

Akamai Technologies, Inc.
Reconciliation of non-GAAP to GAAP financial measures
June 30, 2011

The Company has historically provided financial metrics, some of which are based on GAAP and others that are not prepared in accordance with GAAP (non-GAAP). Legislative and regulatory changes encourage the use of GAAP financial metrics and require companies to explain why non-GAAP financial metrics are relevant to management and investors.

Adjusted EBITDA – defined as net income before interest, income taxes, depreciation and amortization of tangible and intangible assets, stock-based compensation expense, amortization of capitalized stock-based compensation, restructuring charges and benefits, acquisition related costs and benefits, certain gains and losses on investments, foreign exchange gains and losses, loss on early extinguishment of debt and gains on legal settlements

| | Three months ended | | | Six months ended | |
|--|--------------------|-------------------|-------------------|-------------------|-------------------|
| | June 30, 2011 | Mar. 31 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| Net income | \$ 47,921 | \$ 50,617 | \$ 38,123 | \$ 98,538 | \$ 79,001 |
| Interest income, net | (3,096) | (2,960) | (2,771) | (6,056) | (5,433) |
| Provision for income taxes | 28,300 | 24,056 | 21,315 | 52,356 | 49,074 |
| Depreciation and amortization | 35,103 | 34,792 | 28,692 | 69,895 | 55,669 |
| Amortization of capitalized stock-based compensation | 1,938 | 2,065 | 1,830 | 4,003 | 3,705 |
| Amortization of other intangible assets | 4,292 | 4,277 | 4,152 | 8,569 | 8,260 |
| Stock-based compensation | 11,612 | 15,712 | 20,276 | 27,324 | 39,384 |
| Loss on early extinguishment of debt | - | - | 294 | - | 294 |
| Acquisition related costs (benefits) | - | (440) | 345 | (440) | 345 |
| Other loss (income), net | 107 | 1,035 | (122) | 1,142 | (47) |
| Adjusted EBITDA | <u>\$ 126,177</u> | <u>\$ 129,154</u> | <u>\$ 112,134</u> | <u>\$ 255,331</u> | <u>\$ 230,252</u> |

Adjusted EBITDA margin – defined as Adjusted EBITDA as a percentage of revenues

| | Three months ended | | | Six months ended | |
|------------------------|--------------------|------------------|------------------|------------------|------------------|
| | June 30, 2011 | Mar. 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| Revenues | \$ 276,989 | \$ 275,953 | \$ 245,318 | \$ 552,942 | \$ 485,347 |
| Adjusted EBITDA | 126,177 | 129,154 | 112,134 | 255,331 | 230,252 |
| Adjusted EBITDA margin | <u>46%</u> | <u>47%</u> | <u>46%</u> | <u>46%</u> | <u>47%</u> |

Normalized net income – defined as net income before amortization of other intangible assets, stock-based compensation expense, amortization of capitalized stock-based compensation, restructuring charges and benefits, acquisition related costs and benefits, certain gains and losses on investments and loss on early extinguishment of debt

| | Three months ended | | | Six months ended | |
|--|--------------------|------------------|------------------|-------------------|-------------------|
| | June 30, 2011 | Mar. 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| Net income | \$ 47,921 | \$ 50,617 | \$ 38,123 | \$ 98,538 | \$ 79,001 |
| Amortization of other intangible assets | 4,292 | 4,277 | 4,152 | 8,569 | 8,260 |
| Stock-based compensation | 11,612 | 15,712 | 20,276 | 27,324 | 39,384 |
| Loss on early extinguishment of debt | - | - | 294 | - | 294 |
| Amortization of capitalized stock-based compensation | 1,938 | 2,065 | 1,830 | 4,003 | 3,705 |
| Acquisition related costs (benefits) | - | (440) | 345 | (440) | 345 |
| Normalized net income | <u>\$ 65,763</u> | <u>\$ 72,231</u> | <u>\$ 65,020</u> | <u>\$ 137,994</u> | <u>\$ 130,989</u> |

Normalized net income per share – defined as normalized net income, plus interest add-back for diluted share calculation, divided by the basic weighted average or diluted common shares outstanding used in GAAP net income per share calculations

| | Three months ended | | | Six months ended | |
|--|--------------------|------------------|------------------|------------------|------------------|
| | June 30, 2011 | Mar. 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| Normalized net income | \$ 65,763 | \$ 72,231 | \$ 65,020 | \$ 137,994 | \$ 130,989 |
| Interest add-back for diluted share calculation | - | - | 396 | - | 818 |
| Normalized net income for diluted earnings per share | \$ 65,763 | \$ 72,231 | \$ 65,416 | \$ 137,994 | \$ 131,807 |
| Normalized net income per share: | | | | | |
| Basic | \$ 0.35 | \$ 0.39 | \$ 0.38 | \$ 0.74 | \$ 0.76 |
| Diluted | <u>\$ 0.35</u> | <u>\$ 0.38</u> | <u>\$ 0.34</u> | <u>\$ 0.72</u> | <u>\$ 0.69</u> |
| Shares used in per share calculations: | | | | | |
| Basic | 186,612 | 186,849 | 173,317 | 186,731 | 172,209 |
| Diluted | 190,179 | 191,383 | 190,479 | 190,781 | 189,746 |

Cash operating expenses – defined as GAAP operating expenses (consisting of Research and Development, Sales and Marketing, General and Administrative expenses, Amortization of other intangible assets and Restructuring charge (benefit)), excluding stock-based compensation, amortization of other intangible assets, depreciation and amortization, restructuring charges and benefits and acquisition related costs and benefits

| | Three months ended | | | Six months ended | |
|---|--------------------|------------------|------------------|-------------------|-------------------|
| | June 30, 2011 | Mar. 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| GAAP operating expenses | \$ 114,110 | \$ 114,137 | \$ 116,639 | \$ 228,247 | \$ 223,144 |
| Less: stock-based compensation | (11,022) | (15,157) | (19,569) | (26,179) | (37,976) |
| Less: amortization of other intangible assets | (4,292) | (4,277) | (4,152) | (8,569) | (8,260) |
| Less: depreciation and amortization | (3,888) | (4,131) | (3,996) | (8,019) | (7,918) |
| Less: acquisition related costs (benefits) | - | 440 | (345) | 440 | (345) |
| Cash operating expenses | <u>\$ 94,908</u> | <u>\$ 91,012</u> | <u>\$ 88,577</u> | <u>\$ 185,920</u> | <u>\$ 168,645</u> |

Cash operating expenses margin – defined as cash operating expenses as a percentage of revenues

| | Three months ended | | | Six months ended | |
|--------------------------------|--------------------|------------------|------------------|------------------|------------------|
| | June 30, 2011 | Mar. 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| Revenues | \$ 276,989 | \$ 275,953 | \$ 245,318 | \$ 552,942 | \$ 485,347 |
| Cash operating expenses | 94,908 | 91,012 | 88,577 | 185,920 | 168,645 |
| Cash operating expenses margin | <u>34%</u> | <u>33%</u> | <u>36%</u> | <u>34%</u> | <u>35%</u> |

Normalized cost of revenues – defined as GAAP cost of revenues, excluding stock-based compensation and depreciation and amortization

| | Three months ended | | | Six months ended | |
|-------------------------------------|--------------------|------------------|------------------|-------------------|------------------|
| | June 30, 2011 | Mar. 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| Cost of revenues per GAAP | \$ 89,647 | \$ 89,068 | \$ 71,840 | \$ 178,715 | \$ 139,314 |
| Less: stock-based compensation | (590) | (555) | (707) | (1,145) | (1,408) |
| Less: depreciation and amortization | (33,153) | (32,726) | (26,526) | (65,879) | (51,456) |
| Normalized cost of revenues | <u>\$ 55,904</u> | <u>\$ 55,787</u> | <u>\$ 44,607</u> | <u>\$ 111,691</u> | <u>\$ 86,450</u> |

Cash gross profit – defined as revenues, less Normalized cost of revenues

| | Three months ended | | | Six months ended | |
|-----------------------------|--------------------|-------------------|-------------------|-------------------|-------------------|
| | June 30, 2011 | Mar. 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| Revenues | \$ 276,989 | \$ 275,953 | \$ 245,318 | \$ 552,942 | \$ 485,347 |
| Normalized cost of revenues | 55,904 | 55,787 | 44,607 | 111,691 | 86,450 |
| Cash gross profit | <u>\$ 221,085</u> | <u>\$ 220,166</u> | <u>\$ 200,711</u> | <u>\$ 441,251</u> | <u>\$ 398,897</u> |

Cash gross margin – defined as cash gross profit as a percentage of revenues

| | Three months ended | | | Six months ended | |
|-------------------|--------------------|------------------|------------------|------------------|------------------|
| | June 30, 2011 | Mar. 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| Revenues | \$ 276,989 | \$ 275,953 | \$ 245,318 | \$ 552,942 | \$ 485,347 |
| Cash gross profit | 221,085 | 220,166 | 200,711 | 441,251 | 398,897 |
| Cash gross margin | <u>80%</u> | <u>80%</u> | <u>82%</u> | <u>80%</u> | <u>82%</u> |

Capital expenditures or Capex – defined as purchases of property and equipment, capitalization of internal-use software development costs and capitalization of stock-based compensation

| | Three months ended | | | Six months ended | |
|---|--------------------|------------------|------------------|------------------|-------------------|
| | June 30, 2011 | Mar. 31, 2011 | June 30, 2010 | June 30, 2011 | June 30, 2010 |
| Purchases of property and equipment and capitalization of internal-use software development costs | \$ 42,740 | \$ 46,235 | \$ 66,097 | \$ 88,975 | \$ 101,287 |
| Capitalization of stock-based compensation | 1,641 | 1,824 | 2,202 | 3,465 | 3,679 |
| Capital Expenditures or Capex | <u>\$ 44,381</u> | <u>\$ 48,059</u> | <u>\$ 68,299</u> | <u>\$ 92,440</u> | <u>\$ 104,966</u> |