

LINKEDIN

LINKEDIN AUDIENCE OVERVIEW

THE POTENTIAL NUMBER OF PEOPLE THAT MARKETERS CAN REACH USING ADVERTS ON LINKEDIN

NUMBER OF PEOPLE THAT
LINKEDIN REPORTS
CAN BE REACHED WITH
ADVERTS ON LINKEDIN*

SHARE OF POPULATION
AGED 18+ THAT MARKETERS
CAN REACH WITH
ADVERTS ON LINKEDIN

QUARTER-ON-QUARTER CHANGE IN LINKEDIN'S ADVERTISING REACH PERCENTAGE OF
ITS AD AUDIENCE
THAT LINKEDIN
REPORTS IS FEMALE*

PERCENTAGE OF
ITS AD AUDIENCE
THAT LINKEDIN
REPORTS IS MALE*











663.3 MILLION 12%

+1.6%

43%

57%



JAN 2020

LINKEDIN REACH RANKINGS

COUNTRIES AND TERRITORIES* WITH THE GREATEST POTENTIAL LINKEDIN ADVERTISING REACH

| # | COUNTRY | REACH | ▲ QOQ | ▲ QOQ |
|-----|-----------|-------------|--------------|--------------|
| 01 | U.S.A. | 160,000,000 | 0% | [UNCHANGED] |
| 02 | INDIA | 62,000,000 | +1.6% | +1,000,000 |
| 03 | CHINA | 50,000,000 | 0% | [UNCHANGED] |
| 04 | BRAZIL | 39,000,000 | 0% | [UNCHANGED] |
| 05 | U.K. | 28,000,000 | 0% | [UNCHANGED] |
| 06 | FRANCE | 19,000,000 | 0% | [UNCHANGED] |
| 07 | CANADA | 17,000,000 | +6.3% | +1,000,000 |
| 08 | INDONESIA | 15,000,000 | +7.1% | +1,000,000 |
| 09 | ITALY | 14,000,000 | +7.7% | +1,000,000 |
| 10= | MEXICO | 13,000,000 | 0% | [UNCHANGED] |

| # | COUNTRY | REACH | ▲ QOQ | ▲ QOQ |
|-----|--------------|------------|--------------|--------------|
| 10= | SPAIN | 13,000,000 | +8.3% | [UNCHANGED] |
| 12 | AUSTRALIA | 11,000,000 | 0% | [UNCHANGED] |
| 13 | GERMANY | 10,000,000 | +3.1% | +300,000 |
| 14 | NETHERLANDS | 8,500,000 | +1.2% | +100,000 |
| 15 | TURKEY | 8,400,000 | +1.2% | +100,000 |
| 16 | PHILIPPINES | 8,300,000 | +3.8% | +300,000 |
| 17= | ARGENTINA | 7,800,000 | +5.4% | +400,000 |
| 17= | COLOMBIA | 7,800,000 | +1.3% | +400,000 |
| 19 | SOUTH AFRICA | 7,600,000 | +2.7% | +200,000 |
| 20 | RUSSIA | 6,500,000 | -5.8% | -400,000 |

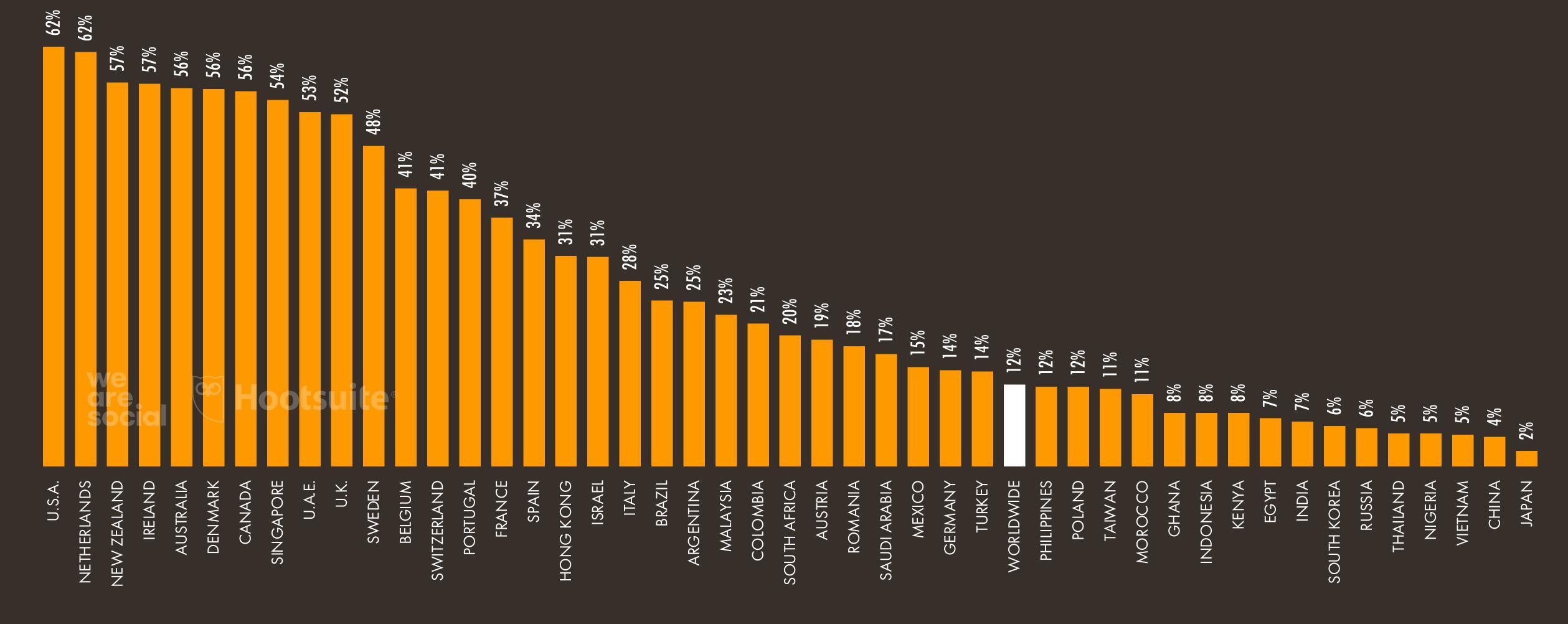




JAN 2020

ELIGIBLE AUDIENCE REACH RATE: LINKEDIN

TOTAL POTENTIAL LINKEDIN ADVERTISING REACH COMPARED TO POPULATION AGED 18+





JAN 2020

LINKEDIN ELIGIBLE AUDIENCE REACH RATE RANKING

COUNTRIES AND TERRITORIES* WITH THE HIGHEST LEVELS OF POTENTIAL LINKEDIN ADVERTISING REACH COMPARED TO POPULATION AGED 18+

| # | COUNTRY | % 18+ | REACH | ▲ QOQ |
|----|-----------------|-------|-------------|--------------|
| 01 | ICELAND | 88% | 230,000 | 0% |
| 02 | U.S. VIRGIN IS. | 69% | 55,000 | +1.9% |
| 03 | AMERICAN SAMOA | 65% | 36,000 | +2.9% |
| 04 | ANDORRA we | 63% | 49,000 | +6.5% |
| 05 | U.S.A. | 62% | 160,000,000 | 0% |
| 06 | NETHERLANDS | 62% | 8,500,000 | +1.2% |
| 07 | CAYMAN IS. | 61% | 40,000 | 0% |
| 08 | ARUBA | 60% | 50,000 | +2.0% |
| 09 | NEW ZEALAND | 57% | 2,100,000 | 0% |
| 10 | IRELAND | 57% | 2,100,000 | 0% |

| # | COUNTRY | % 18+ | REACH | ▲QOQ |
|----|------------|-------|------------|-------------|
| 11 | AUSTRALIA | 56% | 11,000,000 | 0% |
| 12 | DENMARK | 56% | 2,600,000 | 0% |
| 13 | CANADA | 56% | 17,000,000 | +6.3% |
| 14 | MALTA | 55% | 200,000 | 0% |
| 15 | SINGAPORE | 54% | 2,700,000 | +3.8% |
| 16 | CURAÇAO | 54% | 69,000 | |
| 17 | GUAM | 53% | 63,000 | +1.6% |
| 18 | U.A.E. | 53% | 4,300,000 | -2.3% |
| 19 | U.K. | 52% | 28,000,000 | 0% |
| 20 | LUXEMBOURG | 52% | 260,000 | 0% |





PROFILE OF LINKEDIN'S ADVERTISING AUDIENCE

SHARE OF LINKEDIN'S GLOBAL ADVERTISING AUDIENCE* BY AGE GROUP AND GENDER*

