



SELECTED COMPANY METRICS AND FINANCIALS

	FY 2011				FY 2012				FY 2013				FY 2014				
	Q1'11	Q2'11	Q3'11	Q4'11	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13	Q2'13	Q3'13	Q4'13	Q1'14	FY10	FY11	FY12	FY13
<b>COMPANY METRICS</b>																	
<b>Members (MM)</b>	101.5	115.8	131.2	145.0	160.6	173.9	187.4	201.9	218.3	238.1	259.2	276.8	296.5	90.4	145.0	201.9	276.8
% y/y	58%	61%	63%	60%	58%	50%	43%	39%	36%	37%	38%	37%	36%	64%	60%	39%	37%
% q/q	12%	14%	13%	11%	11%	8%	8%	8%	8%	9%	9%	7%	7%				
<b>Comscore Unique Visitors (MM)</b>																	
<b>LinkedIn Standalone</b>	75.1	81.8	87.6	92.0	102.5	106.1	109.6	116.3	131.8	142.6	142.3	139.2	142.1	52.2	84.1	108.6	138.9
% y/y	65%	83%	64%	41%	37%	30%	25%	26%	29%	34%	30%	20%	8%		61%	29%	28%
% q/q	15%	9%	7%	5%	11%	3%	3%	6%	13%	8%	0%	-2%	2%				
<b>* LinkedIn Properties</b>						113.5	133.8	154.6	170.4	188.7	184.0	186.9	185.8				182.5
% y/y											66%	38%	21%				9%
% q/q									16%	10%	11%	-2%	2%				-1%
<b>Comscore Page Views (BN)</b>																	
<b>LinkedIn Standalone</b>	7.1	7.1	7.6	7.6	9.4	9.3	8.9	9.8	11.1	11.7	11.6	10.6	11.5	18.1	29.4	37.5	45.0
% y/y	96%	80%	51%	39%	33%	31%	17%	28%	18%	25%	30%	8%	3%		63%	27%	20%
% q/q	29%	0%	7%	0%	24%	-1%	-4%	10%	14%	5%	0%	-9%	9%				
<b>* LinkedIn Properties</b>						9.4	9.2	10.2	11.6	12.3	12.2	11.2	12.2				47.3
% y/y											31%	33%	10%				5%
% q/q									11%	14%	6%	-1%	-8%				9%
<b>LinkedIn Corporate Solutions Customers</b>	4,774	6,072	7,366	9,236	10,531	12,283	13,991	16,409	18,138	20,256	22,001	24,444	25,844	3,865	9,236	16,409	24,444
% y/y	161%	163%	159%	139%	121%	102%	90%	78%	72%	65%	57%	49%	42%	144%	139%	78%	49%
% q/q	24%	27%	21%	25%	14%	17%	14%	17%	11%	12%	9%	11%	6%				
<i>* LinkedIn Properties includes SlideShare as of June '12.</i>																	
<b>REVENUE MIX BY PRODUCT</b>																	
<b>Net Revenue (\$MM)</b>	93.9	121.0	139.5	167.7	188.5	228.2	252.0	303.6	324.7	363.7	393.0	447.2	473.2	243.1	522.2	972.3	1,528.5
% y/y	110%	120%	126%	105%	101%	89%	81%	81%	72%	59%	56%	47%	46%	102%	115%	86%	57%
% q/q	15%	29%	15%	20%	12%	21%	10%	20%	7%	12%	8%	14%	6%				
<b>Talent Solutions</b>	46.3	58.6	71.0	84.9	102.6	121.6	138.4	161.0	184.3	205.1	224.7	245.6	275.9	101.9	260.9	523.6	859.7
% y/y	174%	170%	160%	136%	121%	107%	95%	90%	80%	69%	62%	53%	50%	182%	156%	101%	64%
% q/q	29%	27%	21%	20%	21%	19%	14%	16%	14%	11%	10%	9%	12%				
<b>Marketing Solutions</b>	27.7	38.6	40.1	49.5	48.0	63.1	64.0	83.2	74.8	85.6	88.5	113.5	101.8	79.3	155.8	258.3	362.4
% y/y	95%	111%	113%	77%	73%	64%	60%	68%	56%	36%	38%	36%	36%	107%	97%	66%	40%
% q/q	-1%	39%	4%	24%	-3%	32%	1%	30%	-10%	14%	3%	28%	-10%				
<b>Premium Subscriptions</b>	19.9	23.9	28.4	33.3	37.9	43.5	49.6	59.4	65.6	73.0	79.8	88.1	95.5	61.9	105.5	190.4	306.5
% y/y	47%	60%	81%	87%	91%	82%	74%	79%	73%	68%	61%	48%	46%	35%	70%	81%	61%
% q/q	12%	20%	19%	17%	14%	15%	14%	20%	10%	11%	9%	10%	8%				
<b>Percent of Total:</b>																	
Talent Solutions	49%	48%	51%	51%	54%	53%	55%	53%	57%	56%	57%	55%	58%	42%	50%	54%	56%
Marketing Solutions	29%	32%	29%	30%	25%	28%	25%	27%	23%	24%	23%	25%	22%	33%	30%	27%	24%
Premium Subscriptions	21%	20%	20%	20%	20%	19%	20%	20%	20%	20%	20%	20%	20%	25%	20%	20%	20%
<b>REVENUE MIX BY GEOGRAPHY</b>																	
<b>Net Revenue (\$MM)</b>	93.9	121.0	139.5	167.7	188.5	228.2	252.0	303.6	324.7	363.7	393.0	447.2	473.2	243.1	522.2	972.3	1,528.5
% y/y	110%	120%	126%	105%	101%	89%	81%	81%	72%	59%	56%	47%	46%	102%	115%	86%	57%
% q/q	15%	29%	15%	20%	12%	21%	10%	20%	7%	12%	8%	14%	6%				
<b>US</b>	65.1	82.7	94.0	112.0	120.8	147.3	162.4	189.0	201.4	224.3	245.3	271.1	284.9	177.0	353.8	619.5	942.1
% y/y	100%	105%	106%	92%	86%	78%	73%	69%	67%	52%	51%	43%	41%	100%	100%	75%	52%
% q/q	11%	27%	14%	19%	8%	22%	10%	16%	7%	11%	9%	11%	5%				
<b>Other Americas</b>	4.6	6.1	7.9	10.1	12.0	15.0	17.1	21.9	24.2	26.9	27.0	31.6	31.9	9.2	28.8	66.1	109.7
% y/y	189%	214%	251%	197%	161%	145%	117%	116%	101%	78%	58%	44%	32%	170%	213%	130%	66%
% q/q	35%	34%	29%	28%	18%	25%	14%	28%	10%	11%	1%	17%	1%				
<b>EMEA</b>	19.7	25.9	28.9	35.5	42.8	50.1	54.5	69.9	75.2	84.7	90.1	108.3	117.9	47.5	110.0	217.3	358.2
% y/y	120%	135%	154%	120%	117%	94%	89%	97%	75%	69%	65%	55%	57%	91%	132%	98%	65%
% q/q	22%	31%	12%	23%	21%	17%	9%	28%	8%	13%	6%	20%	9%				
<b>APAC</b>	4.5	6.3	8.6	10.1	12.8	15.9	18.0	22.8	24.0	27.8	30.5	36.2	38.5	9.4	29.6	69.4	118.5
% y/y	173%	281%	259%	170%	185%	152%	108%	125%	88%	76%	70%	59%	61%	185%	213%	135%	71%
% q/q	20%	40%	37%	17%	26%	24%	13%	27%	5%	16%	10%	18%	7%				
<b>Percent of Total</b>																	
US	69%	68%	67%	67%	64%	65%	64%	62%	62%	62%	62%	61%	60%	73%	68%	64%	62%
International	31%	32%	33%	33%	36%	35%	36%	38%	38%	38%	38%	39%	40%	27%	32%	36%	38%
EMEA	21%	21%	21%	21%	23%	22%	22%	23%	23%	23%	23%	24%	25%	20%	21%	22%	23%
APAC	5%	5%	6%	6%	7%	7%	7%	8%	7%	8%	8%	8%	8%	4%	6%	7%	8%
Other Americas	5%	5%	6%	6%	6%	7%	7%	7%	7%	7%	7%	7%	7%	4%	6%	7%	7%

	FY 2011				FY 2012				FY 2013				FY 2014	FY10	FY11	FY12	FY13
	Q1'11	Q2'11	Q3'11	Q4'11	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13	Q2'13	Q3'13	Q4'13	Q1'14				
<b>REVENUE MIX BY GEOGRAPHY, BY PRODUCT</b>																	
<b>Net Revenue (\$MM)</b>	93.9	121.0	139.5	167.7	188.5	228.2	252.0	303.6	324.7	363.7	393.0	447.2	473.2	243.1	522.2	972.3	1,528.5
% y/y	110%	120%	126%	105%	101%	89%	81%	81%	72%	59%	56%	47%	46%	102%	115%	86%	57%
% q/q	15%	29%	15%	20%	12%	21%	10%	20%	7%	12%	8%	14%	6%				
<b>US Revenue</b>	65.1	82.7	94.0	112.0	120.8	147.3	162.4	189.0	201.4	224.3	245.3	271.1	284.9	177.0	353.8	619.5	942.1
<b>Talent Solutions</b>					71.3	82.9	93.3	107.2	120.0	133.3	144.6	155.2	171.5			354.8	553.1
% y/y									68%	61%	55%	45%	43%				56%
% q/q									12%	11%	8%	7%	10%				
<b>Marketing Solutions</b>					27.2	38.7	39.9	47.2	43.6	48.4	53.6	64.2	58.0			152.9	209.8
% y/y									60%	25%	34%	36%	33%				37%
% q/q									-8%	11%	11%	20%	-10%				
<b>Premium Subscriptions</b>					22.3	25.7	29.1	34.6	37.8	42.6	47.1	51.7	55.4			111.8	179.2
% y/y									69%	66%	62%	49%	47%				60%
% q/q									9%	13%	11%	10%	7%				
<b>International Revenue</b>	28.8	38.3	45.5	55.8	67.6	81.0	89.7	114.6	123.3	139.4	147.7	176.1	188.3	66.1	168.4	352.8	586.4
<b>Talent Solutions</b>					31.2	38.7	45.1	53.8	64.3	71.8	80.1	90.4	104.4			168.8	306.6
% y/y									106%	86%	78%	68%	62%				82%
% q/q									20%	12%	12%	13%	16%				
<b>Marketing Solutions</b>					20.7	24.5	24.1	36.0	31.2	37.2	34.9	49.2	43.8			105.4	152.6
% y/y									50%	52%	45%	37%	40%				45%
% q/q									-13%	19%	-6%	41%	-11%				
<b>Premium Subscriptions</b>					15.6	17.8	20.4	24.8	27.8	30.4	32.6	36.5	40.1			78.7	127.3
% y/y									78%	70%	60%	47%	44%				62%
% q/q									12%	9%	7%	12%	10%				
<b>REVENUE MIX BY CHANNEL</b>																	
<b>Net Revenue (\$MM)</b>	93.9	121.0	139.5	167.7	188.5	228.2	252.0	303.6	324.7	363.7	393.0	447.2	473.2	243.1	522.2	972.3	1,528.5
% y/y	110%	120%	126%	105%	101%	89%	81%	81%	72%	59%	56%	47%	46%	102%	115%	86%	57%
% q/q	15%	29%	15%	20%	12%	21%	10%	20%	7%	12%	8%	14%	6%				
<b>Field Sales</b>	50.6	66.7	74.5	95.8	101.5	129.4	143.2	178.4	184.0	209.2	227.6	270.7	275.3	135.7	287.6	552.5	891.5
% y/y	114%	121%	122%	99%	100%	94%	92%	86%	81%	62%	59%	52%	50%	112%	112%	92%	61%
% q/q	5%	32%	12%	29%	6%	28%	11%	25%	3%	14%	9%	19%	2%				
<b>Online Sales</b>	43.3	54.3	65.0	71.9	87.0	98.8	108.9	125.3	140.7	154.4	165.4	176.5	197.9	107.4	234.6	419.8	637.1
% y/y	106%	120%	130%	115%	101%	82%	67%	74%	62%	56%	52%	41%	41%	91%	118%	79%	52%
% q/q	29%	25%	20%	11%	21%	14%	10%	15%	12%	10%	7%	7%	12%				
<b>Percent of Total:</b>																	
Field Sales	54%	55%	53%	57%	54%	57%	57%	59%	57%	58%	58%	61%	58%	56%	55%	57%	58%
Online Sales	46%	45%	47%	43%	46%	43%	43%	41%	43%	42%	42%	39%	42%	44%	45%	43%	42%
<b>GAAP P&amp;L</b>																	
<b>GAAP (\$MM)</b>																	
Net revenue	93.9	121.0	139.5	167.7	188.5	228.2	252.0	303.6	324.7	363.7	393.0	447.2	473.2	243.1	522.2	972.3	1,528.5
Cost of revenue	16.8	18.4	22.1	24.2	25.1	30.4	33.8	36.2	42.4	49.3	53.4	57.9	62.5	44.8	81.4	125.5	202.9
Sales & marketing	29.4	36.0	46.1	53.2	65.9	75.7	83.2	100.1	109.4	122.3	133.2	157.2	166.5	59.0	164.7	324.9	522.1
Product development	24.7	30.4	35.0	42.1	47.1	60.1	72.7	77.3	80.7	95.6	106.2	113.1	120.6	65.1	132.2	257.2	395.6
General & administrative	13.6	16.7	20.1	24.5	24.9	31.0	33.2	39.0	42.8	56.2	61.8	64.8	74.6	35.1	74.9	128.0	225.6
Depreciation & amortization	8.2	9.6	11.6	13.8	14.9	17.5	23.1	24.3	25.8	32.2	33.8	42.8	49.7	19.6	43.1	79.8	134.5
<b>Income (loss) from operations</b>	<b>1.3</b>	<b>9.9</b>	<b>4.6</b>	<b>10.0</b>	<b>10.6</b>	<b>13.5</b>	<b>6.0</b>	<b>26.7</b>	<b>23.6</b>	<b>8.1</b>	<b>4.6</b>	<b>11.4</b>	<b>(0.8)</b>	<b>19.6</b>	<b>25.8</b>	<b>56.9</b>	<b>47.8</b>
Other income (expense), net	0.4	0.0	(1.8)	(1.6)	0.2	(0.7)	0.7	0.0	(0.3)	(0.3)	0.2	1.8	1.0	(0.6)	(2.9)	0.3	1.4
Provision (benefit) for income taxes	(0.3)	5.4	4.4	1.5	5.8	10.0	4.4	15.2	0.7	4.1	8.2	9.5	13.6	3.6	11.0	35.5	22.5
<b>Net income (loss)</b>	<b>2.1</b>	<b>4.5</b>	<b>(1.6)</b>	<b>6.9</b>	<b>5.0</b>	<b>2.8</b>	<b>2.3</b>	<b>11.5</b>	<b>22.6</b>	<b>3.7</b>	<b>(3.4)</b>	<b>3.8</b>	<b>(13.3)</b>	<b>15.4</b>	<b>11.9</b>	<b>21.6</b>	<b>26.8</b>
<b>Net income (loss) attributable to common stockholders</b>	<b>0.0</b>	<b>4.5</b>	<b>(1.6)</b>	<b>6.9</b>	<b>5.0</b>	<b>2.8</b>	<b>2.3</b>	<b>11.5</b>	<b>22.6</b>	<b>3.7</b>	<b>(3.4)</b>	<b>3.8</b>	<b>(13.4)</b>	<b>3.4</b>	<b>11.9</b>	<b>21.6</b>	<b>26.8</b>
Basic shares outstanding (MM)	43.7	69.4	96.3	98.5	102.2	104.2	106.3	107.9	109.4	111.2	113.9	119.8	121.0	42.4	77.2	105.2	113.6
Diluted shares outstanding (MM)	51.5	103.1	96.3	108.6	111.3	112.3	113.6	114.1	115.4	116.6	113.9	124.4	121.0	46.5	104.1	112.8	118.9
<b>Basic GAAP EPS attributable to common stockholders</b>	<b>\$0.00</b>	<b>\$0.07</b>	<b>(\$0.02)</b>	<b>\$0.07</b>	<b>\$0.05</b>	<b>\$0.03</b>	<b>\$0.02</b>	<b>\$0.11</b>	<b>\$0.21</b>	<b>\$0.03</b>	<b>(\$0.03)</b>	<b>\$0.03</b>	<b>(\$0.11)</b>	<b>\$0.08</b>	<b>\$0.15</b>	<b>\$0.21</b>	<b>\$0.24</b>
<b>Diluted GAAP EPS attributable to common stockholders</b>	<b>\$0.00</b>	<b>\$0.04</b>	<b>(\$0.02)</b>	<b>\$0.06</b>	<b>\$0.04</b>	<b>\$0.03</b>	<b>\$0.02</b>	<b>\$0.10</b>	<b>\$0.20</b>	<b>\$0.03</b>	<b>(\$0.03)</b>	<b>\$0.03</b>	<b>(\$0.11)</b>	<b>\$0.07</b>	<b>\$0.11</b>	<b>\$0.19</b>	<b>\$0.23</b>

	FY 2011				FY 2012				FY 2013				FY 2014	FY10	FY11	FY12	FY13
	Q1'11	Q2'11	Q3'11	Q4'11	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13	Q2'13	Q3'13	Q4'13	Q1'14				
<b>GAAP TO NON-GAAP RECONCILIATIONS</b>																	
<b>PRE-TAX RECONCILIATIONS (\$MM)</b>																	
Cost of Revenue	16.8	18.4	22.1	24.2	25.1	30.4	33.8	36.2	42.4	49.3	53.4	57.9	62.5	44.8	81.4	125.5	202.9
Stock-based compensation	0.2	0.3	0.5	0.7	0.8	1.2	2.2	2.2	2.8	3.9	4.1	4.8	5.8	0.4	1.7	6.4	15.6
<b>Non-GAAP Cost of Revenue</b>	<b>16.6</b>	<b>18.1</b>	<b>21.6</b>	<b>23.5</b>	<b>24.3</b>	<b>29.1</b>	<b>31.6</b>	<b>34.0</b>	<b>39.6</b>	<b>45.4</b>	<b>49.3</b>	<b>53.1</b>	<b>56.6</b>	<b>44.4</b>	<b>79.8</b>	<b>119.1</b>	<b>187.3</b>
% net revenue	18%	15%	16%	14%	13%	13%	13%	11%	12%	12%	13%	12%	12%	18%	15%	12%	12%
GAAP Sales & Marketing	29.4	36.0	46.1	53.2	65.9	75.7	83.2	100.1	109.4	122.3	133.2	157.2	166.5	59.0	164.7	324.9	522.1
Stock-based compensation	1.1	2.1	2.6	2.3	2.9	4.3	5.2	5.3	6.9	8.8	9.9	10.6	12.2	1.2	8.1	17.7	36.2
<b>Non-GAAP Sales &amp; Marketing</b>	<b>28.3</b>	<b>33.9</b>	<b>43.5</b>	<b>51.0</b>	<b>63.0</b>	<b>71.4</b>	<b>78.0</b>	<b>94.8</b>	<b>102.6</b>	<b>113.4</b>	<b>123.3</b>	<b>146.6</b>	<b>154.3</b>	<b>57.8</b>	<b>156.6</b>	<b>307.2</b>	<b>485.9</b>
% net revenue	30%	28%	31%	30%	33%	31%	31%	31%	32%	31%	31%	33%	33%	24%	30%	32%	32%
GAAP Product Development	24.7	30.4	35.0	42.1	47.1	60.1	72.7	77.3	80.7	95.6	106.2	113.1	120.6	65.1	132.2	257.2	395.6
Stock-based compensation	1.6	2.9	3.7	5.4	5.9	10.6	14.6	15.0	17.6	24.9	27.2	29.2	33.1	3.2	13.6	46.0	98.9
<b>Non-GAAP Product Development</b>	<b>23.1</b>	<b>27.5</b>	<b>31.3</b>	<b>36.6</b>	<b>41.2</b>	<b>49.5</b>	<b>58.1</b>	<b>62.3</b>	<b>63.0</b>	<b>70.7</b>	<b>79.0</b>	<b>84.0</b>	<b>87.5</b>	<b>61.9</b>	<b>118.6</b>	<b>211.2</b>	<b>296.8</b>
% net revenue	25%	23%	22%	22%	22%	22%	23%	21%	19%	19%	20%	19%	18%	25%	23%	22%	19%
GAAP General & Administrative	13.6	16.7	20.1	24.5	24.9	31.0	33.2	39.0	42.8	56.2	61.8	64.8	74.6	35.1	74.9	128.0	225.6
Stock-based compensation	1.0	1.5	1.7	2.2	3.1	3.2	4.8	5.1	6.6	10.7	13.3	12.6	16.6	3.9	6.4	16.2	43.3
<b>Non-GAAP General &amp; Administrative</b>	<b>12.7</b>	<b>15.2</b>	<b>18.4</b>	<b>22.3</b>	<b>21.8</b>	<b>27.8</b>	<b>28.4</b>	<b>33.9</b>	<b>36.2</b>	<b>45.5</b>	<b>48.5</b>	<b>52.2</b>	<b>58.0</b>	<b>31.1</b>	<b>68.5</b>	<b>111.9</b>	<b>182.3</b>
% net revenue	13%	13%	13%	13%	12%	12%	11%	11%	11%	13%	12%	12%	12%	13%	13%	12%	12%
GAAP Income (Loss) from Operations	1.3	9.9	4.6	10.0	10.6	13.5	6.0	26.7	23.6	8.1	4.6	11.4	(0.8)	19.6	25.8	56.9	47.8
Stock-based compensation	3.8	6.8	8.5	10.6	12.6	19.3	26.8	27.6	33.9	48.4	54.4	57.2	67.8	8.8	29.8	86.3	193.9
Amortization of intangible assets	0.8	0.9	0.8	1.2	1.3	1.9	3.8	2.9	2.8	5.7	3.8	4.1	4.8	1.0	3.6	9.9	16.4
<b>Non-GAAP Operating Income</b>	<b>5.9</b>	<b>17.6</b>	<b>13.9</b>	<b>21.8</b>	<b>24.5</b>	<b>34.7</b>	<b>36.6</b>	<b>57.2</b>	<b>60.4</b>	<b>62.1</b>	<b>62.9</b>	<b>72.7</b>	<b>71.8</b>	<b>29.4</b>	<b>59.2</b>	<b>153.1</b>	<b>258.1</b>
% margin	6%	15%	10%	13%	13%	15%	15%	19%	19%	17%	16%	16%	15%	12%	11%	16%	17%
Depreciation	7.4	8.7	10.7	12.6	13.6	15.7	19.4	21.4	23.0	26.5	29.9	38.7	44.9	18.6	39.5	70.0	118.1
<b>ADJUSTED EBITDA RECONCILIATION (\$MM)</b>																	
GAAP Net Income (Loss)	2.1	4.5	(1.6)	6.9	5.0	2.8	2.3	11.5	22.6	3.7	(3.4)	3.8	(13.3)	15.4	11.9	21.6	26.8
Provision (benefit) for income taxes	(0.3)	5.4	4.4	1.5	5.8	10.0	4.4	15.2	0.7	4.1	8.2	9.5	13.6	3.6	11.0	35.5	22.5
Other (income) expense, net	(0.4)	(0.0)	1.8	1.6	(0.2)	0.7	(0.7)	(0.0)	0.3	0.3	(0.2)	(1.8)	(1.0)	0.6	2.9	(0.3)	(1.4)
Depreciation & amortization	8.2	9.6	11.6	13.8	14.9	17.5	23.1	24.3	25.8	32.2	33.8	42.8	49.7	19.6	43.1	79.8	134.5
Stock-based compensation	3.8	6.8	8.5	10.6	12.6	19.3	26.8	27.6	33.9	48.4	54.4	57.2	67.8	8.8	29.8	86.3	193.9
<b>Adjusted EBITDA</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>	<b>116.7</b>	<b>48.0</b>	<b>98.7</b>	<b>223.0</b>	<b>376.2</b>
% margin	14%	22%	18%	21%	20%	22%	22%	26%	26%	24%	24%	25%	25%	20%	19%	23%	25%
<b>NON-GAAP PRE TAX INCOME AND TAX RATE RECONCILIATION (\$MM)</b>																	
GAAP Pre-Tax Income	1.7	9.9	2.8	8.5	10.8	12.8	6.7	26.7	23.3	7.8	4.8	13.3	0.3	19.0	22.9	57.1	49.2
Stock-based compensation	3.8	6.8	8.5	10.6	12.6	19.3	26.8	27.6	33.9	48.4	54.4	57.2	67.8	8.8	29.8	86.3	193.9
Amortization of intangible assets	0.8	0.9	0.8	1.2	1.3	1.9	3.8	2.9	2.8	5.7	3.8	4.1	4.8	1.0	3.6	9.9	16.4
<b>Non-GAAP Pre-Tax Income</b>	<b>6.4</b>	<b>17.6</b>	<b>12.1</b>	<b>20.2</b>	<b>24.8</b>	<b>34.0</b>	<b>37.3</b>	<b>57.3</b>	<b>60.1</b>	<b>61.9</b>	<b>63.1</b>	<b>74.5</b>	<b>72.8</b>	<b>28.8</b>	<b>56.3</b>	<b>153.3</b>	<b>259.5</b>
Provision (Benefit) for Income Taxes, GAAP	(0.3)	5.4	4.4	1.5	5.8	10.0	4.4	15.2	0.7	4.1	8.2	9.5	13.6	3.6	11.0	35.5	22.5
GAAP Income Tax Rate	n/a	55%	157%	18%	54%	78%	66%	57%	3%	52%	170%	71%	5184%	19%	48%	62%	46%
Income tax effect of non-GAAP adjustments	(1.0)	(1.4)	(1.1)	(5.4)	(2.0)	(5.9)	(7.7)	(1.8)	(7.0)	(13.3)	(8.1)	(16.8)	(11.9)	(3.3)	(8.8)	(17.4)	(45.2)
<b>Provision for Income Taxes, Non-GAAP</b>	<b>0.6</b>	<b>6.8</b>	<b>5.5</b>	<b>6.9</b>	<b>7.8</b>	<b>15.9</b>	<b>12.1</b>	<b>17.0</b>	<b>7.7</b>	<b>17.4</b>	<b>16.3</b>	<b>26.3</b>	<b>25.5</b>	<b>6.9</b>	<b>19.9</b>	<b>53.0</b>	<b>67.7</b>
Non-GAAP Income Tax Rate	10%	39%	45%	34%	32%	47%	33%	30%	13%	28%	26%	35%	35%	24%	35%	35%	26%
<b>NON-GAAP NET INCOME RECONCILIATION (\$MM)</b>																	
GAAP Net Income (Loss) attributable to common stockholders	2.1	4.5	(1.6)	6.9	5.0	2.8	2.3	11.5	22.6	3.7	(3.4)	3.8	(13.4)	15.4	11.9	21.6	26.8
Accretion of redeemable noncontrolling interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0
Stock-based compensation	3.8	6.8	8.5	10.6	12.6	19.3	26.8	27.6	33.9	48.4	54.4	57.2	67.8	8.8	29.8	86.3	193.9
Amortization of intangible assets	0.8	0.9	0.8	1.2	1.3	1.9	3.8	2.9	2.8	5.7	3.8	4.1	4.8	1.0	3.6	9.9	16.4
Income tax effect of non-GAAP adjustments	(1.0)	(1.4)	(1.1)	(5.4)	(2.0)	(5.9)	(7.7)	(1.8)	(7.0)	(13.3)	(8.1)	(16.8)	(11.9)	(3.3)	(8.8)	(17.4)	(45.2)
<b>Non-GAAP Net Income</b>	<b>5.8</b>	<b>10.8</b>	<b>6.6</b>	<b>13.3</b>	<b>16.9</b>	<b>18.1</b>	<b>25.1</b>	<b>40.2</b>	<b>52.4</b>	<b>44.5</b>	<b>46.8</b>	<b>48.2</b>	<b>47.3</b>	<b>21.9</b>	<b>36.5</b>	<b>100.4</b>	<b>191.9</b>
% margin	6%	9%	5%	8%	9%	8%	10%	13%	16%	12%	12%	11%	10%	9%	7%	10%	13%
<b>NON-GAAP SHARE COUNT RECONCILIATION (MM)</b>																	
GAAP Basic Shares Outstanding	43.7	69.4	96.3	98.5	102.2	104.2	106.3	107.9	109.4	111.2	113.9	119.8	121.0	42.4	77.2	105.2	113.6
Assumed conversion of preferred stock basic	45.6	23.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	45.6	0.0	0.0	0.0
<b>Non-GAAP Basic Shares Outstanding</b>	<b>89.4</b>	<b>93.0</b>	<b>96.3</b>	<b>98.5</b>	<b>102.2</b>	<b>104.2</b>	<b>106.3</b>	<b>107.9</b>	<b>109.4</b>	<b>111.2</b>	<b>113.9</b>	<b>119.8</b>	<b>121.0</b>	<b>88.1</b>	<b>77.2</b>	<b>105.2</b>	<b>113.6</b>
GAAP Diluted Shares Outstanding	51.5	103.1	96.3	108.6	111.3	112.3	113.6	114.1	115.4	116.6	113.9	124.4	121.0	46.5	104.1	112.8	118.9
Assumed conversion of preferred stock diluted	45.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	45.6	0.0	0.0	0.0
Dilutive shares under treasury stock method	0.0	0.0	11.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	5.2	0.0	3.9	0.0	0.0	0.0	0.0
<b>Non-GAAP Diluted Shares Outstanding</b>	<b>97.1</b>	<b>103.1</b>	<b>107.5</b>	<b>108.6</b>	<b>111.3</b>	<b>112.3</b>	<b>113.6</b>	<b>114.1</b>	<b>115.4</b>	<b>116.6</b>	<b>119.2</b>	<b>124.4</b>	<b>124.9</b>	<b>92.1</b>	<b>104.1</b>	<b>112.8</b>	<b>118.9</b>
<b>NON-GAAP EPS</b>																	
Basic Non-GAAP EPS	\$0.06	\$0.12	\$0.07	\$0.14	\$0.17	\$0.17	\$0.24	\$0.37	\$0.48	\$0.40	\$0.41	\$0.40	\$0.39	\$0.25	\$0.47	\$0.95	\$1.69
Diluted Non-GAAP EPS	\$0.06	\$0.10	\$0.06	\$0.12	\$0.15	\$0.16	\$0.22	\$0.35	\$0.45	\$0.38	\$0.39	\$0.39	\$0.38	\$0.24	\$0.35	\$0.89	\$1.61



SELECTED COMPANY METRICS AND FINANCIALS

	FY 2011				FY 2012				FY 2013				FY 2014	FY10	FY11	FY12	FY13
	Q1'11	Q2'11	Q3'11	Q4'11	Q1'12	Q2'12	Q3'12	Q4'12	Q1'13	Q2'13	Q3'13	Q4'13	Q1'14				
<b>BALANCE SHEET &amp; CASH FLOWS</b>																	
<b>BALANCE SHEET (\$MM)</b>																	
Cash, cash equivalents & marketable securities	106.1	372.1	387.7	577.5	620.8	617.1	676.6	749.5	830.3	873.4	2,272.3	2,329.3	2,306.2	93.0	577.5	749.5	2,329.3
Property and equipment, net	65.8	83.0	105.1	114.8	123.9	152.4	163.8	186.7	216.1	292.7	336.7	361.7	406.5	56.7	114.8	186.7	361.7
Working capital	64.6	317.1	305.8	499.3	518.0	512.1	546.3	603.4	649.4	652.2	2,025.9	2,113.5	2,078.5	66.7	499.3	603.4	2,113.5
Total assets	265.3	562.5	605.1	873.7	951.4	1,139.2	1,228.6	1,382.3	1,509.5	1,688.0	3,144.3	3,352.8	3,561.9	238.2	873.7	1,382.3	3,352.8
Total deferred revenue	82.6	99.4	114.1	139.8	174.8	192.0	209.0	257.7	317.1	331.2	335.7	392.2	479.6	65.0	139.8	257.7	392.2
*Total stockholder's equity	134.5	396.5	404.9	625.0	656.1	783.2	829.1	908.4	991.3	1,111.0	2,531.1	2,629.4	2,761.2	124.2	625.0	908.4	2,629.4
<b>CASH FLOW STATEMENT (\$MM)</b>																	
Cash flows provided by operating activities	26.6	36.0	46.7	24.2	63.2	47.0	87.6	69.3	103.8	124.2	126.0	82.5	128.9	54.4	133.4	267.1	436.5
Purchases of property and equipment	16.2	23.4	28.7	20.7	22.1	37.6	33.6	32.1	44.3	93.2	83.2	57.4	88.9	50.0	89.0	125.4	278.0
<b>Free Cash Flow</b>	<b>10.4</b>	<b>12.6</b>	<b>17.9</b>	<b>3.5</b>	<b>41.1</b>	<b>9.4</b>	<b>54.0</b>	<b>37.1</b>	<b>59.5</b>	<b>31.0</b>	<b>42.9</b>	<b>25.1</b>	<b>40.0</b>	<b>4.3</b>	<b>44.4</b>	<b>141.7</b>	<b>158.5</b>
Cash flows used in investing activities	(18.5)	(43.9)	(31.2)	(244.9)	(72.7)	(131.9)	(119.0)	(109.4)	(132.5)	(150.4)	(360.2)	(714.4)	(447.8)	(55.6)	(338.5)	(433.0)	(1,357.5)
Cash flows provided by (used in) financing activities	5.0	254.3	(0.4)	193.6	12.0	29.9	15.1	39.6	24.6	25.0	1,366.0	38.6	24.1	4.3	452.5	96.6	1,454.2
<i>* Equity includes redeemable convertible preferred stock for Q1'11.</i>																	
<b>TOTAL HEADCOUNT</b>																	
<b>Total Headcount</b>	1,288	1,515	1,797	2,116	2,447	2,861	3,177	3,458	3,779	4,241	4,812	5,045	5,416	990	2,116	3,458	5,045
% y/y	125%	119%	108%	114%	90%	89%	77%	63%	54%	48%	51%	46%	43%	106%	114%	63%	46%
% q/q	30%	18%	19%	18%	16%	17%	11%	9%	9%	12%	13%	5%	7%				
<b>Average Annualized Revenue per Headcount (\$000s)</b>	330	345	337	343	330	344	334	366	359	363	347	363	362	331	336	349	360
% y/y	-3%	0%	6%	-3%	0%	0%	-1%	7%	9%	6%	4%	-1%	1%	13%	2%	4%	3%
% q/q	-7%	5%	-2%	2%	-4%	4%	-3%	10%	-2%	1%	-4%	5%	0%				