



Akamai Technologies, Inc.

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Supplemental Metrics (unaudited)
June 30, 2010

In thousands, except per share data	2008					2009					2010	
	Q1	Q2	Q3	Q4	2008 FY	Q1	Q2	Q3	Q4	2009 FY	Q1	Q2
Revenue by vertical												
Media & Entertainment	\$ 87,477	\$ 90,733	\$ 96,687	\$ 95,142	\$ 370,039	\$ 94,194	\$ 86,750	\$ 89,265	\$ 98,597	\$ 368,806	\$ 103,144	\$ 105,726
Commerce	\$ 48,652	\$ 51,460	\$ 53,076	\$ 65,683	\$ 218,871	\$ 63,265	\$ 64,548	\$ 64,723	\$ 79,656	\$ 272,192	\$ 75,467	\$ 78,320
High Tech	\$ 42,773	\$ 43,772	\$ 38,509	\$ 43,059	\$ 168,113	\$ 42,605	\$ 44,208	\$ 41,298	\$ 48,728	\$ 176,839	\$ 48,903	\$ 47,585
Public Sector	\$ 8,117	\$ 8,039	\$ 9,075	\$ 8,670	\$ 33,901	\$ 10,304	\$ 9,094	\$ 11,214	\$ 11,324	\$ 41,936	\$ 12,515	\$ 13,687
Total Revenue	\$ 187,019	\$ 194,004	\$ 197,347	\$ 212,554	\$ 790,924	\$ 210,368	\$ 204,600	\$ 206,500	\$ 238,305	\$ 859,773	\$ 240,029	\$ 245,318
Pro forma COGS	\$ 34,749	\$ 35,356	\$ 37,562	\$ 39,889	\$ 147,556	\$ 39,080	\$ 37,916	\$ 37,928	\$ 42,379	\$ 157,303	\$ 41,843	\$ 44,607
Dep. & amort. - network	\$ 16,260	\$ 17,733	\$ 18,483	\$ 20,163	\$ 72,639	\$ 20,721	\$ 21,604	\$ 23,527	\$ 24,588	\$ 90,440	\$ 24,930	\$ 26,526
Stock comp. - network	\$ 566	\$ 599	\$ 614	\$ 636	\$ 2,415	\$ 561	\$ 489	\$ 532	\$ 613	\$ 2,195	\$ 701	\$ 707
GAAP COGS	\$ 51,575	\$ 53,688	\$ 56,659	\$ 60,688	\$ 222,610	\$ 60,362	\$ 60,009	\$ 61,987	\$ 67,580	\$ 249,938	\$ 67,474	\$ 71,840
Pro forma gross profit	\$ 152,270	\$ 158,648	\$ 159,785	\$ 172,665	\$ 643,368	\$ 171,288	\$ 166,684	\$ 168,572	\$ 195,926	\$ 702,470	\$ 198,186	\$ 200,711
Pro forma gross margin	81%	82%	81%	81%	81%	81%	81%	82%	82%	82%	83%	82%
GAAP gross profit	\$ 135,444	\$ 140,316	\$ 140,688	\$ 151,866	\$ 568,314	\$ 150,006	\$ 144,591	\$ 144,513	\$ 170,725	\$ 609,835	\$ 172,555	\$ 173,478
GAAP gross margin	72%	72%	71%	71%	72%	71%	71%	70%	72%	71%	72%	71%
Pro forma R&D	\$ 6,856	\$ 6,857	\$ 7,178	\$ 7,264	\$ 28,155	\$ 8,130	\$ 7,155	\$ 8,250	\$ 9,156	\$ 32,691	\$ 9,186	\$ 10,035
Stock comp. - R&D	\$ 2,448	\$ 2,662	\$ 2,765	\$ 3,213	\$ 11,088	\$ 2,726	\$ 2,223	\$ 2,654	\$ 3,364	\$ 10,967	\$ 3,993	\$ 3,542
GAAP R&D	\$ 9,304	\$ 9,519	\$ 9,943	\$ 10,477	\$ 39,243	\$ 10,856	\$ 9,378	\$ 10,904	\$ 12,520	\$ 43,658	\$ 13,179	\$ 13,577
Pro forma S&M	\$ 30,995	\$ 34,084	\$ 35,078	\$ 37,935	\$ 138,092	\$ 35,230	\$ 35,413	\$ 37,319	\$ 44,048	\$ 152,010	\$ 40,644	\$ 46,427
Stock comp. - S&M	\$ 4,949	\$ 7,104	\$ 6,949	\$ 7,271	\$ 26,273	\$ 7,040	\$ 6,024	\$ 6,787	\$ 7,560	\$ 27,411	\$ 9,024	\$ 8,776
GAAP S&M	\$ 35,944	\$ 41,188	\$ 42,027	\$ 45,206	\$ 164,365	\$ 42,270	\$ 41,437	\$ 44,106	\$ 51,608	\$ 179,421	\$ 49,668	\$ 55,203
Pro forma G&A	\$ 27,181	\$ 24,984	\$ 27,068	\$ 27,135	\$ 106,368	\$ 27,611	\$ 26,724	\$ 27,081	\$ 31,129	\$ 112,545	\$ 30,238	\$ 32,115
Stock comp. - G&A	\$ 3,288	\$ 6,632	\$ 3,794	\$ 4,409	\$ 18,123	\$ 4,740	\$ 4,584	\$ 3,639	\$ 5,261	\$ 18,224	\$ 5,390	\$ 7,251
Acquisition related costs - G&A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 345
Dep. & Amort - G&A	\$ 2,797	\$ 2,187	\$ 2,914	\$ 3,639	\$ 11,537	\$ 3,717	\$ 3,836	\$ 3,935	\$ 3,843	\$ 15,331	\$ 3,922	\$ 3,996
GAAP G&A	\$ 33,266	\$ 33,803	\$ 33,776	\$ 35,183	\$ 136,028	\$ 36,068	\$ 35,144	\$ 34,655	\$ 40,233	\$ 146,100	\$ 39,550	\$ 43,707
Restructuring charge (benefit)	\$ -	\$ -	\$ -	\$ 2,509	\$ 2,509	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	\$ -
Amortization of other intangible assets	\$ 3,590	\$ 3,491	\$ 3,173	\$ 3,651	\$ 13,905	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	\$ 4,152
Adj. EBITDA	\$ 87,238	\$ 92,723	\$ 90,461	\$ 100,331	\$ 370,753	\$ 100,317	\$ 97,392	\$ 95,922	\$ 111,593	\$ 405,224	\$ 118,118	\$ 112,134
Adj. EBITDA margin	47%	48%	46%	47%	47%	48%	48%	46%	47%	47%	49%	46%
GAAP OpEx (excluding COGS)	\$ 82,104	\$ 88,001	\$ 88,919	\$ 97,026	\$ 356,050	\$ 93,887	\$ 90,197	\$ 93,768	\$ 108,503	\$ 386,355	\$ 106,505	\$ 116,639
GAAP Op. Income	\$ 53,340	\$ 52,315	\$ 51,769	\$ 54,840	\$ 212,264	\$ 56,119	\$ 54,394	\$ 50,745	\$ 62,222	\$ 223,480	\$ 66,050	\$ 56,839
Interest income, net	\$ 7,331	\$ 4,780	\$ 4,994	\$ 4,862	\$ 21,967	\$ 4,030	\$ 3,454	\$ 2,807	\$ 2,841	\$ 13,132	\$ 2,662	\$ 2,771
Loss of early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 294
Gain (loss) on investments, net	\$ 208	\$ 64	\$ 1	\$ (430)	\$ (157)	\$ 455	\$ -	\$ -	\$ 2	\$ 457	\$ -	\$ -
Other income (expense), net	\$ 476	\$ (970)	\$ 154	\$ 801	\$ 461	\$ 1,134	\$ 184	\$ (659)	\$ (496)	\$ 163	\$ (75)	\$ 122
Income before provision for income taxes	\$ 61,355	\$ 56,189	\$ 56,918	\$ 60,073	\$ 234,535	\$ 61,738	\$ 58,032	\$ 52,893	\$ 64,569	\$ 237,232	\$ 68,637	\$ 59,438
Provision for income taxes	\$ 24,444	\$ 21,855	\$ 23,558	\$ 19,540	\$ 89,397	\$ 24,657	\$ 22,025	\$ 20,148	\$ 24,489	\$ 91,319	\$ 27,759	\$ 21,315
Net income	\$ 36,911	\$ 34,334	\$ 33,360	\$ 40,533	\$ 145,138	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	\$ 38,123
Interest add-back for GAAP diluted share calculation	\$ 710	\$ 434	\$ 416	\$ 479	\$ 1,757	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	\$ 396
Net income for diluted earnings per share	\$ 37,621	\$ 34,768	\$ 33,776	\$ 41,012	\$ 146,895	\$ 37,507	\$ 36,448	\$ 33,184	\$ 40,520	\$ 147,659	\$ 41,300	\$ 38,519
Net income per share:												
Basic	\$ 0.22	\$ 0.21	\$ 0.20	\$ 0.24	\$ 0.87	\$ 0.22	\$ 0.21	\$ 0.19	\$ 0.23	\$ 0.85	\$ 0.24	\$ 0.22
Diluted	\$ 0.20	\$ 0.19	\$ 0.18	\$ 0.22	\$ 0.79	\$ 0.20	\$ 0.19	\$ 0.18	\$ 0.21	\$ 0.78	\$ 0.22	\$ 0.20
Shares used in per share calculations:												
Basic	165,959	167,417	168,474	168,843	167,673	170,519	172,561	171,686	170,936	171,425	171,101	173,317
Diluted	185,744	187,641	187,769	186,694	186,685	188,183	189,556	188,273	188,621	188,658	189,013	190,479
GAAP Net income	\$ 36,911	\$ 34,334	\$ 33,360	\$ 40,533	\$ 145,138	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	\$ 38,123
Amortization of other intangible assets	\$ 3,590	\$ 3,491	\$ 3,173	\$ 3,651	\$ 13,905	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	\$ 4,152
Stock-based compensation	\$ 11,251	\$ 16,997	\$ 14,122	\$ 15,529	\$ 57,899	\$ 15,067	\$ 13,320	\$ 13,612	\$ 16,798	\$ 58,797	\$ 19,108	\$ 20,276
Amortization of capitalized stock-based compensation	\$ 861	\$ 1,014	\$ 1,118	\$ 1,219	\$ 4,212	\$ 1,307	\$ 1,461	\$ 1,794	\$ 1,851	\$ 6,413	\$ 1,875	\$ 1,830
Loss on early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 294
Acquisition related costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 345
Release of deferred tax valuation allowance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Utilization of tax NOL carryforward*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Restructuring charge (benefit)	\$ -	\$ -	\$ -	\$ 2,509	\$ 2,509	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	\$ -
(Gain) loss on investments, net	\$ (208)	\$ (64)	\$ (1)	\$ 430	\$ 157	\$ (455)	\$ -	\$ -	\$ (2)	\$ (457)	\$ -	\$ -
Fully taxed normalized net income	\$ 52,405	\$ 55,772	\$ 51,772	\$ 63,871	\$ 223,820	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842	\$ 65,969	\$ 65,020
Interest add-back for fully taxed normalized diluted share calculation	\$ 710	\$ 434	\$ 416	\$ 479	\$ 1,757	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	\$ 396
Fully taxed normalized net income for diluted earnings per share	\$ 53,115	\$ 56,206	\$ 52,188	\$ 64,350	\$ 225,577	\$ 58,119	\$ 55,467	\$ 52,693	\$ 63,309	\$ 229,588	\$ 66,391	\$ 65,416
Fully taxed normalized net income per diluted share	\$ 0.28	\$ 0.30	\$ 0.28	\$ 0.35	\$ 1.20	\$ 0.31	\$ 0.29	\$ 0.28	\$ 0.34	\$ 1.22	\$ 0.35	\$ 0.34
Diluted shares used in fully taxed normalized net income calculations	186,826	188,970	188,349	186,489	187,382	188,183	189,556	188,273	188,621	188,658	189,013	190,479
To reconcile fully taxed normalized net income and EPS to previously reported normalized net income and EPS												
Fully taxed normalized net income	\$ 52,405	\$ 55,772	\$ 51,772	\$ 63,871	\$ 223,820	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842	\$ 65,969	\$ 65,020
Add back non-cash tax expense for previous reported normalized calculation	\$ 23,217	\$ 20,735	\$ 22,434	\$ 18,336	\$ 84,722	\$ 22,851	\$ 20,236	\$ 18,563	\$ 22,553	\$ 84,203	\$ 21,754	\$ 20,203
Previously reported normalized net income	\$ 75,622	\$ 76,507	\$ 74,206	\$ 82,207	\$ 308,542	\$ 80,544	\$ 75,262	\$ 70,817	\$ 85,422	\$ 312,045	\$ 87,723	\$ 85,223
Interest add-back for normalized diluted share calculation	\$ 710	\$ 696	\$ 696	\$ 696	\$ 2,782	\$ 689	\$ 689	\$ 688	\$ 688	\$ 2,754	\$ 674	\$ 659
Previously reported normalized net income for diluted earnings per share	\$ 76,332	\$ 77,203	\$ 74,902	\$ 82,903	\$ 311,324	\$ 81,233	\$ 75,951	\$ 71,505	\$ 86,110	\$ 314,799	\$ 88,395	\$ 85,432
Previously reported normalized net income per diluted share	\$ 0.41	\$ 0.41	\$ 0.40	\$ 0.44	\$ 1.66	\$ 0.43	\$ 0.40	\$ 0.38	\$ 0.46	\$ 1.67	\$ 0.46	\$ 0.44
Diluted shares used in normalized net income calculations	186,826	188,970	188,349	186,489	187,382	188,183	189,556	188,273	188,621	188,658	189,013	190,479