

**Plantronics, Inc.**  
**Fourth Quarter Fiscal 2017**  
**Analyst Information Sheet**

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

GAAP Income Statement	Q116	Q216	Q316	Q416	FY16	Q117	Q217	Q317	Q417	FY17	Q4 to Q4	Q3 to Q4	FY16 to FY17	
	Jun-15	Sep-15	Dec-15	Mar-16		Jun-16	Sep-16	Dec-16	Mar-17					
Net revenues	\$ 206,358	\$ 215,017	\$ 225,735	\$ 209,797	\$ 856,907	\$ 223,106	\$ 216,183	\$ 232,933	\$ 208,954	\$ 881,176		-0.4%	-10.3%	2.8%
Cost of revenues	99,000	104,047	116,219	102,967	422,233	110,033	105,737	122,753	101,283	439,806		-1.6%	-17.5%	4.2%
Gross profit	107,358	110,970	109,516	106,830	434,674	113,073	110,446	110,180	107,671	441,370		0.8%	-2.3%	1.5%
Gross profit %	52.0%	51.6%	48.5%	50.9%	50.7%	50.7%	51.1%	47.3%	51.5%	50.1%				
Research, development, and engineering	23,194	22,609	20,811	23,794	90,408	22,344	22,379	21,393	22,202	88,318		-6.7%	3.8%	-2.3%
As a % of net revenue	11.2%	10.5%	9.2%	11.3%	10.6%	10.0%	10.4%	9.2%	10.6%	10.0%				
Selling, general, and administrative	55,678	54,296	53,715	57,610	221,299	55,787	56,875	56,919	54,249	223,830		-5.8%	-4.7%	1.1%
As a % of net revenue	27.0%	25.3%	23.8%	27.5%	25.8%	25.0%	26.3%	24.4%	26.0%	25.4%				
(Gain) loss from litigation settlement	(876)	(31)	(91)	(236)	(1,234)	4,739	(349)	(103)	(32)	4,255				
Restructuring and other related charges/adjustments	-	-	8,433	7,727	16,160	(1,048)	(415)	113	1,241	(109)				
Operating expenses	77,996	76,874	82,868	88,895	326,633	81,822	78,490	78,322	77,660	316,294		-12.6%	-0.8%	-3.2%
Operating expenses %	37.8%	35.8%	36.7%	42.4%	38.1%	36.7%	36.3%	33.6%	37.2%	35.9%				
Operating income	29,362	34,096	26,648	17,935	108,041	31,251	31,956	31,858	30,011	125,076		67.3%	-5.8%	15.8%
Operating income %	14.2%	15.9%	11.8%	8.5%	12.6%	14.0%	14.8%	13.7%	14.4%	14.2%				
Interest Expense	(2,741)	(7,320)	(7,217)	(7,871)	(25,149)	(7,288)	(7,257)	(7,322)	(7,363)	(29,230)				
Other non-operating income and (expense), net	(285)	(2,138)	398	1,309	(716)	2,352	1,340	427	1,700	5,819				
Income before income taxes	26,336	24,638	19,829	11,373	82,176	26,315	26,039	24,963	24,348	101,665		114.1%	-2.5%	23.7%
Income tax expense	5,108	6,742	3,541	(1,607)	13,784	5,928	5,565	2,742	4,831	19,066				
Income tax expense as a percent of income before taxes	19.4%	27.4%	17.9%	-14.1%	16.8%	22.5%	21.4%	11.0%	19.8%	18.8%				
Net income	\$ 21,228	\$ 17,896	\$ 16,288	\$ 12,980	68,392	\$ 20,387	\$ 20,474	\$ 22,221	\$ 19,517	82,599		50.4%	-12.2%	20.8%
Diluted shares outstanding	38,943	34,245	33,259	33,038	34,938	32,818	32,726	32,826	33,056	32,963				
Diluted earnings per share ("EPS")	\$ 0.55	\$ 0.52	\$ 0.49	\$ 0.39	\$ 1.96	\$ 0.62	\$ 0.63	\$ 0.68	\$ 0.59	\$ 2.51		51.3%	-13.2%	28.1%

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 executive transition costs, all net of the associated tax impact, tax benefits from the release of tax reserves, 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 Plantronics' 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.

**Plantronics, Inc.**  
**Fourth Quarter Fiscal 2017**  
**Analyst Information Sheet**

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

Non-GAAP Income Statement	Q116 <sup>(1)</sup>	Q216 <sup>(1)</sup>	Q316 <sup>(1)</sup>	Q416 <sup>(1)</sup>	FY16 <sup>(1)</sup>	Q117 <sup>(1)</sup>	Q217 <sup>(1)</sup>	Q317 <sup>(1)</sup>	Q417 <sup>(1)</sup>	FY17 <sup>(1)</sup>	Q4 to Q4	Q3 to Q4	FY16 to FY17	
	Jun-15	Sep-15	Dec-15	Mar-16		Jun-16	Sep-16	Dec-16	Mar-17					
Net revenues	\$ 206,358	\$ 215,017	\$ 225,735	\$ 209,797	\$ 856,907	\$ 223,106	\$ 216,183	\$ 232,933	\$ 208,954	\$ 881,176		-0.4%	-10.3%	2.8%
Cost of revenues	98,221	103,168	115,408	102,130	418,927	109,191	104,959	121,959	100,453	436,562		-1.6%	-17.6%	4.2%
Gross profit	108,137	111,849	110,327	107,667	437,980	113,915	111,224	110,974	108,501	444,614		0.8%	-2.2%	1.5%
<i>Gross profit %</i>	52.4%	52.0%	48.9%	51.3%	51.1%	51.1%	51.4%	47.6%	51.9%	50.5%				
Research, development, and engineering	20,773	19,927	18,463	21,087	80,250	19,798	19,908	19,560	20,186	79,452		-4.3%	3.2%	-1.0%
<i>As a % of net revenue</i>	10.1%	9.3%	8.2%	10.1%	9.4%	8.9%	9.2%	8.4%	9.7%	9.0%				
Selling, general, and administrative	50,766	48,962	49,095	52,425	201,248	50,700	49,399	50,795	48,498	199,392		-7.5%	-4.5%	-0.9%
<i>As a % of net revenue</i>	24.6%	22.8%	21.7%	25.0%	23.5%	22.7%	22.9%	21.8%	23.2%	22.6%				
(Gain) loss from litigation settlement	(876)	(31)	(91)	(236)	(1,234)	4,739	(349)	(103)	(32)	4,255				
Operating expenses	70,663	68,858	67,467	73,276	280,264	75,237	68,958	70,252	68,652	283,099		-6.3%	-2.3%	1.0%
<i>Operating expenses %</i>	34.2%	32.0%	29.9%	34.9%	32.7%	33.7%	31.9%	30.2%	32.9%	32.1%				
Operating income	37,474	42,991	42,860	34,391	157,716	38,678	42,266	40,722	39,849	161,515		15.9%	-2.1%	2.4%
<i>Operating income %</i>	18.2%	20.0%	19.0%	16.4%	18.4%	17.3%	19.6%	17.5%	19.1%	18.3%				
Interest Expense	(2,741)	(7,320)	(7,217)	(7,871)	(25,149)	(7,288)	(7,257)	(7,322)	(7,363)	(29,230)				
Other non-operating income and (expense), net	(285)	(2,138)	398	1,309	(716)	2,352	1,340	427	1,700	5,819				
Income before income taxes	34,448	33,533	36,041	27,829	131,851	33,742	36,349	33,827	34,186	138,104		22.8%	1.1%	4.7%
Income tax expense	8,440	9,575	8,509	6,783	33,307	8,767	9,457	7,756	7,512	33,492		10.7%	-3.1%	0.6%
<i>Income tax expense as a percent of income before taxes</i>	24.5%	28.6%	23.6%	24.4%	25.3%	26.0%	26.0%	22.9%	22.0%	24.3%				
Net income	26,008	23,958	27,532	21,046	98,544	24,975	26,892	26,071	26,674	104,612		26.7%	2.3%	6.2%
Diluted shares outstanding	38,943	34,245	33,259	33,038	34,938	32,818	32,726	32,826	33,056	32,963		0.1%	0.7%	-5.7%
Diluted EPS	\$ 0.67	\$ 0.70	\$ 0.83	\$ 0.64	\$ 2.82	\$ 0.76	\$ 0.82	\$ 0.79	\$ 0.81	\$ 3.17		26.6%	2.5%	12.4%

(1) Non- GAAP

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

<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	

Q116	Q216	Q316	Q416	FY16
Jun-15	Sep-15	Dec-15	Mar-16	
117,578	123,803	122,075	119,166	482,622
57%	58%	54%	57%	56%
88,780	91,214	103,660	90,631	374,285
43%	42%	46%	43%	44%
\$ 117,578	\$ 123,803	\$ 122,075	\$ 119,166	\$ 482,622
57%	58%	54%	57%	56%
\$ 50,107	\$ 51,718	\$ 62,292	\$ 53,516	\$ 217,633
24%	24%	28%	26%	26%
\$ 26,515	\$ 28,219	\$ 27,506	\$ 23,447	\$ 105,687
13%	13%	12%	11%	12%
\$ 12,158	\$ 11,277	\$ 13,862	\$ 13,668	\$ 50,965
6%	5%	6%	6%	6%
151,757	\$ 160,468	\$ 158,251	\$ 156,190	\$ 626,666
74%	75%	70%	74%	73%
\$ 54,601	\$ 54,549	\$ 67,484	\$ 53,607	\$ 230,241
26%	25%	30%	26%	27%

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

Q4 to Q4	Q3 to Q4	FY16 to FY17
-6.7%	-10.1%	-0.1%
7.9%	-10.5%	6.6%
-6.7%	-10.1%	-0.1%
8.2%	-8.4%	4.1%
3.7%	-10.5%	0.6%
13.7%	-17.4%	29.6%
Q4 to Q4	Q3 to Q4	FY16 to FY17
3.0%	2.2%	0.3%
-10.3%	-36.4%	9.7%

<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	
<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>	

Q116	Q216	Q316	Q416	FY16
\$ 589,994	\$ 424,443	\$ 385,348	\$ 395,317	\$ 395,317
\$ 92,753	\$ 81,132	\$ 135,164	\$ 145,623	\$ 145,623
\$ 488,524	\$ 488,884	\$ 489,246	\$ 489,609	\$ 489,609
\$ 2,456	\$ 7,219	\$ 7,102	\$ 7,766	\$ 24,543
55	59	54	59	
\$ 55,918	\$ 57,760	\$ 55,650	\$ 53,162	\$ 53,162
7.1	7.2	8.3	7.7	
42,438	47,983	47,746	39,638	177,805
20.6%	22.3%	21.2%	18.9%	20.7%
\$ 39,508	\$ 13,848	\$ 29,690	\$ 33,162	\$ 116,208
\$ 43,474	\$ 22,974	\$ 37,575	\$ 42,846	\$ 146,869
\$ 3,966	\$ 9,126	\$ 7,885	\$ 9,684	\$ 30,661
\$ 4,964	\$ 4,992	\$ 4,886	\$ 5,247	\$ 20,089
\$ 62	\$ 63	\$ 62	\$ 63	\$ 250
3,282	3,529	3,478	3,398	3,398
\$ 284,444	\$ 188,776	\$ 9,556	\$ 14,617	\$ 497,393
5,133	3,359	181	404	9,077
\$ 55.42	\$ 56.19	\$ 52.72	\$ 36.19	\$ 54.80

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

Q4 to Q4	Q3 to Q4	FY16 to FY17
21.5%	14.3%	
-12.7%	-5.8%	
0.3%	0.1%	
-6.3%	0.8%	17.6%
3.4%	10.9%	
4.3%	-4.4%	
-5.2%	-14.1%	
13.9%	-2.0%	2.7%
14.3%	9.1%	0.0%
43.8%	208.2%	-1.2%
19.7%	145.5%	-6.1%
-63.1%	-34.0%	-24.4%
0.8%	-1.3%	5.0%
-	1.6%	-
13.4%	-8.6%	13.4%

(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 Q4 2017 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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(Unaudited, \$ in thousands except per share amounts)

Reconciliations of GAAP Measures to non-GAAP Measures	Q116	Q216	Q316	Q416	FY16	Q117	Q217	Q317	Q417	FY17
	Jun-15	Sep-15	Dec-15	Mar-16		Jun-16	Sep-16	Dec-16	Mar-17	
GAAP Gross profit	\$ 107,358	\$ 110,970	\$ 109,516	\$ 106,830	\$ 434,674	\$ 113,073	\$ 110,446	\$ 110,180	\$ 107,671	\$ 441,370
Stock-based compensation	779	879	811	837	3,306	842	778	794	830	3,244
Non-GAAP Gross profit	\$ 108,137	\$ 111,849	\$ 110,327	\$ 107,667	\$ 437,980	\$ 113,915	\$ 111,224	\$ 110,974	\$ 108,501	\$ 444,614
Non-GAAP Gross profit %	52.4%	52.0%	48.9%	51.3%	51.1%	51.1%	51.4%	47.6%	51.9%	50.5%
GAAP Operating expenses	\$ 77,996	\$ 76,874	\$ 82,868	\$ 88,895	\$ 326,633	\$ 81,822	\$ 78,490	\$ 78,322	\$ 77,660	\$ 316,294
Stock-based compensation	(7,271)	(7,953)	(6,906)	(7,829)	(29,959)	(7,571)	(7,125)	(7,895)	(7,704)	(30,295)
Executive transition costs	-	-	-	-	-	-	(2,759)	-	-	(2,759)
Purchase accounting amortization	(62)	(63)	(62)	(63)	(250)	(62)	(63)	(62)	(63)	(250)
Restructuring and other related charges/adjustments	-	-	(8,433)	(7,727)	(16,160)	1,048	415	(113)	(1,241)	109
Non-GAAP Operating expenses	\$ 70,663	\$ 68,858	\$ 67,467	\$ 73,276	\$ 280,264	\$ 75,237	\$ 68,958	\$ 70,252	\$ 68,652	\$ 283,099
GAAP Operating income	\$ 29,362	\$ 34,096	\$ 26,648	\$ 17,935	\$ 108,041	\$ 31,251	\$ 31,956	\$ 31,858	\$ 30,011	\$ 125,076
Stock-based compensation	8,050	8,832	7,717	8,666	33,265	8,413	7,903	8,689	8,534	33,539
Executive transition costs	-	-	-	-	-	-	2,759	-	-	2,759
Purchase accounting amortization	62	63	62	63	250	62	63	62	63	250
Restructuring and other related charges/adjustments	-	-	8,433	7,727	16,160	(1,048)	(415)	113	1,241	(109)
Non-GAAP Operating income	\$ 37,474	\$ 42,991	\$ 42,860	\$ 34,391	\$ 157,716	\$ 38,678	\$ 42,266	\$ 40,722	\$ 39,849	\$ 161,515
Non-GAAP Operating income %	18.2%	20.0%	19.0%	16.4%	18.4%	17.3%	19.6%	17.5%	19.1%	18.3%
GAAP Income before income taxes	\$ 26,336	\$ 24,638	\$ 19,829	\$ 11,373	\$ 82,176	\$ 26,315	\$ 26,039	\$ 24,963	\$ 24,348	\$ 101,665
Stock-based compensation	8,050	8,832	7,717	8,666	33,265	8,413	7,903	8,689	8,534	33,539
Executive transition costs	-	-	-	-	-	-	2,759	-	-	2,759
Purchase accounting amortization	62	63	62	63	250	62	63	62	63	250
Restructuring and other related charges/adjustments	-	-	8,433	7,727	16,160	(1,048)	(415)	113	1,241	(109)
Non-GAAP Income before income taxes	\$ 34,448	\$ 33,533	\$ 36,041	\$ 27,829	\$ 131,851	\$ 33,742	\$ 36,349	\$ 33,827	\$ 34,186	\$ 138,104
GAAP Income tax expense	\$ 5,108	\$ 6,742	\$ 3,541	\$ (1,607)	\$ 13,784	\$ 5,928	\$ 5,565	\$ 2,742	\$ 4,831	\$ 19,066
Income tax effect of above items	2,338	2,656	3,549	6,004	14,547	2,753	3,839	3,012	2,202	11,806
Income tax effect of unusual tax items	994	177	1,419	2,386	4,976	86	53	2,002	479	2,620
Non-GAAP Income tax expense	\$ 8,440	\$ 9,575	\$ 8,509	\$ 6,783	\$ 33,307	\$ 8,767	\$ 9,457	\$ 7,756	\$ 7,512	\$ 33,492
Non-GAAP Income tax expense as a % of Non-GAAP Income before income taxes	24.5%	28.6%	23.6%	24.4%	25.3%	26.0%	26.0%	22.9%	22.0%	24.3%
GAAP Net income	\$ 21,228	\$ 17,896	\$ 16,288	\$ 12,980	\$ 68,392	\$ 20,387	\$ 20,474	\$ 22,221	\$ 19,517	\$ 82,599
Stock-based compensation	8,050	8,832	7,717	8,666	33,265	8,413	7,903	8,689	8,534	33,539
Executive transition costs	-	-	-	-	-	-	2,759	-	-	2,759
Purchase accounting amortization	62	63	62	63	250	62	63	62	63	250
Restructuring and other related charges/adjustments	-	-	8,433	7,727	16,160	(1,048)	(415)	113	1,241	(109)
Income tax effect of above items	(2,338)	(2,656)	(3,549)	(6,004)	(14,547)	(2,753)	(3,839)	(3,012)	(2,202)	(11,806)
Income tax effect of unusual tax items	(994)	(177)	(1,419)	(2,386)	(4,976)	(86)	(53)	(2,002)	(479)	(2,620)
Non-GAAP Net income	\$ 26,008	\$ 23,958	\$ 27,532	\$ 21,046	\$ 98,544	\$ 24,975	\$ 26,892	\$ 26,071	\$ 26,674	\$ 104,612
GAAP Diluted earnings per common share	\$ 0.55	\$ 0.52	\$ 0.49	\$ 0.39	\$ 1.96	\$ 0.62	\$ 0.63	\$ 0.68	\$ 0.59	\$ 2.51
Stock-based compensation	0.21	0.26	0.24	0.26	0.95	0.26	0.24	0.26	0.26	1.02
Executive transition costs	-	-	-	-	-	-	0.08	-	-	0.08
Restructuring and other related charges/adjustments	-	-	0.25	0.23	0.46	(0.03)	(0.01)	-	0.04	-
Income tax effect	(0.09)	(0.08)	(0.15)	(0.24)	(0.55)	(0.09)	(0.12)	(0.15)	(0.08)	(0.44)
Non-GAAP Diluted earnings per common share	\$ 0.67	\$ 0.70	\$ 0.83	\$ 0.64	\$ 2.82	\$ 0.76	\$ 0.82	\$ 0.79	\$ 0.81	\$ 3.17
Shares used in diluted earnings per common share calculation	38,943	34,245	33,259	33,038	34,938	32,818	32,726	32,826	33,056	32,963

**Plantronics, Inc.**  
**Fourth Quarter Fiscal 2017**  
**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	

Q116 <sup>(1)</sup>	Q216 <sup>(1)</sup>	Q316 <sup>(1)</sup>	Q416 <sup>(1)</sup>	FY16 <sup>(1)</sup>
<i>Jun-15</i>	<i>Sep-15</i>	<i>Dec-15</i>	<i>Mar-16</i>	
\$ 206,358	\$ 215,017	\$ 225,735	\$ 209,797	\$ 856,907
108,137	111,849	110,327	107,667	437,980
52.4%	52.0%	48.9%	51.3%	51.1%
70,663	68,858	67,467	73,276	280,264
37,474	42,991	42,860	34,391	157,716
18.2%	20.0%	19.0%	16.4%	18.4%
\$ 0.67	\$ 0.70	\$ 0.83	\$ 0.64	\$ 2.82

Q117	Q217	Q317	Q417	FY17
<i>Jun-16</i>	<i>Sep-16</i>	<i>Dec-16</i>	<i>Mar-17</i>	
\$ 222,906	\$ 216,983	\$ 232,733	\$ 210,804	\$ 883,426
113,615	111,884	110,224	110,201	445,924
51.0%	51.6%	47.4%	52.3%	50.5%
76,137	69,979	71,586	69,700	287,402
37,478	41,905	38,638	40,501	158,522
16.8%	19.3%	16.6%	19.2%	17.9%
\$ 0.70	\$ 0.81	\$ 0.77	\$ 0.81	\$ 3.09

Q4 to Q4	Q3 to Q4	FY16 to FY17
0.5%	-9.4%	3.1%
2.4%	-	1.8%
-4.9%	-2.6%	2.5%
17.8%	4.8%	0.5%
26.6%	5.2%	9.6%

<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>	

Q116 <sup>(1)</sup>	Q216 <sup>(1)</sup>	Q316 <sup>(1)</sup>	Q416 <sup>(1)</sup>	FY16 <sup>(1)</sup>
<i>Jun-15</i>	<i>Sep-15</i>	<i>Dec-15</i>	<i>16-Mar</i>	
\$ 117,578	\$ 123,803	\$ 122,075	\$ 119,166	\$ 482,622
57%	58%	54%	57%	56%
\$ 50,107	\$ 51,718	\$ 62,292	\$ 53,516	\$ 217,633
24%	24%	28%	26%	26%
\$ 26,515	\$ 28,219	\$ 27,506	\$ 23,447	\$ 105,687
13%	13%	12%	11%	12%
\$ 12,158	\$ 11,277	\$ 13,862	\$ 13,668	\$ 50,965
6%	5%	6%	6%	6%

Q117	Q217	Q317	Q417	FY17
<i>Jun-16</i>	<i>Sep-16</i>	<i>Dec-16</i>	<i>Mar-17</i>	
\$ 128,238	\$ 119,062	\$ 123,719	\$ 111,196	\$ 482,215
57%	55%	54%	53%	55%
\$ 53,267	\$ 52,923	\$ 63,633	\$ 60,547	\$ 230,370
24%	24%	27%	29%	26%
\$ 26,627	\$ 27,988	\$ 26,664	\$ 23,846	\$ 105,125
12%	13%	11%	11%	12%
\$ 14,774	\$ 17,010	\$ 18,717	\$ 15,215	\$ 65,716
7%	8%	8%	7%	7%

Q4 to Q4	Q3 to Q4	FY16 to FY17
-6.7%	-10.1%	-0.1%
13.1%	-4.8%	5.9%
1.7%	-10.6%	-0.5%
11.3%	-18.7%	28.9%
4.0%	3.1%	0.7%
-9.8%	-35.7%	9.5%

151,757	\$ 160,468	\$ 158,251	\$ 156,190	\$ 626,666
74%	75%	70%	74%	73%
54,601	\$ 54,549	\$ 67,484	\$ 53,607	\$ 230,241
26%	25%	30%	26%	27%

155,797	\$ 155,442	\$ 157,516	\$ 162,451	\$ 631,206
70%	72%	68%	77%	71%
67,109	\$ 61,541	\$ 75,217	\$ 48,353	\$ 252,220
30%	28%	32%	23%	29%

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