



OPERATIONS

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FORWARD-LOOKING STATEMENTS

This presentation includes **forward-looking statements** within the meaning of the U.S. federal securities laws, including, without limitation, statements regarding: projected return, innovation, growth, growth methods, product category sales and growth, optimizing operations, operational improvements and opportunities, costs, design, design focus, market drivers, capabilities, strengths, strategies, consumer satisfaction, sales and channel opportunities, inventory, investments, gross margin, fiscal year 2017 and fiscal year 2018 sales growth and operating income, fiscal year 2018 tax rate and other outlook assumptions, long-term business model, sustainability of growth and business model, capital allocation framework, acquisitions, dividends, share repurchases, return of free cash flow to shareholders, earnings per share and roadmap for increasing earnings per share. 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 or our growth opportunities are more limited than we expect; if sales of PC peripherals are less 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 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. These and other risks and uncertainties are detailed in Logitech's filings with the Securities and Exchange Commission, including its Quarterly Report on Form 10-Q for the fiscal quarter ended December 31, 2016 and its Annual Report on Form 10-K for the fiscal year ended March 31, 2016, 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, purchase accounting effect on inventory, acquisition-related costs, change in fair value of contingent consideration for business acquisition, restructuring charges (credits), gain (loss) on equity-method investment, investigation and related expenses, 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.

**MULTI-CATEGORY
MULTI-BRAND**

DESIGN

ENGINEERING

GO-TO-MARKET

MARKETING

OPERATIONS

BUILDING SUSTAINABLE CAPABILITIES

ACCELERATING COST REDUCTIONS

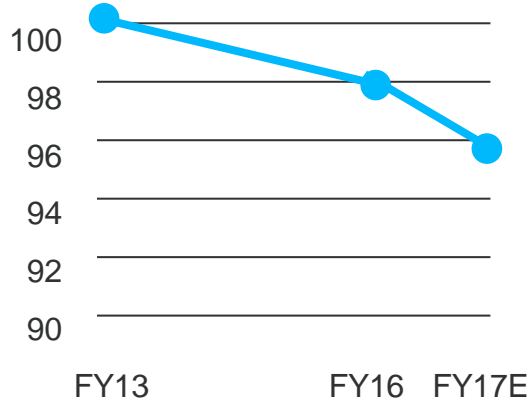
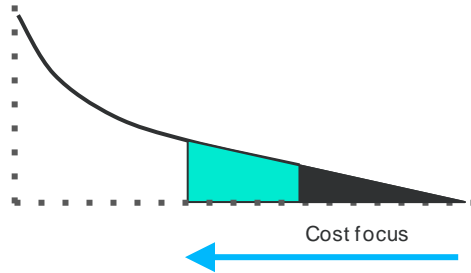


Chart is indexed 100

DESIGN FOR COST



MULTI-CATEGORIES MULTI-BRANDS

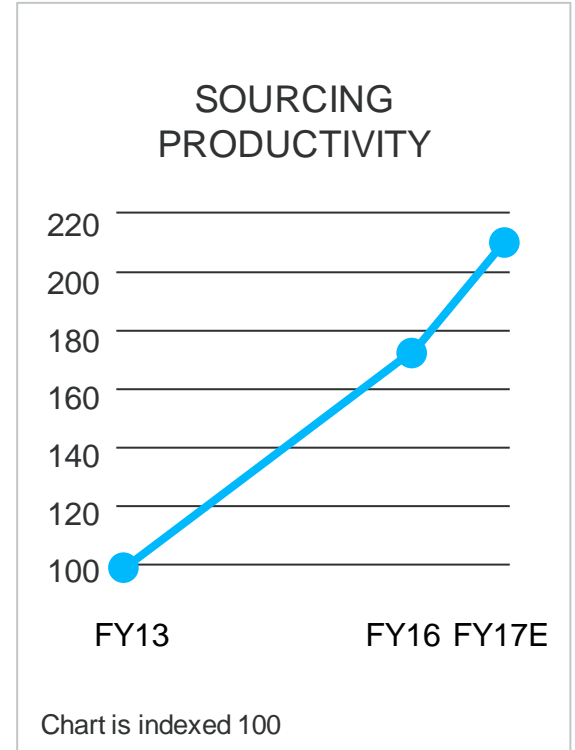
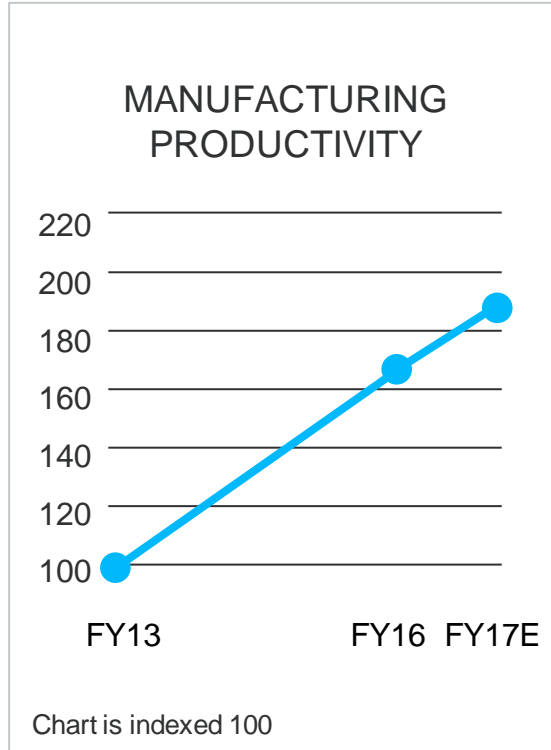
logitech®

logitech G™

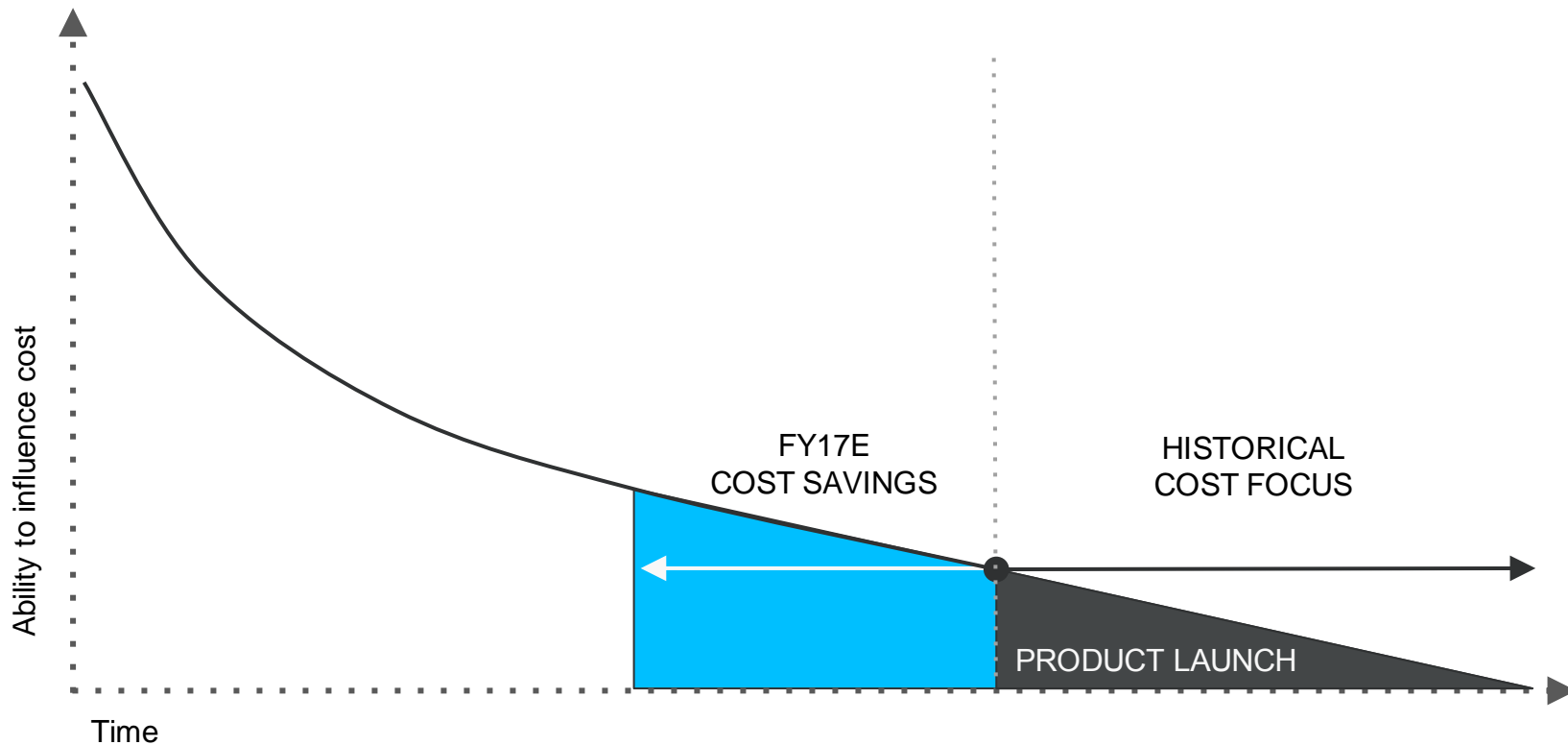
UE®
ultimate ears

Jaybird

OPERATIONAL IMPROVEMENTS



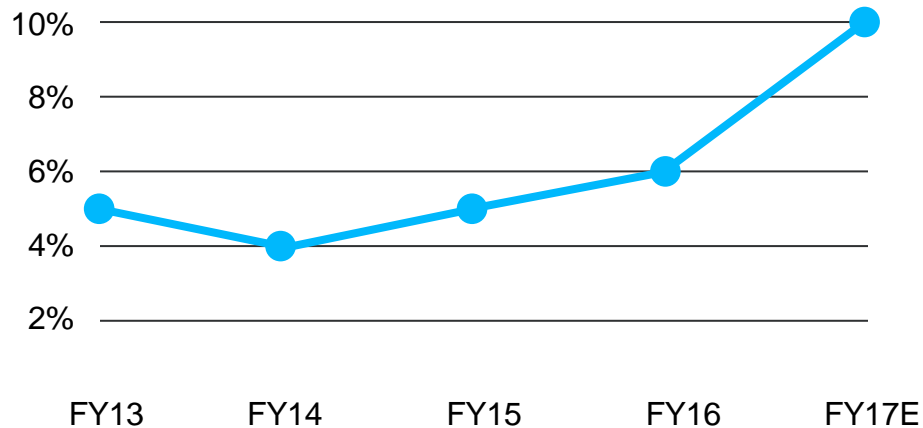
DESIGN FOR COST





CONSISTENT KEYBOARD SALES GROWTH

Keyboards & Combos Sales % Growth



Note: Keyboards & combos sales growth is in constant currency

CONSUMER-INSPIRED
INNOVATION



OPERATIONS CAPABILITIES

MK710 → MK850

TRANSITION

Better palm rest

Improved typing

Better mouse

Added Bluetooth

EasySwitch™ and DuoLink™

20% ASP increase

5% COGS savings



DESIGNED FOR EXPERIENCE AND COST

MATERIALS

BEFORE



AFTER



-50%

SIZE



-70%

MANUFACTURABILITY

-25% fewer screws

Simplified assembly for higher productivity

DESIGNING PLATFORMS TO REDUCE COST

3 products **1** platform

50% savings in compliance
cost for 2nd and 3rd product

R&D efficiencies

Improved speed to market



SIMPLIFYING AND OPTIMIZING COMPONENTS

17 cables → **1** cable



OPTIMIZED FOR SHIPMENTS & LOGISTICS

34% reduced packaging cost

14% reduced packaging volume

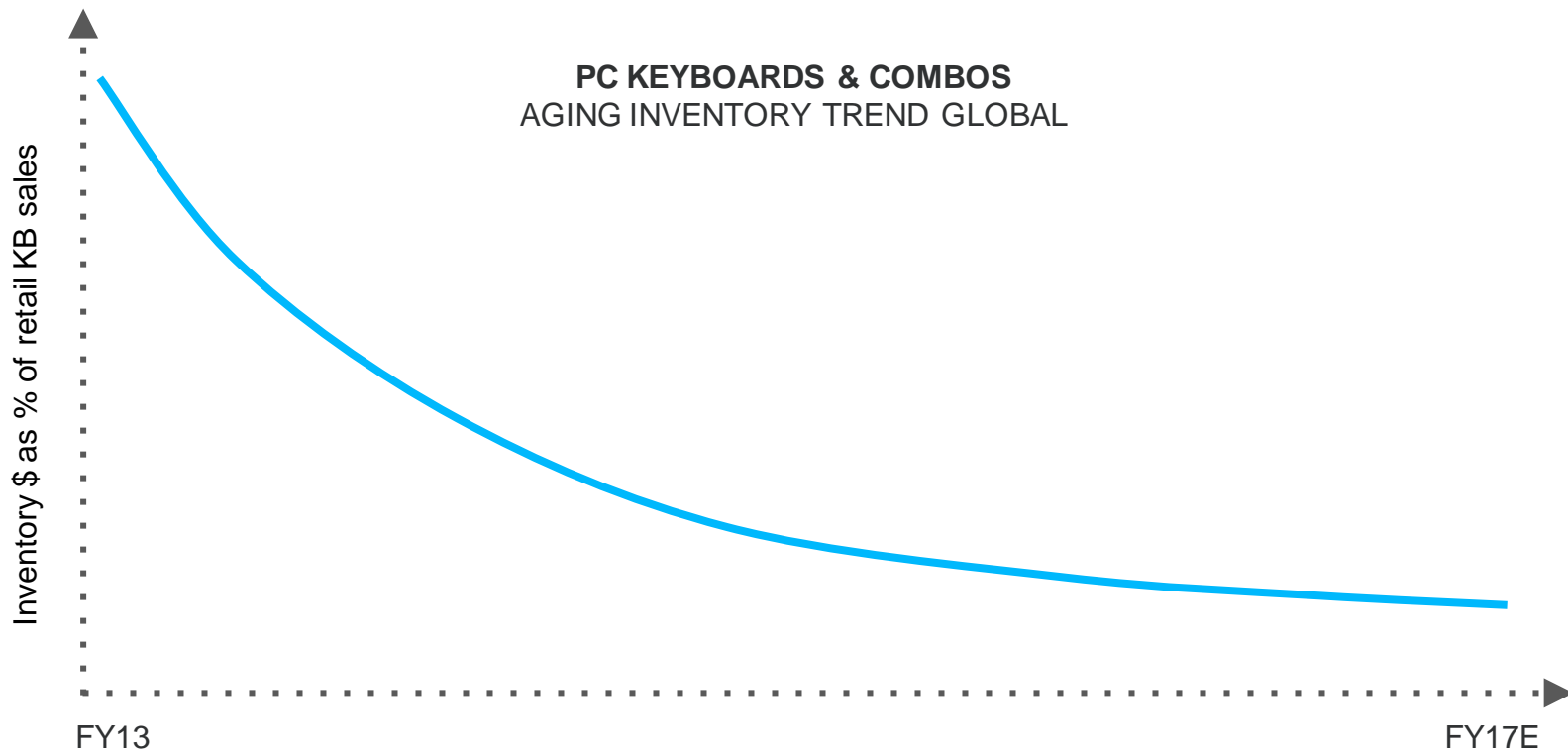
18% more units per pallet

19% more units per container



x MILLIONS OF UNITS

LOWERING AGED INVENTORY



SUPPORTING MULTIPLE CATEGORIES

MANUFACTURING



CUSTOMER CARE



logitech®