

**AKAMAI TECHNOLOGIES, INC.**  
**SUPPLEMENTAL METRICS (UNAUDITED)**  
**MARCH 31, 2016**

	2016
	Q1
<i>(in thousands, except per share data)</i>	
Revenue	\$ 567,725
Pro forma COGS	\$ 132,242
Depreciation and amortization – network	\$ 58,524
Stock-based compensation – network	\$ 3,970
GAAP COGS	\$ 194,736
Pro forma gross profit	\$ 435,483
Pro forma gross margin	77%
GAAP gross profit	\$ 372,989
GAAP gross margin	66%
Pro forma R&D	\$ 34,404
Stock-based compensation – R&D	\$ 6,438
GAAP R&D	\$ 40,842
Pro forma S&M	\$ 89,840
Stock-based compensation – S&M	\$ 12,352
Other operating expenses – S&M	\$ 19
GAAP S&M	\$ 102,211
Pro forma G&A	\$ 77,182
Stock-based compensation – G&A	\$ 8,981
Other operating expenses – G&A	\$ 691
Depreciation and amortization – G&A	\$ 15,429
GAAP G&A	\$ 102,283
Restructuring charges	\$ 6,818
Amortization of acquired intangible assets	\$ 6,716
Adjusted EBITDA	\$ 234,057
Adjusted EBITDA margin	41%
GAAP OpEx (excluding COGS)	\$ 258,870
GAAP income from operations	\$ 114,119
Interest income	\$ 3,320
Interest expense	\$ (4,653)
Other expense, net	\$ (189)
Income before provision for income taxes	\$ 112,597
Provision for income taxes	\$ 37,739
Net income	\$ 74,858
Net income per share – basic	\$ 0.42
Net income per share – diluted	\$ 0.42
Shares used in per share calculation – basic	176,403
Shares used in per share calculation – diluted	177,539
GAAP income from operations	\$ 114,119
Amortization of acquired intangible assets	\$ 6,716
Stock-based compensation	\$ 31,741
Amortization of capitalized stock-based compensation and capitalized interest expense	\$ 3,608
Other operating expenses	\$ 7,528
Operating adjustments	\$ 49,593
Non-GAAP income from operations	\$ 163,712
Non-GAAP operating margin	29%
GAAP net income	\$ 74,858
Operating adjustments (from above)	\$ 49,593
Amortization of debt discount and issuance costs	\$ 4,653
Income tax-effect of above non-GAAP adjustments and certain discrete tax items	\$ (11,323)
Non-GAAP net income	\$ 117,781
Non-GAAP net income per share – diluted	\$ 0.66
Shares used in per share calculation – diluted	177,539

**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
Other operating expenses – 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
Other operating expenses – G&A	\$ 1,487	\$ 928	\$ 645	\$ 787	\$ 3,847
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
Other operating expenses	\$ 1,709	\$ 1,439	\$ 708	\$ 1,067	\$ 4,923
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