## Akamai Technologies, Inc. Reconciliation of GAAP to Non-GAAP Financial Measures September 30, 2021

In addition to providing financial measurements based on generally accepted accounting principles in the United States of America (GAAP), Akamai provides additional financial metrics that are not prepared in accordance with GAAP (non-GAAP). Management uses non-GAAP financial measures, in addition to GAAP financial measures, to understand and compare operating results across accounting periods, for financial and operational decision making, for planning and forecasting purposes, to measure executive compensation and to evaluate Akamai's financial performance. These non-GAAP financial measures are non-GAAP income from operations, non-GAAP operating margin, non-GAAP net income, non-GAAP net income per share, Adjusted EBITDA, Adjusted EBITDA margin, capital expenditures and impact of foreign currency exchange rates, as discussed below

Management believes that these non-GAAP financial measures reflect Akamai's ongoing business in a manner that allows for meaningful comparisons and analysis of trends in the business, as they facilitate comparing financial results across accounting periods and to those of peer companies. Management also believes that these non-GAAP financial measures enable investors to evaluate Akamai's operating results and future prospects in the same manner as management. These non-GAAP financial measures may also exclude expenses and gains that may be unusual in nature, infrequent or not reflective of Akamai's ongoing operating results.

The non-GAAP financial measures do not replace the presentation of Akamai's GAAP financial results and should only be used as a supplement to, not as a substitute for, Akamai's financial results presented in accordance with GAAP. Akamai has provided a reconciliation of each non-GAAP financial measure used in its financial reporting and investor presentations to the most directly comparable GAAP financial measure. This reconciliation captioned "Reconciliation of GAAP to Non-GAAP Financial Measures" can be found on the Investor Relations section of Akamai's website.

Akamai provides forward-looking statements in the form of guidance during its quarterly earnings conference calls. This guidance is provided on a non-GAAP basis and cannot be reconciled to the closest GAAP measures without unreasonable effort because of the unpredictability of the amounts and timing of events affecting the items we exclude from non-GAAP measures. For example, stock-based compensation is unpredictable for Akamai's performance-based awards, which can fluctuate significantly based on current expectations of future achievement of performance-based targets. Amortization of intangible assets, acquisition-related costs and restructuring costs are all impacted by the timing and size of potential future actions, which are difficult to predict. In addition, from time to time, Akamai excludes certain items that occur infrequently, which are also inherently difficult to predict and estimate. It is also difficult to predict the tax effect of the items we exclude and to estimate certain discrete tax items, like the resolution of tax audits or changes to tax laws. As such, the costs that are being excluded from non-GAAP guidance are difficult to predict and a reconciliation or a range of results could lead to disclosure that would be imprecise or potentially misleading. Material changes to any one of the exclusions could have a significant effect on our guidance and future GAAP results.

Akamai's definitions of its non-GAAP financial measures are outlined below:

Non-GAAP income from operations – GAAP income from operations adjusted for the following items: amortization of acquired intangible assets; stock-based compensation; amortization of capitalized stock-based compensation; amortization of capitalized interest expense; acquisition-related costs; restructuring charges; gains and losses on legal settlements; costs incurred related to endowments to the Akamai Foundation; and other non-recurring or unusual items that may arise from time to time.

	Th	ree	Months End	Nine Months Ended					
(in thousands)	September 30, 2021		June 30, 2021	September 30, 2020			eptember 30, 2021		eptember 30, 2020
Income from operations	\$ 205,265		199,434	\$	181,158	\$	587,063	\$	523,917
Amortization of acquired intangible assets	11,959		12,060		10,340		35,446		31,155
Stock-based compensation	49,018		50,481		50,217		153,804		146,901
Amortization of capitalized stock-based compensation and capitalized interest expense	8,815		9,840		7,913		27,253		24,540
Restructuring charge (benefit)	565		(2,114)		21		5,567		10,439
Acquisition-related costs	1,316		140		1,051		1,520		1,189
Legal settlements	_						_		275
Non-GAAP income from operations	\$ 276,938	\$	269,841	\$	250,700	\$	810,653	\$	738,416

Non-GAAP operating margin – Non-GAAP income from operations stated as a percentage of revenue.

	Th	ree Months End	led	Nine Mon	ths Ended
(in thousands)	September 30, 2021	June 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020
Revenue	\$ 860,333	\$ 852,824	\$ 792,845	\$2,555,865	\$2,351,862
Non-GAAP income from operations	276,938	269,841	250,700	810,653	738,416
Non-GAAP operating margin	32 %	32 %	32 %	32 %	31 %

Non-GAAP net income – GAAP net income adjusted for the following tax-affected items: amortization of acquired intangible assets; stock-based compensation; amortization of capitalized stock-based compensation; acquisition-related costs; restructuring charges; gains and losses on legal settlements; costs incurred related to endowments to the Akamai Foundation; amortization of debt discount and issuance costs; amortization of capitalized interest expense; certain gains and losses on investments; income and losses from equity method investment; and other non-recurring or unusual items that may arise from time to time.

	Th	ree	Months End	Nine Months Ended					
(in thousands)	September 30, 2021		June 30, 2021		September 30, 2020		September 30, 2021		eptember 30, 2020
Net income	\$ 178,916	\$	156,497	\$	158,623	\$	491,108	\$	443,684
Amortization of acquired intangible assets	11,959		12,060		10,340		35,446		31,155
Stock-based compensation	49,018		50,481		50,217		153,804		146,901
Amortization of capitalized stock-based compensation and capitalized interest expense	8,815		9,840		7,913		27,253		24,540
Restructuring charge (benefit)	565		(2,114)		21		5,567		10,439
Acquisition-related costs	1,316		140		1,051		1,520		1,189
Legal settlements	_		_		_		_		275
Amortization of debt discount and issuance costs	16,567		16,460		15,747		49,284		47,057
Gain on investments	(3,680)		_		_		(3,680)		
Loss from equity method investment	1,064		10,816		559		12,578		1,674
Income tax-effect of above non-GAAP adjustments and certain discrete tax items	(25,600)		(21,428)		(28,689)		(73,374)		(68,481)
Non-GAAP net income	\$ 238,940	\$	232,752	\$	215,782	\$	699,506	\$	638,433

Non-GAAP net income per diluted share – Non-GAAP net income divided by weighted average diluted common shares outstanding. Diluted weighted average shares outstanding are adjusted in non-GAAP per share calculations for the shares that would be delivered to Akamai pursuant to the note hedge transactions entered into in connection with the issuances of \$1,150 million of convertible senior notes due 2027 and 2025, respectively. Under GAAP, shares delivered under hedge transactions are not considered offsetting shares in the fully-diluted share calculation until they are delivered. However, the company would receive a benefit from the note hedge transactions and would not allow the dilution to occur, so management believes that adjusting for this benefit provides a meaningful view of operating performance. With respect to the convertible senior notes due in each of 2027 and 2025, unless Akamai's weighted average stock price is greater than \$116.18 and \$95.10, respectively, the initial conversion price, there will be no difference between GAAP and non-GAAP diluted weighted average common shares outstanding.

	Th	ree Months En	Nine Months Ended			
(in thousands, except per share data)	September 30, 2021	June 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020	
GAAP net income per diluted share	\$ 1.08	\$ 0.94	\$ 0.95	\$ 2.96	\$ 2.69	
Adjustments to net income:						
Amortization of acquired intangible assets	0.07	0.07	0.06	0.21	0.19	
Stock-based compensation	0.29	0.30	0.30	0.93	0.89	
Amortization of capitalized stock-based compensation and capitalized interest expense	0.05	0.06	0.05	0.16	0.15	
Restructuring charge (benefit)	_	(0.01)		0.03	0.06	
Acquisition-related costs	0.01	_	0.01	0.01	0.01	
Legal settlements	_					
Amortization of debt discount and issuance costs	0.10	0.10	0.09	0.30	0.29	
Gain on investments	(0.02)			(0.02)		
Loss from equity method investment	0.01	0.07		0.08	0.01	
Income tax effect of above non-GAAP adjustments and certain discrete tax items	(0.15)	(0.13)	(0.17)	(0.44)	(0.42)	
Adjustment for shares	0.02	0.02	0.02	0.04	0.02	
Non-GAAP net income per diluted share	\$ 1.45	\$ 1.42	\$ 1.31	\$ 4.25	\$ 3.89	
Shares used in GAAP per diluted share calculations	166,318	166,263	166,519	166,090	164,990	
Impact of benefit from note hedge transactions	(2,028)	(1,782)	(1,732)	(1,589)	(795)	
Shares used in non-GAAP per diluted share calculations	164,290	164,481	164,787	164,501	164,195	

Adjusted EBITDA – GAAP net income excluding the following items: interest income; income taxes; depreciation and amortization of tangible and intangible assets; stock-based compensation; amortization of capitalized stock-based compensation; acquisition-related costs; restructuring charges; gains and losses on legal settlements; costs incurred related to endowments to the Akamai Foundation; foreign exchange gains and losses; interest expense; amortization of capitalized interest expense; certain gains and losses on investments; income and losses on equity method investment; and other non-recurring or unusual items that may arise from time to time.

	Th	ree	Months End	Nine Months Ended					
(in thousands)	September 30, 2021		June 30, 2021		eptember 30, 2020	September 30, 2021			eptember 30, 2020
Net income	\$ \$ 178,916		156,497	\$	158,623	\$	491,108	\$	443,684
Interest income	(2,872)		(4,736)		(6,307)		(12,186)		(22,852)
Provision for income taxes	13,648		18,009		8,801		43,555		41,764
Depreciation and amortization	119,055		115,860		100,644		346,399		294,992
Amortization of capitalized stock-based compensation and capitalized interest expense	8,815		9,840		7,913		27,253		24,540
Amortization of acquired intangible assets	11,959		12,060		10,340		35,446		31,155
Stock-based compensation	49,018		50,481		50,217		153,804		146,901
Restructuring charge (benefit)	565		(2,114)		21		5,567		10,439
Acquisition-related costs	1,316		140		1,051		1,520		1,189
Legal settlements			_						275
Interest expense	18,144		18,037		17,324		54,015		51,778
Gain on investments	(3,680)		_				(3,680)		
Loss from equity method investment	1,064		10,816		559		12,578		1,674
Other expense, net	45		811		2,158		1,673		7,869
Adjusted EBITDA	\$ 395,993	\$	385,701	\$	351,344	\$	1,157,052	\$	1,033,408

## Adjusted EBITDA margin – Adjusted EBITDA stated as a percentage of revenue.

	Th	ree Months End	led	Nine Mon	ths Ended		
(in thousands)	September 30, 2021	June 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020		
Revenue	\$ 860,333	\$ 852,824	\$ 792,845	\$2,555,865	\$2,351,862		
Adjusted EBITDA	395,993	385,701	351,344	1,157,052	1,033,408		
Adjusted EBITDA margin	46 %	45 %	44 %	45 %	44 %		

Cash operating expenses (cash opex) – GAAP operating expenses (consisting of research and development, sales and marketing, general and administrative, amortization of acquired intangible assets and restructuring charges), excluding stock-based compensation; amortization of acquired intangible assets; depreciation and amortization; acquisition-related costs; restructuring charges; gains and losses on legal settlements; costs incurred related to an endowment to the Akamai Foundation; and other non-recurring or unusual items that may arise from time to time.

	Th	ree	Months End	Nine Months Ended					
(in thousands)	September 30, 2021		June 30, 2021	September 30, 2020		September 30, 2021			eptember 60, 2020
GAAP operating expenses	\$ \$ 338,202		333,390	\$	328,248	\$	1,025,249	\$	999,120
Less:									
Stock-based compensation	42,280		43,607		43,833		133,096		128,527
Amortization of acquired intangible assets	11,959		12,060		10,340		35,446		31,155
Depreciation and amortization	20,549		20,489		20,554		61,947		61,673
Amortization of capitalized stock-based compensation and interest expense not included in depreciation and amortization	52		45		4		135		6
Restructuring charge (benefit)	565		(2,114)		21		5,567		10,439
Acquisition-related costs	1,316		140		1,051		1,520		1,189
Legal settlements	_		_		_		_		275
Cash operating expenses	\$ 261,481	\$	259,163	\$	252,445	\$	787,538	\$	765,856

Cash cost of revenue – GAAP cost of revenue, excluding stock-based compensation and depreciation and amortization.

		Th	ree	Months End		Nine Mor	Ended			
(in thousands)		September 30, 2021 \$ 316,866		June 30, 2021		eptember 80, 2020	September 30, 2021			eptember 30, 2020
GAAP cost of revenue	\$			320,000	\$	283,439	\$	943,553	\$	828,825
Less:										
Stock-based compensation		6,738		6,874		6,384		20,708		18,374
Depreciation and amortization		107,239		105,166		87,999		311,540		257,853
Amortization of capitalized stock-based compensation and interest expense not included in depreciation and amortization		30		_		_		30		_
Cash cost of revenue	\$	202,859	\$	207,960	\$	189,056	\$	611,275	\$	552,598

## Cash gross profit – Revenue less cash cost of revenue.

	Th	ree	Months End	Nine Mon	ths Ended		
(in thousands)	eptember 30, 2021	June 30, 2021		September 30, 2020		September 30, 2021	September 30, 2020
Revenue	\$ \$ 860,333		852,824	\$	792,845	\$ 2,555,865	\$ 2,351,862
Cash cost of revenue	202,859		207,960		189,056	611,275	552,598
Cash gross profit	\$ 657,474	\$	644,864	\$	603,789	\$ 1,944,590	\$ 1,799,264

**Cash gross margin** – Revenue less GAAP cost of revenue, excluding stock-based compensation and depreciation and amortization, stated as a percentage of revenue.

	Th	ree Months End	led	Nine Mon	hs Ended		
(in thousands)	September 30, 2021	June 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020		
Revenue	\$ 860,333	\$ 852,824	\$ 792,845	\$2,555,865	\$2,351,862		
Cash gross profit	657,474	644,864	603,789	1,944,590	1,799,264		
Cash gross margin	76 %	76 %	76 %	76 %	77 %		

**Free cash flow** – Cash flows from operations less purchases of property and equipment and capitalization of internal-use software development costs included in the statements of cash flows.

		Th	ree	Months End		Nine Mon	ths Ended			
(in thousands)	September 30, 2021		1		September 30, 2020		September 30, 2021			eptember 30, 2020
Cash provided by operating activities	\$ 389,737		\$	378,133	\$	401,973	\$	1,017,663	\$	923,907
Less:										
Purchases of property and equipment		70,678		107,231		180,841		265,131		395,793
Capitalization of internal-use software development costs		45,569		47,338		47,918		170,404		168,634
Free cash flow	\$	273,490	\$	223,564	\$	173,214	\$	582,128	\$	359,480

Free cash flow as a percentage of revenue – Cash flows from operations less purchases of property and equipment and capitalization of internal-use software development costs included in the statements of cash flows, stated as a percentage of revenue.

	Th	ree Months End	led	Nine Mon	ths Ended
(in thousands)	September 30, 2021	June 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020
Revenue	\$ 860,333	\$ 852,824	\$ 792,845	\$2,555,865	\$2,351,862
Free cash flow	273,490	223,564	173,214	582,128	359,480
Free cash flow as a percentage of revenue	32 %	26 %	22 %	23 %	15 %

Capital expenditures, or capex, excluding stock-based compensation and interest expense – Purchases of property and equipment and capitalization of internal-use software development costs presented on an accrual basis, which differs from the cash-basis presentation included in the statements of cash flows. The primary difference between the two is the change in purchases of property and equipment and capitalization of internal-use software development costs accrued for, but not paid, at period end versus prior periods.

	Three Months Ended							Nine Months Ended			
(in thousands)	September 30, 2021		June 30, 2021		September 30, 2020		September 30, 2021		September 30, 2020		
Purchases of property and equipment	\$	75,687	\$	81,655	\$	144,155	\$	252,340	\$	371,264	
Capitalization of internal-use software development costs		53,061		56,574		55,885		164,700		160,486	
Capital expenditures, excluding stock-based compensation and interest expense	\$	128,748	\$	138,229	\$	200,040	\$	417,040	\$	531,750	

**Capex as a percentage of revenue** – Capital expenditures, or capex, excluding stock-based compensation and interest expense, stated as a percentage of revenue.

	Th	ree Months End	Nine Months Ended			
(in thousands)	September 30, 2021	June 30, September 2021 30, 2020		September 30, 2021	September 30, 2020	
Revenue	\$ 860,333	\$ 852,824	\$ 792,845	\$2,555,865	\$2,351,862	
Capital expenditures, excluding stock-based compensation and interest expense	128,748	138,229	200,040	417,040	531,750	
Capex as a percentage of revenue	15 %	16 %	25 %	16 %	23 %	

**Non-GAAP** depreciation – GAAP depreciation and amortization (which consists of depreciation and amortization of property and equipment, capitalized stock-based compensation, capitalized interest and acquired intangible assets), less depreciation and amortization excluded from non-GAAP results (which consists of depreciation and amortization of capitalized stock-based compensation, capitalized interest and acquired intangible assets).

	Three Months Ended							Nine Months Ended			
(in thousands)	September 30, 2021				September 30, 2020		September 30, 2021		September 30, 2020		
GAAP depreciation and amortization	\$	139,747	\$	137,715	\$	118,893	\$	408,933	\$	350,681	
Less:											
Capitalized stock-based compensation amortization		7,882		8,916		7,078		24,491		21,894	
Capitalized interest amortization		851		879		831		2,597		2,640	
Amortization of acquired intangible assets		11,959		12,060		10,340		35,446		31,155	
Non-GAAP depreciation	\$	119,055	\$	115,860	\$	100,644	\$	346,399	\$	294,992	

Non-GAAP tax rate – GAAP tax rate excluding the tax effect of non-GAAP adjustments and certain discrete tax items.

_	Thre	ee Months End	Nine Months Ended			
	September 30, 2021	June 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020	
GAAP tax rate	7 %	10 %	5 %	8 %	9 %	
Income tax-effect of non-GAAP adjustments and certain discrete tax items	7	4	10	6	6	
Non-GAAP tax rate	14 %	14 %	15 %	14 %	15 %	

Impact of foreign currency exchange rate — Revenue and earnings from international operations have historically been an important contributor to Akamai's financial results. Consequently, Akamai's financial results have been impacted, and management expects they will continue to be impacted, by fluctuations in foreign currency exchange rates. For example, when the local currencies of our foreign subsidiaries weaken, our consolidated results stated in U.S. dollars are negatively impacted.

Because exchange rates are a meaningful factor in understanding period-to-period comparisons, management believes the presentation of the impact of foreign currency exchange rates on revenue and earnings enhances the understanding of our financial results and evaluation of performance in comparison to prior periods. The dollar impact of changes in foreign currency exchange rates presented is calculated by translating current period results using monthly average foreign currency exchange rates from the comparative period and comparing them to the reported amount. The percentage change at constant currency presented is calculated by comparing the prior period amounts as reported and the current period amounts translated using the same monthly average foreign currency exchange rates from the comparative period.

The non-GAAP adjustments, and Akamai's basis for excluding them from non-GAAP financial measures, are outlined below:

Amortization of acquired intangible assets – Akamai has incurred amortization of intangible assets, included in its GAAP financial statements, related to various acquisitions Akamai has made. The amount of an acquisition's purchase price allocated to intangible assets and term of its related amortization can vary significantly and is unique to each acquisition; therefore, Akamai excludes amortization of acquired intangible assets from its non-GAAP financial measures to provide investors with a consistent basis for comparing pre- and post-acquisition operating results.

Stock-based compensation and amortization of capitalized stock-based compensation – Although stock-based compensation is an important aspect of the compensation paid to Akamai's employees, the grant date fair value varies based on the stock price at the time of grant, varying valuation methodologies, subjective assumptions and the variety of award types. This makes the comparison of Akamai's current financial results to previous and future periods difficult to interpret; therefore, Akamai believes it is useful to exclude stock-based compensation and amortization of capitalized stock-based compensation from its non-GAAP financial measures in order to highlight the performance of Akamai's core business and to be consistent with the way many investors evaluate its performance and compare its operating results to peer companies.

Acquisition-related costs – Acquisition-related costs include transaction fees, advisory fees, due diligence costs and other direct costs associated with strategic activities. In addition, subsequent adjustments to Akamai's initial estimated amounts of contingent consideration and indemnification associated with specific acquisitions are included within acquisition-related costs. These amounts are impacted by the timing and size of the acquisitions. Akamai excludes acquisition-related costs from its non-GAAP financial measures to provide a useful comparison of Akamai's operating results to prior periods and to its peer companies because such amounts vary significantly based on the magnitude of the acquisition transactions and do not reflect Akamai's core operations.

Restructuring charges – Akamai has incurred restructuring charges that are included in its GAAP financial statements, primarily related to workforce reductions and charges associated with exiting facility lease commitments. Akamai excludes these items from its non-GAAP financial measures when evaluating its continuing business performance as such items vary significantly based on the magnitude of the restructuring action and do not reflect expected future operating expenses. In addition, these charges do not necessarily provide meaningful insight into the fundamentals of current or past operations of its business.

Amortization of debt discount and issuance costs and amortization of capitalized interest expense – In August 2019, Akamai issued \$1,150 million of convertible senior notes due 2027 with a coupon interest rate of 0.375%. In May 2018, Akamai issued \$1,150 million of convertible senior notes due 2025 with a coupon interest rate of 0.125%. The imputed interest rates of these convertible senior notes were 3.10% and 4.26%, respectively. This is a result of the debt discounts recorded for the conversion features that are required to be separately accounted for as equity under GAAP, thereby reducing the carrying values of the convertible debt instruments. The debt discounts are amortized as interest expense together with the issuance costs of the debt. The interest expense excluded from Akamai's non-GAAP results is comprised of these non-cash components and is excluded from management's assessment of the company's operating performance because management believes the non-cash expense is not representative of ongoing operating performance.

Gains and losses on investments – Akamai has recorded gains and losses from the disposition, changes to fair value and impairment of certain investments. Akamai believes excluding these amounts from its non-GAAP financial measures is useful to investors as the types of events giving rise to these gains and losses are not representative of Akamai's core business operations and ongoing operating performance.

**Legal settlements** – Akamai has incurred losses related to the settlement of legal matters. Akamai believes excluding these amounts from its non-GAAP financial measures is useful to investors as the types of events giving rise to them are not representative of Akamai's core business operations.

Endowment of Akamai Foundation – Akamai has incurred expenses to endow the Akamai Foundation, a private corporate foundation dedicated to encouraging the next generation of technology innovators by supporting math and science education. Akamai's first endowment was in 2018 to enable a permanent endowment for the Akamai Foundation to allow it to expand its reach. In the fourth quarter of 2020 Akamai supplemented the endowment to enable specific initiatives to increase diversity in the technology industry. Akamai believes excluding these amounts from non-GAAP financial measures is useful to investors as these infrequent and nearly one-time expenses are not representative of its core business operations.

**Income and losses from equity method investment** – Akamai records income or losses on its share of earnings and losses from its equity method investment. Akamai excludes such income and losses because it does not direct control over the operations of the investment and the related income and losses are not representative of its core business operations.

Income tax effect of non-GAAP adjustments and certain discrete tax items – The non-GAAP adjustments described above are reported on a pre-tax basis. The income tax effect of non-GAAP adjustments is the difference between GAAP and non-GAAP income tax expense. Non-GAAP income tax expense is computed on non-GAAP pre-tax income (GAAP pre-tax income adjusted for non-GAAP adjustments) and excludes certain discrete tax items (such as recording or releasing of valuation allowances), if any. Akamai believes that applying the non-GAAP adjustments and their related income tax effect allows Akamai to highlight income attributable to its core operations.