logitech

SUPPLEMENTAL FINANCIAL INFORMATION

Q3 FISCAL YEAR 2019 (QUARTER ENDED DEC 31, 2018)

Q3 FY 2019 FINANCIAL HIGHLIGHTS

\$864

million

Revenue

8%

YoY Sales Growth 38.1%

Non-GAAP Gross Margin \$143

million

Non-GAAP
Operating Income

\$0.79

per share

Non-GAAP
Diluted EPS

\$176

million

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 effect 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	
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	
Purchase accounting effect on inventory	1	0	0	0	0	0	1	0	0	0	
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)	
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.