



LOGITECH ANALYST AND INVESTOR DAY

MARCH 3, 2022

AGENDA

STRATEGY & OUTLOOK 4

VIDEO COLLABORATION 14

CREATIVITY & PRODUCTIVITY 55

GAMING 77

STREAMERS & CREATORS 95

OPERATIONS & SUSTAINABILITY 112

FINANCIALS 131



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.



STRATEGY & OUTLOOK

Achieving Strong, Long-Term Growth

Bracken Darrell

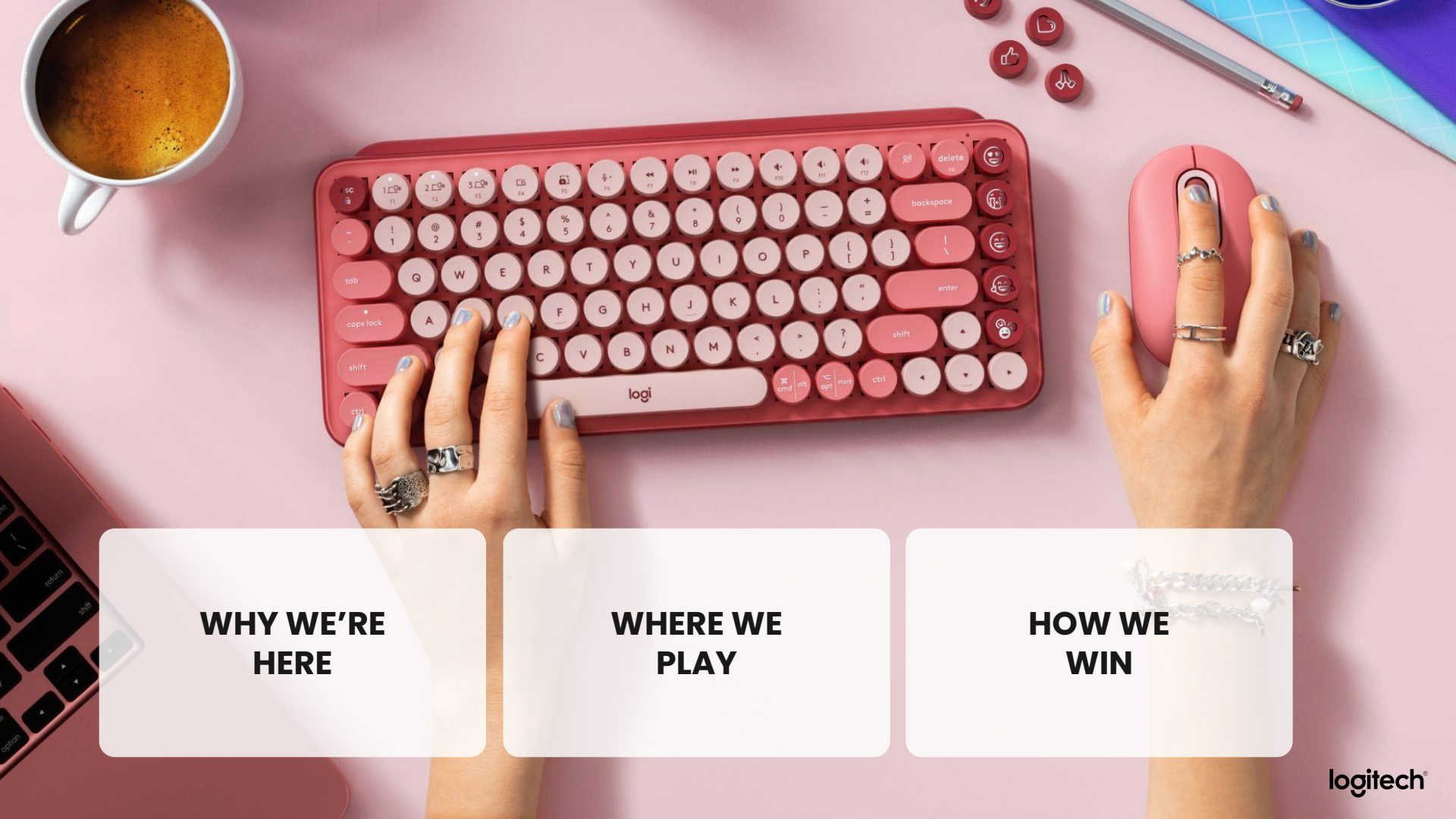
March 2022

logitech



PURPOSE

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



**WHY WE'RE
HERE**

**WHERE WE
PLAY**

**HOW WE
WIN**

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

Gaming

3B+ active gamers

Creativity & Productivity

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

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**



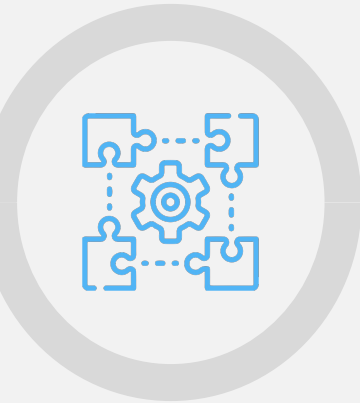
SECTION ONE

MARKET TRENDS

4 KEY TRENDS: VIDEO IS TRANSFORMING WORK



1 VIDEO BECOMING THE NORM



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

[Blog home](#) > [Blog post](#)

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](#)

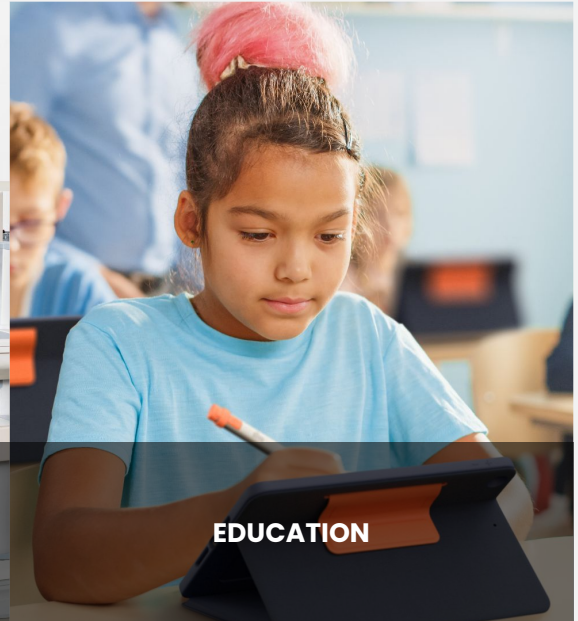
[Critical Skills And Competency Development](#)

Gartner

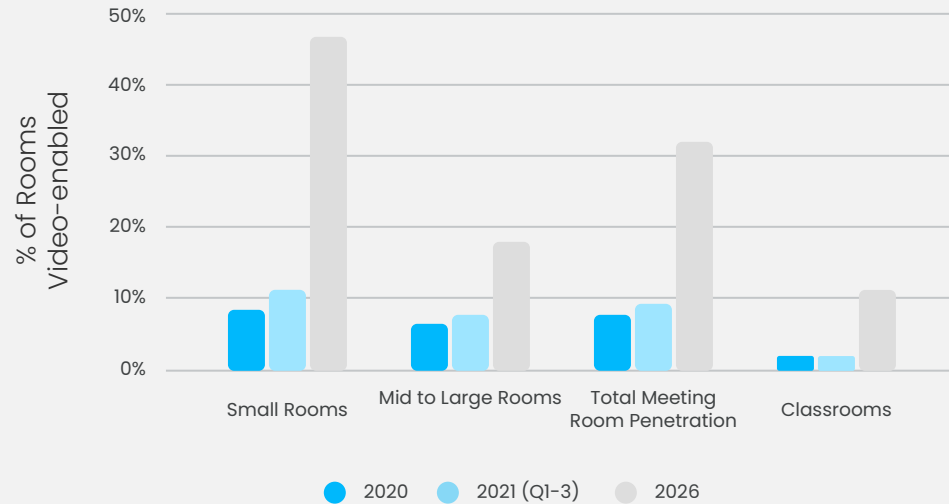
STAMFORD, Conn. June 22, 2021

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

EVEN BIG, SLOW MOVING VERTICALS ARE USING VIDEO



PLENTY OF ROOM TO GROW



100M

Meeting Rooms and Classrooms

<10%

are video enabled

TOTAL ADDRESSABLE MARKET EXPECTED TO NEARLY DOUBLE TO \$10B

\$5.8B

Personal (Headsets,
Webcams, Docks)

Conferencecams

2021

\$10B

Personal
(Headsets,
Webcams, Docks)

Conferencecams

Mid Decade



Logitech estimates based on data from NPD, GfK, and 3rd party research.

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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

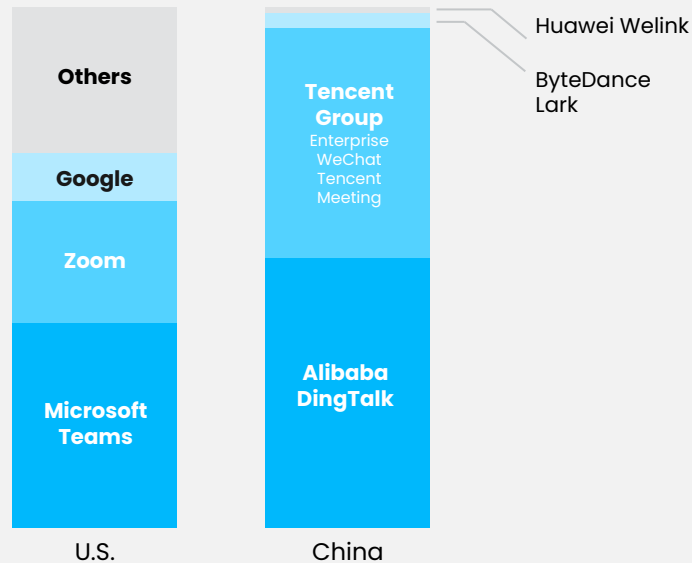
Have become the dominant players

TENCENT AND ALIBABA CHINA

Remains a distinct market with higher platform concentration

Platform Winners

Chart: Primary platform share by business users

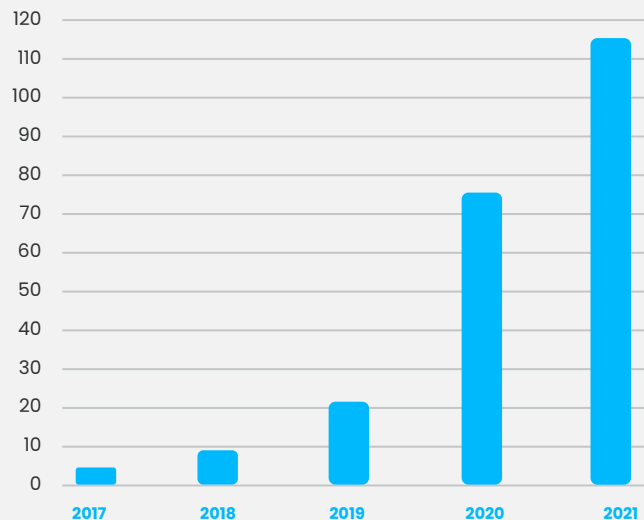


Source: Bain & Company estimates. November 2020.

Source: Q4, 2021 QuestMobile, Cloud VC China, WeChat Circle Community

MICROSOFT/ZOOM EXPLOSIVE GROWTH HAS SET THE STAGE

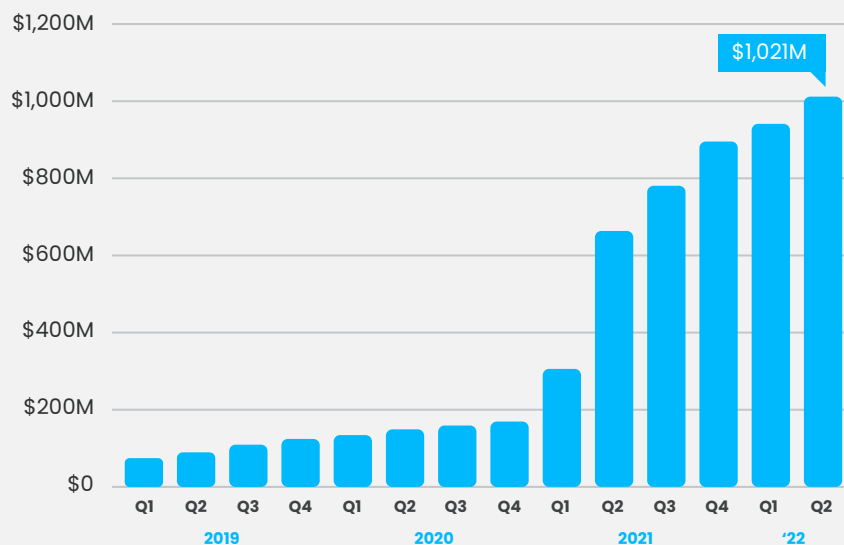
MICROSOFT TEAMS DAILY ACTIVE USERS²



²Source: Microsoft Company data

ZOOM REVENUE GROWTH

Quarterly revenue of Zoom Video Communications¹



¹Zoom's fiscal year 2022 ends January 31, 2022; Source: Zoom

3 HYBRID WORK BRINGS NEW OPPORTUNITIES



1

Video
Becoming
The Norm

2

Video Cloud is
Dominant

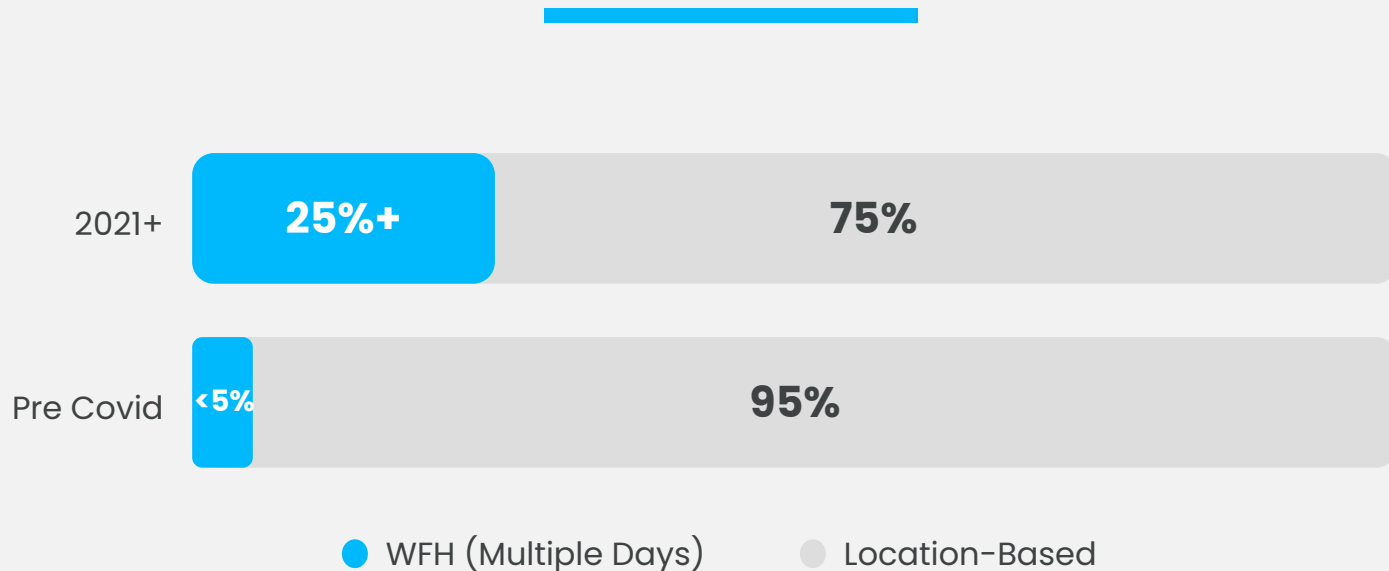
3

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

HYBRID WORK CREATES NEW OPPORTUNITIES



4 SHIFT FROM PRODUCTS TO SYSTEMS



1

Video
Becoming
The Norm

2

Video Cloud is
Dominant

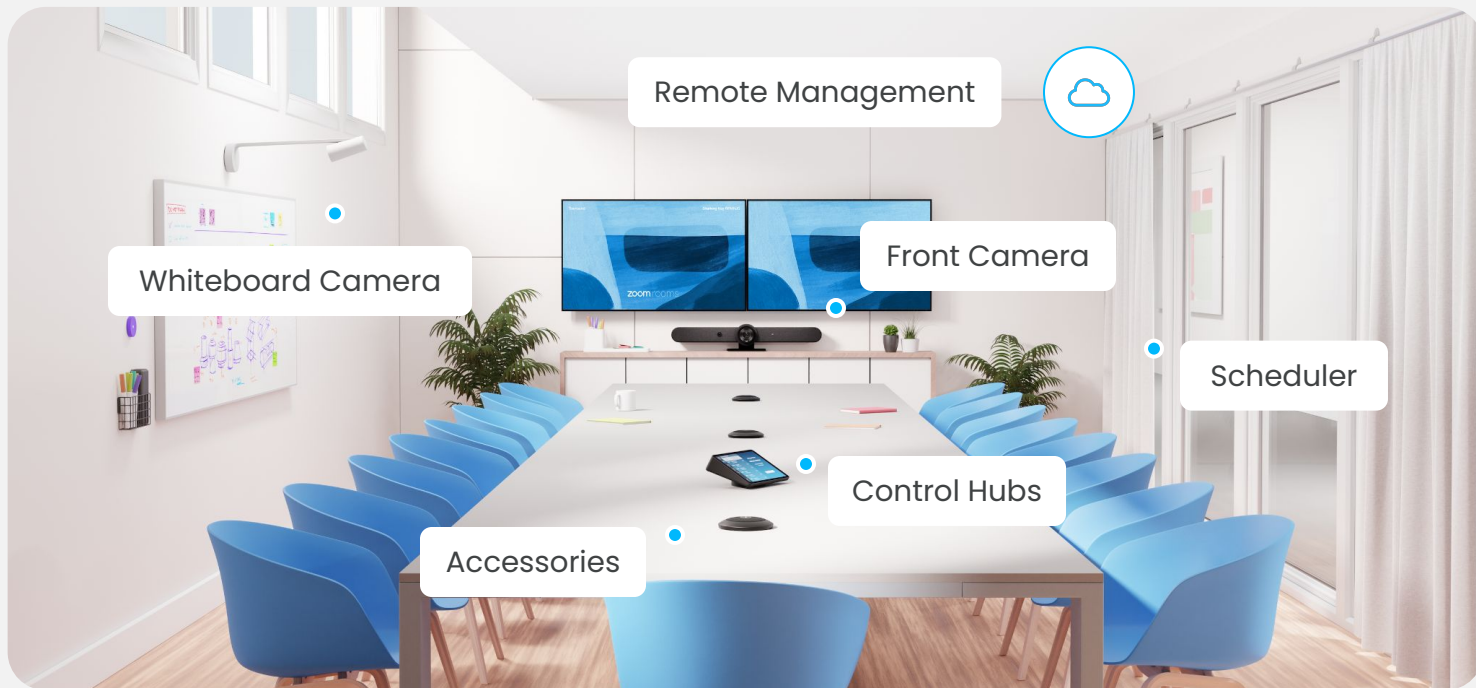
3

Hybrid Work
Creates New
Opportunities

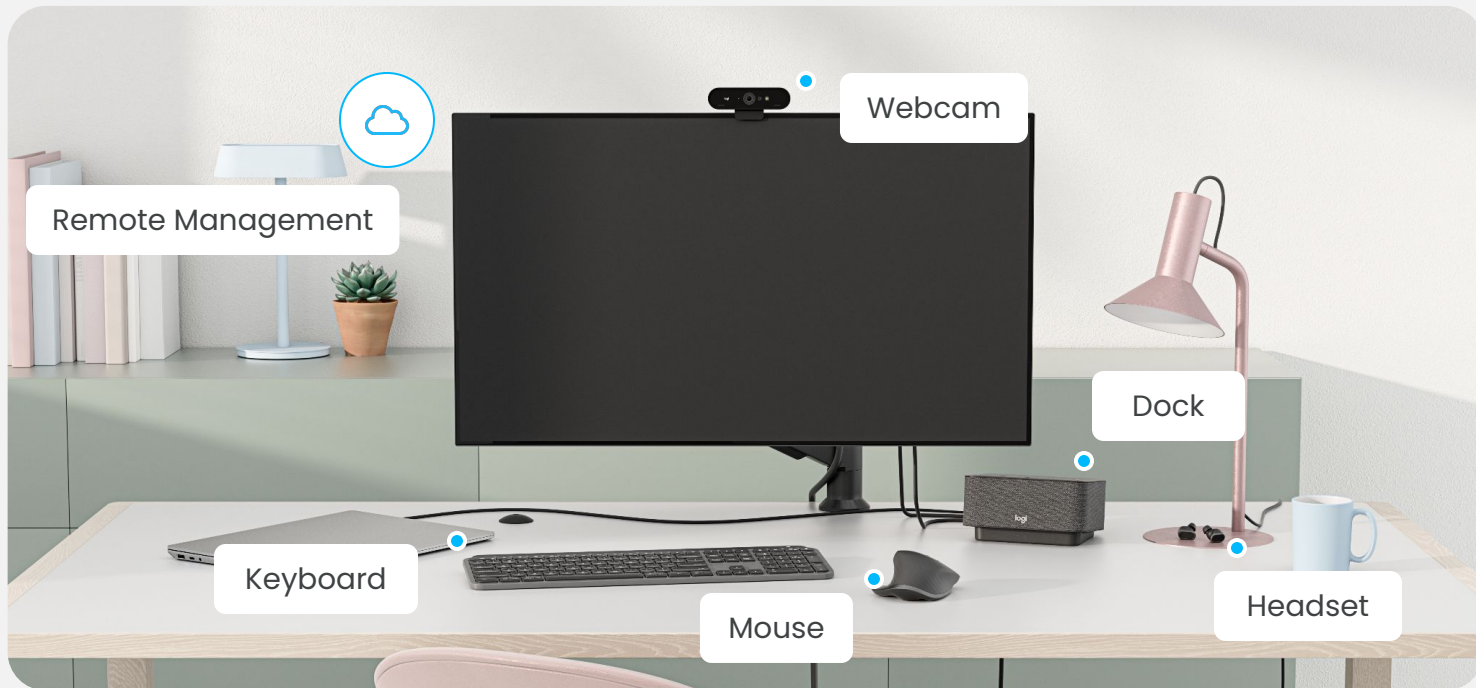
4

Shift from
Products
to Systems

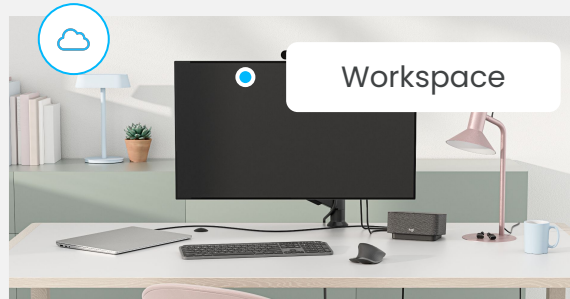
4 SHIFT FROM PRODUCTS TO SYSTEMS



4 SHIFT FROM PRODUCTS TO SYSTEMS



SYSTEMS APPROACH NEEDED ACROSS ORG



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

NEC

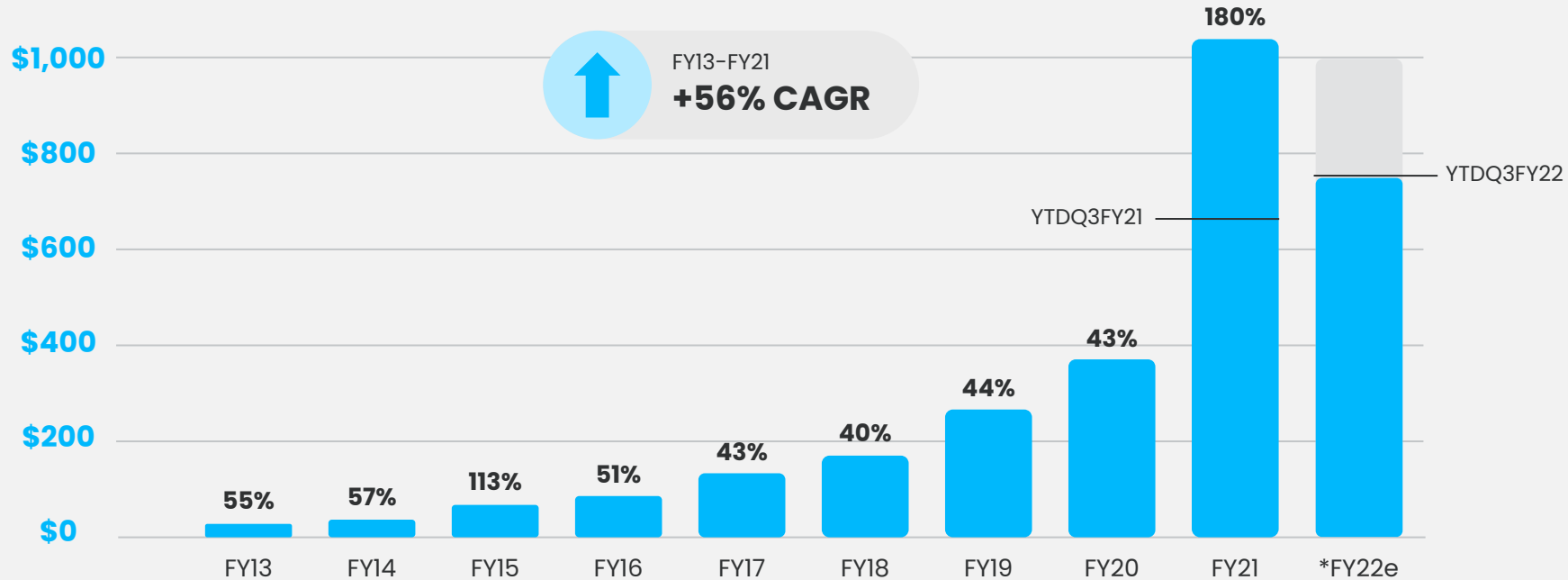


SECTION TWO

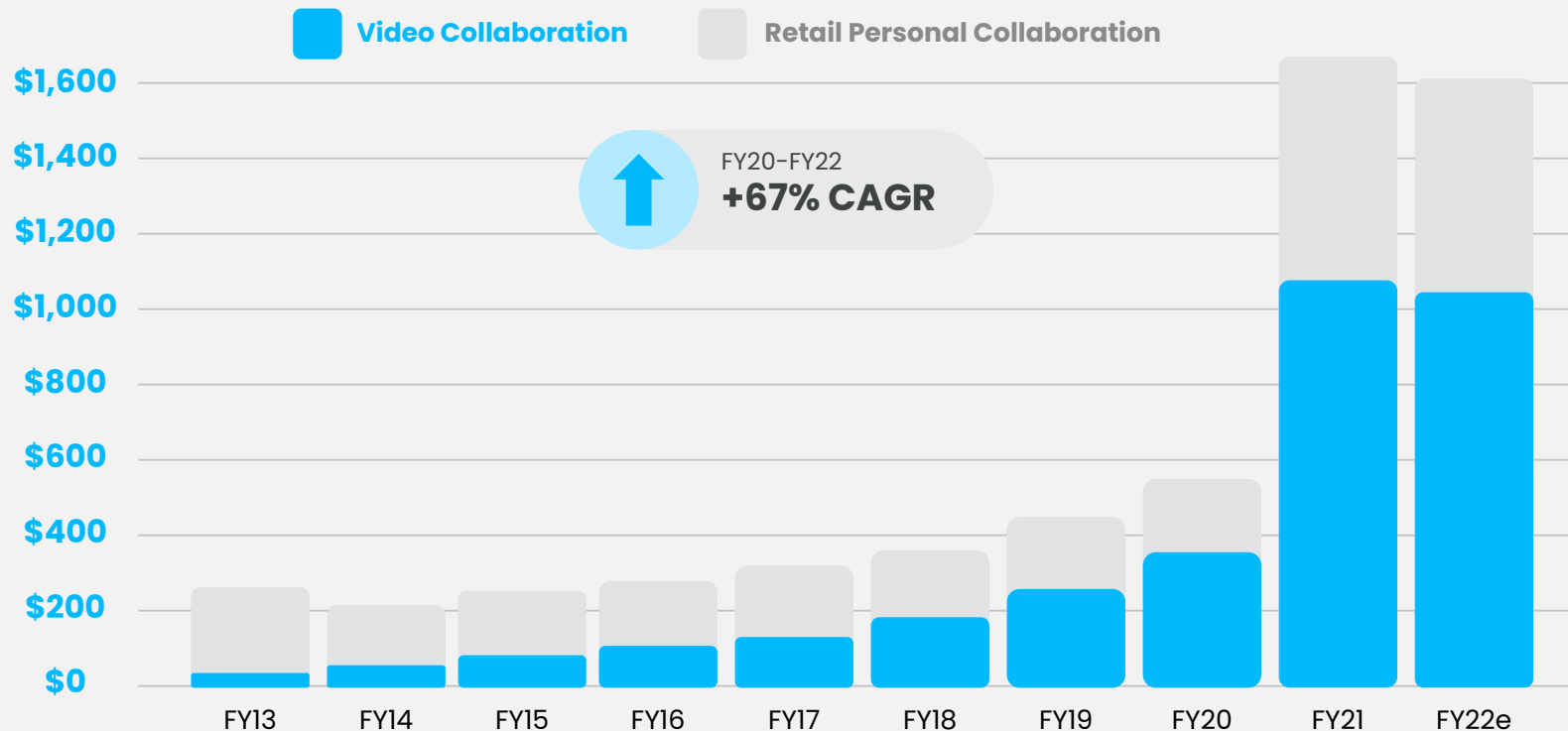
WHAT WE'VE DONE



LOGITECH VIDEO COLLABORATION TRIPLED DURING THE PANDEMIC

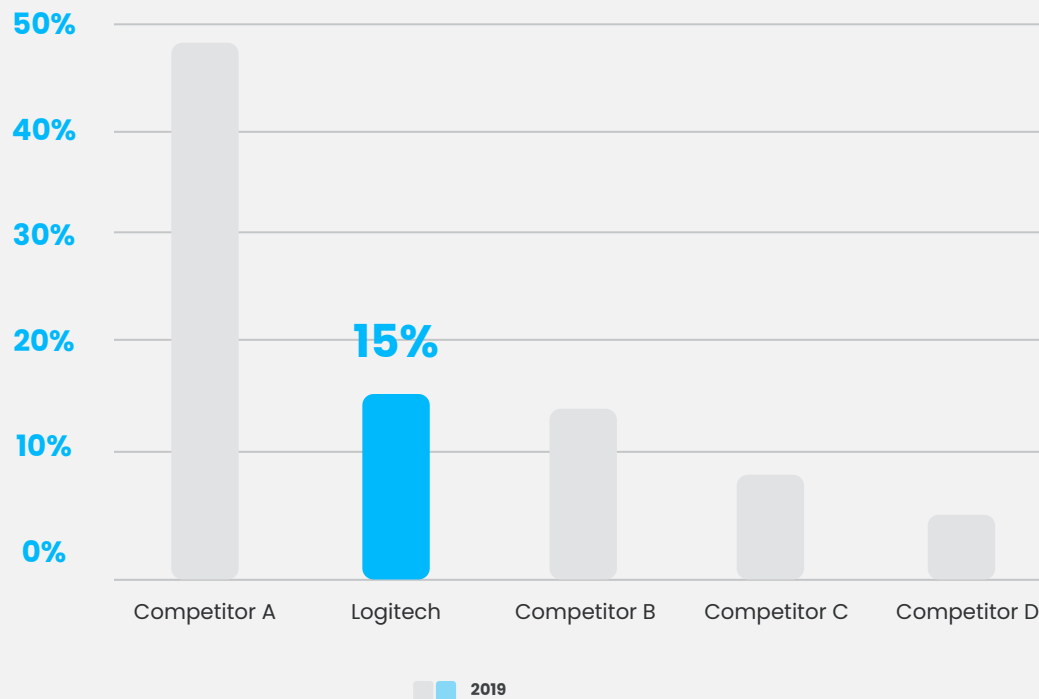


COLLABORATION \$1.6B WITH RETAIL; POISED TO BECOME THE NEXT \$2B CATEGORY



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

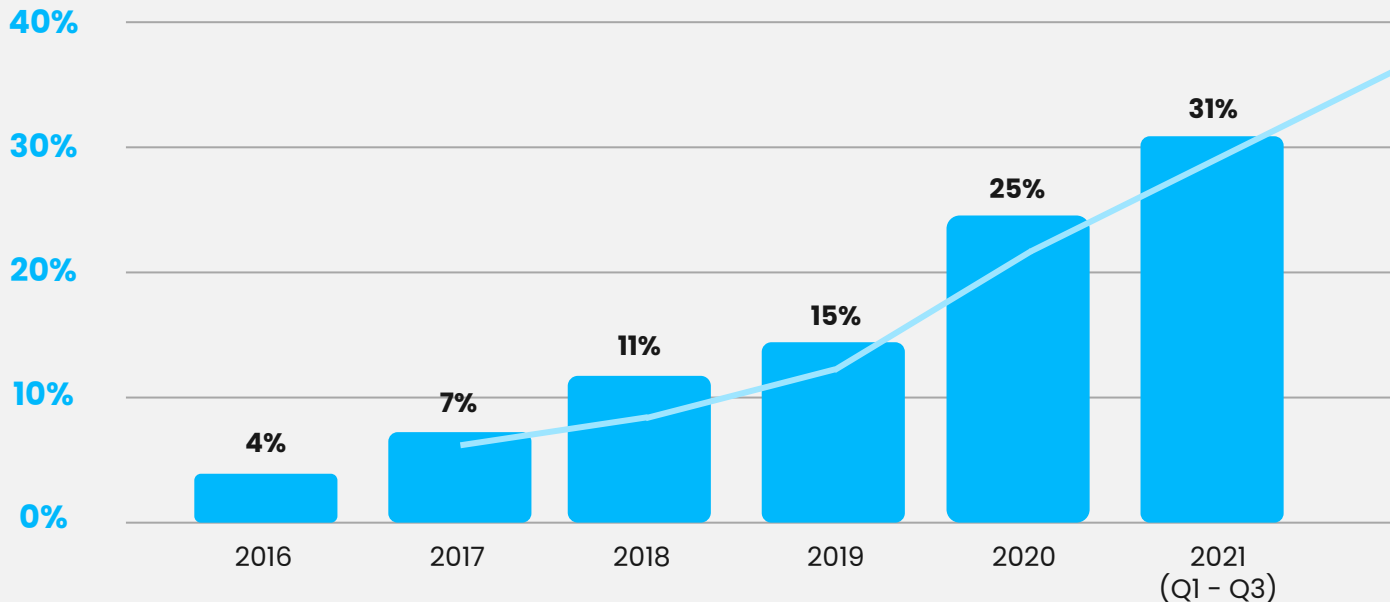


Note: Figures based on Synergy Research.

FROM SMALL PLAYER TO NEARLY 1/3RD OF OVERALL VC MARKET IN REVENUE

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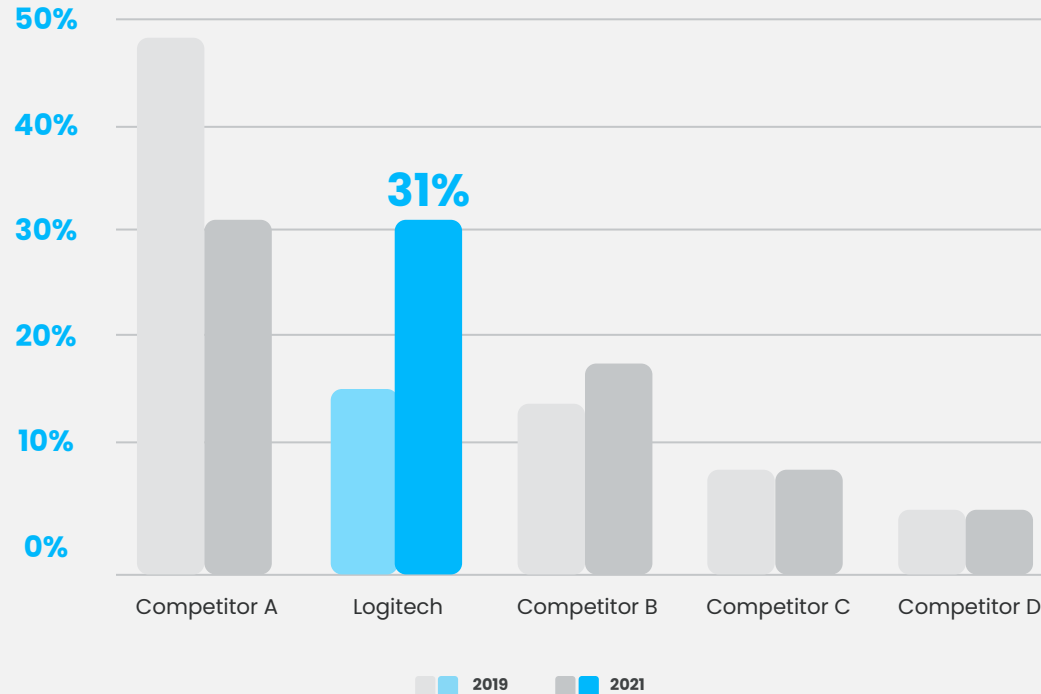
LOGITECH MARKET SHARE REVENUE



Note: Rounded figures based on Synergy Research.

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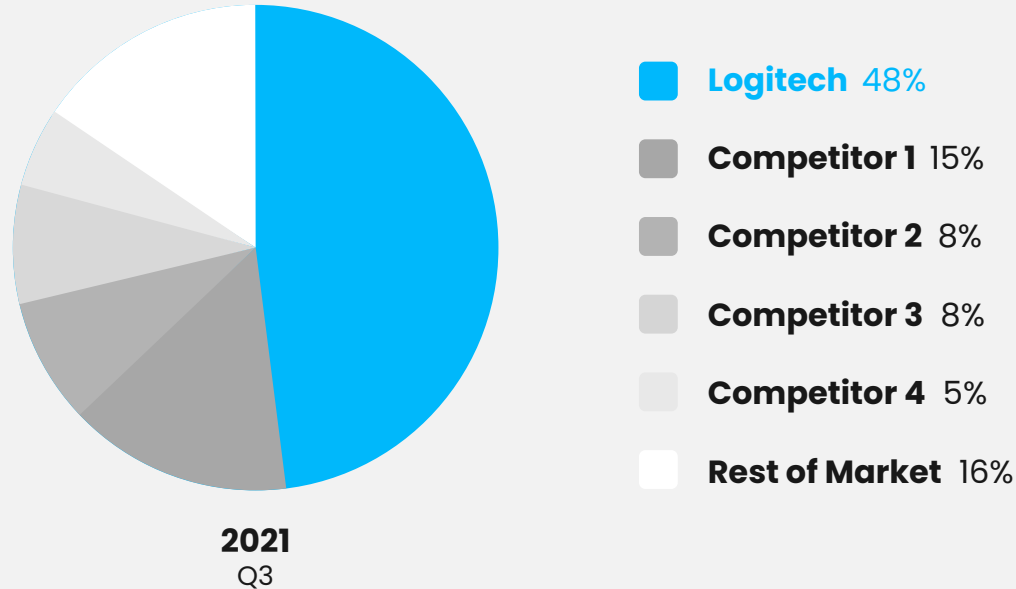
IN 2021, TIED FOR #1 OVERALL REVENUE



Note: Figures based on Synergy Research.

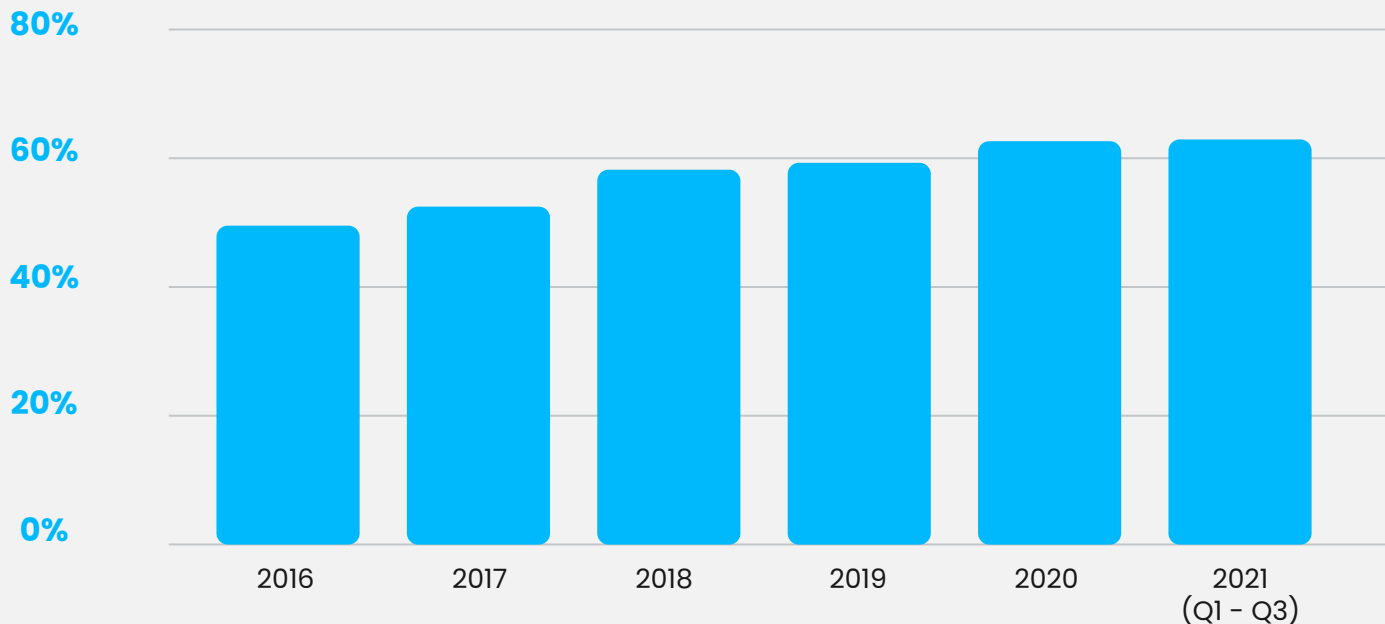
1 OUT OF EVERY 2 VC ROOMS WW ON LOGI

LOGITECH PERCENTAGE OF MEETING ROOM INSTALLS



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



A man in a red shirt is seated at a white desk, gesturing with his hands while speaking. Two other people, a man in a purple shirt and a woman in a light blue top, are seated behind him, looking towards the camera. The background includes a potted plant and a white wall.

RIGHTSIGHT 2.0: ADDING AI FOR THE BEST VIEW



LOGITECH SYNC: RAPID ENTERPRISE ADOPTION

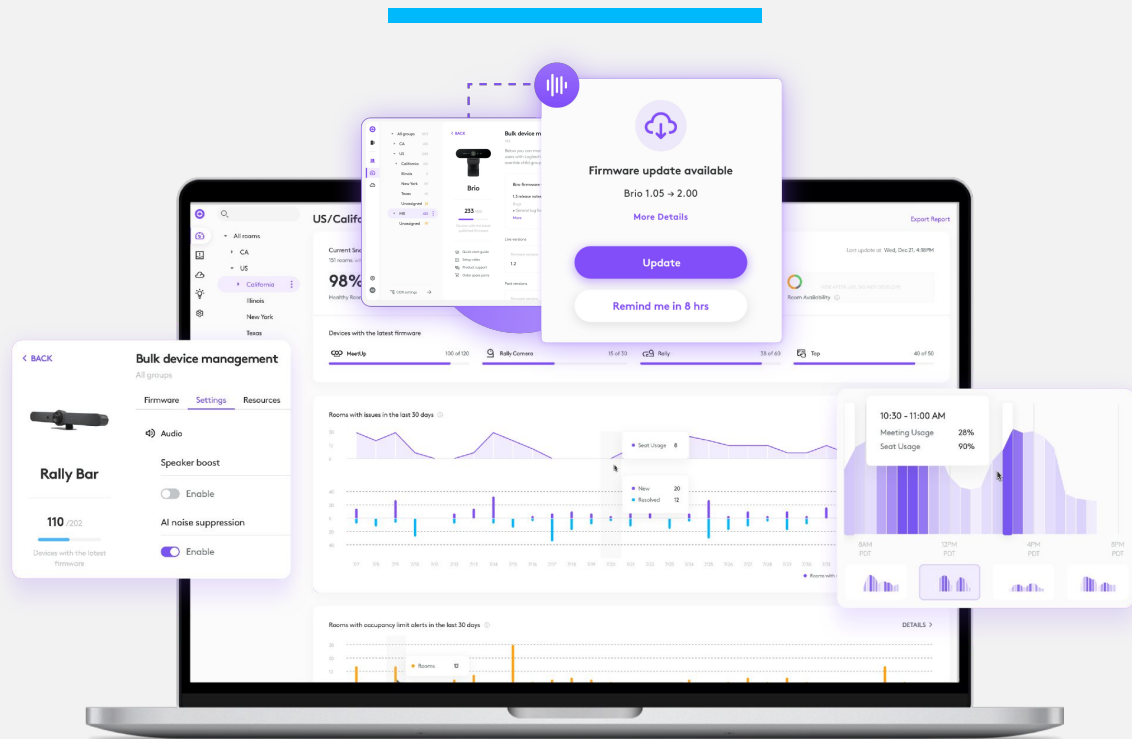
1,200

25,000+

March, 2020

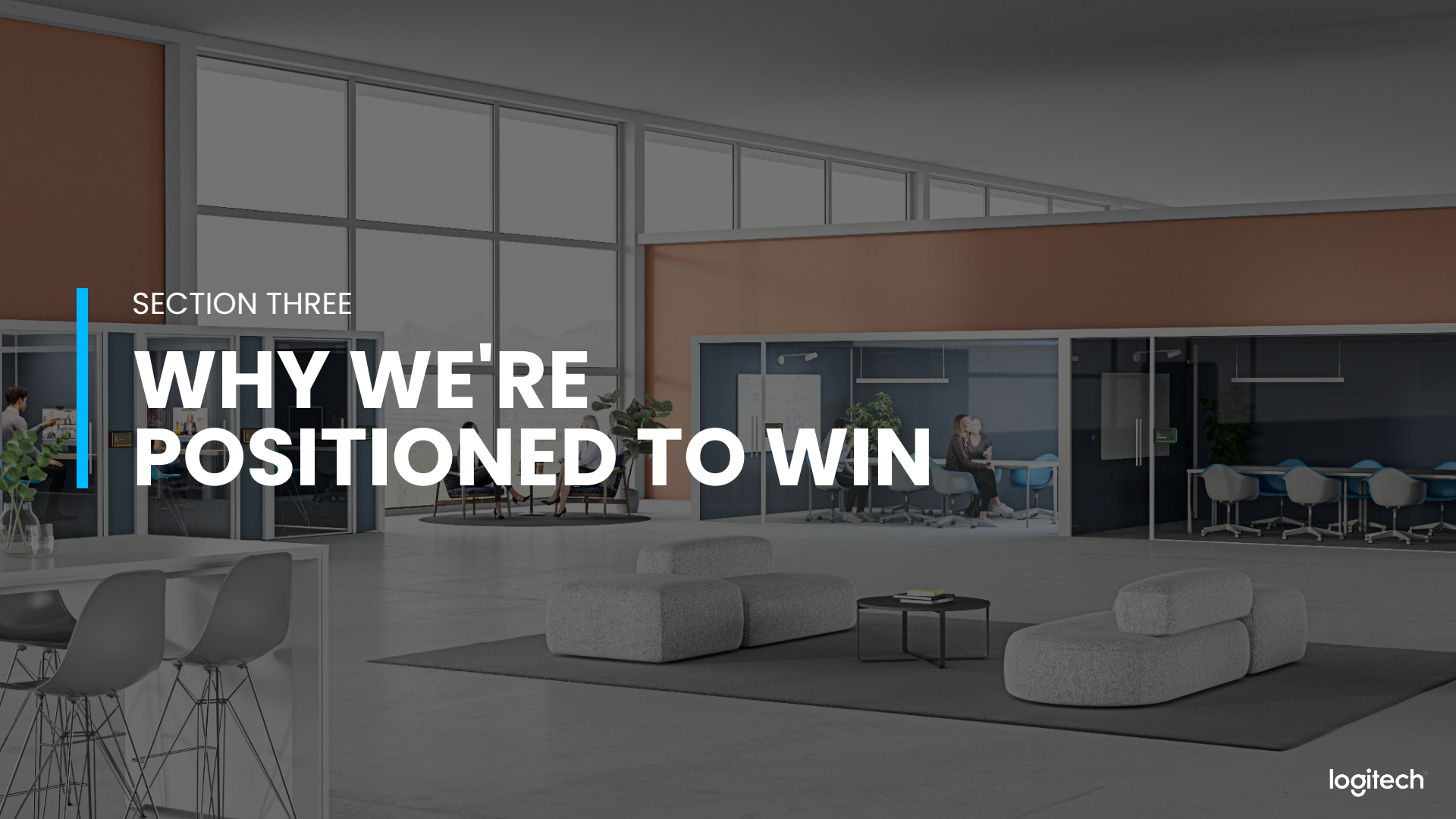
March, 2022

ADDING PERSONAL DEVICES FOR LOGITECH SYNC



LOGITECH SELECT: DISRUPTIVE ARR SERVICES

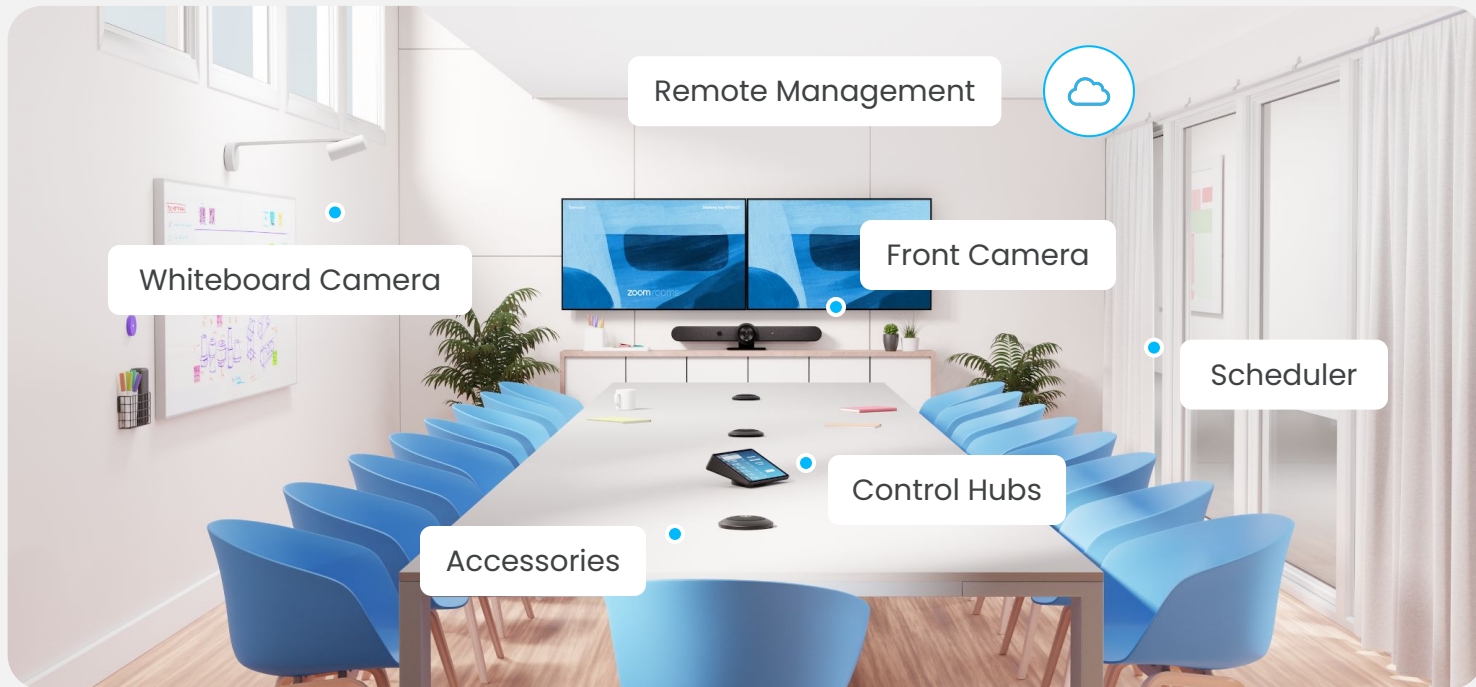


A modern office interior with large windows and glass-walled meeting rooms. The space is open and bright, with a mix of grey, blue, and orange tones. In the foreground, there are grey modular sofas and a small black coffee table. In the background, there are glass-walled meeting rooms with people working inside. A blue vertical bar is on the left side of the image.

SECTION THREE

WHY WE'RE POSITIONED TO WIN

4 SHIFT FROM PRODUCTS TO SYSTEMS



WE'VE BUILT OUT OUR GLOBAL GO-TO-MARKET TEAM

... AND BUILDING **ENTERPRISE SALES**...

Startup



**SMALL NUMBER OF
VC SPECIALISTS**

logitech



**GLOBAL TEAM OF
COLLABORATION
SPECIALISTS**

Conglomerate



**SALES
GENERALISTS**

BEST POSITIONED TO WIN

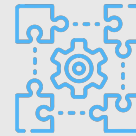
Video is here to stay,
way more growth ahead



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

CREATIVITY & PRODUCTIVITY

Delphine Donne-Crock
March 2022

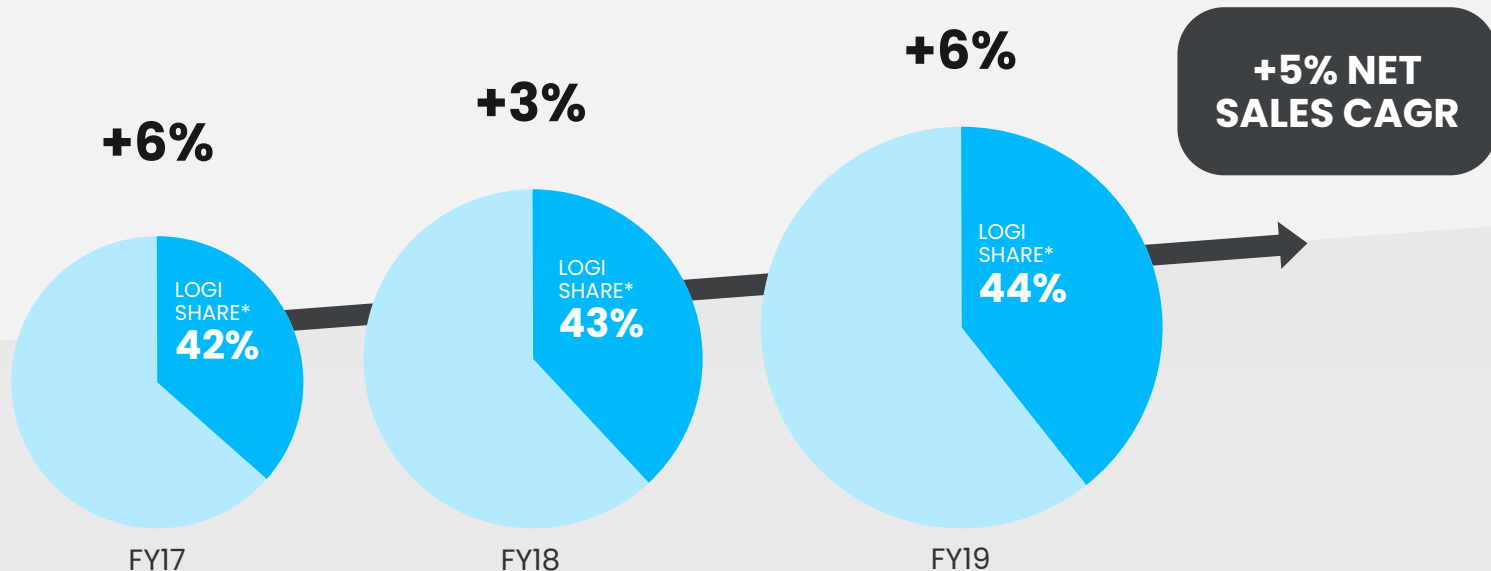
A woman with an orange beanie and a light blue t-shirt is sitting at a wooden desk in a creative workspace. She is smiling and looking at a computer monitor. The desk is cluttered with various items: a blue water bottle, a white mug with a polka-dot pattern, a pen holder with colorful pens, a Rubik's cube, and some papers. The background wall is decorated with several framed pictures and posters, including one that says "I'LL COME BACK". A window on the right side of the frame shows green foliage outside. The overall atmosphere is warm and creative.

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



THEN WE CHANGED OUR APPROACH



NOW WE DESIGN AROUND EACH AUDIENCE



NOW WE DESIGN AROUND EACH AUDIENCE

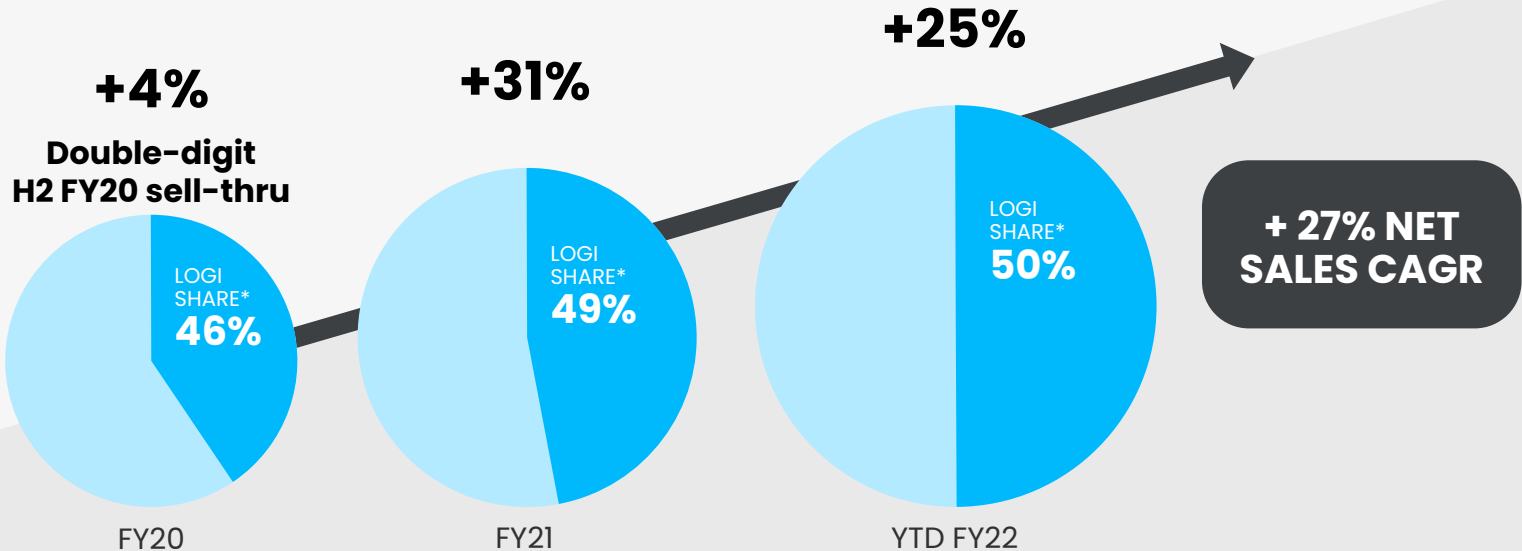


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OUR “EACH-AUDIENCE” APPROACH UNLEASHES ACCELERATED GROWTH

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

**NET SALES
GROWTH**
USD



THE FUTURE IS FULL OF OPPORTUNITY

**+ MORE
PEOPLE**

**+ MORE
SPACES**

**+ MORE DIGITAL
ACTIVITIES &
OPPORTUNITIES**

E.G. METAVERSE

MACRO TRENDS WILL DRIVE OUR GROWTH AHEAD



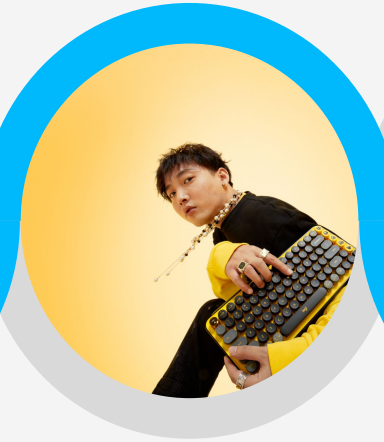
1

WORK & LEARN
FROM ANYWHERE



2

NEW DIGITAL
WORKER & CREATOR
JOBS



3

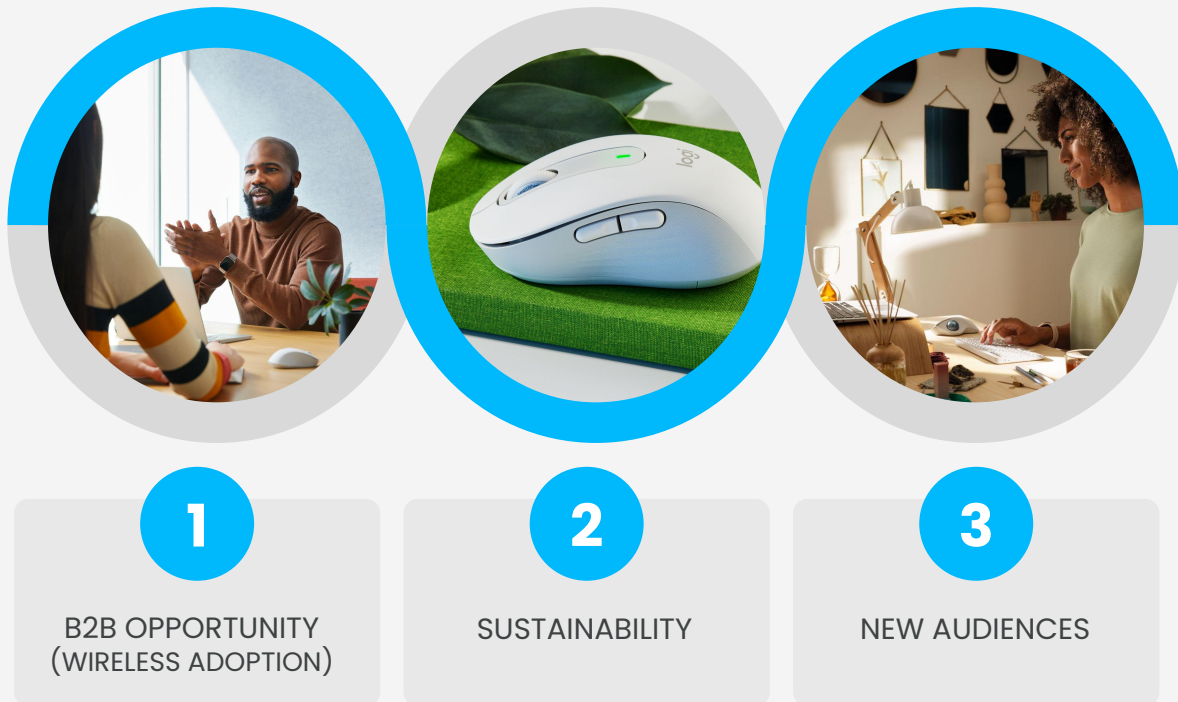
CHINA & EMERGING
MARKETS



4

WELL-BEING AT
WORK

OUR CAPABILITIES ALSO DRIVE GROWTH



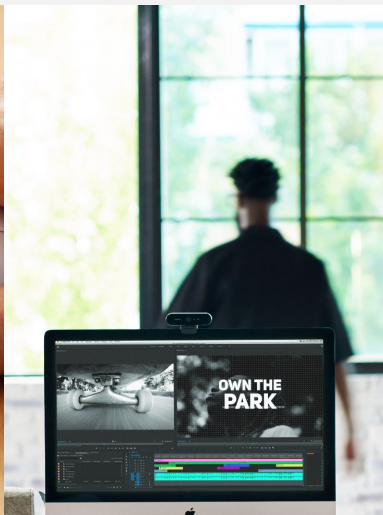
GROWTH UPON GROWTH, WITH LOGI IN THE DRIVER'S SEAT



5 WAYS TO TAKE ADVANTAGE OF THE OPPORTUNITY



**DIFFERENT FOR EACH
AUDIENCE**



**PEOPLE- CENTERED
INNOVATION**



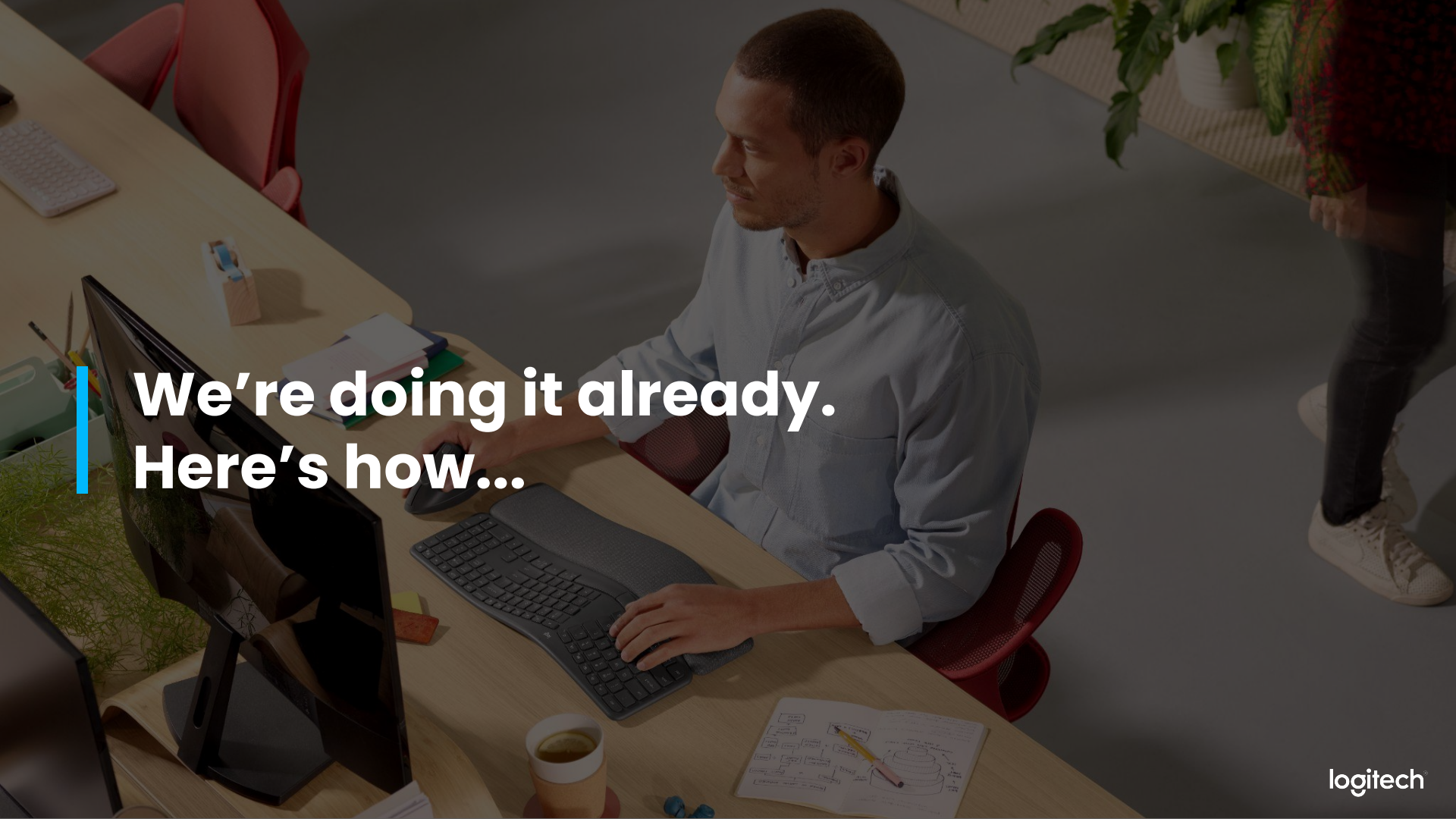
**BRAND &
CUSTOMER LOYALTY**



CHINA & B2B



SUSTAINABILITY

A man in a light blue button-down shirt is sitting at a wooden desk, working on a computer. He is using a Logitech keyboard and a Logitech mouse. On the desk, there is also a cup of coffee and a notebook with diagrams. In the background, there is a red office chair, a potted plant, and another person standing. The scene is dimly lit, with the primary light source coming from the computer monitor.

**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



logitech

SECURITY WINS

High performance, FIPS-compliant wireless.



logitech.com/workdesk



LOGI BOLT FOR BUSINESS
logitech.com/workdesk



**NEXT-GEN WIRELESS
TECHNOLOGY**

**FULL ENCRYPTION & SECURE &
ROBUST CONNECTIONS**

CONNECT YOUR WAY

NEW OPTIONS+ SOFTWARE

WORKS WITH ALL OS & SCREENS

SIGNATURE M650 WIRELESS MOUSE



**SCROLLS SMARTER.
FITS BETTER.**

SIGNATURE M650



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

+26%
FY20

+85%
FY21

+53%
YTD FY22

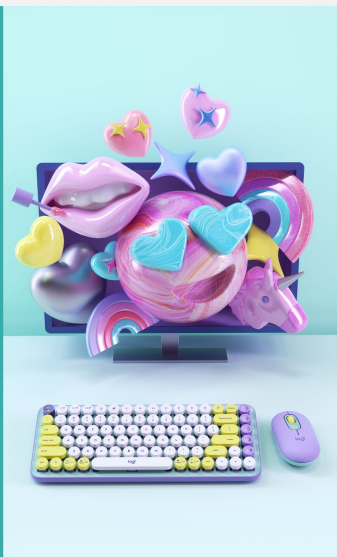
LOGITECH POP KEYS & POP MOUSE



logitech

PERSONALITY THAT
POPS

POP KEYS AND POP MOUSE
WITH CUSTOMIZABLE EMOJI



UNLIMITED SELF-EXPRESSION

EMOJI KEYCAPS

CONNECT YOUR WAY

WORKS WITH ALL OS & SCREENS

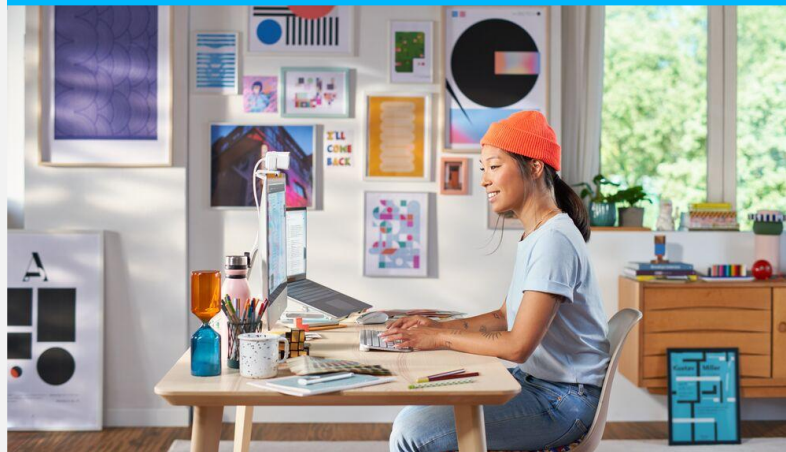


A SOLUTION FOR ALL PEOPLE'S WORKSPACES

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



GAMING

Ujesh Desai
March 2022



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**

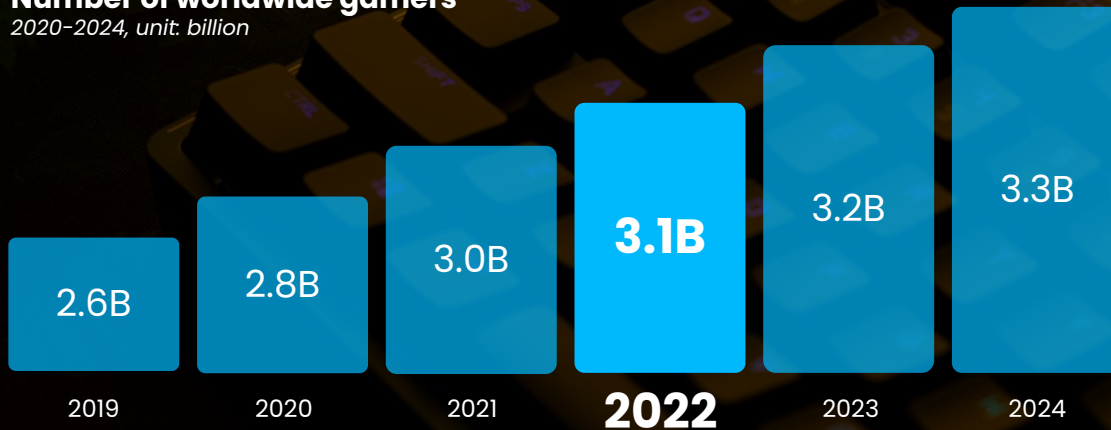


1 GAMING IS A MASS ENTERTAINMENT ACTIVITY

WORLDWIDE GAMERS SET TO PASS **3 BILLION**

Number of worldwide gamers

2020-2024, unit: billion

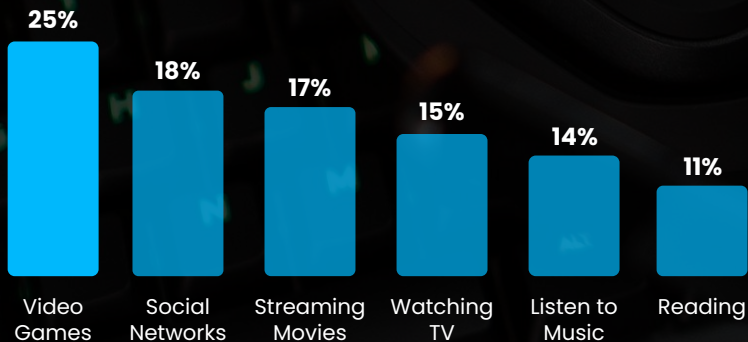


1 GAMING IS A MASS ENTERTAINMENT ACTIVITY

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

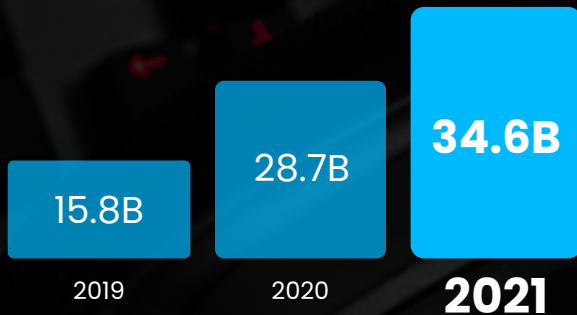
Gen Z Prefers Gaming Over Social Networks, Movies & Music

Choice of Favorite Entertainment Activity



Game Livestreaming is Mainstream and Growing

YoY Hours Watched (billion hours)



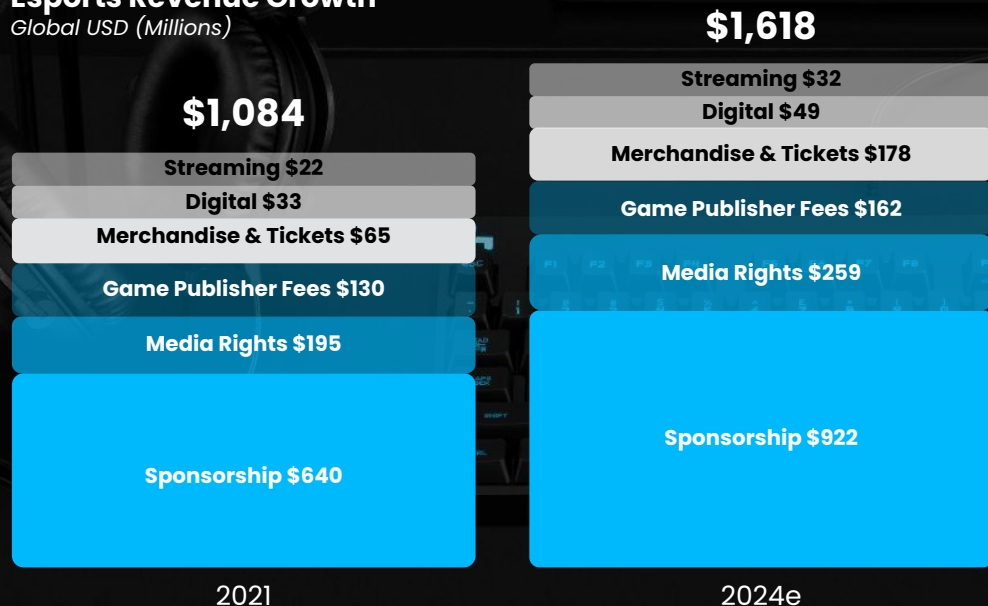


2 ESPORTS CONTINUES TO GROW

ESPORTS MARKET PROJECTED TO **GENERATE \$1.6B REVENUE BY 2024E**

Esports Revenue Growth

Global USD (Millions)



2021

2024e

Source: Newzoo Global Esports and Streaming Market Report 2021

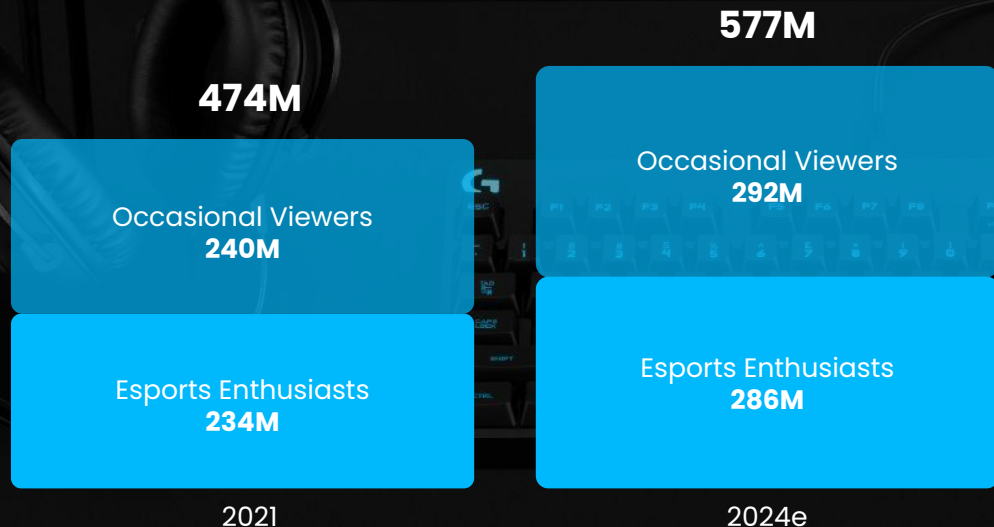


2 ESPORTS CONTINUES TO GROW

GLOBAL ESPORTS AUDIENCE WAS 474M IN 2021

Esports Viewership

Global Audience (M) and YoY Change



2021

2024e

Source: Newzoo

Source: Newzoo: How different generations engage with gamers





ZERO OPPOSITION

PLAY TO WIN

PRO SERIES. ESPORTS GEAR FOR CHAMPIONS.





PLAY TO WIN

ZERO OPPOSITION

LATEST. LIGHTEST. ENGINEERED TO WIN.



PRO X SUPERLIGHT



3 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



3 CLOUD GAMING WILL EXPAND THE MARKET

Snack

< 20mins

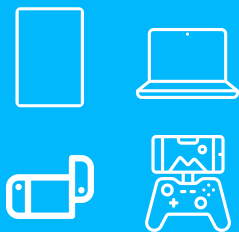


Mobile Gaming

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





4 GAMING IS DRIVING THE METAVERSE

GAME DEVELOPERS AND CONTENT CREATORS ARE LEADING THE WAY

“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.”

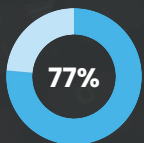
Crucible's CEO and Co-Founder, Ryan Gill

4 GAMING IS DRIVING THE METAVERSE

THE METAVERSE WILL ATTRACT NEW GAMERS AND EXISTING GAMERS WILL PLAY MORE



Interest in the metaverse **increases intent to start playing games**

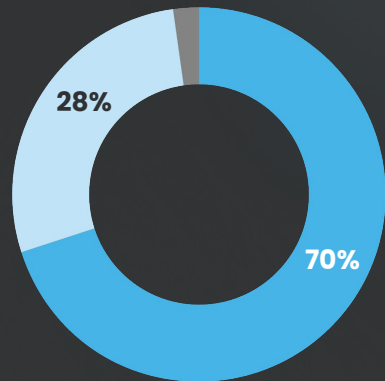


of non-gamers indicate they will **play games in the future**

More broadly, all consumers agreed that participation in the **metaverse would increase their game play**

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

- Play More
- The Same
- Play Less

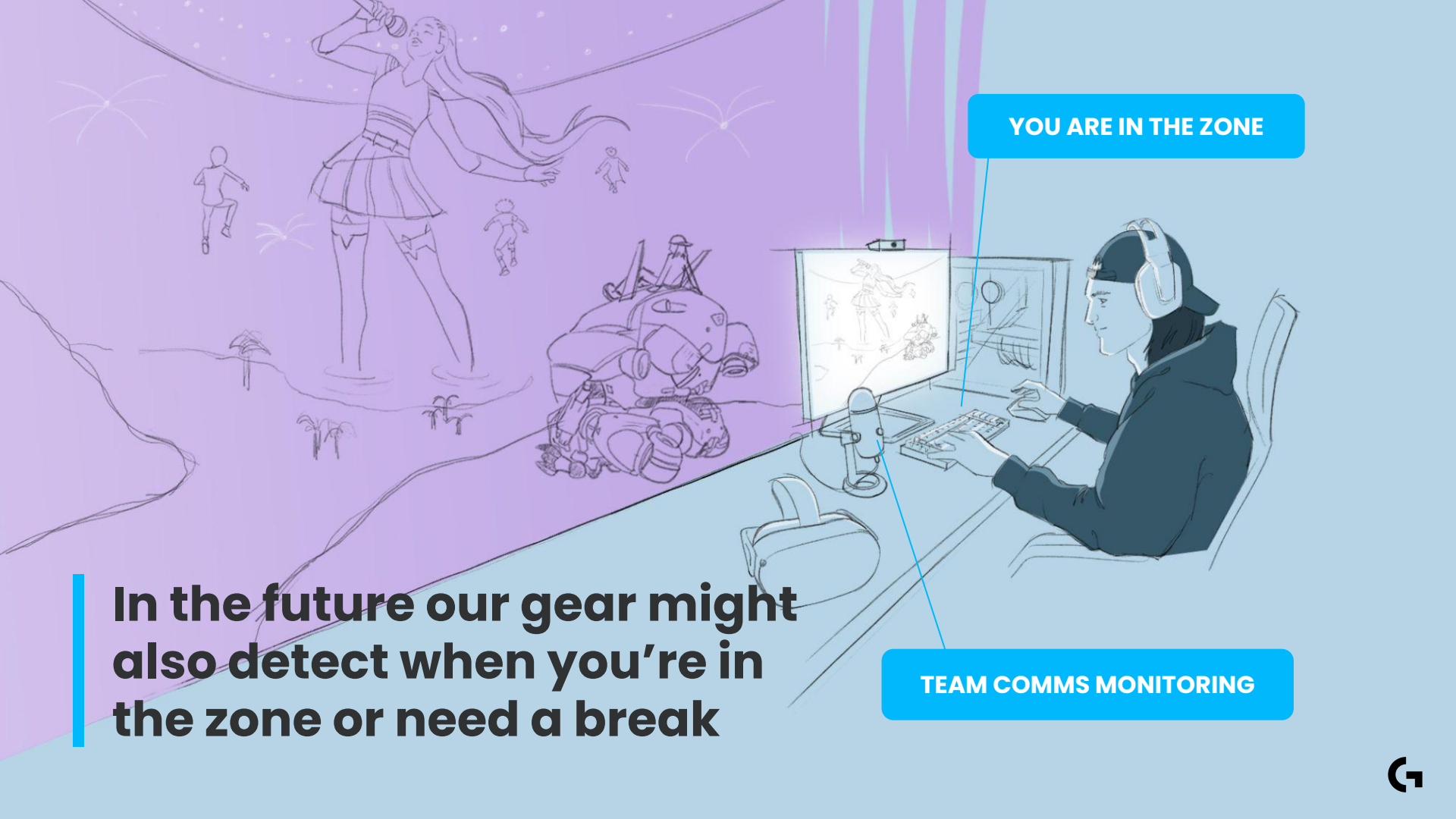




**Gaming avatars and our gear will
be the keys to access, interact &
create in the Metaverse**

Ariana Grande concert in Fortnite by Epic Games





YOU ARE IN THE ZONE

In the future our gear might also detect when you're in the zone or need a break

TEAM COMMS MONITORING



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

logitech® for creators

logitech[®]
for creators

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



FUTURE

MEDIA COMPANIES

Hundreds of TV shows
consumed by billions.

CREATORS

Hundreds of millions of
"shows" that cater to billions.

INFLUENCER MARKETING RAPIDLY EXPANDING



+52%
CAGR

2016

\$1.7B
REVENUE

2021

\$13.8B
REVENUE



40% OF CONSUMERS ARE ALREADY PAYING CREATORS DIRECTLY

New Donation

Ariana Barros donated \$45

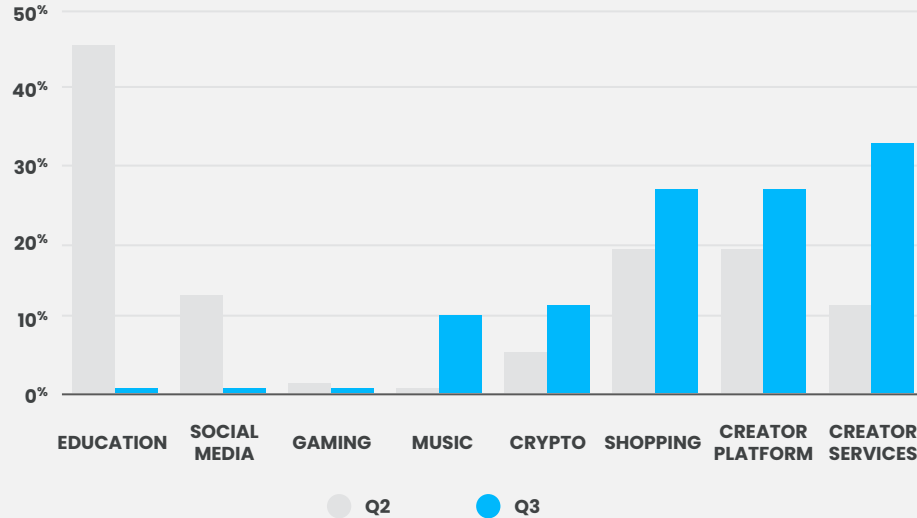


<https://www.campaignlive.com/article/direct-to-fan-marketing-skyrockets-consumers-pay-creators-directly/1731143>

CREATOR ECONOMY

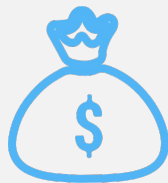
CHASING THE CREATOR ECONOMY

The % of total funding for creator economy startups by subsector



**VC INVESTMENTS HIT
\$5B
IN 2021**

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

PUBLISHED TUE, APR 27 2021-3:11 PM EDT | UPDATED TUE, APR 27 2021-4:35 PM EDT

<https://www.cnbc.com/2021/04/27/zuckerberg-announces-new-ways-for-instagram-creators-to-make-money.html>



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

<https://techcrunch.com/2021/02/25/twitters-super-follow-creator-subscription-takes-shots-at-substack-and-patreon/>



Discord Ramps Up Creator Monetization With Monthly Memberships

By James Hale • 12/07/2021 • [f](#) [t](#) [in](#) [e](#)

<https://www.tubefilter.com/2021/12/07/discord-premium-memberships/>



TECH • SCIENCE • MORE

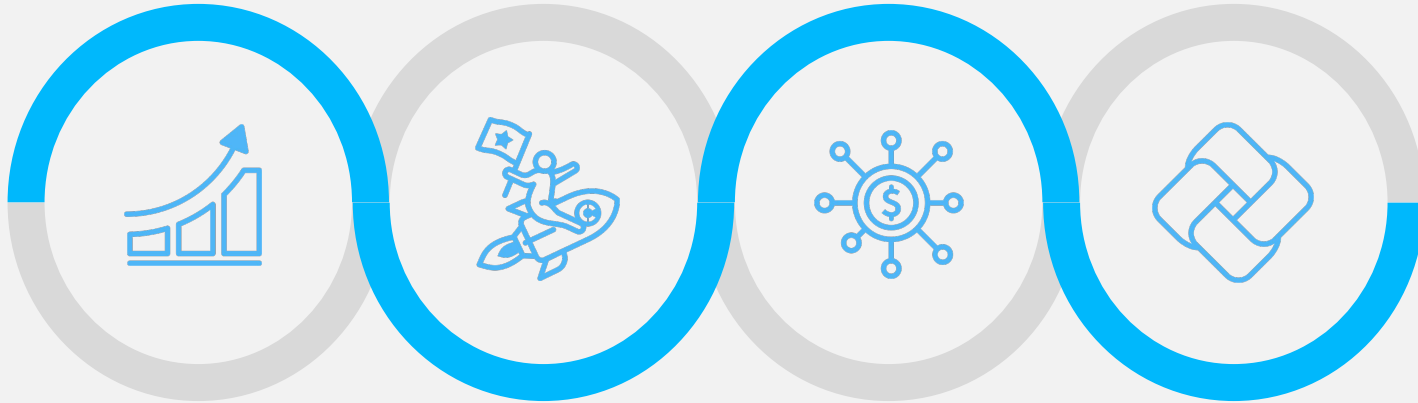
TikTok rolls out Creator Next and expands money-making opportunities for creators

TikTok is also making its Tips feature available to more creators

By Emma Roth | Dec 1, 2021, 1:31pm EST

<https://www.theverge.com/2021/12/1/22018071/tiktok-creators-next-monetization-tips-video-gifts>

MARKET TRENDS & CREATOR OPPORTUNITY



1

Creator economy is booming

2

Creators need help to make it a career

3

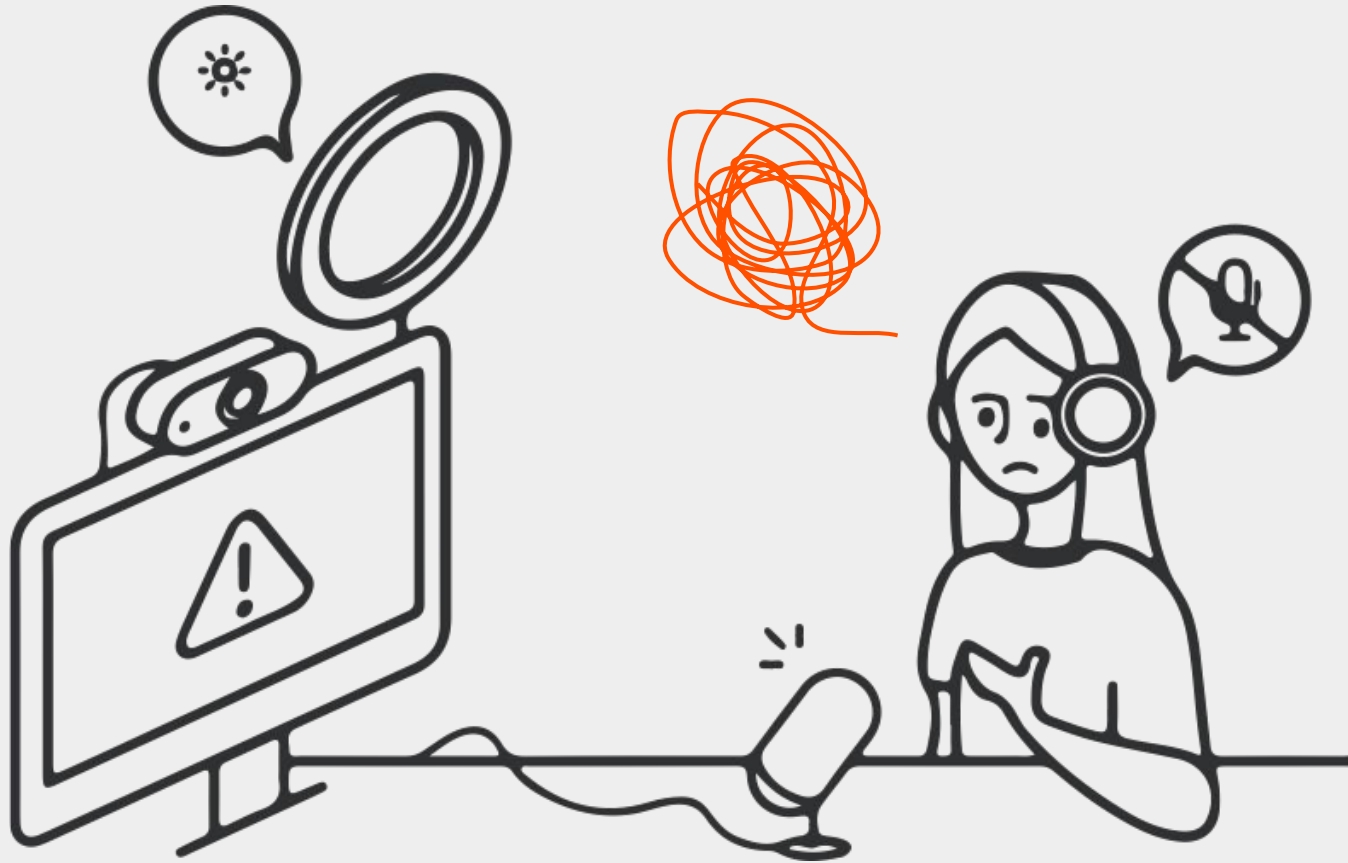
Diversification of creator monetization

4

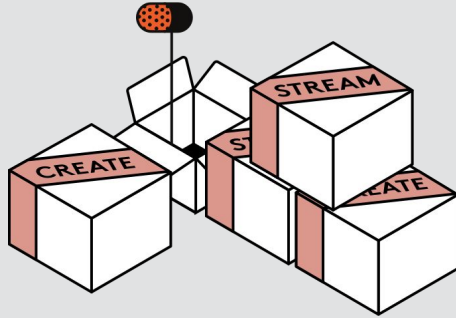
Shift from products to solutions

EMERGENCE OF CREATORS AS BUSINESSES

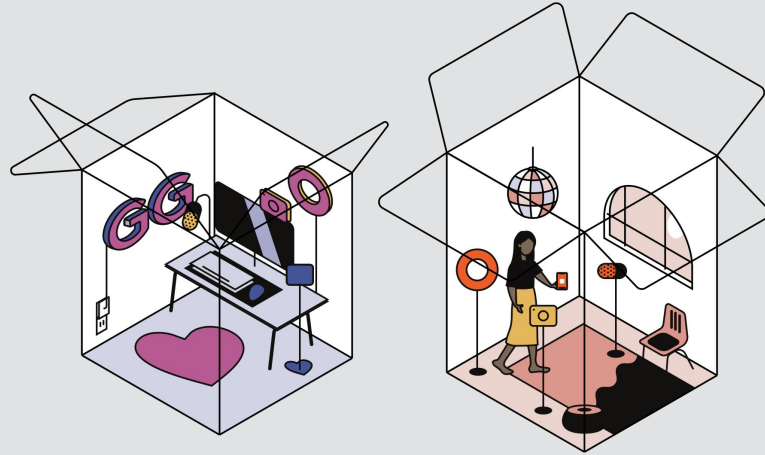




FROM PRODUCTS TO STUDIOS



Hardware | Software
creator products



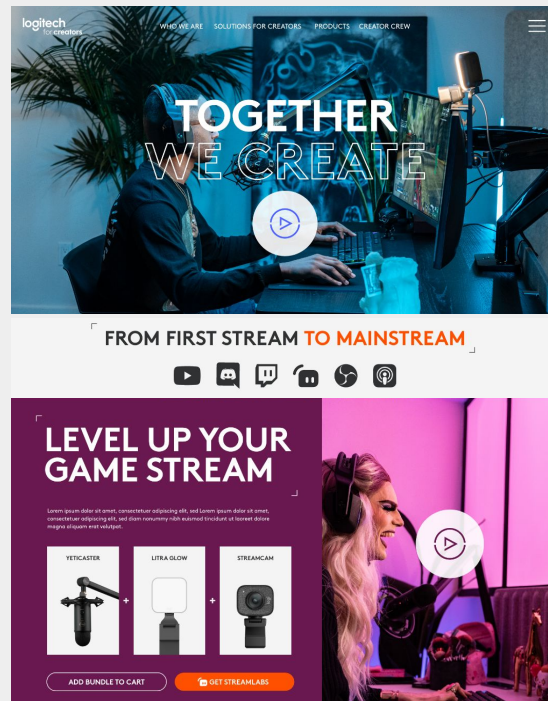
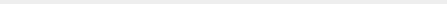
Hardware & Software
creator studios

DEDICATED STUDIO



ANYWHERE STUDIO







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

HIGH QUALITY

Global Manufacturing



Owned & outsourced
Large volume;
200M+ Units

COST OPTIMIZED

Global Distribution



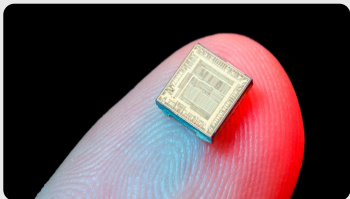
Reaching 80 countries
200K M3 shipped per year

Customers & Channels

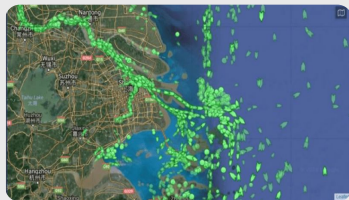


Millions of consumers
Direct, Disti, B2B, .com

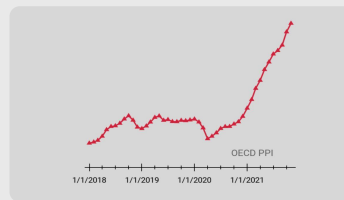
CHALLENGING MACRO ENVIRONMENT



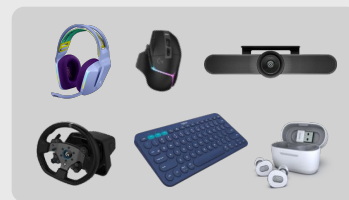
Tough component
market



Port congestion and
longer shipping times



Inflation



Demand variability in
our categories

CONTINUOUS COVID-RELATED DISRUPTIONS

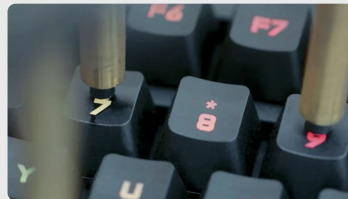
OPERATIONAL CAPABILITIES HAVE ENABLED US TO BE RESILIENT



Margin assurance
design for cost



Competitive diversified
manufacturing



Closed loop
product quality



Customer centric
supply chain value

DIVERSE TALENT



FLAT & ADAPTIVE CULTURE

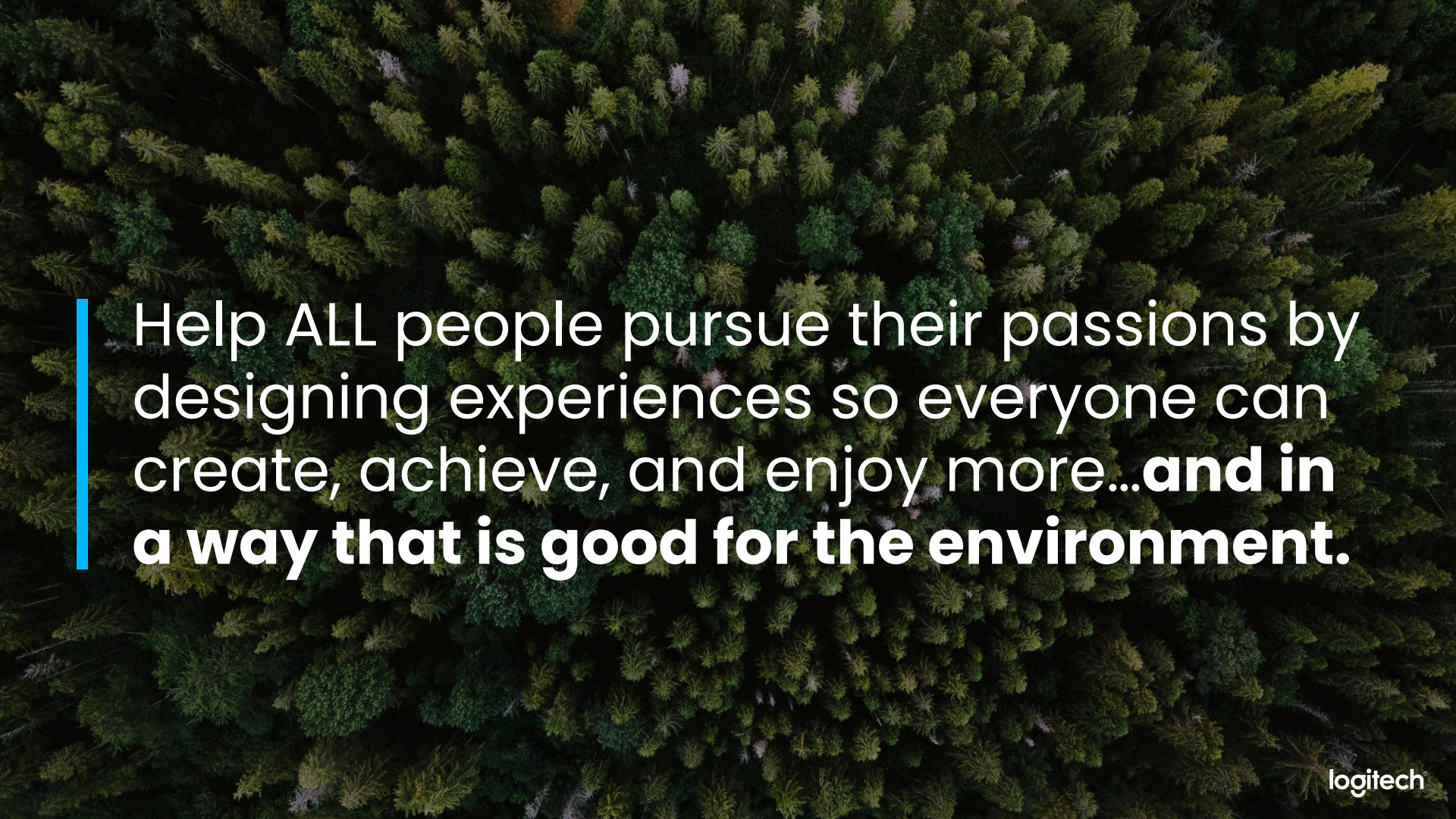


| SUSTAINABILITY

WHY DOES SUSTAINABILITY MATTER TO YOU?

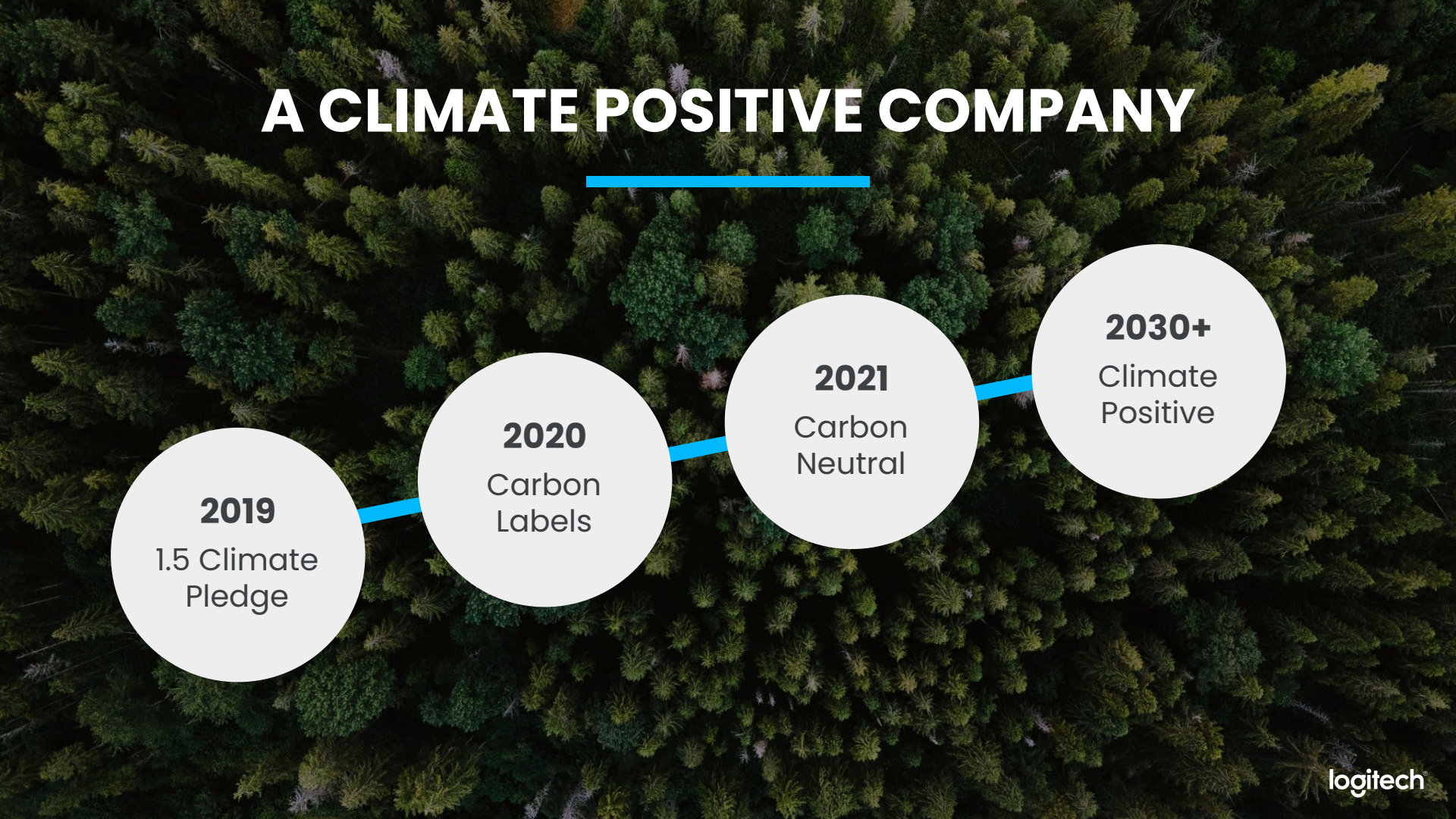
**BRANDS THAT ARE UNIQUELY POSITIONED TO DEMONSTRATE
THE BUSINESS VALUE OF SUSTAINABILITY WILL THRIVE**



An aerial photograph of a dense, lush green forest, likely a coniferous forest, with many trees visible from above. The text is overlaid on the right side of the image.

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

The background of the slide is an aerial photograph of a dense, green forest. A horizontal blue line is positioned below the main title. A diagonal blue line connects four white circular nodes, each containing a year and a climate commitment. The nodes are arranged from left to right, following the path of the blue line.

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



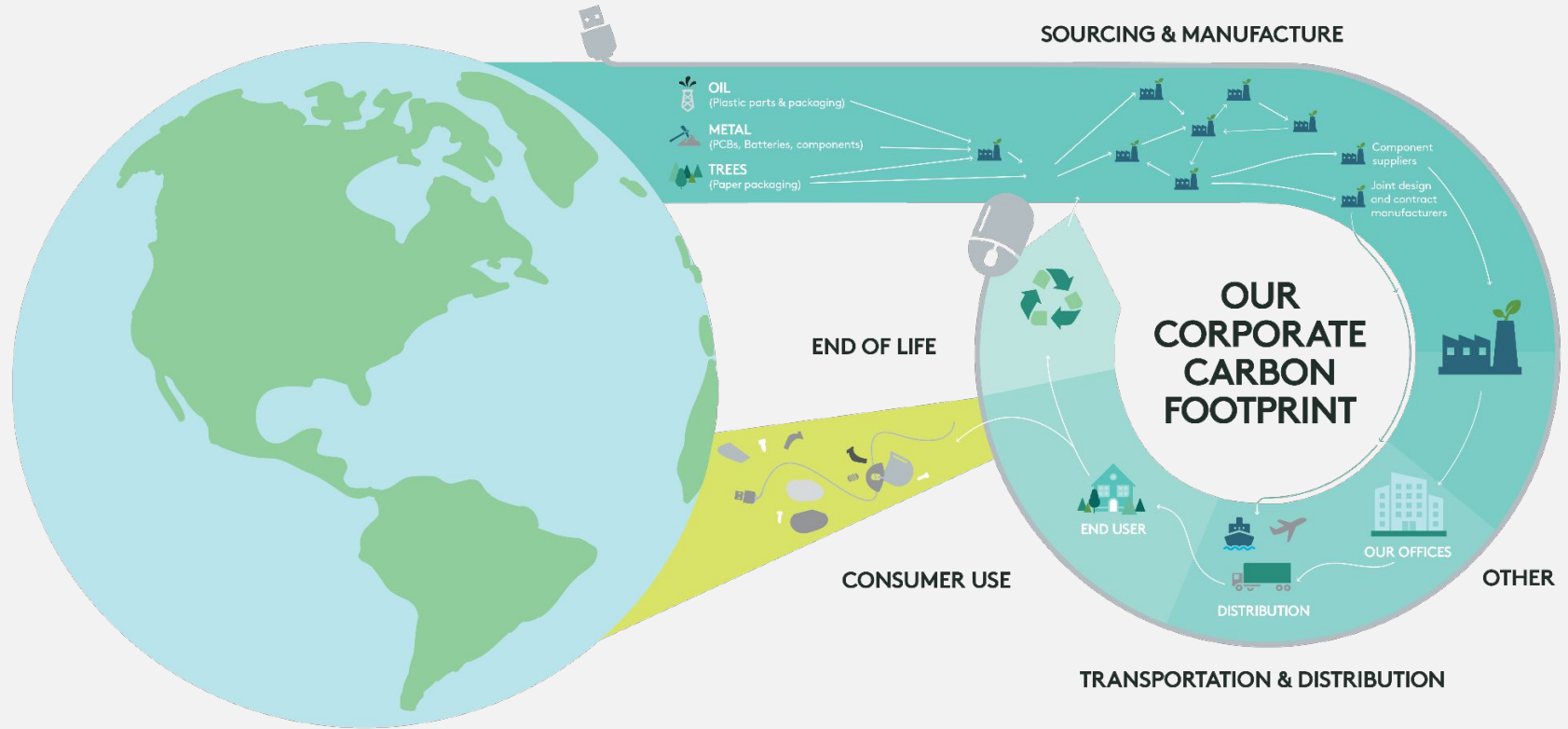
Drive ambitious uptake of **renewable electricity** in our own operations and supply chain

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

RECYCLED PLASTIC (POST-CONSUMER)

62M

devices using
PCR

>8,000t

virgin plastic
eliminated

>1/3

plastics are PCR across
total portfolio

65%

PCR used in C&P mice
and keyboard

RENEWABLE ENERGY

>92%

renewable energy
used worldwide

MATERIALS

100%

conflict mineral free

>1450t

FSC certified materials
used in packaging

100%

PVC free packaging

>90%

water-based paints

Carbon neutral across entire footprint

REDUCING CARBON WHILE DELIVERING NEW & BETTER EXPERIENCES



**G435 LIGHTSPEED
WIRELESS GAMING HEADSET**

Carbon savings
vs. baseline product

Design Principles

40%

- Recycled plastics
- Lightweight product architecture
- Optimization of PCB size



POP MOUSE

18%

- Recycled plastics
- Designed for recyclability
- Zero single use plastic packaging

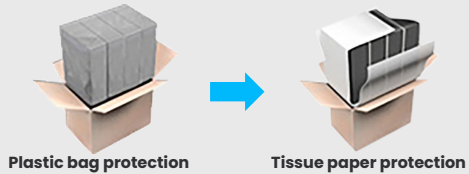


MX KEYS MINI

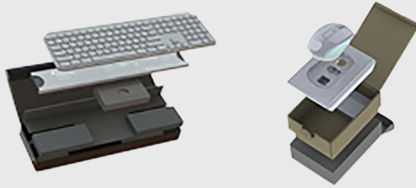
10%

- Recycled plastics
- Weight reduction
- Packaging optimization

PACKAGING THAT IS BETTER FOR THE PLANET



Eliminated **5.6 million plastic bags** during shipping



Eliminated **5.8 million plastic bags** inside packages



Eliminated **>1.1 million plastic clamshells**

OUR GOAL

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

CARBON IS THE NEW CALORIE

First consumer electronics company to commit to providing detailed carbon impact labeling on product packaging across the entire portfolio.



No lighting up to 160 hours
Default lighting up to 160 hours
Compared to previous generation G915
Requires Logitech G HUB software available at logitech.com/GHUB
Battery life may vary based on use and computing conditions

Gaming mode, LIGHTSPEED wireless receiver, charging data cable, accessories case, colored receiver extension sockets, optional 10 weight, optional side buttons (left, right), button cover (left, right), see documentation, 2-year manufacturer's guarantee

Spécifications techniques
Compatible avec POWERPLAY
Éclairage LIGHTSYNC RGB
Conception ambidextre pour droitier ou gaucher
Dimensions: 130x67x40 mm
Poids: 110 g (sans uniquement)
Taux de rapport USB: 1000 Hz (1 ms)
Capteur: HERO 25K
Résolution: 100 à 25 600 ppp

Autonomie¹
Éclairage par défaut: jusqu'à 140 heures
Aucun éclairage: jusqu'à 160 heures
Par rapport à la génération précédente G915
Nécessite le logiciel Logitech G HUB, disponible sur le site logitech.com/GHUB
¹ L'autonomie de la batterie est susceptible de varier en fonction de l'environnement et du mode d'utilisation

Seul gaming: déconnecter sans LIGHTSPEED, câble de charge, accessoires, adaptateur d'extension de récepteur en option, poids de 10 g en option, boutons latéraux en option (2 à gauche, 2 à droite), capot de boutons (à gauche, à droite), documentation utilisateur, 2 ans de garantie du fabricant

Especificaciones técnicas
Compatible con POWERPLAY
Iluminación RGB LIGHTSYNC²
Diseño ambidiestro para diestros o zurdos
Dimensiones: 130 x 67 x 40 mm
Peso: 110 g, sólo botón
Velocidad de respuesta: USB: 1000 Hz (1 ms)
Sensor: HERO 25K
Resolución: 100-25 600 ppp

Duración de la batería¹
Iluminación predeterminada: hasta 140 horas
Sin iluminación: hasta 160 horas
¹ Comparado con el G915 de la generación anterior
² Requiere el software Logitech G HUB, disponible en logitech.com/GHUB
³ La autonomía de la batería depende del uso de los dispositivos

Seul gaming: déconnecter sans LIGHTSPEED, câble de charge, accessoires, adaptateur d'extension de récepteur en option, poids de 10 g, boutons latéraux en option (2 à gauche, 2 à droite), capot de boutons (à gauche, à droite), documentation utilisateur, 2 ans de garantie du fabricant

LIGHTSPEED



POWERPLAY



HYPER FAST



LIGHTSYNC

090



CARBON LABELED PRODUCTS DOING AS WE PLEDGED

8.76

kg CO₂e



Logitech G304 Lightspeed Gaming Mouse*

22.0

kg CO₂e



Logitech G213 RGB Prodigy Gaming Keyboard*

8.64

kg CO₂e



Logitech G903 Lightspeed Gaming Mouse*

7.10

kg CO₂e



Logitech G502 Hero Gaming Mouse*

1.62

kg CO₂e



H111 Multi-Device Headset

2.11

kg CO₂e



H151 Stereo Headset

5.51

kg CO₂e



Logitech G102 Lightsync Gaming Mouse*

7.84

kg CO₂e



Logitech G PRO Wireless Gaming Mouse*

8.69

kg CO₂e



Logitech G502 Lightspeed Gaming Mouse*

1.73

kg CO₂e



M100 Corded Mouse

7.14

kg CO₂e



H390 USB Computer Headset

5.35

kg CO₂e



G432 Surround Sound Wired Gaming Headset



Verified

5.03

kg CO₂e



MK120 Combo

4.02

kg CO₂e



M100 K120 Keyboard Mouse

* In Stores already

logitech®

AWARDS AND ACKNOWLEDGEMENTS



"GOLD" RATING



LISTED



FTSE4Good

LISTED

MSCI
ESG RATINGS



"AA" RATED*


SIX Switzerland Sustainability 25®

LISTED



CLIMATE LEADER



SDG2000 LISTED



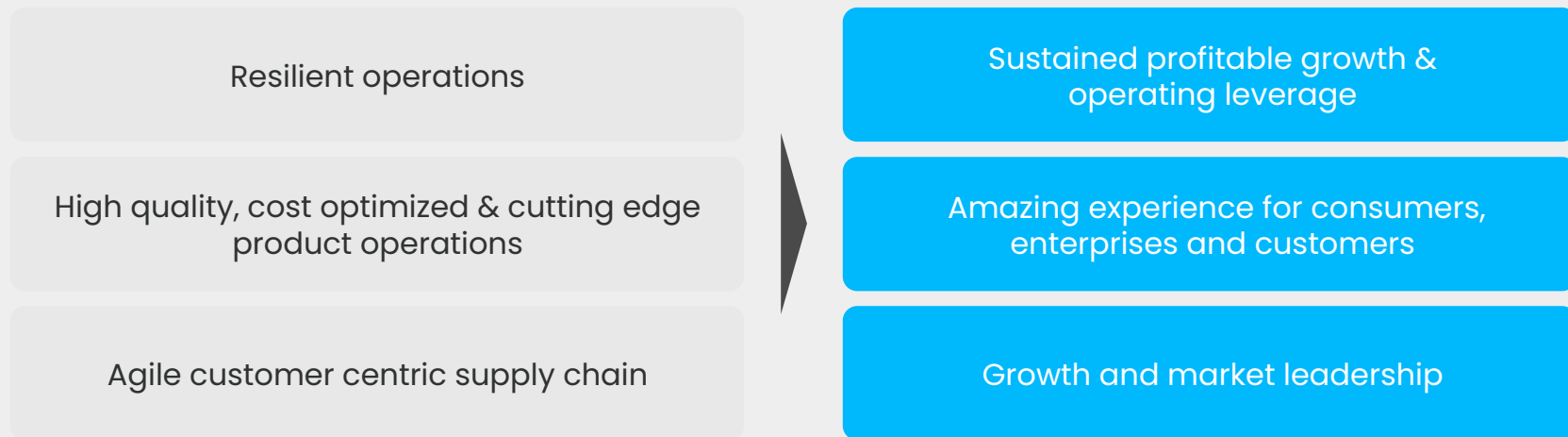
2020 OVERALL WINTER
IN CONSUMER TECHNOLOGY CATEGORY



2021 HONOREE

*The use by Logitech of any MSCI ESG Research LLC or its Affiliates ("MSCI") data, and the use of MSCI logos, Trademarks, Service Marks or Index Names Herein, do not constitute a sponsorship, endorsement, recommendation or promotion of Logitech by MSCI. MSCI Services and data are the property of MSCI or its information providers, and are provided 'As-is' and without warranty. MSCI names and logos are trademarks or service marks or MSCI.

OPERATIONAL EXCELLENCE



PERVASIVE SUSTAINABILITY ACROSS LOGITECH

PATH TO CLIMATE POSITIVE

A minimalist desk setup with a laptop, a tablet on a stand, a mug, and a potted plant. The background is a soft, out-of-focus indoor scene with a window and a plant.

FINANCE

Nate Olmstead

March 2022

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

Sales (CC) Growth	Mid Single Digits
--------------------------	-------------------

Non-GAAP operating income	\$900M – \$950M
----------------------------------	-----------------

ADDITIONAL ASSUMPTIONS

Currency	Current Rates
-----------------	---------------

Non-GAAP effective tax rate	Approximately 13%
------------------------------------	-------------------

Cash from operations	1x non-GAAP OP
-----------------------------	----------------

Capex	Approximately \$115M
--------------	----------------------

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

Creativity & Productivity	0% – 10%
Video Collaboration	5% – 15%
Gaming	0% – 10%
Music	(15%) – (5%)

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

Sales (CC) Growth	Up 8 – 10%
--------------------------	------------

Gross Margin	39 – 44%
---------------------	----------

Operating Margin	14 – 17%
-------------------------	----------

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



LONG-TERM MODEL

OUR LONG TERM MODEL...

Sales (CC) Growth Up 8 – 10%

Gross Margin 39 – 44%

Operating Margin 14 – 17%

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

IMPLIES IN 5 YEARS...

FY 2027 Sales \$7.7 – \$8.4B

FY 2027 Operating Profit \$1.1 – \$1.4B

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

Note: Figures are non-GAAP.

... A CATEGORY GROWTH SCENARIO COULD BE:

Creativity & Productivity

8%

Video Collaboration

14%

Gaming

9%

Music

-10%

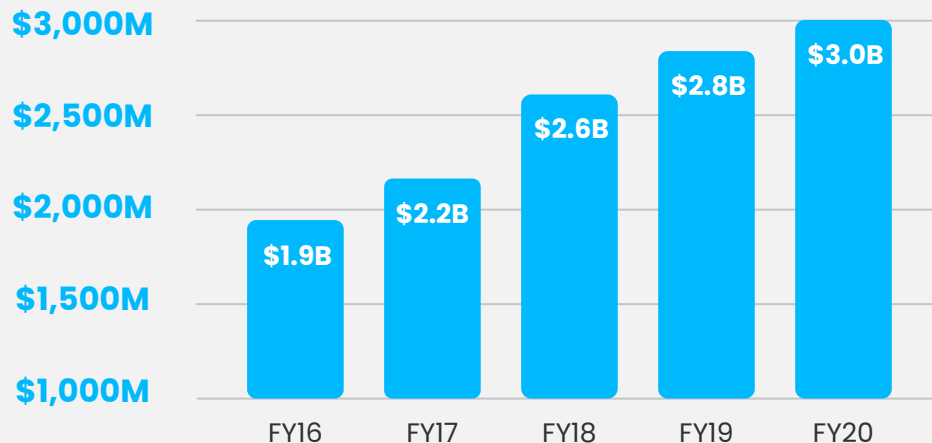
Note: Growth rates are FY22 – FY27 CAGR (CC)



LONG-TERM MODEL

ANNUAL REVENUE GROWTH (PRE-PANDEMIC)

Logitech Net Sales FY 2016 – FY 2020



Sales Growth (CC)

9%

15%

13%

10%

9%

◀ AT OR ABOVE
LONG-TERM MODEL

logitech®