

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

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

GAAP Income Statement	Q117	Q217	Q317	Q317 YTD	Q417	FY17	Q118	Q218	Q318	FY18 YTD	Y/Y	Q/Q	YTD to YTD
	Jun-16	Sep-16	Dec-16		Mar-17		Jun-17	Sep-17	Dec-17				
	Net revenues	\$ 223,106	\$ 216,183	\$ 232,933	\$ 672,222	\$ 208,954	\$ 881,176	\$ 203,926	\$ 210,300	\$ 226,534	\$ 640,760	-2.7%	7.7%
Cost of revenues	110,033	105,737	122,753	338,523	101,283	439,806	100,643	102,668	112,409	315,720	-8.4%	9.5%	-6.7%
Gross profit	113,073	110,446	110,180	333,699	107,671	441,370	103,283	107,632	114,125	325,040	3.6%	6.0%	-2.6%
Gross profit %	50.7%	51.1%	47.3%	49.6%	51.5%	50.1%	50.6%	51.2%	50.4%	50.7%			
Research, development, and engineering	22,344	22,379	21,393	66,116	22,202	88,318	21,213	19,932	21,257	62,402	-0.6%	6.6%	-5.6%
As a % of net revenue	10.0%	10.4%	9.2%	9.8%	10.6%	10.0%	10.4%	9.5%	9.4%	9.7%			
Selling, general, and administrative	55,787	56,875	56,919	169,581	54,249	223,830	56,233	57,696	56,196	170,125	-1.3%	-2.6%	0.3%
As a % of net revenue	25.0%	26.3%	24.4%	25.2%	26.0%	25.4%	27.6%	27.4%	24.8%	26.6%			
(Gain) loss from litigation settlement	4,739	(349)	(103)	4,287	(32)	4,255	(176)	(104)	(15)	(295)			
Restructuring and other related charges/adjustments	(1,048)	(415)	113	(1,350)	1,241	(109)	2,573	(51)	(84)	2,438			
Operating expenses	81,822	78,490	78,322	238,634	77,660	316,294	79,843	77,473	77,354	234,670	-1.2%	-0.2%	-1.7%
Operating expenses %	36.7%	36.3%	33.6%	35.5%	37.2%	35.9%	39.2%	36.8%	34.1%	36.6%			
Operating income	31,251	31,956	31,858	95,065	30,011	125,076	23,440	30,159	36,771	90,370	15.4%	21.9%	-4.9%
Operating income %	14.0%	14.8%	13.7%	14.1%	14.4%	14.2%	11.5%	14.3%	16.2%	14.1%			
Interest Expense	(7,288)	(7,257)	(7,322)	(21,867)	(7,363)	(29,230)	(7,303)	(7,260)	(7,341)	(21,904)			
Other non-operating income and (expense), net	2,352	1,340	427	4,119	1,700	5,819	914	1,826	2,490	5,230			
Income before income taxes	26,315	26,039	24,963	77,317	24,348	101,665	17,051	24,725	31,920	73,696	27.9%	29.1%	-4.7%
Income tax expense (benefit)	5,928	5,565	2,742	14,235	4,831	19,066	(1,777)	4,772	81,424	84,419			
Income tax expense as a percent of income before taxes	22.5%	21.4%	11.0%	18.4%	19.8%	18.8%	-10.4%	19.3%	255.1%	114.6%			
Net income	20,387	20,474	22,221	63,082	19,517	82,599	18,828	19,953	(49,504)	(10,723)	-322.8%	-348.1%	-117.0%
Diluted shares outstanding	32,818	32,726	32,826	32,895	33,056	32,963	33,211	32,809	32,075	32,384			
Diluted earnings per share ("EPS") <sup>(1)</sup>	\$ 0.62	\$ 0.63	\$ 0.68	\$ 1.86	\$ 0.59	\$ 2.51	\$ 0.57	\$ 0.59	\$ (1.54)	\$ (0.33)	-326.5%	-361.0%	-117.7%

(1) Beginning in Q2 FY18, GAAP EPS is calculated using the Two-Class method. Q3'18 results are calculated using the Treasury Share Method as the Two-Class method is anti-dilutive during periods of net loss. Non-GAAP EPS continues to be calculated using the Treasury Stock method.

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 investor.plantronics.com.

**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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**Third Quarter Fiscal Year 2018**  
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(Unaudited, \$ in thousands except per share amounts)

Non-GAAP Income Statement	Q117	Q217	Q317	Q317 YTD	Q417	FY17	Q118	Q218	Q318	FY18 YTD	Y/Y	Q/Q	YTD to YTD
	Jun-16	Sep-16	Dec-16		Mar-17		Jun-17	Sep-17	Dec-17				
Net revenues	\$ 223,106	\$ 216,183	\$ 232,933	\$ 672,222	\$ 208,954	\$ 881,176	\$ 203,926	\$ 210,300	\$ 226,534	\$ 640,760	-2.7%	7.7%	-4.7%
Cost of revenues	109,191	104,959	121,959	336,109	100,453	436,562	98,156	101,778	111,492	311,426	-8.6%	9.5%	-7.3%
Gross profit	113,915	111,224	110,974	336,113	108,501	444,614	105,770	108,522	115,042	329,334	3.7%	6.0%	-2.0%
<i>Gross profit %</i>	51.1%	51.4%	47.6%	50.0%	51.9%	50.5%	51.9%	51.6%	50.8%	51.4%			
Research, development, and engineering	19,798	19,908	19,560	59,266	20,186	79,452	19,049	17,907	19,208	56,164	-1.8%	7.3%	-5.2%
<i>As a % of net revenue</i>	8.9%	9.2%	8.4%	8.8%	9.7%	9.0%	9.3%	8.5%	8.5%	8.8%			
Selling, general, and administrative	50,700	49,399	50,795	150,894	48,498	199,392	49,980	51,283	51,133	152,396	0.7%	-0.3%	1.0%
<i>As a % of net revenue</i>	22.7%	22.9%	21.8%	22.4%	23.2%	22.6%	24.5%	24.4%	22.6%	23.8%			
(Gain) loss from litigation settlement	4,739	(349)	(103)	4,287	(32)	4,255	(176)	(104)	(15)	(295)			
Operating expenses	75,237	68,958	70,252	214,447	68,652	283,099	68,853	69,086	70,326	208,265	0.1%	1.8%	-2.9%
<i>Operating expenses %</i>	33.7%	31.9%	30.2%	31.9%	32.9%	32.1%	33.8%	32.9%	31.0%	32.5%			
Operating income	38,678	42,266	40,722	121,666	39,849	161,515	36,917	39,436	44,716	121,069	9.8%	13.4%	-0.5%
<i>Operating income %</i>	17.3%	19.6%	17.5%	18.1%	19.1%	18.3%	18.1%	18.8%	19.7%	18.9%			
Interest Expense	(7,288)	(7,257)	(7,322)	(21,867)	(7,363)	(29,230)	(7,303)	(7,260)	(7,341)	(21,904)			
Other non-operating income and (expense), net	2,352	1,340	427	4,119	1,700	5,819	914	1,826	2,490	5,230			
Income before income taxes	33,742	36,349	33,827	103,918	34,186	138,104	30,528	34,002	39,865	104,395	17.8%	17.2%	0.5%
Income tax expense	8,767	9,457	7,756	25,980	7,512	33,492	7,329	7,838	6,758	21,925	-12.9%	-13.8%	-15.6%
<i>Income tax expense as a percent of income before taxes</i>	26.0%	26.0%	22.9%	25.0%	22.0%	24.3%	24.0%	23.1%	17.0%	21.0%			
Net income	24,975	26,892	26,071	77,938	26,674	104,612	23,199	26,164	33,107	82,470	27.0%	26.5%	5.8%
Diluted shares outstanding	32,818	32,726	32,826	32,895	33,056	32,963	33,211	32,809	32,496	32,945	-1.0%	-1.0%	0.2%
Diluted EPS	\$ 0.76	\$ 0.82	\$ 0.79	\$ 2.37	\$ 0.81	\$ 3.17	\$ 0.70	\$ 0.80	\$ 1.02	\$ 2.50	29.1%	27.5%	5.5%

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

Q117	Q217	Q317	Q317 YTD	Q417	FY17
Jun-16	Sep-16	Dec-16		Mar-17	
\$ 128,238	\$ 119,062	\$ 123,719	\$ 371,019	\$ 111,196	\$ 482,215
57%	55%	53%	55%	53%	55%
\$ 94,868	\$ 97,121	\$ 109,214	\$ 301,203	\$ 97,758	\$ 398,961
43%	45%	47%	45%	47%	45%
\$ 128,238	\$ 119,062	\$ 123,719	\$ 371,019	\$ 111,196	\$ 482,215
57%	55%	53%	55%	53%	55%
\$ 54,067	\$ 51,422	\$ 63,233	\$ 168,722	\$ 57,898	\$ 226,620
24%	24%	27%	25%	28%	26%
\$ 26,227	\$ 28,588	\$ 27,164	\$ 81,979	\$ 24,316	\$ 106,295
12%	13%	12%	12%	12%	12%
\$ 14,574	\$ 17,111	\$ 18,817	\$ 50,502	\$ 15,544	\$ 66,046
7%	8%	8%	8%	7%	7%
\$ 155,897	\$ 154,542	\$ 157,345	\$ 467,784	\$ 160,870	\$ 628,654
70%	71%	68%	70%	77%	71%
\$ 67,209	\$ 61,641	\$ 75,588	\$ 204,438	\$ 48,084	\$ 252,522
30%	29%	32%	30%	23%	29%

Q118	Q218	Q318	FY18 YTD
Jun-17	Sep-17	Dec-17	
\$ 108,810	\$ 111,095	\$ 106,455	\$ 326,360
53%	53%	47%	51%
\$ 95,116	\$ 99,205	\$ 120,079	\$ 314,400
47%	47%	53%	49%
\$ 108,810	\$ 111,095	\$ 106,455	\$ 326,360
53%	53%	47%	51%
\$ 54,816	\$ 56,325	\$ 73,620	\$ 184,761
27%	27%	33%	29%
\$ 23,884	\$ 24,227	\$ 27,553	\$ 75,664
12%	12%	12%	12%
\$ 16,416	\$ 18,653	\$ 18,906	\$ 53,975
8%	8%	8%	8%
\$ 154,605	\$ 162,907	\$ 167,640	\$ 485,152
76%	77%	74%	76%
\$ 49,321	\$ 47,393	\$ 58,894	\$ 155,608
24%	23%	26%	24%

Y/Y	Q/Q	YTD to YTD
-14.0%	-4.2%	-12.0%
9.9%	21.0%	4.4%
-14.0%	-4.2%	-12.0%
16.4%	30.7%	9.5%
1.4%	13.7%	-7.7%
0.5%	1.4%	6.9%
Y/Y	Q/Q	YTD to YTD
6.5%	2.9%	3.7%
-22.1%	24.3%	-23.9%

<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>	
As a % of total net revenue	
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	
Total cash utilized for stock repurchases under authorized plans	
Total shares repurchased under authorized plans (in thousands)	
Average Price per Share for stock repurchases under authorized plans	
Average Price per Share for stock repurchases under authorized plans - in actual \$'s	

Q117	Q217	Q317	Q317 YTD	Q417	FY17
\$ 399,372	\$ 422,940	\$ 419,903	\$ 419,903	\$ 480,149	\$ 480,149
\$ 132,270	\$ 130,695	\$ 134,951	\$ 134,951	\$ 127,176	\$ 127,176
\$ 489,971	\$ 490,334	\$ 490,696	\$ 490,696	\$ 491,059	\$ 491,059
\$ 7,198	\$ 7,163	\$ 7,220	\$ 21,581	\$ 7,275	\$ 28,856
54	57	55		61	
\$ 53,912	\$ 52,686	\$ 58,026	\$ 58,026	\$ 55,456	\$ 55,456
8.2	8.0	8.5		7.3	
44,022	47,373	46,081	137,476	45,139	182,615
19.7%	21.9%	19.8%	20.5%	21.6%	20.7%
\$ 22,558	\$ 29,064	\$ 15,475	\$ 67,097	\$ 47,698	\$ 114,795
\$ 30,137	\$ 35,676	\$ 20,887	\$ 86,700	\$ 51,271	\$ 137,971
\$ 7,579	\$ 6,612	\$ 5,412	\$ 19,603	\$ 3,573	\$ 23,176
\$ 5,344	\$ 5,107	\$ 5,359	\$ 15,810	\$ 5,290	\$ 21,100
\$ 62	\$ 63	\$ 62	\$ 62	\$ 63	\$ 250
3,666	3,750	4,213	4,213	3,852	3,852
\$ 18,639	\$ 8,189	\$ 7,408	\$ 34,236	\$ -	\$ 34,236
442	171	151	764	-	764
\$ 42.19	\$ 47.81	\$ 49.01	\$ 44.80	\$ -	\$ 44.80

Q118	Q218	Q318	FY18
\$ 487,476	\$ 500,394	\$ 499,066	\$ 499,066
\$ 112,090	\$ 105,251	\$ 118,870	\$ 118,870
\$ 491,421	\$ 491,784	\$ 492,146	\$ 492,146
\$ 7,217	\$ 7,162	\$ 7,219	\$ 21,598
60	60	57	
\$ 57,571	\$ 60,999	\$ 64,574	\$ 64,574
7.0	6.7	7.0	
42,277	44,900	49,882	137,059
20.7%	21.4%	22.0%	21.4%
\$ 9,838	\$ 32,703	\$ 29,425	\$ 71,966
\$ 12,885	\$ 36,408	\$ 32,076	\$ 81,369
\$ 3,047	\$ 3,705	\$ 2,651	\$ 9,403
\$ 5,360	\$ 5,464	\$ 5,166	\$ 15,990
\$ 63	\$ 17	\$ -	\$ 80
3,596	4,060	3,733	3,733
\$ 13,492	\$ 25,730	\$ 13,693	\$ 52,915
253	589	298	1,140
\$ 53.39	\$ 43.72	\$ 46.00	\$ 46.46

Y/Y	Q/Q	YTD to YTD
18.9%	-0.3%	
-11.9%	12.9%	
0.3%	0.1%	
0.0%	0.8%	0.1%
3.6%	-5.0%	
11.3%	5.9%	
-17.6%	4.5%	
8.2%	11.1%	-0.3%
90.1%	-10.0%	7.3%
53.6%	-11.9%	-6.1%
-51.0%	-28.4%	-52.0%
-3.6%	-5.5%	1.1%
-100.0%	-100.0%	29.0%
-11.4%	-8.1%	-11.4%

(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 Q3 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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Reconciliations of GAAP Measures to non-GAAP Measures	Q117	Q217	Q317	Q317 YTD	Q417	FY17	Q118	Q218	Q318	FY18
	Jun-16	Sep-16	Dec-16		Mar-17		Jun-17	Sep-17	Dec-17	
GAAP Gross profit	\$ 113,073	\$ 110,446	\$ 110,180	\$ 333,699	\$ 107,671	\$ 441,370	\$ 103,283	\$ 107,632	\$ 114,125	\$ 325,040
Stock-based compensation	842	778	794	2,414	830	3,244	902	890	917	2,709
Loss on sale of assets	-	-	-	-	-	-	899	-	-	899
Impairment of indirect tax asset	-	-	-	-	-	-	686	-	-	686
Non-GAAP Gross profit	\$ 113,915	\$ 111,224	\$ 110,974	\$ 336,113	\$ 108,501	\$ 444,614	\$ 105,770	\$ 108,522	\$ 115,042	\$ 329,334
Non-GAAP Gross profit %	51.1%	51.4%	47.6%	50.0%	51.9%	50.5%	51.9%	51.6%	50.8%	51.4%
GAAP Operating expenses	\$ 81,822	\$ 78,490	\$ 78,322	\$ 238,634	\$ 77,660	\$ 316,294	\$ 79,843	\$ 77,473	\$ 77,354	\$ 234,670
Stock-based compensation	(7,571)	(7,125)	(7,895)	(22,591)	(7,704)	(30,295)	(8,354)	(7,872)	(7,112)	(23,338)
Executive transition costs	-	(2,759)	-	(2,759)	-	(2,759)	-	(549)	-	(549)
Purchase accounting amortization	(62)	(63)	(62)	(187)	(63)	(250)	(63)	(17)	-	(80)
Restructuring and other related (charges) credits	1,048	415	(113)	1,350	(1,241)	109	(2,573)	51	84	(2,438)
Non-GAAP Operating expenses	\$ 75,237	\$ 68,958	\$ 70,252	\$ 214,447	\$ 68,652	\$ 283,099	\$ 68,853	\$ 69,086	\$ 70,326	\$ 208,265
GAAP Operating income	\$ 31,251	\$ 31,956	\$ 31,858	\$ 95,065	\$ 30,011	\$ 125,076	\$ 23,440	\$ 30,159	\$ 36,771	\$ 90,370
Stock-based compensation	8,413	7,903	8,689	25,005	8,534	33,539	9,256	8,762	8,029	26,047
Restructuring and other related charges (credits)	(1,048)	(415)	113	(1,350)	1,241	(109)	2,573	(51)	(84)	2,438
Loss on sale of assets	-	-	-	-	-	-	899	-	-	899
Impairment of indirect tax asset	-	-	-	-	-	-	686	-	-	686
Executive transition costs	-	2,759	-	2,759	-	2,759	-	549	-	549
Purchase accounting amortization	62	63	62	187	63	250	63	17	-	80
Non-GAAP Operating income	\$ 38,678	\$ 42,266	\$ 40,722	\$ 121,666	\$ 39,849	\$ 161,515	\$ 36,917	\$ 39,436	\$ 44,716	\$ 121,069
Non-GAAP Operating income %	17.3%	19.6%	17.5%	18.1%	19.1%	18.3%	18.1%	18.8%	19.7%	18.9%
GAAP Income before income taxes	\$ 26,315	\$ 26,039	\$ 24,963	\$ 77,317	\$ 24,348	\$ 101,665	\$ 17,051	\$ 24,725	\$ 31,920	\$ 73,696
Stock-based compensation	8,413	7,903	8,689	25,005	8,534	33,539	9,256	8,762	8,029	26,047
Restructuring and other related charges (credits)	(1,048)	(415)	113	(1,350)	1,241	(109)	2,573	(51)	(84)	2,438
Loss on sale of assets	-	-	-	-	-	-	899	-	-	899
Impairment of indirect tax asset	-	-	-	-	-	-	686	-	-	686
Executive transition costs	-	2,759	-	2,759	-	2,759	-	549	-	549
Purchase accounting amortization	62	63	62	187	63	250	63	17	-	80
Non-GAAP Income before income taxes	\$ 33,742	\$ 36,349	\$ 33,827	\$ 103,918	\$ 34,186	\$ 138,104	\$ 30,528	\$ 34,002	\$ 39,865	\$ 104,395
GAAP Income tax expense (benefit)	\$ 5,928	\$ 5,565	\$ 2,742	\$ 14,235	\$ 4,831	\$ 19,066	\$ (1,777)	\$ 4,772	\$ 81,424	\$ 84,419
Income tax effect of above items	2,753	3,839	3,012	9,604	2,202	11,806	5,445	3,066	(2,067)	6,444
Income tax effect of unusual tax items	86	53	2,002	2,141	479	2,620	3,661	-	(72,599)	(68,938)
Non-GAAP Income tax expense	\$ 8,767	\$ 9,457	\$ 7,756	\$ 25,980	\$ 7,512	\$ 33,492	\$ 7,329	\$ 7,838	\$ 6,758	\$ 21,925
Non-GAAP Income tax expense as a % of Non-GAAP Income before income taxes	26.0%	26.0%	22.9%	25.0%	22.0%	24.3%	24.0%	23.1%	17.0%	21.0%
GAAP Net income	\$ 20,387	\$ 20,474	\$ 22,221	\$ 63,082	\$ 19,517	\$ 82,599	\$ 18,828	\$ 19,953	\$ (49,504)	\$ (10,723)
Stock-based compensation	8,413	7,903	8,689	25,005	8,534	33,539	9,256	8,762	8,029	26,047
Restructuring and other related charges (credits)	(1,048)	(415)	113	(1,350)	1,241	(109)	2,573	(51)	(84)	2,438
Loss on sale of assets	-	-	-	-	-	-	899	-	-	899
Impairment of indirect tax asset	-	-	-	-	-	-	686	-	-	686
Executive transition costs	-	2,759	-	2,759	-	2,759	-	549	-	549
Purchase accounting amortization	62	63	62	187	63	250	63	17	-	80
Income tax effect of above items	(2,753)	(3,839)	(3,012)	(9,604)	(2,202)	(11,806)	(5,445)	(3,066)	2,067	(6,444)
Income tax effect of unusual tax items	(86)	(53)	(2,002)	(2,141)	(479)	(2,620)	(3,661)	-	72,599	68,938
Non-GAAP Net income	\$ 24,975	\$ 26,892	\$ 26,071	\$ 77,938	\$ 26,674	\$ 104,612	\$ 23,199	\$ 26,164	\$ 33,107	\$ 82,470
GAAP Diluted earnings per common share	\$ 0.62	\$ 0.63	\$ 0.68	\$ 1.86	\$ 0.59	\$ 2.51	\$ 0.57	\$ 0.59	\$ (1.54)	\$ (0.33)
Stock-based compensation	0.26	0.24	0.26	0.76	0.26	1.02	0.28	0.27	0.25	0.79
Restructuring and other related charges (credits)	(0.03)	(0.01)	-	(0.04)	0.04	-	0.08	-	-	0.07
Loss on sale of assets	-	-	-	-	-	-	0.03	-	-	0.03
Impairment of indirect tax asset	-	-	-	-	-	-	0.02	-	-	0.02
Executive transition costs	-	0.08	-	0.08	-	0.08	-	0.02	-	0.02
Income tax effect	(0.09)	(0.12)	(0.15)	(0.36)	(0.08)	(0.44)	(0.28)	(0.10)	2.29	1.90
Effect of participating securities	-	-	-	0.07	-	-	-	0.02	-	-
Effect of anti-dilutive shares	-	-	-	-	-	-	-	-	0.02	-
Non-GAAP Diluted earnings per common share	\$ 0.76	\$ 0.82	\$ 0.79	\$ 2.37	\$ 0.81	\$ 3.17	\$ 0.70	\$ 0.80	\$ 1.02	\$ 2.50
Shares used in diluted earnings per common share calculation:										
GAAP										
Non-GAAP	32,818	32,726	32,826	32,895	33,056	32,963	33,211	32,809	32,496	32,945

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

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

<b>Income Statement - Constant Currency</b>	
Net revenues	
Gross profit	
<i>Gross profit %</i>	
Operating expenses	
Operating income	
<i>Operating income %</i>	
Diluted EPS	

Q117 <sup>(1)</sup>	Q217 <sup>(1)</sup>	Q317 <sup>(1)</sup>	Q317 YTD <sup>(1)</sup>	Q417 <sup>(1)</sup>	FY17 <sup>(1)</sup>
<i>Jun-16</i>	<i>Sep-16</i>	<i>Dec-16</i>		<i>Mar-17</i>	
\$ 223,106	\$ 216,183	\$ 232,933	\$ 672,222	\$ 208,954	\$ 881,176
113,915	111,224	110,974	336,113	108,501	444,614
51.1%	51.4%	47.6%	50.0%	51.9%	50.5%
75,237	68,958	70,252	214,447	68,652	283,099
38,678	42,266	40,722	121,666	39,849	161,515
17.3%	19.6%	17.5%	18.1%	19.1%	18.3%
\$ 0.76	\$ 0.82	\$ 0.79	\$ 2.18	\$ 0.81	\$ 3.17

Q118	Q218	Q318	FY18
<i>Jun-17</i>	<i>Sep-17</i>	<i>Dec-17</i>	
\$ 207,014	\$ 209,940	\$ 222,484	\$ 639,438
108,570	108,322	111,342	328,234
52.4%	51.6%	50.0%	51.3%
70,040	68,525	68,850	207,415
38,530	39,797	42,492	120,819
18.6%	19.0%	19.1%	18.9%
\$ 0.75	\$ 0.80	\$ 0.95	\$ 2.50

Y/Y	Q/Q	YTD to YTD
-4.5%	6.0%	-4.9%
0.3%	3%	-2.3%
-2.0%	0.5%	-3.3%
4.3%	6.8%	-0.7%
20.3%	18.8%	14.7%

<b>Net revenues by geographic area from unaffiliated customers - Constant Currency:</b>	
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 <sup>(1)</sup>	Q217 <sup>(1)</sup>	Q317	Q317 YTD	Q417 <sup>(1)</sup>	FY17 <sup>(1)</sup>
<i>Jun-16</i>	<i>Sep-16</i>	<i>Dec-16</i>		<i>Mar-17</i>	
\$ 128,238	\$ 119,062	\$ 123,719	\$ 371,019	\$ 111,196	\$ 482,215
57%	55%	53%	55%	53%	55%
\$ 54,067	\$ 51,422	\$ 63,233	\$ 168,722	\$ 57,898	\$ 226,620
24%	24%	27%	25%	28%	26%
\$ 26,227	\$ 28,588	\$ 27,164	\$ 81,979	\$ 24,316	\$ 106,295
12%	13%	12%	12%	12%	12%
\$ 14,574	\$ 17,111	\$ 18,817	\$ 50,502	\$ 15,544	\$ 66,046
7%	8%	8%	8%	7%	7%
155,897	\$ 154,542	\$ 157,345	\$ 467,784	\$ 160,870	\$ 628,654
70%	71%	68%	70%	77%	71%
67,209	\$ 61,641	\$ 75,588	\$ 204,438	\$ 48,084	\$ 252,522
30%	29%	32%	30%	23%	29%

Q118	Q218	Q318	FY17
<i>Jun-17</i>	<i>Sep-17</i>	<i>Dec-17</i>	
\$ 108,810	\$ 111,096	\$ 106,455	\$ 326,361
53%	53%	48%	51%
\$ 57,804	\$ 56,075	\$ 69,820	\$ 183,699
28%	27%	31%	29%
\$ 24,059	\$ 24,172	\$ 27,353	\$ 75,584
12%	12%	12%	12%
\$ 16,341	\$ 18,597	\$ 18,856	\$ 53,794
7%	8%	9%	8%
156,805	\$ 162,747	\$ 164,715	\$ 484,267
76%	78%	74%	76%
50,209	\$ 47,193	\$ 57,769	\$ 155,171
24%	22%	26%	24%

Y/Y	Q/Q	YTD to YTD
-14.0%	-4.2%	-12.0%
10.4%	24.5%	8.9%
0.7%	13.2%	-7.8%
0.2%	1.4%	6.5%
4.7%	1.2%	3.5%
-23.6%	22.4%	-24.1%

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