## logitech

## Q4 FY 2020 FINANCIAL HIGHLIGHTS

| $\$ 709$ | 15\% | 39.8\% | $\$ 79$ <br> million | $\$ 0.42$ <br> per share | $\$ 101$ <br> million |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | YoY Sales Growth | Non-GAAP Gross Margin | Non-GAAP Operating Income | Non-GAAP <br> Diluted EPS | Cash Flow from Operations |

## Quarterly Financial Trends

Preliminary results *

|  | Q1'18 | Q2'18 | Q3'18 | Q4'18 | Q1'19 | Q2'19 | Q3'19 | Q4'19 | Q1'20 | Q2'20 | Q3'20 | Q4'20 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GAAP Results |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Sales | 530 | 632 | 812 | 592 | 608 | 691 | 864 | 624 | 644 | 720 | 903 | 709 |
| Gross Margin | 36.5\% | 36.0\% | 33.9\% | 35.8\% | 36.8\% | 37.1\% | 37.5\% | 37.3\% | 37.1\% | 37.8\% | 37.1\% | 39.0\% |
| Operating Expenses | 162 | 169 | 175 | 173 | 191 | 191 | 201 | 191 | 192 | 204 | 206 | 245 |
| Operating Income | 31 | 59 | 100 | 39 | 32 | 65 | 123 | 42 | 47 | 68 | 129 | 32 |
| Operating Margin | 5.9\% | 9.3\% | 12.3\% | 6.6\% | 5.3\% | 9.4\% | 14.3\% | 6.8\% | 7.4\% | 9.5\% | 14.3\% | 4.5\% |
| Net Income | 37 | 56 | 81 | 34 | 38 | 64 | 113 | 42 | 45 | 73 | 118 | 214 |
| Diluted EPS | \$0.22 | \$0.33 | \$0.48 | \$0.20 | \$0.23 | \$0.38 | \$0.67 | \$0.25 | \$0.27 | \$0.43 | \$0.69 | \$1.26 |
| Avg. Diluted Shares Outstanding | 168 | 169 | 169 | 169 | 169 | 169 | 169 | 169 | 169 | 169 | 170 | 170 |
| Non-GAAP Results |  |  |  |  |  |  |  |  |  |  |  |  |
| Net Sales | 530 | 632 | 812 | 592 | 608 | 691 | 864 | 624 | 644 | 720 | 903 | 709 |
| Gross Margin | 37.0\% | 36.5\% | 34.4\% | 36.4\% | 37.4\% | 37.6\% | 38.1\% | 38.0\% | 37.8\% | 38.4\% | 37.6\% | 39.8\% |
| Operating Expenses | 153 | 159 | 162 | 161 | 167 | 175 | 186 | 173 | 176 | 187 | 188 | 203 |
| Operating Income | 43 | 71 | 117 | 55 | 61 | 85 | 143 | 64 | 67 | 89 | 152 | 79 |
| Operating Margin | 8.1\% | 11.3\% | 14.4\% | 9.3\% | 9.9\% | 12.2\% | 16.6\% | 10.3\% | 10.4\% | 12.4\% | 16.8\% | 11.1\% |
| Net Income | 40 | 66 | 111 | 55 | 57 | 83 | 134 | 65 | 66 | 85 | 143 | 71 |
| Diluted EPS | \$0.24 | \$0.39 | \$0.65 | \$0.32 | \$0.34 | \$0.49 | \$0.79 | \$0.38 | \$0.39 | \$0.50 | \$0.84 | \$0.42 |
| Net Sales by Product Category |  |  |  |  |  |  |  |  |  |  |  |  |
| Pointing Devices | 122 | 124 | 141 | 130 | 128 | 128 | 149 | 132 | 122 | 133 | 155 | 135 |
| Keyboards \& Combos | 116 | 119 | 126 | 137 | 128 | 132 | 144 | 132 | 129 | 139 | 156 | 148 |
| PC Wecams | 26 | 27 | 27 | 32 | 30 | 28 | 33 | 30 | 28 | 29 | 32 | 40 |
| Tablet \& Other Accessories | 23 | 31 | 27 | 27 | 32 | 37 | 36 | 23 | 38 | 34 | 31 | 32 |
| Video Collaboration | 36 | 46 | 46 | 55 | 59 | 57 | 74 | 69 | 73 | 90 | 92 | 111 |
| Mobile Speakers | 63 | 91 | 147 | 14 | 34 | 77 | 96 | 23 | 50 | 57 | 93 | 21 |
| Audio \& Wearables | 50 | 62 | 84 | 55 | 52 | 62 | 99 | 65 | 59 | 68 | 82 | 65 |
| Gaming | 78 | 114 | 174 | 127 | 136 | 161 | 214 | 138 | 135 | 161 | 246 | 149 |
| Smart Home | 16 | 18 | 39 | 16 | 9 | 9 | 20 | 12 | 10 | 9 | 16 | 8 |
| Other | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Net Sales | 530 | 632 | 812 | 592 | 608 | 691 | 864 | 624 | 644 | 720 | 903 | 709 |

Note: These preliminary results for the three months ended March 31, 2020 are subject to adjustments, including subsequent events that may occur through the date of filing our Annual Report on Form 10-K.

## Cash Flow and Operational Trends ${ }^{1,2}$

Preliminary results *

|  | Q1'18 | Q2'18 | Q3'18 | Q4'18 | Q1'19 | Q2'19 | Q3'19 | Q4'19 | Q1'20 | Q2'20 | Q3'20 | Q4'20 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash and ST Investments | 528 | 406 | 565 | 642 | 604 | 426 | 586 | 605 | 598 | 575 | 656 | 716 |
| Debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Accounts Receivable | 221 | 278 | 352 | 215 | $386{ }^{2}$ | $460{ }^{2}$ | $484{ }^{2}$ | $383{ }^{2}$ | 419 | 466 | 531 | 395 |
| Inventory | 279 | 330 | 279 | 260 | 273 | 359 | 342 | 293 | 297 | 338 | 307 | 229 |
| Accounts Payable | 313 | 387 | 429 | 294 | 344 | 441 | 436 | 284 | 339 | 411 | 439 | 259 |
| Net Working Capital ${ }^{1}$ | 188 | 221 | 202 | 181 | 315 | 378 | 390 | 393 | 377 | 393 | 400 | 365 |
| Working Capital Metrics |  |  |  |  |  |  |  |  |  |  |  |  |
| Days Sales Outstanding | 38 | 40 | 39 | 33 | $57^{2}$ | $60^{2}$ | $50^{2}$ | $55^{2}$ | 59 | 58 | 53 | 50 |
| Days Inventory Outstanding | 75 | 73 | 47 | 62 | 64 | 74 | 57 | 67 | 66 | 68 | 49 | 48 |
| Days Payables Outstanding | 84 | 86 | 72 | 70 | 80 | 91 | 73 | 65 | 75 | 83 | 70 | 54 |
| Cash Conversion Cycle | 29 | 27 | 14 | 25 | $41^{2}$ | $43^{2}$ | $34^{2}$ | $57^{2}$ | 50 | 43 | 32 | 44 |
| Cash Flow from Operations | (1) | 68 | 189 | 90 | 12 | 85 | 176 | 32 | 37 | 107 | 181 | 101 |
| Capital Return |  |  |  |  |  |  |  |  |  |  |  |  |
| Dividends Paid | 0 | 104 | 0 | 0 | 0 | 114 | 0 | 0 | 0 | 124 | 0 | 0 |
| Shares Repurchased | 1 | 10 | 10 | 10 | 10 | 10 | 3 | 10 | 15 | 0 | 0 | 35 |
| Total Capital Return | 1 | 114 | 10 | 10 | 10 | 124 | 3 | 10 | 15 | 124 | 0 | 35 |
| LTM Capital Return | 153 | 156 | 145 | 135 | 144 | 154 | 147 | 147 | 152 | 152 | 149 | 175 |

1. Net Working Capital is defined here as Accounts Receivables + Inventory - Accounts Payable
2. Q1'19, Q2'19, Q3'19, and Q4'19 accounts receivables, DSO, and cash conversion cycle include the implementation of ASC 606

Note: These preliminary results for the three months ended March 31, 2020 are subject to adjustments, including subsequent events that may occur through the date of filing our Annual Report on Form 10-K.

GAAP to Non-GAAP Reconciliations ${ }^{(A),(D)}$
Preliminary results *
In \$ millions except per share and \%

|  | Q1'18 | Q2'18 | Q3'18 | Q4'18 | Q1'19 | Q2'19 | Q3'19 | Q4'19 | Q1'20 | Q2'20 | Q3'20 | Q4'20 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Profit - GAAP | 194 | 228 | 276 | 212 | 224 | 256 | 324 | 233 | 239 | 272 | 334 | 277 |
| Share-based compensation expense | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Amortization of intangible assets and purchase accounting efffect on inventory | 2 | 2 | 3 | 3 | 2 | 3 | 5 | 3 | 3 | 3 | 4 | 4 |
| Gross Profit - Non-GAAP | 196 | 231 | 279 | 216 | 227 | 260 | 330 | 237 | 243 | 277 | 340 | 282 |
| Operating Expenses - GAAP | 162 | 169 | 175 | 173 | 191 | 191 | 201 | 191 | 192 | 204 | 206 | 245 |
| Share-based compensation expense | 10 | 10 | 11 | 10 | 12 | 11 | 11 | 12 | 11 | 13 | 13 | 13 |
| Amortization of intangible assets and acquistion-related costs | 1 | 2 | 2 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 5 | 5 |
| Change in fair value of contingent consideration for business acquisition | (2) | (3) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 23 |
| Restructuring charges (credits), net | (0) | (0) | 0 | 0 | 10 | 0 | (0) | 2 | 0 | (0) | (0) | 0 |
| Investigation and related expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Operating Expenses - Non-GAAP | 153 | 160 | 162 | 161 | 167 | 175 | 186 | 173 | 176 | 187 | 188 | 203 |
| Operating Income - GAAP | 31 | 59 | 100 | 39 | 32 | 65 | 123 | 42 | 47 | 68 | 129 | 32 |
| Share-based compensation expense | 11 | 11 | 12 | 11 | 13 | 12 | 12 | 13 | 12 | 14 | 14 | 15 |
| Amortization of intangible assets | 3 | 4 | 4 | 5 | 5 | 5 | 7 | 7 | 7 | 7 | 8 | 9 |
| Purchase accounting effect on inventory | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Acquistion-related costs | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 |
| Change in fair value of contingent consideration for business acquisition | (2) | (3) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 23 |
| Restructuring charges (credits), net | (0) | (0) | 0 | 0 | 10 | 0 | (0) | 2 | 0 | (0) | (0) | 0 |
| Investigation and related expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Operating Income - Non-GAAP | 43 | 71 | 117 | 55 | 61 | 85 | 143 | 64 | 67 | 89 | 152 | 79 |
| Net Income From Continuing Operations - GAAP | 37 | 56 | 81 | 34 | 38 | 64 | 113 | 42 | 45 | 73 | 118 | 214 |
| Share-based compensation expense | 11 | 11 | 12 | 11 | 13 | 12 | 12 | 13 | 12 | 14 | 14 | 15 |
| Amortization of intangible assets | 3 | 4 | 4 | 5 | 5 | 5 | 7 | 7 | 7 | 7 | 8 | 9 |
| Purchase accounting effect on inventory | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 |
| Acquistion-related costs | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 |
| Change in fair value of contingent consideration for business acquisition | (2) | (3) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 23 |
| Restructuring charges (credits), net | (0) | (0) | 0 | 0 | 10 | 0 | (0) | 2 | 0 | (0) | (0) | 0 |
| Investigation and related expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Investment impairment (recovery) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Loss (gain) on investments | 0 | (1) | (0) | (0) | 0 | (0) | (0) | (0) | (0) | 0 | 1 | (40) |
| Non-GAAP tax adjustment | (9) | (2) | 13 | 4 | (9) | (0) | 1 | 1 | 1 | (10) | 2 | (150) |
| Net Income From Continuing Operations - Non-GAAP | 40 | 66 | 111 | 55 | 57 | 83 | 134 | 65 | 66 | 85 | 143 | 71 |
| Net Income from Continuing Operations Per Share |  |  |  |  |  |  |  |  |  |  |  |  |
| Diluted- GAAP | \$0.22 | \$0.33 | \$0.48 | \$0.20 | \$0.23 | \$0.38 | \$0.67 | \$0.25 | \$0.27 | \$0.43 | \$0.69 | \$1.26 |
| Diluted - Non-GAAP | \$0.24 | \$0.39 | \$0.65 | \$0.32 | \$0.34 | \$0.49 | \$0.79 | \$0.38 | \$0.39 | \$0.50 | \$0.84 | \$0.42 |

Note: These preliminary results for the three months ended March 31,2020 are subject to adjustments, including subsequent events that may occur through the date of filing our Annual Report on Form $10-\mathrm{K}$.

## GAAP TO NON-GAAP RECONCILIATION NOTES

Note: These preliminary results for the three months ended March 31, 2020 are subject to adjustments, including subsequent events that may occur through the date of filing our Annual Report on Form 10-K.

## Non-GAAP Financial Measures

This presentation includes forward-looking statements within the meaning of the U.S. federal securities laws, including, without limitation, statements regarding: our preliminary financial results for the three and nine months ended March 30, 2020, macroeconomic trends, secular trends, our growth, our execution, our product portfolio, growth categories, growth opportunities, investments in our business, regional growth trends, sustainability leadership, goals and disclosure, product category sales, trends and momentum, our business-to-business capability, period-over-period comparisons, innovation, ergonomic products, product distribution, diversification, ability to deliver results and targets in spite of challenges, focus, long-term potential of categories, long-term gross margin target range, cost reductions and efficiencies, operating expenses, fiscal year 2020 fourth quarter gross margin and cash flow, fiscal year 2020 cash flow, tariffs and the timing of their implementation, seasonality, fiscal year 2021 outlook, strategies, and outlook for fiscal year 2020 results, sales growth, operating income, effective tax rate, cash from operations, capital expenditures and related assumptions. These statements are subject to risks and uncertainties that may cause actual results and events to differ materially, 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; 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; 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 tail to separate our products from competitors' products; if we are not able to maintain and enhance our brands; 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; changes in trade policies and agreements and the imposition of tariffs that affect our products or operations and our ability to mitigate: risks associated with acquisitions; the effect of changes to our effective income tax rates. These and other risks and uncertainties are detailed in Logitech's filings with the Securities and Exchange Commission, including its Annual Report on Form 10 -K for the fiscal year endec March 31, 2019 and its Quarterly Report on Form 10-Q for the fiscal quarter ended December 31, 2019, 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.

To facilitate comparisons to Logitech's historical results, we have included non-GAAP adjusted measures in this presentation, which exclude primarily share-based compensation expense, amortization of intangible assets, purchase accounting effect on inventory, acquisition-related costs, restructuring charges (credits), loss (gain) on investments, non-GAAP income tax adjustment, and other items detailed under "Supplemental Financial Information" in our quarterly earnings press release and posted to our website at http://ir.logitech.com. Historical GAAP and corresponding non-GAAP measures are provided with our earnings releases and presentations in the Investors section of our website. We also present percentage sales growth in constant currency ("CC") 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. Logitech believes this information will help investors to evaluate its current period performance, outlook and trends in its business. For historical financials provided in this presentation, reconciliation between non-GAAP amounts and GAAP amounts is provided on the lnvestors page of our business. For historical financials provided in this presentation, reconciliation between non-GAAP amounts and GAAP amounts is provided on the investors page of our
website, together with this presentation and with our earnings releases. With respect to financial outlook, most of the 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 GAAP amounts has been provided for non-GAAP outlook.
(A) Preliminary Valuation from the Business Acquisition

The preliminary fair value of assets acquired and liabilities assumed from the business acquisition in the third quarter of Fiscal Year 2020 is 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 the acquisition. As additional information becomes available, such as the finalization of the estimated fair value of the assets acquired and liabilities assumed, we may revise our preliminary or interim estimated fair value of the assets acquired and liabilities assumed during the remainder of the measurement period (which will not exceed 12 months from the acquisition date). Any such revisions or changes may be material, and may have a material impact over our financial conditions and results of operations.
(D) 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 nonGAAP 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.

