



Akamai Technologies, Inc.

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Supplemental Metrics (unaudited)
March 31, 2013
In thousands, except per share data

	2011					2012					2013
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
Revenue by Solution category											
Media Delivery Solutions	\$ 138,334	\$ 138,245	\$ 135,139	\$ 155,868	\$ 567,586	\$ 154,942	\$ 158,048	\$ 165,028	\$ 174,950	\$ 652,968	\$ 181,188
Performance & Security Solutions	\$ 113,539	\$ 112,498	\$ 118,889	\$ 133,679	\$ 478,605	\$ 134,022	\$ 140,568	\$ 146,191	\$ 163,037	\$ 583,818	\$ 156,642
Service & Support Solutions	\$ 14,640	\$ 16,850	\$ 17,880	\$ 19,800	\$ 69,170	\$ 20,376	\$ 22,236	\$ 24,522	\$ 26,696	\$ 93,830	\$ 27,465
Activity associated with business divestments and other corporate level adjustments	\$ 9,440	\$ 9,396	\$ 9,948	\$ 14,393	\$ 43,177	\$ 10,108	\$ 10,454	\$ 9,580	\$ 13,189	\$ 43,331	\$ 2,751
Total Revenue	\$ 275,953	\$ 276,989	\$ 281,856	\$ 323,740	\$ 1,158,538	\$ 319,448	\$ 331,306	\$ 345,321	\$ 377,872	\$ 1,373,947	\$ 368,046
Pro forma COGS	\$ 73,755	\$ 73,440	\$ 77,157	\$ 85,762	\$ 310,114	\$ 85,905	\$ 88,331	\$ 88,412	\$ 92,762	\$ 355,410	\$ 87,026
Dep. & amort. - network	\$ 32,726	\$ 33,153	\$ 33,216	\$ 34,842	\$ 133,937	\$ 36,314	\$ 39,865	\$ 42,975	\$ 44,027	\$ 163,181	\$ 30,739
Stock comp. - network	\$ 2,322	\$ 2,207	\$ 2,463	\$ 2,662	\$ 9,654	\$ 2,706	\$ 3,064	\$ 2,834	\$ 2,705	\$ 11,309	\$ 2,627
GAAP COGS	\$ 108,803	\$ 108,800	\$ 112,836	\$ 123,266	\$ 453,705	\$ 124,925	\$ 131,260	\$ 134,221	\$ 139,494	\$ 529,900	\$ 120,392
Pro forma gross profit	\$ 202,198	\$ 203,549	\$ 204,699	\$ 237,978	\$ 848,424	\$ 233,543	\$ 242,975	\$ 256,909	\$ 285,110	\$ 1,018,537	\$ 281,020
Pro forma gross margin	73%	73%	73%	74%	73%	73%	73%	74%	75%	74%	76%
GAAP gross profit	\$ 167,150	\$ 168,189	\$ 169,020	\$ 200,474	\$ 704,833	\$ 194,523	\$ 200,046	\$ 211,100	\$ 238,378	\$ 844,047	\$ 247,654
GAAP gross margin	61%	61%	60%	62%	61%	61%	60%	61%	63%	61%	67%
Pro forma R&D	\$ 9,832	\$ 8,882	\$ 10,913	\$ 11,581	\$ 41,208	\$ 13,550	\$ 12,641	\$ 14,924	\$ 16,354	\$ 57,469	\$ 17,536
Stock comp. - R&D	\$ 2,762	\$ 2,124	\$ 2,629	\$ 3,610	\$ 11,125	\$ 3,930	\$ 4,901	\$ 4,427	\$ 4,017	\$ 17,275	\$ 4,369
GAAP R&D	\$ 12,594	\$ 11,006	\$ 13,542	\$ 15,191	\$ 52,333	\$ 17,480	\$ 17,542	\$ 19,351	\$ 20,371	\$ 74,744	\$ 21,905
Pro forma S&M	\$ 32,432	\$ 33,693	\$ 33,632	\$ 42,564	\$ 142,321	\$ 40,884	\$ 47,666	\$ 46,460	\$ 54,016	\$ 189,026	\$ 53,259
Stock comp. - S&M	\$ 5,079	\$ 3,698	\$ 5,122	\$ 6,797	\$ 20,696	\$ 8,111	\$ 8,814	\$ 8,746	\$ 8,651	\$ 34,322	\$ 9,431
GAAP S&M	\$ 37,511	\$ 37,391	\$ 38,754	\$ 49,361	\$ 163,017	\$ 48,995	\$ 56,480	\$ 55,206	\$ 62,667	\$ 223,348	\$ 62,690
Pro forma G&A	\$ 30,780	\$ 34,797	\$ 37,761	\$ 36,259	\$ 139,597	\$ 36,460	\$ 39,594	\$ 38,995	\$ 41,565	\$ 156,614	\$ 44,151
Stock comp. - G&A	\$ 5,549	\$ 3,583	\$ 4,927	\$ 5,771	\$ 19,830	\$ 6,177	\$ 8,842	\$ 6,628	\$ 6,032	\$ 27,679	\$ 6,504
Acquisition-related costs (benefits) - G&A	\$ (440)	\$ -	\$ -	\$ 1,020	\$ 580	\$ 4,452	\$ 376	\$ 279	\$ 680	\$ 5,787	\$ 337
Gain on divestiture of a business, net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,188)
Dep. & amort - G&A	\$ 4,131	\$ 3,888	\$ 4,360	\$ 4,492	\$ 16,871	\$ 4,553	\$ 4,784	\$ 5,101	\$ 5,582	\$ 20,020	\$ 5,576
GAAP G&A	\$ 40,020	\$ 42,268	\$ 47,048	\$ 47,542	\$ 176,878	\$ 51,642	\$ 53,596	\$ 51,003	\$ 53,859	\$ 210,100	\$ 55,380
Restructuring charges (benefits)	\$ -	\$ -	\$ 158	\$ 4,728	\$ 4,886	\$ 60	\$ (46)	\$ -	\$ 392	\$ 406	\$ 431
Amortization of acquired intangible assets	\$ 4,277	\$ 4,292	\$ 4,185	\$ 4,316	\$ 17,070	\$ 4,767	\$ 5,463	\$ 5,381	\$ 5,351	\$ 20,962	\$ 6,060
Adj. EBITDA	\$ 129,154	\$ 126,177	\$ 122,393	\$ 147,574	\$ 525,298	\$ 142,649	\$ 143,074	\$ 156,530	\$ 173,175	\$ 615,428	\$ 166,074
Adj. EBITDA margin	47%	46%	43%	46%	45%	45%	43%	45%	46%	45%	45%
GAAP OpEx (excluding COGS)	\$ 94,402	\$ 94,957	\$ 103,687	\$ 121,138	\$ 414,184	\$ 122,944	\$ 133,035	\$ 130,941	\$ 142,640	\$ 529,560	\$ 146,466
GAAP Op. Income	\$ 72,748	\$ 73,232	\$ 65,333	\$ 79,336	\$ 290,649	\$ 71,579	\$ 67,011	\$ 80,159	\$ 95,738	\$ 314,487	\$ 101,188
Interest income, net	\$ 2,960	\$ 3,096	\$ 3,002	\$ 1,863	\$ 10,921	\$ 1,646	\$ 1,626	\$ 1,593	\$ 1,590	\$ 6,455	\$ 1,608
Loss on investments	\$ -	\$ -	\$ -	\$ (500)	\$ (500)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (expense) income, net	\$ (1,035)	\$ (107)	\$ (188)	\$ 7,455	\$ 6,125	\$ (441)	\$ 1,131	\$ (241)	\$ 200	\$ 649	\$ (132)
Income before provision for income taxes	\$ 74,673	\$ 76,221	\$ 68,147	\$ 88,154	\$ 307,195	\$ 72,784	\$ 69,768	\$ 81,511	\$ 97,528	\$ 321,591	\$ 102,664
Provision for income taxes	\$ 24,056	\$ 28,300	\$ 25,862	\$ 28,073	\$ 106,291	\$ 29,557	\$ 25,529	\$ 33,280	\$ 29,236	\$ 117,602	\$ 31,177
Net income	\$ 50,617	\$ 47,921	\$ 42,285	\$ 60,081	\$ 200,904	\$ 43,227	\$ 44,239	\$ 48,231	\$ 68,292	\$ 203,989	\$ 71,487
Net income per share:											
Basic	\$ 0.27	\$ 0.26	\$ 0.23	\$ 0.34	\$ 1.09	\$ 0.24	\$ 0.25	\$ 0.27	\$ 0.38	\$ 1.15	\$ 0.40
Diluted	\$ 0.26	\$ 0.25	\$ 0.23	\$ 0.33	\$ 1.07	\$ 0.24	\$ 0.24	\$ 0.27	\$ 0.38	\$ 1.12	\$ 0.39
Shares used in per share calculations:											
Basic	186,849	186,612	183,085	178,916	183,866	178,120	178,547	177,455	177,479	177,900	177,899
Diluted	191,383	190,179	185,704	182,956	187,556	182,342	181,817	181,053	181,768	181,749	181,562
GAAP Net income	\$ 50,617	\$ 47,921	\$ 42,285	\$ 60,081	\$ 200,904	\$ 43,227	\$ 44,239	\$ 48,231	\$ 68,292	\$ 203,989	\$ 71,487
Amortization of acquired intangible assets	\$ 4,277	\$ 4,292	\$ 4,185	\$ 4,316	\$ 17,070	\$ 4,767	\$ 5,463	\$ 5,381	\$ 5,351	\$ 20,962	\$ 6,060
Stock-based compensation	\$ 15,712	\$ 11,612	\$ 15,141	\$ 18,840	\$ 61,305	\$ 20,924	\$ 25,621	\$ 22,635	\$ 21,405	\$ 90,585	\$ 22,931
Amortization of capitalized stock-based compensation	\$ 2,065	\$ 1,938	\$ 1,592	\$ 1,713	\$ 7,308	\$ 1,755	\$ 1,939	\$ 2,025	\$ 1,961	\$ 7,680	\$ 1,901
Gain on divestiture of a business, net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,188)
Acquisition-related costs (benefits)	\$ (440)	\$ -	\$ -	\$ 1,020	\$ 580	\$ 4,452	\$ 376	\$ 279	\$ 680	\$ 5,787	\$ 337
Legal settlements, net	\$ -	\$ -	\$ -	\$ (8,043)	\$ (8,043)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Restructuring charges (benefits)	\$ -	\$ -	\$ 158	\$ 4,728	\$ 4,886	\$ 60	\$ (46)	\$ -	\$ 392	\$ 406	\$ 431
Loss on investments	\$ -	\$ -	\$ -	\$ 500	\$ 500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income tax-effect of above non-GAAP adjustments	\$ (7,702)	\$ (5,997)	\$ (7,613)	\$ (7,133)	\$ (28,445)	\$ (9,889)	\$ (10,444)	\$ (9,674)	\$ (8,054)	\$ (38,061)	\$ (8,726)
Non-GAAP net income	\$ 64,529	\$ 59,766	\$ 55,748	\$ 76,022	\$ 256,065	\$ 65,296	\$ 67,148	\$ 68,877	\$ 90,027	\$ 291,348	\$ 93,233
Non-GAAP net income per diluted share	\$ 0.34	\$ 0.31	\$ 0.30	\$ 0.42	\$ 1.37	\$ 0.36	\$ 0.37	\$ 0.38	\$ 0.50	\$ 1.60	\$ 0.51
Diluted shares used in non-GAAP net income calculations	191,383	190,179	185,704	182,956	187,556	182,342	181,817	181,053	181,768	181,749	181,562