

#### **NEWS RELEASE**

# Limelight Networks Reports Financial Results for the Fourth Quarter and Full Year of 2016

#### 2/8/2017

- Q4 Revenue of \$43.8 million, up 2 percent, year over year and up 11 percent sequentially
- Q4 Gross Margin of 44.9%, up 390 basis points, year over year
- Q4 GAAP EPS of \$(0.04) and Non-GAAP EPS of \$0.02
- Cash and marketable securities of \$66.2 million

TEMPE, Ariz.--(BUSINESS WIRE)-- Limelight Networks, Inc. (Nasdaq:LLNW) (Limelight), a global leader in digital content delivery, today reported revenue of \$43.8 million for the fourth quarter of 2016, up 2 percent, compared to \$42.7 million in the fourth quarter of 2015, and up 11 percent, compared to \$39.5 million in the third quarter of 2016. Currency headwinds negatively impacted year-over-year comparison by \$0.3 million and sequential comparison by \$0.5 million.

Gross margin was 44.9% in the fourth quarter of 2016, an increase of 390 basis points from 41.0% in the fourth quarter of 2015, and up 380 basis points from 41.1% in the third quarter of 2016.

Limelight reported a net loss of \$3.9 million, or \$0.04 per basic share for the fourth quarter of 2016, compared to a net loss of \$4.1 million, or \$0.04 per basic share in the fourth quarter of 2015.

Non-GAAP net income was \$1.8 million or \$0.02 per basic share for the fourth quarter of 2016, compared to a non-GAAP net loss of \$0.4 million, or break-even per basic share in the fourth quarter of 2015.

EBITDA was \$1.9 million for the fourth quarter of 2016, compared to \$2.1 million for the fourth quarter of 2015. Adjusted EBITDA was \$7.5 million for the fourth quarter of 2016 compared to \$5.3 million for the fourth quarter of 2015.

For the full year ended December 31, 2016, Limelight reported revenue of \$168.2 million, a decrease of 2% compared to \$170.9 million for the year ended December 31, 2015. Currency negatively impacted full year revenue by \$0.8 million.

Gross margin was 42.4% for the year ended December 31, 2016, an increase of 250 basis points compared to 39.9% for the year ended December 31, 2015.

Limelight reported a net loss of \$73.9 million, or \$0.71 per basic share, for the year ended December 31, 2016, compared to a net loss of \$24.0 million, or \$0.24 per basic share, in 2015. The full year 2016 net loss includes a \$54.0 million provision for litigation related to the settlement and license agreement with Akamai.

Non-GAAP net income was \$0.8 million, or \$0.01 per basic share, for the year ended December 31, 2016, compared to a non-GAAP net loss of \$11.2 million, or \$0.11 per basic share, in the same period of 2015.

EBITDA was negative \$51.9 million for the year ended December 31, 2016, compared to negative \$4.8 million for the year ended December 31, 2015. Adjusted EBITDA was \$22.8 million for the year ended December 31, 2016, compared to \$6.9 million for the year ended December 31, 2015.

Limelight ended the fourth quarter with 510 employees and employee equivalents, up from 502 at the end of the third quarter of 2016, and up slightly from 509 at the end of 2015.

Commenting on the fourth quarter and full year results, Chief Executive Officer, Robert Lento said, "The fourth quarter was our strongest of the year, and 2016 was our best year ever across a number of operational and financial metrics. These results help solidify our belief that the transition to profitable growth is underway and gaining momentum."

"We operate in an attractive industry and our position is improving significantly. We've set aggressive goals for 2017 and we are pleased with the business trends as we begin the year. We believe our disciplined approach to drive better business performance is the best way to build a stronger company that delivers superior solutions for our customers and incremental value for our shareholders."

Based on current conditions, Limelight is confirming the following guidance for 2017:

- Revenue between \$175 million and \$180 million,
- GAAP gross margin expansion greater than 150 basis points over 2016,
- Non-GAAP earnings per share between \$0.02 and \$0.06 per share,
- Adjusted EBITDA is expected to be between \$22 million and \$27 million, and
- Capital expenditures at approximately \$20 million dollars.

#### Financial Tables

## LIMELIGHT NETWORKS, INC. CONDENSED CONSOLIDATED BALANCE SHEETS (In thousands, except per share data)

		ecember 31, 2016 naudited)		ptember 30, 2016 naudited)	De	ecember 31, 2015
ASSETS	(01	iauditeu)	(01	iaudited)		
Current assets:     Cash and cash equivalents     Marketable securities     Accounts receivable, net     Income taxes receivable     Deferred income taxes     Prepaid expenses and other current assets     Total current assets     Property and equipment, net     Marketable securities, less current portion     Deferred income taxes, less current portion     Goodwill     Other assets     Total assets	\$	21,734 44,453 27,418 125 88 4,865 98,683 30,352 40 1,017 76,243 1,794	\$	74,400 22,859 117 85 5,347 102,808 29,643 40 1,317 76,437 1,848	\$	44,680 28,322 26,795 170 89 9,578 109,634 36,143 40 1,252 76,143 2,415
	\$	208,129	\$	212,093	\$	225,627
LIABILITIES AND STOCKHOLDERS' EQUITY  Current liabilities:						
Accounts payable Deferred revenue Capital lease obligations Income taxes payable Provision for litigation Other current liabilities Total current liabilities Capital lease obligations, less current portion Deferred income taxes Deferred revenue, less current portion Provision for litigation, less current portion Other long-term liabilities Total liabilities Total liabilities Commitments and contingencies Stockholders' equity:	\$	8,790 2,138 188 18,000 12,836 41,952 152 22 27,000 1,435 70,561	\$	9,922 1,400 141 18,000 10,828 40,291 148 30 31,500 1,747 73,716	\$	9,137 2,890 466 204 - 10,857 23,554 1,436 137 92 - 2,311 27,530
Convertible preferred stock, \$0.001 par value; 7,500 shares authorized; no shares issued and outstanding Common stock, \$0.001 par value; 300,000 shares authorized; 107,059, 105,218 and 102,299 shares issued and		-		-		-
outstanding at December 31, 2016, September 30, 2016 and December 31, 2015, respectively Additional paid-in capital Accumulated other comprehensive loss Accumulated deficit Total stockholders' equity		107 490,819 (11,038) (342,320) 137,568		105 486,574 (9,901) (338,401) 138,377		102 477,202 (10,812) (268,395) 198,097

## LIMELIGHT NETWORKS, INC. CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (In thousands, except per share data) (Unaudited)

		Three M	Twelve Months Ended						
	December 31, 2016	September 30, 2016	Percent Change	December 31, 2015	Percent Change	December 31, 2016	December 31, 2015	Percent Change	
Revenues	\$ 43,778	\$ 39,473	11%	\$ 42,739	2%	\$ 168,234	\$ 170,912	-2%	
Cost of revenue:     Cost of services (1)     Depreciation - network Total cost of revenue Gross profit Gross profit percentage Operating expenses:     General and administrative (1)     Sales and marketing (1)     Research & development (1)     Depreciation and amortization Provision for litigation	19,642 4,474 24,116 19,662 44.9%	18,834 4,401 23,235 16,238 41.1%	4% 2% 4% 21%	20,388 4,811 25,199 17,540 41.0%	-4% -7% -4% 12%	78,857 18,032 96,889 71,345 42,4%	84,818 17,975 102,793 68,119 39.9%	-7% 0% -6% 5%	
	7,960 8,215 6,094 590	8,033 7,711 5,626 613	-1% 7% 8% -4% NA	5,509 8,101 6,678 1,005	44% 1% -9% -41% NA	30,042 32,945 24,335 2,452 54,000	25,027 37,868 28,016 2,929	20% -13% -13% -16% NM	
Total operating expenses	22,859	21,983	4%	21,293	7%	143,774	93,840	53%	
Operating loss	(3,197)	(5,745)	-44%	(3,753)	-15%	(72,429)	(25,721)	182%	
Other income (expense): Interest expense Interest income Other, net Total other income (expense)	(54) 101 (570) (523)	(406) 8 151 (247)	-87% NM -477% 112%	(25) 86 (407) (346)	116% 17% 40% 51%	(918) 123 (98) (893)	(29) 317 1,748 2,036	NM -61% -106% -144%	
Loss before income taxes Income tax expense	(3,720) 199	(5,992) 130	-38% 53%	(4,099) 46	-9% 333%	(73,322) 603	(23,685) 267	210% 126%	
Net loss	(3,919)	(6,122)	-36%	(4,145)	-5%	(73,925)	(23,952)	209%	
Net loss per share: Basic and diluted	\$ (0.04)	\$ (0.06)		\$ (0.04)		\$ (0.71)	\$ (0.24)		
Weighted average shares used in per share calculation: Basic and diluted	105,942	104,860		101,391		104,350	100,105		

(1) Includes share-based compensation (see supplemental table for figures)

LIMELIGHT NETWORKS, INC. SUPPLEMENTAL FINANCIAL DATA (In thousands) (Unaudited)

Three Months Ended Twelve Months Ended

	cember 31, 2016	tember 30, 2016	ember 31, 015	cember 31, 2016	De	cember 31, 2015
Share-based compensation:						
Cost of services General and administrative Sales and marketing Research and development	\$ 375 1,951 776 581	\$ 209 1,616 641 521	\$ 563 1,002 716 582	\$ 1,493 7,070 2,792 2,104	\$	2,047 5,398 2,657 2,236
Total share-based compensation	\$ 3,683	\$ 2,987	\$ 2,863	\$ 13,459	\$	12,338
Depreciation and amortization:						
Network-related depreciation Other depreciation and amortization Amortization of intangible assets	\$ 4,474 590	\$ 4,401 611 2	\$ 4,811 544 461	\$ 18,032 2,438 14	\$	17,975 1,866 1,063
Total depreciation and amortization	\$ 5,064	\$ 5,014	\$ 5,816	\$ 20,484	\$	20,904
Net increase (decrease) in cash, cash equivalents and marketable securities:	\$ (8,213)	\$ 43,515	\$ 3,427	\$ (6,815)	\$	(20,082)
End of period statistics:						
Approximate number of active customers	851	875	963	851		963
Number of employees and employee equivalents	510	502	509	510		509

# LIMELIGHT NETWORKS, INC. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (In thousands) (Unaudited)

	Thre	ee Months En	Twelve Mor	nths Ended	
	December 31, 2016	September 30, 2016	December 31, 2015	December 31, 2016	December 31, 2015
Operating activities Net loss	\$ (3,919)	\$ (6,122)	\$ (4,145)	\$ (73,925)	\$ (23,952)
Adjustments to reconcile net loss to net cash provided by (used in operating activities: Depreciation and amortization Share-based compensation Accrual of provision for litigation Foreign currency remeasurement loss (gain) Deferred income taxes Gain on sale of property and equipment Accounts receivable charges Amortization of premium on marketable securities Realized loss on sale of marketable securities	5,064 3,683 - 76 195 (218) 101 48	5,014 2,987 - 343 (39) (162) 69	5,816 2,863 - 492 67 - 299 42	20,484 13,459 54,000 585 170 (514) 137 67	20,904 12,338 - (1,591) 46 - 1,037 194
Changes in operating assets and liabilities: Accounts receivable Prepaid expenses and other current assets Income taxes receivable Other assets Accounts payable and other current liabilities Deferred revenue Income taxes payable Payments for provision for litigation Other long term liabilities Net cash provided by (used in) operating activities	(4,661) 315 (15) 22 (1,087) 730 68 (4,500) (307) (4,405)	1,944 941 16 50 1,769 (1,091) (21) (4,500) (213)	57 (490) 9 1,477 (425) (681) (2) - 1,358 6,737	(760) 4,648 39 580 (1,757) (822) (8) (9,000) (857) 6,558	(5,210) (194) 44 3,064 85 (932) (80) - 688 6,441

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Investing activities Purchases of marketable securities Sale and maturities of marketable securities Change in restricted cash Purchases of property and equipment Proceeds from sale of property and equipment Net cash provided by (used in) investing activities	(45,629) 1,000 - (4,897) 504 (49,022)	62,790 (2,986) - 59,804	5,700 - (3,960) - 1,740	(45,629) 29,315 - (9,563) 504 (25,373)	(16,821) 22,620 (24,714) (18,915)
Financing activities Principal payments on capital lease obligations Payment of employee tax withholdings related to restricted stock vesting Cash paid for purchase of common stock Proceeds from line of credit Proceeds from employee stock plans Net cash provided by (used in) financing activities Effect of exchange rate changes on cash and cash equivalents Net increase (decrease) in cash and cash equivalents Cash and cash equivalents, beginning of period Cash and cash equivalents, end of period	(676) - 1,839 1,163 (402) (52,666) 74,400 \$ 21,734	(4,207) (362) (12,790) 48 (17,311) 37 43,515 30,885 \$ 74,400	(95) (348) - - 1,287 844 (93) 9,228 35,452 \$ 44,680	(4,685) (1,982) - - 2,743 (3,924) (207) (22,946) 44,680 \$ 21,734	(453) (2,627) (957) - 4,018 (19) (594) (13,087) 57,767 \$ 44,680

#### Use of Non-GAAP Financial Measures

To evaluate our business, we consider and use non-generally accepted accounting principles (Non-GAAP) net income (loss), EBITDA and Adjusted EBITDA as supplemental measures of operating performance. These measures include the same adjustments that management takes into account when it reviews and assesses operating performance on a period-to-period basis. We consider Non-GAAP net income (loss) to be an important indicator of overall business performance. We define Non-GAAP net income (loss) to be U.S. GAAP net income (loss) adjusted to exclude provision for litigation, share-based compensation, litigation expenses and amortization of intangible assets. We believe that EBITDA provides a useful metric to investors to compare us with other companies within our industry and across industries. We define EBITDA as U.S. GAAP net income (loss) adjusted to exclude depreciation and amortization, interest expense, interest and other (income) expense, and income tax expense. We define Adjusted EBITDA as EBITDA adjusted to exclude provision for litigation, share-based compensation and litigation expenses. We use Adjusted EBITDA as a supplemental measure to review and assess operating performance. Our management uses these Non-GAAP financial measures because, collectively, they provide valuable information on the performance of our on-going operations, excluding non-cash charges, taxes and non-core activities (including interest payments related to financing activities). These measures also enable our management to compare the results of our on-going operations from period to period, and allow management to review the performance of our on-going operations against our peer companies and against other companies in our industry and adjacent industries. We believe these measures also provide similar insights to investors, and enable investors to review our results of operations "through the eyes of management."

Furthermore, our management uses these Non-GAAP financial measures to assist them in making decisions regarding our strategic priorities and areas for future investment and focus.

The terms Non-GAAP net income (loss), EBITDA and Adjusted EBITDA are not defined under U.S. GAAP, and are not

measures of operating income, operating performance or liquidity presented in accordance with U.S. GAAP. Our Non-GAAP net income (loss), EBITDA and Adjusted EBITDA have limitations as analytical tools, and when assessing our operating performance, Non-GAAP net income (loss), EBITDA and Adjusted EBITDA should not be considered in isolation, or as a substitute for net income (loss) or other consolidated income statement data prepared in accordance with U.S. GAAP. Some of these limitations include, but are not limited to:

- EBITDA and Adjusted EBITDA do not reflect our cash expenditures or future requirements for capital expenditures or contractual commitments;
- these measures do not reflect changes in, or cash requirements for, our working capital needs;
- Non-GAAP net income (loss) and Adjusted EBITDA do not reflect the cash requirements necessary for litigation costs, including provision for litigation and litigation expenses;
- these measures do not reflect the interest expense, or the cash requirements necessary to service interest or principal payments, on our debt that we may incur;
- these measures do not reflect income taxes or the cash requirements for any tax payments;
- although depreciation and amortization are non-cash charges, the assets being depreciated and amortized will be replaced sometime in the future, and EBITDA and Adjusted EBITDA do not reflect any cash requirements for such replacements;
- while share-based compensation is a component of operating expense, the impact on our financial statements compared to other companies can vary significantly due to such factors as the assumed life of the options and the assumed volatility of our common stock; and
- other companies may calculate Non-GAAP net income (loss), EBITDA and Adjusted EBITDA differently than we do, limiting their usefulness as comparative measures.

We compensate for these limitations by relying primarily on our U.S. GAAP results and using Non-GAAP net income (loss), EBITDA, and Adjusted EBITDA only as supplemental support for management's analysis of business performance. Non-GAAP net income (loss), EBITDA and Adjusted EBITDA are calculated as follows for the periods presented in thousands:

#### Reconciliation of Non-GAAP Financial Measures

Limelight is presenting the most directly comparable U.S. GAAP financial measures and reconciling the non-GAAP financial metrics to the comparable U.S. GAAP measures. Per share amounts may not foot due to rounding.

## LIMELIGHT NETWORKS, INC. Reconciliation of U.S. GAAP Net Loss to Non-GAAP Net Income (Loss) (In thousands) (Unaudited)

	Three Months Ended										Twelve Months Ended																
	December 31, 2016			September 30, 2016			December 31, 2015			December 31, 2016				December 31, 2015													
	Ar	nount		Per hare	Aı	mount		Per hare	Aı	mount	t Per Share										An	nount		Per hare	Amount		Per hare
U.S. GAAP net loss	\$	(3,919)	\$	(0.04)	\$	(6,122)	\$	(0.06)	\$	(4,145)	\$	(0.04)	\$ (	73,925)	\$	(0.71)	\$ (23,952)	\$	(0.24)								
Provision for litigation Share-based compensation Litigation expenses Amortization of intangible		3,683 1,998		0.03 0.02		2,987 2,837		0.03		2,863 402		0.03		54,000 13,459 7,284		0.52 0.13 0.07	12,338 (613)		0.12 (0.01)								
assets	_	_			_	2		0.00		461		0.00		14		0.00	1,063		0.01								
Non-GAAP net income (loss)	\$	1,762	\$	0.02	\$	(296)	\$	(0.00)	\$	(419)	\$	(0.00)	\$	832	\$	0.01	\$ (11,164)	\$	(0.11)								
Weighted average shares used in per share calculation			1(	)5,942			1	04,860			1	01,391			1(	04,350		1	00,105								

## LIMELIGHT NETWORKS, INC. Reconciliation of U.S. GAAP Net Loss to EBITDA to Adjusted EBITDA (In thousands) (Unaudited)

	 T	hree M	Twelve Months Ended						
	mber 31, 2016		ember 30, 2016	mber 31, 2015		ember 31, 2016	December 31, 2015		
U.S. GAAP net loss	\$ (3,919)	\$	(6,122)	\$ (4,145)	\$	(73,925)	\$	(23,952)	
Depreciation and amortization Interest expense Interest and other (income) expense Income tax expense	 5,064 54 469 199		5,014 406 (159) 130	 5,816 25 321 46		20,484 918 (25) 603		20,904 29 (2,065) 267	
EBITDA	\$ 1,867	\$	(731)	\$ 2,063	\$	(51,945)	\$	(4,817)	
Provision for litigation Share-based compensation Litigation expenses	 3,683 1,998		2,987 2,837	 2,863 402		54,000 13,459 7,284		12,338 (613)	
Adjusted EBITDA	\$ 7,548	\$	5,093	\$ 5,328	\$	22,798	\$	6,908	

For future periods, we are unable to provide a reconciliation of EBITDA and Adjusted EBITDA to net loss as a result of the uncertainty regarding, and the potential variability of, the amounts of depreciation and amortization, interest expense, interest and other (income) expense and income tax expense, that may be incurred in the future.

#### Conference Call

At approximately 4:30 p.m. EST (1:30 p.m. PST) today, management will host a quarterly conference call for investors. Investors can access this call toll-free at 877-388-8480 within the United States or +1 678-809-1592 outside of the U.S. The conference call will also be audio cast live from http://www.limelight.com and a replay will be available following the call from the Limelight website.

### Forward-Looking Statements

This press release contains forward-looking statements that involve risks and uncertainties. These statements include, among others, statements regarding our expectations regarding revenue, gross margin, non-GAAP net income, capital expenditures, litigation, and our future prospects. Our expectations and beliefs regarding these matters may not materialize. The potential risks and uncertainties that could cause actual results or outcomes to differ materially from the results or outcomes predicted include, among other things, reduction of demand for our services from new or existing customers, unforeseen changes in our hiring patterns, adverse outcomes in litigation, and experiencing expenses that exceed our expectations. A detailed discussion of these factors and other risks that affect our business is contained in our SEC filings, including our most recent reports on Forms 10-K and 10-Q, particularly under the heading "Risk Factors." Copies of these filings are available online on our investor relations website at **investors.limelightnetworks.com** and on the SEC website at **www.SEC.gov**. All information provided in this release and in the attachments is as of February 8, 2017, and we undertake no duty to update this information in light of new information or future events, unless required by law.

### About Limelight

Limelight Networks (NASDAQ: LLNW), a global leader in digital content delivery, empowers customers to better engage online audiences by enabling them to securely manage and globally deliver digital content, on any device. The Company's award-winning Limelight Orchestrate™ platform includes an integrated suite of content delivery technology and services that helps organizations secure digital content, deliver exceptional multi-screen experiences, improve brand awareness, drive revenue, and enhance customer relationships — all while reducing costs. For more information, please visit www.limelight.com, read our blog, follow us on Twitter, Facebook and LinkedIn and be sure to visit Limelight Connect.

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