Bob Lento, Chief Executive Officer
Doug Lindroth, Chief Financial Officer
August 7, 2013

AN INDUSTRY-LEADING COMPANY
THAT HELPS CUSTOMERS BETTER ENGAGE DIGITAL AUDIENCES.
Certain statements in this presentation relate to future results that are forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. This presentation contains statements involving risks and uncertainties, including statements relating to Limelight Networks’ market opportunity and future business prospects. Actual results may differ materially and reported results should not be considered as an indication of future performance. Factors that could cause actual results to differ are included in the Limelight Networks’ Annual Report on Form 10K and Form 10Q.
IN A SNAPSHOT (Q2 2013)

- Founded 2001
- IPO (LLNW) 2007
- 1,358 Customers
- 495 Employees globally
- 33% of revenue is international
- 36% of revenue is from value added services
- 20 worldwide offices
WE CONTINUE TO GROW FOCUSING ON 3 THINGS
MOVING FORWARD WITH A VISION

A WORLD OF SEAMLESS CONNECTIONS BETWEEN PEOPLE AND IDEAS
FOCUSING ON OUR MISSION TO HELP CUSTOMERS BETTER ENGAGE DIGITAL AUDIENCES
KEEPING OUR VALUES AT THE FOREFRONT OF OUR BUSINESS

FOCUSING ON CUSTOMER SUCCESS, WE OPERATE AND INNOVATE WITH INTEGRITY, CURIOSITY, AND UNITY OF PURPOSE
BECAUSE WE OWN AND OPERATE ONE OF THE WORLD’S LARGEST NETWORKS

OUR CUSTOMERS ARE ASSURED THEIR DIGITAL CONTENT IS SUPERBLY DELIVERED ON ANY DEVICE, ANYWHERE IN THE WORLD

2.5 MILLION SERVER COMPUTE
CAPACITY
9+tbps EGRESS
3.05 BILLION OBJECTS/HOUR

20+ PETABYTES CLOUD STORAGE
80+ POPs
15,000+ SERVERS
BUT WE OFFER SO MUCH MORE

WE CREATED THE ORCHESTRATE DIGITAL PRESENCE PLATFORM, a SUITE OF CLOUD-BASED SERVICES THAT HELP OUR CUSTOMERS MANAGE THEIR DIGITAL PRESENCE

ORCHESTRATE INTEGRATES SAAS SOLUTIONS WITH OUR DELIVERY PLATFORM

CLOUD ECONOMICS THROUGH SCALE AND OPERATIONAL EXCELLENCE

HEALTHY GROWTH IN SAAS VALUE-ADDED SERVICES AND STRONG CASH POSITION CREATE THE ABILITY TO INVEST IN THE DIGITAL PRESENCE STRATEGY
AND EXAMPLES OF OUR CONTINUED EVOLUTION IN Q2 2013 INCLUDE

WE ADDED 2 TERABITS PER SECOND OF INCREMENTAL CAPACITY TO OUR CDN WHICH IS, ON ITS OWN, MORE THAN ALL BUT TWO OF THE COMMERCIAL CDNs WITH WHOM WE COMPETE.

WE ADDED 1 PETABYTE OF STORAGE CAPACITY.

WE ADDED NEW FEATURE FUNCTIONALITY TO OUR PRODUCTS INCLUDING GLOBAL DEPLOYMENT OF GOOGLE’S WIDENVINE DIGITAL RIGHTS MANAGEMENT PLATFORM IN ORCHESTRATE VIDEO.

WE MOVED INTO THE VISUAL DESIGN PHASE OF DEVELOPING OUR NEXT GENERATION ORCHESTRATE CONTENT USER INTERFACE.
ENGAGING DIGITAL AUDIENCES IS VITAL TO OUR CUSTOMERS’ SUCCESS

TODAY
CURRENT MARKET TRENDS

BUYERS SELF-EDUCATE
78% of Internet users conduct product research online

(SOFTWARE)

SOCIAL MEDIA
44% of 18-22 year olds rely on social networks to find websites

(FORRESTER)

RICH MEDIA
Viewers spend 100% more time on pages with videos on them

(MARKETINGSHERPA)

MOBILE
87 million smartphone video viewers in 2014

(EMARKETER)

GLOBALIZATION
5.3 billion mobile subscribers with 73% in emerging markets

(PWC)
WE’RE EVOLVING FROM ENABLING CONNECTIONS TO RELATIONSHIPS
ORGANIZATIONS MUST INVEST IN DIGITAL PRESENCE

Generate Revenue

Drive Content Consumption

Create Satisfaction, Affinity and Advocacy

Develop Lasting Relationships

ENGAGING THEIR AUDIENCES IN NEW WAYS
WHAT IS DIGITAL PRESENCE?

Websites, microsites, mobile sites, emails, mobile apps, social networks, blogs, video, e-commerce stores

+ THE SUM OF ENGAGEMENT AND INTERACTIVITY ACROSS ALL DIGITAL TOUCHPOINTS
HOW DO WE HELP?

ORCHESTRATE SERVICES

**Orchestrate Video** - Video/Rich Media
- Increases visits
- Extends view-time

**Orchestrate Content** – Relevancy amplifies Engagement
- Personalization
- Optimization
- Targeting

**Orchestrate Deliver & Performance**
- Delivery ensures engagement
- Reduce page load times
- Increase user experience
OUR PERFORMANCE
COMPANY REVENUE GROWTH

CAGR GROWTH
OF 18.5% ('06 - '12)

*Consensus
VALUE ADDED SERVICES
% OF REVENUE

Q2 10: 15%
Q3 10: 18%
Q4 10: 18%
Q1 11: 20%
Q2 11: 27%
Q3 11: 29%
Q4 11: 29%
Q1 12: 31%
Q2 12: 32%
Q3 12: 35%
Q4 12: 32%
Q1 13: 35%
Q2 13: 36%
Gross margin and cash gross margin are represented without stock-based compensation
OUR LIMELIGHT NETWORK LEADS THE INDUSTRY, TRACTION WITH VAS OFFERINGS

GROSS MARGIN EXPANSION AS VAS GROWS AS A PERCENTAGE OF REVENUE

GROW CDN PROFITABLY, INTEGRATING DELIVERY PLATFORM TO ENHANCE VAS

TRACTION WITH VAS OFFERINGS
Video
Web Content Management
Acceleration
Storage

STRONG FOCUS ON CUSTOMER NEEDS

KEYS FOR A SUCCESSFUL TOMORROW
“LIMELIGHT HELPS ME DRIVE GREATER CONVERSION RATES, GET MORE CONTENT TO MORE PLACES AROUND THE WORLD, AND INCREASE VISITOR ENGAGEMENT.” - SELLPOINT

“HAVING A PLATFORM IN PLACE THAT ALLOWS ME TO EXPAND INTO INTERNATIONAL MARKETS, GROW MY DIGITAL CONTENT AND INTEGRATE INTO MARKETING AUTOMATION SYSTEMS, WILL HELP ME REACH MY REVENUE GOALS.” - BAZAARVOICE

“LIMELIGHT HELPS US ENGAGE USERS QUICKLY AND RELIABLY, AS GAMERS EXPECT TODAY.” – NINTENDO OF EUROPE
© 2013 Limelight Networks, Inc. All rights reserved. Limelight Networks is a registered trademark of Limelight Networks, Inc. The Limelight Networks logo and the Limelight service names herein constitute trademarks and service marks of Limelight Networks, Inc. Other product, company names, and logos may be trademarks of their respective companies. All services are subject to change or discontinuation without notice. Unless otherwise expressly stated herein, use of another company’s name and/or logo is for illustrative purposes only, and is not meant to indicate any affiliation, endorsement or relationship as between Limelight Networks and the company(ies) specified.