



Akamai Technologies, Inc.
Supplemental Metrics (unaudited)
December 31, 2011
In thousands, except per share data

	2010						2011				2011 FY
	Q1	Q2	Q3	Q4	FY		Q1	Q2	Q3	Q4	
Revenue by vertical											
Media & Entertainment	\$ 103,141	\$ 105,714	\$ 112,117	\$ 123,707	\$ 444,679	\$ 118,246	\$ 116,919	\$ 117,745	\$ 137,390	\$ 490,300	
Commerce	\$ 47,275	\$ 48,422	\$ 49,977	\$ 64,016	\$ 209,690	\$ 59,096	\$ 58,478	\$ 61,363	\$ 76,854	\$ 255,791	
Enterprise	\$ 27,792	\$ 29,528	\$ 29,899	\$ 33,645	\$ 120,864	\$ 36,416	\$ 37,721	\$ 39,001	\$ 41,245	\$ 154,383	
High Tech	\$ 48,903	\$ 47,586	\$ 46,719	\$ 48,594	\$ 191,802	\$ 47,244	\$ 48,196	\$ 48,200	\$ 53,040	\$ 196,680	
Public Sector	\$ 12,918	\$ 14,068	\$ 14,839	\$ 14,726	\$ 56,551	\$ 14,951	\$ 15,675	\$ 15,547	\$ 15,211	\$ 61,384	
Total Revenue	\$ 240,029	\$ 245,318	\$ 253,551	\$ 284,688	\$ 1,023,586	\$ 275,953	\$ 276,989	\$ 281,856	\$ 323,740	\$ 1,158,538	
Pro forma COGS	\$ 41,843	\$ 44,607	\$ 48,806	\$ 54,809	\$ 190,065	\$ 55,787	\$ 55,904	\$ 59,434	\$ 67,121	\$ 238,246	
Dep. & amort. - network	\$ 24,930	\$ 26,526	\$ 28,304	\$ 30,772	\$ 110,532	\$ 32,726	\$ 33,153	\$ 33,216	\$ 34,842	\$ 133,937	
Stock comp. - network	\$ 701	\$ 707	\$ 702	\$ 696	\$ 2,806	\$ 555	\$ 590	\$ 634	\$ 581	\$ 2,360	
GAAP COGS	\$ 67,474	\$ 71,840	\$ 77,812	\$ 86,277	\$ 303,403	\$ 89,068	\$ 89,647	\$ 93,284	\$ 102,544	\$ 374,543	
Pro forma gross profit	\$ 198,186	\$ 200,711	\$ 204,745	\$ 229,879	\$ 833,521	\$ 220,166	\$ 221,085	\$ 222,422	\$ 256,619	\$ 920,292	
Pro forma gross margin	83%	82%	81%	81%	81%	80%	80%	79%	79%	79%	
GAAP gross profit	\$ 172,555	\$ 173,478	\$ 175,739	\$ 198,411	\$ 720,183	\$ 186,885	\$ 187,342	\$ 188,572	\$ 221,196	\$ 783,995	
GAAP gross margin	72%	71%	69%	70%	70%	68%	68%	67%	68%	68%	
Pro forma R&D	\$ 9,186	\$ 10,035	\$ 10,548	\$ 10,458	\$ 40,227	\$ 9,832	\$ 8,882	\$ 10,913	\$ 11,581	\$ 41,208	
Stock comp. - R&D	\$ 3,993	\$ 3,542	\$ 3,687	\$ 3,317	\$ 14,539	\$ 2,762	\$ 2,124	\$ 2,629	\$ 3,610	\$ 11,125	
GAAP R&D	\$ 13,179	\$ 13,577	\$ 14,235	\$ 13,775	\$ 54,766	\$ 12,594	\$ 11,006	\$ 13,542	\$ 15,191	\$ 52,333	
Pro forma S&M	\$ 40,644	\$ 46,427	\$ 46,741	\$ 57,367	\$ 191,179	\$ 46,519	\$ 47,522	\$ 47,569	\$ 57,731	\$ 199,341	
Stock comp. - S&M	\$ 9,024	\$ 8,776	\$ 8,862	\$ 8,863	\$ 35,525	\$ 6,846	\$ 5,315	\$ 6,951	\$ 8,878	\$ 27,990	
GAAP S&M	\$ 49,668	\$ 55,203	\$ 55,603	\$ 66,230	\$ 226,704	\$ 53,365	\$ 52,837	\$ 54,520	\$ 66,609	\$ 227,331	
Pro forma G&A	\$ 30,238	\$ 32,115	\$ 33,346	\$ 32,844	\$ 128,543	\$ 34,661	\$ 38,504	\$ 41,547	\$ 39,733	\$ 154,445	
Stock comp. - G&A	\$ 5,390	\$ 7,251	\$ 5,338	\$ 5,619	\$ 23,598	\$ 5,549	\$ 3,583	\$ 4,927	\$ 5,771	\$ 19,830	
Acquisition related costs (benefits) - G&A	\$ -	\$ 345	\$ -	\$ (760)	\$ (415)	\$ (440)	\$ -	\$ -	\$ 1,020	\$ 580	
Dep. & Amort - G&A	\$ 3,922	\$ 3,996	\$ 4,045	\$ 4,090	\$ 16,053	\$ 4,131	\$ 3,888	\$ 4,360	\$ 4,492	\$ 16,871	
GAAP G&A	\$ 39,550	\$ 43,707	\$ 42,729	\$ 41,793	\$ 167,779	\$ 43,901	\$ 46,975	\$ 50,834	\$ 51,016	\$ 191,726	
Restructuring charge (benefit)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 158	\$ 4,728	\$ 4,886	
Amortization of other intangible assets	\$ 4,108	\$ 4,152	\$ 4,130	\$ 4,267	\$ 16,657	\$ 4,277	\$ 4,292	\$ 4,185	\$ 4,316	\$ 17,070	
Adj. EBITDA	\$ 118,118	\$ 112,134	\$ 114,110	\$ 129,210	\$ 473,572	\$ 129,154	\$ 126,177	\$ 122,393	\$ 147,574	\$ 525,298	
Adj. EBITDA margin	49%	46%	45%	45%	46%	47%	46%	43%	46%	45%	
GAAP OpEx (excluding COGS)	\$ 106,505	\$ 116,639	\$ 116,697	\$ 126,065	\$ 465,906	\$ 114,137	\$ 114,110	\$ 123,239	\$ 141,860	\$ 493,346	
GAAP Op. Income	\$ 66,050	\$ 56,839	\$ 59,042	\$ 72,346	\$ 254,277	\$ 72,748	\$ 73,232	\$ 65,333	\$ 79,336	\$ 290,649	
Interest income, net	\$ 2,662	\$ 2,771	\$ 2,636	\$ 2,793	\$ 10,862	\$ 2,960	\$ 3,096	\$ 3,002	\$ 1,863	\$ 10,921	
Loss of early extinguishment of debt	\$ -	\$ (294)	\$ -	\$ (5)	\$ (299)	\$ -	\$ -	\$ -	\$ -	\$ -	
Gain (loss) on investments, net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (500)	\$ (500)	
Other income (expense), net	\$ (75)	\$ 122	\$ (1,366)	\$ (1,149)	\$ (2,468)	\$ (1,035)	\$ (107)	\$ (188)	\$ 7,455	\$ 6,125	
Income before provision for income taxes	\$ 68,637	\$ 59,438	\$ 60,312	\$ 73,985	\$ 262,372	\$ 74,673	\$ 76,221	\$ 68,147	\$ 88,154	\$ 307,195	
Provision for income taxes	\$ 27,759	\$ 21,315	\$ 20,603	\$ 21,475	\$ 91,152	\$ 24,056	\$ 28,300	\$ 25,862	\$ 28,073	\$ 106,291	
Net income	\$ 40,878	\$ 38,123	\$ 39,709	\$ 52,510	\$ 171,220	\$ 50,617	\$ 47,921	\$ 42,285	\$ 60,081	\$ 200,904	
Interest add-back for GAAP diluted share calculation	\$ 422	\$ 396	\$ 146	\$ 94	\$ 1,059	\$ -	\$ -	\$ -	\$ -	\$ -	
Net income for diluted earnings per share	\$ 41,300	\$ 38,519	\$ 39,855	\$ 52,604	\$ 172,279	\$ 50,617	\$ 47,921	\$ 42,285	\$ 60,081	\$ 200,904	
Net income per share:											
Basic	\$ 0.24	\$ 0.22	\$ 0.22	\$ 0.29	\$ 0.97	\$ 0.27	\$ 0.26	\$ 0.23	\$ 0.34	\$ 1.09	
Diluted	\$ 0.22	\$ 0.20	\$ 0.21	\$ 0.27	\$ 0.90	\$ 0.26	\$ 0.25	\$ 0.23	\$ 0.33	\$ 1.07	
Shares used in per share calculations:											
Basic	171,101	173,317	181,457	183,362	177,309	186,849	186,612	183,085	178,916	183,866	
Diluted	189,013	190,479	191,271	191,837	190,650	191,383	190,179	185,704	182,956	187,556	
GAAP Net income	\$ 40,878	\$ 38,123	\$ 39,709	\$ 52,510	\$ 171,220	\$ 50,617	\$ 47,921	\$ 42,285	\$ 60,081	\$ 200,904	
Amortization of other intangible assets	\$ 4,108	\$ 4,152	\$ 4,130	\$ 4,267	\$ 16,657	\$ 4,277	\$ 4,292	\$ 4,185	\$ 4,316	\$ 17,070	
Stock-based compensation	\$ 19,108	\$ 20,276	\$ 18,589	\$ 18,495	\$ 76,468	\$ 15,712	\$ 11,612	\$ 15,141	\$ 18,840	\$ 61,305	
Amortization of capitalized stock-based compensation	\$ 1,875	\$ 1,830	\$ 1,817	\$ 1,987	\$ 7,509	\$ 2,065	\$ 1,938	\$ 1,592	\$ 1,713	\$ 7,308	
Loss on early extinguishment of debt	\$ -	\$ 294	\$ -	\$ 5	\$ 299	\$ -	\$ -	\$ -	\$ -	\$ -	
Acquisition related costs (benefits)	\$ -	\$ 345	\$ -	\$ (760)	\$ (415)	\$ (440)	\$ -	\$ -	\$ 1,020	\$ 580	
Legal settlements, net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (8,043)	\$ (8,043)	
Restructuring charge (benefit)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 158	\$ 4,728	\$ 4,886	
(Gain) loss on investments, net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 500	\$ 500	
Normalized net income	\$ 65,969	\$ 65,020	\$ 64,245	\$ 76,504	\$ 271,738	\$ 72,231	\$ 65,763	\$ 63,361	\$ 83,155	\$ 284,510	
Interest add-back for normalized diluted share calculation	\$ 422	\$ 396	\$ 146	\$ 94	\$ 1,059	\$ -	\$ -	\$ -	\$ -	\$ -	
Normalized net income for diluted earnings per share	\$ 66,391	\$ 65,416	\$ 64,391	\$ 76,598	\$ 272,797	\$ 72,231	\$ 65,763	\$ 63,361	\$ 83,155	\$ 284,510	
Normalized net income per diluted share	\$ 0.35	\$ 0.34	\$ 0.34	\$ 0.40	\$ 1.43	\$ 0.38	\$ 0.35	\$ 0.34	\$ 0.45	\$ 1.52	
Diluted shares used in Normalized net income calculations	189,013	190,479	191,271	191,837	190,650	191,383	190,179	185,704	182,956	187,556	