## AGENDA

<table>
<thead>
<tr>
<th>Topic</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>STRATEGY &amp; OUTLOOK</td>
<td>4</td>
</tr>
<tr>
<td>VIDEO COLLABORATION</td>
<td>14</td>
</tr>
<tr>
<td>CREATIVITY &amp; PRODUCTIVITY</td>
<td>55</td>
</tr>
<tr>
<td>GAMING</td>
<td>77</td>
</tr>
<tr>
<td>STREAMERS &amp; CREATORS</td>
<td>95</td>
</tr>
<tr>
<td>OPERATIONS &amp; SUSTAINABILITY</td>
<td>112</td>
</tr>
<tr>
<td>FINANCIALS</td>
<td>131</td>
</tr>
</tbody>
</table>
FORWARD-LOOKING STATEMENTS

This presentation includes forward-looking statements within the meaning of the U.S. federal securities laws, including, without limitation, statements regarding: our growth strategy and outlook; trends, opportunities and implications in Video Collaboration, Gaming, Creativity & Productivity, and Streamers & Creators; our future in metaverse; our sustainability commitments, climate positive strategy and sustainability goals; growth opportunities, challenges, capital allocation strategy, fiscal year 2022 outlook, fiscal year 2023 outlook, fiscal year 2023 market growth expectations, our long-term model, 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 demand variability, supply shortages, and other supply chain challenges; 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 we are not able to maintain and enhance our brands; if our products and marketing strategies fail to separate our products from competitors’ products; the COVID-19 pandemic and its impact; our expectations regarding economic conditions in international markets, including China, Russia and Ukraine; macroeconomic, geopolitical, and other challenges and uncertainties globally as a result of the current armed conflict between Russia and Ukraine; if we do not efficiently manage our spending; 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 regulations, policies and agreements and the imposition of tariffs that affect our products or operations and our ability to mitigate; risks associated with acquisitions; and 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 (SEC), including our Annual Report on Form 10-K for the fiscal year ended March 31, 2021, our Quarterly Report on Form 10-Q for the fiscal quarter ended December 31, 2021, and our subsequent reports filed with the SEC, 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.

NON-GAAP MEASURES

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, acquisition-related costs, change in fair value of contingent consideration for business acquisition, 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 ir.logitech.com. We also present percentage sales growth in constant currency (“CC”), a non-GAAP measure, 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 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.
STRAATEGY & OUTLOOK

Achieving Strong, Long-Term Growth

Bracken Darrell
March 2022
PURPOSE

To help all people pursue their passions...in a way that is good for the planet.
WHERE WE PLAY

- Growth Markets
- New Markets
- Exit / Scale Back
HOW WE WIN

- Design and Innovation
- Operational Excellence
- Financial Discipline
- Global Go-To-Market
- Sustainability
- Marketing
- People & Culture
GROW CORE CAPABILITIES CONTINUOUSLY, GROW MARKET SHARE TO LEADERSHIP POSITIONS

CAPABILITIES

- Design and Innovation
- Operational Excellence
- Global Go-To-Market
- Financial Discipline
- Sustainability
- Marketing

People & Culture

CATEGORIES

- WORKSPACE SOLUTIONS
- VIDEO COLLABORATION
- GAMING
- CONTENT CREATION & STREAMING
WE PLAY IN BIG, ATTRACTIVE MARKET AREAS

Video Collaboration
~100M conference rooms, only 10% penetration

Creativity & Productivity
~1B workspaces, billions of product sales and upgrade opportunities

Gaming
3B+ active gamers

Streaming & Creating
Over 190M content creators worldwide
DESIGN AND INNOVATION LEADERSHIP

DESIGN CULTURE 260+ Awards Over Past 6 years
OPERATIONAL EXCELLENCE WITH A COMMITMENT TO SUSTAINABILITY LEADERSHIP

OPERATIONAL EXCELLENCE

Customer Centric Supply Chain

Diversified Manufacturing

Resilient Operations

COMMITMENT TO SUSTAINABILITY

Climate Positive  |  Carbon Labeling  |  Growth Driver
LEVERAGING STRONG CAPABILITIES TO GROW IN BIG MARKETS

HOW WE WIN

- Design and Innovation
- Operational Excellence
- Financial Discipline
- Global Go-To-Market
- Sustainability
- Marketing
- People & Culture

WE PLAY IN BIG, ATTRACTIVE MARKET AREAS

- **Video Collaboration**
  - ~100M conference rooms, only 10% penetration
- **Gaming**
  - 3B+ active gamers
- **Creativity & Productivity**
  - ~1B workspaces, billions of product sales and upgrade opportunities
- **Streaming & Creating**
  - Over 190M content creators worldwide
VIDEO COLLABORATION

Scott Wharton
March 2022
MARKET TRENDS

WHAT WE’VE DONE

WHY WE’RE POSITIONED TO WIN
SECTION ONE
MARKET TRENDS
4 KEY TRENDS: VIDEO IS TRANSFORMING WORK

1. Video Becoming The Norm
2. Video Cloud is Dominant
3. Hybrid Work Creates New Opportunities
4. Shift from Products to Systems
VIDEO BECOMING THE NORM

1. Video Becoming The Norm
2. Video Cloud is Dominant
3. Hybrid Work Creates New Opportunities
4. Shift from Products to Systems
EXPLOSION OF NEW VIDEO USERS

2019: When We Exceeded 1 Billion Knowledge Workers

By Craig Roth | December 11, 2019 | 0 Comments

Information Work  Future Of Work  Digital Workplace Program
Digital Workplace Applications  Data And Analytics Strategies  Critical Skills And Competency Development

Gartner

STAMFORD, Conn. June 22, 2021

Gartner Forecasts 51% of Global Knowledge Workers Will Be Remote by the End of 2021

Source: Gartner Press Release, "Gartner Forecasts 51% of Global Knowledge Workers Will Be Remote by the End of 2021," June 22, 2021, [Link](#).
EVEN BIG, SLOW MOVING VERTICALS ARE USING VIDEO

GOVERNMENT

HEALTHCARE

EDUCATION
PLENTY OF ROOM TO GROW

Source: Frost & Sullivan Report K5BE-64
TOTAL ADDRESSABLE MARKET EXPECTED TO NEARLY DOUBLE TO $10B

Logitech estimates based on data from NPD, GfK, and 3rd party research.
2 VIDEO CLOUD IS DOMINANT

1. Video Becoming The Norm
2. Video Cloud is Dominant
3. Hybrid Work Creates New Opportunities
4. Shift from Products to Systems
VIDEO CLOUD IS DOMINANT

MICROSOFT, ZOOM, AND GOOGLE
Have become the dominant players

TENCENT AND ALIBABA
CHINA
Remains a distinct market with higher platform concentration

Platform Winners
Chart: Primary platform share by business users


Source: Q4, 2021 QuestMobile, Cloud VC China, WeChat Circle Community
MICROSOFT/ZOOM EXPLOSIVE GROWTH HAS SET THE STAGE

MICROSOFT TEAMS DAILY ACTIVE USERS:

ZOOM REVENUE GROWTH
Quarterly revenue of Zoom Video Communications

$1,200M
$1,000M
$800M
$600M
$400M
$200M
$0

Q1  Q2  Q3  Q4  Q1  Q2  Q3  Q4  Q1  Q2  Q3  Q4  Q1  Q2
2019  2020  2021  '22

$1,021M

1Source: Microsoft Company data

1Zoom's fiscal year 2022 ends January 31, 2022; Source: Zoom
HYBRID WORK BRINGS NEW OPPORTUNITIES

1. Video Becoming The Norm
2. Video Cloud is Dominant
3. Hybrid Work Creates New Opportunities
4. Shift from Products to Systems
HYBRID WORK 5X LARGER THAN PRE-PANDEMIC

Growing Share of Work From Home (WFH)
Chart: % of U.S. Workforce

Source: Global Workplace Analytics
HYBRID WORK CREATES NEW OPPORTUNITIES
SHIFT FROM PRODUCTS TO SYSTEMS

1. Video Becoming The Norm
2. Video Cloud is Dominant
3. Hybrid Work Creates New Opportunities
4. Shift from Products to Systems
SHIFT FROM PRODUCTS TO SYSTEMS

Remote Management
Front Camera
Scheduler
Control Hubs
Accessories
Whiteboard Camera
SHIFT FROM PRODUCTS TO SYSTEMS
SYSTEMS APPROACH NEEDED ACROSS ORG

Meeting Room

Meeting Room

Meeting Room

Workspace

Workspace

Meeting Room
MARKET DRIVING MORE INNOVATION, BIG SYSTEM-LEVEL OPPORTUNITIES

- Video Becoming The Norm
  - More (and upgraded) video needed
- Video Cloud is Dominant
  - The speed of adoption and innovation is increasing
- Hybrid Work Creates New Opportunities
  - These challenges create big new opportunities
- Shift From Products To Systems
  - Increased complexity is driving a need to a Systems Approach
SECTION TWO
WHAT WE'VE DONE
LOGITECH VIDEO COLLABORATION TRIPLIED DURING THE PANDEMIC

FY13-FY21
+56% CAGR

Note: Figures based on net sales and year-over-year comparisons are in constant currency. Dollars in millions.
COLLABORATION $1.6B WITH RETAIL; POISED TO BECOME THE NEXT $2B CATEGORY

Note: Figures based on net sales and year-over-year comparisons are in constant currency. Dollars in millions. Retail Personal Collaboration includes the PC Webcams and PC Headsets categories (PC Headsets is reported as part of Music and Audio)
IN 2019, #2 IN OVERALL VC SYSTEMS REVENUE

Note: Figures based on Synergy Research.
FROM SMALL PLAYER TO NEARLY 1/3RD OF OVERALL VC MARKET IN REVENUE

Note: Rounded figures based on Synergy Research.
IN 2021, TIED FOR #1 OVERALL REVENUE

Note: Figures based on Synergy Research.
1 OUT OF EVERY 2 VC ROOMS WW ON LOGI

LOGITECH PERCENTAGE OF MEETING ROOM INSTALLS

- Logitech 48%
- Competitor 1 15%
- Competitor 2 8%
- Competitor 3 8%
- Competitor 4 5%
- Rest of Market 16%

Note: Figures based on Synergy Research.
WE LEAD ROOM USB/CLOUD INSTALLS, WHERE THE MARKET IS GOING

LOGITECH USB DEVICE MARKET SHARE

Note: Figures based on Synergy Research.
LOGITECH’S INNOVATION PIPELINE IS ROBUST
RALLY BAR & RALLY BAR MINI
SCRIBE: BRINGING THE WHITEBOARD INTO VIDEO MEETINGS
LOGI DOCK: THE PERFECT PRODUCT TO SIMPLIFY THE HOME OFFICE & HYBRID WORK
LOGI DOCK: THE PERFECT PRODUCT TO SIMPLIFY THE HOME OFFICE & HYBRID WORK
RIGHTSIGHT 2.0: ADDING AI FOR THE BEST VIEW
LOGITECH SYNC: RAPID ENTERPRISE ADOPTION

1,200

March, 2020

25,000+

March, 2022
ADDING PERSONAL DEVICES FOR LOGITECH SYNC
LOGITECH SELECT: DISRUPTIVE ARR SERVICES
WHY WE'RE POSITIONED TO WIN

SECTION THREE
SHIFT FROM PRODUCTS TO SYSTEMS

- Remote Management
- Whiteboard Camera
- Front Camera
- Scheduler
- Control Hubs
- Accessories
WE’VE BUILT OUT OUR GLOBAL GO-TO-MARKET TEAM

... AND BUILDING ENTERPRISE SALES...

<table>
<thead>
<tr>
<th>Startup</th>
<th>logitech</th>
<th>Conglomerate</th>
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- SMALL NUMBER OF VC SPECIALISTS
- GLOBAL TEAM OF COLLABORATION SPECIALISTS
- SALES GENERALISTS
BEST POSITIONED TO WIN

Video is here to stay, way more growth ahead

Hybrid Work creates challenges (but also opportunities)

Complexity requires move to software and systems

Logitech is positioned to win

- Tripled category and increased market share
- Largest market share and installed base
- With the most innovative portfolio and dedicated GTM
We help ALL people create, communicate, learn and work in the digital world.
OUR C&P CATEGORY WAS GROWING

GROWING SALES IN A GROWING MARKET WHERE WE’RE GROWING SHARE

NET SALES GROWTH
USD

+6%

+3%

+6%

+5% NET SALES CAGR

LOGI SHARE*
42%

LOGI SHARE*
43%

LOGI SHARE*
44%

FY17

FY18

FY19

All data is for cordless and corded: keyboards, combos, mice, trackballs, trackpads, presenters. *Source: GFK/NPD
THEN WE CHANGED OUR APPROACH
NOW WE DESIGN AROUND EACH AUDIENCE
NOW WE DESIGN AROUND EACH AUDIENCE
OUR “EACH-AUDIENCE” APPROACH UNLEASHES ACCELERATED GROWTH

GROWING SALES IN A GROWING MARKET WHERE WE’RE GROWING SHARE

**NET SALES GROWTH USD**

- **+4%** Double-digit H2 FY20 sell-thru
- **+31%**
- **+25%**

**LOGI SHARE***

- FY20: 46%
- FY21: 49%
- YTD FY22: 50%

*Source: GFK/NPD

All data is for cordless and corded: keyboards, combos, mice, trackballs, trackpads, presenters
THE FUTURE IS FULL OF OPPORTUNITY

+ MORE PEOPLE

+ MORE SPACES

+ MORE DIGITAL ACTIVITIES & OPPORTUNITIES
  E.G. METAVERSE
MACRO TRENDS WILL DRIVE OUR GROWTH AHEAD

1. WORK & LEARN FROM ANYWHERE
2. NEW DIGITAL WORKER & CREATOR JOBS
3. CHINA & EMERGING MARKETS
4. WELL-BEING AT WORK
OUR CAPABILITIES ALSO DRIVE GROWTH

1. B2B OPPORTUNITY (WIRELESS ADOPTION)
2. SUSTAINABILITY
3. NEW AUDIENCES
GROWTH UPON GROWTH, WITH LOGI IN THE DRIVER’S SEAT

Market today

MACRO TRENDS

LOGI CAPABILITIES

LOGI SHARE GAIN

Market tomorrow
5 WAYS TO TAKE ADVANTAGE OF THE OPPORTUNITY

DIFFERENT FOR EACH AUDIENCE

PEOPLE-CENTERED INNOVATION

BRAND & CUSTOMER LOYALTY

CHINA & B2B

SUSTAINABILITY
We’re doing it already. Here’s how...
WHERE THERE’S A WORKSPACE, THERE’S A WORKPLACE

IMPACTING OFFICE LAYOUT & DECISIONS

PEACE OF MIND & SECURITY FOR THE I.T. MANAGER
THE RIGHT CHOICE FOR EACH EMPLOYEE, ACROSS ALL WORKSPACES

HOTDESK/SHARED WORKSPACE
HOME/REMOTE WORKSPACE
DEDICATED OFFICE WORKSPACE
LOGI BOLT FOR BUSINESS

NEXT-GEN WIRELESS TECHNOLOGY
FULL ENCRYPTION & SECURE & ROBUST CONNECTIONS
CONNECT YOUR WAY
NEW OPTIONS+ SOFTWARE
WORKS WITH ALL OS & SCREENS
SIGNATURE M650 WIRELESS MOUSE

A FIT FOR EVERY HAND
SCROLL SMARTER
SILENT TOUCH TECHNOLOGY
CONNECT YOUR WAY
MADE WITH RECYCLED PLASTIC
NEW OPTIONS+ SOFTWARE
WORKS WITH ALL OS & SCREENS
MX & THE GROWING CREATORS WORKFORCE

MILLIONS OF CREATORS... AND GRAPHIC DESIGNERS, AND VIDEO EDITORS, ARCHITECTS, PHOTOGRAPHERS, SOFTWARE DEVELOPERS, ENGINEERS....
LOGITECH MX LINE-UP

SCROLL & TYPE SMARTER
TRACK EVERYWHERE
CONNECT YOUR WAY
WORK ANYTIME
NEW OPTIONS+ SOFTWARE
SMART CUSTOMIZATION, PRE-DEFINED PROFILES
WORKS WITH ALL OS & SCREENS

MX LINE-UP NET SALES GROWTH

<table>
<thead>
<tr>
<th>Year</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY20</td>
<td>+26%</td>
</tr>
<tr>
<td>FY21</td>
<td>+85%</td>
</tr>
<tr>
<td>YTD FY22</td>
<td>+53%</td>
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LOGITECH POP KEYS & POP MOUSE

UNLIMITED SELF-EXPRESSION
EMOJI KEYCAPS
CONNECT YOUR WAY
WORKS WITH ALL OS & SCREENS
A SOLUTION FOR ALL PEOPLE'S WORKSPACES

DISCOVER LOGI WITH A $20 MOUSE

GROW TO A $1000 ADVANCED CREATOR WORKSPACE

The right fit for all
Simple & Intuitive
Works on all X-OS
Sustainable
CREATIVITY & PRODUCTIVITY IS...

- A GROWTH CATEGORY
- THAT HELPS ALL PEOPLE
- WITH IMPACTFUL INNOVATION
- GLOBAL OPERATIONAL EXCELLENCE
MARKET TRENDS & FOCUS AREAS
KEY TRENDS & OPPORTUNITIES

1. Gaming is a mass entertainment & social activity
2. eSports continues to grow
3. Cloud gaming will expand the market
4. Gaming is driving the Metaverse
GAMING IS A MASS ENTERTAINMENT ACTIVITY

WORLDWIDE GAMERS SET TO PASS 3 BILLION

Number of worldwide gamers
2020-2024, unit: billion

2019: 2.6B
2020: 2.8B
2021: 3.0B
2022: 3.1B
2023: 3.2B
2024: 3.3B

Source: Newzoo
Gamers = anyone who plays games on any major platform: PC/Console/Mobile (which individually are also forecast to grow)
GAMING IS A MASS ENTERTAINMENT ACTIVITY

GAMING IS INCREASINGLY BECOMING A FORM OF ENTERTAINMENT, PARTICULARLY FOR YOUNG GAMERS

Gen Z Prefers Gaming Over Social Networks, Movies & Music
Choice of Favorite Entertainment Activity

Game Livestreaming is Mainstream and Growing
YoY Hours Watched (billion hours)

<table>
<thead>
<tr>
<th>Activity</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
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<tbody>
<tr>
<td>Watching TV</td>
<td>15.8B</td>
<td>28.7B</td>
<td>34.6B</td>
</tr>
<tr>
<td>Listening to Music</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Streaming Movies</td>
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<td></td>
<td></td>
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<tr>
<td>Social Networks</td>
<td></td>
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<td></td>
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<tr>
<td>Video Games</td>
<td></td>
<td></td>
<td></td>
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</tbody>
</table>

Source: Newzoo | How different generations engage with gamers: CI Games & Esports
Source: Stream Hatchet | Video Game Streaming Trends Report, 2021
2 esports continues to grow

Esports market projected to generate $1.6B revenue by 2024e

Esports Revenue Growth
Global USD (Millions)

<table>
<thead>
<tr>
<th>Source</th>
<th>2021</th>
<th>2024e</th>
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</thead>
<tbody>
<tr>
<td>Sponsorship</td>
<td>$640</td>
<td>$922</td>
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<tr>
<td>Media Rights</td>
<td>$195</td>
<td></td>
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<tr>
<td>Game Publisher Fees</td>
<td>$130</td>
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<tr>
<td>Merchandise &amp; Tickets</td>
<td>$65</td>
<td></td>
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<tr>
<td>Streaming</td>
<td>$22</td>
<td>$32</td>
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<tr>
<td>Digital</td>
<td>$33</td>
<td>$49</td>
</tr>
<tr>
<td>Total</td>
<td>$1,084</td>
<td>$1,618</td>
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</tbody>
</table>

Source: Newzoo Global Esports and Streaming Market Report 2021
Esports continues to grow

Global esports audience was 474M in 2021

- Occasional Viewers: 240M
- Esports Enthusiasts: 234M

- Occasional Viewers: 292M
- Esports Enthusiasts: 286M

Source: Newzoo: How different generations engage with gamers

Source: Newzoo
ZERO
OPPOSITION
LATEST. LIGHTEST. ENGINEERED TO WIN.
PLAY TO WIN
PRO X SUPERLIGHT
CLOUD GAMING WILL EXPAND THE MARKET

CLOUD GAMING EXPECTED TO GROW FROM 34.9M PAYING SUBSCRIBERS IN 2020 TO 60.7M BY 2024

Number of registered users of cloud gaming platforms
2020-2024, unit: million

- Instantaneous access to deep game libraries
- Ability to play high-end games on low-end machines
- Seamless play between console, PC, and mobile
- Will drive need for peripherals to access and play AAA games

Source: Newzoo Global Cloud Gaming Report
Cloud Gaming Will Expand The Market

**Snack**
- < 20mins
- Mobile Gaming
  - Need for immediacy and short gaming experiences

**Graze**
- 20mins - 2hrs
- Cloud Gaming
  - New entrants that want to access AAA games on lower cost devices

**Full experience**
- > 2hrs
- Immersive Gaming
  - Deeper experiences, AAA games and specialized gaming gear

Source: Logitech G research: Future of Gaming and Cloud
“If web developers are the architects of the internet as we know it (Web 2.0), then game developers are the architects of the metaverse – Web 3.0.”

Crucible’s CEO and Co-Founder, Ryan Gill
Interest in the metaverse increases intent to start playing games. More broadly, all consumers agreed that participation in the metaverse would increase their game play. 77% of non-gamers indicate they will play games in the future.

If you were to start socializing in game-worlds, how would it affect how much you play games overall?

- Play More: 28%
- The Same: 70%
- Play Less: 2%

Source: Newzoo Global Games Market Report 2021, consumers aged 14-50
Gaming avatars and our gear will be the keys to access, interact & create in the Metaverse.

Ariana Grande concert in Fortnite by Epic Games
In the future our gear might also detect when you’re in the zone or need a break.
1. Gaming is a mass entertainment & social activity
2. Esports continues to grow
3. Cloud Gaming will expand the market
4. Gaming is driving the Metaverse
STREAMERS & CREATORS

Vincent Borel
March 2022
GEN Z ARE THE FIRST GENERATION

BORN IN A WORLD WHERE EVERYONE CREATES CONTENT
CREATORS ARE THE MOST INFLUENTIAL PEOPLE OF THE NEXT DECADE

**PAST**

MEDIA COMPANIES

*Hundreds* of TV shows consumed by billions.

**FUTURE**

CREATORS

*Hundreds of millions* of "shows" that cater to billions.
INFLUENCER MARKETING RAPIDLY EXPANDING

Sources: Influencer Orchestration Network, Influencer Marketing Industry Expected To Be Worth $13.8 Billion This Year.
40% OF CONSUMERS ARE ALREADY PAYING CREATORS DIRECTLY

New Donation
Ariana Barros donated $45

https://www.campaignlive.com/article/direct-to-fan-marketing-skyrockets-consumers-pay-creators-directly/1731143
CREATOR ECONOMY

CHASING THE CREATOR ECONOMY

The % of total funding for creator economy startups by subsector

VC INVESTMENTS HIT $5B IN 2021

www.theinformation.com/articles/how-creator-economy-investments-could-hit-5-billion-this-year
PLATFORMS ARE CREATING BILLION DOLLAR FUNDS FOR CREATORS

- $1 BILLION FACEBOOK
- $1 BILLION TIKTOK
- $100 MILLION YOUTUBE
- $ MILLIONS /MONTH SNAP
- $25 MILLION LINKEDIN
CREATOR MONETIZATION IS SPREADING...

Mark Zuckerberg announces new ways for Instagram creators to make money

Twitter’s ‘Super Follow’ creator subscription takes shots at Substack and Patreon

Discord Ramps Up Creator Monetization With Monthly Memberships

TikTok rolls out Creator Next and expands money-making opportunities for creators
MARKET TRENDS & CREATOR OPPORTUNITY

1. Creator economy is booming
2. Creators need help to make it a career
3. Diversification of creator monetization
4. Shift from products to solutions
EMERGENCE OF CREATORS AS BUSINESSES

1. Create Content
2. Grow Your Audience
3. Own Your Audience
4. Monetize Online
5. Monetize Offline
6. Manage Your Business
FROM PRODUCTS TO STUDIOS

Hardware | Software
creator products

Hardware & Software
creator studios
WE MAKE THE **TOOLS**, YOU CHANGE THE **WORLD**.

logitech for creators
OPERATIONS & SUSTAINABILITY

Prakash Arunkundrum
March 2022
OPERATIONS UPDATE
ANOTHER YEAR OF OPERATIONAL EXECUTION

- Record volumes shipped
- Delivered nearly 40 new products
- Diversified and automated manufacturing
- Availability aided market share gains

DESIGN AND PRODUCT QUALITY EXCELLENCE
OUR OPERATIONS ARE DIVERSE, GLOBAL, AND RESILIENT DELIVERING SUSTAINED PROFITABLE GROWTH

**DIVERSE PORTFOLIO**
- Global Suppliers: Thousands of parts, Hundreds of major suppliers
- Global Manufacturing: Owned & outsourced, Large volume; 200M+ Units

**HIGH QUALITY**
- Global Distribution: Reaching 80 countries, 200K M3 shipped per year

**COST OPTIMIZED**
- Customers & Channels: Millions of consumers, Direct, Disti, B2B, .com
CHALLENGING MACRO ENVIRONMENT

- Tough component market
- Port congestion and longer shipping times
- Inflation
- Demand variability in our categories

CONTINUOUS COVID-RELATED DISRUPTIONS
Operational capabilities have enabled us to be resilient.

- Margin assurance design for cost
- Competitive diversified manufacturing
- Closed loop product quality
- Customer centric supply chain value

Diverse talent

Flat & Adaptive Culture
WHY DOES SUSTAINABILITY MATTER TO YOU?

BRANDS THAT ARE UNIQUELY POSITIONED TO DEMONSTRATE THE BUSINESS VALUE OF SUSTAINABILITY WILL THRIVE

Consumers voting with their dollars  
Sustainable brands grow faster  
Climate risk is investment risk
Help ALL people pursue their passions by designing experiences so everyone can create, achieve, and enjoy more... and in a way that is good for the environment.
A CLIMATE POSITIVE COMPANY

2019
1.5 Climate Pledge

2020
Carbon Labels

2021
Carbon Neutral

2030+
Climate Positive
OUR CLIMATE POSITIVE STRATEGY

RETHINKING BUSINESS

REDUCE

Design for Sustainability (DfS) to achieve ambitious carbon reductions in our products, operations and supply chain

RENEW

Drive ambitious uptake of renewable electricity in our own operations and supply chain

RESTORE

Adopt a climate positive approach to restore forestry and climate impacted communities and catalyze carbon removals
OUR GOAL IS TO LEAVE A ZERO FOOTPRINT & GO BEYOND
### Increasing Sustainability, Decreasing Carbon

**20% reduction of carbon per a dollar of revenue since CY’19, while continuing to grow**

#### 2021 By the Numbers

<table>
<thead>
<tr>
<th>Recycled Plastic (Post-Consumer)</th>
<th>Renewable Energy</th>
<th>Materials</th>
</tr>
</thead>
<tbody>
<tr>
<td>62M devices using PCR &gt;8,000t virgin plastic eliminated &gt;1/3 plastics are PCR across total portfolio 65% PCR used in C&amp;P mice and keyboard</td>
<td>&gt;92% renewable energy used worldwide</td>
<td>100% conflict mineral free &gt;1450t FSC certified materials used in packaging</td>
</tr>
<tr>
<td>100% PVC free packaging</td>
<td>100%</td>
<td>&gt;90% water-based paints</td>
</tr>
</tbody>
</table>

Carbon neutral across entire footprint
REDUCING CARBON WHILE DELIVERING NEW & BETTER EXPERIENCES

**G435 LIGHTSPEED WIRELESS GAMING HEADSET**
- 40% Carbon savings vs. baseline product
- Design Principles:
  - Recycled plastics
  - Lightweight product architecture
  - Optimization of PCB size

**POP MOUSE**
- 18% Carbon savings vs. baseline product
- Design Principles:
  - Recycled plastics
  - Designed for recyclability
  - Zero single use plastic packaging

**MX KEYS MINI**
- 10% Carbon savings vs. baseline product
- Design Principles:
  - Recycled plastics
  - Weight reduction
  - Packaging optimization
PACKAGING THAT IS BETTER FOR THE PLANET

OUR GOAL

- No single use plastics
- FSC certified paper
- No PVC
- Smaller better packaging

Eliminated 5.6 million plastic bags during shipping

Eliminated 5.8 million plastic bags inside packages

Eliminated >1.1 million plastic clamshells
CARBON IS THE NEW CALORIE

First consumer electronics company to commit to providing detailed carbon impact labeling on product packaging across the entire portfolio.
CARBON LABELED PRODUCTS
DOING AS WE PLEDGED

<table>
<thead>
<tr>
<th>Product</th>
<th>kg CO₂e</th>
</tr>
</thead>
<tbody>
<tr>
<td>Logitech G304 Lightspeed Gaming Mouse*</td>
<td>8.76</td>
</tr>
<tr>
<td>Logitech G213 RGB Prodigy Gaming Keyboard*</td>
<td>22.0</td>
</tr>
<tr>
<td>Logitech G903 Lightspeed Gaming Mouse*</td>
<td>8.64</td>
</tr>
<tr>
<td>Logitech G502 Hero Gaming Mouse*</td>
<td>7.10</td>
</tr>
<tr>
<td>Logitech G502 Lightspeed Gaming Mouse*</td>
<td>8.69</td>
</tr>
<tr>
<td>Logitech G PRO Wireless Gaming Mouse*</td>
<td>7.84</td>
</tr>
<tr>
<td>Logitech G502 Lightspeed Gaming Mouse*</td>
<td>8.69</td>
</tr>
<tr>
<td>M100 Corded Mouse</td>
<td>1.73</td>
</tr>
<tr>
<td>H111 Multi-Device Headset</td>
<td>1.62</td>
</tr>
<tr>
<td>H151 Stereo Headset</td>
<td>2.11</td>
</tr>
<tr>
<td>G432 Surround Sound Wired Gaming Headset</td>
<td>5.35</td>
</tr>
<tr>
<td>Logitech G102 Lightsync Gaming Mouse*</td>
<td>5.51</td>
</tr>
<tr>
<td>Logitech G PRO Wireless Gaming Mouse*</td>
<td>7.84</td>
</tr>
<tr>
<td>Logitech G502 Lightspeed Gaming Mouse*</td>
<td>8.69</td>
</tr>
<tr>
<td>H390 USB Computer Headset</td>
<td>7.14</td>
</tr>
<tr>
<td>MK120 Combo</td>
<td>5.03</td>
</tr>
<tr>
<td>M100 K120 Keyboard Mouse</td>
<td>4.02</td>
</tr>
</tbody>
</table>

* In Stores already

Verified

DEKRA

CARBON LABELED PRODUCTS
DOING AS WE PLEDGED

* In Stores already

Verified

DEKRA
AWARDS AND ACKNOWLEDGEMENTS

- “GOLD” RATING
- LISTED
- LISTED
- “AA” RATED*
- LISTED
- CLIMATE LEADER
- SDG2000 LISTED
- 2020 OVERALL WINTER IN CONSUMER TECHNOLOGY CATEGORY
- 2021 HONOREE

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OPERATIONAL EXCELLENCE

Resilient operations
High quality, cost optimized & cutting edge product operations
Agile customer centric supply chain

Sustained profitable growth & operating leverage
Amazing experience for consumers, enterprises and customers
Growth and market leadership

PERVASIVE SUSTAINABILITY ACROSS LOGITECH
PATH TO CLIMATE POSITIVE
WE’RE FOCUSED ON THE CATEGORIES AND CAPABILITIES THAT MATTER

Growing markets

Leadership position in design and innovation

Operational excellence
CONFIRM FISCAL YEAR 2022 OUTLOOK

FY 2022

Sales (CC) Growth  2% – 5%
Non-GAAP operating income  $850M – $900M

Note: Figures are non-GAAP and sales growth is in constant currency (cc).
Note: See the Forward-Looking Statements for factors that could cause actual results to differ materially from the guidance presented.
TARGETED INVESTMENTS WITH CLEAR OBJECTIVES

GROWTH OPPORTUNITY
- Higher ASP Across Larger TAM
- New Users, Sell Whole Portfolio
- Enterprise Sales
- Adjacent Categories

INVESTMENTS
- Research & Development
- Marketing/Brand Campaigns
- B2B Sales Coverage & Tools
- Expand Portfolio

INTENDED RESULTS
- Differentiated Products
- Awareness & Consideration
- Expand B2B Market Share
- Top Line Growth
### NAVIGATING THROUGH FY 2023

#### Headwinds
- Inflationary environment persists
- Unpredictable supply chain environment causes shortages, delays, increased logistics costs
- Slowdown in gaming as other forms of entertainment recover
- Increased competition due to expanded market opportunities
- Marketing investments don’t offset need for promotions

#### Tailwinds
- Past experience leads to successful execution of promotional and pricing strategy
- Investments in multi-sourcing and strategic capacity agreements provide competitive advantage
- Growth in esports, Cloud and social gaming
- Product portfolio and marketing investments for hybrid work environment
- Marketing investments drive greater brand awareness and consideration
NO CHANGE IN CAPITAL ALLOCATION STRATEGY

MORE THAN $1B IN SHARE BUYBACKS AND DIVIDENDS OVER LAST 3 YEARS

$151M  Mergers & Acquisitions

$579M  Share Buybacks

$430M  Dividends

Note: Totals above represent cumulative over prior three (3) years.
Note: Share buybacks are through 2/24/2022.
FISCAL YEAR 2023 OUTLOOK

FY 2023 OUTLOOK

<table>
<thead>
<tr>
<th>Sales (CC) Growth</th>
<th>Mid Single Digits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-GAAP operating income</td>
<td>$900M – $950M</td>
</tr>
</tbody>
</table>

ADDITIONAL ASSUMPTIONS

<table>
<thead>
<tr>
<th>Currency</th>
<th>Current Rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-GAAP effective tax rate</td>
<td>Approximately 13%</td>
</tr>
<tr>
<td>Cash from operations</td>
<td>1x non-GAAP OP</td>
</tr>
<tr>
<td>Capex</td>
<td>Approximately $115M</td>
</tr>
</tbody>
</table>

Note: Figures are non-GAAP and sales growth is in constant currency (cc). OP = operating profit.
Note: See the Forward-Looking Statements for factors that could cause the actual results to differ materially from the guidance presented.
## FISCAL YEAR 2023 CATEGORY GROWTH EXPECTATIONS

### MAJOR CATEGORY (CC) GROWTH

<table>
<thead>
<tr>
<th>Category</th>
<th>Growth Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Creativity &amp; Productivity</td>
<td>0% – 10%</td>
</tr>
<tr>
<td>Video Collaboration</td>
<td>5% – 15%</td>
</tr>
<tr>
<td>Gaming</td>
<td>0% – 10%</td>
</tr>
<tr>
<td>Music</td>
<td>(15%) – (5%)</td>
</tr>
</tbody>
</table>

Note: Net sales figures are Y/Y. (CC) = constant currency.

Creativity & Productivity includes pointing devices, keyboards and combos, PC webcams, tablets and accessories. Music includes mobile speakers and Audio & Wearables.
# LONG-TERM MODEL

**CONFIRM**

<table>
<thead>
<tr>
<th>Metric</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (CC) Growth</td>
<td>Up 8 – 10%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>39 – 44%</td>
</tr>
<tr>
<td>Operating Margin</td>
<td>14 – 17%</td>
</tr>
</tbody>
</table>

*Note: Figures are non-GAAP and sales growth is in constant currency (cc).*
## OUR LONG TERM MODEL...

<table>
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<th>Metric</th>
<th>Range</th>
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</table>

## IMPLIES IN 5 YEARS...

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2027 Sales</td>
<td>$7.7 – $8.4B</td>
</tr>
<tr>
<td>FY 2027 Operating Profit</td>
<td>$1.1 – $1.4B</td>
</tr>
</tbody>
</table>

Note: Figures are non-GAAP and sales growth is in constant currency (cc).

Note: Time period covers FY23 guidance plus four (4) years of LTM growth.
LONG-TERM MODEL

TO ACHIEVE THIS IN 5 YEARS...

FY 2027 Sales $7.7 – $8.4B
FY 2027 Operating Profit $1.1 – $1.4B

... A CATEGORY GROWTH SCENARIO COULD BE:

- Creativity & Productivity 8%
- Video Collaboration 14%
- Gaming 9%
- Music -10%

Note: Figures are non-GAAP.

Note: Growth rates are FY22 – FY27 CAGR (CC)
LONG-TERM MODEL

ANNUAL REVENUE GROWTH (PRE-PANDEMIC)
Logitech Net Sales FY 2016 – FY 2020

<table>
<thead>
<tr>
<th>FY</th>
<th>Sales Growth (CC)</th>
<th>Net Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>9%</td>
<td>$1.9B</td>
</tr>
<tr>
<td>FY17</td>
<td>15%</td>
<td>$2.2B</td>
</tr>
<tr>
<td>FY18</td>
<td>13%</td>
<td>$2.6B</td>
</tr>
<tr>
<td>FY19</td>
<td>10%</td>
<td>$2.8B</td>
</tr>
<tr>
<td>FY20</td>
<td>9%</td>
<td>$3.0B</td>
</tr>
</tbody>
</table>

AT OR ABOVE LONG-TERM MODEL