VIDEO COLLABORATION

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logitech



FORWARD-LOOKING STATEMENTS & CONSTANT CURRENCY

This presentation includes **forward-looking statements** within the meaning of the U.S. federal securities laws, including, without limitation, statements regarding: market trends, partners, global availability, cloud video usage growth, software and applications, product portfolio, product features and capabilities, technology and innovation, product adoption, product category sales and sales growth, total addressable market, scale, brand, culture, enterprise sales force, growth opportunities, and areas of focus. 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 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 policies and agreements and the imposition of tariffs that affect our products or operations and our ability to mitigate; risks associated with acquisitions; risks associated with international operations; risks associated with manufacturing and doing business in China and Southeast Asia; risks associated with purchasing key components and products from a limited number of sources. 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, 2019 and our Quarterly Report on Form 10-Q for the fiscal quarter ended December 31, 2019, 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 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.

AGENDA

REVIEW
MARKET TRENDS
WHAT'S NEXT

REVIEW

EXPAND BEYOND THE HUDDLE ROOM



Huddle



Meetup

EXPAND BEYOND THE HUDDLE ROOM



Huddle



Medium



Large/Boardroom



Meetup



Rally



Rally Plus

BEST SELLING PRODUCT



FROM POINT PRODUCTS TO COMPLETE ROOM SOLUTIONS





Point Products

Room Solutions

TAP – TOUCH CONTROLLER FOR MEETING ROOMS



COMPLETE ROOM SOLUTIONS IN A BOX



THREE MAJOR PARTNERS AND GLOBAL AVAILABILITY



Google Hangouts



Microsoft Teams



zoom

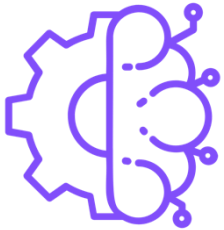
100+

Countries

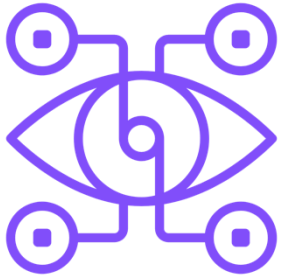
GROW OFFERING IN SOFTWARE AND CLOUD



Cloud

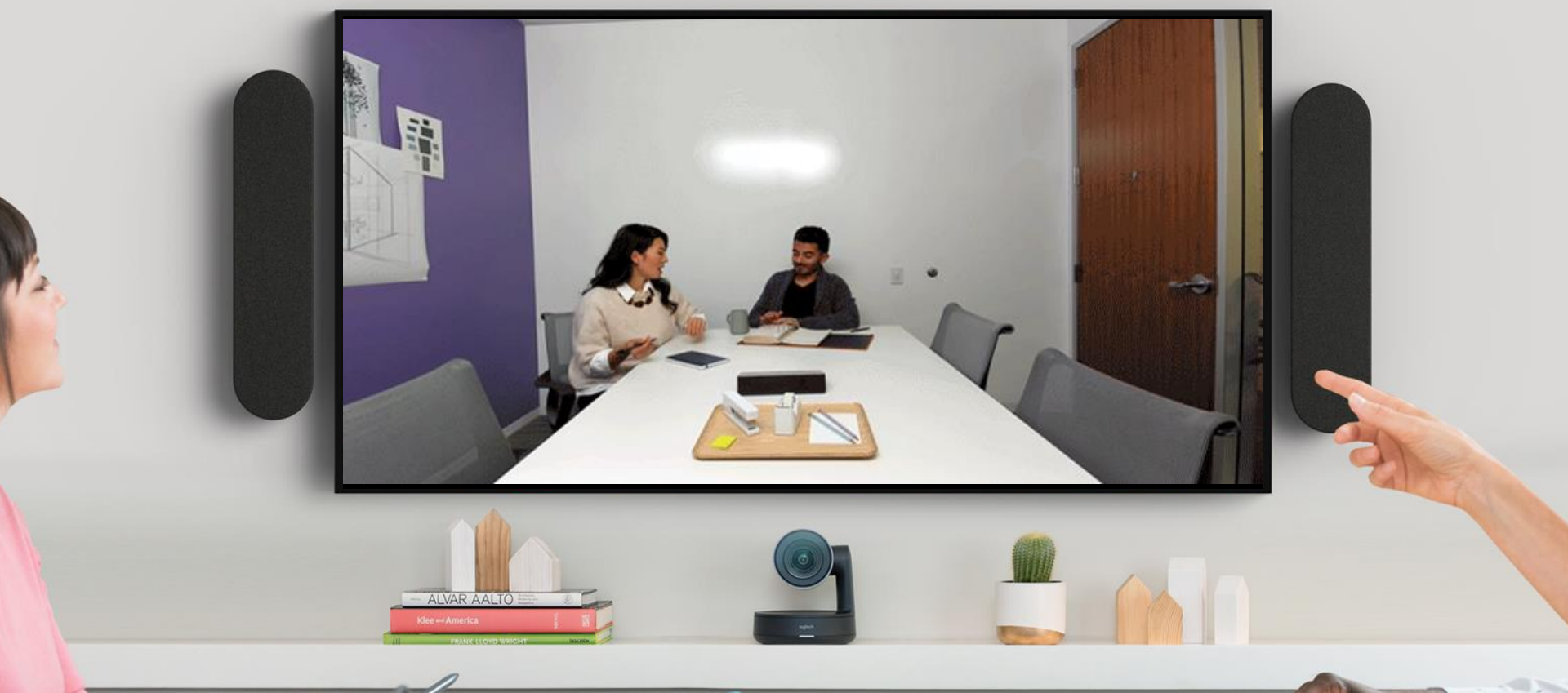


AI/ML

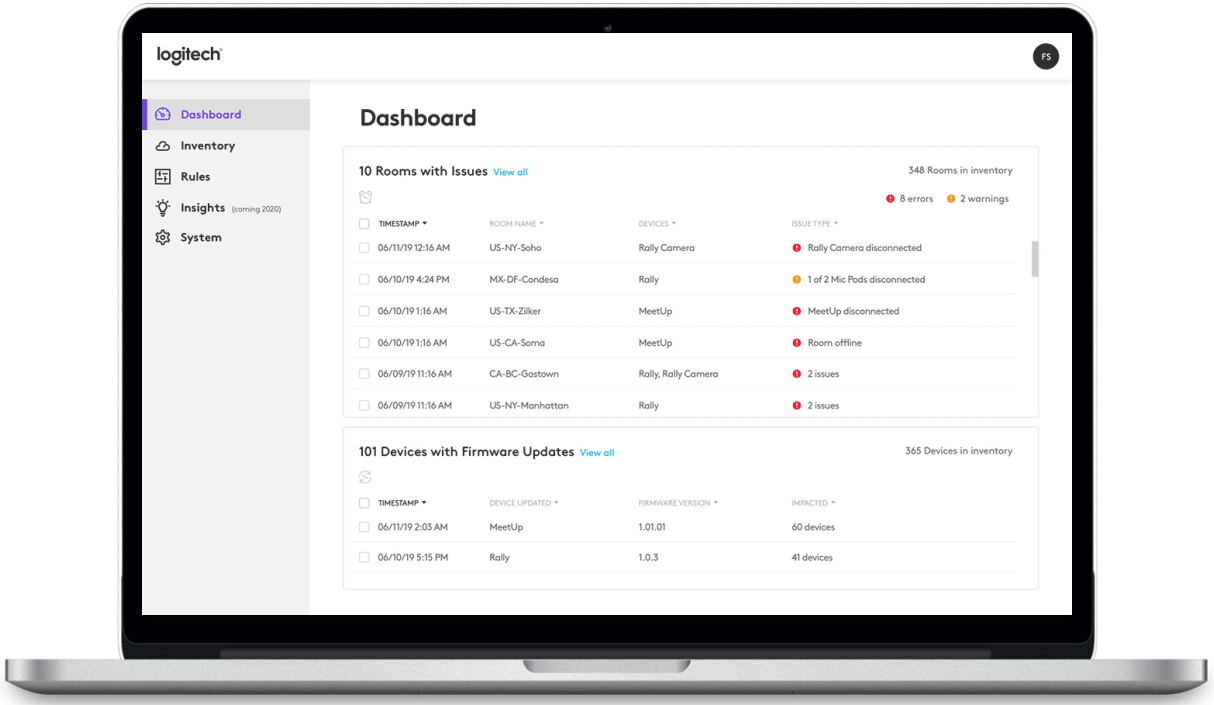


Computer vision

AUTO-FRAMING WITH LOGITECH RIGHTSIGHT



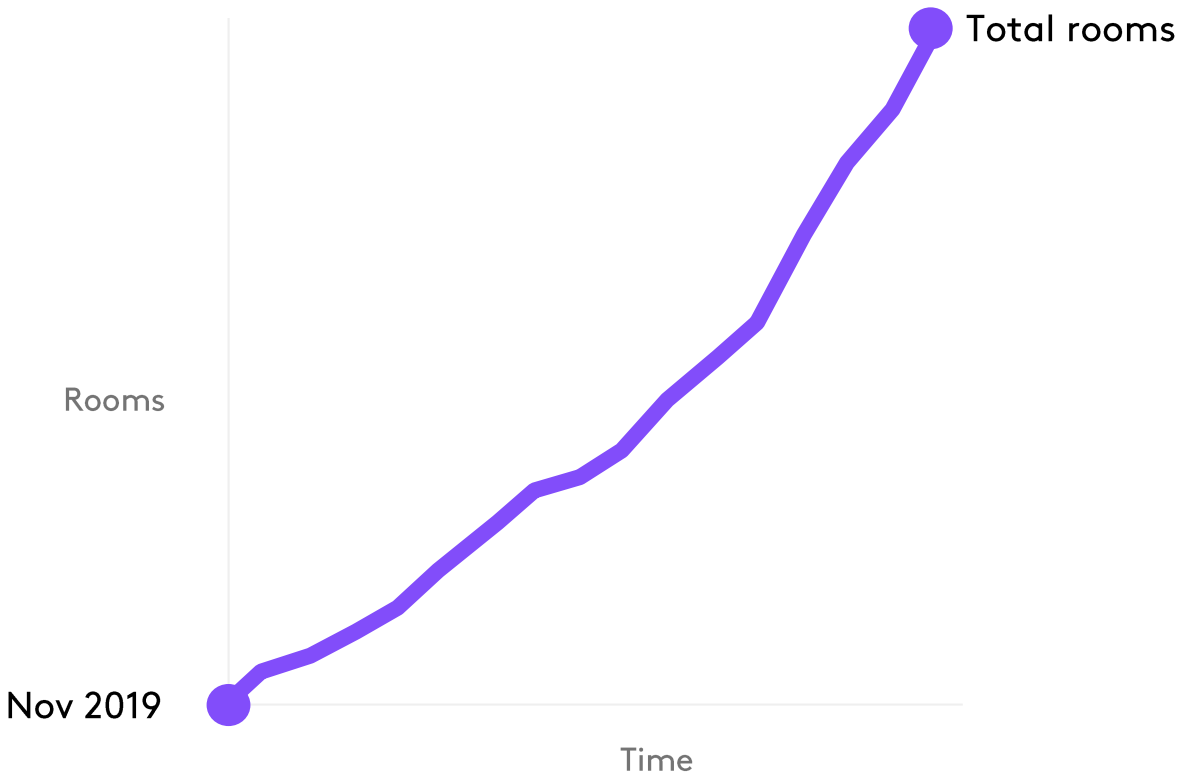
DEVICE MANAGEMENT WITH LOGITECH SYNC



LOGITECH SYNC ADOPTION

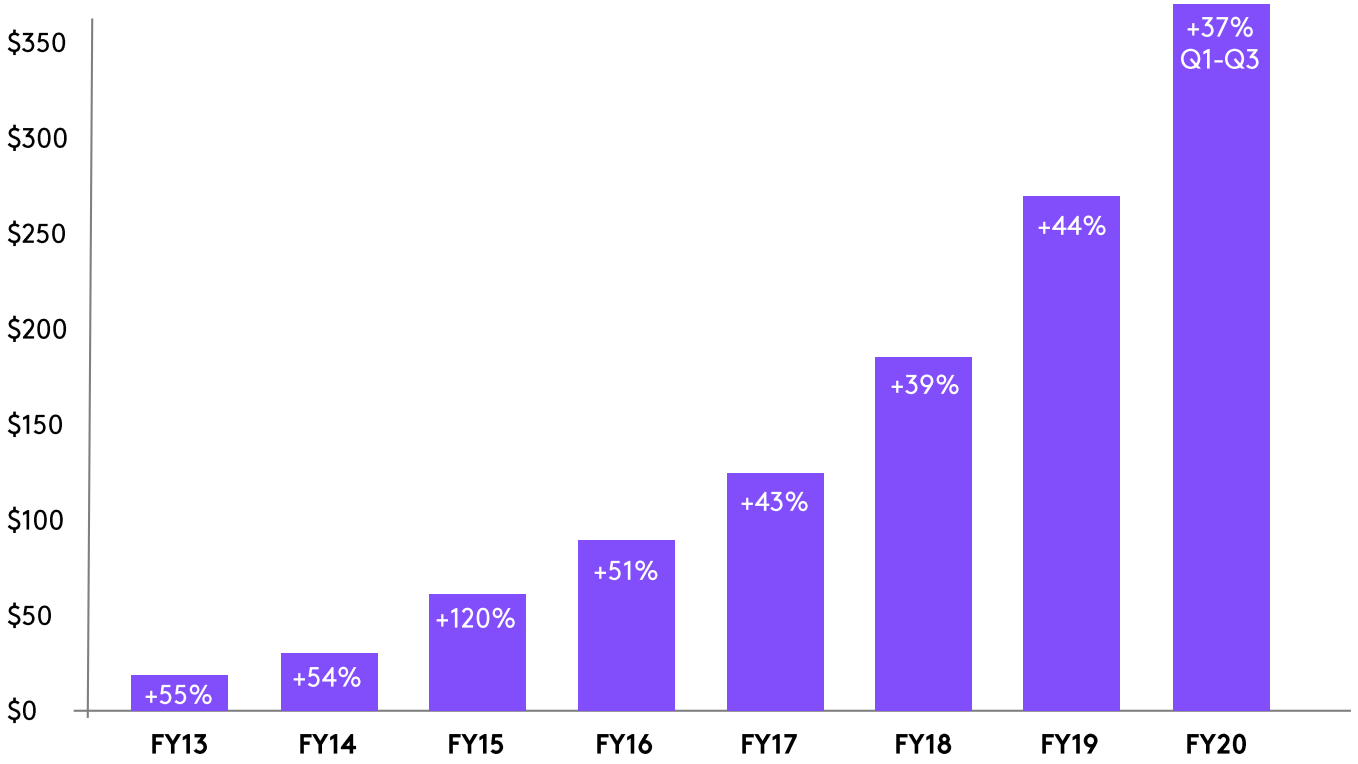
1,200+

Enterprise customers



Note: Figures based on Logitech data.

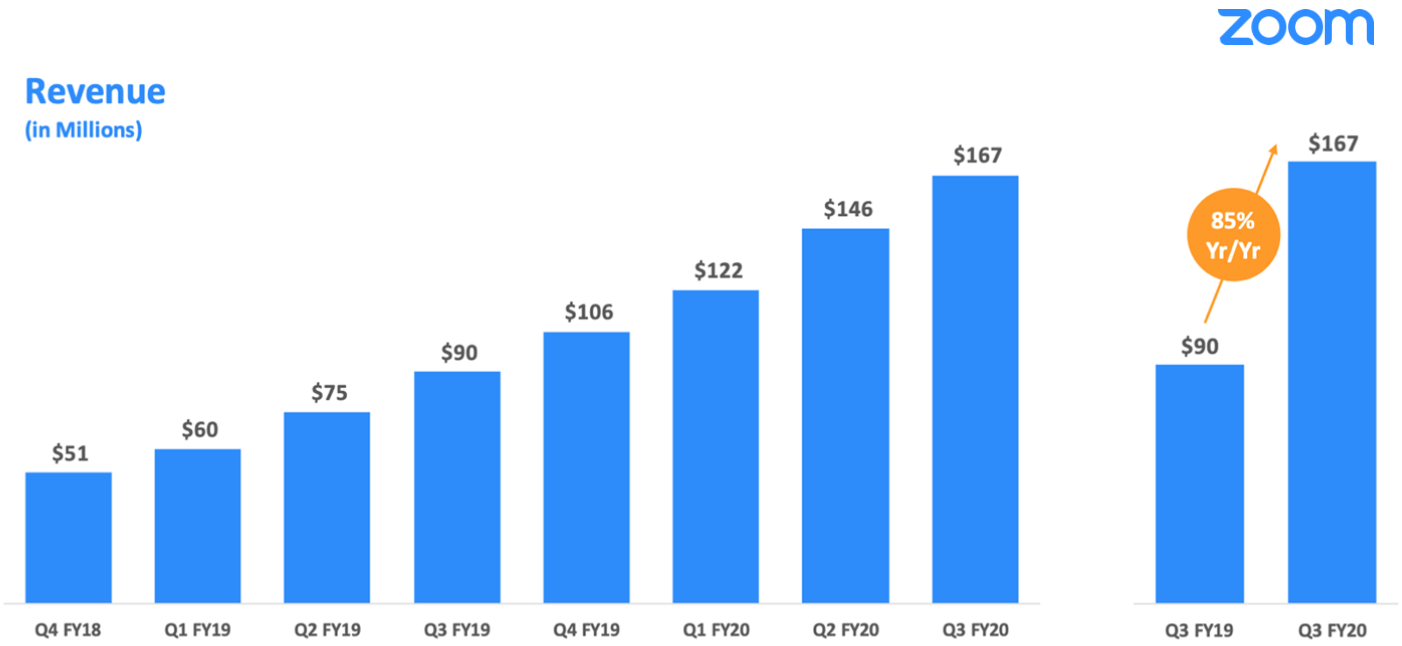
CONTINUED REVENUE GROWTH



Note: Figures based on net sales and year-over-year comparisons are in constant currency . Dollars in millions.

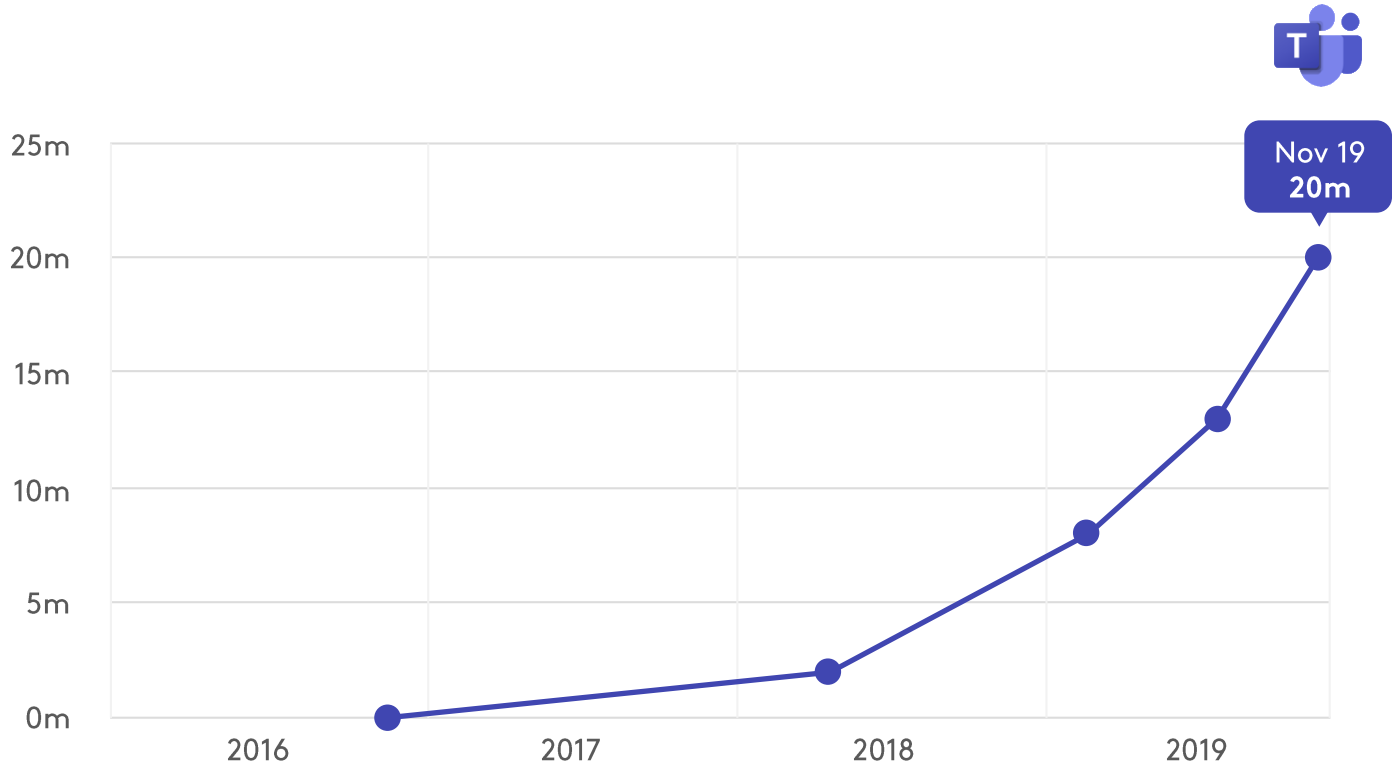
MARKET TRENDS

SIGNIFICANT GROWTH IN CLOUD VIDEO USAGE



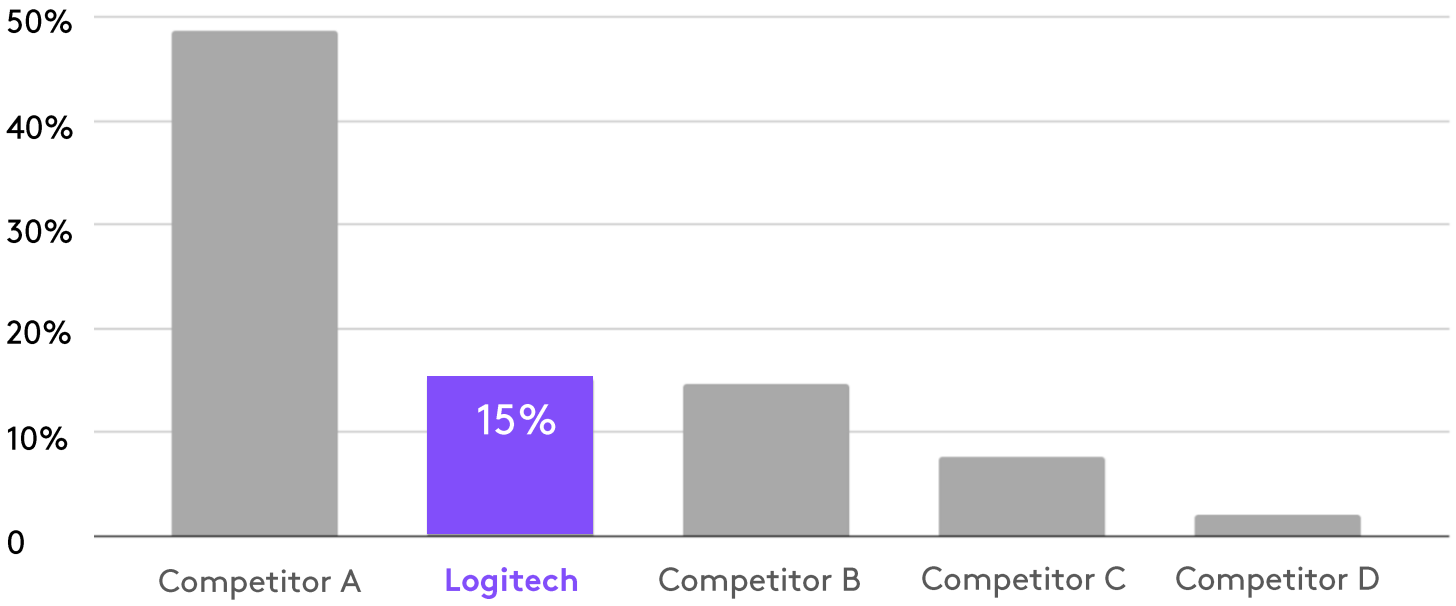
Note: Figures based on Zoom quarterly reports.

SIGNIFICANT GROWTH IN CLOUD VIDEO USAGE



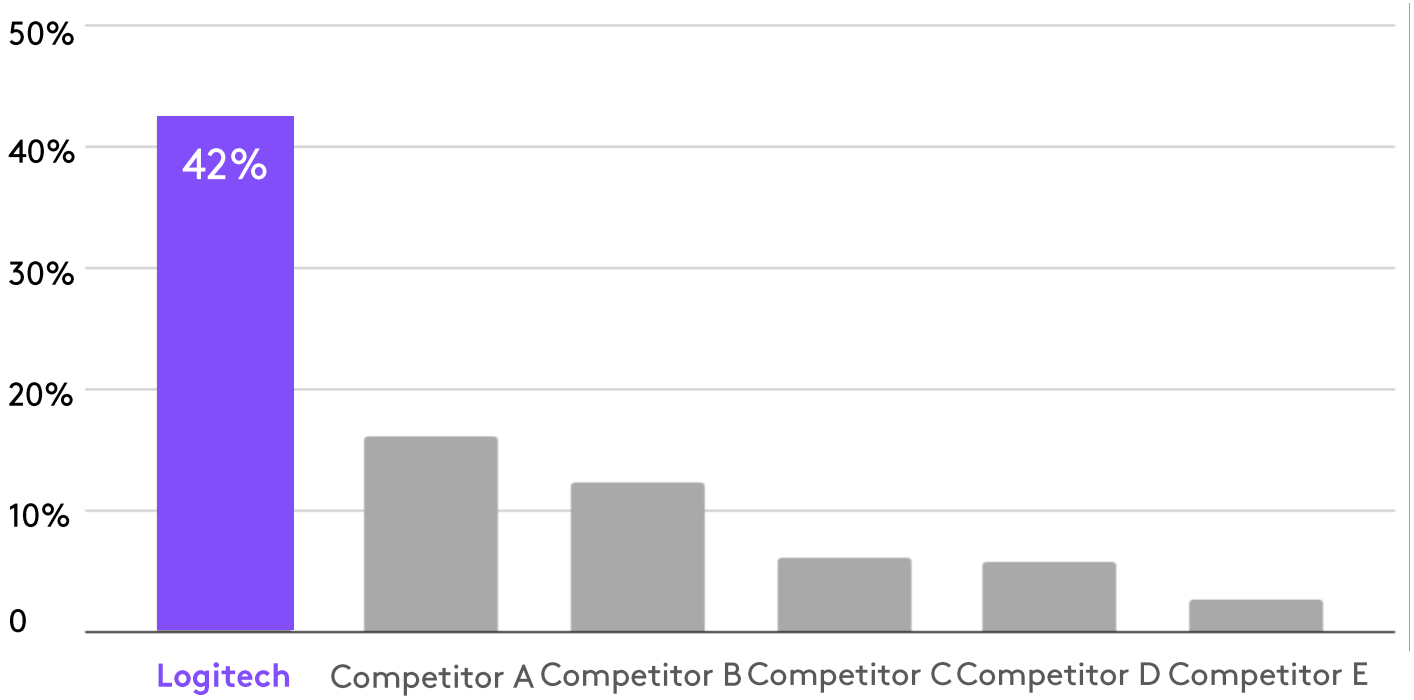
Note: Figures based on company data.

NUMBER TWO IN OVERALL VC SYSTEM REVENUE – 2019



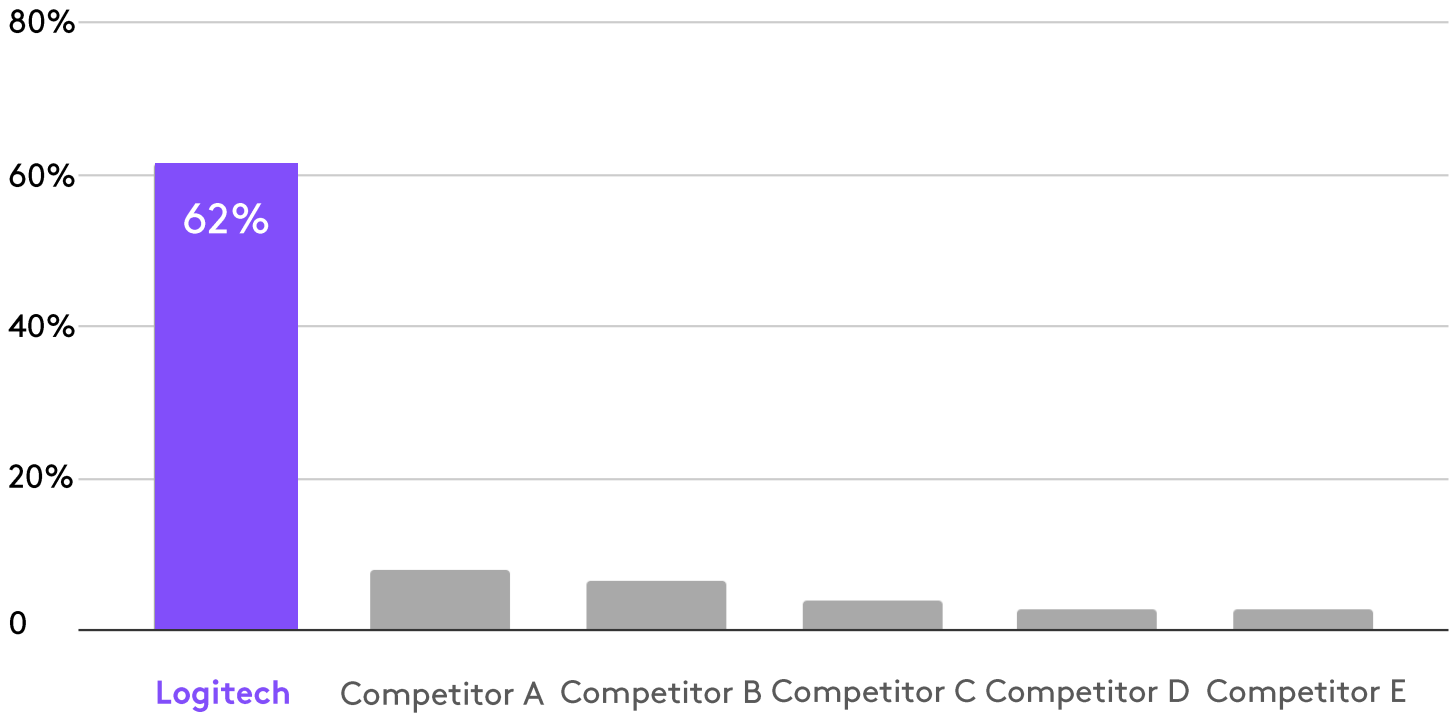
Note: Figures based on Synergy Research.

NUMBER ONE IN OVERALL VC ROOMS – 2019



Note: Figures based on Synergy Research.

NUMBER ONE IN OVERALL USB VC REVENUE – 2019



Note: Figures based on Synergy Research.

EXPANDED MARKET VALIDATION







WIRELESS VIDEO MEETINGS WITH BARCO





ROOM SOLUTIONS WITH CRESTRON





ROOM SOLUTIONS WITH LENOVO





WHAT'S NEXT

VIDEO COLLABORATION WITH EVERY ROOM



VIDEO COLLABORATION WITH EVERY ROOM

3-5%
Video Equipped





95-97%
Display and/or Voice Only

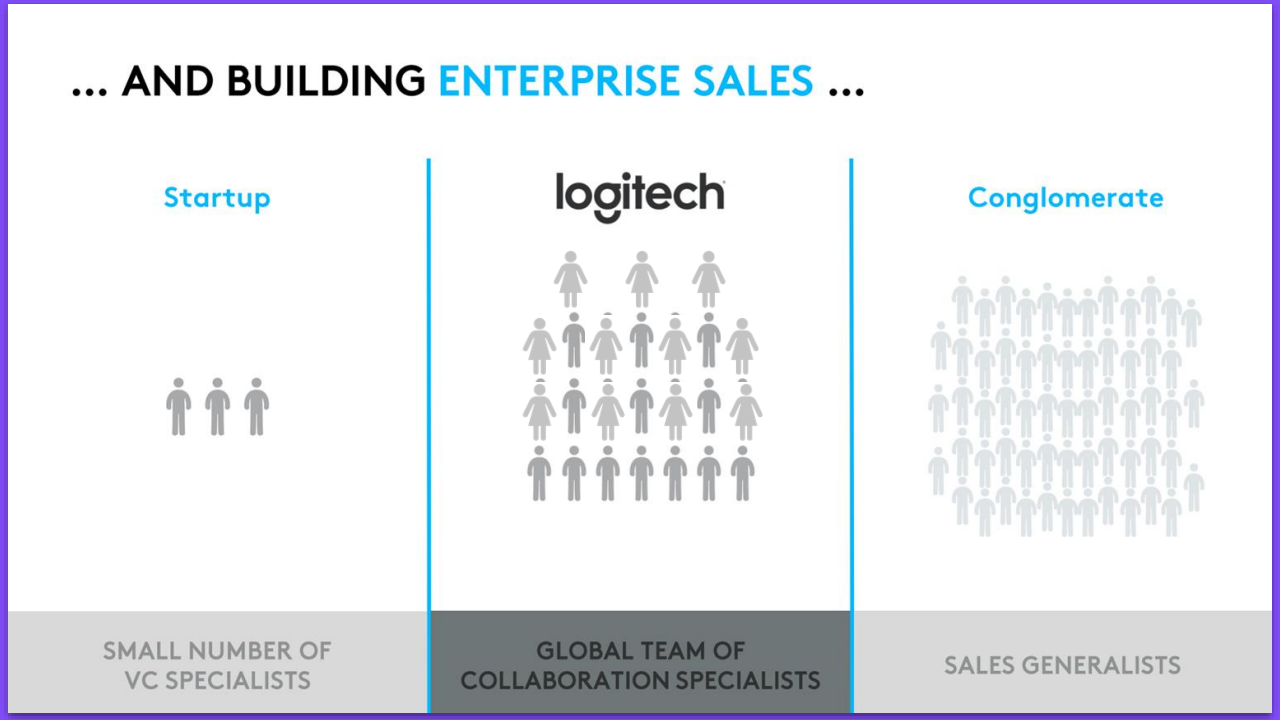


Note: Figures based on Microsoft, Frost & Sullivan and Logitech estimates.

"How will you continue to be successful?"



REMEMBER THIS FROM ANALYST DAY 2018?



PRODUCT / TECH



Product Portfolio
Personal Collab
Audio
Video
AI / ML / Computer Vision
Device Management

SCALE



Manufacturing
Distribution
Salesforce
Partnerships
Installed Base

PRODUCT / TECH



Product Portfolio
Personal Collab
Audio
Video
AI / ML / Computer Vision
Device Management

PRODUCT / TECH

SCALE



Manufacturing
Distribution
Salesforce
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Installed Base



Product Portfolio
Personal Collab
Audio
Video
AI / ML / Computer Vision
Device Management

BRAND / CULTURE



Brand
Price / Performance
Clean Business Model



EHRIKA GLADDEN

HISTORY OF SELLING TO ENTERPRISES

AT&T · Lucent Technologies Bell Labs Innovations · AVAYA · CISCO

TELEPHONY · SERVICES · CLOUD XaaS · NETWORKING

30-DAY PERSPECTIVE

Brand · Culture · Portfolio

AREAS OF FOCUS

Operational Discipline

Product Prioritization · Customer Segmentation · Channel Ecosystem