

AKAMAI TECHNOLOGIES, INC.
SUPPLEMENTAL METRICS (UNAUDITED)
SEPTEMBER 30, 2016

	2016		
	Q1	Q2	Q3
<i>(in thousands, except per share data)</i>			
Revenue	\$ 567,725	\$ 572,135	\$ 584,065
Pro forma COGS	\$ 132,242	\$ 139,331	\$ 138,541
Depreciation and amortization – network	\$ 58,524	\$ 62,439	\$ 61,225
Stock-based compensation – network	\$ 3,970	\$ 4,553	\$ 4,701
GAAP COGS	\$ 194,736	\$ 206,323	\$ 204,467
Pro forma gross profit	\$ 435,483	\$ 432,804	\$ 445,524
Pro forma gross margin	77%	76%	76%
GAAP gross profit	\$ 372,989	\$ 365,812	\$ 379,598
GAAP gross margin	66%	64%	65%
Pro forma R&D	\$ 34,404	\$ 30,938	\$ 34,614
Stock-based compensation – R&D	\$ 6,438	\$ 6,752	\$ 7,727
GAAP R&D	\$ 40,842	\$ 37,690	\$ 42,341
Pro forma S&M	\$ 89,840	\$ 89,955	\$ 87,892
Stock-based compensation – S&M	\$ 12,352	\$ 13,259	\$ 14,729
Acquisition-related costs – S&M	\$ 19	\$ 9	\$ 5
GAAP S&M	\$ 102,211	\$ 103,223	\$ 102,626
Pro forma G&A	\$ 77,182	\$ 80,774	\$ 84,901
Stock-based compensation – G&A	\$ 8,981	\$ 10,347	\$ 11,495
Acquisition-related (benefits) costs – G&A	\$ (98)	\$ 352	\$ 236
Legal matter costs – G&A	\$ 789	\$ 101	\$ —
Depreciation and amortization – G&A	\$ 15,429	\$ 15,964	\$ 16,688
GAAP G&A	\$ 102,283	\$ 107,538	\$ 113,320
Restructuring charges	\$ 6,818	\$ 470	\$ 2,948
Amortization of acquired intangible assets	\$ 6,716	\$ 6,711	\$ 6,598
Adjusted EBITDA	\$ 234,057	\$ 231,137	\$ 238,117
Adjusted EBITDA margin	41%	40%	41%
GAAP OpEx (excluding COGS)	\$ 258,870	\$ 255,632	\$ 267,833
GAAP income from operations	\$ 114,119	\$ 110,180	\$ 111,765
Interest income	\$ 3,320	\$ 3,393	\$ 3,809
Interest expense	\$ (4,653)	\$ (4,639)	\$ (4,666)
Other (expense) income, net	\$ (189)	\$ 415	\$ 778
Income before provision for income taxes	\$ 112,597	\$ 109,349	\$ 111,686
Provision for income taxes	\$ 37,739	\$ 35,714	\$ 35,686
Net income	\$ 74,858	\$ 73,635	\$ 76,000
Net income per share – basic	\$ 0.42	\$ 0.42	\$ 0.44
Net income per share – diluted	\$ 0.42	\$ 0.42	\$ 0.43
Shares used in per share calculation – basic	176,403	175,499	174,429
Shares used in per share calculation – diluted	177,539	176,420	175,617
GAAP income from operations	\$ 114,119	\$ 110,180	\$ 111,765
Amortization of acquired intangible assets	\$ 6,716	\$ 6,711	\$ 6,598
Stock-based compensation	\$ 31,741	\$ 34,911	\$ 38,652
Amortization of capitalized stock-based compensation and capitalized interest expense	\$ 3,608	\$ 4,071	\$ 3,983
Restructuring charges	\$ 6,818	\$ 470	\$ 2,948
Acquisition-related (benefits) costs	\$ (79)	\$ 361	\$ 241
Legal matter costs	\$ 789	\$ 101	\$ —
Operating adjustments	\$ 49,593	\$ 46,625	\$ 52,422
Non-GAAP income from operations	\$ 163,712	\$ 156,805	\$ 164,187
Non-GAAP operating margin	29%	27%	28%
GAAP net income	\$ 74,858	\$ 73,635	\$ 76,000
Operating adjustments (from above)	\$ 49,593	\$ 46,625	\$ 52,422
Amortization of debt discount and issuance costs	\$ 4,653	\$ 4,639	\$ 4,666
Income tax-effect of above non-GAAP adjustments and certain discrete tax items	\$ (11,323)	\$ (12,832)	\$ (12,939)
Non-GAAP net income	\$ 117,781	\$ 112,067	\$ 120,149
Non-GAAP net income per share – diluted	\$ 0.66	\$ 0.64	\$ 0.68
Shares used in per share calculation – diluted	177,539	176,420	175,617

AKAMAI TECHNOLOGIES, INC.
SUPPLEMENTAL METRICS (UNAUDITED)
DECEMBER 31, 2015

<i>(in thousands, except per share data)</i>	2015				2015 FY
	Q1	Q2	Q3	Q4	
Revenue	\$ 526,536	\$ 540,723	\$ 551,030	\$ 579,159	\$2,197,448
Pro forma COGS	\$ 114,184	\$ 122,791	\$ 125,706	\$ 130,859	\$ 493,540
Depreciation and amortization – network	\$ 51,947	\$ 53,617	\$ 53,919	\$ 58,452	\$ 217,935
Stock-based compensation – network	\$ 3,163	\$ 3,502	\$ 3,579	\$ 3,901	\$ 14,145
GAAP COGS	\$ 169,294	\$ 179,910	\$ 183,204	\$ 193,212	\$ 725,620
Pro forma gross profit	\$ 412,352	\$ 417,932	\$ 425,324	\$ 448,300	\$1,703,908
Pro forma gross margin	78%	77%	77%	77%	78%
GAAP gross profit	\$ 357,242	\$ 360,813	\$ 367,826	\$ 385,947	\$1,471,828
GAAP gross margin	68%	67%	67%	67%	67%
Pro forma R&D	\$ 30,462	\$ 30,684	\$ 32,414	\$ 31,104	\$ 124,664
Stock-based compensation – R&D	\$ 5,366	\$ 6,009	\$ 5,982	\$ 6,570	\$ 23,927
GAAP R&D	\$ 35,828	\$ 36,693	\$ 38,396	\$ 37,674	\$ 148,591
Pro forma S&M	\$ 90,316	\$ 98,598	\$ 93,918	\$ 104,305	\$ 387,137
Stock-based compensation – S&M	\$ 12,983	\$ 12,847	\$ 13,465	\$ 14,247	\$ 53,542
Acquisition-related costs – S&M	\$ 180	\$ 56	\$ 43	\$ 30	\$ 309
GAAP S&M	\$ 103,479	\$ 111,501	\$ 107,426	\$ 118,582	\$ 440,988
Pro forma G&A	\$ 68,215	\$ 74,711	\$ 76,764	\$ 75,104	\$ 294,794
Stock-based compensation – G&A	\$ 8,157	\$ 9,893	\$ 8,020	\$ 8,993	\$ 35,063
Acquisition-related costs (benefits) – G&A	\$ 216	\$ (586)	\$ 215	\$ 711	\$ 556
Legal matter costs – G&A	\$ 1,271	\$ 1,514	\$ 430	\$ 76	\$ 3,291
Depreciation and amortization – G&A	\$ 11,733	\$ 13,620	\$ 14,114	\$ 15,094	\$ 54,561
GAAP G&A	\$ 89,592	\$ 99,152	\$ 99,543	\$ 99,978	\$ 388,265
Restructuring charges	\$ 42	\$ 455	\$ 20	\$ 250	\$ 767
Amortization of acquired intangible assets	\$ 6,780	\$ 6,752	\$ 6,752	\$ 6,783	\$ 27,067
Adjusted EBITDA	\$ 223,359	\$ 213,939	\$ 222,228	\$ 237,787	\$ 897,313
Adjusted EBITDA margin	42%	40%	40%	41%	41%
GAAP OpEx (excluding COGS)	\$ 235,721	\$ 254,553	\$ 252,137	\$ 263,267	\$1,005,678
GAAP income from operations	\$ 121,521	\$ 106,260	\$ 115,689	\$ 122,680	\$ 466,150
Interest income	\$ 3,001	\$ 2,541	\$ 2,723	\$ 2,935	\$ 11,200
Interest expense	\$ (4,576)	\$ (4,678)	\$ (4,630)	\$ (4,641)	\$ (18,525)
Other (expense) income, net	\$ (301)	\$ (1,605)	\$ 204	\$ (499)	\$ (2,201)
Income before provision for income taxes	\$ 119,645	\$ 102,518	\$ 113,986	\$ 120,475	\$ 456,624
Provision for income taxes	\$ 41,899	\$ 35,318	\$ 25,946	\$ 32,055	\$ 135,218
Net income	\$ 77,746	\$ 67,200	\$ 88,040	\$ 88,420	\$ 321,406
Net income per share – basic	\$ 0.44	\$ 0.38	\$ 0.49	\$ 0.50	\$ 1.80
Net income per share – diluted	\$ 0.43	\$ 0.37	\$ 0.49	\$ 0.49	\$ 1.78
Shares used in per share calculation – basic	178,545	178,682	178,547	177,788	178,391
Shares used in per share calculation – diluted	180,825	180,738	180,364	179,732	180,415
GAAP income from operations	\$ 121,521	\$ 106,260	\$ 115,689	\$ 122,680	\$ 466,150
Amortization of acquired intangible assets	\$ 6,780	\$ 6,752	\$ 6,752	\$ 6,783	\$ 27,067
Stock-based compensation	\$ 29,669	\$ 32,251	\$ 31,046	\$ 33,711	\$ 126,677
Amortization of capitalized stock-based compensation and capitalized interest expense	\$ 3,108	\$ 3,636	\$ 3,152	\$ 3,722	\$ 13,618
Restructuring charges	\$ 42	\$ 455	\$ 20	\$ 250	\$ 767
Acquisition-related costs (benefits)	\$ 396	\$ (530)	\$ 258	\$ 741	\$ 865
Legal matter costs	\$ 1,271	\$ 1,514	\$ 430	\$ 76	\$ 3,291
Operating adjustments	\$ 41,266	\$ 44,078	\$ 41,658	\$ 45,283	\$ 172,285
Non-GAAP income from operations	\$ 162,787	\$ 150,338	\$ 157,347	\$ 167,963	\$ 638,435
Non-GAAP operating margin	31%	28%	29%	29%	29%
GAAP net income	\$ 77,746	\$ 67,200	\$ 88,040	\$ 88,420	\$ 321,406
Operating adjustments (from above)	\$ 41,266	\$ 44,078	\$ 41,658	\$ 45,283	\$ 172,285
Amortization of debt discount and issuance costs	\$ 4,576	\$ 4,678	\$ 4,630	\$ 4,641	\$ 18,525
Loss on investments	\$ 25	\$ —	\$ —	\$ —	\$ 25
Income tax-effect of above non-GAAP adjustments and certain discrete tax items	\$ (12,437)	\$ (13,788)	\$ (22,453)	\$ (9,631)	\$ (58,309)
Non-GAAP net income	\$ 111,176	\$ 102,168	\$ 111,875	\$ 128,713	\$ 453,932
Non-GAAP net income per share – diluted	\$ 0.61	\$ 0.57	\$ 0.62	\$ 0.72	\$ 2.52
Shares used in per share calculation – diluted	180,825	180,738	180,364	179,732	180,415