



SUPPLEMENTAL FINANCIAL INFORMATION
Q1 FISCAL YEAR 2018 (QUARTER ENDED JUNE 30, 2017)

Q1 FY2018 FINANCIAL HIGHLIGHTS

\$530 million Revenue	13% YoY Sales Growth	37.0% Non-GAAP Gross Margin	\$43 million Non-GAAP Operating Income	\$0.24 per share Non-GAAP Diluted EPS	(\$1) million Cash Flow from Operations
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Results listed in non-GAAP. Comparisons are YoY and on a constant currency basis.

Quarterly Financial Trends ^{1,2}

In \$ millions except per share and %

	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18
GAAP Results (From Continuing Operations)													
Net Sales	456	502	604	442	448	518	621	431	480	564	667	511	530
Gross Margin	36.1%	37.1%	35.2%	32.0%	35.3%	33.3%	33.6%	33.0%	35.1%	36.7%	37.0%	38.7%	36.5%
Operating Expenses	138	142	143	128	144	136	140	132	143	153	150	161	162
Operating Income	27	45	70	13	14	37	69	10	26	53	96	36	31
Operating Margin	5.8%	8.9%	11.5%	3.0%	3.0%	7.1%	11.0%	2.4%	5.4%	9.5%	14.4%	7.1%	5.9%
Net Income	24	39	66	19	13	30	68	17	22	47	97	39	37
Diluted EPS	\$0.14	\$0.24	\$0.40	\$0.11	\$0.08	\$0.18	\$0.41	\$0.10	\$0.13	\$0.28	\$0.59	\$0.24	\$0.22
Avg. Diluted Shares Outstanding	166	166	166	166	167	166	165	165	164	166	166	167	168
Non-GAAP Results (From Continuing Operations)													
Retail	424	473	574	416	425	496	595	431	480	564	667	511	530
OEM	33	28	30	26	22	22	27	0	0	0	0	0	0
Net Sales	456	502	604	442	448	518	621	431	480	564	667	511	530
Gross Margin	36.2%	37.3%	35.3%	32.2%	35.4%	33.4%	33.6%	33.1%	35.6%	37.0%	37.4%	39.2%	37.0%
Operating Expenses	123	128	135	124	123	127	135	120	133	144	150	149	153
Operating Income	43	59	79	18	36	47	74	22	38	65	99	51	43
Operating Margin	9.3%	11.7%	13.0%	4.1%	8.0%	9.0%	11.9%	5.2%	7.9%	11.5%	14.9%	9.9%	8.1%
Net Income	NA ²	NA ²	72	18	31	41	67	23	33	58	92	49	40
Diluted EPS	NA ²	NA ²	\$0.43	\$0.11	\$0.19	\$0.25	\$0.41	\$0.14	\$0.20	\$0.35	\$0.56	\$0.30	\$0.24
Net Retail Sales by Product Category													
Pointing Devices	113	128	142	105	117	125	140	111	117	123	142	119	122
Keyboards & Combos	105	106	114	101	106	102	117	106	118	117	125	120	116
PC Wecams	20	25	32	19	22	23	30	24	25	24	31	27	26
Tablet & Other Accessories	32	28	55	26	19	19	36	31	14	21	25	18	23
Video Collaboration	15	14	17	16	21	20	26	22	24	29	36	39	36
Mobile Speakers	29	49	62	38	41	81	85	24	57	97	107	40	63
Audio-PC & Wearables	49	57	57	51	46	46	57	47	57	62	67	60	50
Gaming	47	48	70	47	44	68	78	56	57	79	107	71	78
Smart Home	12	19	25	12	10	13	26	11	11	12	27	16	16
Other	1	1	0	0	1	0	1	1	0	1	0	0	0
Total Net Retail Sales	424	473	574	416	425	496	595	431	480	564	667	511	530

1. On December 28, 2015, the Company divested its Lifesize video conferencing business and, as a result, the Company reflected the Lifesize video conferencing business as discontinued operations in the consolidated statements of operations.

As a result, the results of that business have been excluded from all line items for all periods presented.

2. Non-GAAP net income and diluted EPS for Q1'15 and Q2'15 have not been recast to exclude all discontinued operations.

Cash Flow and Operational Trends ^{1,2}

In \$ millions except working capital metrics

	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18
Balance Sheet									
Cash and Cash Equivalents	490	361	505	519	440	395	514	548	528
Debt	0	0	0	0	0	0	0	0	0
Accounts Receivables	209	265	284	143	192	241	278	185	221
Inventory	311	313	240	229	248	268	250	253	279
Accounts Payable	335	352	364	241	293	334	358	275	313
Net Working Capital ³	185	226	160	130	147	175	170	163	188
Working Capital Metrics									
Days Sales Outstanding	42	46	41	30	36	38	37	33	38
Days Inventory Outstanding	97	81	52	71	72	68	54	73	75
Days Payables Outstanding	104	92	79	75	85	84	77	79	84
Cash Conversion Cycle	35	35	14	26	23	22	14	27	29
Cash Flow from Operations	(26) ²	11 ²	166 ²	32 ²	17 ⁴	74	147	44	(1)
Capital Return									
Dividends Paid	0	86	0	0	0	93	0	0	0
Shares Repurchased	9	40	0	22	24	18	21	20	1
Total Capital Return	9	126	0	22	24	112	21	20	1
LTM Capital Return	54	180	136	156	172	158	178	177	153

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2. Key balance sheet metrics for the quarters of FY16 exclude all discontinued operations with the exception of cash flow from operations.

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

4. Q1'17 cash flow from operations operations has been recasted to reflect the implementation of ASU 2016-09.

GAAP to Non-GAAP Reconciliations ^{1,2}

In \$ millions except per share and %

	Q1'15	Q2'15	Q3'15	Q4'15	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17	Q3'17	Q4'17	Q1'18
Gross Profit - GAAP	165	186	213	142	158	173	208	142	169	207	247	198	194
Share-based compensation expense	1	1	1	1	1	1	0	1	1	1	1	1	1
Amortization of intangible assets and purchase accounting effect on inventory	0	0	0	0	0	0	0	0	2	1	2	1	2
Gross Profit - Non-GAAP	165	186	213	142	159	173	209	143	171	209	249	200	196
Operating Expenses - GAAP	138	142	143	128	144	136	140	132	143	153	150	161	162
Share-based compensation expense	6	5	6	5	6	6	6	7	8	8	9	9	10
Amortization of intangible assets and acquisition-related costs	0	0	0	0	0	0	0	0	1	2	1	1	1
Change in fair value of contingent consideration for business acquisition	0	0	0	0	0	0	0	0	0	0	(10)	2	(2)
Restructuring charges (credits), net	(0)	0	0	(5)	12	3	(1)	4	(0)	0	(0)	0	(0)
Investigation and related expenses	9	8	3	4	4	0	(0)	1	1	0	0	0	0
Operating Expenses - Non-GAAP	123	128	135	124	123	127	135	120	133	144	150	149	153
Operating Income - GAAP	27	45	70	13	14	37	69	10	26	53	96	36	31
Share-based compensation expense	7	6	6	5	7	6	6	8	9	8	9	10	11
Amortization of intangible assets	0	0	0	0	0	0	0	0	2	2	3	3	3
Purchase accounting effect on inventory	0	0	0	0	0	0	0	0	1	0	0	0	0
Acquisition-related costs	0	0	0	0	0	0	0	0	0	1	0	0	0
Change in fair value of contingent consideration for business acquisition	0	0	0	0	0	0	0	0	0	0	(10)	2	(2)
Restructuring charges (credits), net	0	0	0	(5)	12	3	(1)	4	(0)	0	(0)	0	(0)
Investigation and related expenses	9	8	3	4	4	0	(0)	1	1	0	0	0	0
Operating Income - Non-GAAP	43	59	79	18	36	47	74	22	38	65	99	51	43
Net Income From Continuing Operations - GAAP	NA ²	NA ²	66	19	13	30	68	17	22	47	97	39	37
Share-based compensation expense	NA ²	NA ²	6	5	7	6	6	8	9	8	9	10	11
Amortization of intangible assets	NA ²	NA ²	0	Q4 FISCAL YEAR	0	0	0	0	2	2	3	3	3
Purchase accounting effect on inventory	NA ²	NA ²	0	0	0	0	0	0	1	0	0	0	0
Acquisition-related costs	NA ²	NA ²	0	0	0	0	0	0	0	1	0	0	0
Change in fair value of contingent consideration for business acquisition											(10)	2	(2)
Restructuring charges (credits), net	NA ²	NA ²	0	(5)	12	3	(1)	4	(0)	0	(0)	0	(0)
Investigation and related expenses	NA ²	NA ²	3	4	4	0	(0)	1	1	0	0	0	0
Investment impairment (recovery)	NA ²	NA ²	2	0	0	0	(0)	(1)	0	0	0	(0)	0
Loss (gain) on investments in privately held companies	NA ²	NA ²	0	0	0	0	0	0	(0)	(0)	(0)	0	0
Non-GAAP tax adjustment	NA ²	NA ²	(6)	(6)	(4)	1	(7)	(5)	(1)	(0)	(8)	(4)	(9)
Net Income From Continuing Operations - Non-GAAP	NA ²	NA ²	72	18	31	41	67	23	33	58	92	49	40
Net Income from Continuing Operations Per Share													
Diluted- GAAP	\$0.14	\$0.24	\$0.40	\$0.11	\$0.08	\$0.18	\$0.41	\$0.10	\$0.13	\$0.28	\$0.59	\$0.24	\$0.22
Diluted - Non-GAAP	NA ²	NA ²	\$0.43	\$0.11	\$0.19	\$0.25	\$0.41	\$0.14	\$0.20	\$0.35	\$0.56	\$0.30	\$0.24

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GAAP TO NON-GAAP RECONCILIATION NOTES

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.

While we use non-GAAP financial measures as a tool to enhance our understanding of certain aspects of our financial performance and to provide incremental insight into the underlying factors and trends affecting both our performance and our cash-generating potential, we do not consider these measures to be a substitute for, or superior to, the information provided by GAAP financial measures. Consistent with this approach, we believe that disclosing non-GAAP financial measures to the readers of our financial statements provides useful supplemental data that, while not a substitute for GAAP financial measures, can offer insight in the review of our financial and operational performance and enables investors to more fully understand trends in our current and future performance. Our non-GAAP measures excluded items in the general categories set forth in the tables above and detailed under “Supplemental Financial Information” in our earnings press release or “Financial Statements only” posted to our website under “Quarterly Results” at <http://ir.logitech.com>.

The non-GAAP financial measures should not be considered in isolation from, or as a substitute for, a measure of financial performance prepared in accordance with GAAP. Further, investors are cautioned that there are inherent limitations associated with the use of each of these non-GAAP financial measures as an analytical tool. In particular, these non-GAAP financial measures are not based on a comprehensive set of accounting rules or principles and many of the adjustments to the GAAP financial measures reflect the exclusion of items that are recurring and may be reflected in the Company’s financial results for the foreseeable future. We compensate for these limitations by providing specific information in the reconciliation set forth above and in our earnings press release regarding the GAAP amounts excluded from the non-GAAP financial measures. In addition, as noted above, we evaluate the non-GAAP financial measures together with the most directly comparable GAAP financial information.