

**Plantronics, Inc.**  
**First Quarter Fiscal Year 2018**  
**Analyst Information Sheet**

(Unaudited, \$ in thousands except per share amounts)

GAAP Income Statement	Q117	Q217	Q317	Q417	FY17	Q118	Q1 to Q1	Q4 to Q1
	Jun-16	Sep-16	Dec-16	Mar-17		Jun-17		
Net revenues	\$ 223,106	\$ 216,183	\$ 232,933	\$ 208,954	\$ 881,176	\$ 203,926	-8.6%	-2.4%
Cost of revenues	110,033	105,737	122,753	101,283	439,806	100,643	-8.5%	-0.6%
Gross profit	113,073	110,446	110,180	107,671	441,370	103,283	-8.7%	-4.1%
<i>Gross profit %</i>	50.7%	51.1%	47.3%	51.5%	50.1%	50.6%		
Research, development, and engineering	22,344	22,379	21,393	22,202	88,318	21,213	-5.1%	-4.5%
<i>As a % of net revenue</i>	10.0%	10.4%	9.2%	10.6%	10.0%	10.4%		
Selling, general, and administrative	55,787	56,875	56,919	54,249	223,830	56,233	0.8%	3.7%
<i>As a % of net revenue</i>	25.0%	26.3%	24.4%	26.0%	25.4%	27.6%		
(Gain) loss from litigation settlement	4,739	(349)	(103)	(32)	4,255	(176)		
Restructuring and other related charges/adjustments	(1,048)	(415)	113	1,241	(109)	2,573		
Operating expenses	81,822	78,490	78,322	77,660	316,294	79,843	-2.4%	2.8%
<i>Operating expenses %</i>	36.7%	36.3%	33.6%	37.2%	35.9%	39.2%		
Operating income	31,251	31,956	31,858	30,011	125,076	23,440	-25.0%	-21.9%
<i>Operating income %</i>	14.0%	14.8%	13.7%	14.4%	14.2%	11.5%		
Interest Expense	(7,288)	(7,257)	(7,322)	(7,363)	(29,230)	(7,303)		
Other non-operating income and (expense), net	2,352	1,340	427	1,700	5,819	914		
Income before income taxes	26,315	26,039	24,963	24,348	101,665	17,051	-35.2%	-30.0%
Income tax expense (benefit)	5,928	5,565	2,742	4,831	19,066	(1,777)		
<i>Income tax expense as a percent of income before taxes</i>	22.5%	21.4%	11.0%	19.8%	18.8%	-10.4%		
Net income	20,387	20,474	22,221	19,517	82,599	18,828	-7.6%	-3.5%
Diluted shares outstanding	32,818	32,726	32,826	33,056	32,963	33,211		
Diluted earnings per share ("EPS")	\$ 0.62	\$ 0.63	\$ 0.68	\$ 0.59	\$ 2.51	\$ 0.57	-8.1%	-3.4%

*A reconciliation between GAAP and Non-GAAP measures for the current quarter and prior year quarter is attached as an appendix to this document. Other historical reconciliations are available at [www.plantronics.com/investor](http://www.plantronics.com/investor).*

**Use of Non-GAAP Financial Information**

To supplement our condensed consolidated financial statements presented on a GAAP basis, we use non-GAAP measures of operating results, including non-GAAP operating income, non-GAAP net income and non-GAAP diluted EPS which exclude certain non-cash expenses and charges that are included in the most directly comparable GAAP measure. These non-cash charges and expenses include stock-based compensation related to stock options, restricted stock and employee stock purchases made under our employee stock purchase plan, purchase accounting amortization, restructuring and other related charges and credits, asset impairments, and executive transition charges, all net of the associated tax impact. We also exclude tax benefits from the release of tax reserves, discrete tax adjustments including transfer pricing, tax deduction and tax credit adjustments, and the impact of tax law changes. We exclude these expenses from our non-GAAP measures primarily because management does not believe they are part of our target operating model. We believe that the use of non-GAAP financial measures provides meaningful supplemental information regarding our performance and liquidity and helps investors compare actual results with our long-term target operating model goals. We believe that both management and investors benefit from referring to these non-GAAP financial measures in assessing our performance and when planning, forecasting and analyzing future periods; however, non-GAAP financial measures are not meant to be considered in isolation or as a substitute for, or superior to, gross margin, operating income, operating margin, net income or EPS prepared in accordance with GAAP.

As a company with significant global operations and sales, fluctuations in foreign currency exchange rates may have a material effect on our reported results. Consequently, we also present supplemental metrics as identified in the reconciliation within this release "on a constant currency basis" which excludes the impact of currency exchange rate fluctuations. The constant currency presentation, which is a non-GAAP measure, is intended to supplement our reported operating results and, when considered in conjunction with the corresponding GAAP measures, facilitate a better understanding of changes in the metrics from period to period and the core operations of the Company. We calculate constant currency percentages by removing any hedge gains or losses from the particular metric in the current period and then converting our current period local currency financial results using the foreign currency exchange rates in effect during the prior year period and comparing these adjusted amounts to the corresponding current period metric.

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**First Quarter Fiscal Year 2018**  
**Analyst Information Sheet**

(Unaudited, \$ in thousands except per share amounts)

Non-GAAP Income Statement	Q117 <sup>(1)</sup>	Q217 <sup>(1)</sup>	Q317 <sup>(1)</sup>	Q417 <sup>(1)</sup>	FY17 <sup>(1)</sup>	Q118 <sup>(1)</sup>	Q1 to Q1	Q4 to Q1
	Jun-16	Sep-16	Dec-16	Mar-17		Jun-17		
Net revenues	\$ 223,106	\$ 216,183	\$ 232,933	\$ 208,954	\$ 881,176	\$ 203,926	-8.6%	-2.4%
Cost of revenues	109,191	104,959	121,959	100,453	436,562	98,156	-10.1%	-2.3%
Gross profit	113,915	111,224	110,974	108,501	444,614	105,770	-7.2%	-2.5%
<i>Gross profit %</i>	51.1%	51.4%	47.6%	51.9%	50.5%	51.9%		
Research, development, and engineering	19,798	19,908	19,560	20,186	79,452	19,049	-3.8%	-5.6%
<i>As a % of net revenue</i>	8.9%	9.2%	8.4%	9.7%	9.0%	9.3%		
Selling, general, and administrative	50,700	49,399	50,795	48,498	199,392	49,980	-1.4%	3.1%
<i>As a % of net revenue</i>	22.7%	22.9%	21.8%	23.2%	22.6%	24.5%		
(Gain) loss from litigation settlement	4,739	(349)	(103)	(32)	4,255	(176)		
Operating expenses	75,237	68,958	70,252	68,652	283,099	68,853	-8.5%	0.3%
<i>Operating expenses %</i>	33.7%	31.9%	30.2%	32.9%	32.1%	33.8%		
Operating income	38,678	42,266	40,722	39,849	161,515	36,917	-4.6%	-7.4%
<i>Operating income %</i>	17.3%	19.6%	17.5%	19.1%	18.3%	18.1%		
Interest Expense	(7,288)	(7,257)	(7,322)	(7,363)	(29,230)	(7,303)		
Other non-operating income and (expense), net	2,352	1,340	427	1,700	5,819	914		
Income before income taxes	33,742	36,349	33,827	34,186	138,104	30,528	-9.5%	-10.7%
Income tax expense	8,767	9,457	7,756	7,512	33,492	7,329	-16.4%	-2.4%
<i>Income tax expense as a percent of income before taxes</i>	26.0%	26.0%	22.9%	22.0%	24.3%	24.0%		
Net income	24,975	26,892	26,071	26,674	104,612	23,199	-7.1%	-13.0%
Diluted shares outstanding	32,818	32,726	32,826	33,056	32,963	33,211	1.2%	0.5%
Diluted EPS	\$ 0.76	\$ 0.82	\$ 0.79	\$ 0.81	\$ 3.17	\$ 0.70	-7.9%	-13.6%

(1) Non- GAAP

**Plantronics, Inc.**  
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(Unaudited, \$ in thousands except per share amounts)

<b>Net revenues by geographic area from unaffiliated customers:</b>	
Domestic	
<i>As a % of total net revenue</i>	
International	
<i>As a % of total net revenue</i>	
United States	
<i>As a % of total net revenue</i>	
Europe and Africa	
<i>As a % of total net revenue</i>	
Asia Pacific	
<i>As a % of total net revenue</i>	
Americas, excluding United States	
<i>As a % of total net revenue</i>	
<b>Net Revenue Breakout</b>	
Enterprise	
<i>As a % of total net revenue</i>	
Consumer	
<i>As a % of total net revenue</i>	

Q117	Q217	Q317	Q417	FY17	Q118
<i>Jun-16</i>	<i>Sep-16</i>	<i>Dec-16</i>	<i>Mar-17</i>		<i>Jun-17</i>
\$ 128,238	\$ 119,062	\$ 123,719	\$ 111,196	\$ 482,215	\$ 108,810
57%	55%	53%	53%	55%	53%
\$ 94,868	\$ 97,121	\$ 109,214	\$ 97,758	\$ 398,961	\$ 95,116
43%	45%	47%	47%	45%	47%
\$ 128,238	\$ 119,062	\$ 123,719	\$ 111,196	\$ 482,215	\$ 108,810
57%	55%	53%	53%	55%	53%
\$ 54,067	\$ 51,422	\$ 63,233	\$ 57,898	\$ 226,620	\$ 54,816
24%	24%	27%	28%	26%	27%
\$ 26,227	\$ 28,588	\$ 27,164	\$ 24,316	\$ 106,295	\$ 23,884
12%	13%	12%	12%	12%	12%
\$ 14,574	\$ 17,111	\$ 18,817	\$ 15,544	\$ 66,046	\$ 16,416
7%	8%	8%	7%	7%	8%
\$ 155,897	\$ 154,542	\$ 157,345	\$ 160,870	\$ 628,654	\$ 154,605
70%	71%	68%	77%	71%	76%
\$ 67,209	\$ 61,641	\$ 75,588	\$ 48,084	\$ 252,522	\$ 49,321
30%	29%	32%	23%	29%	24%

Q1 to Q1	Q4 to Q1
-15.1%	-2.1%
0.3%	-2.7%
-15.1%	-2.1%
1.4%	-5.3%
-8.9%	-1.8%
12.6%	5.6%
Q1 to Q1	Q4 to Q1
-0.8%	-3.9%
-26.6%	2.6%

<b>Balance Sheet Accounts and Other Metrics:</b>	
Cash, Cash Equivalents & Short-Term Investments	
Long-Term Investments	
5.50% Senior Notes (2023) <sup>(1)</sup>	
Interest Expense on 5.50% Senior Notes (2023) <sup>(2)</sup>	
Days Sales Outstanding	
Inventory, net	
Inventory turns	
Adjusted EBITDA <sup>(3)</sup>	
<i>As a % of total net revenue</i>	
Free Cash Flow (Cash flow from Operations less capital expenditures) <sup>(3)</sup>	
Cash Flow from Operations	
Capital Expenditures	
Depreciation <sup>(4)</sup>	
Purchase Accounting Amortization	
Total # of Worldwide Employees	
<b>Total cash utilized for stock repurchases under authorized plans</b>	
<b>Total shares repurchased under authorized plans (in thousands)</b>	
<b>Average Price per Share for stock repurchases under authorized plans</b>	
<i>Average Price per Share for stock repurchases under authorized plans - in actual \$'s</i>	

Q117	Q217	Q317	Q417	FY17	Q118
\$ 399,372	\$ 422,940	\$ 419,903	\$ 480,149	\$ 480,149	\$ 487,476
\$ 132,270	\$ 130,695	\$ 134,951	\$ 127,176	\$ 127,176	\$ 112,090
\$ 489,971	\$ 490,334	\$ 490,696	\$ 491,059	\$ 491,059	\$ 491,421
\$ 7,198	\$ 7,163	\$ 7,220	\$ 7,275	\$ 28,856	\$ 7,217
54	57	55	61		60
\$ 53,912	\$ 52,686	\$ 58,026	\$ 55,456	\$ 55,456	\$ 57,571
8.2	8.0	8.5	7.3		7.0
44,022	47,373	46,081	45,139	182,615	42,277
19.7%	21.9%	19.8%	21.6%	20.7%	20.7%
\$ 22,558	\$ 29,064	\$ 15,475	\$ 47,698	\$ 114,795	\$ 9,838
\$ 30,137	\$ 35,676	\$ 20,887	\$ 51,271	\$ 137,971	\$ 12,885
\$ 7,579	\$ 6,612	\$ 5,412	\$ 3,573	\$ 23,176	\$ 3,047
\$ 5,344	\$ 5,107	\$ 5,359	\$ 5,290	\$ 21,100	\$ 5,360
\$ 62	\$ 63	\$ 62	\$ 63	\$ 250	\$ 63
3,666	3,750	4,213	3,852	3,852	3,596
\$ 18,639	\$ 8,189	\$ 7,408	\$ -	\$ 34,236	\$ 13,492
442	171	151	-	764	253
\$ 42.19	\$ 47.81	\$ 49.01	\$ -	\$ 44.80	\$ 53.39

Q1 to Q1	Q4 to Q1
22.1%	1.5%
-15.3%	-11.9%
0.3%	0.1%
0.3%	-0.8%
11.1%	-1.6%
6.8%	3.8%
-14.6%	-4.1%
-5.5%	-7.9%
3.6%	-5.6%
-56.4%	-79.4%
-57.2%	-74.9%
-59.8%	-14.7%
0.3%	1.3%
0.02	0.0%
-1.9%	-6.6%

(1) 5.50% Senior Notes are shown net of unamortized portion of issuance costs.  
(2) Interest expense on 5.50% Senior Notes includes amortization of issuance costs.  
(3) Non- GAAP. See Q1 2018 Investor Presentation for GAAP to Non-GAAP Reconciliation.  
(4) Beginning in FY14 the depreciation number calculated here includes an immaterial amount of non-cash write-offs of fixed assets.

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**First Quarter Fiscal Year 2018**  
**Analyst Information Sheet**

(Unaudited, \$ in thousands except per share amounts)

Reconciliations of GAAP Measures to non-GAAP Measures	Q117	Q217	Q317	Q417	FY17	Q118
	Jun-16	Sep-16	Dec-16	Mar-17		Jun-17
GAAP Gross profit	\$ 113,073	\$ 110,446	\$ 110,180	\$ 107,671	\$ 441,370	\$ 103,283
Stock-based compensation	842	778	794	830	3,244	902
Loss on sale of assets	-	-	-	-	-	899
Impairment of indirect tax asset	-	-	-	-	-	686
Non-GAAP Gross profit	\$ 113,915	\$ 111,224	\$ 110,974	\$ 108,501	\$ 444,614	\$ 105,770
Non-GAAP Gross profit %	51.1%	51.4%	47.6%	51.9%	50.5%	51.9%
GAAP Operating expenses	\$ 81,822	\$ 78,490	\$ 78,322	\$ 77,660	\$ 316,294	\$ 79,843
Stock-based compensation	(7,571)	(7,125)	(7,895)	(7,704)	(30,295)	(8,354)
Executive transition costs	-	(2,759)	-	-	(2,759)	-
Purchase accounting amortization	(62)	(63)	(62)	(63)	(250)	(63)
Restructuring and other related (charges) credits	1,048	415	(113)	(1,241)	109	(2,573)
Non-GAAP Operating expenses	\$ 75,237	\$ 68,958	\$ 70,252	\$ 68,652	\$ 283,099	\$ 68,853
GAAP Operating income	\$ 31,251	\$ 31,956	\$ 31,858	\$ 30,011	\$ 125,076	\$ 23,440
Stock-based compensation	8,413	7,903	8,689	8,534	33,539	9,256
Restructuring and other related charges (credits)	(1,048)	(415)	113	1,241	(109)	2,573
Loss on sale of assets	-	-	-	-	-	899
Impairment of indirect tax asset	-	-	-	-	-	686
Executive transition costs	-	2,759	-	-	2,759	-
Purchase accounting amortization	62	63	62	63	250	63
Non-GAAP Operating income	\$ 38,678	\$ 42,266	\$ 40,722	\$ 39,849	\$ 161,515	\$ 36,917
Non-GAAP Operating income %	17.3%	19.6%	17.5%	19.1%	18.3%	18.1%
GAAP Income before income taxes	\$ 26,315	\$ 26,039	\$ 24,963	\$ 24,348	\$ 101,665	\$ 17,051
Stock-based compensation	8,413	7,903	8,689	8,534	33,539	9,256
Restructuring and other related charges (credits)	(1,048)	(415)	113	1,241	(109)	2,573
Loss on sale of assets	-	-	-	-	-	899
Impairment of indirect tax asset	-	-	-	-	-	686
Executive transition costs	-	2,759	-	-	2,759	-
Purchase accounting amortization	62	63	62	63	250	63
Non-GAAP Income before income taxes	\$ 33,742	\$ 36,349	\$ 33,827	\$ 34,186	\$ 138,104	\$ 30,528
GAAP Income tax expense (benefit)	\$ 5,928	\$ 5,565	\$ 2,742	\$ 4,831	\$ 19,066	\$ (1,777)
Income tax effect of above items	2,753	3,839	3,012	2,202	11,806	5,445
Income tax effect of unusual tax items	86	53	2,002	479	2,620	3,661
Non-GAAP Income tax expense	\$ 8,767	\$ 9,457	\$ 7,756	\$ 7,512	\$ 33,492	\$ 7,329
Non-GAAP Income tax expense as a % of Non-GAAP Income before income taxes	26.0%	26.0%	22.9%	22.0%	24.3%	24.0%
GAAP Net income	\$ 20,387	\$ 20,474	\$ 22,221	\$ 19,517	\$ 82,599	\$ 18,828
Stock-based compensation	8,413	7,903	8,689	8,534	33,539	9,256
Restructuring and other related charges (credits)	(1,048)	(415)	113	1,241	(109)	2,573
Loss on sale of assets	-	-	-	-	-	899
Impairment of indirect tax asset	-	-	-	-	-	686
Executive transition costs	-	2,759	-	-	2,759	-
Purchase accounting amortization	62	63	62	63	250	63
Income tax effect of above items	(2,753)	(3,839)	(3,012)	(2,202)	(11,806)	(5,445)
Income tax effect of unusual tax items	(86)	(53)	(2,002)	(479)	(2,620)	(3,661)
Non-GAAP Net income	\$ 24,975	\$ 26,892	\$ 26,071	\$ 26,674	\$ 104,612	\$ 23,199
GAAP Diluted earnings per common share	\$ 0.62	\$ 0.63	\$ 0.68	\$ 0.59	\$ 2.51	\$ 0.57
Stock-based compensation	0.26	0.24	0.26	0.26	1.02	0.28
Restructuring and other related charges (credits)	(0.03)	(0.01)	-	0.04	-	0.08
Loss on sale of assets	-	-	-	-	-	0.03
Impairment of indirect tax asset	-	-	-	-	-	0.02
Executive transition costs	-	0.08	-	-	0.08	-
Income tax effect	(0.09)	(0.12)	(0.15)	(0.08)	(0.44)	(0.28)
Non-GAAP Diluted earnings per common share	\$ 0.76	\$ 0.82	\$ 0.79	\$ 0.81	\$ 3.17	\$ 0.70
Shares used in diluted earnings per common share calculation	32,818	32,726	32,826	33,056	32,963	33,211

# Plantronics, Inc.

## First Quarter Fiscal Year 2018

### Analyst Information Sheet

(Unaudited, \$ in thousands except per share amounts)

Income Statement - Constant Currency	Q117 <sup>(1)</sup>	Q217 <sup>(1)</sup>	Q317 <sup>(1)</sup>	Q417 <sup>(1)</sup>	FY17 <sup>(1)</sup>	Q118	Q1 to Q1	Q4 to Q1
	Jun-16	Sep-16	Dec-16	Mar-17		Jun-17		
Net revenues	\$ 223,106	\$ 216,183	\$ 232,933	\$ 208,954	\$ 881,176	\$ 207,014	-7.2%	-0.9%
Gross profit	113,915	111,224	110,974	108,501	444,614	108,570	-4.7%	0.00
<i>Gross profit %</i>	51.1%	51.4%	47.6%	51.9%	50.5%	52.4%		
Operating expenses	75,237	68,958	70,252	68,652	283,099	70,040	-6.9%	2.0%
Operating income	38,678	42,266	40,722	39,849	161,515	38,530	-0.4%	-3.3%
<i>Operating income %</i>	17.3%	19.6%	17.5%	19.1%	18.3%	18.6%		
Diluted EPS	\$ 0.76	\$ 0.82	\$ 0.79	\$ 0.81	\$ 3.17	\$ 0.75	-1.3%	-7.4%

  

Net revenues by geographic area from unaffiliated customers - Constant Currency:	Q117 <sup>(1)</sup>	Q217 <sup>(1)</sup>	Q317 <sup>(1)</sup>	Q417 <sup>(1)</sup>	FY17 <sup>(1)</sup>	Q118	Q1 to Q1	Q4 to Q1
	Jun-16	Sep-16	Dec-16	Mar-17		Jun-17		
United States	\$ 128,238	\$ 119,062	\$ 123,719	\$ 111,196	\$ 482,215	\$ 108,810	-15.1%	-2.1%
<i>As a % of total net revenue</i>	57%	55%	53%	53%	55%	53%		
Europe and Africa	\$ 54,067	\$ 51,422	\$ 63,233	\$ 57,898	\$ 226,620	\$ 57,804	6.9%	-0.2%
<i>As a % of total net revenue</i>	24%	24%	27%	28%	26%	28%		
Asia Pacific	\$ 26,227	\$ 28,588	\$ 27,164	\$ 24,316	\$ 106,295	\$ 24,059	-8.3%	-1.1%
<i>As a % of total net revenue</i>	12%	13%	12%	12%	12%	12%		
Americas, excluding United States	\$ 14,574	\$ 17,111	\$ 18,817	\$ 15,544	\$ 66,046	\$ 16,341	12.1%	5.1%
<i>As a % of total net revenue</i>	7%	8%	8%	7%	7%	7%		
<b>Net Revenue Breakout</b>								
Enterprise	155,897	\$ 154,542	\$ 157,345	\$ 160,870	\$ 628,654	156,805	0.6%	-2.5%
<i>As a % of total net revenue</i>	70%	71%	68%	77%	71%	76%		
Consumer	67,209	\$ 61,641	\$ 75,588	\$ 48,084	\$ 252,522	50,209	-25.3%	4.4%
<i>As a % of total net revenue</i>	30%	29%	32%	23%	29%	24%		

(1) The results of these periods have not been adjusted for constant currency