



# Video Collaboration

Logitech Analyst & Investor Day

**Bracken Darrell**

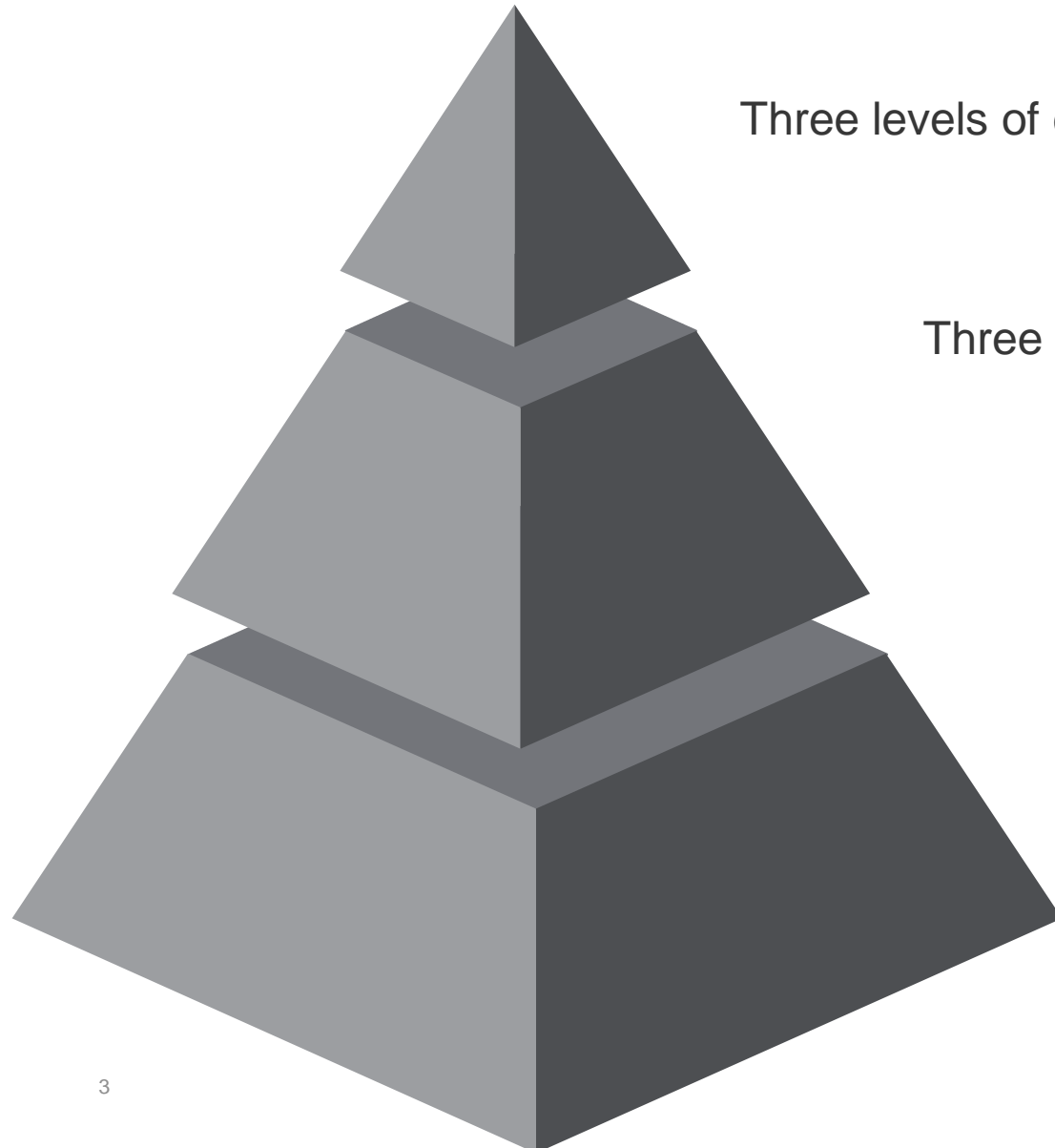
---

**March 11, 2015**

## Forward Looking Statements

This presentation contains forward-looking statements within the meaning of the U.S. federal securities laws, including, without limitation statements regarding: size, growth and opportunity for the video collaboration market, and our video collaboration strategy. 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; the demand of our customers and our consumers for our products and our ability to accurately forecast 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 in our new product categories or our growth opportunities are more limited than we expect; the effect of pricing, product, marketing and other initiatives by our competitors; if our products and marketing strategies fail to separate our products from competitors' products; if there is a deterioration of business and economic conditions in one or more of our sales regions or operating segments, or significant fluctuations in exchange 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, including our Quarterly Report on Form 10-Q for the fiscal quarter ended December 31, 2014 and our Annual Report on Form 10-K for the fiscal year ended March 31, 2014, available at [www.sec.gov](http://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.

# Collaboration in Business



Three levels of collaboration

Three very different experiences

Three different sets of requirements and expectations

# Collaboration in Business



VIDEO-  
CONFERRING

- Ultra-secure single 'platform' (Cisco, Polycom, Lifesize)
  - Backend infrastructure
  - Expensive (\$25K-\$250K)
  - IT supported
- 
- 
-

# Collaboration in Business



## VIDEO- CONFERENCING

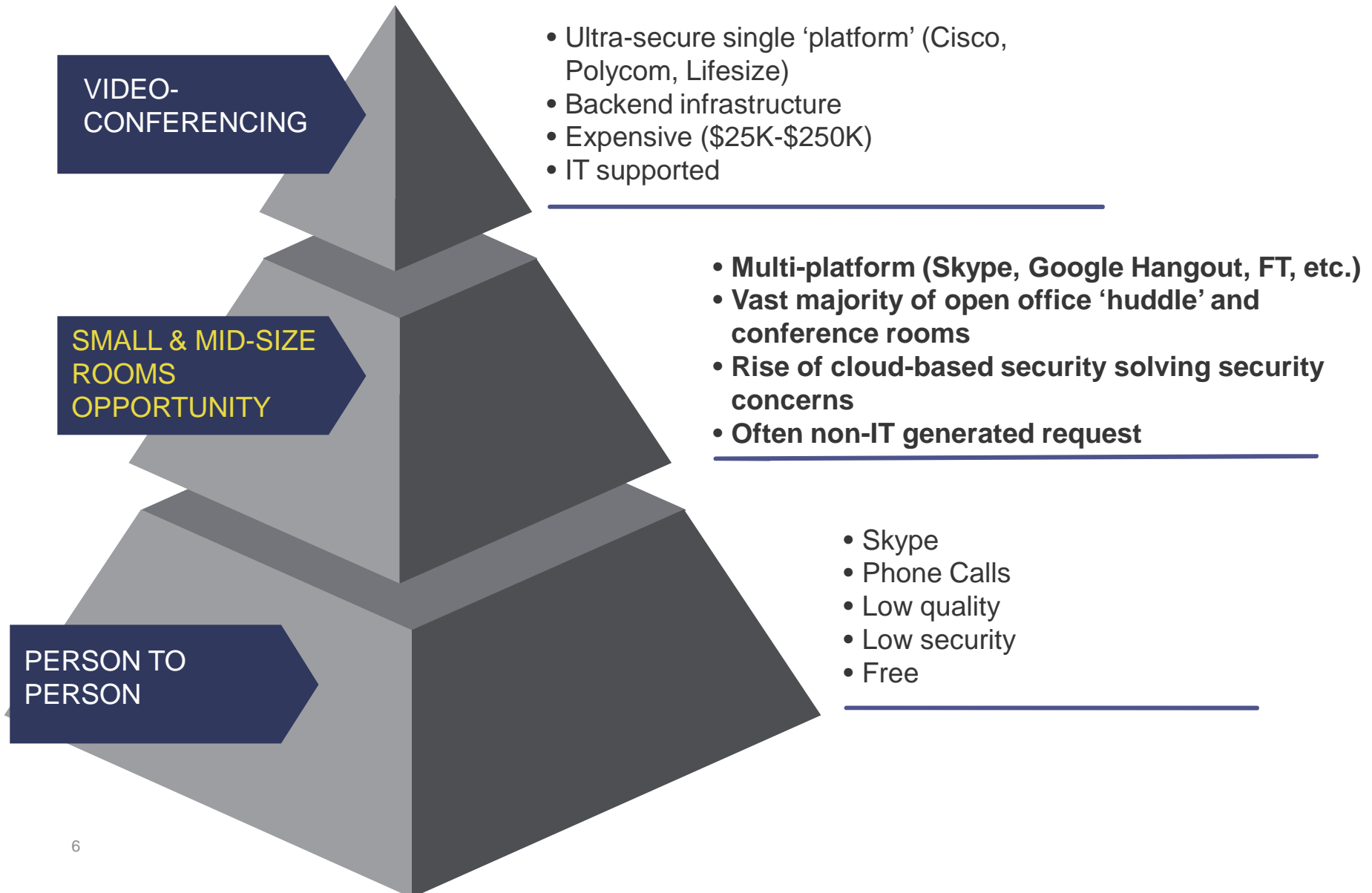
- Ultra-secure single 'platform' (Cisco, Polycom, Lifesize)
  - Backend infrastructure
  - Expensive (\$25K-\$250K)
  - IT supported
- 

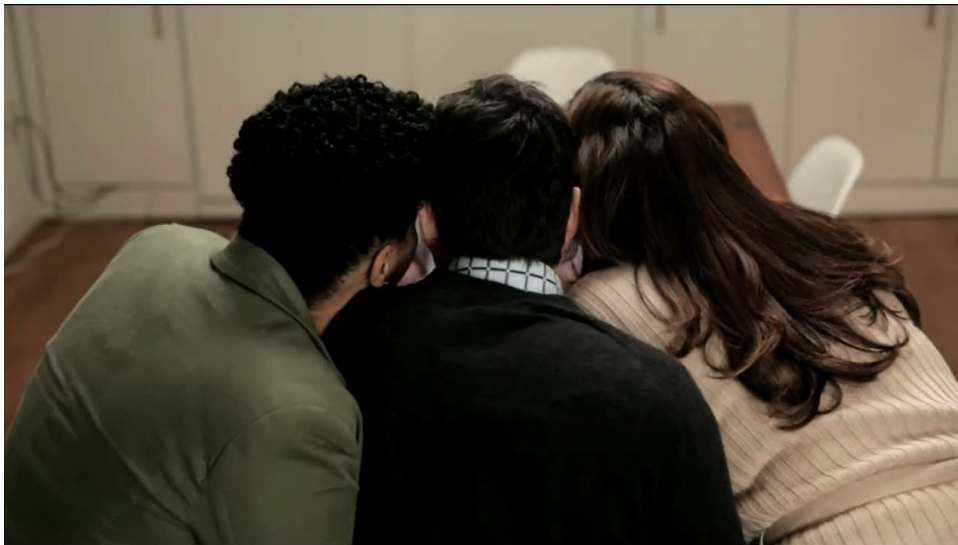


## PERSON TO PERSON

- 
- Skype
  - Phone Calls
  - Low quality
  - Low security
  - Free
-

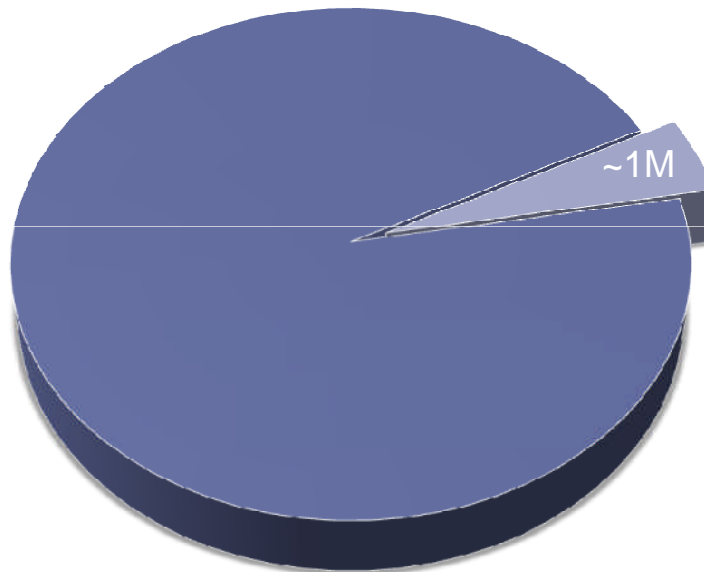
# Collaboration in Business





## Video Collaboration Market

~20M Small Meeting Rooms WW  
Fewer than 1M Video-enabled today



- Likely underestimates opportunity as companies move to ‘open office’ and ‘rooms as meeting spaces’
- Fastest growing segment of meeting rooms are small/huddle rooms
  - Few currently have video capability
- Winning solutions must address user needs for portability, simplicity, low cost and high-quality



## Video Collaboration Strategy

- Innovative, design-driven solutions optimized for fast-growing small and mid-size meeting rooms market
- Sustain technological edge to maintain price/value advantage
- Drive market awareness



## Our Competitive Advantages



- Best quality at multiple price points
- Product innovation leadership leveraging existing video and audio technology assets
- Ease of use
  - Works with variety of applications
  - No configuration time
  - Optimized for business applications
- Significant IP portfolio around video applications

## ConferenceCam CC3000e

- HD 1080p video and enterprise-quality audio together under \$1K
- 90-degree FOV and 10x zoom
- Noise and echo cancellation
- Optimized for Microsoft® Lync, Cisco® Jabber and WebEx compatible, Skype™ certified, integrated with Vidyo® and works with Lifesize UVC ClearSea



## ConferenceCam Connect

- Portable, all-in-one functionality for \$499
- Wide FOV and longer acoustical range
- BT-enabled group audio conferencing
- Stream content to meeting room screens using your mobile phone or tablet



