

Akamai Technologies, Inc.
December 31, 2007
In thousands, except per share data

	2006				2006	2007				2007
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY
Revenue	\$ 90,825	\$ 100,649	\$ 111,495	\$ 125,703	\$ 428,672	\$ 139,274	\$ 152,654	\$ 161,240	\$ 183,238	\$ 636,406
Pro forma COGS	\$ 13,681	\$ 14,457	\$ 17,194	\$ 19,700	\$ 65,032	\$ 23,375	\$ 26,234	\$ 28,787	\$ 33,575	\$ 111,971
Dep. & amort. - network	\$ 5,362	\$ 6,205	\$ 7,273	\$ 8,268	\$ 27,108	\$ 10,366	\$ 12,678	\$ 14,128	\$ 14,952	\$ 52,124
Stock comp. - network	\$ 273	\$ 533	\$ 517	\$ 637	\$ 1,960	\$ 739	\$ 847	\$ 896	\$ 867	\$ 3,349
GAAP COGS	\$ 19,316	\$ 21,195	\$ 24,984	\$ 28,605	\$ 94,100	\$ 34,480	\$ 39,759	\$ 43,811	\$ 49,394	\$ 167,444
Pro forma gross profit	\$ 77,144	\$ 86,192	\$ 94,301	\$ 106,003	\$ 363,640	\$ 115,899	\$ 126,420	\$ 132,453	\$ 149,663	\$ 524,435
Pro forma gross margin	85%	86%	85%	84%	85%	83%	83%	82%	82%	82%
GAAP gross profit	\$ 71,509	\$ 79,454	\$ 86,511	\$ 97,098	\$ 334,572	\$ 104,794	\$ 112,895	\$ 117,429	\$ 133,844	\$ 468,962
GAAP gross margin	79%	79%	78%	77%	78%	75%	74%	73%	73%	74%
Pro forma R&D	\$ 5,069	\$ 5,041	\$ 5,825	\$ 5,732	\$ 21,667	\$ 6,628	\$ 7,719	\$ 7,313	\$ 6,823	\$ 28,483
Stock comp. - R&D	\$ 1,657	\$ 3,332	\$ 3,037	\$ 3,409	\$ 11,435	\$ 3,976	\$ 3,944	\$ 4,095	\$ 3,643	\$ 15,658
GAAP R&D	\$ 6,726	\$ 8,373	\$ 8,862	\$ 9,141	\$ 33,102	\$ 10,604	\$ 11,663	\$ 11,408	\$ 10,466	\$ 44,141
Pro forma S&M	\$ 23,706	\$ 24,680	\$ 24,635	\$ 28,265	\$ 101,286	\$ 29,922	\$ 31,268	\$ 29,861	\$ 30,253	\$ 121,304
Stock comp. - S&M	\$ 2,589	\$ 5,040	\$ 4,781	\$ 5,993	\$ 18,403	\$ 6,827	\$ 6,471	\$ 6,810	\$ 6,144	\$ 26,252
GAAP S&M	\$ 26,295	\$ 29,720	\$ 29,416	\$ 34,258	\$ 119,689	\$ 36,749	\$ 37,739	\$ 36,671	\$ 36,397	\$ 147,556
Pro forma G&A	\$ 14,940	\$ 16,436	\$ 17,044	\$ 19,009	\$ 67,429	\$ 20,519	\$ 21,866	\$ 23,357	\$ 25,707	\$ 91,449
Stock comp. - G&A	\$ 2,568	\$ 4,270	\$ 6,179	\$ 4,753	\$ 17,770	\$ 5,288	\$ 5,946	\$ 5,108	\$ 4,954	\$ 21,296
Dep. & Amort - G&A	\$ 1,035	\$ 1,164	\$ 1,306	\$ 1,487	\$ 4,992	\$ 1,671	\$ 1,967	\$ 2,279	\$ 2,439	\$ 8,356
GAAP G&A	\$ 18,543	\$ 21,870	\$ 24,529	\$ 25,249	\$ 90,191	\$ 27,478	\$ 29,779	\$ 30,744	\$ 33,100	\$ 121,101
Restructuring benefit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (178)	\$ -	\$ -	\$ (178)
Amortization of intangible assets	\$ 2,296	\$ 2,198	\$ 1,943	\$ 2,047	\$ 8,484	\$ 2,812	\$ 2,932	\$ 2,835	\$ 2,835	\$ 11,414
Adj. EBITDA	\$ 33,429	\$ 40,035	\$ 46,797	\$ 52,997	\$ 173,258	\$ 58,830	\$ 65,567	\$ 71,922	\$ 86,880	\$ 283,199
Adj. EBITDA margin	37%	40%	42%	42%	40%	42%	43%	45%	47%	44%
GAAP OpEx (excluding COGS)	\$ 53,860	\$ 62,161	\$ 64,750	\$ 70,695	\$ 251,466	\$ 77,643	\$ 81,935	\$ 81,658	\$ 82,798	\$ 324,034
GAAP Op. Income	\$ 17,649	\$ 17,293	\$ 21,761	\$ 26,403	\$ 83,106	\$ 27,151	\$ 30,960	\$ 35,771	\$ 51,046	\$ 144,928
Interest income, net	\$ 2,658	\$ 3,336	\$ 3,970	\$ 4,567	\$ 14,532	\$ 4,732	\$ 5,243	\$ 5,913	\$ 6,841	\$ 22,729
Loss of early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1)	\$ -	\$ (2)	\$ -	\$ (3)
Gain on investments, net	\$ 257	\$ 2	\$ -	\$ 2	\$ 261	\$ -	\$ -	\$ 1	\$ 23	\$ 24
Other income (expense), net	\$ 186	\$ 475	\$ (448)	\$ 357	\$ 570	\$ (204)	\$ (572)	\$ 1,273	\$ 30	\$ 527
Income before provision for income taxes	\$ 20,750	\$ 21,106	\$ 25,283	\$ 31,329	\$ 98,469	\$ 31,678	\$ 35,631	\$ 42,956	\$ 57,940	\$ 168,205
Provision for income taxes	\$ 9,255	\$ 9,842	\$ 11,264	\$ 10,706	\$ 41,068	\$ 12,499	\$ 13,985	\$ 18,692	\$ 22,062	\$ 67,238
Net income	\$ 11,495	\$ 11,264	\$ 14,019	\$ 20,623	\$ 57,401	\$ 19,179	\$ 21,646	\$ 24,264	\$ 35,878	\$ 100,967
Interest add-back for GAAP diluted share calculation	\$ 710	\$ 710	\$ 710	\$ 710	\$ 2,841	\$ 710	\$ 710	\$ 710	\$ 710	\$ 2,841
Net income for diluted earnings per share	\$ 12,205	\$ 11,974	\$ 14,729	\$ 21,333	\$ 60,242	\$ 19,889	\$ 22,356	\$ 24,974	\$ 36,588	\$ 103,808
Net income per share:										
Basic	\$ 0.07	\$ 0.07	\$ 0.09	\$ 0.13	\$ 0.37	\$ 0.12	\$ 0.13	\$ 0.15	\$ 0.22	\$ 0.62
Diluted	\$ 0.07	\$ 0.07	\$ 0.08	\$ 0.12	\$ 0.34	\$ 0.11	\$ 0.12	\$ 0.13	\$ 0.20	\$ 0.56
Shares used in per share calculations:										
Basic	153,819	154,702	155,739	157,206	155,366	161,569	164,798	165,474	164,768	162,959
Diluted	173,811	175,612	177,063	179,064	176,767	183,157	185,601	185,106	185,294	185,094
GAAP Net income	\$ 11,495	\$ 11,264	\$ 14,019	\$ 20,623	\$ 57,401	\$ 19,179	\$ 21,646	\$ 24,264	\$ 35,878	\$ 100,967
Amortization of intangible assets	\$ 2,296	\$ 2,198	\$ 1,943	\$ 2,047	\$ 8,484	\$ 2,812	\$ 2,932	\$ 2,835	\$ 2,835	\$ 11,414
Stock-related compensation	\$ 7,087	\$ 13,175	\$ 14,514	\$ 14,792	\$ 49,568	\$ 16,830	\$ 17,208	\$ 16,909	\$ 15,608	\$ 66,555
Amortization of capitalized stock-related compensation	\$ 6	\$ 27	\$ 129	\$ 136	\$ 298	\$ 188	\$ 401	\$ 537	\$ 703	\$ 1,829
Loss on early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1	\$ -	\$ 2	\$ -	\$ 3
Release of deferred tax valuation allowance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Utilization of tax NOL carryforward	\$ 8,764	\$ 9,178	\$ 11,154	\$ 9,924	\$ 39,020	\$ 11,701	\$ 13,437	\$ 17,833	\$ 20,898	\$ 63,869
Restructuring benefit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (178)	\$ -	\$ -	\$ (178)
(Gain) loss on investments, net	\$ (257)	\$ (2)	\$ -	\$ (2)	\$ (261)	\$ -	\$ -	\$ (1)	\$ (23)	\$ (24)
Normalized net income	\$ 29,391	\$ 35,840	\$ 41,759	\$ 47,520	\$ 154,510	\$ 50,711	\$ 55,446	\$ 62,379	\$ 75,899	\$ 244,435
Interest add-back for normalized diluted share calculation	\$ 710	\$ 710	\$ 710	\$ 710	\$ 2,841	\$ 710	\$ 710	\$ 710	\$ 710	\$ 2,841
Normalized net income for diluted earnings per share	\$ 30,101	\$ 36,550	\$ 42,469	\$ 48,230	\$ 157,351	\$ 51,421	\$ 56,156	\$ 63,089	\$ 76,609	\$ 247,275
Normalized net income per diluted share	\$ 0.17	\$ 0.20	\$ 0.24	\$ 0.27	\$ 0.88	\$ 0.28	\$ 0.30	\$ 0.34	\$ 0.41	\$ 1.32
Diluted shares used in normalized net income calculations	176,644	178,358	179,563	181,332	179,470	185,179	187,432	186,767	186,674	186,709