## logitech

## Q3 FY 2019 FINANCIAL HIGHLIGHTS

| $\$ 864$ <br> million | 8\% | 38.1\% | $\$ 143$ <br> million | $\$ 0.79$ <br> per share | $\$ 176$ million |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue | YoY Sales Growth | Non-GAAP <br> Gross Margin | Non-GAAP Operating Income | Non-GAAP <br> Diluted EPS | Cash Flow from Operations |

## Quarterly Financial Trends

Preliminary results *
In \$ millions except per share and \%

|  | Q1'17 | Q2'17 | Q3'17 | Q4'17 | Q1'18 | Q2'18 | Q3'18 | Q4'18 | Q1'19 | Q2'19 | Q3'19 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GAAP Results |  |  |  |  |  |  |  |  |  |  |  |
| Net Sales | 480 | 564 | 667 | 511 | 530 | 632 | 812 | 592 | 608 | 691 | 864 |
| Gross Margin | 35.1\% | 36.7\% | 37.0\% | 38.7\% | 36.5\% | 36.0\% | 33.9\% | 35.8\% | 36.8\% | 37.1\% | 37.5\% |
| Operating Expenses | 143 | 153 | 150 | 161 | 162 | 169 | 175 | 173 | 191 | 191 | 201 |
| Operating Income | 26 | 53 | 96 | 36 | 31 | 59 | 100 | 39 | 32 | 65 | 123 |
| Operating Margin | 5.4\% | 9.5\% | 14.4\% | 7.1\% | 5.9\% | 9.3\% | 12.3\% | 6.6\% | 5.3\% | 9.4\% | 14.3\% |
| Net Income | 22 | 47 | 97 | 39 | 37 | 56 | 81 | 34 | 38 | 64 | 113 |
| Diluted EPS | \$0.13 | \$0.28 | \$0.59 | \$0.24 | \$0.22 | \$0.33 | \$0.48 | \$0.20 | \$0.23 | \$0.38 | \$0.67 |
| Avg. Diluted Shares Outstanding | 164 | 166 | 166 | 167 | 168 | 169 | 169 | 169 | 169 | 169 | 169 |
| Non-GAAP Results |  |  |  |  |  |  |  |  |  |  |  |
| Net Sales | 480 | 564 | 667 | 511 | 530 | 632 | 812 | 592 | 608 | 691 | 864 |
| Gross Margin | 35.6\% | 37.0\% | 37.4\% | 39.2\% | 37.0\% | 36.5\% | 34.4\% | 36.4\% | 37.4\% | 37.6\% | 38.1\% |
| Operating Expenses | 133 | 144 | 150 | 149 | 153 | 159 | 162 | 161 | 167 | 175 | 186 |
| Operating Income | 38 | 65 | 99 | 51 | 43 | 71 | 117 | 55 | 61 | 85 | 143 |
| Operating Margin | 7.9\% | 11.5\% | 14.9\% | 9.9\% | 8.1\% | 11.3\% | 14.4\% | 9.3\% | 9.9\% | 12.2\% | 16.6\% |
| Net Income | 33 | 58 | 92 | 49 | 40 | 66 | 111 | 55 | 57 | 83 | 134 |
| Diluted EPS | \$0.20 | \$0.35 | \$0.56 | \$0.30 | \$0.24 | \$0.39 | \$0.65 | \$0.32 | \$0.34 | \$0.49 | \$0.79 |
| Net Sales by Product Category |  |  |  |  |  |  |  |  |  |  |  |
| Pointing Devices | 117 | 123 | 142 | 119 | 122 | 124 | 141 | 130 | 128 | 128 | 149 |
| Keyboards \& Combos | 118 | 117 | 125 | 120 | 116 | 119 | 126 | 137 | 128 | 132 | 144 |
| PC Wecams | 25 | 24 | 31 | 27 | 26 | 27 | 27 | 32 | 30 | 28 | 33 |
| Tablet \& Other Accessories | 14 | 21 | 25 | 18 | 23 | 31 | 27 | 27 | 32 | 37 | 36 |
| Video Collaboration | 24 | 29 | 36 | 39 | 36 | 46 | 46 | 55 | 59 | 57 | 74 |
| Mobile Speakers | 57 | 97 | 107 | 40 | 63 | 91 | 147 | 14 | 34 | 77 | 96 |
| Audio \& Wearables | 57 | 62 | 67 | 60 | 50 | 62 | 84 | 55 | 52 | 62 | 99 |
| Gaming | 57 | 79 | 107 | 71 | 78 | 114 | 174 | 127 | 136 | 161 | 214 |
| Smart Home | 11 | 12 | 27 | 16 | 16 | 18 | 39 | 16 | 9 | 9 | 20 |
| Other | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Net Sales | 480 | 564 | 667 | 511 | 530 | 632 | 812 | 592 | 608 | 691 | 864 |

## Cash Flow and Operational Trends ${ }^{1,2,3}$

Preliminary results *
In \$ millions except working capital metrics

|  | Q1'17 | Q2'17 | Q3'17 | Q4'17 | Q1'18 | Q2'18 | Q3'18 | Q4'18 | Q1'19 | Q2'19 | Q3'19 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance Sheet |  |  |  |  |  |  |  |  |  |  |  |
| Cash and ST Investments | 440 | 395 | 514 | 548 | 528 | 406 | 565 | 642 | 604 | 426 | 586 |
| Debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Accounts Receivable | 192 | 241 | 278 | 185 | 221 | 278 | 352 | 215 | $386{ }^{3}$ | $460{ }^{3}$ | $484{ }^{3}$ |
| Inventory | 248 | 268 | 250 | 253 | 279 | 330 | 279 | 260 | 273 | 359 | 342 |
| Accounts Payable | 293 | 334 | 358 | 275 | 313 | 387 | 429 | 294 | 344 | 441 | 436 |
| Net Working Capital ${ }^{1}$ | 147 | 175 | 170 | 163 | 188 | 221 | 202 | 181 | 315 | 378 | 390 |
| Working Capital Metrics |  |  |  |  |  |  |  |  |  |  |  |
| Days Sales Outstanding | 36 | 38 | 37 | 33 | 38 | 40 | 39 | 33 | $57^{3}$ | $60^{3}$ | $50^{3}$ |
| Days Inventory Outstanding | 72 | 68 | 54 | 73 | 75 | 73 | 47 | 62 | 64 | 74 | 57 |
| Days Payables Outstanding | 85 | 84 | 77 | 79 | 84 | 86 | 72 | 70 | 80 | 91 | 73 |
| Cash Conversion Cycle | 23 | 22 | 14 | 27 | 29 | 27 | 14 | 25 | $41^{3}$ | $43^{3}$ | $34{ }^{3}$ |
| Cash Flow from Operations | $17^{2}$ | $75^{2}$ | $149{ }^{2}$ | $48^{2}$ | (1) | 68 | 189 | 90 | 12 | 85 | 176 |
| Capital Return |  |  |  |  |  |  |  |  |  |  |  |
| Dividends Paid | 0 | 93 | 0 | 0 | 0 | 104 | 0 | 0 | 0 | 114 | 0 |
| Shares Repurchased | 24 | 18 | 21 | 20 | 1 | 10 | 10 | 10 | 10 | 10 | 3 |
| Total Capital Return | 24 | 112 | 21 | 20 | 1 | 114 | 10 | 10 | 10 | 124 | 3 |
| LTM Capital Return | 172 | 158 | 178 | 177 | 153 | 156 | 145 | 135 | 144 | 154 | 147 |

1. Net Working Capital is defined here as Accounts Receivables + Inventory - Accounts Payable.
2. Q1'17, Q2'17, Q3'17, and Q4'17 cash flow from operations have been recast to reflect the implementation of ASU 2016-09.
3. Q1'19, Q2'19, and Q3'19 accounts receivables, DSO, and cash conversion cycle include the implementation of ASC 606.

## GAAP to Non-GAAP Reconciliations

Preliminary results *
In \$ millions except per share and \%

|  | Q1'17 | Q2'17 | Q3'17 | Q4'17 | Q1'18 | Q2'18 | Q3'18 | Q4'18 | Q1'19 | Q2'19 | Q3'19 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Profit - GAAP | 169 | 207 | 247 | 198 | 194 | 228 | 276 | 212 | 224 | 256 | 324 |
| Share-based compensation expense | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 |
| Amortization of intangible assets and purchase accounting efffect on inventory | 2 | 1 | 2 | 1 | 2 | 2 | 3 | 3 | 2 | 3 | 5 |
| Gross Profit - Non-GAAP | 171 | 209 | 249 | 200 | 196 | 231 | 279 | 216 | 227 | 260 | 330 |
| Operating Expenses - GAAP | 143 | 153 | 150 | 161 | 162 | 169 | 175 | 173 | 191 | 191 | 201 |
| Share-based compensation expense | 8 | 8 | 9 | 9 | 10 | 10 | 11 | 10 | 12 | 11 | 11 |
| Amortization of intangible assets and acquistion-related costs | 1 | 2 | 1 | 1 | 1 | 2 | 2 | 3 | 3 | 4 | 4 |
| Change in fair value of contingent consideration for business acquisition | 0 | 0 | (10) | 2 | (2) | (3) | 0 | 0 | 0 | 0 |  |
| Restructuring charges (credits), net | (0) | 0 | (0) | 0 | (0) | (0) | 0 | 0 | 10 | 0 | (0) |
| Investigation and related expenses | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Operating Expenses - Non-GAAP | 133 | 144 | 150 | 149 | 153 | 160 | 162 | 161 | 167 | 175 | 186 |
| Operating Income - GAAP | 26 | 53 | 96 | 36 | 31 | 59 | 100 | 39 | 32 | 65 | 123 |
| Share-based compensation expense | 9 | 8 | 9 | 10 | 11 | 11 | 12 | 11 | 13 | 12 | 12 |
| Amortization of intangible assets | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 5 | 5 | 5 | 7 |
| Purchase accounting effect on inventory | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 |
| Acquistion-related costs | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 |  |
| Change in fair value of contingent consideration for business acquisition | 0 | 0 | (10) | 2 | (2) | (3) | 0 | 0 | 0 | 0 |  |
| Restructuring charges (credits), net | (0) | 0 | (0) | 0 | (0) | (0) | 0 | 0 | 10 | 0 | (0) |
| Investigation and related expenses | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Operating Income - Non-GAAP | 38 | 65 | 99 | 51 | 43 | 71 | 117 | 55 | 61 | 85 | 143 |
| Net Income From Continuing Operations - GAAP | 22 | 47 | 97 | 39 | 37 | 56 | 81 | 34 | 38 | 64 | 113 |
| Share-based compensation expense | 9 | 8 | 9 | 10 | 11 | 11 | 12 | 11 | 13 | 12 | 12 |
| Amortization of intangible assets | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 5 | 5 | 5 | 7 |
| Purchase accounting effect on inventory | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 |
| Acquistion-related costs | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 |  |
| Change in fair value of contingent consideration for business acquisition |  |  | (10) | 2 | (2) | (3) | 0 | 0 | 0 | 0 |  |
| Restructuring charges (credits), net | (0) | 0 | (0) | 0 | (0) | (0) | 0 | 0 | 10 | 0 | (0) |
| Investigation and related expenses | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Investment impairment (recovery) | 0 | 0 | 0 | (0) | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Loss (gain) on investments in privately held companies | (0) | (0) | (0) | 0 | 0 | (1) | (0) | (0) | 0 | (0) | (0) |
| Non-GAAP tax adjustment | (1) | (0) | (8) | (4) | (9) | (2) | 13 | 4 | (9) | (0) | 1 |
| Net Income From Continuing Operations - Non-GAAP | 33 | 58 | 92 | 49 | 40 | 66 | 111 | 55 | 57 | 83 | 134 |
| Net Income from Continuing Operations Per Share |  |  |  |  |  |  |  |  |  |  |  |
| Diluted- GAAP | \$0.13 | \$0.28 | \$0.59 | \$0.24 | \$0.22 | \$0.33 | \$0.48 | \$0.20 | \$0.23 | \$0.38 | \$0.67 |
| Diluted - Non-GAAP | \$0.20 | \$0.35 | \$0.56 | \$0.30 | \$0.24 | \$0.39 | \$0.65 | \$0.32 | \$0.34 | \$0.49 | \$0.79 |

## GAAP TO NON-GAAP RECONCILIATION NOTES

Note: These preliminary results for the three and nine months ended December 31, 2018 are subject to adjustments, including subsequent events that may occur through the date of filing our Quarterly Report on Form 10-Q.

## 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. Our non-GAAP measures excluded items in the general categories set forth in the tables above and 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.

The non-GAAP financial measures 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 set forth above and in our earnings 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.

