

AKAMAI TECHNOLOGIES, INC.
SUPPLEMENTAL METRICS (UNAUDITED)
MARCH 31, 2015

	2015
	Q1
<i>(in thousands, except per share data)</i>	
Revenue by solution category	
Media Delivery Solutions	\$ 241,842
Performance and Security Solutions	\$ 244,982
Service and Support Solutions	\$ 39,712
Total revenue	\$ 526,536
Pro forma COGS	\$ 114,184
Depreciation and amortization – network	\$ 51,947
Stock-based compensation – network	\$ 3,163
GAAP COGS	\$ 169,294
Pro forma gross profit	\$ 412,352
Pro forma gross margin	78%
GAAP gross profit	\$ 357,242
GAAP gross margin	68%
Pro forma R&D	\$ 30,462
Stock-based compensation – R&D	\$ 5,366
GAAP R&D	\$ 35,828
Pro forma S&M	\$ 90,316
Stock-based compensation – S&M	\$ 12,983
Other operating expenses – S&M	\$ 180
GAAP S&M	\$ 103,479
Pro forma G&A	\$ 68,215
Stock-based compensation – G&A	\$ 8,157
Other operating expenses – G&A	\$ 1,487
Depreciation and amortization – G&A	\$ 11,733
GAAP G&A	\$ 89,592
Restructuring charges	\$ 42
Amortization of acquired intangible assets	\$ 6,780
Adjusted EBITDA	\$ 223,359
Adjusted EBITDA margin	42%
GAAP OpEx (excluding COGS)	\$ 235,721
GAAP income from operations	\$ 121,521
Interest income	\$ 3,001
Interest expense	\$ (4,576)
Other expense, net	\$ (301)
Income before provision for income taxes	\$ 119,645
Provision for income taxes	\$ 41,899
Net income	\$ 77,746
Net income per share – basic	\$ 0.44
Net income per share – diluted	\$ 0.43
Shares used in per share calculation – basic	178,545
Shares used in per share calculation – diluted	180,825
GAAP income from operations	\$ 121,521
Amortization of acquired intangible assets	\$ 6,780
Stock-based compensation	\$ 29,669
Amortization of capitalized stock-based compensation and capitalized interest expense	\$ 3,108
Other operating expenses	\$ 1,709
Operating adjustments	\$ 41,266
Non-GAAP income from operations	\$ 162,787
Non-GAAP operating margin	31%
GAAP net income	\$ 77,746
Operating adjustments (from above)	\$ 41,266
Amortization of debt discount and issuance costs	\$ 4,576
Loss on investments	\$ 25
Income tax-effect of above non-GAAP adjustments and certain discrete tax items	\$ (12,437)
Non-GAAP net income	\$ 111,176
Non-GAAP net income per share – diluted	\$ 0.61
Shares used in per share calculation – diluted	180,825

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

<i>(in thousands, except per share data)</i>	2014				2014 FY
	Q1	Q2	Q3	Q4	
Revenue by solution category					
Media Delivery Solutions	\$ 215,889	\$ 217,600	\$ 232,368	\$ 251,550	\$ 917,407
Performance and Security Solutions	\$ 202,179	\$ 222,162	\$ 229,204	\$ 245,687	\$ 899,232
Service and Support Solutions	\$ 35,434	\$ 36,273	\$ 36,470	\$ 39,058	\$ 147,235
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
Other operating expenses – 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
Other operating expenses – G&A	\$ 3,392	\$ 444	\$ (2,670)	\$ 360	\$ 1,526
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 and capitalized interest expense	\$ 1,928	\$ 2,034	\$ 3,601	\$ 2,943	\$ 10,506
Other operating expenses	\$ 4,127	\$ 1,361	\$ (2,515)	\$ 638	\$ 3,611
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