DESIGN

ALASTAIR CURTIS
Chief Design Officer

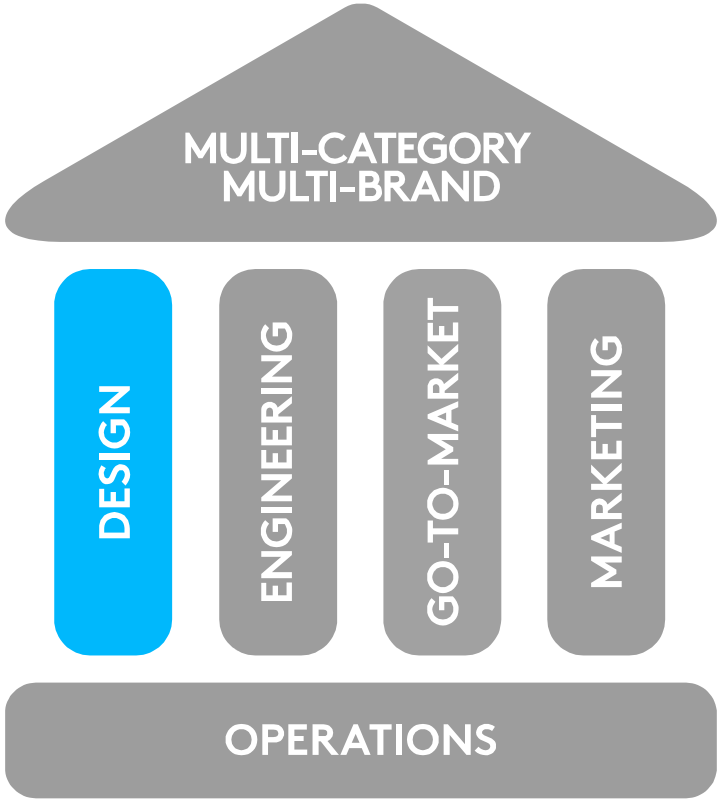
CHARLOTTE JOHS
GM, Ultimate Ears



FORWARD-LOOKING STATEMENTS

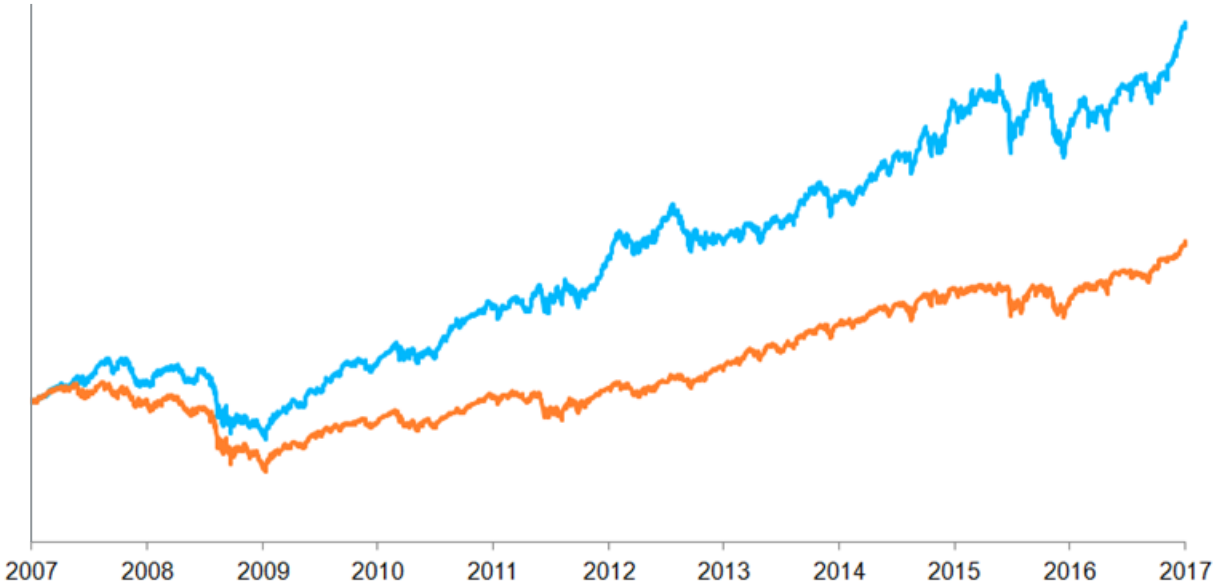
This presentation includes **forward-looking statements** within the meaning of the U.S. federal securities laws, including, without limitation, statements regarding: projected return, innovation, growth, growth methods, product category sales and growth, optimizing operations, operational improvements and opportunities, costs, design, design focus, market drivers, capabilities, strengths, strategies, consumer satisfaction, sales and channel opportunities, inventory, investments, gross margin, fiscal year 2017 and fiscal year 2018 sales growth and operating income, fiscal year 2018 tax rate and other outlook assumptions, long-term business model, sustainability of growth and business model, capital allocation framework, acquisitions, dividends, share repurchases, return of free cash flow to shareholders, earnings per share and roadmap for increasing earnings per share. 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; the demand of our customers and our consumers for our products and our ability to accurately forecast 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; if sales of PC peripherals are less 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 fail to separate our products from competitors' products; 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. These and other risks and uncertainties are detailed in Logitech's filings with the Securities and Exchange Commission, including its Quarterly Report on Form 10-Q for the fiscal quarter ended December 31, 2016 and its Annual Report on Form 10-K for the fiscal year ended March 31, 2016, 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, change in fair value of contingent consideration for business acquisition, restructuring charges (credits), gain (loss) on equity-method investment, investigation and related expenses, 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 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.


MULTI-CATEGORY
MULTI-BRAND
DESIGN
ENGINEERING
GO-TO-MARKET
MARKETING
OPERATIONS

DESIGN-CENTRIC COMPANIES

OUTPERFORM THE REST

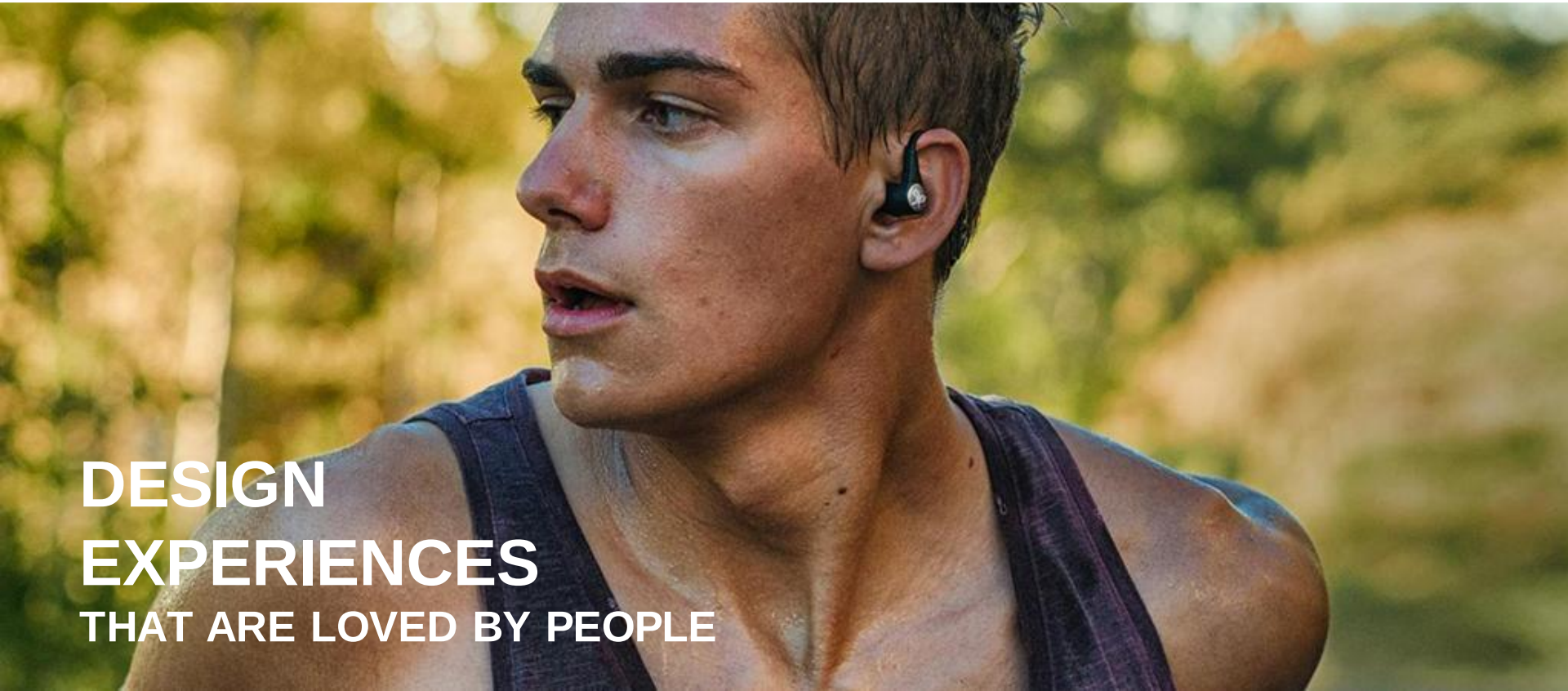


Design index
10Y Return: 265%

S&P 500
10Y Return: 112%

Note: Design index includes AMZN, AAPL, DIS, EBAY, INTU, KO, NFLX, NKE, MLHR, SBUX, and TGT
Source: Factset

OUR COMPETITIVE EDGE



OUR COMPETITIVE EDGE



DESIGN PRINCIPLES

ONE POWERFUL IDEA is clarity of purpose and benefit to the consumer

SOUL is the unique personality of the product/experience

EFFORTLESS is the relentless pursuit of creating friction-free experiences

CRAFTED is simplifying, perfecting and stripping down to the essential

MAGICAL is interactions that are alive and expressive



WORLD CLASS TEAM



Industrial Design, User Experience, Colors Materials & Finishes, Packaging…

DESIGN TO OPTIMIZE



DESIGN TO RE-IMAGINE



DESIGN TO GROW



DESIGN AS A BEHAVIOR



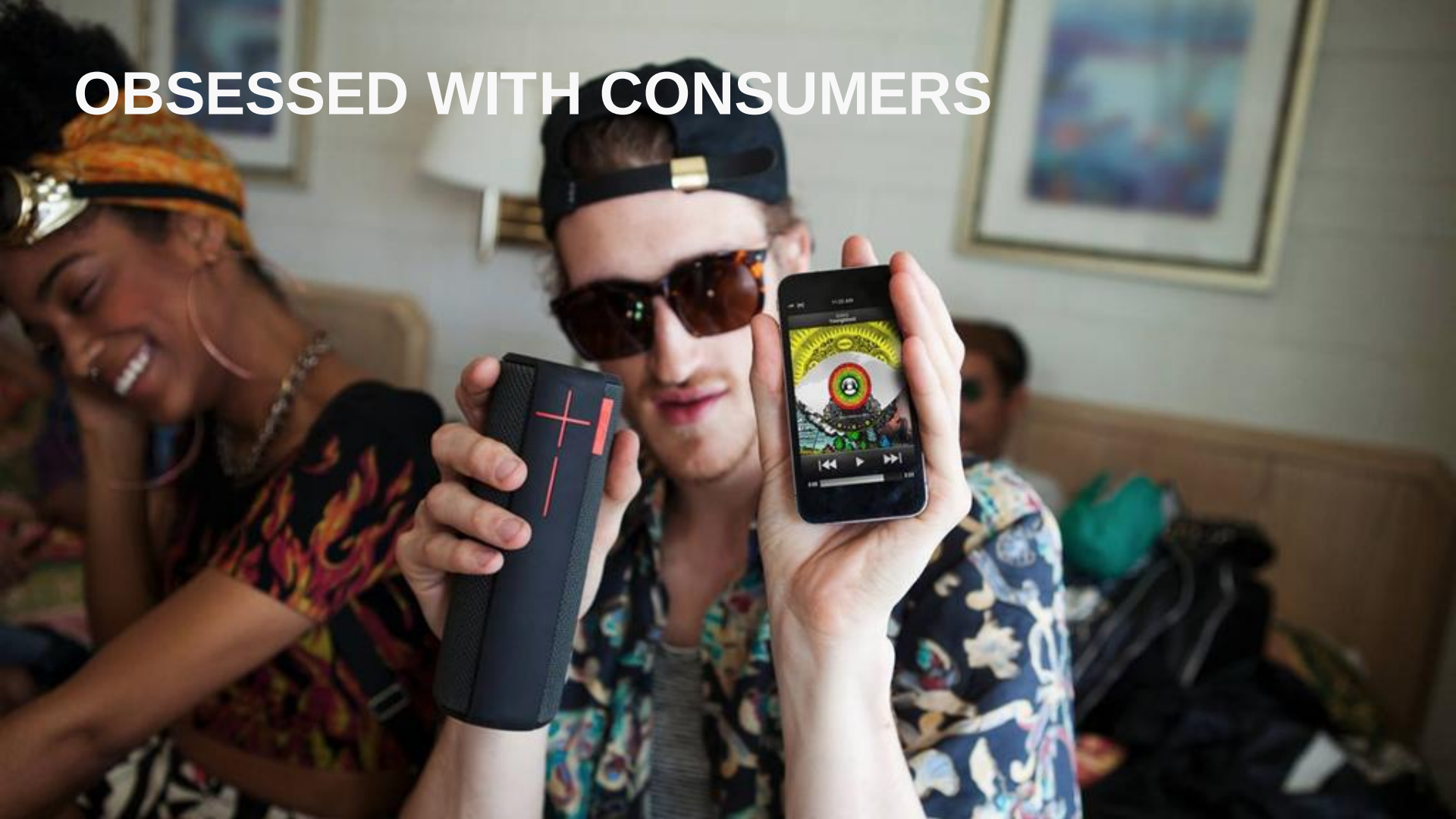
...LASTLY



ULTIMATE EARS BOOM



OBSESSED WITH CONSUMERS



BUILDING A BRAND



DESIGNING A VISION



BUILDING A BUSINESS

TOP 3 mobile speaker brand WW

20 countries penetrated

NEW channels

14 design awards

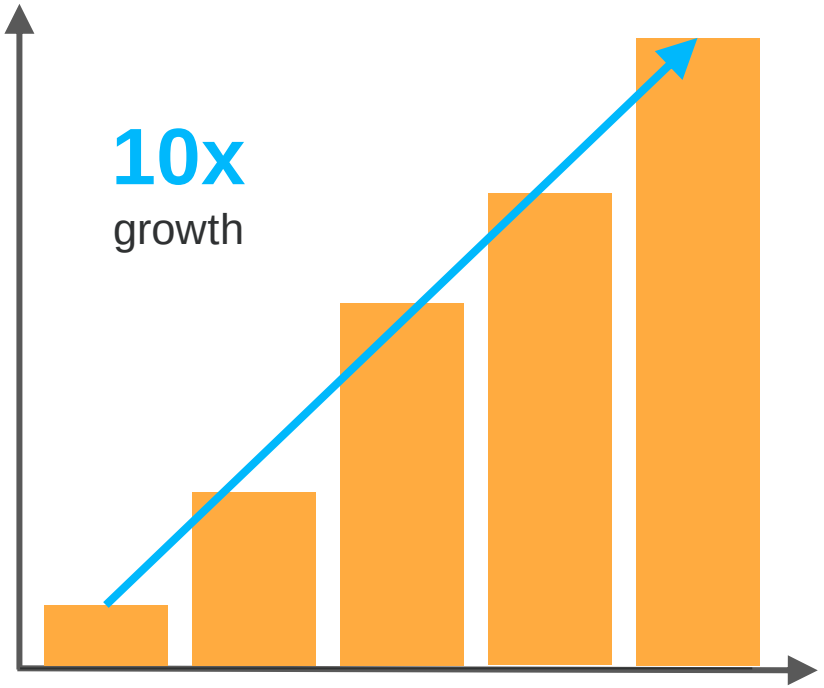


Chart represents annual mobile speaker sales (FY13-FY17E)


BUILDING EXPERIENCES
SAY IT TO PLAY IT
INTRODUCING SIRI AND GOOGLE NOW INTEGRATION
UE|BOOM2


GUINNESS WORLD RECORDS™
RECORD HOLDER
“Most Bluetooth Speakers Playing from a Single Source.”
Ultimate Ears paired 208 speakers on Nov. 17, 2016 in France.

CONSUMERS LOVE OUR APP



70%
Increase
in sessions



50%
Increase
in active
devices





NEW PRODUCT EXPERIENCES

DESIGNING THE FUTURE




logitech