



Akamai Technologies, Inc.

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Supplemental Metrics (unaudited)
Dec 31, 2009

In thousands, except per share data	2008					2009				
	Q1	Q2	Q3	Q4	2008 FY	Q1	Q2	Q3	Q4	2009 FY
Revenue by Vertical										
Media & Entertainment	\$ 87,477	\$ 90,733	\$ 96,687	\$ 95,142	\$ 370,039	\$ 94,194	\$ 86,750	\$ 89,265	\$ 98,597	\$ 368,806
Commerce	\$ 48,652	\$ 51,460	\$ 53,076	\$ 65,683	\$ 218,871	\$ 63,265	\$ 64,548	\$ 64,723	\$ 79,656	\$ 272,192
High Tech	\$ 42,773	\$ 43,772	\$ 38,509	\$ 43,059	\$ 168,113	\$ 42,605	\$ 44,208	\$ 41,298	\$ 48,728	\$ 176,839
Public Sector	\$ 8,117	\$ 8,039	\$ 9,075	\$ 8,670	\$ 33,901	\$ 10,304	\$ 9,094	\$ 11,214	\$ 11,324	\$ 41,936
Total Revenue	\$ 187,019	\$ 194,004	\$ 197,347	\$ 212,554	\$ 790,924	\$ 210,368	\$ 204,600	\$ 206,500	\$ 238,305	\$ 859,773
Pro forma COGS	\$ 34,749	\$ 35,356	\$ 37,562	\$ 39,889	\$ 147,556	\$ 39,080	\$ 37,916	\$ 37,928	\$ 42,379	\$ 157,303
Dep. & amort. - network	\$ 16,260	\$ 17,733	\$ 18,483	\$ 20,163	\$ 72,639	\$ 20,721	\$ 21,604	\$ 23,527	\$ 24,588	\$ 90,440
Stock comp. - network	\$ 566	\$ 599	\$ 614	\$ 636	\$ 2,415	\$ 561	\$ 489	\$ 532	\$ 613	\$ 2,195
GAAP COGS	\$ 51,575	\$ 53,688	\$ 56,659	\$ 60,688	\$ 222,610	\$ 60,362	\$ 60,009	\$ 61,987	\$ 67,580	\$ 249,938
Pro forma gross profit	\$ 152,270	\$ 158,648	\$ 159,785	\$ 172,665	\$ 643,368	\$ 171,288	\$ 166,684	\$ 168,572	\$ 195,926	\$ 702,470
Pro forma gross margin	81%	82%	81%	81%	81%	81%	81%	82%	82%	82%
GAAP gross profit	\$ 135,444	\$ 140,316	\$ 140,688	\$ 151,866	\$ 568,314	\$ 150,006	\$ 144,591	\$ 144,513	\$ 170,725	\$ 609,835
GAAP gross margin	72%	72%	71%	71%	72%	71%	71%	70%	72%	71%
Pro forma R&D	\$ 6,856	\$ 6,857	\$ 7,178	\$ 7,264	\$ 28,155	\$ 8,130	\$ 7,155	\$ 8,250	\$ 9,156	\$ 32,691
Stock comp. - R&D	\$ 2,448	\$ 2,662	\$ 2,765	\$ 3,213	\$ 11,088	\$ 2,726	\$ 2,223	\$ 2,654	\$ 3,364	\$ 10,967
GAAP R&D	\$ 9,304	\$ 9,519	\$ 9,943	\$ 10,477	\$ 39,243	\$ 10,856	\$ 9,378	\$ 10,904	\$ 12,520	\$ 43,658
Pro forma S&M	\$ 30,995	\$ 34,084	\$ 35,078	\$ 37,935	\$ 138,092	\$ 35,230	\$ 35,413	\$ 37,319	\$ 44,048	\$ 152,010
Stock comp. - S&M	\$ 4,949	\$ 7,104	\$ 6,949	\$ 7,271	\$ 26,273	\$ 7,040	\$ 6,024	\$ 6,787	\$ 7,560	\$ 27,411
GAAP S&M	\$ 35,944	\$ 41,188	\$ 42,027	\$ 45,206	\$ 164,365	\$ 42,270	\$ 41,437	\$ 44,106	\$ 51,608	\$ 179,421
Pro forma G&A	\$ 27,181	\$ 24,984	\$ 27,068	\$ 27,135	\$ 106,368	\$ 27,611	\$ 26,724	\$ 27,081	\$ 31,129	\$ 112,545
Stock comp. - G&A	\$ 3,288	\$ 6,632	\$ 3,794	\$ 4,409	\$ 18,123	\$ 4,740	\$ 4,584	\$ 3,639	\$ 5,261	\$ 18,224
Dep. & Amort - G&A	\$ 2,797	\$ 2,187	\$ 2,914	\$ 3,639	\$ 11,537	\$ 3,717	\$ 3,836	\$ 3,935	\$ 3,843	\$ 15,331
GAAP G&A	\$ 33,266	\$ 33,803	\$ 33,776	\$ 35,183	\$ 136,028	\$ 36,068	\$ 35,144	\$ 34,655	\$ 40,233	\$ 146,100
Restructuring charge (benefit)	\$ -	\$ -	\$ -	\$ 2,509	\$ 2,509	\$ 454	\$ -	\$ -	\$ -	\$ 454
Amortization of other intangible assets	\$ 3,590	\$ 3,491	\$ 3,173	\$ 3,651	\$ 13,905	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722
Adj. EBITDA	\$ 87,238	\$ 92,723	\$ 90,461	\$ 100,331	\$ 370,753	\$ 100,317	\$ 97,392	\$ 95,922	\$ 111,593	\$ 405,224
Adj. EBITDA margin	47%	48%	46%	47%	47%	48%	48%	46%	47%	47%
GAAP OpEx (excluding COGS)	\$ 82,104	\$ 88,001	\$ 88,919	\$ 97,026	\$ 356,050	\$ 93,887	\$ 90,197	\$ 93,768	\$ 108,503	\$ 386,355
GAAP Op. Income	\$ 53,340	\$ 52,315	\$ 51,769	\$ 54,840	\$ 212,264	\$ 56,119	\$ 54,394	\$ 50,745	\$ 62,222	\$ 223,480
Interest income, net	\$ 7,331	\$ 4,780	\$ 4,994	\$ 4,862	\$ 21,967	\$ 4,030	\$ 3,454	\$ 2,807	\$ 2,841	\$ 13,132
Loss of early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gain (loss) on investments, net	\$ 208	\$ 64	\$ 1	\$ (430)	\$ (157)	\$ 455	\$ -	\$ -	\$ 2	\$ 457
Other income (expense), net	\$ 476	\$ (970)	\$ 154	\$ 801	\$ 461	\$ 1,134	\$ 184	\$ (659)	\$ (496)	\$ 163
Income before provision for income taxes	\$ 61,355	\$ 56,189	\$ 56,918	\$ 60,073	\$ 234,535	\$ 61,738	\$ 58,032	\$ 52,893	\$ 64,569	\$ 237,322
Provision for income taxes	\$ 24,444	\$ 21,855	\$ 23,558	\$ 19,540	\$ 89,397	\$ 24,657	\$ 22,025	\$ 20,148	\$ 24,489	\$ 91,319
Net income	\$ 36,911	\$ 34,334	\$ 33,360	\$ 40,533	\$ 145,138	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913
Interest add-back for GAAP diluted share calculation	\$ 710	\$ 434	\$ 416	\$ 479	\$ 1,757	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746
Net income for diluted earnings per share	\$ 37,621	\$ 34,768	\$ 33,776	\$ 41,012	\$ 146,895	\$ 37,507	\$ 36,448	\$ 33,184	\$ 40,520	\$ 147,659
Net income per share:										
Basic	\$ 0.22	\$ 0.21	\$ 0.20	\$ 0.24	\$ 0.87	\$ 0.22	\$ 0.21	\$ 0.19	\$ 0.23	\$ 0.85
Diluted	\$ 0.20	\$ 0.19	\$ 0.18	\$ 0.22	\$ 0.79	\$ 0.20	\$ 0.19	\$ 0.18	\$ 0.21	\$ 0.78
Shares used in per share calculations:										
Basic	165,959	167,417	168,474	168,843	167,673	170,519	172,561	171,686	170,936	171,425
Diluted	185,744	187,641	187,769	186,694	186,685	188,183	189,556	188,273	188,621	188,658
GAAP Net income	\$ 36,911	\$ 34,334	\$ 33,360	\$ 40,533	\$ 145,138	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913
Amortization of other intangible assets	\$ 3,590	\$ 3,491	\$ 3,173	\$ 3,651	\$ 13,905	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722
Stock-based compensation	\$ 11,251	\$ 16,997	\$ 14,122	\$ 15,529	\$ 57,899	\$ 15,067	\$ 13,320	\$ 13,612	\$ 16,798	\$ 58,797
Amortization of capitalized stock-based compensation	\$ 861	\$ 1,014	\$ 1,118	\$ 1,219	\$ 4,212	\$ 1,307	\$ 1,461	\$ 1,794	\$ 1,851	\$ 6,413
Loss on early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Release of deferred tax valuation allowance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Utilization of tax NOL carryforward*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Restructuring charge (benefit)	\$ -	\$ -	\$ -	\$ 2,509	\$ 2,509	\$ 454	\$ -	\$ -	\$ -	\$ 454
(Gain) loss on investments, net	\$ (208)	\$ (64)	\$ (1)	\$ 430	\$ 157	\$ (455)	\$ -	\$ -	\$ (2)	\$ (457)
Fully taxed normalized net income	\$ 52,405	\$ 55,772	\$ 51,772	\$ 63,871	\$ 223,820	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842
Interest add-back for fully taxed normalized diluted share calculation	\$ 710	\$ 434	\$ 416	\$ 479	\$ 1,757	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746
Fully taxed normalized net income for diluted earnings per share	\$ 53,115	\$ 56,206	\$ 52,188	\$ 64,350	\$ 225,577	\$ 58,119	\$ 55,467	\$ 52,693	\$ 63,309	\$ 229,588
Fully taxed normalized net income per diluted share	\$ 0.28	\$ 0.30	\$ 0.28	\$ 0.35	\$ 1.20	\$ 0.31	\$ 0.29	\$ 0.28	\$ 0.34	\$ 1.22
Diluted shares used in fully taxed normalized net income calculations	186,826	188,970	188,349	186,489	187,382	188,183	189,556	188,273	188,621	188,658
* Non-cash tax expense for previous reported normalized calculation	\$ 23,217	\$ 20,735	\$ 22,434	\$ 18,336	\$ 84,722	\$ 22,851	\$ 20,236	\$ 18,563	\$ 22,553	\$ 84,203