Welcome

Tom Barth
Head of Investor Relations
<table>
<thead>
<tr>
<th>Tom Barth</th>
<th>Welcome and Intro Video</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dr. Tom Leighton</td>
<td>Akamai Today and in the Future</td>
</tr>
<tr>
<td>Rick McConnell</td>
<td>Security Technology Group</td>
</tr>
<tr>
<td>Adam Karon</td>
<td>Edge Technology Group</td>
</tr>
<tr>
<td></td>
<td>10 Minute Break</td>
</tr>
<tr>
<td>Dr. Robert Blumofe</td>
<td>The Power of the Akamai Intelligent Edge Platform</td>
</tr>
<tr>
<td>PJ Joseph, Kim Salem-Jackson</td>
<td>Go-to-Market: Sales &amp; Marketing</td>
</tr>
<tr>
<td>Nicole Fitzpatrick, Khalil Smith</td>
<td>Environmental, Social, and Governance (ESG)</td>
</tr>
<tr>
<td></td>
<td>10 Minute Break</td>
</tr>
<tr>
<td>Ed McGowan</td>
<td>Financial Overview</td>
</tr>
<tr>
<td>All</td>
<td>Q&amp;A</td>
</tr>
</tbody>
</table>
Safe Harbor

This presentation and related materials contain information about future expectations, plans and prospects of Akamai's management that constitute forward-looking statements for purposes of the safe harbor provisions under The Private Securities Litigation Reform Act of 1995, including statements about expected future financial performance and benefits from the previously-announced organizational changes. Actual results may differ materially from those indicated by these forward-looking statements as a result of various important factors including, but not limited to, inability to continue to generate cash at the same level as prior years; failure of our investments in innovation to generate solutions that are accepted in the market, particularly with respect to security solutions; failure of our organizational changes to result in the benefits expected therefrom (e.g., more nimble development processes, improved customer service and realization of competitive advantages; inability to increase our revenue at the same rate as in the past and keep our expenses from increasing at a greater rate than our revenues; impact of the COVID-19 pandemic; and other factors that are discussed in the Company's Annual Report on Form 10-K, quarterly reports on Form 10-Q, and other documents periodically filed with the SEC.

In addition, the statements in this presentation represent Akamai's expectations and beliefs as of February 25, 2021. Akamai anticipates that subsequent events and developments may cause these expectations and beliefs to change. However, while Akamai may elect to update these forward-looking statements at some point in the future, it specifically disclaims any obligation to do so. These forward-looking statements should not be relied upon as representing Akamai's expectations or beliefs as of any date subsequent to February 25, 2021.

Finally, during this presentation we will be referring to non-GAAP financial measures such as Adjusted EBITDA. These non-GAAP measures are not prepared in accordance with generally accepted accounting principles. A reconciliation between non-GAAP and the most directly comparable GAAP financial measures appears in the Financial Information portion of the Investor Relations section of our Web site.
Let’s Get Started!!!!
Akamai Today and In the Future

Dr. Tom Leighton
CEO and Co-Founder
Akamai enables and protects business online for the world’s leading enterprises.

Our mission is to make the Internet fast, intelligent, and secure.
Akamai’s Intelligent Edge Platform

**MASSIVE SCALE**
- 340,000 servers
- 60+ million hits per second
- 5+ trillion deliveries per day
- 120+ terabits per second (180+ peak)

**UNPARALLELED DISTRIBUTION**
- 4,100+ locations
- 1,400+ networks
- 948 cities
- 135 countries

**DIVERSE FUNCTIONALITY**
- Content delivery
- Traffic optimization
- Real-time analytics
- Security
- Customer apps

**INTELLIGENT & PROGRAMMABLE**
- V8 JavaScript engine
- < 5 ms cold start time
- 300+ billion EdgeWorkers instantiations in Q4
- 300+ trillion API requests last year
What (and Where) is the Edge?

**Digital Touchpoints**
(billions of devices)

**Cloud**
(where AWS, Azure, and other CDNs have dozens of locations)

**Edge**
(where Akamai has thousands of locations)

**Enterprise Data Centers**
(a few locations per company)
What (and Where) is the Edge?

More functionality is moving to the Edge

- **Digital Touchpoints** (billions of devices)
  - Enterprise Data Centers (a few locations per company)
  - Cloud (where AWS, Azure, and other CDNs have dozens of locations)
  - Edge (where Akamai has thousands of locations)
The Edge Matters Because it’s Where:

• all the users are…
• all the devices are…
• most of the bandwidth is…
• most of the bots are…
• and where 5G will be

Akamai’s Edge Advantage

Akamai’s intelligent edge platform provides better performance, higher reliability, greater scale, lower cost, and stronger security.
Akamai Has 2 Main Businesses:

- Security
- CDN

Both enabled by the world’s most distributed and best-performing edge platform
Akamai Has 2 Main Businesses:

- Security
- CDN

Both enabled by the world’s most distributed and best-performing edge platform
Characteristics of our Security Business

Extended track record of market leadership with innovative new products

Rapid revenue growth and customer adoption

Strong profit margins at scale

Protect and Perform bundling is unique in the market

Unique access to enormous volumes of security data from our edge platform

1,000+ security product and services people

Revenue ($ Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (Millions)</td>
<td>$400</td>
<td>$600</td>
<td>$800</td>
<td>$1,000</td>
<td>$1,200</td>
</tr>
</tbody>
</table>

5 Year CAGR = 33%

* 2016-2020 As Reported
**Key Security Offerings**

FY’20: $1.06B, 25%Y/Y

### Application Security

- **App & API Protection**
  - **Stops:**
    - Content corruption
    - Site takeover
    - Form-jacking
    - User data theft
  - **Key Products:**
    - Kona Site Defender
    - Page Integrity Manager

- **Fraud Prevention**
  - **Stops:**
    - Site scraping
    - User account takeover
    - Credential abuse
  - **Key Products:**
    - Bot Manager
    - Akamai Identity Cloud

### Network Security

- **Infrastructure Protection**
  - **Stops:**
    - DDoS attacks
    - Resource exhaustion
    - Site takedown
  - **Key Products:**
    - Prolexic
    - Edge DNS

- **Access Control**
  - **Stops:**
    - Spread of malware
    - Phishing exploits
    - Enterprise data theft
  - **Key Products:**
    - EAA, ETP, MFA
    - Secure Mobile
    - Secure IoT

### Security Services

- **Services**
  - **Assists With:**
    - Proactive monitoring
    - Threat advisories
    - Managed security
  - **Key Products:**
    - Managed Security
    - Security Optimization Assistance
## Key Security Offerings

### FY’20: $1.06B, 25% Y/Y

### Application Security

<table>
<thead>
<tr>
<th>Protection</th>
<th>Fraud Prevention</th>
<th>Network Security</th>
<th>Security Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>App &amp; API Protection</strong></td>
<td><strong>Fraud Prevention</strong></td>
<td><strong>Infrastructure Protection</strong></td>
<td><strong>Services</strong></td>
</tr>
<tr>
<td><strong>Stops:</strong></td>
<td><strong>Key Products:</strong></td>
<td><strong>Access Control</strong></td>
<td><strong>Assists With:</strong></td>
</tr>
<tr>
<td>• Content corruption</td>
<td>• Kona Site Defender</td>
<td>• Spread of malware</td>
<td>• Proactive monitoring</td>
</tr>
<tr>
<td>• Site takeover</td>
<td>• Page Integrity Manager</td>
<td>• Phishing exploits</td>
<td>• Threat advisories</td>
</tr>
<tr>
<td>• Form-jacking</td>
<td>• Bot Manager</td>
<td>• Site takedown</td>
<td>• Managed security</td>
</tr>
<tr>
<td>• User data theft</td>
<td>• Akamai Identity Cloud</td>
<td>• Credential abuse</td>
<td></td>
</tr>
<tr>
<td><strong>Key Products:</strong></td>
<td><strong>Key Products:</strong></td>
<td><strong>Key Products:</strong></td>
<td><strong>Key Products:</strong></td>
</tr>
<tr>
<td>• Kona Site Defender</td>
<td>• Site scraping</td>
<td>• Prolexic</td>
<td>• Managed Security</td>
</tr>
<tr>
<td>• Page Integrity Manager</td>
<td>• User account takeover</td>
<td>• Edge DNS</td>
<td>• Security Optimization</td>
</tr>
<tr>
<td></td>
<td>• Credential abuse</td>
<td></td>
<td><strong>Assistance</strong></td>
</tr>
<tr>
<td></td>
<td><strong>FY’20 Revenue:</strong></td>
<td><strong>Services</strong></td>
<td><strong>Key Products:</strong></td>
</tr>
<tr>
<td><strong>3-5 YR CAGR Goal:</strong></td>
<td>$480M, 28% Y/Y</td>
<td><strong>Managed Security</strong></td>
<td>• Managed Security</td>
</tr>
<tr>
<td></td>
<td><strong>3-5 YR CAGR Goal:</strong></td>
<td><strong>Security Optimization</strong></td>
<td>• Security Optimization</td>
</tr>
<tr>
<td></td>
<td><strong>18-22%</strong></td>
<td><strong>Assistance</strong></td>
<td><strong>Assistance</strong></td>
</tr>
</tbody>
</table>
Key Security Offerings
FY’20: $1.06B, 25%Y/Y

**Application Security**

<table>
<thead>
<tr>
<th>App &amp; API Protection</th>
<th>Fraud Prevention</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Stops:</strong></td>
<td><strong>Stops:</strong></td>
</tr>
<tr>
<td>Content corruption</td>
<td>Site scraping</td>
</tr>
<tr>
<td>Site takeover</td>
<td>User account</td>
</tr>
<tr>
<td>Form-jacking</td>
<td>takeover</td>
</tr>
<tr>
<td>User data theft</td>
<td>Credential abuse</td>
</tr>
<tr>
<td><strong>Key Products:</strong></td>
<td><strong>Key Products:</strong></td>
</tr>
<tr>
<td>Kona Site Defender</td>
<td>Bot Manager</td>
</tr>
<tr>
<td>Page Integrity Manager</td>
<td>Akamai Identity</td>
</tr>
<tr>
<td>Cloud</td>
<td>Cloud</td>
</tr>
</tbody>
</table>

**FY’20 Revenue:**

| $480M, 28%Y/Y         | $176M, 36%Y/Y       |

**3-5 YR CAGR Goal:**

| 18-22%             | 20-30%             |

**Network Security**

<table>
<thead>
<tr>
<th>Infrastructure Protection</th>
<th>Access Control</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Stops:</strong></td>
<td><strong>Stops:</strong></td>
</tr>
<tr>
<td>DDoS attacks</td>
<td>Spread of malware</td>
</tr>
<tr>
<td>Resource exhaustion</td>
<td>Phishing exploits</td>
</tr>
<tr>
<td>Site takedown</td>
<td>Enterprise data theft</td>
</tr>
<tr>
<td><strong>Key Products:</strong></td>
<td><strong>Key Products:</strong></td>
</tr>
<tr>
<td>Prolexic</td>
<td>EAA, ETP, MFA</td>
</tr>
<tr>
<td>Edge DNS</td>
<td>Secure Mobile</td>
</tr>
<tr>
<td></td>
<td>Secure IoT</td>
</tr>
</tbody>
</table>

**Security Services**

<table>
<thead>
<tr>
<th>Services</th>
<th>Assists With:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Proactive monitoring</td>
</tr>
<tr>
<td></td>
<td>Threat advisories</td>
</tr>
<tr>
<td></td>
<td>Managed security</td>
</tr>
<tr>
<td></td>
<td>Managed Security</td>
</tr>
<tr>
<td></td>
<td>Security Optimization Assistance</td>
</tr>
</tbody>
</table>

**Key Security Offerings**

FY’20: $1.07B, 25%Y/Y

**Assists With:**

<table>
<thead>
<tr>
<th>Proactive monitoring</th>
</tr>
</thead>
<tbody>
<tr>
<td>Threat advisories</td>
</tr>
<tr>
<td>Managed security</td>
</tr>
</tbody>
</table>

**Key Products:**

<table>
<thead>
<tr>
<th>Key Products:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kona Site Defender</td>
</tr>
<tr>
<td>Page Integrity Manager</td>
</tr>
<tr>
<td>Bot Manager</td>
</tr>
<tr>
<td>Akamai Identity Cloud</td>
</tr>
<tr>
<td>Prolexic</td>
</tr>
<tr>
<td>Edge DNS</td>
</tr>
<tr>
<td>EAA, ETP, MFA</td>
</tr>
<tr>
<td>Secure Mobile</td>
</tr>
<tr>
<td>Secure IoT</td>
</tr>
</tbody>
</table>

**FY’20 Revenue:**

| $176M, 36%Y/Y |

**3-5 YR CAGR Goal:**

| 18-22% | 20-30% |

**FY’20 Revenue:**

| $480M, 28%Y/Y |

**3-5 YR CAGR Goal:**

| 18-22% | 20-30% |
### Key Security Offerings

**FY’20: $1.06B, 25% Y/Y**

#### Security Services

<table>
<thead>
<tr>
<th>Services</th>
<th>Assists With</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Proactive monitoring</td>
</tr>
<tr>
<td></td>
<td>• Threat advisories</td>
</tr>
<tr>
<td></td>
<td>• Managed security</td>
</tr>
</tbody>
</table>

#### 3-5 YR CAGR Goal:

- 20-25%

#### FY’20 Revenue:

- $176M, 36% Y/Y

#### Application Security

**FY’20: $656M, 30% Y/Y**

<table>
<thead>
<tr>
<th>App &amp; API Protection</th>
<th>Fraud Prevention</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Stops:</strong></td>
<td></td>
</tr>
<tr>
<td>• Content corruption</td>
<td>• Site scraping</td>
</tr>
<tr>
<td>• Site takeover</td>
<td>• User account</td>
</tr>
<tr>
<td>• Form-jacking</td>
<td>• Credential</td>
</tr>
<tr>
<td>• User data theft</td>
<td>abuse</td>
</tr>
<tr>
<td><strong>Key Products:</strong></td>
<td></td>
</tr>
<tr>
<td>• Kona Site Defender</td>
<td>• Bot Manager</td>
</tr>
<tr>
<td>• Page Integrity Manager</td>
<td>• Akamai Identity Cloud</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FY’20 Revenue: $480M, 28% Y/Y</th>
</tr>
</thead>
</table>

| 3-5 YR CAGR Goal: 18-22% |

#### Network Security

<table>
<thead>
<tr>
<th>Infrastructure Protection</th>
<th>Access Control</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Stops:</strong></td>
<td><strong>Stops:</strong></td>
</tr>
<tr>
<td>• DDoS attacks</td>
<td>• Spread of</td>
</tr>
<tr>
<td>• Resource exhaustion</td>
<td>malware</td>
</tr>
<tr>
<td>• Site takedown</td>
<td>• Phishing</td>
</tr>
<tr>
<td></td>
<td>exploits</td>
</tr>
<tr>
<td></td>
<td>• Enterprise</td>
</tr>
<tr>
<td></td>
<td>data theft</td>
</tr>
<tr>
<td><strong>Key Products:</strong></td>
<td><strong>Key Products:</strong></td>
</tr>
<tr>
<td>• Kona Site Defender</td>
<td>• EAA, ETP,</td>
</tr>
<tr>
<td>• Page Integrity Manager</td>
<td>MFA</td>
</tr>
<tr>
<td>• Bot Manager</td>
<td>• Secure</td>
</tr>
<tr>
<td>• Akamai Identity Cloud</td>
<td>Mobile</td>
</tr>
<tr>
<td></td>
<td>• Secure IoT</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FY’20 Revenue: $176M, 36% Y/Y</th>
</tr>
</thead>
</table>

| 3-5 YR CAGR Goal: 20-30% |

#### Security Services

<table>
<thead>
<tr>
<th>Services</th>
<th>Assists With</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Proactive monitoring</td>
</tr>
<tr>
<td></td>
<td>• Threat advisories</td>
</tr>
<tr>
<td></td>
<td>• Managed security</td>
</tr>
</tbody>
</table>

#### FY’20: $656M, 30% Y/Y

<table>
<thead>
<tr>
<th>Services</th>
<th>Assists With</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Proactive monitoring</td>
</tr>
<tr>
<td></td>
<td>• Threat advisories</td>
</tr>
<tr>
<td></td>
<td>• Managed security</td>
</tr>
</tbody>
</table>

#### FY’20: $176M, 36% Y/Y

<table>
<thead>
<tr>
<th>Services</th>
<th>Assists With</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Proactive monitoring</td>
</tr>
<tr>
<td></td>
<td>• Threat advisories</td>
</tr>
<tr>
<td></td>
<td>• Managed security</td>
</tr>
</tbody>
</table>

#### FY’20: $480M, 28% Y/Y

<table>
<thead>
<tr>
<th>Services</th>
<th>Assists With</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Proactive monitoring</td>
</tr>
<tr>
<td></td>
<td>• Threat advisories</td>
</tr>
<tr>
<td></td>
<td>• Managed security</td>
</tr>
</tbody>
</table>

#### FY’20: $176M, 36% Y/Y

<table>
<thead>
<tr>
<th>Services</th>
<th>Assists With</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Proactive monitoring</td>
</tr>
<tr>
<td></td>
<td>• Threat advisories</td>
</tr>
<tr>
<td></td>
<td>• Managed security</td>
</tr>
</tbody>
</table>
# Key Security Offerings

**FY’20: $1.07B, 25%Y/Y**

<table>
<thead>
<tr>
<th>Application Security</th>
<th>Network Security</th>
<th>Security Services</th>
</tr>
</thead>
</table>
| **App & API**  
Protection | **Infrastructure**  
Protection | **Services** |
| **Fraud**  
Prevention | **Access**  
Control | Assists With: |
| **Stops:**  
• Content corruption  
• Site takeover  
• Form-jacking  
• User data theft | **Stops:**  
• DDoS attacks  
• Resource exhaustion  
• Site takedown |  
• Proactive monitoring  
• Threat advisories  
• Managed security |
| **Key Products:**  
• Kona Site Defender  
• Page Integrity Manager | **Key Products:**  
• Bot Manager  
• Akamai Identity Cloud | **Key Products:**  
• Managed Security  
• Security Optimization Assistance |
| **FY’20 Revenue:**  
$480M, 28%Y/Y | **FY’20 Revenue:**  
$176M, 36%Y/Y |  
**FY’20 Revenue:**  
$191M, 9%Y/Y |
| **3-5 YR CAGR Goal:**  
18-22% | **3-5 YR CAGR Goal:**  
20-30% | **3-5 YR CAGR Goal:**  
3-5% |
## Key Security Offerings
### FY'20: $1.06B, 25%Y/Y

### Application Security
**FY'20: $656M, 30%Y/Y**

<table>
<thead>
<tr>
<th>App &amp; API Protection</th>
<th>Fraud Prevention</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Stops:</strong></td>
<td><strong>Stops:</strong></td>
</tr>
<tr>
<td>• Content corruption</td>
<td>• Site scraping</td>
</tr>
<tr>
<td>• Site takeover</td>
<td>• User account</td>
</tr>
<tr>
<td>• Form-jacking</td>
<td>• takeover</td>
</tr>
<tr>
<td>• User data theft</td>
<td>• Credential</td>
</tr>
<tr>
<td><strong>Key Products:</strong></td>
<td><strong>Key Products:</strong></td>
</tr>
<tr>
<td>• Kona Site Defender</td>
<td>• Bot Manager</td>
</tr>
<tr>
<td>• Page Integrity</td>
<td>• Akamai Identity</td>
</tr>
<tr>
<td>Manager</td>
<td>Cloud</td>
</tr>
</tbody>
</table>

**FY’20 Revenue:**
- **App & API Protection:** $480M, 28%Y/Y
- **Fraud Prevention:** $176M, 36%Y/Y

**3-5 YR CAGR Goal:**
- **App & API Protection:** 18-22%
- **Fraud Prevention:** 20-30%

### Network Security

<table>
<thead>
<tr>
<th>Infrastructure Protection</th>
<th>Access Control</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Stops:</strong></td>
<td><strong>Stops:</strong></td>
</tr>
<tr>
<td>• DDoS attacks</td>
<td>• Spread of malware</td>
</tr>
<tr>
<td>• Resource exhaustion</td>
<td>• Phishing exploits</td>
</tr>
<tr>
<td>• Site takedown</td>
<td>• Enterprise data theft</td>
</tr>
<tr>
<td><strong>Key Products:</strong></td>
<td><strong>Key Products:</strong></td>
</tr>
<tr>
<td>• Prolexic</td>
<td>• EAA, ETP, MFA</td>
</tr>
<tr>
<td>• Edge DNS</td>
<td>• Secure Business</td>
</tr>
<tr>
<td>• Akamai Identity Cloud</td>
<td>• Secure Mobile</td>
</tr>
</tbody>
</table>

**FY’20 Revenue:**
- **Infrastructure Protection:** $191M, 9%Y/Y
- **Access Control:** $50M, 62%Y/Y

**3-5 YR CAGR Goal:**
- **Infrastructure Protection:** 3-5%
- **Access Control:** 50+%

### Security Services

**Services**

<table>
<thead>
<tr>
<th>Assists With</th>
<th>Key Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Proactive monitoring</td>
<td>• Managed Security</td>
</tr>
<tr>
<td>• Threat advisories</td>
<td>• Security Optimization Assistance</td>
</tr>
</tbody>
</table>

### FY’20 Revenue:
- **Security Services:** $176M, 36%Y/Y

**3-5 YR CAGR Goal:** 20-30%
## Key Security Offerings

**FY’20: $1.06B, 25%Y/Y**

### Application Security

**FY’20: $656M, 30%Y/Y**

<table>
<thead>
<tr>
<th>Protection</th>
<th>3-5 YR CAGR Goal: 20-25%</th>
</tr>
</thead>
<tbody>
<tr>
<td>App &amp; API Protection</td>
<td></td>
</tr>
<tr>
<td>Fraud Prevention</td>
<td></td>
</tr>
</tbody>
</table>

**Stops:**
- Content corruption
- Site takeover
- Form-jacking
- User data theft

**Key Products:**
- Kona Site Defender
- Page Integrity Manager

**FY’20 Revenue:**
- $480M, 28%Y/Y

**3-5 YR CAGR Goal:**
- 18-22%

### Network Security

**FY’20: $241M, 17%Y/Y**

<table>
<thead>
<tr>
<th>Protection</th>
<th>3-5 YR CAGR Goal: 20-25%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infrastructure</td>
<td></td>
</tr>
<tr>
<td>Access</td>
<td></td>
</tr>
</tbody>
</table>

**Stops:**
- DDoS attacks
- Resource exhaustion
- Site takedown

**Key Products:**
- Prolexic
- Edge DNS

**FY’20 Revenue:**
- $191M, 9%Y/Y

**3-5 YR CAGR Goal:**
- 3-5%

### Security Services

**FY’20 Revenue:**
- $50M, 62%Y/Y

**3-5 YR CAGR Goal:**
- 50+%
# Key Security Offerings

**FY’20: $1.07B, 25%Y/Y**

## Application Security

**FY’20:** $656M, 30%Y/Y  
**Goal:** 20-25%  

<table>
<thead>
<tr>
<th>Components</th>
<th>Stops</th>
<th>Key Products</th>
<th>FY’20 Revenue</th>
<th>3-5 YR CAGR Goal</th>
</tr>
</thead>
</table>
| App & API Protection | • Content corruption  
• Site takeover  
• Form-jacking  
• User data theft | • Kona Site Defender  
• Page Integrity Manager | $480M, 28%Y/Y | 18-22% |
| Fraud Prevention | • Site scraping  
• User account takeover  
• Credential abuse | • Bot Manager  
• Akamai Identity Cloud | $176M, 36%Y/Y | 20-30% |

## Network Security

**FY’20:** $241M, 17%Y/Y  
**Goal:** 20-25%  

<table>
<thead>
<tr>
<th>Components</th>
<th>Stops</th>
<th>Key Products</th>
<th>FY’20 Revenue</th>
<th>3-5 YR CAGR Goal</th>
</tr>
</thead>
</table>
| Infrastructure Protection | • DDoS attacks  
• Resource exhaustion  
• Site takedown | • Prolexic  
• Edge DNS | $191M, 9%Y/Y | 3-5% |
| Access Control | • Spread of malware  
• Phishing exploits  
• Enterprise data theft | • EAA, ETP, MFA  
• Secure Business  
• Secure Mobile | $50M, 62%Y/Y | 50+% |

## Security Services

**FY’20:** $164M, 20%Y/Y  

<table>
<thead>
<tr>
<th>Services</th>
<th>Assists With</th>
<th>Key Products</th>
<th>FY’20 Revenue</th>
<th>3-5 YR CAGR Goal</th>
</tr>
</thead>
</table>
|          | • Proactive monitoring  
• Threat advisories  
• Managed security | • Managed Security  
• Security Optimization Assistance | $164M, 20%Y/Y | 10-15% |
# Key Security Offerings

FY’20: $1.06B, 25%Y/Y

## Application Security
FY’20: $656M, 30%Y/Y

**3-5 YR CAGR Goal:** 20-25%

<table>
<thead>
<tr>
<th>Stops:</th>
<th>Key Products:</th>
</tr>
</thead>
</table>
| • Content corruption  
• Site takeover  
• Form-jacking  
• User data theft | • Kona Site Defender  
• Page Integrity Manager |

<table>
<thead>
<tr>
<th>FY’20 Revenue:</th>
<th>FY’20 Revenue:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$480M, 28%Y/Y</td>
<td>$176M, 36%Y/Y</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>3-5 YR CAGR Goal:</th>
<th>3-5 YR CAGR Goal:</th>
</tr>
</thead>
<tbody>
<tr>
<td>18-22%</td>
<td>20-30%</td>
</tr>
</tbody>
</table>

## Network Security
FY’20: $241M, 17%Y/Y

**3-5 YR CAGR Goal:** 20-25%

<table>
<thead>
<tr>
<th>Stops:</th>
<th>Key Products:</th>
</tr>
</thead>
</table>
| • DDoS attacks  
• Resource exhaustion  
• Site takedown | • Prolexic  
• Edge DNS |

<table>
<thead>
<tr>
<th>FY’20 Revenue:</th>
<th>FY’20 Revenue:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$191M, 9%Y/Y</td>
<td>$50M, 62%Y/Y</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>3-5 YR CAGR Goal:</th>
<th>3-5 YR CAGR Goal:</th>
</tr>
</thead>
<tbody>
<tr>
<td>3-5%</td>
<td>50+%</td>
</tr>
</tbody>
</table>

## Security Services
FY’20: $164M, 20%Y/Y

**3-5 YR CAGR Goal:** 10-15%

<table>
<thead>
<tr>
<th>Assists With:</th>
<th>Key Products:</th>
</tr>
</thead>
</table>
| • Proactive monitoring  
• Threat advisories  
• Managed security | • Managed Security  
• Security Optimization Assistance |

<table>
<thead>
<tr>
<th>FY’20 Revenue:</th>
<th>FY’20 Revenue:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$164M, 20%Y/Y</td>
<td>$164M, 20%Y/Y</td>
</tr>
</tbody>
</table>

## Fraud Prevention

**3-5 YR CAGR Goal:** 20-25%

<table>
<thead>
<tr>
<th>Stops:</th>
<th>Key Products:</th>
</tr>
</thead>
</table>
| • Site scraping  
• User account takeover  
• Credential abuse | • Bot Manager  
• Akamai Identity Cloud |

<table>
<thead>
<tr>
<th>FY’20 Revenue:</th>
<th>FY’20 Revenue:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$176M, 36%Y/Y</td>
<td>$176M, 36%Y/Y</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>3-5 YR CAGR Goal:</th>
<th>3-5 YR CAGR Goal:</th>
</tr>
</thead>
<tbody>
<tr>
<td>20-30%</td>
<td>20-30%</td>
</tr>
</tbody>
</table>

## Access Control

**3-5 YR CAGR Goal:** 20-25%

<table>
<thead>
<tr>
<th>Stops:</th>
<th>Key Products:</th>
</tr>
</thead>
</table>
| • Spread of malware  
• Phishing exploits  
• Enterprise data theft | • EAA, ETP, MFA  
• Secure Business  
• Secure Mobile |

<table>
<thead>
<tr>
<th>FY’20 Revenue:</th>
<th>FY’20 Revenue:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$50M, 62%Y/Y</td>
<td>$50M, 62%Y/Y</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>3-5 YR CAGR Goal:</th>
<th>3-5 YR CAGR Goal:</th>
</tr>
</thead>
<tbody>
<tr>
<td>50+%</td>
<td>50+%</td>
</tr>
</tbody>
</table>

## Infrastructure Protection

**3-5 YR CAGR Goal:** 20-25%

<table>
<thead>
<tr>
<th>Stops:</th>
<th>Key Products:</th>
</tr>
</thead>
</table>
| • Site scraping  
• User account takeover  
• Credential abuse | • Bot Manager  
• Akamai Identity Cloud |

<table>
<thead>
<tr>
<th>FY’20 Revenue:</th>
<th>FY’20 Revenue:</th>
</tr>
</thead>
<tbody>
<tr>
<td>$176M, 36%Y/Y</td>
<td>$176M, 36%Y/Y</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>3-5 YR CAGR Goal:</th>
<th>3-5 YR CAGR Goal:</th>
</tr>
</thead>
<tbody>
<tr>
<td>20-30%</td>
<td>20-30%</td>
</tr>
</tbody>
</table>
Attacks are bigger, more sophisticated, and more unpredictable than ever before.
Akamai Has Been Seeing Huge Increases in Attacks

1,800+
DDoS attacks mitigated in Q4 (+40% Y/Y)

2 Billion
WAF alerts fired in Q4, (+20% Q/Q)

200 Billion
credential abuse attacks in 2020 (+300% Y/Y)

New Record
We experienced our first “1 billion malicious login attempts” day

1 Dec 2020: 1,003,963,614

We analyze 290 TB of new attack data every day
Enterprise and Cloud Data Center Defenses Aren’t Enough Anymore

Security needs to start at the edge
Competitive Landscape: Security

Why Akamai Wins

- Massive scale and intelligence yields unparalleled attack detection and protection
- Broad suite of defenses with an integrated control plane
- Innovative and rapidly evolving defensive capabilities and products designed to respond to the emerging threats
- Expert global threat researchers and security services team
- Recognized as a leader in DDoS, WAF, Bot Management, and Zero Trust by major analyst firms

Competitors

- CPE Security Providers
- Startups
- Service Providers
- CDNs
Akamai is Recognized by Top Analysts

Gartner

Leader, Gartner Magic Quadrant

Web Application Firewalls

Fourth Year in a Row!

Source: Gartner (October 2020)
Akamai is Recognized by Top Analysts

Forrester®

Leader, The Forrester Wave™

Web Application Firewalls, Q1 2020
Akamai is Recognized by Top Analysts

**FORRESTER®**

Leader, The Forrester Wave™

Bot Management, Q1 2020
Akamai is Recognized by Top Analysts

Leader, The Forrester Wave™

Zero Trust eXtended Ecosystem Platform Providers, Q3, 2020
Akamai Has 2 Main Businesses:

Security  CDN

Both enabled by the world’s most distributed and best-performing edge platform
Characteristics of our CDN Business

Mature core business with strong media tailwinds and exciting areas for future growth: Edge Computing, IoT, 5G.

Strong leadership position in a field with many competitors (including DIY).

Differentiated by scale, performance, reliability, efficiency, international footprint, and bundling with security.

Rapid traffic growth with declines in pricing for large customers resulting in modest revenue growth.

Strong cash generation to fund innovation and new products for future growth.

5 Year CAGR = 2%

* 2016-2020 As Reported
### Key CDN Offerings

**FY’20:** $2.14B, 4% Y/Y

#### Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

#### Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

#### Environment

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Key Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Streaming quality</td>
<td>Video Streaming</td>
</tr>
<tr>
<td>Download speeds</td>
<td>Software &amp; Gaming Downloads</td>
</tr>
<tr>
<td>Cost</td>
<td>Ion</td>
</tr>
<tr>
<td>Global distribution</td>
<td>DSD / DSA</td>
</tr>
<tr>
<td>Site &amp; app performance</td>
<td>Edge native apps</td>
</tr>
<tr>
<td>Scale &amp; reliability</td>
<td>Reduced cloud spend</td>
</tr>
<tr>
<td>User experience</td>
<td>Plug &amp; play app store</td>
</tr>
</tbody>
</table>

#### Assists With:
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

#### Key Products
- Premium Services
- Prof. Services

---

#### Services

- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

---

#### Edge Delivery

#### Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

#### Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

---

#### Edge Applications

#### Benefits:
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

#### Key Products:
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

---

#### Services

- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

---

#### Key Products
- Premium Services
- Prof. Services
Key CDN Offerings
FY’20: $2.14B, 4%Y/Y

**Benefits:**
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

**Key Products:**
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

---

**Benefits:**
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

**Key Products:**
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

---

**Assists With:**
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

**Key Products**
- Premium Services
- Prof. Services
Key CDN Offerings
FY’20: $2.14B, 4%Y/Y

**Edge Delivery**
FY’20: $1.7B, 3%Y/Y

**Benefits:**
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

**Key Products:**
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

**Edge Applications**

**Benefits:**
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

**Key Products:**
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

**Services**

**Assists With:**
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

**Key Products**
- Premium Services
- Prof. Services

3-5 YR CAGR Goal: 0-3%
# Key CDN Offerings

**FY’20: $2.14B, 4%Y/Y**

## Benefits:
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

## Key Products:
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

## Assists With:
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

---

## Key CDN Offerings

**FY’20: $1.7B, 3%Y/Y**

## Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

## Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

## Benefits:
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

## Key Products:
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

## Assists With:
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

---

## Key CDN Offerings

**FY’20: $151M, 23%Y/Y**

## Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

## Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

## Benefits:
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

## Key Products:
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

## Assists With:
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

---

## Key CDN Offerings

**3-5 YR CAGR Goal:** 0-3%
## Key CDN Offerings

**FY’20:** $2.14B, 4%Y/Y

### Benefits:
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

### Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

### Services

**Assists With:**
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

### Key Products
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

---

## Edge Delivery

**FY’20:** $1.7B, 3%Y/Y

### Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

### Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

### 3-5 YR CAGR Goal:
- 0-3%

## Edge Applications

**FY’20:** $151M, 23%Y/Y

### Benefits:
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

### Key Products:
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

### 3-5 YR CAGR Goal:
- 30+%
# Key CDN Offerings

**FY’20:** $2.14B, 4%Y/Y

## Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

## Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

## 3-5 YR CAGR Goal:
- 0-3%

---

## Edge Delivery

**FY’20:** $1.7B, 3%Y/Y

## Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

## Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

## 3-5 YR CAGR Goal:
- 30+% **(Bolded)**

---

## Edge Applications

**FY’20:** $151M, 23%Y/Y

## Benefits:
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

## Key Products:
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

## 3-5 YR CAGR Goal:
- 30+% **(Bolded)**

---

## Services

**FY’20:** $269M, 8%Y/Y

## Assists With:
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

## Key Products
- Premium Services
- Prof. Services
Key CDN Offerings
FY’20: $2.14B, 4%Y/Y

**Edge Delivery**
FY’20: $1.7B, 3%Y/Y

**Benefits:**
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

**Key Products:**
- Ion
- Video Streaming
- Software & Gaming Downloads
- DSD / DSA

**3-5 YR CAGR Goal:**
0-3%

**Edge Applications**
FY’20: $151M, 23%Y/Y

**Benefits:**
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

**Key Products:**
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

**3-5 YR CAGR Goal:**
30+% 

**Services**
FY’20: $269M, 8%Y/Y

**Assists With:**
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

**Key Products**
- Premium Services
- Prof. Services

**3-5 YR CAGR Goal:**
1-3%
## Key CDN Offerings

### FY’20: $2.14B, 4%Y/Y

**Benefits:**
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

**Key Products:**
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

**3-5 YR CAGR Goal:** 0-3%

### FY’20: $1.7B, 3%Y/Y

**Benefits:**
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

**Key Products:**
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

**3-5 YR CAGR Goal:** 0-3%

### FY’20: $269M, 8%Y/Y

**Benefits:**
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

**Key Products:**
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

**3-5 YR CAGR Goal:** 0-3%

### Edge Delivery

**FY’20: $1.7B, 3%Y/Y**

**Benefits:**
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

**Key Products:**
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

**3-5 YR CAGR Goal:** 0-3%

### Edge Applications

**FY’20: $151M, 23%Y/Y**

**Benefits:**
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

**Key Products:**
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

**3-5 YR CAGR Goal:** 0-3%

### Services

**FY’20: $269M, 8%Y/Y**

**Assists With:**
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

**Key Products**
- Premium Services
- Prof. Services

**3-5 YR CAGR Goal:** 1-3%
Traffic Growth on Akamai

4Q’18: 70 Tbps
4Q’19: 120 Tbps
4Q’20: 180 Tbps

COVID-19
What Could Future Traffic Levels Be?  
And Can the Internet Handle It?

2.5B Viewers  
X 10 Mbps

25,000 Tbps
Traditional Delivery From Enterprise and Cloud Data Centers Can’t Keep Up

Media Needs to Be Delivered From the Edge
Edge Capacity = 100 x Core Capacity

Being Close Also Provides Better Quality and Reliability
Application Performance is Increasingly Vital to Business

Especially with COVID-19

Brand
SEO
Conversion Rate
Employee Productivity
Customer Loyalty
Revenue
Akamai’s Edge Platform Provides Better Performance

Content cached at the edge is closer to the user (and past congested peering points), so it can be delivered faster.

Advanced routing protocols avoid disruptions and congestion.

Advanced communication protocols provide higher throughput and lower latency.

Prefetching noncacheable and cold content gets it positioned at the edge “just in time.”

Edge Computing (aka serverless computing) reduces latency and improves origin offload.
## Akamai: 20+ Years of “Serverless” Edge Computing

<table>
<thead>
<tr>
<th>Year</th>
<th>Use Cases</th>
</tr>
</thead>
</table>
| 1999       | Access Revocation  
Ad Insertion  
API Throttling  
Optimized Routing  
Secure Browsing  
Visitor Prioritization |
| 2001       | Geo-targeting  
Personalization  
Cache management  
Device characterization  
Doc transformation  
Form processing |
| 2002       | Apache Tomcat  
IBM WebSphere  
Car configurators  
Contests & searches  
Dealer/store locators  
Registration  
Voting  
Product config.  
Shopping cart |
| 2011-2016  | Application Load Balancing  
API & Visitor Prioritization  
A/B Testing & Segmentation  
Image and Video Management  
Input Validation and Control  
URL Forwarding and Redirects  
MediaMath Dynamic Ad Insertion |
| 2019-2020  | API Orchestration  
App Authorization  
Compliance  
Geo-targeting  
Search Engine Optimization |
| 2021+      | Virtual Waiting Room  
Marketing promotions  
Client authentication  
Image optimization |

### Metadata
- **Purpose:** manage web site behavior at the edge  
- **Language:** XML  
- **Managed by:** Akamai services, approved VARs, and some customers

### ESI
- **Purpose:** Assemble dynamic web page at the edge  
- **Language:** similar to SSI  
- **Managed by:** Customer

### Edge Java
- **Purpose:** Serverless edge native apps  
- **Language:** Java  
- **Managed by:** Customer + Akamai services

### Akamai Pre-built Apps
- **Purpose:** Pre-built applications run at the edge  
- **Language:** varied  
- **Managed by:** Customer

### EdgeWorkers & EdgeKV
- **Purpose:** Serverless edge native applications  
- **Language:** JavaScript  
- **Managed by:** Customer

### Marketplace Pre-built Apps
- **Purpose:** Pre-built applications run at the edge  
- **Language:** JavaScript  
- **Managed by:** 3rd party ecosystem
# Competitive Landscape: CDN

## Competitors

<table>
<thead>
<tr>
<th>CDNs</th>
<th>Giant Cloud Platforms</th>
<th>DIY</th>
</tr>
</thead>
</table>

## Why Akamai Wins

<table>
<thead>
<tr>
<th>World-class performance and reliability</th>
<th>Excellent video quality</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unparalleled global reach and scale on demand</td>
<td>Fast software downloads</td>
</tr>
<tr>
<td>Fast app startup and response time (&lt; 5ms)</td>
<td>Expansive, integrated portfolio (performance, security, image management, mobile, analytics, testing)</td>
</tr>
<tr>
<td>Native JavaScript support</td>
<td>Expert services and support</td>
</tr>
</tbody>
</table>
Top Analyst View of Competitive Positioning

IDC Marketscape 2019

Worldwide Commercial CDN 2019 Vendor Assessment

Source: IDC, 2019
Akamai is Trusted by the World’s Leading Brands

Over half of all Fortune 500 companies
Over 800 eCommerce retailers (including 17 of the top 20)
Over 260 hotel and travel companies worldwide (including 41 of the top 50)
Over 300 banks worldwide (including 15 of the top 20 globally, and all top 29 in the U.S.)
Over 200 national government agencies worldwide
Over 275 telcos, carriers and ISPs worldwide (including the top 50 carriers)
Over 225 game publishers worldwide (including 23 of the top 25)
Over 200 over-the-top (OTT) video companies (including the 5 largest global providers, 9 of the top 10 in the U.S. and 28 of the top 30 in EMEA)
Putting it All Together: Why Invest in Akamai

We believe Akamai is well positioned for long-term growth in the emerging cloud ecosystem, and the fundamentals of our business are strong. We are committed to maintaining high margins while driving growth, and we are focused on innovation and operational excellence.

**HIGH GROWTH POTENTIAL**

- Innovative and rapidly evolving portfolio of integrated products
- Market-leading CDN with fast-growing Edge Applications business

**STRONG MARKET FUNDAMENTALS**

- Unparalleled global edge platform
- Premier customer base
- Profitability to fuel future growth
- Industry-leading tech expertise
- Unique integration of security with delivery and performance products

**PROVEN SUCCESS RECORD**

- Seasoned management team with long track record of success
- Creation of two industry-leading billion-dollar businesses: web security and CDN
- 5-year CAGRs:
  - revenue 8%
  - non-GAAP EPS 16%

Refer to the investor relations section of our website for definitions of our non-GAAP metrics and a reconciliation to the closest GAAP metric.
The Best is Yet to Come!

STRONG TAILWINDS

OTT is still in the early days – much more traffic ahead

The move to online for work and commerce is here to stay

Cyber attacks continue to grow in scale and sophistication

5G will provide a quantum leap in device connectivity…
(truly enabling IoT… and creating unprecedented demand for Edge Computing)

The Akamai Edge Will Be Needed More Than Ever!
Security Technology Group

Rick McConnell
President & General Manager
Security Technology Group

Aligning Akamai’s Web, Enterprise, and Carrier security products under one umbrella to protect businesses online

Vision
Secure the digital experience with best-in-class threat visibility, protection, and control

Primary Goal
More than double security revenue to $2.5B in the next five years
## Application Security
**FY'20:** $656M, 30%Y/Y

<table>
<thead>
<tr>
<th>Stops:</th>
<th>Primary Products:</th>
<th>FY'20 Revenue:</th>
<th>3-5 YR CAGR Goal:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Content corruption</td>
<td>• Kona Site Defender</td>
<td>$480M, 28%Y/Y</td>
<td>18-22%</td>
</tr>
<tr>
<td>• Site takeover</td>
<td>• Page Integrity Manager</td>
<td>$176M, 36%Y/Y</td>
<td>20-25%</td>
</tr>
<tr>
<td>• Form-jacking</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• User data theft</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## Network Security
**FY'20:** $241M, 17%Y/Y

<table>
<thead>
<tr>
<th>Stops:</th>
<th>Primary Products:</th>
<th>FY'20 Revenue:</th>
<th>3-5 YR CAGR Goal:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• DDoS attacks</td>
<td>• Prolexic</td>
<td>$191M, 9%Y/Y</td>
<td>3-5%</td>
</tr>
<tr>
<td>• Resource exhaustion</td>
<td>• Edge DNS</td>
<td>$50M, 62%Y/Y</td>
<td>50+%</td>
</tr>
<tr>
<td>• Site takedown</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Credential abuse</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## Security Services
**FY'20:** $164M, 20%Y/Y

<table>
<thead>
<tr>
<th>Assists With:</th>
<th>Primary Products:</th>
<th>FY'20 Revenue:</th>
<th>3-5 YR CAGR Goal:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Proactive monitoring</td>
<td>• Managed Security</td>
<td>$164M, 20%Y/Y</td>
<td>10-15%</td>
</tr>
<tr>
<td>• Threat advisories</td>
<td>• Security Optimization Assistance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Managed security</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Key Security Offerings

**FY’20:** $1.06B, 25%Y/Y

### Application Security
**FY’20:** $656M, 30%Y/Y

<table>
<thead>
<tr>
<th>Protection</th>
<th>FY’20 Revenue:</th>
<th>TAM: $12B by 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>App &amp; API</td>
<td>$480M, 28%Y/Y</td>
<td></td>
</tr>
<tr>
<td>API</td>
<td></td>
<td>$7B by 2025</td>
</tr>
<tr>
<td>Prevention</td>
<td>$176M, 36%Y/Y</td>
<td>$5B by 2025</td>
</tr>
<tr>
<td>Fraud</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prevention</td>
<td>$191M, 9%Y/Y</td>
<td>$6B by 2025</td>
</tr>
<tr>
<td>Stops:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Content corruption</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Site takeover</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Form-jacking</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• User data theft</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Primary Products:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Kona Site Defender</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Page Integrity Manager</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Network Security
**FY’20:** $241M, 17%Y/Y

<table>
<thead>
<tr>
<th>Protection</th>
<th>FY’20 Revenue:</th>
<th>TAM: $17B by 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infrastructure</td>
<td>$191M, 9%Y/Y</td>
<td></td>
</tr>
<tr>
<td>Protection</td>
<td>$50M, 62%Y/Y</td>
<td>$11B by 2025</td>
</tr>
<tr>
<td>Access</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Control</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stops:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• DDoS attacks</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Resource exhaustion</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Site takedown</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Primary Products:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Prolexic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Edge DNS</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Security Services
**FY’20:** $164M, 20%Y/Y

<table>
<thead>
<tr>
<th>Protection</th>
<th>FY’20 Revenue:</th>
<th>TAM: $17B by 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fraud</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prevention</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stops:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Spread of malware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Phishing exploits</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Enterprise data theft</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Primary Products:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• EAA, ETP, MFA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Secure Business</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Secure Mobile</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Assists With:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Proactive monitoring</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Threat advisories</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Managed security</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Fraud Prevention
**FY’20 Revenue:** $176M, 36%Y/Y

<table>
<thead>
<tr>
<th>Protection</th>
<th>FY’20 Revenue:</th>
<th>TAM: $5B by 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infrastructure</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Protection</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stops:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Site scraping</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• User account takeover</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Credential abuse</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Primary Products:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Bot Manager</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Akamai Identity Cloud</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Network Security
**FY’20 Revenue:** $241M, 17%Y/Y

<table>
<thead>
<tr>
<th>Protection</th>
<th>FY’20 Revenue:</th>
<th>TAM: $6B by 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infrastructure</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Protection</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stops:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• DDoS attacks</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Resource exhaustion</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Site takedown</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Primary Products:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Prolexic</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Edge DNS</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Security Services
**FY’20 Revenue:** $164M, 20%Y/Y

<table>
<thead>
<tr>
<th>Protection</th>
<th>FY’20 Revenue:</th>
<th>TAM: $11B by 2025</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fraud</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Prevention</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stops:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Spread of malware</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Phishing exploits</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Enterprise data theft</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Primary Products:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• EAA, ETP, MFA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Secure Business</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Secure Mobile</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### TAM:

- **Application Security:** $12B by 2025
- **Network Security:** $17B by 2025
- **Security Services:** $17B by 2025

---

**FY’20 Revenue:**

- **FY’20:** $176M, 36%Y/Y
- **FY’20:** $191M, 9%Y/Y
- **FY’20:** $50M, 62%Y/Y
- **FY’20:** $164M, 20%Y/Y

---

**TAM:**

- $7B by 2025
- $5B by 2025
- $6B by 2025
- $11B by 2025

---

**Total Addressable Market:** $29B by 2025
# Competitive Landscape: Security

<table>
<thead>
<tr>
<th></th>
<th>Scale</th>
<th>Hybrid / Multi-Cloud</th>
<th>Real-time Threat Intel</th>
<th>Security Services</th>
<th>Integrated Products</th>
<th>Integrated WebPerf</th>
<th>Portfolio Expansion</th>
<th>Channel and Carrier</th>
<th>Broad Analyst Validation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Akamai</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Hardware Providers</td>
<td>●</td>
<td>✓</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
</tr>
<tr>
<td>CDNs</td>
<td>●</td>
<td>✓</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
</tr>
<tr>
<td>Cloud Providers</td>
<td>●</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>○</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
</tr>
<tr>
<td>Security Point Solutions</td>
<td>●</td>
<td>✓</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
</tr>
</tbody>
</table>
Akamai: Considered a Security Market Leader

Akamai has had the strongest and broadest edge security offering for quite some time...
— Source: IDC, Akamai: Cloud Content Delivery and Security Services Vendor Profile, #EMEA44060518, July 2018

Akamai: Considered a Security Market Leader

Akamai has strong momentum in enterprise and web application security. Page Integrity Manager is an inexpensive proposition that could fit into Akamai’s existing customer relationships and can benefit from the scope of Akamai’s edge network coverage.

Named a Leader in:
- Magic Quadrant for Web Application Firewalls, 2020
- Critical Capabilities for Cloud Web Application and API Protection, 2020

Named a Leader in:
- The Forrester Wave™: Web Application Firewalls, Q1 2020
- The Forrester Wave™: DDoS Mitigation Solutions, Q4 2017
- The Forrester New Wave™: Bot Management, Q1 2020
- The Forrester Wave: Zero Trust eXtended Ecosystem Providers, Q3 2020

Source: 451 research, Akamai moves into web browser security with Page Integrity Manager, May 22 2020

Research note G00458445, October 2020; G00464725, November 2020) Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.
Security Technology Group

3-5 Year Growth Drivers

- Akamai new customer acquisition driven principally by security
- Significant white space in customer base for initial and add on sales
- Expansion of security portfolio organically and inorganically
- Multiple routes to market and geos

- Installed Base Penetration
- Adjacent Market Expansion
- New Customer Acquisition
- Channels Growth

Akamai new customer acquisition driven principally by security

Significant white space in customer base for initial and add on sales

Expansion of security portfolio organically and inorganically

Multiple routes to market and geos
Akamai is Trusted by the World’s Leading Brands

Over 800 high tech companies
Over 600 financial services companies
Over 500 eCommerce retailers
Over 200 state and local governments
Over 200 telcos and ISPs
Over 200 OTT providers
## Key Security Offerings

**FY’20: $1.06B, 25%Y/Y**

### Application Security

**FY’20: $656M, 30%Y/Y**

<table>
<thead>
<tr>
<th>Stopped</th>
<th>Primary Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Content corruption</td>
<td>Kona Site Defender, Page Integrity Manager</td>
</tr>
<tr>
<td>Site takeover</td>
<td></td>
</tr>
<tr>
<td>Form-jacking</td>
<td></td>
</tr>
<tr>
<td>User data theft</td>
<td></td>
</tr>
</tbody>
</table>

**3-5 YR CAGR Goal: 20-25%**

<table>
<thead>
<tr>
<th>Protection</th>
<th>Fraud Prevention</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stops:</td>
<td>Stops:</td>
</tr>
<tr>
<td>Site scraping</td>
<td>Site scraping</td>
</tr>
<tr>
<td>User account</td>
<td>User account</td>
</tr>
<tr>
<td>takeover</td>
<td>takeover</td>
</tr>
<tr>
<td>Credential abuse</td>
<td>Credential abuse</td>
</tr>
</tbody>
</table>

### Network Security

**FY’20: $241M, 17%Y/Y**

<table>
<thead>
<tr>
<th>Stopped</th>
<th>Primary Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>DDoS attacks</td>
<td>Prolexic, Edge DNS</td>
</tr>
<tr>
<td>Resource exhaustion</td>
<td></td>
</tr>
<tr>
<td>Site takedown</td>
<td></td>
</tr>
</tbody>
</table>

**3-5 YR CAGR Goal: 20-25%**

<table>
<thead>
<tr>
<th>Protection</th>
<th>Access Control</th>
</tr>
</thead>
<tbody>
<tr>
<td>Stops:</td>
<td>Stops:</td>
</tr>
<tr>
<td>Spread of malware</td>
<td>Spread of malware</td>
</tr>
<tr>
<td>Phishing exploits</td>
<td>Phishing exploits</td>
</tr>
<tr>
<td>Enterprise data theft</td>
<td>Enterprise data theft</td>
</tr>
</tbody>
</table>

### Security Services

**FY’20: $164M, 20%Y/Y**

<table>
<thead>
<tr>
<th>Assists With:</th>
<th>Primary Products:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proactive monitoring</td>
<td>Managed Security, Security Optimization Assistance</td>
</tr>
<tr>
<td>Threat advisories</td>
<td></td>
</tr>
<tr>
<td>Managed security</td>
<td></td>
</tr>
</tbody>
</table>

### FY'20 Revenue

<table>
<thead>
<tr>
<th>FY’20 Revenue</th>
<th>3-5 YR CAGR Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>$480M, 28%Y/Y</td>
<td>18-22%</td>
</tr>
<tr>
<td>$176M, 36%Y/Y</td>
<td>20-30%</td>
</tr>
<tr>
<td>$191M, 9%Y/Y</td>
<td>3-5%</td>
</tr>
<tr>
<td>$50M, 62%Y/Y</td>
<td>50+%</td>
</tr>
<tr>
<td>$164M, 20%Y/Y</td>
<td>10-15%</td>
</tr>
<tr>
<td>$50M, 62%Y/Y</td>
<td>50+%</td>
</tr>
</tbody>
</table>
Application Security Penetration

- 41% penetration into Application Security products across Akamai customer base as a whole
- High Security penetration rates drive stickiness with our top customers
- Growth opportunity within the overall customer base across all products

Switching barriers are significantly higher overall with Akamai Security products deployed.
App & API Protection

Web Application Protector (WAP)
A cloud-based WAF solution designed and purpose-built for simplicity and automation

Kona Site Defender (KSD)
Flexible app & API protection to secure complex apps with custom business logic

Gartner Magic Quadrant for Web Application Firewalls Leader 4 Years in a Row

Areas of Investment
- Automate security based on risk profile
- Built-in bot management
- API discovery and lifecycle

1.86B attacks mitigated in Q4 ‘20

~290TB of threat data evaluated/day in Q4’20
Page Integrity Manager (PIM)
Designed to detect malicious script activity and notify security teams with actionable insight

Areas of Investment
- Expand behavior detection to ad injection and click-jacking
- Client-side threat intelligence to categorize threat level

2.9B pages protected monthly
Fraud Prevention

**Bot Manager**
Advanced bot detection to spot and avert the most evasive threats

**Account Protector**
Detect and mitigate both credential stuffing and Account Takeover attacks

**Areas of Investment**
- Bot risk scoring
- Proactive mitigation postures
- Managed bot services

**Forrester New Wave for Bot Management Leader 3 Years in a Row**

**Areas of Investment**
- User recognition and risk scoring
- Continuous (full session) risk-based authorization

70.25B attacks mitigated in Q4 '20
Application Security: Case Studies

**Financial Services**
- Banking customer using Akamai Kona and Bot Manager
- Botnets used 40K never-before seen IPs to launch 11.2M credential abuse attempts
- Weeks-long campaign targeted the web application, login paths, and mobile endpoints

**ECommerce**
- International online storefront previously hit by Magecart
- **Page Integrity Manager** immediately detected suspicious script activity
- Zero day security vulnerability
- Identified in their own code
- One-click mitigation immediately blocked the threat
# Key Security Offerings

**FY’20: $1.06B, 25%Y/Y**

## Application Security

**FY’20: $656M, 30%Y/Y**

<table>
<thead>
<tr>
<th><strong>App &amp; API Protection</strong></th>
<th><strong>Fraud Prevention</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Stops:</strong></td>
<td><strong>Stops:</strong></td>
</tr>
<tr>
<td>• Content corruption</td>
<td>• Site scraping</td>
</tr>
<tr>
<td>• Site takeover</td>
<td>• User account</td>
</tr>
<tr>
<td>• Form-jacking</td>
<td>• takeover</td>
</tr>
<tr>
<td>• User data theft</td>
<td>• Credential abuse</td>
</tr>
</tbody>
</table>

**Primary Products:**

- Kona Site Defender
- Page Integrity Manager

**FY’20 Revenue:**

- App & API Protection: $480M, 28%Y/Y
- Fraud Prevention: $176M, 36%Y/Y

**3-5 YR CAGR Goal:**

- App & API Protection: 18-22%
- Fraud Prevention: 20-30%

## Network Security

**FY’20: $241M, 17%Y/Y**

<table>
<thead>
<tr>
<th><strong>Infrastructure Protection</strong></th>
<th><strong>Access Control</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Stops:</strong></td>
<td><strong>Stops:</strong></td>
</tr>
<tr>
<td>• DDoS attacks</td>
<td>• Spread of malware</td>
</tr>
<tr>
<td>• Resource exhaustion</td>
<td>• Phishing exploits</td>
</tr>
<tr>
<td>• Site takedown</td>
<td>• Enterprise data theft</td>
</tr>
</tbody>
</table>

**Primary Products:**

- Prolexic
- Edge DNS

**FY’20 Revenue:**

- Infrastructure Protection: $191M, 9%Y/Y
- Access Control: $50M, 62%Y/Y

**3-5 YR CAGR Goal:**

- Infrastructure Protection: 3-5%
- Access Control: 50%+

## Security Services

**FY’20: $164M, 20%Y/Y**

<table>
<thead>
<tr>
<th><strong>Services</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assists With:</strong></td>
</tr>
<tr>
<td>• Proactive monitoring</td>
</tr>
<tr>
<td>• Threat advisories</td>
</tr>
<tr>
<td>• Managed security</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Fraud Prevention</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Stops:</strong></td>
</tr>
<tr>
<td>• Site scraping</td>
</tr>
<tr>
<td>• Site takeover</td>
</tr>
<tr>
<td>• User account</td>
</tr>
<tr>
<td></td>
</tr>
</tbody>
</table>

**Primary Products:**

- Bot Manager
- Akamai Identity Cloud

**FY’20 Revenue:**

- $164M, 20%Y/Y

**3-5 YR CAGR Goal:**

- 10-15%

---

**Goal:**

- 3-5 YR CAGR Goal: 20+%
Network Security Penetration

- 38% penetration in Network Security core products across customer base
- Well penetrated within top 25 global carriers
- More whitespace in access control products

Switching barriers are significantly higher overall with Akamai Security products deployed.
Infrastructure Protection

Prolexic
DDoS defense for protecting data center infrastructure against large, complex attacks

Edge DNS
Authoritative DNS service architected for DDoS resiliency and maximum performance

Areas of Investment
- Firewall (FWaaS)
- Intrusion Detection and Prevention (IDS)
- Network Detection and Response (NDR)

40.3% more DDoS attacks mitigated Y/Y

Areas of Investment
- Traffic Management
- Domain Management
- Performance
Access Control

**Enterprise Application Access (EAA)**
Zero Trust Network Access connects authorized users and devices to the apps they need

**Enterprise Threat Protector (ETP)**
Proactive protection by using DNS and SWG as an additional layer of security

**Areas of Investment**
- Device Posture Signal and EDR Integrations
- Enterprise Integrations
- Transformation Enablement

**3T DNS requests analyzed daily**

**70M malicious DNS requests blocked every day**

**Areas of Investment**
- Data Loss Prevention (DLP)
- Application Visibility and Controls (AVC)
- Expanded on-ramps and SD-WAN integrations

Forrester Zero Trust Extended Ecosystem Leader 2 Years in a Row
Access Control

Secure Business
Equips ISPs and MNOs to protect residential customers and SMBs from online threats

Areas of Investment
- Market expansion into mobility and CPE
- Increase protection speed, coverage, and accuracy
- Platform automation and orchestration

Secure Mobile
Secure access for IoT and mobile devices, enabling more secure and reliable 5G connections

Areas of Investment
- Mitigated attacks on 58% of subscribers in Q4 2020
- Continue Secure Edge Platform roll out
- Integrate into Akamai Platform
- Incorporate Secure Edge into Akamai products
Network Security: Case Studies

Online Banking
- Fortune 1000 bank targeted with extortion DDoS attack
- Targeted DDoS saturated internet and disabled DNS
- Emergency onboarding deployed Prolexic and Edge DNS

Gaming
- Pokémon Company pursuing Zero Trust security transformation
- Selected Akamai Enterprise Application Access to eliminate VPN and Enterprise Threat Protector to safeguard against malware

Carrier
- Comcast wanted an offering to increase cybersecurity for their SMB customers
- Leverage Akamai Secure Business to provide CyberSecurity bundled in with Comcast Business Internet – SecurityEdge
Security Technology Group: Why We Win

Unrivaled scale
Trusted and cloud neutral
Broad, integrated product portfolio
Most comprehensive real-time threat data
Large and growing team of security experts
Recognized as a leader by the major analyst firms
Protect and perform packaging on our Edge Platform
Rapidly evolving defensive capabilities to respond to the latest threats
The Edge Technology Group

Adam Karon
Chief Operating Officer & General Manager
Bringing together Akamai’s Delivery and Compute Products along with the teams that build and operate Akamai’s Intelligent Edge Platform.

**Vision**
Power the Edge of digital innovation. Enable immersive experiences with performance, scale, reliability, and simplicity across any application architecture.

**Primary Goal**
Ensure our platform remains the unparalleled market leader for scale, performance, reliability, ease of use and cost.
Key CDN Offerings
FY'20: $2.14B, 4% Y/Y

Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

Key Products:
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

3-5 YR CAGR Goal: 2-5%

Edge Delivery
FY'20: $1.7B, 3% Y/Y

Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

Services
FY'20: $269M, 8% Y/Y

Assists With:
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

Key Products
- Premium Services
- Prof. Services

3-5 YR CAGR Goal: 1-3%

Edge Applications
FY'20: $151M, 23% Y/Y

Benefits:
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

Key Products:
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

3-5 YR CAGR Goal: 30%+

3-5 YR CAGR Goal: 0-3%

3-5 YR CAGR Goal: 2-5%
### Key CDN Offerings

**FY'20: $2.14B, 4%Y/Y**

#### Benefits:
- Edge native apps
- Reduced cloud spend
- Plug & play app store
- Microservices performance
- Regulatory compliance

#### Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

#### Edge Delivery

**FY'20: $1.7B, 3%Y/Y**

#### Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

#### Key Products:
- Video Streaming
- Software & Gaming Downloads
- Ion
- DSD / DSA

#### TAM: $9B by 2025

| 3-5 YR CAGR Goal: 0-3% |

**FY'20: $151M, 23%Y/Y**

#### Benefits:
- Streaming quality
- Download speeds
- Cost
- Global distribution
- Site & app performance
- Scale & reliability
- User experience

#### Key Products:
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT EdgeConnect
- Cloud Wrapper

#### Edge Applications

**FY'20: $269M, 8%Y/Y**

#### Assists With:
- Architecture planning
- Analytics & Optimization
- Live event monitoring & support

#### Key Products
- Premium Services
- Prof. Services

#### TAM: $9B by 2025

| 3-5 YR CAGR Goal: 30%+ |

**FY'20: $2.14B, 4%Y/Y**

#### 3-5 YR CAGR Goal: 1-3%
CDN

3-5 Year Growth Drivers

- Continued Growth in Online Video
- Expansion of Multi-Player Gaming
- Compute Migrates from Data Center to Edge
- 5G lives at the Edge
# Competitive Landscape: CDN

<table>
<thead>
<tr>
<th>Scale</th>
<th>Hybrid / Multi-Cloud</th>
<th>Integrated Security</th>
<th>Edge Serverless</th>
<th>Real User Monitoring</th>
<th>Reliability (QoD)</th>
<th>Video Quality (QoS)</th>
<th>User Experience</th>
<th>1st Party Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Akamai</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
</tr>
<tr>
<td>Hardware Providers</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
</tr>
<tr>
<td>CDNs</td>
<td>❌</td>
<td>✔️</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>✔️</td>
<td>❌</td>
</tr>
<tr>
<td>Cloud Providers</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
</tr>
<tr>
<td>Edge Computing Startups</td>
<td>❌</td>
<td>✔️</td>
<td>❌</td>
<td>✔️</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
<td>❌</td>
</tr>
</tbody>
</table>

**Legend**
- ✔️ Strong Differentiation
- ❌ Competitor Limited
- ❌ Competitor Weakness

© 2021 Akamai
Akamai is Recognized by Top Analysts

IDC Marketscape 2019

Worldwide Commercial CDN 2019 Vendor Assessment

“Being the founder of CDN, Akamai has the longest track record and a footprint that is by far the largest in the market... Akamai’s capacity, performance, and reliability assurance are top-notch and clear differentiators.”
Traffic Continues to Break Records

Today’s Peak is Tomorrow’s Norm
Akamai is Trusted by the World’s Leading Brands

Over half of all Fortune 500 companies
Over 800 eCommerce retailers (including 17 of the top 20)
Over 260 hotel and travel companies worldwide (including 41 of the top 50)
Over 100 consumer goods manufacturing companies
Over 30 of the largest airlines worldwide (including 9 of the top 10 globally)
Over 275 telcos, carriers and ISPs worldwide (including the top 50 carriers)
Over 225 broadcast and pay TV networks
Over 225 game publishers worldwide (including 23 of the top 25)
Over 200 over-the-top (OTT) video companies (including the 5 largest global providers, 9 of the top 10 in the U.S. and 28 of the top 30 in EMEA)
<table>
<thead>
<tr>
<th>Key Products</th>
<th>Benefits</th>
<th>Key Products</th>
<th>Benefits</th>
<th>Key Products</th>
<th>Benefits</th>
<th>Key Products</th>
<th>Benefits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Video Streaming</td>
<td>Streaming quality</td>
<td>EdgeWorkers</td>
<td>Edge native apps</td>
<td>EdgeKV</td>
<td>Premium Services</td>
<td>Premium Services</td>
<td></td>
</tr>
<tr>
<td>Software &amp; Gaming Downloads</td>
<td>Download speeds</td>
<td>1st &amp; 3rd Party Apps</td>
<td>IoT</td>
<td>Analytics &amp; Optimization</td>
<td>Analytics &amp; Optimization</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ion</td>
<td>Cost</td>
<td>CloudWrapper</td>
<td>services performance</td>
<td>Live event monitoring &amp; support</td>
<td>Live event monitoring &amp; support</td>
<td></td>
<td></td>
</tr>
<tr>
<td>DSD / DSA</td>
<td>Global distribution</td>
<td>EdgeConnect</td>
<td>Regulatory compliance</td>
<td>Support</td>
<td>Support</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Edge Delivery**
FY'20: $1.7B, 3% Y/Y

**Edge Applications**
FY'20: $151, 23% Y/Y

**Services**
FY'20: $269, 8% Y/Y

**3-5 YR CAGR Goal:**
- **Edge Delivery:** 0-3%
- **Edge Applications:** 30%+
- **Services:** 1-3%
Areas of Investment

- Video QoE metrics
- Video performance improvements
- Virtualized and dedicated delivery

50 billion hours of video delivered in 2020

Peak Traffic >180Tbps

Areas of Investment

- Network capacity and efficiency
- Traffic prioritization and reservation
- Reliability improvements

Edge Delivery

Video Streaming
Broadcast quality live and VOD OTT delivery

Software & Gaming
Highly reliable delivery at global scale
Major Brands Depend on Akamai
Edge Delivery

Ion & DSA

Network optimizations to deliver rich, dynamically generated content and maximize user experiences on web and mobile apps

Areas of Investment
- TTFB improvements
- Secure by Default
- Real User Data
- Load Testing
- H3 and gPRC Support

Analytics

65% Reduction in Origin Traffic
Improved User Response Times by 25%
Edge Delivery: Case Studies

**Alibaba, Global Ecommerce Company**

- Alibaba Singles Day achieved $74.1 billion in sales, up 26% YoY
- Using **application performance**, they delivered peak bandwidth of 457 gbps, up 173% YoY

**Major American Restaurant Chain**

- Faced scaling challenges and outages due to shift to online ordering, despite using a competitive CDN
- Used **Ion and mPulse** to diagnose origin issues and targeted scaling optimizations
Key CDN Offerings
FY’20: $2.14B, 4%Y/Y

Benefits:
• Streaming quality
• Download speeds
• Cost
• Global distribution
• Site & app performance
• Scale & reliability
• User experience

Key Products:
• Video Streaming
• Software & Gaming Downloads
• Ion
• DSD / DSA

3-5 YR CAGR Goal: 0-3%

Edge Delivery
FY’20: $1.7B, 3%Y/Y

Benefits:
• Streaming quality
• Download speeds
• Cost
• Global distribution
• Site & app performance
• Scale & reliability
• User experience

Key Products:
• Video Streaming
• Software & Gaming Downloads
• Ion
• DSD / DSA

3-5 YR CAGR Goal: 0-3%

Edge Applications
FY’20: $151, 23%Y/Y

Benefits:
• Edge native apps
• Reduced cloud spend
• Plug & play app store
• Microservices performance
• Regulatory compliance

Key Products:
• EdgeWorkers
• EdgeKV
• 1st & 3rd Party Apps
• IoT EdgeConnect
• Cloud Wrapper

3-5 YR CAGR Goal: 30%+

Services
FY’20: $269, 8%Y/Y

Assists With:
• Architecture planning
• Analytics & Optimization
• Live event monitoring & support

Key Products
• Premium Services
• Prof. Services

3-5 YR CAGR Goal: 1-3%
## Akamai: 20+ Years of “Serverless” Edge Computing

<table>
<thead>
<tr>
<th>Year</th>
<th>Use Cases</th>
<th>Compute Environment</th>
<th>Metadata</th>
<th>ESI</th>
<th>Edge Java</th>
<th>Akamai Pre-built Apps</th>
<th>EdgeWorkers &amp; EdgeKV</th>
<th>Marketplace Pre-built Apps</th>
</tr>
</thead>
<tbody>
<tr>
<td>1999</td>
<td>Access Revocation, Ad Insertion, API Throttling, Optimized Routing, Secure Browsing, Visitor Prioritization</td>
<td>Metadata</td>
<td>Purpose: manage web site behavior at the edge</td>
<td>ESI</td>
<td>Purpose: Assemble dynamic web page at the edge</td>
<td>Edge Java</td>
<td>Purpose: Serverless edge native apps</td>
<td>Akamai Pre-built Apps</td>
</tr>
<tr>
<td>2001</td>
<td>Geo-targeting, Personalization, Cache management, Device characterization, Doc transformation, Form processing</td>
<td>Compute Environment</td>
<td></td>
<td>Edge Java</td>
<td></td>
<td>Akamai Pre-built Apps</td>
<td></td>
<td>MarketPlace Pre-built Apps</td>
</tr>
<tr>
<td>2002</td>
<td>Apache Tomcat, IBM WebSphere, Car configurators, Contests &amp; searches, Dealer/store locators, Registration, Voting, Product config., Shopping cart</td>
<td>Compute Environment</td>
<td></td>
<td>Edge Java</td>
<td></td>
<td>Akamai Pre-built Apps</td>
<td></td>
<td>MarketPlace Pre-built Apps</td>
</tr>
<tr>
<td>2019-2020</td>
<td>API Orchestration, App Authorization, Compliance, Geo-targeting, Search Engine Optimization</td>
<td>Compute Environment</td>
<td></td>
<td>Edge Java</td>
<td></td>
<td>Akamai Pre-built Apps</td>
<td></td>
<td>MarketPlace Pre-built Apps</td>
</tr>
<tr>
<td>2021+</td>
<td>Virtual Waiting Room, Marketing promotions, Client authentication, Image optimization</td>
<td>Compute Environment</td>
<td></td>
<td>Edge Java</td>
<td></td>
<td>Akamai Pre-built Apps</td>
<td></td>
<td>MarketPlace Pre-built Apps</td>
</tr>
</tbody>
</table>
Edge Applications

**EdgeWorkers**
Globally distributed serverless compute, written in languages that developers know and where every edge server is a compute node

**EdgeKV**
Globally distributed Key/Value database that provides high availability, fast reads, and local data processing

**Areas of Investment**
- Distributed App Tech
- China CDN support
- Akamai product insights

**9x QoQ Traffic Growth**

**<8 ms latency**

**Areas of Investment**
- Regulatory compliance
- Regional build outs
Edge Applications

**First Party Apps**
Smart, scalable apps at the Akamai Edge to help simplify web operations and improve user experience

**IoT EdgeConnect**
Real-time IoT data collection and application messaging, with security at scale

### Areas of Investment
- Image and Video Manager
- Visitor Prioritization
- Audience Segmentation

### Stats
- >1 Trillion optimized images and videos created in 2020
- 15 million downloads to connected cars

### Areas of Investment
- Expanded IoT protocol support
- Broadcast messaging
- Integration with EdgeWorkers and EdgeKV
Akamai’s Serverless Compute Platform

Globally distributed programmable edge providing consistency, low latency and compliance

135 Countries
From Johannesburg to Fiji to Bangkok, San Paulo and beyond, making up the world’s most distributed edge serverless platform

4,100+ Locations
Chrome V8 engines deployed across the Akamai Edge ensuring unparalleled performance, scale and reliability

1.3B Devices
Enabling the processing of data from devices around the world over every day over HTTP(S) and MQTT protocols
Edge Applications: Case Studies

**Major Media Analytics Company**
- Comply with privacy regulations
- Used EdgeWorkers to build edge-native microservice to identify opt-in / consent

**Online Sports Apparel Store**
- Improve load time and cache efficiency
- Used EdgeWorkers to maximize cache hit rates, improving load time

**Global Consumer Electronics Company**
- Queuing app exploited by bad actors
- Used EdgeWorkers to move logic to the edge, resuming sales within hours
Edge Applications Growth Opportunities

**Expanded Edge Compute Platform Services**

- Move increasingly complex, latency-sensitive workloads to the edge (5G)

  - NoSQL document database at the edge
  - Event-based stream processing to support real-time use cases
  - Containers/VMs as a Service

**App Ecosystem**

- Solve any use cases at the edge without sacrificing end user performance
- Enable customers to add third party apps via an Akamai app store
- Increase number of Akamai first-party apps to solve out-of-the-box use cases
The Impact of 5G

Lower latency from the Edge
Higher throughput from the Edge
More connected devices
More Edge Applications
More Internet Traffic

More Need for Akamai’s Edge Platform
5G Driving Akamai Services

### Media & Performance

<table>
<thead>
<tr>
<th>Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Enhanced Mobile Media</td>
</tr>
<tr>
<td>Home Broadband &amp; TV</td>
</tr>
<tr>
<td>Immersive Media (AR, VR, Cloud Gaming)</td>
</tr>
<tr>
<td>Hyperlocal In-Venue Media Content</td>
</tr>
<tr>
<td>In-Car Entertainment</td>
</tr>
<tr>
<td>Premium Media over Dedicated Mobile</td>
</tr>
<tr>
<td>Massive IoT</td>
</tr>
</tbody>
</table>

© 2021 Akamai
>75% of data creation and processing will move to the Edge by 2025

New use cases demand efficiency, scale, and agility

The centralized cloud isn’t enough...
That’s why you need Akamai’s Edge

Source: Gartner https://www.gartner.com/smarterwithgartner/what-edge-computing-means-for-infrastructure-and-operations-leaders/
Akamai DevOps
Akamai DevOps

VELOCITY
- API-first products
- Serverless computing edge applications
- Integration with Akamai through existing workflows
- Optional layer of abstraction through Akamai CLI
- Robust Monitoring & Testing

SECURITY
- Automated security parameters
- Comprehensive, continuously updated attack definitions
- State-of-the-art API Gateway to push maintenance, governance and security
- Real-time integration of security event data

VISIBILITY
- Meaningful, real-time data on user actions and events
- API-based integrations of user and performance data
- Real User Monitoring (RUM) for complete middle-mile visibility
CDN: Why We Win

Unparalleled global reach and scale on-demand
Trusted and cloud neutral
Broad, integrated product portfolio
Advanced edge based serverless capabilities
Best in class:
  Reliability, conversion rate improvement, real user monitoring & QoE
Global team of OTT, application and compute experts
10-MIN BREAK

After the Break:

<table>
<thead>
<tr>
<th>Dr. Robert Blumofe</th>
<th>The Power of the Akamai Intelligent Edge Platform</th>
</tr>
</thead>
<tbody>
<tr>
<td>PJ Joseph, Kim Salem-Jackson</td>
<td>Go-to-Market: Sales &amp; Marketing</td>
</tr>
<tr>
<td>Nicole Fitzpatrick, Khalil Smith</td>
<td>Environmental, Social, and Governance (ESG)</td>
</tr>
<tr>
<td></td>
<td>10 Minute Break</td>
</tr>
<tr>
<td>Ed McGowan</td>
<td>Financial Overview</td>
</tr>
<tr>
<td>All</td>
<td>Q&amp;A</td>
</tr>
</tbody>
</table>
The Power of the Akamai Intelligent Edge Platform

Dr. Robert Blumofe

Chief Technology Officer
Digital transformation and adoption of mobile, cloud and edge deployment models fundamentally change network traffic patterns, rendering existing network and security models obsolete.

Source: Joe Skorupa, Neil MacDonald, Gartner, Market Trends: How to Win as WAN Edge and Security Converge Into the Secure Access Service Edge
Traditional Deployment Model

Performance and security stacks were deployed in the datacenter. This made sense, because that's where the applications were. But applications are moving to the cloud.
Migration to the Cloud

As applications move to the cloud, performance & security vendors have pivoted to offer their solutions in a virtual form factor for deployment in the cloud.
But the Cloud is not the Answer

Why not?

Users are everywhere

Threats are everywhere

Applications are everywhere
Users are Everywhere

Employees work remotely today

72% of U.S. knowledge workers expressed a preference for a hybrid remote-office model

Threats are Everywhere

Organized Crime
Focused on financial gain, etc.

Advanced Persistent Threat Groups
Focused on IP theft, political manipulation, etc.

Insider Threats
Focused on malicious intent, but also often incompetence, negligence, etc.

Hacktivists
Focused on a “cause”, perceived slight, etc.

Script Kiddies
Focused on no clear motive other than to get unauthorized access
Applications are Everywhere

Multiple clouds
Multiple cloud locations
Legacy data centers
Office buildings
Unknown locations

Can you really replicate your performance and security stack everywhere?
Backhauling Traffic Destroys Performance
Backhauling Attack Traffic is Even Worse
The Solution is the Edge

Instead of backhauling traffic, we move the performance and security stack to the edge where it is ubiquitous, near your users, threats, and applications.
What (and Where) is the Edge?

More functionality is moving to the Edge

Digital Touchpoints (billions of devices)

Edge (where Akamai has thousands of locations)

Cloud (where AWS, Azure, and other CDNs have dozens of locations)

Enterprise Data Centers (a few locations per company)
A Programmable & Intelligent Edge

Thousands of PoPs, hyperlocal compute locations, and lightweight workloads

4,100+ Locations
Flexible & modular

1,400+ ISP/MNO Networks
Unique mapping & routing
Hardware agnostic

948 Cities
API & code driven

135 Countries
Sophisticated multi-tiered architecture

© 2021 Akamai
Why we have Multiple Locations in a City

1. Access to providers
2. Redundancy for reliability

With metro networks and intelligent software, multiple datacenters work together as one virtual datacenter.
The Rise of the Edge

Macro trends are only making the edge more important

- 5G
- IoT
- Big Data and AI
- Remote Work
- Cyber Crime
- Digital Transformation
The **Power** of the Platform

**One** edge platform for performance, scale, and security across *all data flows*
The Traditional Model is Siloed

- **Public-facing application**: DDoS Protection, WAF, Bot Management
- **Private cloud application**: Firewall, Zero Trust Access
- **Internet Web application**: Secure Web Gateway
- **Private cloud API**: Firewall, API Protection
- **SaaS Application**: Data Loss Prevention, Shadow IT Reporting
Silos Lead to Vulnerabilities

Silos create complexity which leads to vulnerabilities

Silos create multiple policies that have to be managed

Silos leave gaps where vulnerabilities live

You can’t daisy chain edges
Enterprises Crave Simplification & Unification

Consolidation of network & security capabilities delivered on a single edge platform

“A remote/mobile user needs access to the internet, Microsoft 365, Salesforce, Box and enterprise private apps – All at the same time.

Are these really different problems?”

“By 2023, more than 30% of public-facing web applications and APIs will be protected by cloud web application and API protection (WAAP) services, which combine distributed denial of service (DDoS) protection, bot mitigation, API protection and WAFs.”

Gartner
The Solution is the Akamai Edge Platform

One edge platform for performance, scale, and security across all data flows

- Public-facing application
- Private cloud application
- Internet Web application
- Private cloud API
- SaaS Application
The Power of One Platform

Simplicity

Unified Policy

Elimination of Gaps

The power of multiplicative security
One Platform for Security and Performance

The platform that secures your traffic flows also accelerates them.

- Public-facing application
- Private cloud application
- Internet Web application
- Private cloud API
- SaaS Application
Easy To Consume [_____] As-A-Service

Akamai platform architected for extensibility to deliver growing number of edge services & functions

App & Network Security
- App & API Protection
- Fraud Prevention
- Infrastructure Protection
- Access Control

Edge Applications
- EdgeWorkers
- EdgeKV
- 1st & 3rd Party Apps
- IoT
- EdgeConnect

Edge Delivery
- Ion
- Software & Gaming
- Video Streaming
- DSD / DSA

Akamai can capitalize on fast growing market segments incl. Web App & API Protection (WAAP), Secure Access Service Edge (SASE), Zero Trust Edge, Over-the-top video (OTT), & Serverless Computing
The Platform Delivers Business Objectives
And quickly helps organizations achieve their business objectives

Multiple local & state governments needed to ensure fast, scalable & secure online experiences for COVID vaccine rollout

Local & state governments leveraged easy to implement Akamai Edge for

- Visitor Prioritization
- DDoS Mitigation
- Web App & API Protection
- Content Delivery
The Rise of the Platform

Macro trends are only making the platform more important

- Cyber Crime
- Big Data & AI
- Vendor Consolidation
- Remote Work
- Digital Transformation
- Developer as Customer

Macro trends include:
- Vendor Consolidation
- Remote Work
- Big Data & AI
- Digital Transformation
- Cyber Crime
- Developer as Customer

Macro trends are only making the platform more important.
The Akamai Edge Platform is informed by unprecedented Internet & device insight

- 180 Tbps of traffic exceeded
- 290 Terabytes of security data per day
- 10 Billion behavioral events per hour
- 9+ Petabytes of data security stored
Continuous Innovation on the Edge Platform

To stay ahead of the competition and capture emerging opportunities

- **375+ Patents**
  - Covering many foundational aspects of the Internet

- **100 PHDs**
  - Pioneering cybersecurity research, intelligent networks, streaming technology, blockchain

- **24+ Industry Groups**
  - Industry working groups and standards bodies contributing to Internet security, privacy, resiliency, and more
Akamai’s Edge Platform Advantage

Best positions Akamai for unprecedented growth

- Extensible & modular
- Reliable & Scalable
- Programmable & DevSecOps Enabled
- Difficult to Replicate

Akamai's Edge Platform Advantage
Difficult to Replicate
Programmable & DevSecOps Enabled
Reliable & Scalable
Extensible & modular
Go-to-Market: Sales

PJ Joseph, EVP Global Sales
Industry Focus

**Commerce / Travel / Hospitality**
850+ retailers, 41 of 50 world’s biggest hotels

**Software & High Tech**
950+ hardware and software companies

**Telecom / Carriers**
275 Global Telcos, Carriers, ISPs

**Financial Services**
8 of 10 largest banks in the world

**Gaming / E-Sports**
23 of the 25 most popular video game publishers

**Healthcare / Life Sciences**
9 of the top 10 global healthcare companies

**OTT / Direct to Consumer**
240 OTT companies worldwide

**Public Sector**
200 global government agencies, all 5 US military branches

**Automotive / Manufacturing**
More than 50 automotive companies worldwide

**Commerce / Travel / Hospitality**
850+ retailers, 41 of 50 world’s biggest hotels

**Software & High Tech**
950+ hardware and software companies

**Telecom / Carriers**
275 Global Telcos, Carriers, ISPs

**Financial Services**
8 of 10 largest banks in the world

**Gaming / E-Sports**
23 of the 25 most popular video game publishers

**Healthcare / Life Sciences**
9 of the top 10 global healthcare companies

**OTT / Direct to Consumer**
240 OTT companies worldwide

**Public Sector**
200 global government agencies, all 5 US military branches

**Automotive / Manufacturing**
More than 50 automotive companies worldwide
Trusted by the world’s leading brands

to make their businesses fast, smart, and secure
Sales Motion by Business Size

**CHARACTERISTICS**

**Strategic**
- Global, significant Internet presence, multi-Solution buyers, high touch services engagements, high customer lifetime value

**Large Enterprise**
- Large global workforce, substantial IT + security budget, Internet augments primary business, high traffic upside + security whitespace

**Enterprise**
- National + global, sizeable workforce, growing IT / security budgets, targeted new product penetration opportunities

**SMB**
- Regional businesses, smaller IT + security budgets, point solutions, low or no touch, standard off-the-shelf buyers

**GTM MOTION**

**Strategic**
- Direct Led

**Large Enterprise**
- Direct and Indirect led Carrier + SI Supported

**Enterprise**
- Direct and Indirect led Carrier + SI Supported
- Indirect for enterprise security

**SMB**
- Indirect Led Carrier, VARs, Aggregators
## Revenue Diversity

<table>
<thead>
<tr>
<th>Revenue Range</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1-5M</td>
<td>500+</td>
</tr>
<tr>
<td>$5-10M</td>
<td>50+</td>
</tr>
<tr>
<td>$10M-$30M</td>
<td>20+</td>
</tr>
<tr>
<td>$30M+</td>
<td>8</td>
</tr>
</tbody>
</table>

### Revenue:
- **$1-5M**
- **$5-10M**
- **$10M-$30M**
- **$30M+**
Security Penetration
Top 500 Customers

Application Security

Network Security

Network Security
% of top 25 carriers

200+ $1M+ Security Revenue Customers
Geographic Diversification Continues to Expand

% of Total Revenue

- **2016**
  - US: 69%
  - International: 31%

- **2020**
  - US: 56%
  - International: 44%
Go-to-Market Organization

Sales Reps
- Geographically distributed and aligned to industries
- All reps sell Security and CDN

Advanced Technology Group
- Focused on EAA, ETP + Prolexic security products

Channel Sales
- Partner aligned
- Dedicated teams for scale + 5G partners

Pre Sales
- Rep aligned
- Web Specialists focused on Edge Apps

Lead Development
- Part of marketing organization
- Nurture in-bound and out-bound leads
## Partner Program

### Carriers:
- Full Portfolio Resellers
- OEMs for SMB

### System Integrators
- IBM
- HP
- LAC
- Accenture
- Megazone Cloud
- Carahsoft

### Value Added Resellers
- brightcove
- Comcast Technology Solutions
- Deloitte Digital
- Arc Publishing

### Aggregators
- Rackspace
- Azure
- IBM Cloud

### Geographical Breakdown:
- **AMERICAS**: AT&T, Cox, Bell, Comcast
- **EMEA**: Orange, BT, Kt, Ntt
- **APJ**: Telefonica, Telmex
- **LATAM**: None specified
Differentiated Carrier Relationships

**Network Partners (1400+)**

- vodafone
- american mobile
- telmex
- sky
- claro
- comcast
- cox
- swisscom
- talktalk
- charter
- rogers

**Carrier Customers (300+)**

- AT&T
- NTT
- comcast
- tim
- swisscom
- talktalk
- charter
- rogers

**Carrier Resellers (200+)**

- vodafone
- ntt
- comcast
- tim
- swisscom
- talktalk
- charter
- rogers

**Carrier OEMs**

- comcast
- vodafone
- tim
- ntt
- at&t

**5G Partners**

- verizon
- o2
- at&t
- singtel
- optus

© 2021 Akamai
Partner Program

- **>$1B Annualized Revenue**
- **290 Partners in 26 countries**
- **41% of Total Akamai Bookings**
- **69% of new customer bookings**
- **3,200+ Discrete Indirect Customers**
- **300K+ SMBs served via OEM relationships**

**Drive scale + efficiency**

**Accelerate new customer acquisition**

**Enable Partners to operate independently**

**Expand carrier leverage**
Go-To-Market
Global Marketing
Kim Salem-Jackson, EVP & CMO
Marketing as a Growth Engine

**Vision**
Solidify Akamai as the leader in security solutions & edge applications.

**Mission**
Accelerate revenue growth by attracting and engaging buying teams and influencers.
Attacking >$47B Total Addressable Market

Multiple growth vectors | Strong secular tailwinds

Akamai’s Global Platform
Capitalizing on Brand Power with Intelligent Demand Model

Market to square inch vs. square mile

Trusted Brand

20 year history of reliability & customer trust sets foundation for security and edge application leadership

Data-Driven Ecosystem

AI and machine learning technology enables intelligence to optimize investments for profitable growth

Delivering Superior Customer Experiences
IT Decision Makers Trust Akamai Security Solutions

Strong brand equity for security from awareness to purchase

+200% \(+200\%\) Y/Y

Google searches for Akamai security solutions

4.6 out of 5

Customers' Choice - Gartner Peer Insights 2021 ‘Voice of the Customer’

8 out of 10

Rate Excellent/Good

8 out of 10

Likely to Consider

“Akamai Technologies is a true believer and provider of Zero Trust, and it shows.”

- Forrester Wave for Zero Trust eXtended Ecosystem Platform Providers, Q3 2020

Source: Penn, Schoen & Berland (PSB) survey of Information Technology Decision Makers
World’s Most Innovative Brands Rely on Akamai

“"We launched our streaming platform in 2015 with ambitious plans to scale quickly. Akamai has partnered very effectively with us, as one of the ingredients in scaling these dizzying heights. Every year since then, we’ve set new records, together, in video streaming.”

Akash Saxena, Senior VP, Engineering, Disney+ Hotstar

“"Our customers are located in 192 different countries, and Akamai allows us to deliver a fast experience wherever they might be. Akamai has been a very important partner for us to scale Airbnb.”

Nathan Blecharczyk, CTO and Co-founder, Airbnb

“"Having Kona Site Defender work for us 24/7 has been fantastic for us. It lets us sleep at night and lets us not have to worry."" 

Gerry Taylor, Assistant VP, Technical Engineering Manager, Capital Group
Pillars of Marketing Growth Engine

New Logo Acquisition
Identify prospects most likely to buy with predictive data

Security Cross-Sell
Accelerate white space penetration

International Growth
Double down on high growth markets

Channel Activation
Leverage geographic strength through partner & Carrier relationships

Powered by Data-Driven Ecosystem
### Marketing Motion by Business Size

#### CHARACTERISTICS

- **Large Enterprise**
  - Large global workforce, substantial IT + security budget, Internet augments primary business, high traffic upside + security whitespace
  - National + global, sizeable workforce, growing IT / security budgets, targeted new product penetration opportunities

- **SMB**
  - Regional businesses, smaller IT + security budgets, point solutions, low or no touch, standard off-the-shelf buyers

#### MARKETING MOTION

- **Account-Based Marketing Strategies**
  - Predictive Lead Gen Programs; High Engagement Programs
  - Intelligent Prospecting

- **Higher Volume Programs**
  - Data-Driven Targeting

- **Channel-First Marketing Programs**
  - High Tech: Digital-First Motion
  - Higher Volume Programs
  - Data-Driven Targeting
Optimize Spend through Intelligent Demand Engine
Leveraging AI, machine learning, hyper-targeting, personalization & connected digital experiences

>40 Median touches for marketing sourced deals
5X Lift from data-driven marketing strategies
20%+ Y/Y growth in marketing sourced new customer deals
+46% Y/Y increase in ROI
Key Takeaways

Trusted Brand
20 year history of reliability & customer trust sets foundation for security and edge application leadership

Data-Driven Ecosystem
AI and machine learning technology enables intelligence to optimize investments for profitable growth

Intelligent marketing growth engine delivers superior customer experiences
Empowering Culture and Sustainability

Nicole Fitzpatrick, Deputy General Counsel and Chief ESG Officer
Khalil Smith, Vice President, Inclusion, Diversity and Engagement
Guided by Our Values at All Times

Customer First • One Akamai • Innovation • Inclusion
Urgency & Persistence • Integrity & Trust • Giving Back
Recognized for Our Leadership

Sustainability

Akamai Foundation

Culture

FTSE4Good
Our ESG Pillars

Sustainability

Akamai Foundation

IDE - Inclusion, Diversity, and Engagement
10-MIN BREAK

After the Break:

<table>
<thead>
<tr>
<th>Ed McGowan</th>
<th>Financial Overview</th>
</tr>
</thead>
<tbody>
<tr>
<td>All</td>
<td>Q&amp;A</td>
</tr>
</tbody>
</table>
Financial Overview

Ed McGowan
Chief Financial Officer
Recap of What You Have Heard Today

Leadership across cloud security, edge delivery, and edge computing

Diversified Security portfolio driving force of future revenue growth

Our industry-leading capabilities in Edge Delivery and Edge Applications

Power and differentiation of our unique intelligent edge platform

Go-to-market positioning empowered by significant market tailwinds

Pillars of our ESG strategy and our cultural values
What You Will Hear From Me

Key Business Trends

Revenue and Profit Growth, Revenue Diversification, Margin Leverage and Expansion

Financial Deep Dive on Security & Edge Technology Groups

Revenue Growth Drivers and Profitability Levers

Company 3-5 Year Revenue Growth and Margin Goals

Strong Cash Flow and Capital Deployment Priorities
Track Record of Top-Line Growth

Revenue ($B)

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>$2.3</td>
<td>$2.5</td>
<td>$2.7</td>
<td>$2.9</td>
<td>$3.2</td>
</tr>
<tr>
<td>Security</td>
<td>$0.4</td>
<td>$0.5</td>
<td>$0.7</td>
<td>$0.8</td>
<td>$1.1</td>
</tr>
<tr>
<td>Edge</td>
<td>$2.0</td>
<td>$2.0</td>
<td>$2.1</td>
<td>$2.0</td>
<td>$2.1</td>
</tr>
</tbody>
</table>

**Total**

- 8% CAGR

**Security**

- 33% CAGR

**Edge**

- 2% CAGR

Note: Security revenue for FY16 has not been recast for latest Security allocations. 5-year CAGR.
Strong Growth, Margins & Earnings Over Multi-Year Lens

Market leader | Strong revenue & profit growth | Long-term consistency

**Revenue ($B)**

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$2.3</td>
<td>$2.5</td>
<td>$2.7</td>
<td>$2.9</td>
<td>$3.2</td>
</tr>
</tbody>
</table>

**+8% CAGR**

**EBITDA ($B)**

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>$1.0</td>
<td>$0.9</td>
<td>$1.1</td>
<td>$1.2</td>
<td>$1.4</td>
</tr>
</tbody>
</table>

**+9% CAGR**

**Non-GAAP EPS**

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS</td>
<td>$2.73</td>
<td>$2.62</td>
<td>$3.62</td>
<td>$4.49</td>
<td>$5.22</td>
</tr>
</tbody>
</table>

**+16% CAGR**

* 5 Year CAGR

Refer to the investor relations section of our website for definitions of our non-GAAP metrics and a reconciliation to the closest GAAP metric.
Diversified Revenue: Solutions, Geos, Customers

Mix shift towards Security | Significant international expansion | Diversified customer base

Solution Mix

- **2016**: 54%, Security 33%, Edge 16%
- **2020**: 67%, Security 33%

Geography Mix

- **2016**: 69%, U.S. 31%
- **2020**: 56%, International 44%

Customer Mix

- **2016**: 89%, Internet Platform Customers 11%
- **2020**: 94%, All Others 6%

Diversified Revenue: Solutions, Geos, Customers

Mix shift towards Security | Significant international expansion | Diversified customer base

Solution Mix

- **2016**: 54%, Security 33%, Edge 16%
- **2020**: 67%, Security 33%

Geography Mix

- **2016**: 69%, U.S. 31%
- **2020**: 56%, International 44%

Customer Mix

- **2016**: 89%, Internet Platform Customers 11%
- **2020**: 94%, All Others 6%
### Scaling OpEx While Investing for Growth

Driving leverage in S&M and G&A, sustaining investment in R&D

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-GAAP Operating Margin*</td>
<td>24%</td>
<td>31%</td>
</tr>
<tr>
<td>G&amp;A*</td>
<td>15%</td>
<td>12%</td>
</tr>
<tr>
<td>S&amp;M*</td>
<td>17%</td>
<td>14%</td>
</tr>
<tr>
<td>Gross R&amp;D*</td>
<td>14%</td>
<td>14%</td>
</tr>
<tr>
<td>R&amp;D (net)*</td>
<td>7%</td>
<td>7%</td>
</tr>
<tr>
<td>R&amp;D (Capitalized)</td>
<td>6%</td>
<td>7%</td>
</tr>
</tbody>
</table>

**Margin Leverage**

- **Operating Margin**
  - Expanded by 7 points
- **G&A**
  - Back-office and IT efficiency
  - Procurement savings
- **S&M**
  - Increasing GTM leverage via channels
  - Marketing spend efficiency
- **R&D**
  - Continuing investment for future growth

*Denotes non-GAAP metric. Figures may not sum due to rounding. Refer to the investor relations section of our website for definitions of our non-GAAP metrics and a reconciliation to the closest GAAP metric. Expressed as a percentage of revenue.
Security Technology Group Snapshot

Strong multi-year revenue growth drives revenue mix shift toward Security

Revenue ($B)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue ($B)</th>
<th>5 Year CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>$0.4</td>
<td></td>
</tr>
<tr>
<td>FY17</td>
<td>$0.5</td>
<td></td>
</tr>
<tr>
<td>FY18</td>
<td>$0.7</td>
<td></td>
</tr>
<tr>
<td>FY19</td>
<td>$0.8</td>
<td></td>
</tr>
<tr>
<td>FY20</td>
<td>$1.1</td>
<td>+33% CAGR</td>
</tr>
</tbody>
</table>

Security Revenue Mix

- Application Security: 62%
- Network Security: 23%
- Security Services: 15%

CAGR: 5-Year Compound Annual Growth Rate
Multiple Security Growth Drivers

Security product adoption across our customer base:

- **62%** Buy One Security Product (at least one)
- **31%** Buy Two Or More Security Products
- **17%** Buy Three Or More Security Products

Data as of Q4 2020
Opportunities For Continued Security Cross-Sell

Security Penetration: All Customers

Application Security

Network Security

Security Services

Data as of Q4 2020
## Security Technology Group Financial Profile

<table>
<thead>
<tr>
<th></th>
<th>2021 Profile*</th>
<th>Target Model</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash Gross Margin</td>
<td>~86-87%</td>
<td>High 80s</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>~45-46%</td>
<td>High 40s</td>
</tr>
<tr>
<td>Non-GAAP Op. Margin</td>
<td>~34-35%</td>
<td>Mid 30s</td>
</tr>
<tr>
<td>Network Capex</td>
<td>~1-3%</td>
<td>Low Single Digits</td>
</tr>
<tr>
<td>R&amp;D Capex</td>
<td>~8-10%</td>
<td>High Single Digits</td>
</tr>
</tbody>
</table>

*expressed as % of revenue (estimated)

Refer to the investor relations section of our website for definitions of our non-GAAP metrics and a reconciliation to the closest GAAP metric.

### Business Profiles

#### Overall
- 20+% revenue growth CAGR (3-5 years)
- Higher gross / operating margin
- Higher R&D investment
- Lower capex

#### Application Security
- Highest penetration; Kona and Bot Manager still growing nicely
- New products (e.g., Page Integrity) continue to grow wallet share

#### Network Security
- Significant growth opportunities
- Channel-led growth strategy
Edge Technology Group (CDN) Snapshot

Stable revenue base | Industry vertical diversity

Revenue ($B)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue ($B)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>$2.0</td>
</tr>
<tr>
<td>FY17</td>
<td>$2.0</td>
</tr>
<tr>
<td>FY18</td>
<td>$2.1</td>
</tr>
<tr>
<td>FY19</td>
<td>$2.0</td>
</tr>
<tr>
<td>FY20</td>
<td>$2.1</td>
</tr>
</tbody>
</table>

5 year CAGR

Vertical Revenue Mix

- High Tech, 18%
- Retail / Commerce, 13%
- FinServ, 9%
- Media & Gaming, 45%
- Travel & Hospitality, 3%
- All Other, 12%

+2% CAGR
Edge Delivery Traffic

Growth tailwinds from OTT and Gaming

Traffic Mix

- OTT & Gaming: 181 Tbps
- Sports & Gaming: 168 Tbps
- Gaming Release: 125 Tbps
- Gaming: 106 Tbps
- Other: 57%

Rio Olympics & Game Downloads: 46 Tbps
World Cup & Game Downloads: 65 Tbps
Champions League & Game Downloads: 84 Tbps
Gaming Release: 106 Tbps
Edge Technology Group (CDN) Revenue

Goal of maintaining market leadership in Edge Delivery | Driving growth in Edge Applications

Growth Drivers

**Edge Delivery (3-5 Year CAGR Goal: 0-3%)**
- Continued growth of Online Video
- Expansion of Multi-Player Gaming

**Edge Applications (3-5 Year CAGR Goal: 30+%)**
- Migration of data processing to the edge
- Increasing IoT compute use cases
- 5G enabling increasingly latency-sensitive workloads

**Services (3-5 Year CAGR Goal: 1-3%)**
- Professional services remain key differentiator and customer value-add
## Edge Technology Group (CDN) Financial Model

<table>
<thead>
<tr>
<th></th>
<th>2021 Profile*</th>
<th>Target Model</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash Gross Margin</td>
<td>~68-69%</td>
<td>High 60s</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>~42-43%</td>
<td>Mid 40s</td>
</tr>
<tr>
<td>Non-GAAP Op. Margin</td>
<td>~26-27%</td>
<td>High 20s</td>
</tr>
<tr>
<td>Network Capex</td>
<td>11-13%</td>
<td>Low Double Digit</td>
</tr>
<tr>
<td>R&amp;D Capex</td>
<td>4-5%</td>
<td>Mid Single Digits</td>
</tr>
</tbody>
</table>

### Business Profiles

**Overall**
- 2-5% revenue growth CAGR goal (3-5 years)
- Strong cash generator

**Edge Delivery**
- Lower gross margin, higher capex
- Platform is a significant differentiator
- Near-term challenges in Retail & Hospitality

**Edge Applications**
- Rapidly expanding market
- Platform is a significant differentiator
- Area of continued R&D investment

---

*expressed as % of revenue (estimated)

Refer to the investor relations section of our website for definitions of our non-GAAP metrics and a reconciliation to the closest GAAP metric.
Total Company 3-5 Year Growth Goals

Revenue ($B)

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Total 5-Year CAGR</th>
<th>Security 5-Year CAGR</th>
<th>Edge 5-Year CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>$2.3</td>
<td>$0.4</td>
<td>$0.2</td>
</tr>
<tr>
<td>FY17</td>
<td>$2.5</td>
<td>$0.5</td>
<td>$0.2</td>
</tr>
<tr>
<td>FY18</td>
<td>$2.7</td>
<td>$0.7</td>
<td>$0.2</td>
</tr>
<tr>
<td>FY19</td>
<td>$2.9</td>
<td>$0.8</td>
<td>$0.2</td>
</tr>
<tr>
<td>FY20</td>
<td>$3.2</td>
<td>$1.1</td>
<td>$0.2</td>
</tr>
</tbody>
</table>

Last 5 Year Revenue CAGR Goals:
- Total: 8% CAGR
- Security: 33% CAGR
- Edge: 2% CAGR

3-5 Year Revenue CAGR Goals:
- Total: 6-10% CAGR
- Security: 20+% CAGR
- Edge: 2-5% CAGR

© 2021 Akamai
Non-GAAP Op. Margin = 30%

Capex = 16-18% of revenue
- Network capex = 8-10%
- R&D capex = ~8%

Capex = 14-16% of revenue
- Network capex = 7-9%
- R&D capex = ~6-7%

Refer to the investor relations section of our website for definitions of our non-GAAP metrics and a reconciliation to the closest GAAP metric.

*Estimated
# Target Financial Model

<table>
<thead>
<tr>
<th>Current Profile</th>
<th>Target Model</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue Growth</strong></td>
<td>5-7%</td>
</tr>
<tr>
<td><strong>Cash Gross Margin</strong></td>
<td>~76-77%</td>
</tr>
<tr>
<td><strong>EBITDA Margin</strong></td>
<td>~44%</td>
</tr>
<tr>
<td><strong>Non-GAAP Op. Margin</strong></td>
<td>30%</td>
</tr>
<tr>
<td><strong>Capital Expenditures</strong></td>
<td>16% of revenue</td>
</tr>
</tbody>
</table>

| **Target Model**         | ~6-10%            |
| **High 70s**             |                   |
| **Mid 40s**              |                   |
| **30-32%**               |                   |
| **Mid-teens % of revenue**|                 |

*expressed as % of revenue (estimated). Revenue growth shown as reported. Margin numbers are expressed as a percentage of revenue. Refer to the investor relations section of our website for definitions of our non-GAAP metrics and a reconciliation to the closest GAAP metric.

### Revenue Growth Drivers:
- **Security**: Further penetrate install base, new product development, adding new logos, channels driving Zero Trust growth
- **Edge**: OTT / gaming, expanding IoT use cases, growth in Edge Applications

### Margin Leverage Areas:
- **COGS**: Platform efficiencies
- **R&D**: Continuing investments
- **S&M**: Leveraging channels, marketing efficiency
- **G&A**: Scaling back-office and IT
- **Capex**: Platform and server efficiencies
Balanced Deployment of Strong Cash Flow

$2.5B cash and marketable securities | Enable value-enhancing M&A | Ongoing return of capital

Cash Flow Uses ($M)

- FCF
- M&A
- Share Buyback

Buyback & Share Count (#M)

- Shares Repurchased
- Diluted Shares Outstanding

Refer to the investor relations section of our website for definitions of our non-GAAP metrics and a reconciliation to the closest GAAP metric.
History of Successful Acquisitions

16 Acquisitions Completed Since 2014

- **Tech Tuck-In**: Inverse, ChameleonX, KryptCo, Cyberfend, Soha, Concord, Bloxx, Octoshape, Xerocole
- **Product Adjacency**: Asavie, Janrain, Soasta, Nominum, Prolexic
- **Market Expansion**: Exceda
- **Customer Acquisition**: Instart

Total Acquisition Spending = $1.3B

Categories

- 6%
- 6%
- 31%
- 56%

Figures may not sum due to rounding
Key Takeaways

Large and growing markets and multiple growth levers

Well positioned in the evolving cloud / edge ecosystem with multiple growth drivers (Application and Network Access Security, Edge Computing, IoT, 5G, OTT, Gaming)

Expect margin expansion over time with near-term growth focus

Strong balance sheet and cash flow provide foundation for growth
Q&A