



Akamai Technologies, Inc.

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Supplemental Metrics (unaudited)
March 31, 2011
In thousands, except per share data

	2009				2009	2010				2010	2011	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	
Revenue by vertical												
Media & Entertainment	\$ 94,194	\$ 86,750	\$ 89,265	\$ 98,597	\$ 368,806	\$ 103,141	\$ 105,714	\$ 112,117	\$ 123,707	\$ 444,679	\$ 118,246	
Commerce	\$ 38,530	\$ 39,503	\$ 40,061	\$ 52,875	\$ 170,969	\$ 47,275	\$ 48,422	\$ 49,977	\$ 64,016	\$ 209,690	\$ 59,096	
Enterprise	\$ 24,324	\$ 25,045	\$ 24,662	\$ 26,781	\$ 100,812	\$ 27,792	\$ 29,528	\$ 29,899	\$ 33,645	\$ 120,864	\$ 36,416	
High Tech	\$ 42,605	\$ 44,208	\$ 41,298	\$ 48,728	\$ 176,839	\$ 48,903	\$ 47,586	\$ 46,719	\$ 48,594	\$ 191,802	\$ 47,244	
Public Sector	\$ 10,715	\$ 9,094	\$ 11,214	\$ 11,324	\$ 42,347	\$ 12,918	\$ 14,068	\$ 14,839	\$ 14,726	\$ 56,551	\$ 14,951	
Total Revenue	\$ 210,368	\$ 204,600	\$ 206,500	\$ 238,305	\$ 859,773	\$ 240,029	\$ 245,318	\$ 253,551	\$ 284,688	\$ 1,023,586	\$ 275,953	
Pro forma COGS	\$ 39,080	\$ 37,916	\$ 37,928	\$ 42,379	\$ 157,303	\$ 41,843	\$ 44,607	\$ 48,806	\$ 54,809	\$ 190,065	\$ 55,787	
Dep. & amort. - network	\$ 20,721	\$ 21,604	\$ 23,527	\$ 24,588	\$ 90,440	\$ 24,930	\$ 26,526	\$ 28,304	\$ 30,772	\$ 110,532	\$ 32,726	
Stock comp. - network	\$ 561	\$ 489	\$ 532	\$ 613	\$ 2,195	\$ 701	\$ 707	\$ 702	\$ 696	\$ 2,806	\$ 555	
GAAP COGS	\$ 60,362	\$ 60,009	\$ 61,987	\$ 67,580	\$ 249,938	\$ 67,474	\$ 71,840	\$ 77,812	\$ 86,277	\$ 303,403	\$ 89,068	
Pro forma gross profit	\$ 171,288	\$ 166,684	\$ 168,572	\$ 195,926	\$ 702,470	\$ 198,186	\$ 200,711	\$ 204,745	\$ 229,879	\$ 833,521	\$ 220,166	
Pro forma gross margin	81%	81%	82%	82%	82%	83%	82%	81%	81%	81%	80%	
GAAP gross profit	\$ 150,006	\$ 144,591	\$ 144,513	\$ 170,725	\$ 609,835	\$ 172,555	\$ 173,478	\$ 175,739	\$ 198,411	\$ 720,183	\$ 186,885	
GAAP gross margin	71%	71%	70%	72%	71%	72%	71%	69%	70%	70%	68%	
Pro forma R&D	\$ 8,130	\$ 7,155	\$ 8,250	\$ 9,156	\$ 32,691	\$ 9,186	\$ 10,035	\$ 10,548	\$ 10,458	\$ 40,227	\$ 9,832	
Stock comp. - R&D	\$ 2,726	\$ 2,223	\$ 2,654	\$ 3,364	\$ 10,967	\$ 3,993	\$ 3,542	\$ 3,687	\$ 3,317	\$ 14,539	\$ 2,762	
GAAP R&D	\$ 10,856	\$ 9,378	\$ 10,904	\$ 12,520	\$ 43,658	\$ 13,179	\$ 13,577	\$ 14,235	\$ 13,775	\$ 54,766	\$ 12,594	
Pro forma S&M	\$ 35,230	\$ 35,413	\$ 37,319	\$ 44,048	\$ 152,010	\$ 40,644	\$ 46,427	\$ 46,741	\$ 57,367	\$ 191,179	\$ 46,519	
Stock comp. - S&M	\$ 7,040	\$ 6,024	\$ 6,787	\$ 7,560	\$ 27,411	\$ 9,024	\$ 8,776	\$ 8,862	\$ 8,863	\$ 35,525	\$ 6,846	
GAAP S&M	\$ 42,270	\$ 41,437	\$ 44,106	\$ 51,608	\$ 179,421	\$ 49,668	\$ 55,203	\$ 55,603	\$ 66,230	\$ 226,704	\$ 53,365	
Pro forma G&A	\$ 27,611	\$ 26,724	\$ 27,081	\$ 31,129	\$ 112,545	\$ 30,238	\$ 32,115	\$ 33,346	\$ 32,844	\$ 128,543	\$ 34,661	
Stock comp. - G&A	\$ 4,740	\$ 4,584	\$ 3,639	\$ 5,261	\$ 18,224	\$ 5,390	\$ 7,251	\$ 5,338	\$ 5,619	\$ 23,598	\$ 5,549	
Acquisition related costs (benefits) - G&A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 345	\$ -	\$ (760)	\$ (415)	\$ (440)	
Dep. & Amort - G&A	\$ 3,717	\$ 3,836	\$ 3,935	\$ 3,843	\$ 15,331	\$ 3,922	\$ 3,996	\$ 4,045	\$ 4,090	\$ 16,053	\$ 4,131	
GAAP G&A	\$ 36,068	\$ 35,144	\$ 34,655	\$ 40,233	\$ 146,100	\$ 39,550	\$ 43,707	\$ 42,729	\$ 41,793	\$ 167,779	\$ 43,901	
Restructuring charge (benefit)	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Amortization of other intangible assets	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	\$ 4,152	\$ 4,130	\$ 4,267	\$ 16,657	\$ 4,277	
Adj. EBITDA	\$ 100,317	\$ 97,392	\$ 95,922	\$ 111,593	\$ 405,224	\$ 118,118	\$ 112,134	\$ 114,110	\$ 129,210	\$ 473,572	\$ 129,154	
Adj. EBITDA margin	48%	48%	46%	47%	47%	49%	46%	45%	45%	46%	47%	
GAAP OpEx (excluding COGS)	\$ 93,887	\$ 90,197	\$ 93,768	\$ 108,503	\$ 386,355	\$ 106,505	\$ 116,639	\$ 116,697	\$ 126,065	\$ 465,906	\$ 114,137	
GAAP Op. Income	\$ 56,119	\$ 54,394	\$ 50,745	\$ 62,222	\$ 223,480	\$ 66,050	\$ 58,839	\$ 59,042	\$ 72,346	\$ 254,277	\$ 72,748	
Interest income, net	\$ 4,030	\$ 3,454	\$ 2,807	\$ 2,841	\$ 13,132	\$ 2,662	\$ 2,771	\$ 2,636	\$ 2,793	\$ 10,862	\$ 2,960	
Loss of early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (294)	\$ -	\$ (5)	\$ (299)	\$ -	
Gain (loss) on investments, net	\$ 455	\$ -	\$ -	\$ 2	\$ 457	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Other income (expense), net	\$ 1,134	\$ 184	\$ (659)	\$ (496)	\$ 163	\$ (75)	\$ 122	\$ (1,366)	\$ (1,149)	\$ (2,468)	\$ (1,035)	
Income before provision for income taxes	\$ 61,738	\$ 58,032	\$ 52,893	\$ 64,569	\$ 237,232	\$ 68,637	\$ 59,438	\$ 60,312	\$ 73,985	\$ 262,372	\$ 74,673	
Provision for income taxes	\$ 24,657	\$ 22,025	\$ 20,148	\$ 24,489	\$ 91,319	\$ 27,759	\$ 21,315	\$ 20,603	\$ 21,475	\$ 91,152	\$ 24,056	
Net income	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	\$ 38,123	\$ 39,709	\$ 52,510	\$ 171,220	\$ 50,617	
Interest add-back for GAAP diluted share calculation	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	\$ 396	\$ 146	\$ 94	\$ 1,059	\$ -	
Net income for diluted earnings per share	\$ 37,507	\$ 36,448	\$ 33,184	\$ 40,520	\$ 147,659	\$ 41,300	\$ 38,519	\$ 39,855	\$ 52,604	\$ 172,279	\$ 50,617	
Net income per share:												
Basic	\$ 0.22	\$ 0.21	\$ 0.19	\$ 0.23	\$ 0.85	\$ 0.24	\$ 0.22	\$ 0.22	\$ 0.29	\$ 0.97	\$ 0.27	
Diluted	\$ 0.20	\$ 0.19	\$ 0.18	\$ 0.21	\$ 0.78	\$ 0.22	\$ 0.20	\$ 0.21	\$ 0.27	\$ 0.90	\$ 0.26	
Shares used in per share calculations:												
Basic	170,519	172,561	171,686	170,936	171,425	171,101	173,317	181,457	183,362	177,309	186,849	
Diluted	188,183	189,556	188,273	188,621	188,658	189,013	190,479	191,271	191,837	190,650	191,383	
GAAP Net income	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	\$ 38,123	\$ 39,709	\$ 52,510	\$ 171,220	\$ 50,617	
Amortization of other intangible assets	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	\$ 4,152	\$ 4,130	\$ 4,267	\$ 16,657	\$ 4,277	
Stock-based compensation	\$ 15,067	\$ 13,320	\$ 13,612	\$ 16,798	\$ 58,797	\$ 19,108	\$ 20,276	\$ 18,589	\$ 18,495	\$ 76,468	\$ 15,712	
Amortization of capitalized stock-based compensation	\$ 1,307	\$ 1,461	\$ 1,794	\$ 1,851	\$ 6,413	\$ 1,875	\$ 1,830	\$ 1,817	\$ 1,987	\$ 7,509	\$ 2,065	
Loss on early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 294	\$ -	\$ 5	\$ 299	\$ -	
Acquisition related costs (benefits)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 345	\$ -	\$ (760)	\$ (415)	\$ (440)	
Utilization of tax NOL carryforward*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Restructuring charge (benefit)	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
(Gain) loss on investments, net	\$ (455)	\$ -	\$ -	\$ (2)	\$ (457)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Fully taxed normalized net income	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842	\$ 65,969	\$ 65,020	\$ 64,245	\$ 76,504	\$ 271,738	\$ 72,231	
Interest add-back for fully taxed normalized diluted share calculation	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	\$ 396	\$ 146	\$ 94	\$ 1,059	\$ -	
Fully taxed normalized net income for diluted earnings per share	\$ 58,119	\$ 55,467	\$ 52,693	\$ 63,309	\$ 229,588	\$ 66,391	\$ 65,416	\$ 64,391	\$ 76,598	\$ 272,797	\$ 72,231	
Fully taxed normalized net income per diluted share	\$ 0.31	\$ 0.29	\$ 0.28	\$ 0.34	\$ 1.22	\$ 0.35	\$ 0.34	\$ 0.34	\$ 0.40	\$ 1.43	\$ 0.38	
Diluted shares used in fully taxed normalized net income calculations	188,183	189,556	188,273	188,621	188,658	189,013	190,479	191,271	191,837	190,650	191,383	
To reconcile fully taxed normalized net income and EPS to previously reported normalized net income and EPS												
Fully taxed normalized net income	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842							
Add back non-cash tax expense for previous reported normalized calculation	\$ 22,851	\$ 20,236	\$ 18,563	\$ 22,553	\$ 84,203							
Previously reported normalized net income	\$ 80,544	\$ 75,262	\$ 70,817	\$ 85,422	\$ 312,045							
Interest add-back for normalized diluted share calculation	\$ 689	\$ 689	\$ 688	\$ 688	\$ 2,754							
Previously reported normalized net income for diluted earnings per share	\$ 81,233	\$ 75,951	\$ 71,505	\$ 86,110	\$ 314,799							
Previously reported normalized net income per diluted share	\$ 0.43	\$ 0.40	\$ 0.38	\$ 0.46	\$ 1.67							
Diluted shares used in normalized net income calculations	188,183	189,556	188,273	188,621	188,658							