WELCOME TO THE FY20 POLY INVESTOR DAY
FORWARD LOOKING STATEMENTS

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements relating to: (i) expectations for the UC&C market and Enterprise TAM and our ability to differentiate ourselves and take advantage of the opportunities based on our positioning, product portfolio and launch dates; (ii) expectations regarding synergies from previous integration efforts and anticipation for additional synergies, accretion and long-term operating model targets, and our ability to attain them in the timeframes expected; (iii) beliefs regarding what is required to succeed in the UCC market and our strategy to achieve success; (iv) our expectations for tariff mitigation and resolution of transitory issues and the timeframes in which we believe we can achieve them; (v) expectations for end user and software analytics and services, the positioning of our product portfolio and the potential for near-term gains; (vi) expectations regarding debt repayment actions and timing; (vii) Fiscal Year 2021 expectations; (viii) our expectations to reduce channel inventory materially in the third quarter of Fiscal Year 2020 and its impact on guidance; and (ix) estimates of GAAP and non-GAAP financial results for the third quarter and full year Fiscal Year 2020, including net revenues, purchase accounting adjustments, adjusted EBITDA, tax rates, intangibles amortization, and diluted weighted average shares outstanding and diluted EPS, gross margins, operating expenses, income and margins, in addition to other matters discussed in this presentation that are not purely historical data. We do not assume any obligation to update or revise any such forward-looking statements, whether as the result of new developments or otherwise.

Forward-looking statements involve risks and uncertainties that may cause actual results to differ materially from those contemplated by such statements. Among the factors that could cause actual results to differ materially from those contemplated are micro and macro-economic conditions in our domestic and international markets; the nature and extent of competition we face; the impact of product transitions underway which are replacing or upgrading nearly every major product in our product portfolio; the impact of ongoing integration, restructuring and disaggregation activities on our operations, including on employees, suppliers and customers from the Polycom acquisition; risks associated with our channel partners’ sales reporting, product inventories and product sell through since we sell a significant amount of products to channel partners who maintain their own inventory of our products; failure to match production to demand given long lead times and the difficulty of forecasting unit volumes and acquiring the component parts and materials to meet demand without having excess inventory or incurring cancellation charges; and new or greater tariffs on our products.

For more information concerning these and other possible risks, please refer to our Annual Report on Form 10-K filed with the Securities and Exchange Commission on May 17, 2019 and other filings with the Securities and Exchange Commission, as well as our recent earnings press release. The Securities and Exchange Commission filings can be accessed over the Internet at http://www.sec.gov/edgar/searchedgar/companysearch.html or on our website at investor.poly.com.
USE OF NON-GAAP INFORMATION

To supplement our condensed consolidated financial statements presented on a GAAP basis, we use non-GAAP, and where applicable, combined comparative measures of operating results, including non-GAAP net revenues, non-GAAP gross profit, non-GAAP operating expenses, non-GAAP operating income, non-GAAP net income, adjusted EBITDA, and non-GAAP diluted EPS, which exclude certain unusual or non-cash expenses and charges that are included in the most directly comparable GAAP measure. These unusual or non-cash expenses and charges include the effect, where applicable, of purchase accounting on deferred revenue and inventory, stock-based compensation, acquisition related expenses, purchase accounting amortization and adjustments, restructuring and other related charges and credits, asset impairments, executive transition charges, rebranding costs, gains or losses from litigations settlements, unusual and/or irregular gains or losses from the sale of investments, and the impact of participating securities, all net of any 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 amounts from our non-GAAP and combined comparative measures primarily because management does not believe they are consistent with the development of our target operating model. Combined comparative results refer to the results for periods prior to the Plantronics and Polycom combination, which were prepared by combining the non-GAAP results of as if they had been combined during that period. These prior period results are presented on a non-GAAP as-reported basis, with immaterial adjustments to align the treatment of non-GAAP adjustments for comparative purposes. We believe that the use of non-GAAP and combined comparative financial measures provides meaningful supplemental information regarding our performance and liquidity and helps investors compare actual results with our historical and long-term target operating model goals as well as our performance as a combined company. We believe presenting non-GAAP net revenue provides meaningful supplemental information regarding how management views the performance of the business and underlying performance of our individual product categories. We believe that both management and investors benefit from referring to these non-GAAP and combined comparative financial measures in assessing our performance and when planning, forecasting and analyzing future periods; however, non-GAAP and combined comparative financial measures are not meant to be considered in isolation of, or as a substitute for, or superior to, net revenues, gross margin, operating expenses, operating income, operating margin, net income or EPS prepared in accordance with GAAP. A reconciliation between GAAP and Non-GAAP measures for all periods presented in this document is included as an appendix to this document. Other historical reconciliations are available at investor.poly.com.
TEAM POLY WELCOMES YOU

Joe Burton
President & CEO

Chuck Boynton
EVP & CFO

Darrius Jones
EVP & Chief Strategy Officer

Tom Puorro
EVP & GM
Global Products

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AGENDA

OPENING REMARKS
Joe Burton, President & CEO

FINANCIAL UPDATE
Chuck Boynton, Executive Vice President & Chief Financial Officer

Q&A
Joe Burton and Chuck Boynton

CORPORATE STRATEGY
Darrius Jones, EVP & Chief Strategy Officer

PRODUCTS
Tom Puorro, EVP & GM Global Products

Q&A
All

PRODUCT DEMOS

EXECUTIVE HOSTED LUNCH
All
KEY TAKEAWAYS

Tremendous and growing market opportunity

Compelling corporate strategy

Major product transition underway

Operating model improving with levers across the P&L

Adj. EBITDA and cash flow improving in FY21+
CHUCK BOYNTON
EXECUTIVE VICE PRESIDENT
& CHIEF FINANCIAL OFFICER
ITEMS TO COVER

01 MARKET GROWTH RATES

02 Q3 & FY20 EARNINGS GUIDANCE

03 FY21 AND OTHER CONSIDERATIONS
MARKET SIZE AND GROWTH RATES
POLY ADDRESSES A $8B ENTERPRISE TAM GROWING AT 8%

Market TAM1

<table>
<thead>
<tr>
<th>Category</th>
<th>CY18</th>
<th>CY23</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enterprise Headsets</td>
<td>$1.4B</td>
<td>$2.0B</td>
<td>+8%</td>
</tr>
<tr>
<td>SIP Phones</td>
<td>$1.1B</td>
<td>$1.4B</td>
<td>+5%</td>
</tr>
<tr>
<td>Audio Conf.</td>
<td>$0.5B</td>
<td>$0.7B</td>
<td>+10%</td>
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<tr>
<td>Video</td>
<td>$2.6B</td>
<td>$3.8B</td>
<td>+7%</td>
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<tr>
<td>Total TAM</td>
<td>$5.5B</td>
<td>$7.9B</td>
<td>+8%</td>
</tr>
</tbody>
</table>

Commentary

- New products well-positioned to capitalize on market growth
- Potential for market share gains based on recent product introductions
- Leverage new VVX (FY19) and CCX (FY20) portfolio to drive growth
- Maintain market leadership, capitalize on growth in UC&C

Poly is the only company with integrated offerings across all endpoint categories

1 Frost & Sullivan, Poly Internal
ENTERPRISE HEADSETS

Market TAM¹ & CAGR

- 8% CAGR with continued momentum
- #1 Market share position ahead of GN (#2) and Sennheiser (#3)²
- New products drive future growth

Poly Enterprise Headset Revenue

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20 Est.</th>
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<tbody>
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<td>Legacy</td>
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<tr>
<td>UCC</td>
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Frost & Sullivan, Poly Mgmt.

¹ Frost & Sullivan
² Frost & Sullivan
CONSUMER

• Concluding strategic review

• Likely outcome we will maintain ownership of Consumer business

• Plan to optimize:
  • Portfolio
  • Inventory
  • Accounts Receivable
  • Gross Margin
  • Operating expenses

• Opportunity for significant cash conversion from working capital

• Will continue to provide updates

Poly Consumer Headset Revenue

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20 Est.</th>
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</thead>
</table>

Trailing 5 Quarters

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q2 FY19</th>
<th>Q3 FY19</th>
<th>Q4 FY19</th>
<th>Q1 FY20</th>
<th>Q2 FY20</th>
</tr>
</thead>
</table>

- Mono
- Stereo
- Gaming
### DESKTOP PHONES

**Market TAM\(^1\) & CAGR**

- **5% CAGR with new products just announced**
- **#1 Market share position in Open SIP and Microsoft environments ahead of Yealink (#2) and Cisco (#3)\(^1\)**
- **New VVX (FY19) and CCX (FY20) to drive future growth**
- **FY20 revenue impacted by Teams transition**

---

\(^1\) Frost & Sullivan
• 10% CAGR with leading market share position
• #1 Market share position ahead of Cisco (#2) and Yealink (#3)²
• FY20 revenue impacted by Teams transition

1 Frost & Sullivan
2 Synergy Research, excludes USB Speakerphones
**VIDEO ENDPOINTS**

Market TAM¹ & CAGR

- 11% CAGR with fast growing Huddle Room segment (30+ million rooms)
- #2 market share position behind Cisco (#1) and ahead of Logitech (#3)²
- Portfolio transition in-flight with X30 and X50 shipping in December

---

Poly Video Revenue (excluding Services)

FY16 FY17 FY18 FY19 FY20

$3.8B $2.6B $1.8B $1.4B $1.2B

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¹ Frost & Sullivan
² Synergy Research, Traditional Video Conferencing market, excl Collaborative Smart Boards, plus USB Conferencing Cameras

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SERVICES

• Highly aligned to Video revenues

• Expect continued gradual decline until new service offerings launched
Q3 & FY20 EARNINGS GUIDANCE
NO CHANGE TO Q3 & FY20 GUIDANCE

<table>
<thead>
<tr>
<th></th>
<th>Q3 FY20 Guidance</th>
<th>FY20 Guidance</th>
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<tbody>
<tr>
<td>GAAP Net Revenue</td>
<td>$383M - $423M</td>
<td>$1.72B to $1.81B</td>
</tr>
<tr>
<td>Non-GAAP Net Revenue1</td>
<td>$390M - $430M</td>
<td>$1.76B to $1.84B</td>
</tr>
<tr>
<td>Adjusted EBITDA2</td>
<td>$33M - $53M</td>
<td>$283M - $323M</td>
</tr>
<tr>
<td>Non-GAAP Diluted EPS2,3</td>
<td>$0.01 - $0.31</td>
<td>$2.94 - $3.74</td>
</tr>
</tbody>
</table>

1 Q3 and full year FY20 non-GAAP revenue guidance includes purchase accounting adjustments of $7.1 million and $34 million, respectively.

2 Q3 and full year FY20 Adjusted EBITDA and non-GAAP diluted EPS excludes estimated intangibles amortization expense of $45.8 million and $182.8 million, respectively.

3 EPS Guidance assumes approximately 40 million diluted average weighted shares and a non-GAAP effective tax rate of 16% to 18%.

Poly does not intend to update these targets during the quarter or to report on its progress toward these targets. Poly will not comment on these targets to analysts or investors except by its press release announcing its third quarter fiscal year 2020 results or by other public disclosure. Any statements by persons outside Poly speculating on the progress of the third quarter or full fiscal year 2020 will not be based on internal company information and should be assessed accordingly by investors.

With respect to adjusted EBITDA and diluted EPS guidance, the Company has determined that it is unable to provide quantitative reconciliations of these forward-looking non-GAAP measures to the most directly comparable forward-looking GAAP measures with a reasonable degree of confidence in their accuracy without unreasonable effort, as items including stock based compensation, acquisition and integration costs, litigation gains and losses, and impacts from discrete tax adjustments and tax laws are inherently uncertain and depend on various factors, many of which are beyond the Company's control. Our business is inherently difficult to forecast, particularly with continuing uncertainty in regional economic conditions, currency fluctuations, customer cancellations and rescheduling, and there can be no assurance that expectations of incoming orders over the balance of the current quarter will materialize.
FY21 AND OTHER CONSIDERATIONS
FY21 GUIDEPOSTS

Modest Enterprise revenue growth—low single digit
- Expect normal seasonal patterns with accelerating new product sales

Gross Margins in upper-half of long-term model range (52% – 54%)
- Expect cost reductions and volume-related efficiencies to improve gross margins over time

Adj. EBITDA
- Expected to improve over FY20

Debt Repayment
- Working capital and operating results improvement drive accelerating debt repayment

FY21 Outstanding shares should average 41M
### OPPORTUNITIES TO IMPROVE PERFORMANCE

- These programs may have associated costs to implement
- Regardless of associated costs, we expect to repay debt in FY21

<table>
<thead>
<tr>
<th>Trailing Twelve Months non-GAAP P&amp;L</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$1,949</td>
<td></td>
</tr>
<tr>
<td>COGS</td>
<td>$905</td>
<td></td>
</tr>
<tr>
<td>Gross Margin</td>
<td>53.6%</td>
<td></td>
</tr>
<tr>
<td>Operating Expense</td>
<td>$694</td>
<td></td>
</tr>
<tr>
<td>Operating Income</td>
<td>$350</td>
<td></td>
</tr>
<tr>
<td>Adj. EBITDA</td>
<td>$399</td>
<td></td>
</tr>
<tr>
<td>OI&amp;E</td>
<td>$99</td>
<td></td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$5.36</td>
<td></td>
</tr>
</tbody>
</table>

- **Product & Pricing**
- **Supply Chain**
- **Operational Efficiency**
- **Debt reduction**
### AREAS FOR WORKING CAPITAL IMPROVEMENTS

#### Summary Condensed Consolidated Financial Statements

<table>
<thead>
<tr>
<th>Assets</th>
<th>Sep. 30, 2019</th>
<th>Mar. 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$186,442</td>
<td>$202,509</td>
</tr>
<tr>
<td>Short-term investments</td>
<td>14,378</td>
<td>13,332</td>
</tr>
<tr>
<td>Total cash, cash equivalents, and</td>
<td><strong>200,820</strong></td>
<td><strong>215,841</strong></td>
</tr>
<tr>
<td>short-term inv.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>337,077</td>
<td>337,671</td>
</tr>
<tr>
<td>Inventory, net</td>
<td>228,363</td>
<td>177,146</td>
</tr>
<tr>
<td>Other current assets</td>
<td>55,160</td>
<td>50,488</td>
</tr>
<tr>
<td>Total current assets</td>
<td><strong>821,420</strong></td>
<td><strong>781,146</strong></td>
</tr>
<tr>
<td>Property, plant, and equipment, net</td>
<td>186,638</td>
<td>204,826</td>
</tr>
<tr>
<td>Purchased intangibles, net</td>
<td>734,355</td>
<td>825,675</td>
</tr>
<tr>
<td>Goodwill</td>
<td>1,279,897</td>
<td>1,278,380</td>
</tr>
<tr>
<td>Deferred tax and other assets</td>
<td>89,704</td>
<td>26,508</td>
</tr>
<tr>
<td>Total assets</td>
<td><strong>$3,112,014</strong></td>
<td><strong>$3,116,535</strong></td>
</tr>
</tbody>
</table>

- Inventory currently stands at 4 turns
- Managing inventory to 6 turns will free $50-70M of cash
- Process has begun
- Expect first noticeable effect in Q4 FY20
- Expect to be complete by end of FY21
DEBT COVENANTS

• Bank Calculation Method includes material addbacks
• Expect to remain in covenant compliance under Bank Calculation Method

Key Covenant: Net Secured Leverage Ratio

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Current Threshold</td>
<td>3.25</td>
</tr>
<tr>
<td>FY21 Threshold</td>
<td>3.00</td>
</tr>
</tbody>
</table>

($ Millions)

Net Secured Debt - Credit Agreement Method

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount ($ Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>5.50% 2023 Senior Unsecured Notes</td>
<td>500</td>
</tr>
<tr>
<td>LIBOR + 250 2025 Secured Term Loan B</td>
<td>1,275</td>
</tr>
<tr>
<td><strong>Total Gross Debt as of Acquisition Close</strong></td>
<td><strong>$ 1,775</strong></td>
</tr>
<tr>
<td>Less: Unsecured Debt Not Considered for Covenant Compliance Purposes</td>
<td>(500)</td>
</tr>
<tr>
<td>Less: Term Loan B Payments</td>
<td>(128)</td>
</tr>
<tr>
<td>Less: Maximum Allowable Cash Addback</td>
<td>(100)</td>
</tr>
<tr>
<td><strong>Total Net Secured Debt as of September 30, 2019</strong></td>
<td><strong>$ 1,047</strong></td>
</tr>
</tbody>
</table>
# ESTIMATES OF NON-GAAP ADJUSTMENTS

<table>
<thead>
<tr>
<th>Cash Items</th>
<th>Q1 FY20 Actuals</th>
<th>Q2 FY20 Actuals</th>
<th>Q3 FY20 Estimated</th>
<th>Q4 FY20 Estimated</th>
<th>FY21 Estimated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Restructuring</td>
<td>$20M</td>
<td>$6M</td>
<td>$4M</td>
<td>&gt;$1M</td>
<td>*</td>
</tr>
<tr>
<td>Integration</td>
<td>$20M</td>
<td>$11M</td>
<td>$9M</td>
<td>$3M</td>
<td>$1M</td>
</tr>
<tr>
<td>Rebranding</td>
<td>$5M</td>
<td>$1M</td>
<td>$2M</td>
<td>$1M</td>
<td>_</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Non-Cash Items</th>
<th>Q1 FY20 Actuals</th>
<th>Q2 FY20 Actuals</th>
<th>Q3 FY20 Estimated</th>
<th>Q4 FY20 Estimated</th>
<th>FY21 Estimated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Deferred Revenue Fair Value Adj.</td>
<td>$12M</td>
<td>$9M</td>
<td>$7M</td>
<td>$6M</td>
<td>$14M</td>
</tr>
<tr>
<td>COGS - Intangibles Amortization**</td>
<td>$30M</td>
<td>$31M</td>
<td>$31M</td>
<td>$31M</td>
<td>$117M</td>
</tr>
<tr>
<td>SG&amp;A - Intangibles Amortization</td>
<td>$15M</td>
<td>$15M</td>
<td>$15M</td>
<td>$15M</td>
<td>$61M</td>
</tr>
</tbody>
</table>

*Poly is not providing guidance on FY21 restructuring costs.

**Subject to change as a result of in-process technology placed into service.
LONG-TERM OPERATING MODEL CONSIDERATIONS

Revenue Growth
• New products provide path back to industry growth or higher

Gross Margins
• Product margins improving over FY21

Operating Margin
• Strong revenue and gross margin growth combined with further cost discipline expand operating margins over FY21

Adj EBITDA/Cash Flow
• Adj EBITDA to cash conversion continues to improve as margins strengthen and debt is reduced

Debt Repayment
• Net leverage near-term target >3x
• Net leverage long-term target ~2x
CAPITAL ALLOCATION PRIORITIES

Commitment to maintain strong balance sheet

Prioritize leverage reduction

Expect to maintain annual dividend of $0.60 per share

Opportunistic share repurchase after net leverage below 3.0x
KEY TAKEAWAYS

- Tremendous and growing market opportunity
- Compelling corporate strategy
- Major product transition underway
- Operating model improving with levers across the P&L
- Adj. EBITDA and cash flow improving in FY21+
Q&A
DARRIUS JONES

EXECUTIVE VICE PRESIDENT
& CHIEF STRATEGY OFFICER
THREE FUNDAMENTAL INDUSTRY DRIVERS

- On-premise to cloud UCC
- Open office
- Mobile working
HIGH LEVEL STRATEGIC GOALS

- Bring the next generation of collaboration technology and solutions to our customers
- Meet or exceed industry revenue growth in core market segments
- Add value to our portfolio through advanced software and analytics

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MARKET IN TRANSITION

PROPRIETARY PLATFORM

Vendor 1
Vendor 2

DEVICES

Vendor 1
Vendor 1
Vendor 2
Vendor 2

PLATFORMS, PARTNERS & ALLIANCES

Moving To...

SERVICES AND MANAGEMENT
LANDSCAPE

Ecosystem relationships expanding

Products on track

Portfolio transition in flight
ON THE SURFACE

HEADSETS

PHONES

VIDEO ENDPOINTS
CORPORATE VIEW

ENTERPRISE HEADSETS  USB DEVICES  IP PHONES  VIDEO ENDPOINTS

End User  IT
END USER PERSPECTIVE

3-4 DEVICES

3-4 SERVICES

4-7 WORK ENVIRONMENTS
BEST IN CLASS, DIFFERENTIATED EXPERIENCES

Devices & Services
Software driven experiences
Optimized integrations
Consistency

Management & Analytics
Beyond reporting
Deployment and management
Integrated to services

Extensible Technology
Develop once
Integrate across the Poly portfolio
Scale across Alliances
STRATEGIC ALLIANCE
PARTNER FEEDBACK

“Poly and Zoom are well positioned to take the market by storm together. Zoom’s unparalleled video, voice and meeting experiences work seamlessly with Poly’s video, voice and headset hardware. Together we deliver an end-to-end, powerful, and easy-to-use solution to our joint customers.”  
– Eric S. Yuan, CEO

“We have been longstanding partners with Poly and believe in their vision for the future. Our customers depend on the array of Poly solutions integrated with RingCentral software to deliver a rich communications experience, and with this next wave of innovation from Poly, we can leverage our partnership to drive even more value to our customers.”  
– Praful Shah, Chief Strategy Officer

“Devices are key to our Teams strategy. Microsoft and Poly have been working together for over a decade and with Poly’s roadmap of new Microsoft Teams video, voice and headset solutions, we are well positioned to offer a complete portfolio Teams devices together.”  
– Ilya Bukshteyn Partner Director, Teams Devices

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"POLY DELIVERS FULL HOUSE..."
- Forbes.com

<table>
<thead>
<tr>
<th>Partner Name</th>
<th>Booth Number</th>
<th>Desk and conference phones</th>
<th>Peripherals</th>
<th>Meeting rooms</th>
<th>Meeting room accessories</th>
<th>Cloud video interop</th>
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HOW DOES POLY DEFINE AN ALLIANCE?
WE DON’T SELL EACH OTHER’S PRODUCTS…

Together we deliver enhanced customer value

ALLIANCE

CUSTOMER SUCCESS
ELEMENTS OF EACH ALLIANCE

- Engineering interlock
- Joint marketing
- Joint go to market
- Joint business plan
WHY NOW?

COLLABORATION IS EVERYWHERE.

USERS WANT WOW EXPERIENCES.

ALLIANCES & INTEGRATIONS THAT MATTER.
TOM PUORRO

EXECUTIVE VICE PRESIDENT,
GLOBAL PRODUCT DEVELOPMENT
CONSISTENT GUIDING PRINCIPLES

SIMPlicity

SPEED

QUALITY
MARKET DRIVEN...

CUSTOMER FOCUSED
COMPREHENSIVE PORTFOLIO

INTELLIGENT ANALYTICS

HEADSETS

PHONES

VIDEO

MANAGEMENT
NEW PRODUCTS ACROSS THE PORTFOLIO

RECENTLY ANNOUNCED
AWARD-WINNING

POLY STUDIO

AVAILABLE NOW
INTRODUCING

POLY

STUDIO

X30 + X50

AVAILABLE DECEMBER
INTRODUCING

POLY TC8

AVAILABLE DECEMBER
BOARD ROOM QUALITY

POLY G7500

AVAILABLE NOW
TRIO SMART CONFERENCE PHONES
LEGENDARY PERFORMANCE

POLY TRIO 8300

AVAILABLE NOW
DESKTOP PHONES FOR EVERY WORKSPACE
NEW DESKTOP PHONES

POLY CCX LINE

AVAILABLE DECEMBER / JANUARY
SMARTPHONE COLLABORATION

POLY ELARA 60

AVAILABLE NOW
ENTERPRISE HEADSETS
DECT HEADSETS

POLY

SAVI LINE

AVAILABLE NOVEMBER
BLUETOOTH HEADSETS

POLY VOYAGER LINE

AVAILABLE DECEMBER
BUILT FOR BUSINESS, BY DESIGN

POLY BLACKWIRE LINE

AVAILABLE NOW
Poly Re-Establishes Leadership with Studio X Series Launch

Jim Lundy

Introducing the Poly Studio X Series, radically simple all-in-one video conferencing for any size conference room, with Poly MeetingAI.

"Poly Re-Establishes Leadership with Studio X Series Launch under the leadership of CEO Joe Burton and his handpicked team of executives. With the new Studio X Series family of video endpoints, Poly returns to being an innovation leader, versus a follower in both voice and video."

"The Comeback 'Mojo' Is Building. Poly has an undeniable track record of innovation and leadership.

With these moves and partnerships with most of the UCC providers, Poly has re-established itself as a go-to provider for voice and video endpoints."

Forbes

1,605 views | Oct 21, 2019, 11:25 am

Poly: The Comeback "Mojo" Is Building

Moor Insights and Strategy Contributor

Enterprise & Cloud

Straight talk from Moor Insights & Strategy tech industry analysts

POST WRITTEN BY
Ed Elliott

Ed Elliott is an Analyst-in-Residence focused on Digital Media & Entertainment, UC&C, and ProAV markets.

"The Poly Studio X30 and Poly Studio X50 and the G7500 support the Zoom Rooms experience natively. Together, these solutions put the "mojo" back into meetings with technology that is easy to deploy, easy to manage, and easy to use.

FROST & SULLIVAN

"Poly has remained committed to its long-term vision to become the preferred and differentiated enterprise communications and collaboration endpoint provider. Poly is uniquely positioned to empower people to collaborate anywhere, on any platform and in more meaningful ways.

Poly is in a class of its own with the broadest portfolio of comprehensive products and services for alliance partners, channel partners and customers."

"Poly is one of the few companies in the market positioned to deliver on the next wave of UC transition with one of the broadest portfolios of comprehensive products and services."

IDC

"IDC likes how Poly positions the new Studio X Series family as a way to put the "mojo" back into meetings with technology that is easy to deploy, easy to manage, and easy to use.

The aggressive price points of the Poly Studio X30 and Poly Studio X50 (bundled with the T30 TC8 Control Panel) should help Poly grow market share in the huddle room space.

It's good to see that Poly not only understands but also demonstrates that it's embracing the platform economy. This is clearly emphasized by its vendor-agnostic platform, as well as its third-party software endpoint approach."
PARTNERSHIPS/ALLIANCES

Strengthening development relationships to achieve our long-term vision
ONLY COMPREHENSIVE MICROSOFT TEAMS PORTFOLIO IN INDUSTRY

Devices

Video interop

Management

Services

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LEADING THE WAY WITH FULL ZOOM PORTFOLIO

Devices

Video interop

Management

Services
THANK YOU
KEY TAKEAWAYS

- Tremendous and growing market opportunity
- Compelling corporate strategy
- Major product transition underway
- Operating model improving with levers across the P&L
- Adj. EBITDA and cash flow improving in FY21+
Q&A