



# Improve, Expand, Extend

*Enriching People's Lives by Making INFORMATION, KNOWLEDGE AND ENTERTAINMENT Instantly Accessible to All*



# Safe Harbor Statement

Certain statements in this presentation and the accompanying oral presentation, if any, 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, but not limited to, statements relating to Limelight Networks' market opportunity, solutions, services, and feature functionalities, revenues, gross profit, earnings, adjusted EBITDA, capital expenditures, free cash flow, the anticipated impact on our business and our customers' businesses of the COVID-19 pandemic 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 Limelight Networks' Annual Report on Form 10-K for the year ended December 31, 2020 and periodic reports on Form 10-Q.

In addition, the statements in this presentation represent Limelight Networks' expectations as of today. We anticipate that subsequent events and developments may cause these expectations and beliefs to change. However, while we may elect to update these forward-looking statements at some point in the future, we specifically disclaim any obligation to do so. These forward-looking statements should not be relied upon as representing our expectations or beliefs as of any date subsequent to the date of this presentation.

In addition to Limelight Networks' GAAP financial information, this presentation includes certain non-GAAP financial measures. The non-GAAP measures have limitations as analytical tools and you should not consider them in isolation or as a substitute for the most directly comparable financial measures prepared in accordance with GAAP. There are a number of limitations related to the use of these non-GAAP financial measures versus their nearest GAAP equivalents. Other companies, including companies in our industry, may calculate non-GAAP financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-GAAP financial measures as tools for comparison. We urge you to review the reconciliation of our non-GAAP financial measures to the most directly comparable GAAP financial measures set forth in Limelight Networks' most recent Annual Report on Form 10-K on file with the Securities and Exchange Commission (the "SEC") and our other filings with the SEC, and not to rely on any single financial measure to evaluate our business.

This presentation also contains estimates and other statistical data made by independent parties and by Limelight Networks relating to market size and growth and other industry data. These data involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Limelight Networks has not independently verified the statistical and other industry data generated by independent parties and contained in this presentation and, accordingly, it cannot guarantee their accuracy or completeness. In addition, projections, assumptions and estimates of its future performance and the future performance of the markets in which it competes are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause results or outcomes to differ materially from those expressed in the estimates made by the independent parties and by Limelight Networks.

# Investment Highlights

Growth | Innovation | Global



Positioned for future growth



Fastest Global Edge Cloud network  
delivering digital content in milliseconds



Untapped addressable markets



Client obsessed business model

# Limelight Networks At-A-Glance



## WE ARE:

A seasoned technology company focused on content delivery and powerful tools that optimize customer experiences at the edge.

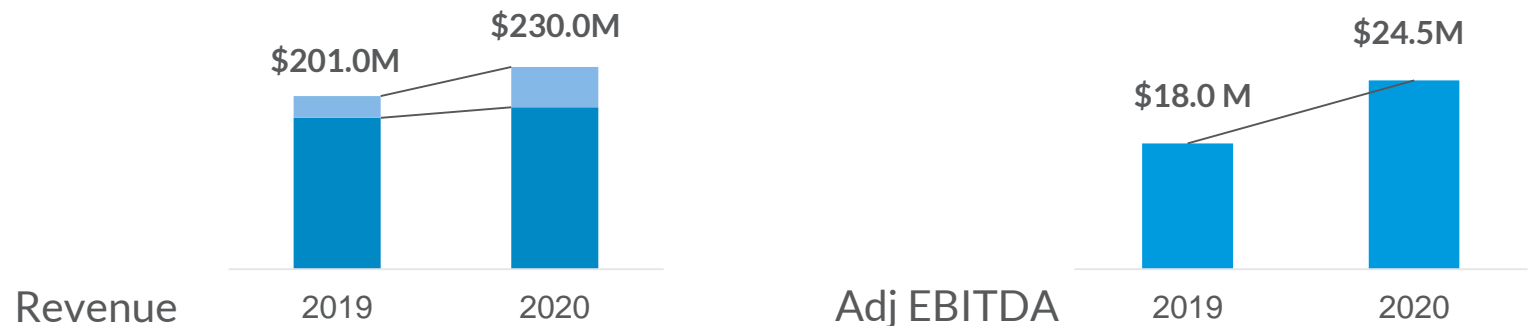
## PARTNER VALUE:

The leading media, gaming and digital companies choose Limelight because we engage as a partner, not a utility. Our white-glove service, shared success focus, fine-tuned global network and powerful tools at the edge enable our customers to deliver flawlessly all over the world.

## OUR FINANCIAL GOALS:

Rule of 40%

- Revenue growth @ 25%+
- EBITDA margins @ 15%+



# We're Focused in High-Growth Content Areas with Large Addressable Markets

## Content



On-Demand  
and  
Live Video



Software and File  
Downloads



Web  
Content



Gaming

## Compute



Edge Compute  
Workloads

## Cybersecurity



Cyber  
Security

“ Enriching People's Lives by Making  
INFORMATION, KNOWLEDGE AND ENTERTAINMENT  
Instantly Accessible to All ”

# The World's Best Choose Limelight



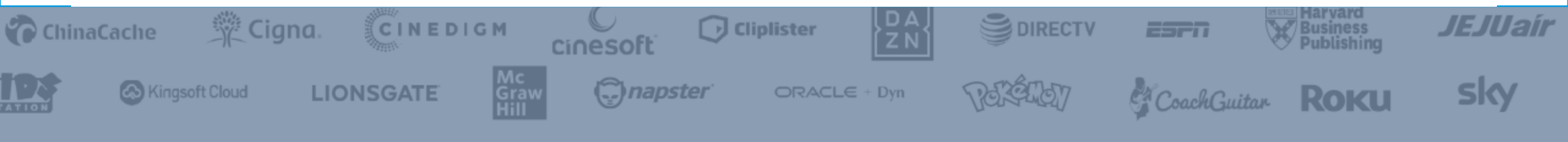
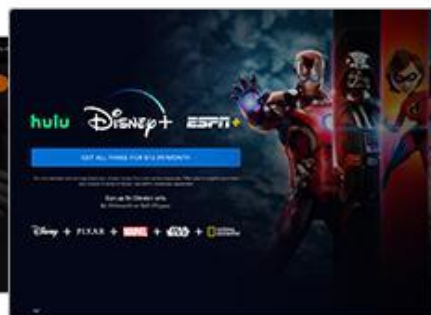
**FOX**



**amazon**

**COMCAST**

**SONY.**

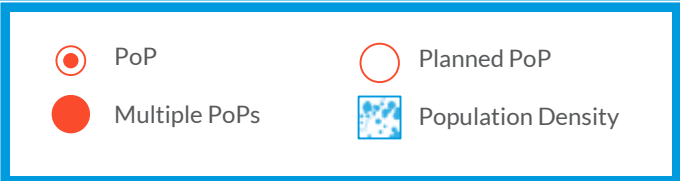


# Limelight's Global Footprint: Coverage Growing with Demand

**90+ Tbps**  
Egress Capacity

**~120**  
Delivery Locations

**1000+ ISPs**  
Network Connections



# Improve, Expand, Extend the Core



## Improve the Core

- Proactive network performance management
- Client performance
- Cost structure analysis to improve efficiency



## Expand the Core

- Expand market share with existing customers
- Streamline commercial motions
- Increase velocity of new logo wins



## Extend the Core

- New product offering to diversify customer base
- Network utilization
- Edge platform capabilities
- Cyber security offerings



# Improve the Core



Refocusing on network reliability and performance can drive substantial improvement in client SLA metrics to drive market share and traffic growth

## Re-focus on Fundamentals

- Moved more activity into change process
- Re-trained teams involved in issues on safe processes
- Enhanced accountability expectations

## Project for Proactive Monitoring

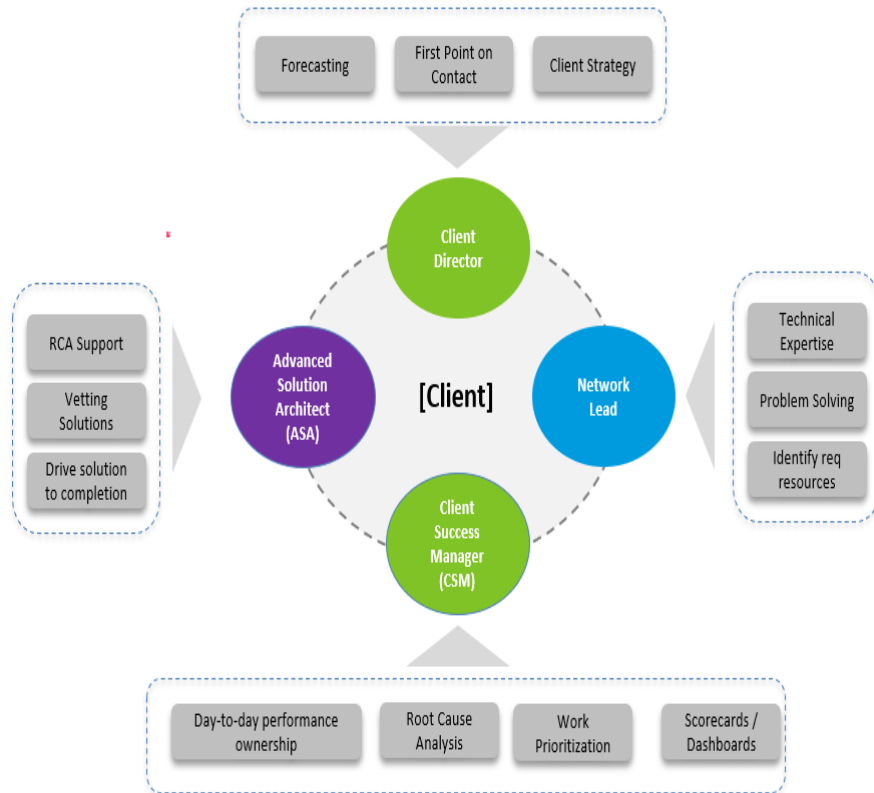
- New monitoring platform being installed
- Incremental benefit throughout installation
- Full deployment by end of year

## Automation of Traffic Engineering

- Initial version in production
- Continuous improvement in resiliency and hardening releases

# Expand the Core

## SWAT Team Roles & Responsibilities

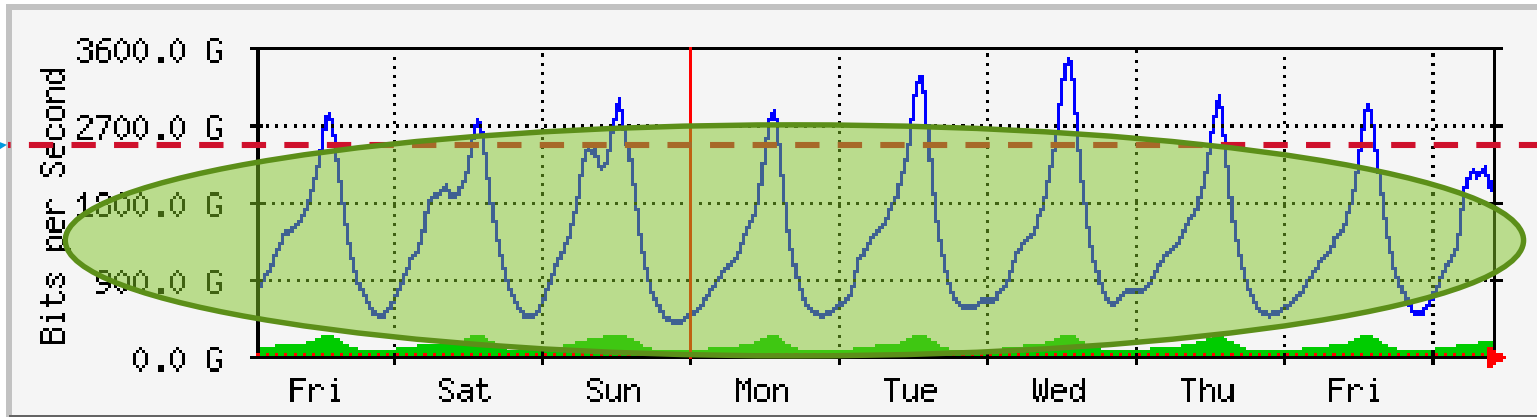


*New operating model focused on client success to **expand market share***

- Dedicated teams, daily stand ups & working sessions, weekly war room and executive team read outs
- Teams will work closely with clients to identify the key SLAs and rigorously track and report on current / past performance
- Early performance gains expected to expand market share of traffic volume include reduction in rebuffer rate gains of 30% (most important metric for many top customers) and network throughput gains of 20%

# Expand the Core

*Off peak traffic to improve network utilization with significant contribution margin current strategy creates significant stranded capacity that we pay for.*



- We pay based on 95% of our peaks
- This is known as 95/5 pricing
- Other costs are fixed (space, power, backbone, labor)

- Once the 95% is set, bandwidth below that line is also effectively fixed
- Any additional traffic (below 95% of peak) falls to the bottom line
- This is measured by utilization
- Utilization varies by pop, but is generally in the high teens
- 25% would be considered very good
- A focus on workloads during times that are not setting peaks will be profitable