

AKAMAI TECHNOLOGIES, INC.
SUPPLEMENTAL METRICS (UNAUDITED)
DECEMBER 31, 2014

	2014				2014 FY
	Q1	Q2	Q3	Q4	
<i>(in thousands, except per share data)</i>					
Revenue by solution category					
Media Delivery Solutions	\$ 214,833	\$ 216,174	\$ 230,576	\$ 250,132	\$ 911,715
Performance & Security Solutions	\$ 197,977	\$ 217,415	\$ 224,169	\$ 239,660	\$ 879,221
Service & Support Solutions	\$ 40,692	\$ 42,446	\$ 43,297	\$ 46,503	\$ 172,938
Total revenue	\$ 453,502	\$ 476,035	\$ 498,042	\$ 536,295	\$1,963,874
Pro forma COGS	\$ 98,322	\$ 105,809	\$ 107,654	\$ 111,929	\$ 423,714
Depreciation and amortization – network	\$ 38,495	\$ 40,433	\$ 48,128	\$ 48,239	\$ 175,295
Stock-based compensation – network	\$ 2,795	\$ 3,076	\$ 3,030	\$ 3,033	\$ 11,934
GAAP COGS	\$ 139,612	\$ 149,318	\$ 158,812	\$ 163,201	\$ 610,943
Pro forma gross profit	\$ 355,180	\$ 370,226	\$ 390,388	\$ 424,366	\$1,540,160
Pro forma gross margin	78%	78%	78%	79%	78%
GAAP gross profit	\$ 313,890	\$ 326,717	\$ 339,230	\$ 373,094	\$1,352,931
GAAP gross margin	69%	69%	68%	70%	69%
Pro forma R&D	\$ 23,757	\$ 26,991	\$ 27,604	\$ 27,593	\$ 105,945
Stock-based compensation – R&D	\$ 4,477	\$ 5,061	\$ 4,979	\$ 4,824	\$ 19,341
GAAP R&D	\$ 28,234	\$ 32,052	\$ 32,583	\$ 32,417	\$ 125,286
Pro forma S&M	\$ 70,533	\$ 78,318	\$ 83,835	\$ 97,883	\$ 330,569
Stock-based compensation – S&M	\$ 10,532	\$ 12,796	\$ 12,110	\$ 12,132	\$ 47,570
Acquisition-related costs – S&M	\$ —	\$ 348	\$ 270	\$ 278	\$ 896
GAAP S&M	\$ 81,065	\$ 91,462	\$ 96,215	\$ 110,293	\$ 379,035
Pro forma G&A	\$ 57,286	\$ 60,815	\$ 65,802	\$ 67,211	\$ 251,114
Stock-based compensation – G&A	\$ 7,310	\$ 10,745	\$ 7,889	\$ 7,207	\$ 33,151
Acquisition-related costs – G&A	\$ 3,392	\$ 444	\$ —	\$ 75	\$ 3,911
Legal settlements – G&A	\$ —	\$ —	\$ —	\$ 285	\$ 285
Benefit from adoption of software development activities – G&A	\$ —	\$ —	\$ (2,670)	\$ —	\$ (2,670)
Depreciation and amortization – G&A	\$ 8,173	\$ 9,876	\$ 10,884	\$ 11,121	\$ 40,054
GAAP G&A	\$ 76,161	\$ 81,880	\$ 81,905	\$ 85,899	\$ 325,845
Restructuring charges (benefits)	\$ 735	\$ 569	\$ (115)	\$ —	\$ 1,189
Amortization of acquired intangible assets	\$ 6,848	\$ 8,403	\$ 8,403	\$ 8,403	\$ 32,057
Adjusted EBITDA	\$ 203,604	\$ 204,102	\$ 213,147	\$ 231,679	\$ 852,532
Adjusted EBITDA margin	45%	43%	43%	43%	43%
GAAP OpEx (excluding COGS)	\$ 193,043	\$ 214,366	\$ 218,991	\$ 237,012	\$ 863,412
GAAP income from operations	\$ 120,847	\$ 112,351	\$ 120,239	\$ 136,082	\$ 489,519
Interest income	\$ 1,639	\$ 1,740	\$ 2,010	\$ 2,291	\$ 7,680
Interest expense	\$ (1,941)	\$ (4,516)	\$ (4,482)	\$ (4,524)	\$ (15,463)
Other (expense) income, net	\$ (881)	\$ (899)	\$ (188)	\$ 8	\$ (1,960)
Income before provision for income taxes	\$ 119,664	\$ 108,676	\$ 117,579	\$ 133,857	\$ 479,776
Provision for income taxes	\$ 46,864	\$ 35,790	\$ 26,424	\$ 36,750	\$ 145,828
Net income	\$ 72,800	\$ 72,886	\$ 91,155	\$ 97,107	\$ 333,948
Net income per share – basic	\$ 0.41	\$ 0.41	\$ 0.51	\$ 0.55	\$ 1.87
Net income per share – diluted	\$ 0.40	\$ 0.40	\$ 0.50	\$ 0.54	\$ 1.84
Shares used in per share calculation – basic	178,705	178,081	178,186	178,144	178,279
Shares used in per share calculation – diluted	182,038	180,841	180,955	180,910	181,186
GAAP income from operations	\$ 120,847	\$ 112,351	\$ 120,239	\$ 136,082	\$ 489,519
Amortization of acquired intangible assets	\$ 6,848	\$ 8,403	\$ 8,403	\$ 8,403	\$ 32,057
Stock-based compensation	\$ 25,114	\$ 31,678	\$ 28,008	\$ 27,196	\$ 111,996
Amortization of capitalized stock-based compensation	\$ 1,928	\$ 2,016	\$ 3,556	\$ 2,845	\$ 10,345
Amortization of capitalized interest expense	\$ —	\$ 18	\$ 45	\$ 98	\$ 161
Acquisition-related costs	\$ 3,392	\$ 792	\$ 270	\$ 353	\$ 4,807
Legal settlements	\$ —	\$ —	\$ —	\$ 285	\$ 285
Benefit from adoption of software development activities	\$ —	\$ —	\$ (2,670)	\$ —	\$ (2,670)
Restructuring charges (benefits)	\$ 735	\$ 569	\$ (115)	\$ —	\$ 1,189
Operating adjustments	\$ 38,017	\$ 43,476	\$ 37,497	\$ 39,180	\$ 158,170
Non-GAAP income from operations	\$ 158,864	\$ 155,827	\$ 157,736	\$ 175,262	\$ 647,689
Non-GAAP operating margin	35%	33%	32%	33%	33%
GAAP net income	\$ 72,800	\$ 72,886	\$ 91,155	\$ 97,107	\$ 333,948
Operating adjustments (from above)	\$ 38,017	\$ 43,476	\$ 37,497	\$ 39,180	\$ 158,170
Amortization of debt discount and issuance costs	\$ 1,941	\$ 4,516	\$ 4,482	\$ 4,524	\$ 15,463
Loss on investments	\$ —	\$ 393	\$ —	\$ 50	\$ 443
Income tax-effect of above non-GAAP adjustments and certain discrete tax items	\$ (7,841)	\$ (15,721)	\$ (21,771)	\$ (13,869)	\$ (59,202)
Non-GAAP net income	\$ 104,917	\$ 105,550	\$ 111,363	\$ 126,992	\$ 448,822
Non-GAAP net income per share – diluted	\$ 0.58	\$ 0.58	\$ 0.62	\$ 0.70	\$ 2.48
Shares used in per share calculation – diluted	182,038	180,841	180,955	180,910	181,186

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	2013				2013 FY
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<i>(in thousands, except per share data)</i>					
Revenue by solution category					
Media Delivery Solutions	\$ 181,188	\$ 179,418	\$ 189,066	\$ 207,475	\$ 757,147
Performance & Security Solutions	\$ 156,642	\$ 167,881	\$ 173,864	\$ 192,172	\$ 690,559
Service & Support Solutions	\$ 27,465	\$ 31,429	\$ 32,860	\$ 36,333	\$ 128,087
Activity associated with business divestments and other corporate level adjustments	\$ 2,751	\$ (622)	\$ —	\$ —	\$ 2,129
Total revenue	\$ 368,046	\$ 378,106	\$ 395,790	\$ 435,980	\$1,577,922
Pro forma COGS	\$ 87,026	\$ 89,822	\$ 93,113	\$ 94,365	\$ 364,326
Depreciation and amortization – network	\$ 30,739	\$ 32,165	\$ 36,041	\$ 36,949	\$ 135,894
Stock-based compensation – network	\$ 2,627	\$ 2,718	\$ 2,885	\$ 2,637	\$ 10,867
GAAP COGS	\$ 120,392	\$ 124,705	\$ 132,039	\$ 133,951	\$ 511,087
Pro forma gross profit	\$ 281,020	\$ 288,284	\$ 302,677	\$ 341,615	\$1,213,596
Pro forma gross margin	76%	76%	76%	78%	77%
GAAP gross profit	\$ 247,654	\$ 253,401	\$ 263,751	\$ 302,029	\$1,066,835
GAAP gross margin	67%	67%	67%	69%	68%
Pro forma R&D	\$ 17,536	\$ 16,730	\$ 20,274	\$ 21,867	\$ 76,407
Stock-based compensation – R&D	\$ 4,369	\$ 3,867	\$ 4,583	\$ 4,653	\$ 17,472
GAAP R&D	\$ 21,905	\$ 20,597	\$ 24,857	\$ 26,520	\$ 93,879
Pro forma S&M	\$ 53,259	\$ 58,026	\$ 57,763	\$ 72,042	\$ 241,090
Stock-based compensation – S&M	\$ 9,431	\$ 9,799	\$ 10,048	\$ 10,012	\$ 39,290
GAAP S&M	\$ 62,690	\$ 67,825	\$ 67,811	\$ 82,054	\$ 280,380
Pro forma G&A	\$ 44,151	\$ 47,769	\$ 51,305	\$ 56,083	\$ 199,308
Stock-based compensation – G&A	\$ 6,504	\$ 8,417	\$ 6,963	\$ 6,371	\$ 28,255
Acquisition-related costs – G&A	\$ 337	\$ 31	\$ 219	\$ 1,266	\$ 1,853
Gain and other activity related to divestiture of a business	\$ (1,188)	\$ (1,093)	\$ 1,093	\$ —	\$ (1,188)
Depreciation and amortization – G&A	\$ 5,576	\$ 6,227	\$ 7,054	\$ 8,133	\$ 26,990
GAAP G&A	\$ 55,380	\$ 61,351	\$ 66,634	\$ 71,853	\$ 255,218
Restructuring charges	\$ 431	\$ 391	\$ 69	\$ 952	\$ 1,843
Amortization of acquired intangible assets	\$ 6,060	\$ 5,734	\$ 4,859	\$ 4,894	\$ 21,547
Adjusted EBITDA	\$ 166,074	\$ 165,759	\$ 173,335	\$ 191,623	\$ 696,791
Adjusted EBITDA margin	45%	44%	44%	44%	44%
GAAP OpEx (excluding COGS)	\$ 146,466	\$ 155,898	\$ 164,230	\$ 186,273	\$ 652,867
GAAP operating income	\$ 101,188	\$ 97,503	\$ 99,521	\$ 115,756	\$ 413,968
Interest income	\$ 1,608	\$ 1,477	\$ 1,458	\$ 1,534	\$ 6,077
Other (expense) income, net	\$ (132)	\$ 341	\$ (305)	\$ (395)	\$ (491)
Income before provision for income taxes	\$ 102,664	\$ 99,321	\$ 100,674	\$ 116,895	\$ 419,554
Provision for income taxes	\$ 31,177	\$ 37,426	\$ 20,918	\$ 36,546	\$ 126,067
Net income	\$ 71,487	\$ 61,895	\$ 79,756	\$ 80,349	\$ 293,487
Net income per share – basic	\$ 0.40	\$ 0.35	\$ 0.45	\$ 0.45	\$ 1.65
Net income per share – diluted	\$ 0.39	\$ 0.34	\$ 0.44	\$ 0.44	\$ 1.61
Shares used in per share calculation – basic	177,899	177,891	178,235	178,758	178,196
Shares used in per share calculation – diluted	181,562	181,388	181,922	182,258	181,783
GAAP income from operations	\$ 101,188	\$ 97,503	\$ 99,521	\$ 115,756	\$ 413,968
Amortization of acquired intangible assets	\$ 6,060	\$ 5,734	\$ 4,859	\$ 4,894	\$ 21,547
Stock-based compensation	\$ 22,931	\$ 24,801	\$ 24,479	\$ 23,673	\$ 95,884
Amortization of capitalized stock-based compensation	\$ 1,901	\$ 1,978	\$ 2,224	\$ 1,974	\$ 8,077
Acquisition-related costs	\$ 337	\$ 31	\$ 219	\$ 1,266	\$ 1,853
(Gain) and other activity related to divestiture of a business, net	\$ (1,188)	\$ (1,093)	\$ 1,093	\$ —	\$ (1,188)
Restructuring charges	\$ 431	\$ 391	\$ 69	\$ 952	\$ 1,843
Operating adjustments	\$ 30,472	\$ 31,842	\$ 32,943	\$ 32,759	\$ 128,016
Non-GAAP income from operations	\$ 131,660	\$ 129,345	\$ 132,464	\$ 148,515	\$ 541,984
Non-GAAP operating margin	36%	34%	33%	34%	34%
GAAP net income	\$ 71,487	\$ 61,895	\$ 79,756	\$ 80,349	\$ 293,487
Operating adjustments (from above)	\$ 30,472	\$ 31,842	\$ 32,943	\$ 32,759	\$ 128,016
Income tax-effect of above non-GAAP adjustments	\$ (8,726)	\$ (9,726)	\$ (22,439)	\$ (13,233)	\$ (54,124)
Non-GAAP net income	\$ 93,233	\$ 84,011	\$ 90,260	\$ 99,875	\$ 367,379
Non-GAAP net income per diluted share	\$ 0.51	\$ 0.46	\$ 0.50	\$ 0.55	\$ 2.02
Diluted shares used in non-GAAP net income calculations	181,562	181,388	181,922	182,258	181,783