FINANCE

NATE OLMSTEAD
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FORWARD-LOOKING STATEMENTS & NON-GAAP MEASURES

This presentation includes forward-looking statements within the meaning of the U.S. federal securities laws, including, without limitation, statements regarding: long-term structural trends and growth potential, our major category market growth, and our capabilities, innovation, growth opportunities, ability to achieve sustainable and profitable growth, investments for growth, marketing strategy, global expansion, capital allocation, sustainability goals, long-term financial model, fiscal year 2021 outlook, fiscal year 2022 outlook and related assumptions, and headwinds and tailwinds. 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; the COVID-19 pandemic and its potential impact; 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; 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; 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 its Annual Report on Form 10-K for the fiscal year ended March 31, 2020 and its Quarterly Report on Form 10-Q for the fiscal quarter ended December 31, 2020, 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, 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 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.

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RAISING FISCAL YEAR 2021 OUTLOOK

~63%
Net sales growth (CC)

Prior
57-60%

Prior
~1.05B

~$1.1B
Non-GAAP Operating income



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Note: Figures are non-GAAP and net sales comparisons are Y/Y. Net sales growth is in constant currency (CC).

FINANCIAL ACCELERATION ...

It took us 4 years to double profits ...

	FY'16	FY'20
Net sales	$2.0B	$3.0B
Operating income	$179M	$387M
EPS	$0.98	$2.15

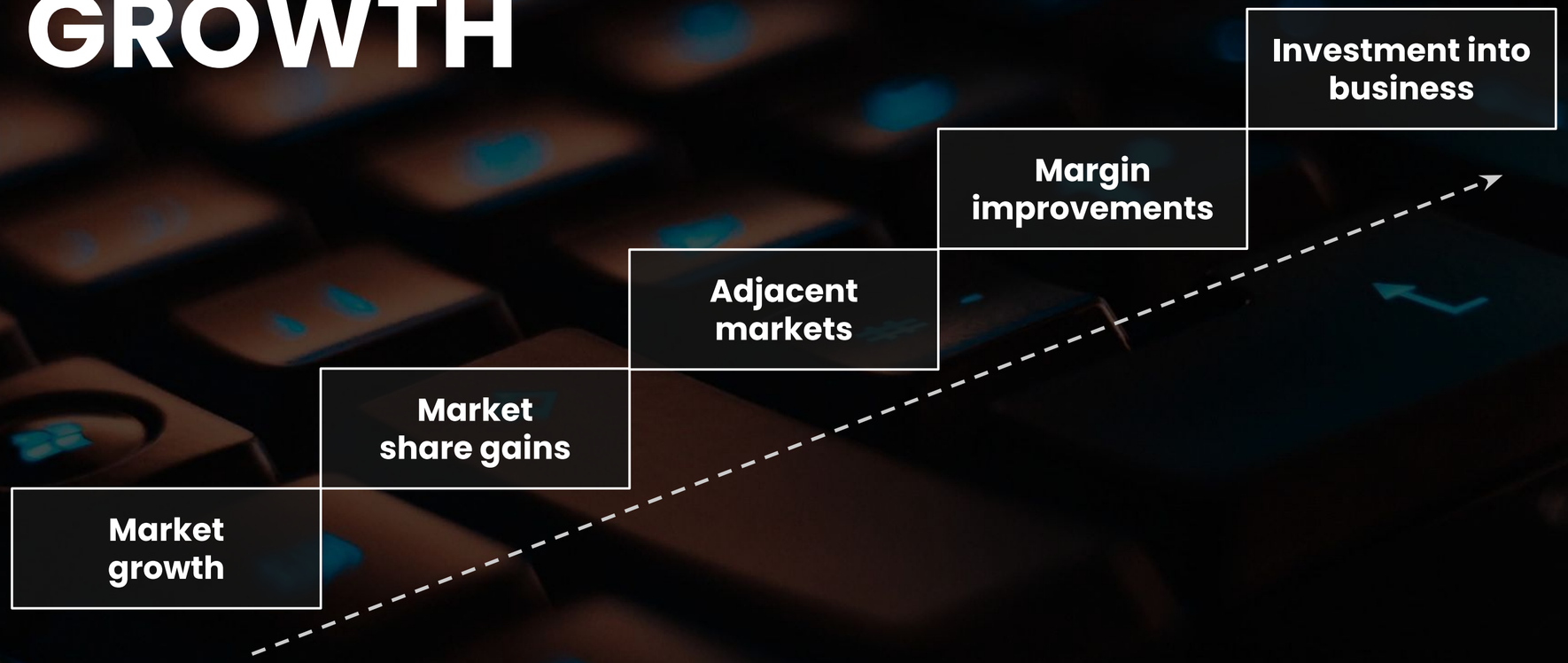
... but it took us < 1 year to do it again

	FY'20	YTD FY'21
Net sales	$3.0B	$3.7B
Operating income	$387M	$947M
EPS	$2.15	$4.96

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Note: Figures are non-GAAP unless otherwise specified.

… AND BUILDING BLOCKS FOR SUSTAINABLE GROWTH



FUTURE GROWTH OPPORTUNITIES

FY'18 – FY'21E CAGR

Net sales +24% (CC)

Operating income +57%

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Note: Figures are non-GAAP. Sales growth is in constant currency (CC). Images are for illustrative purposes only.

CATALYSTS FOR GROWTH

- New Product Introductions (NPIs)
- Leveraging B2B investments
- Marketing-led focus
- Software innovation
- New adjacent categories

MANAGING RISK

- Diversified product portfolio
- Measured NPI launches
- Rigorous sales and operations reviews
- Product lifecycle management

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NO CHANGE IN CAPITAL ALLOCATION

PAST THREE YEARS

$225M

M&A

$385M

Dividends

$187M

Share buybacks

Note: Share buyback data through Jan 29, 2021.

FISCAL YEAR 2022 OUTLOOK



FY 2022 OUTLOOK

Sales (CC) growth	**-5% to +5%**
Non-GAAP operating income	**$750M to $800M**

ADDITIONAL ASSUMPTIONS

Currency	**FY'21 avg rates**
Non-GAAP effective tax rate	**11 - 12%**
Cash from operations	**1x non-GAAP OP**
Capex	**$80M to $90M**

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Note: Figures are non-GAAP and net sales growth is in constant currency (CC). OP = operating profit.

FISCAL YEAR 2022 MARKET GROWTH EXPECTATIONS

MAJOR CATEGORY (CC) GROWTH

Creativity & Productivity	**-10% to flat**
Video Collaboration	**+10% to +25%**
Gaming	**-5% to +5%**
Music	**-15% to -5%**

Note: Net sales comparisons are Y/Y. CC = constant currency.

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NAVIGATING THROUGH FY 2022

HEADWINDS ▶▶▶	◀◀◀ TAILWINDS
Increase/shift of consumer spending to other categories	Sustained shift toward hybrid work and growth in video
Slowdown in gaming as other forms of entertainment recover	Growth in esports and social gaming
Promotional spending increases as industry supply normalizes with demand	Improved supply increases volumes and reduces expedited logistics costs
Increased competition due to expanded market opportunities	New VC products and increased sales coverage
Marketing investments don't offset need for promotions	Marketing investments drive greater brand awareness & consideration
Currency exchange rates and logistics costs	Operational scale and efficiency

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RAISING LONG-TERM MODEL

	Prior		New
Sales (CC) growth	High-single digits	▶	**Sales (CC) growth** Up 8 - 10%
Gross margin	36 - 40%	▶	**Gross margin** 39 - 44%
Operating margin	11 - 14%	▶	**Operating margin** 14 - 17%

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