



SUPPLEMENTAL FINANCIAL INFORMATION
Q3 FISCAL YEAR 2021 (QUARTER ENDED DEC 31, 2020)

Q3 FY 2021 FINANCIAL HIGHLIGHTS

\$1,667 million Revenue	80% Y/Y Sales Growth	45.2% Non-GAAP Gross Margin	\$476 million Non-GAAP Operating Income	\$2.45 per share Non-GAAP Diluted EPS	\$530 million Cash Flow from Operations
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Results listed in non-GAAP. Sales are net sales and comparisons are Y/Y and on a constant currency basis.

Quarterly Financial Trends

Preliminary results *

In \$ millions except per share and %

	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21
GAAP Results											
Net Sales	608	691	864	624	644	720	903	709	792	1,257	1,667
Gross Margin	36.8%	37.1%	37.5%	37.3%	37.1%	37.8%	37.1%	39.0%	38.6%	45.3%	44.9%
Operating Expenses	191	191	201	191	192	204	206	245	222	248	301
Operating Income	32	65	123	42	47	68	129	32	83	322	448
Operating Margin	5.3%	9.4%	14.3%	6.8%	7.4%	9.5%	14.3%	4.5%	10.5%	25.6%	26.9%
Net Income	38	64	113	42	45	73	118	214	72	267	383
Diluted EPS	\$0.23	\$0.38	\$0.67	\$0.25	\$0.27	\$0.43	\$0.69	\$1.26	\$0.42	\$1.56	\$2.22
Avg. Diluted Shares Outstanding	169	169	169	169	169	169	170	170	170	171	173
Non-GAAP Results											
Net Sales	608	691	864	624	644	720	903	709	792	1,257	1,667
Gross Margin	37.4%	37.6%	38.1%	38.0%	37.8%	38.4%	37.6%	39.8%	39.2%	45.7%	45.2%
Operating Expenses	167	175	186	173	176	187	188	203	193	221	278
Operating Income	61	85	143	64	67	89	152	79	117	354	476
Operating Margin	9.9%	12.2%	16.6%	10.3%	10.4%	12.4%	16.8%	11.1%	14.8%	28.1%	28.6%
Net Income	57	83	134	65	66	85	143	71	109	320	423
Diluted EPS	\$0.34	\$0.49	\$0.79	\$0.38	\$0.39	\$0.50	\$0.84	\$0.42	\$0.64	\$1.87	\$2.45
Net Sales by Product Category											
Pointing Devices	128	128	149	132	122	133	155	135	120	169	214
Keyboards & Combos	128	132	144	132	129	139	156	148	145	202	218
PC Webcams	30	28	33	30	28	29	32	40	61	102	132
Tablet & Other Accessories	32	37	36	23	38	34	31	32	46	83	138
Video Collaboration	59	57	74	69	73	90	92	111	130	237	293
Gaming	136	161	214	138	135	161	246	149	182	298	436
Mobile Speakers	34	77	96	23	50	57	93	21	29	44	73
Audio & Wearables	52	62	99	65	59	68	82	65	71	114	153
Smart Home	9	9	20	12	10	9	16	8	7	9	11
Other	0	0	0	0	0	0	0	0	0	0	0
Total Net Sales	608	691	864	624	644	720	903	709	792	1,257	1,667

Note: These preliminary results for the three months ended Dec 31, 2020 are subject to adjustments, including subsequent events that may occur through the date of filing our Quarterly on Form 10-Q.

Cash Flow and Operational Trends ^{1,2}

Preliminary results *

In \$ millions except working capital metrics

	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21
Balance Sheet											
Cash and Cash Equivalents	604	425	584	605	597	574	656	716	809	917	1,389
Debt	0	0	0	0	0	0	0	0	0	0	0
Accounts Receivable	386 ²	460 ²	484 ²	383 ²	419	466	531	395	500	751	895
Inventory	273	359	342	293	297	338	307	229	271	395	477
Accounts Payable	344	441	436	284	339	411	439	259	430	663	812
Net Working Capital ¹	315	378	390	393	377	393	400	365	342	483	560
Working Capital Metrics											
Days Sales Outstanding	57 ²	60 ²	50 ²	55 ²	59	58	53	50	57	54	48
Days of Inventory	64	74	57	67	66	68	49	48	50	52	47
Days Payables Outstanding	80	91	73	65	75	83	70	54	80	87	80
Cash Conversion Cycle	41 ²	43 ²	34 ²	57 ²	50	43	32	44	27	19	15
Cash Flow from Operations	12	85	176	32	37	107	181	101	119	280	530
Capital Return											
Dividends Paid	0	114	0	0	0	124	0	0	0	147	0
Shares Repurchased	10	10	3	10	15	0	0	35	0	22	50
Total Capital Return	10	124	3	10	15	124	0	35	0	169	50
LTM Capital Return	144	154	147	147	152	152	149	175	159	204	255

1. Net Working Capital is defined here as Accounts Receivables + Inventory - Accounts Payable.

2. Q1'19, Q2'19, Q3'19, and Q4'19 accounts receivables, DSO, and cash conversion cycle include the implementation of ASC 606.

Note: These preliminary results for the three months ended Dec 31, 2020 are subject to adjustments, including subsequent events that may occur through the date of filing our Quarterly Report on Form 10-Q.

GAAP to Non-GAAP Reconciliations

Preliminary results *

In \$ millions except per share and %

	Q1'19	Q2'19	Q3'19	Q4'19	Q1'20	Q2'20	Q3'20	Q4'20	Q1'21	Q2'21	Q3'21
Gross Profit - GAAP	224	256	324	233	239	272	334	277	306	570	749
Share-based compensation expense	1	1	1	1	1	1	1	1	1	2	2
Amortization of intangible assets and purchase accounting effect on inventory	2	3	5	3	3	3	4	4	4	3	3
Gross Profit - Non-GAAP	227	260	330	237	243	277	340	282	311	574	754
Operating Expenses - GAAP	191	191	201	191	192	204	206	245	222	248	301
Share-based compensation expense	12	11	11	12	11	13	13	13	19	23	18
Amortization of intangible assets and acquisition-related costs	3	4	4	4	4	4	5	5	5	4	5
Change in fair value of contingent consideration for business acquisition	0	0	0	0	0	0	0	23	6	0	0
Restructuring charges (credits), net	10	0	(0)	2	0	(0)	(0)	0	(0)	(0)	0
Operating Expenses - Non-GAAP	167	175	186	173	176	187	188	203	193	221	278
Operating Income - GAAP	32	65	123	42	47	68	129	32	83	322	448
Share-based compensation expense	13	12	12	13	12	14	14	15	20	25	20
Amortization of intangible assets	5	5	7	7	7	7	8	9	8	7	8
Purchase accounting effect on inventory	0	0	1	0	0	0	0	0	0	0	0
Acquisition-related costs	0	1	0	0	0	1	1	0	0	0	0
Change in fair value of contingent consideration for business acquisition	0	0	0	0	0	0	0	23	6	0	0
Restructuring charges (credits), net	10	0	(0)	2	0	(0)	(0)	0	(0)	(0)	0
Operating Income - Non-GAAP	61	85	143	64	67	89	152	79	117	354	476
Net Income From Continuing Operations - GAAP	38	64	113	42	45	73	118	214	72	267	383
Share-based compensation expense	13	12	12	13	12	14	14	15	20	25	20
Amortization of intangible assets	5	5	7	7	7	7	8	9	8	7	8
Purchase accounting effect on inventory	0	0	1	0	0	0	0	0	0	0	0
Acquisition-related costs	0	1	0	0	0	1	1	0	0	0	0
Change in fair value of contingent consideration for business acquisition	0	0	0	0	0	0	0	23	6	0	0
Restructuring charges (credits), net	10	0	(0)	2	0	(0)	(0)	0	(0)	(0)	0
Gain/(loss) from equity method investments	0	(0)	(0)	(0)	(0)	0	1	(40)	(0)	3	2
Non-GAAP tax adjustment	(9)	(0)	1	1	1	(10)	2	(150)	3	18	10
Net Income From Continuing Operations - Non-GAAP	57	83	134	65	66	85	143	71	109	320	423
Net Income from Continuing Operations Per Share											
Diluted- GAAP	\$0.23	\$0.38	\$0.67	\$0.25	\$0.27	\$0.43	\$0.69	\$1.26	\$0.42	\$1.56	\$2.22
Diluted - Non-GAAP	\$0.34	\$0.49	\$0.79	\$0.38	\$0.39	\$0.50	\$0.84	\$0.42	\$0.64	\$1.87	\$2.45

Note: These preliminary results for the three months ended Dec 31, 2020 are subject to adjustments, including subsequent events that may occur through the date of filing our Quarterly Report on Form 10-Q.

GAAP TO NON-GAAP RECONCILIATION NOTES

Note: These preliminary results for the three months ended Dec 31, 2020 are subject to adjustments, including subsequent events that may occur through the date of filing our Quarterly Report on Form 10-Q.

Non-GAAP Financial Measures

This presentation includes forward-looking statements within the meaning of the U.S. federal securities laws, including, without limitation, statements regarding: our preliminary financial results for the three months ended December 31, 2020, PCR commitments and their impact, momentum, growth opportunities, growth support, investments plans and opportunities, gross margin, gross margin target range, hybrid work and its expected impact on us, hybrid work culture transition, workspace upgrades and reconfiguration, video calling growth, long-term trend in gaming, streaming and creating, democratization of digital content, our future in streaming and creating products, product demand, product supply, alignment of supply with demand and installed base, demand in our Education tablet keyboard, stickiness of gaming, investment priorities, management philosophy, new products roadmap for FY 2022 and FY 2023, long-term growth and marketing capabilities, enhancement of marketing capabilities, brand awareness and selling capacity, risk management, financial discipline, commitment to delivering sustainable long-term growth, future plans, fiscal year 2021 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; 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 September 30, 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.

(A) Non-GAAP Financial Measures

To supplement our condensed consolidated financial results prepared in accordance with GAAP, we use a number of financial measures, both GAAP and non-GAAP, in analyzing and assessing our overall business performance, for making operating decisions and for forecasting and planning future periods. We consider the use of non-GAAP financial measures helpful in assessing our current financial performance, ongoing operations and prospects for the future as well as understanding financial and business trends relating to our financial condition and results of operations. For full GAAP to non-GAAP reconciliation information and cautionary information regarding the use of non-GAAP measures, please refer to "Supplemental Financial Information" in our earnings press release posted to our website under "Quarterly Results" at <http://ir.logitech.com>.