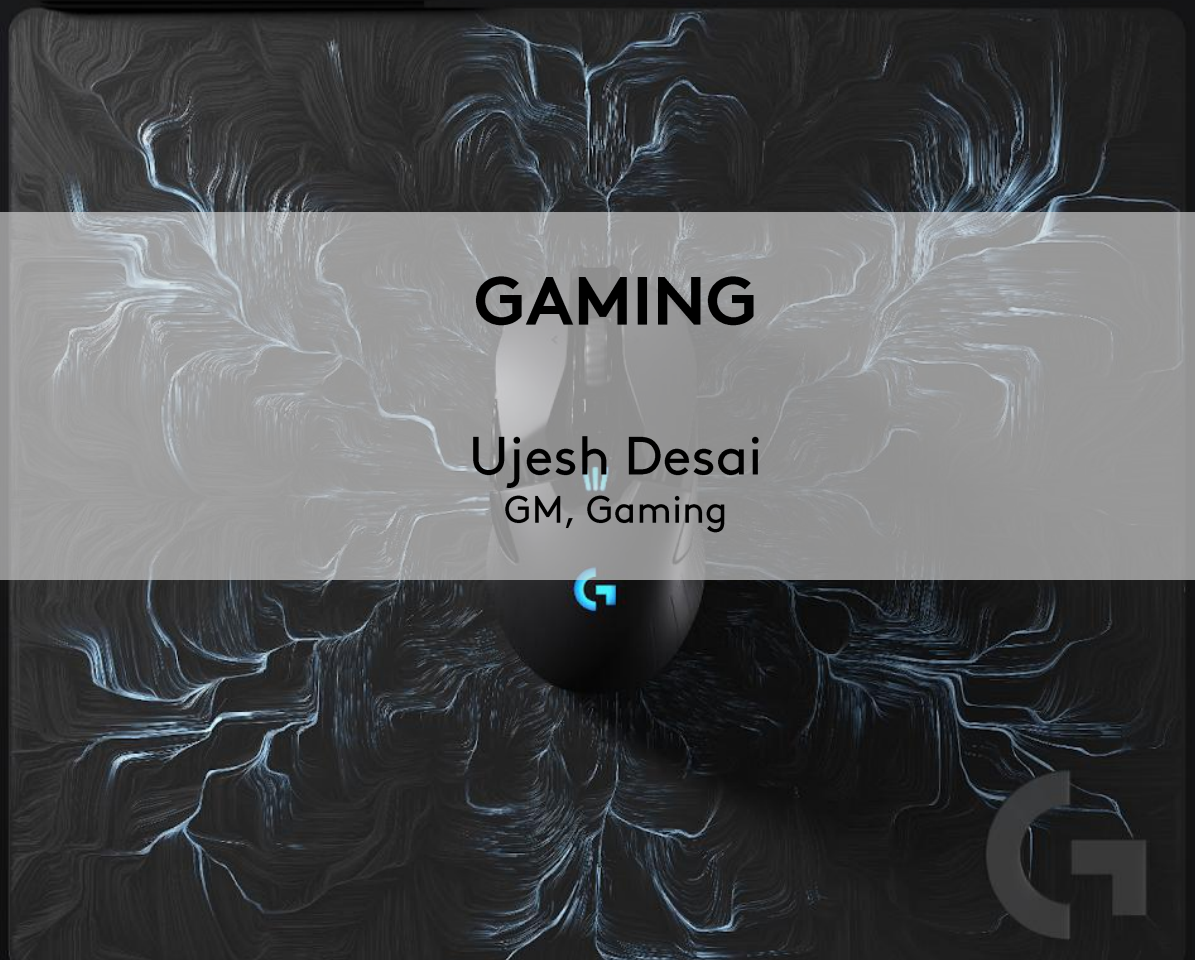


GAMING

Ujesh Desai
GM, Gaming

FORWARD-LOOKING STATEMENTS

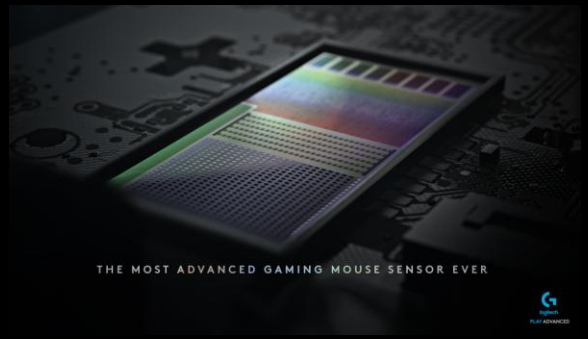
This presentation includes **forward-looking statements** within the meaning of the U.S. federal securities laws, including, without limitation, statements regarding: projected fiscal year 2018 sales, sales growth, strategic growth, operating income, gross profit, gross margin, operating expenses, earnings growth, acquisitions, dividends and stock buybacks, product market trends, opportunities and potential growth, product category strategies, projected fiscal year 2018 sales, sales growth and annual run rate by product category, product category market share and leadership, competitive advantages, product innovation, earnings per share roadmap, operating margin target, new market opportunities, new channels, stock price, value creation, long term business model (including sales growth, sales growth by product category, gross margin, operating expenses, operating margin, cash from operations and capital allocation), product category expectations, resource allocation and investments, and fiscal year 2019 sales growth and operating income outlook 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 fail 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; 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 our Annual Report on Form 10-K for the fiscal year ended March 31, 2017 and our Quarterly Report on Form 10-Q for the fiscal quarter ended December 31, 2017, 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 investments in privately held companies, 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 and projections, 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 or projections.

SUPERIOR PRODUCTS



WIRELESS



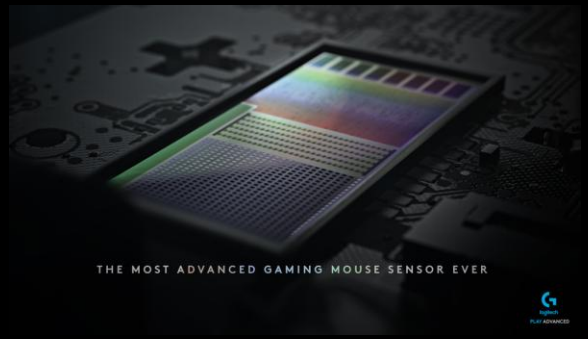
THE CHOICE OF PROS



SUPERIOR PRODUCTS



WIRELESS



THE CHOICE OF PROS



[redacted] • Jan 23

I am never getting a wireless gaming mouse. They are inefficient and have a lag to them.

11 5 25

[redacted] • 6m

I'll never go wireless with my mouse. Why would I want to have to worry about my battery dying in the middle of a match.

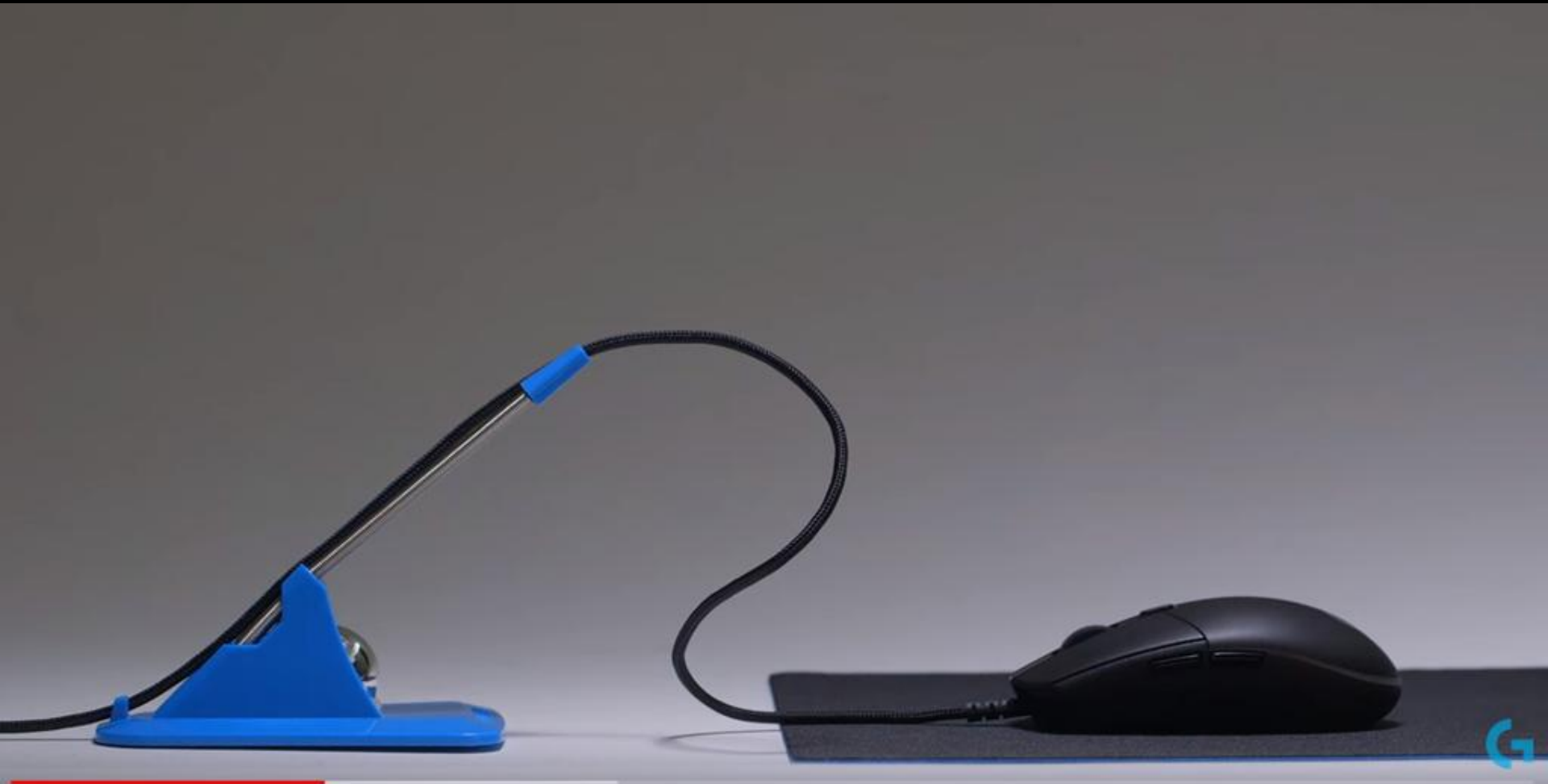
3 2 17



2 years ago

I hate cords too, but I hate latency even more.

2 4 11







WIRELESS

LIGHTSPEED



POWERPLAY



HERO



LIGHTSPEED



ULTIMATE

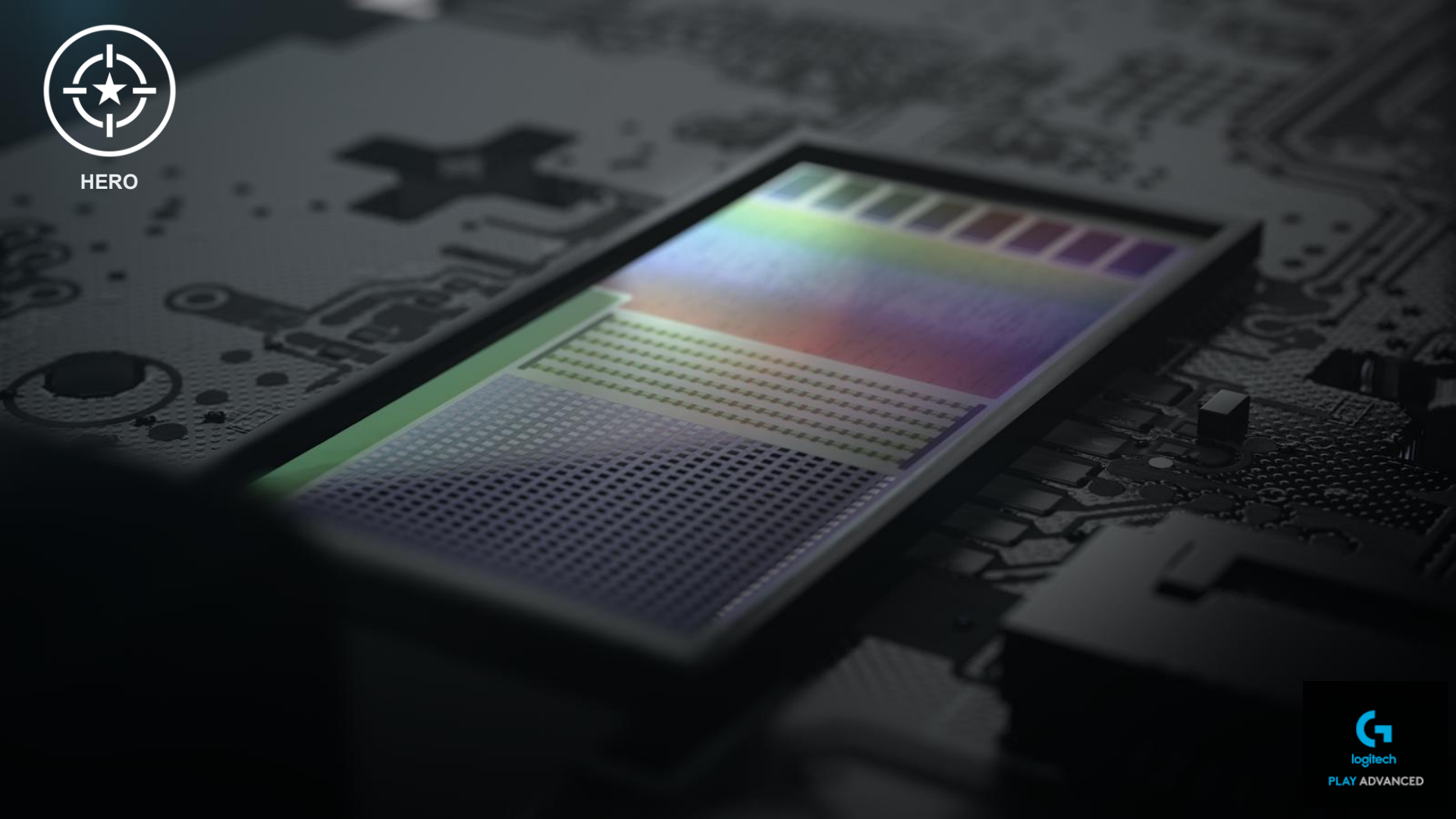
G903

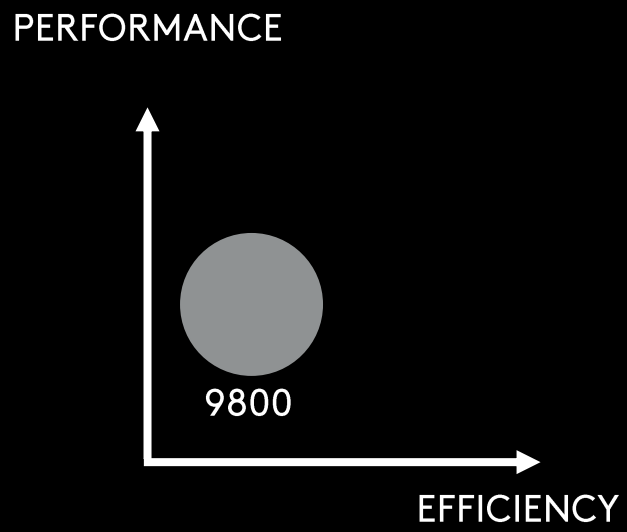
logitech

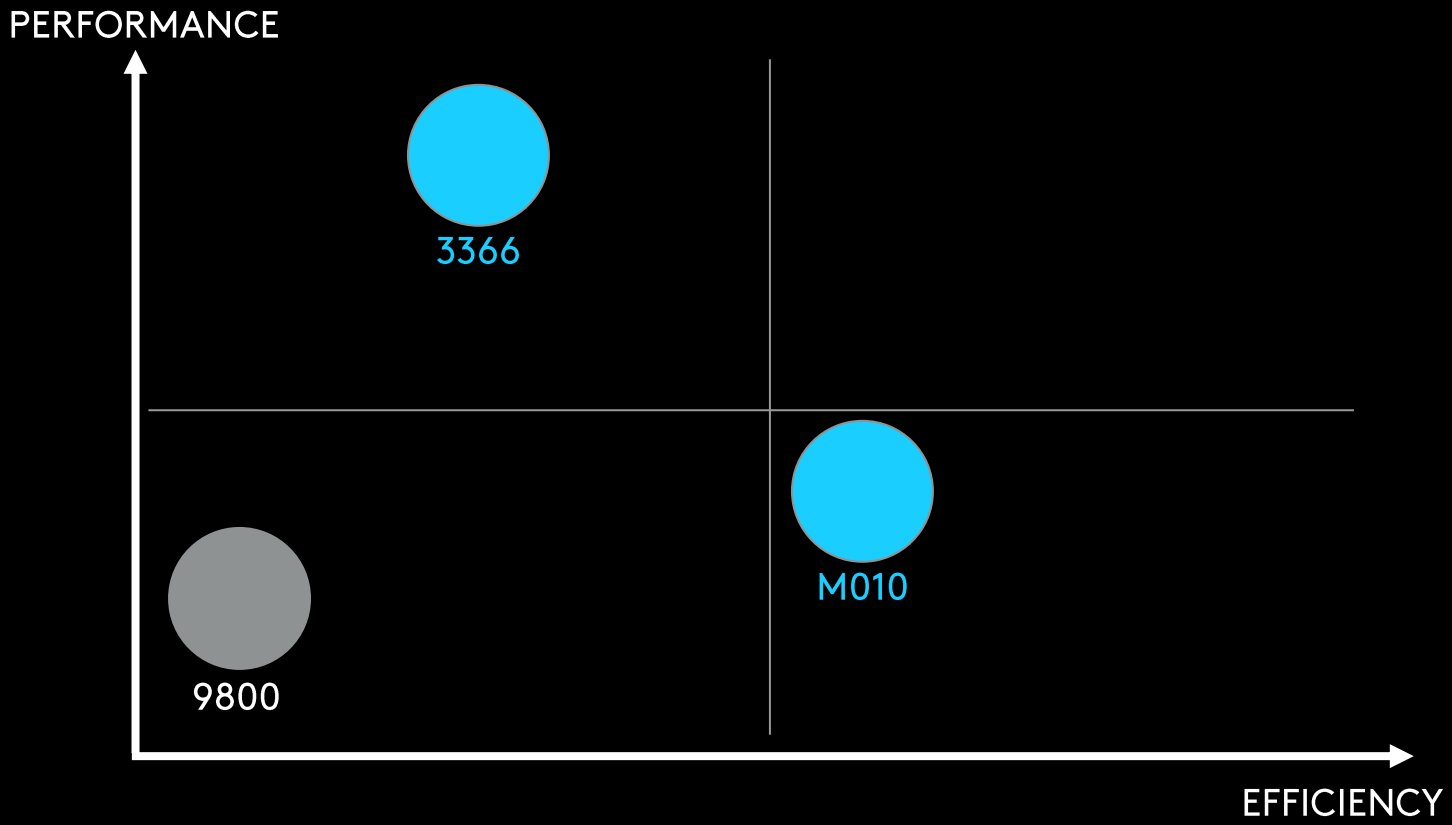
PLAY ADVANCED

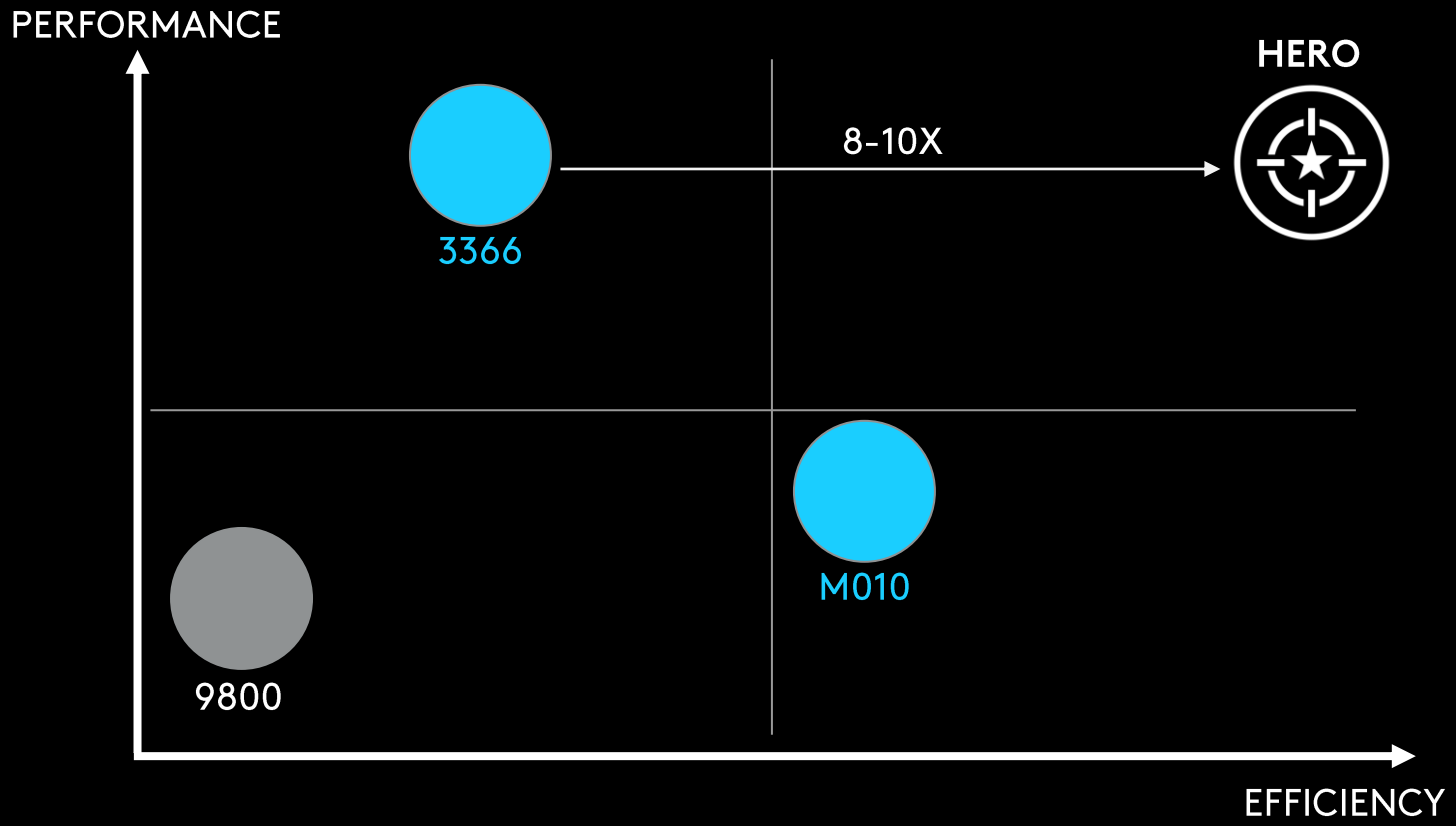
POWERPLAY




HERO
logitech
PLAY ADVANCED


PERFORMANCE
9800
EFFICIENCY


PERFORMANCE
3366
M010
9800
EFFICIENCY


PERFORMANCE
HERO
8-10X
3366
M010
9800
EFFICIENCY

WIRELESS

LIGHTSPEED



> WIRED

POWERPLAY



INFINITE LIFE

HERO



WIRELESS FOR
THE MASSES

NO WIRES. NO LIMITS.

The LIGHTSPEED Wireless Collection*



NO WIRES. NO LIMITS.

AWARENESS
INFORM & INSPIRE

CONSIDERATION
3P & EXPERT VALIDATION

CONVERSION
PRODUCT OFFERS



High Impact Films



Technology Education



Expert Press & Influencer



Pro Endorsement



Product Ads



Etail/ Retail Ads


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