

AKAMAI TECHNOLOGIES, INC.
ADDITIONAL REVENUE METRICS (UNAUDITED)
MARCH 31, 2020

REVENUE BY DIVISION – A customer-focused reporting view that reflects revenue from customers that are managed by the division. As the purchasing patterns and required account expertise of customers changes over time, Akamai may reassign a customer's division from one to another. In 2020, Akamai reassigned some of its customers between the Media and Carrier Division and the Web Division and revised historical results in order to reflect the most recent categorization and to provide a comparable view for all periods presented.

	2020
	Q1
(in thousands)	
Web Division	\$ 405,995
Media and Carrier Division	358,307
Total revenue	<u>\$ 764,302</u>

	2019				
	Q1	Q2	Q3	Q4	2019 FY
(in thousands)					
Web Division	\$ 374,202	\$ 377,558	\$ 387,662	\$ 416,830	\$ 1,556,252
Media and Carrier Division	332,306	327,516	322,250	355,293	1,337,365
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>	<u>\$ 772,123</u>	<u>\$ 2,893,617</u>

	2018				
	Q1	Q2	Q3	Q4	2018 FY
(in thousands)					
Web Division	\$ 351,200	\$ 349,840	\$ 354,908	\$ 383,824	\$ 1,439,772
Media and Carrier Division	317,524	312,919	314,720	329,539	1,274,702
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2020	
	As Reported	Adjusted ⁽¹⁾
	Q1	Q1
Web Division	8 %	10 %
Media and Carrier Division	8 %	9 %
Total revenue	<u>8 %</u>	<u>9 %</u>

	2019									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2019 FY	Q1	Q2	Q3	Q4	2019 FY
Web Division	7 %	8 %	9 %	9 %	8 %	9 %	10 %	10 %	9 %	9 %
Media and Carrier Division	5 %	5 %	2 %	8 %	5 %	7 %	6 %	3 %	8 %	6 %
Total revenue	<u>6 %</u>	<u>6 %</u>	<u>6 %</u>	<u>8 %</u>	<u>7 %</u>	<u>8 %</u>	<u>8 %</u>	<u>7 %</u>	<u>9 %</u>	<u>8 %</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
Web Division	16 %	10 %	8 %	9 %	11 %	13 %	9 %	9 %	10 %	10 %
Media and Carrier Division	7 %	8 %	6 %	8 %	7 %	4 %	7 %	7 %	9 %	7 %
Total revenue	<u>11 %</u>	<u>9 %</u>	<u>7 %</u>	<u>8 %</u>	<u>9 %</u>	<u>9 %</u>	<u>8 %</u>	<u>8 %</u>	<u>10 %</u>	<u>9 %</u>

(1) See Reconciliation of GAAP to Non-GAAP Financial Measures posted on the Investor Relations section of Akamai's website for a definition of this non-GAAP financial measure

REVENUE FROM CLOUD SECURITY SOLUTIONS – A product-focused reporting view that illustrates revenue from Cloud Security Solutions separately from all other solution categories.

	2020
<i>(in thousands)</i>	Q1
Cloud Security Solutions	\$ 240,300
CDN and other solutions	524,002
Total revenue	<u>\$ 764,302</u>

	2019				
<i>(in thousands)</i>	Q1	Q2	Q3	Q4	2019 FY
Cloud Security Solutions	\$ 190,093	\$ 204,811	\$ 215,916	\$ 237,913	\$ 848,733
CDN and other solutions	516,415	500,263	493,996	534,210	2,044,884
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>	<u>\$ 772,123</u>	<u>\$ 2,893,617</u>

	2018				
<i>(in thousands)</i>	Q1	Q2	Q3	Q4	2018 FY
Cloud Security Solutions	\$ 150,076	\$ 155,250	\$ 168,652	\$ 184,769	\$ 658,747
CDN and other solutions	518,648	507,509	500,976	528,594	2,055,727
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2020	
	As Reported	Adjusted ⁽¹⁾
	Q1	Q1
Cloud Security Solutions	26 %	28 %
CDN and other solutions	1 %	2 %
Total revenue	<u>8 %</u>	<u>9 %</u>

	2019									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2019 FY	Q1	Q2	Q3	Q4	2019 FY
Cloud Security Solutions	27 %	32 %	28 %	29 %	29 %	29 %	34 %	29 %	29 %	30 %
CDN and other solutions	— %	(1)%	(1)%	1 %	(1)%	2 %	— %	(1)%	1 %	1 %
Total revenue	<u>6 %</u>	<u>6 %</u>	<u>6 %</u>	<u>8 %</u>	<u>7 %</u>	<u>8 %</u>	<u>8 %</u>	<u>7 %</u>	<u>9 %</u>	<u>8 %</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
Cloud Security Solutions	36 %	33 %	37 %	35 %	35 %	33 %	31 %	38 %	37 %	35 %
CDN and other solutions	6 %	4 %	— %	1 %	3 %	3 %	3 %	1 %	2 %	2 %
Total revenue	<u>11 %</u>	<u>9 %</u>	<u>7 %</u>	<u>8 %</u>	<u>9 %</u>	<u>9 %</u>	<u>8 %</u>	<u>8 %</u>	<u>10 %</u>	<u>9 %</u>

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REVENUE FROM INTERNET PLATFORM CUSTOMERS – Revenue from six customers that are large Internet platform companies: Amazon, Apple, Facebook, Google, Microsoft and Netflix

	2020
<i>(in thousands)</i>	Q1
Revenue from Internet Platform Customers	\$ 44,702
Revenue excluding Internet Platform Customers	719,600
Total revenue	<u>\$ 764,302</u>

	2019				
<i>(in thousands)</i>	Q1	Q2	Q3	Q4	2019 FY
Revenue from Internet Platform Customers	\$ 47,086	\$ 46,259	\$ 44,156	\$ 51,927	\$ 189,428
Revenue excluding Internet Platform Customers	659,422	658,815	665,756	720,196	2,704,189
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>	<u>\$ 772,123</u>	<u>\$ 2,893,617</u>

	2018				
<i>(in thousands)</i>	Q1	Q2	Q3	Q4	2018 FY
Revenue from Internet Platform Customers	\$ 44,391	\$ 44,062	\$ 43,086	\$ 43,218	\$ 174,757
Revenue excluding Internet Platform Customers	624,333	618,697	626,542	670,145	2,539,717
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2020	
	As Reported	Adjusted ⁽¹⁾
	Q1	Q1
Revenue from Internet Platform Customers	(5)%	(5)%
Revenue excluding Internet Platform Customers	9 %	10 %
Total revenue	<u>8 %</u>	<u>9 %</u>

	2019									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2019 FY	Q1	Q2	Q3	Q4	2019 FY
Revenue from Internet Platform Customers	6 %	5 %	2 %	20 %	8 %	6 %	5 %	2 %	20 %	8 %
Revenue excluding Internet Platform Customers	6 %	6 %	6 %	7 %	6 %	8 %	8 %	7 %	8 %	8 %
Total revenue	<u>6 %</u>	<u>6 %</u>	<u>6 %</u>	<u>8 %</u>	<u>7 %</u>	<u>8 %</u>	<u>8 %</u>	<u>7 %</u>	<u>9 %</u>	<u>8 %</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
Revenue from Internet Platform Customers	(14)%	(14)%	(15)%	(14)%	(14)%	(14)%	(14)%	(15)%	(14)%	(14)%
Revenue excluding Internet Platform Customers	14 %	12 %	9 %	10 %	11 %	11 %	10 %	10 %	11 %	11 %
Total revenue	<u>11 %</u>	<u>9 %</u>	<u>7 %</u>	<u>8 %</u>	<u>9 %</u>	<u>9 %</u>	<u>8 %</u>	<u>8 %</u>	<u>10 %</u>	<u>9 %</u>

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REVENUE BY GEOGRAPHY

<i>(in thousands)</i>	2020
	Q1
U.S.	\$ 428,930
International	335,372
Total revenue	<u>\$ 764,302</u>

<i>(in thousands)</i>	2019				2019 FY
	Q1	Q2	Q3	Q4	
U.S.	\$ 418,200	\$ 416,859	\$ 413,116	\$ 446,036	\$ 1,694,211
International	288,308	288,215	296,796	326,087	1,199,406
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>	<u>\$ 772,123</u>	<u>\$ 2,893,617</u>

<i>(in thousands)</i>	2018				2018 FY
	Q1	Q2	Q3	Q4	
U.S.	\$ 423,339	\$ 413,129	\$ 412,573	\$ 434,231	\$ 1,683,272
International	245,385	249,630	257,055	279,132	1,031,202
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2020	
	As Reported	Adjusted ⁽¹⁾
	Q1	Q1
U.S.	3 %	3 %
International	16 %	19 %
Total revenue	<u>8 %</u>	<u>9 %</u>

	2019									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2019 FY	Q1	Q2	Q3	Q4	2019 FY
U.S.	(1)%	1 %	— %	3 %	1 %	(1)%	1 %	— %	3 %	1 %
International	17 %	15 %	15 %	17 %	16 %	24 %	20 %	18 %	18 %	20 %
Total revenue	<u>6 %</u>	<u>6 %</u>	<u>6 %</u>	<u>8 %</u>	<u>7 %</u>	<u>8 %</u>	<u>8 %</u>	<u>7 %</u>	<u>9 %</u>	<u>8 %</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
U.S.	6 %	3 %	— %	2 %	3 %	6 %	3 %	— %	2 %	3 %
International	22 %	21 %	21 %	20 %	21 %	14 %	18 %	24 %	23 %	20 %
Total revenue	<u>11 %</u>	<u>9 %</u>	<u>7 %</u>	<u>8 %</u>	<u>9 %</u>	<u>9 %</u>	<u>8 %</u>	<u>8 %</u>	<u>10 %</u>	<u>9 %</u>

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