

Linked  in

# Q4'13 Results

February 2014

# Safe harbor

“Safe Harbor” statement under the Private Securities Litigation Reform Act of 1995: This presentation contains forward-looking statements about our products, including our investments in products, technology and other key strategic areas, certain non-financial metrics, such as member growth and engagement, and our expected financial metrics such as revenue, adjusted EBITDA, depreciation and amortization and stock-based compensation for the first quarter of 2014 and the full fiscal year 2014. The achievement of the matters covered by such forward-looking statements involves risks, uncertainties and assumptions. If any of these risks or uncertainties materialize or if any of the assumptions prove incorrect, the company’s results could differ materially from the results expressed or implied by the forward-looking statements the company makes.

The risks and uncertainties referred to above include - but are not limited to - risks associated with: our limited operating history in a new and unproven market; engagement of our members; the price volatility of our Class A common stock; general economic conditions; expectations regarding the return on our strategic investments; execution of our plans and strategies, including with respect to mobile products and features; security measures and the risk that they may not be sufficient to secure our member data adequately or that we are subject to attacks that degrade or deny the ability of members to access our solutions; expectations regarding our ability to timely and effectively scale and adapt existing technology and network infrastructure to ensure that our solutions are accessible at all times with short or no perceptible load times; our ability to maintain our rate of revenue growth and manage our expenses and investment plans; our ability to accurately track our key metrics internally; members and customers curtailing or ceasing to use our solutions; our core value of putting members first, which may conflict with the short-term interests of the business; privacy and changes in regulations in the United States, Europe or elsewhere, which could impact our ability to serve our members or curtail our monetization efforts; litigation and regulatory issues; increasing competition; our ability to manage our growth; our ability to recruit and retain our employees; the application of US and international tax laws on our tax structure and any changes to such tax laws; acquisitions we have made or may make in the future; and the dual class structure of our common stock.

Further information on these and other factors that could affect the company’s financial results is included in filings it makes with the Securities and Exchange Commission from time to time, including the section entitled “Risk Factors” in the company’s Annual Report on Form 10-K for the year ended December 31, 2012, as well as the company’s most recent Quarterly Report on Form 10-Q for the quarter ended September 30, 2013, and additional information will also be set forth in our Form 10-K that will be filed for the year ended December 31, 2013, which should be read in conjunction with these financial results. These documents are or will be available on the SEC Filings section of the Investor Relations page of the company's website at <http://investors.linkedin.com/>. All information provided in this presentation is as of February 6, 2014, and LinkedIn undertakes no duty to update this information.

Who we are



Our mission

Connect the world's professionals  
to make them more productive  
and successful



Our vision

Create economic opportunity for  
every member of the global  
workforce

What we do

# Our member value propositions



## Professional Identity

Be the professional profile of record



## Network

Connect all of the world's professionals



## Knowledge

Be the definitive professional publishing platform



# Growing global network



**277M**<sup>1</sup>

Members worldwide



**>2 New**<sup>1</sup>

Members per second



**187M**<sup>2</sup>

Monthly unique visitors

# Our customer value propositions



## Hire

Power 50% of the world's hires



## Market

Be the most effective platform with marketers to engage with



## Sell

Be the start of every sales opportunity

# Our operating priorities



## Talent

Build a world class team



## Technology

Create data driven development at scale



## Product

Develop products our members love

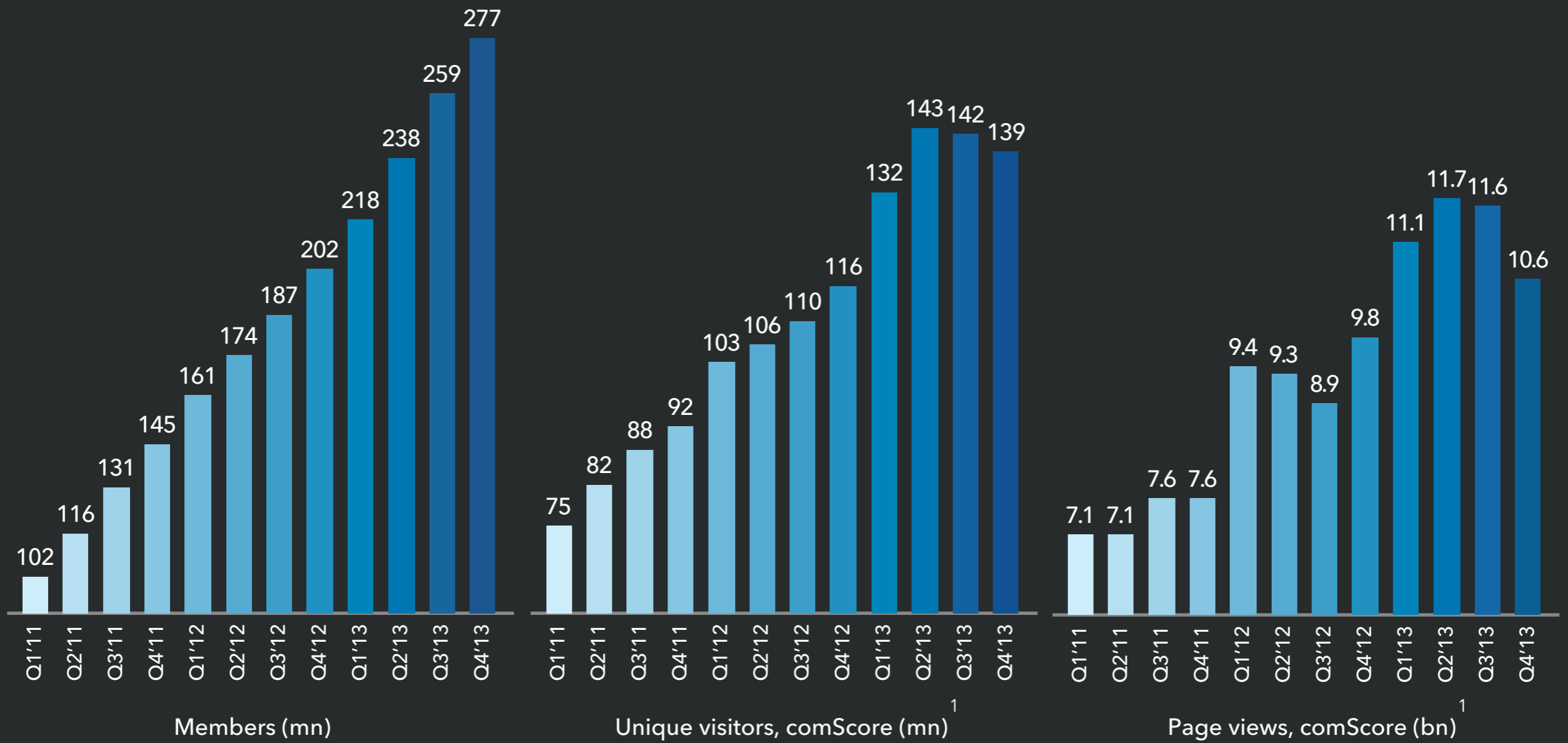


## Monetization

Scale profitable business lines

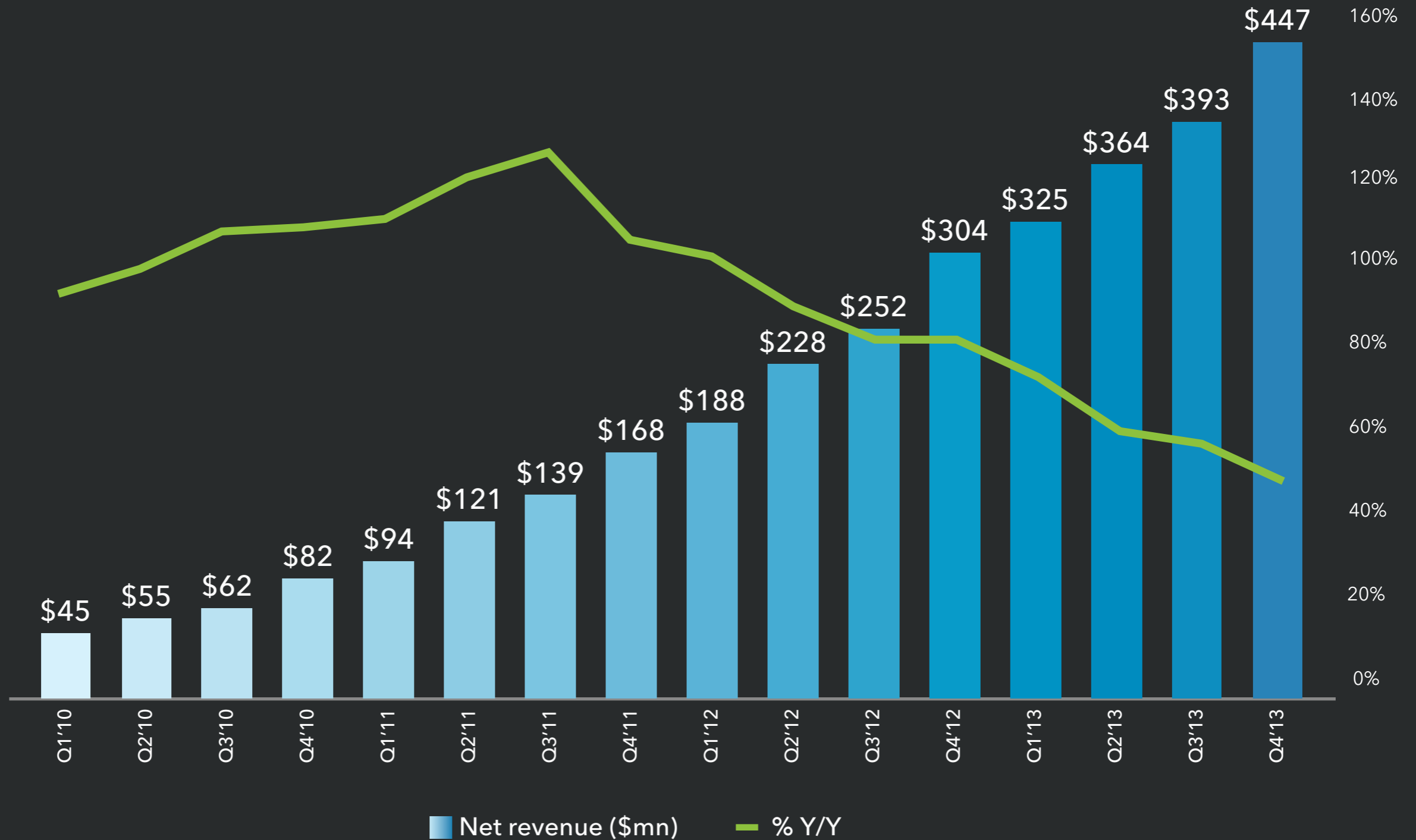
# Key metrics and results

# Engagement metrics

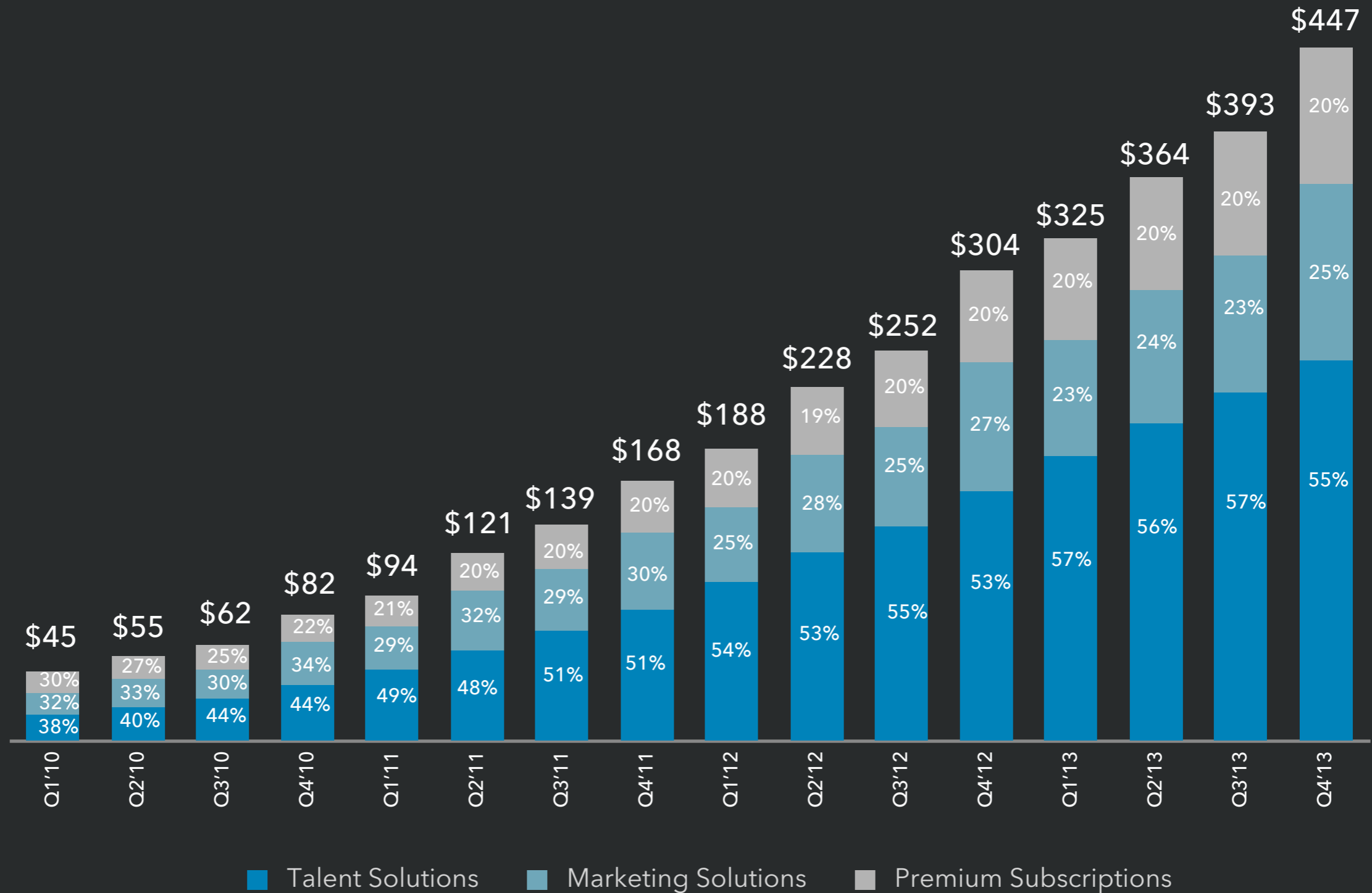


<sup>1</sup> comScore metrics reflect LinkedIn site only, not including SlideShare

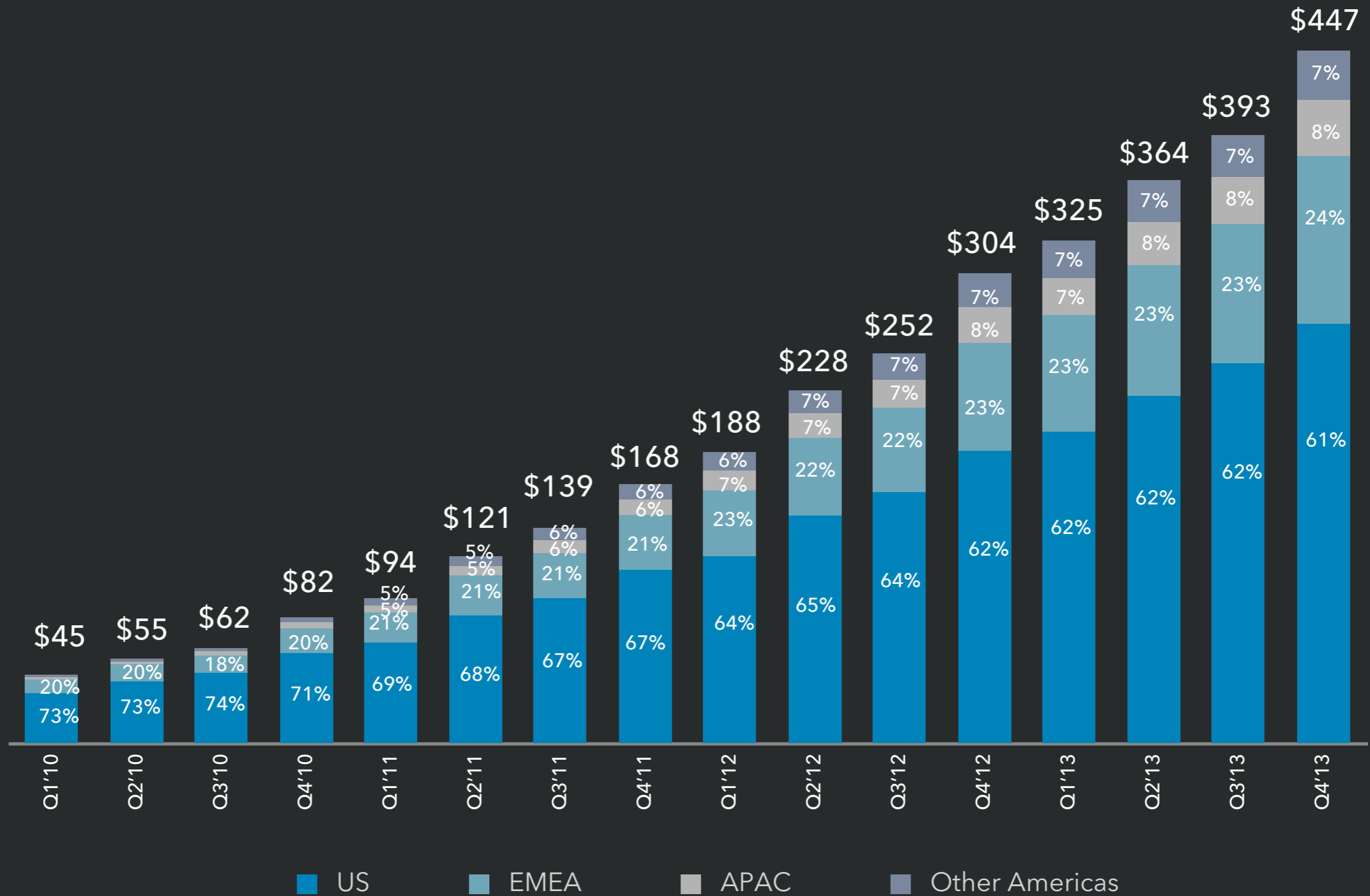
# Revenue



# Revenue by product

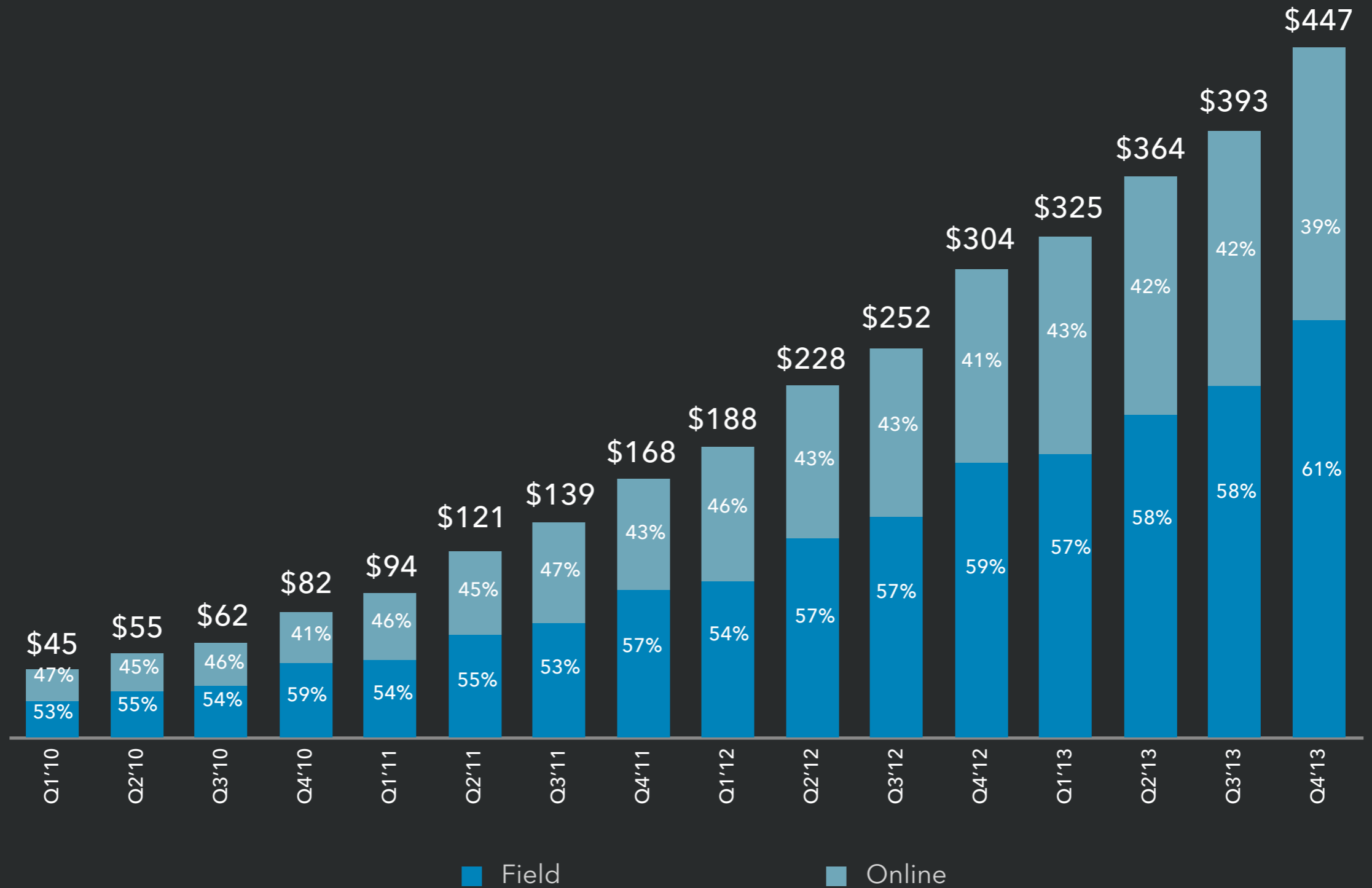


# Revenue by geography

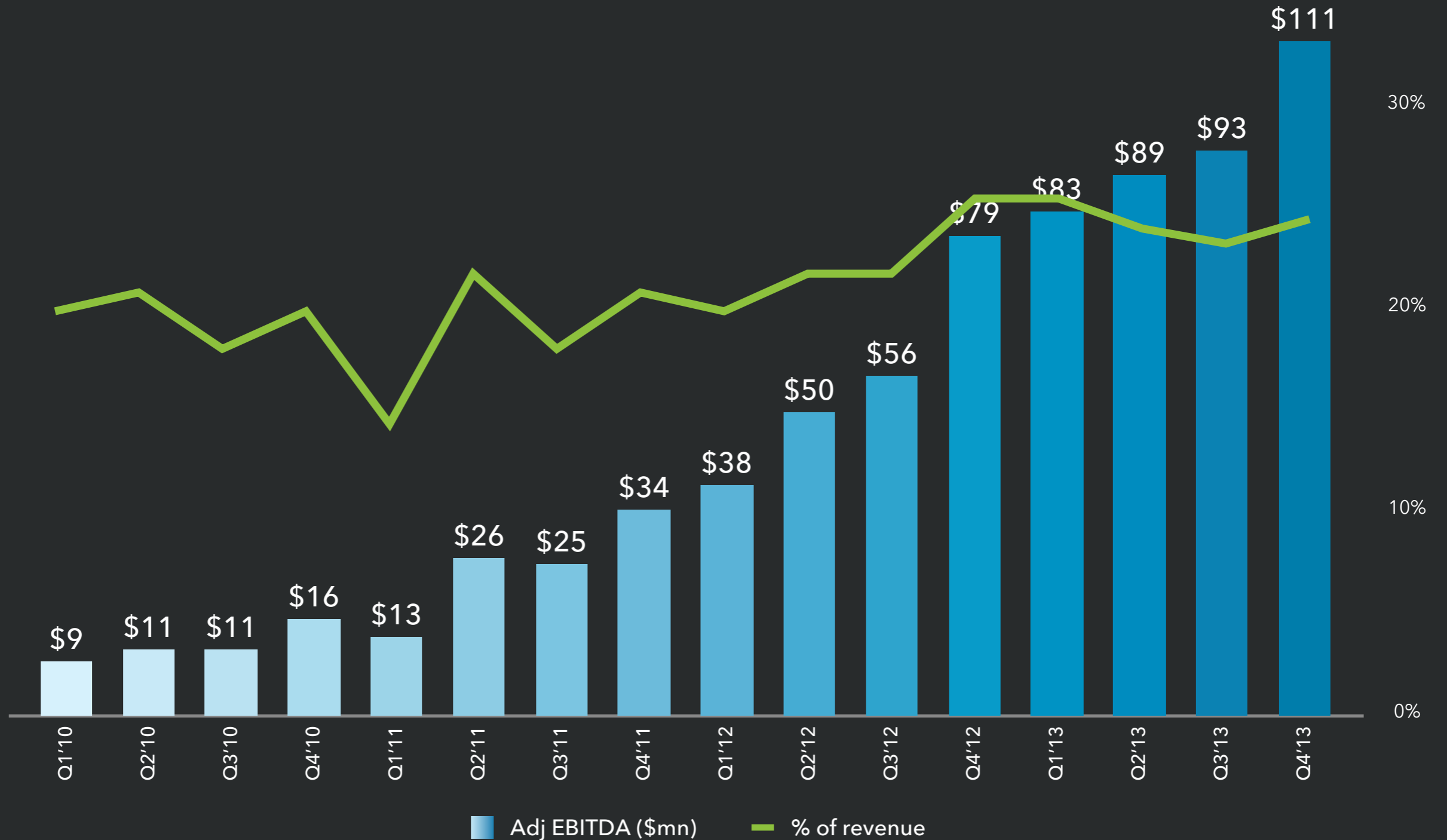




# Revenue by channel



# Adjusted EBITDA<sup>1</sup>



<sup>1</sup> Adjusted EBITDA is a Non-GAAP financial measure. For a reconciliation of Adjusted EBITDA to net income please see slide 21. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP

# Net income (loss) & cash flow

	Q4 2013	Q3 2013	Q4 2012
GAAP net income (loss) <sup>1</sup>	\$3.8	(\$3.4)	\$11.5
Non-GAAP net income <sup>1</sup>	\$48	\$47	\$40
GAAP EPS <sup>2</sup>	\$0.03	(\$0.03)	\$0.10
Non-GAAP EPS <sup>2</sup>	\$0.39	\$0.39	\$0.35
Operating cash flow <sup>1</sup>	\$82	\$126	\$69
Free cash flow <sup>1,3</sup>	\$25	\$43	\$37
Cash, cash equivalents & marketable securities <sup>1</sup>	\$2,329	\$2,272	\$750

1 In \$ millions | 2 EPS is based on fully-diluted weighted share count | 3 Free cash flow is calculated by subtracting purchases of property and equipment from operating cash flow

# Non-GAAP reconciliations<sup>1</sup>

	Three months ended dec 31 2013	Three months ended dec 31 2012	Twelve months ended dec 31 2013	Twelve months ended dec 31 2012
<b>Non-GAAP net income and net income per share</b>				
GAAP net income	\$3,782	\$11,508	\$26,769	\$21,610
Add back: stock-based compensation	57,177	27,572	193,915	86,319
Add back: amortization of intangibles	4,056	2,943	16,406	9,872
Income tax effect of non-GAAP adj.	(16,776)	(1,809)	(45,198)	(17,464)
<b>Non-GAAP NET INCOME</b>	<b>\$48,239</b>	<b>\$40,214</b>	<b>\$191,892</b>	<b>\$100,337</b>
<b>GAAP and NON-GAAP DILUTED SHARES</b>	<b>124,438</b>	<b>114,095</b>	<b>118,944</b>	<b>112,844</b>
<b>NON-GAAP DILUTED NET INCOME PER SHARE</b>	<b>\$0.39</b>	<b>\$0.35</b>	<b>\$1.61</b>	<b>\$0.89</b>
<b>Adjusted EBITDA</b>				
GAAP net income	\$3,782	\$11,508	\$26,769	\$21,610
Provision for income taxes	9,477	15,234	22,459	35,504
Other income, net	(1,820)	(24)	(1,416)	(252)
Depreciation and amortization	42,750	24,297	134,516	79,849
Stock-based compensation	57,177	27,572	193,915	86,319
<b>ADJUSTED EBITDA</b>	<b>\$111,366</b>	<b>\$78,587</b>	<b>\$376,243</b>	<b>\$223,030</b>

<sup>1</sup> In thousands, except per share data

# Non-GAAP adjusted EBITDA reconciliation<sup>1</sup>

(In millions) (Unaudited)

	Q1'10	Q2'10	Q3'10	Q4'10	Q1'11	Q2'11	Q3'11	Q4'11	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13	Q2'13	Q3'13	Q4'13
GAAP net income (loss)	\$1.8	\$4.3	\$4.0	\$5.3	\$2.1	\$4.5	(\$1.6)	\$6.9	\$5.0	\$2.8	\$2.3	\$11.5	\$22.6	\$3.7	(\$3.4)	\$3.8
Provision (benefit) for income taxes	1.0	0.7	0.5	1.4	(0.3)	5.4	4.4	1.5	5.8	10.0	4.4	15.2	0.7	4.1	8.2	9.5
Other (income) expense, net	0.3	0.4	(0.4)	0.3	(0.4)	0.0	1.8	1.6	(0.2)	0.7	(0.7)	0.0	0.3	0.3	(0.2)	(1.8)
Depreciation and amortization	3.9	4.2	4.8	6.6	8.2	9.6	11.6	13.8	14.9	17.5	23.1	24.3	25.8	32.2	33.8	42.8
Stock-based compensation	1.9	2.0	2.2	2.7	3.8	6.8	8.5	10.6	12.6	19.3	26.8	27.6	33.9	48.4	54.4	57.2
<b>Adjusted EBITDA</b>	<b>\$9.1</b>	<b>\$11.5</b>	<b>\$11.1</b>	<b>\$16.3</b>	<b>\$13.3</b>	<b>\$26.3</b>	<b>\$24.7</b>	<b>\$34.4</b>	<b>\$38.1</b>	<b>\$50.4</b>	<b>\$56.0</b>	<b>\$78.6</b>	<b>\$83.4</b>	<b>\$88.6</b>	<b>\$92.8</b>	<b>\$111.4</b>

<sup>1</sup> Adjusted EBITDA is a Non-GAAP financial measure. The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with GAAP

# Guidance<sup>1, 2</sup>

	Q1 2014	FY 2014
Revenue	\$455-460	\$2,020-2,050
Adjusted EBITDA	\$106-108	~\$490
Depreciation & amortization	~\$48	~\$225
Stock-based compensation	~\$68	~\$325

Thank you

