAP financial measures together with the most directly comparable GAAP financial information.

Additional Supplemental Financial Information - Constant Currency

In addition, Logitech presents percentage sales growth in constant currency to show performance unaffected by fluctuations in 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.