

AKAMAI TECHNOLOGIES, INC.
ADDITIONAL REVENUE METRICS (UNAUDITED)
SEPTEMBER 30, 2018

On January 1, 2018, Akamai adopted the pronouncements of the new revenue recognition standard on a retrospective basis and restated its 2017 and 2016 reported revenue. The below tables illustrate the revised revenue amounts. Please refer to the Akamai website for revenue dollar amounts and growth rates as previously reported, the adjustments to the previously reported amounts and the revised amounts for the changes.

REVENUE BY DIVISION – A customer-focused reporting view that reflects revenue from customers that are managed by the division. As of January 1, 2018, Akamai now reports its revenue in two divisions compared to the three divisions reported in 2017; the Media Division and Enterprise and Carrier Division were combined to form the new Media and Carrier Division. In addition, 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 2018 Akamai reassigned some of its customers from the Media and Carrier Division to 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.

<i>(in thousands)</i>	2018		
	Q1	Q2	Q3
Web Division	\$ 352,837	\$ 351,084	\$ 356,856
Media and Carrier Division	315,887	311,675	312,772
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>

<i>(in thousands)</i>	2017				2017 FY
	Q1	Q2	Q3	Q4	
Web Division	\$ 303,488	\$ 317,408	\$ 329,684	\$ 354,821	\$ 1,305,401
Media and Carrier Division	296,805	288,424	294,756	303,649	1,183,634
Total revenue	<u>\$ 600,293</u>	<u>\$ 605,832</u>	<u>\$ 624,440</u>	<u>\$ 658,470</u>	<u>\$ 2,489,035</u>

<i>(in thousands)</i>	2016				2016 FY
	Q1	Q2	Q3	Q4	
Web Division	\$ 268,784	\$ 275,681	\$ 289,124	\$ 304,903	\$ 1,138,492
Media and Carrier Division	301,394	297,834	305,539	304,729	1,209,496
Total revenue	<u>\$ 570,178</u>	<u>\$ 573,515</u>	<u>\$ 594,663</u>	<u>\$ 609,632</u>	<u>\$ 2,347,988</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2018					
	As Reported			Adjusted ⁽¹⁾		
	Q1	Q2	Q3	Q1	Q2	Q3
Web Division	16%	11%	8%	13%	9%	9%
Media and Carrier Division	6%	8%	6%	4%	7%	7%
Total revenue	<u>11%</u>	<u>9%</u>	<u>7%</u>	<u>9%</u>	<u>8%</u>	<u>8%</u>

	2017									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2017 FY	Q1	Q2	Q3	Q4	2017 FY
Web Division	13 %	15 %	14 %	16%	15 %	14 %	16 %	14 %	15 %	15 %
Media and Carrier Division	(2)%	(3)%	(4)%	—%	(2)%	(1)%	(2)%	(4)%	(1)%	(2)%
Total revenue	<u>5 %</u>	<u>6 %</u>	<u>5 %</u>	<u>8%</u>	<u>6 %</u>	<u>6 %</u>	<u>7 %</u>	<u>5 %</u>	<u>7 %</u>	<u>6 %</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. During 2018, Akamai updated its methodology for allocating revenue to specific solutions when solutions are sold as a bundle. During 2018, Akamai reassigned amounts from CDN and other solutions revenue to Cloud Security Solutions revenue and revised historical results in order to reflect the most recent allocation methodologies and to provide a comparable view for all periods presented.

<i>(in thousands)</i>	2018		
	Q1	Q2	Q3
Cloud Security Solutions	\$ 149,205	\$ 155,250	\$ 168,626
CDN and other solutions	519,519	507,509	501,002
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>

<i>(in thousands)</i>	2017				2017 FY
	Q1	Q2	Q3	Q4	
Cloud Security Solutions	\$ 110,006	\$ 116,776	\$ 122,899	\$ 135,842	\$ 485,523
CDN and other solutions	490,287	489,056	501,541	522,628	2,003,512
Total revenue	<u>\$ 600,293</u>	<u>\$ 605,832</u>	<u>\$ 624,440</u>	<u>\$ 658,470</u>	<u>\$ 2,489,035</u>

<i>(in thousands)</i>	2016				2016 FY
	Q1	Q2	Q3	Q4	
Cloud Security Solutions	\$ 81,811	\$ 88,070	\$ 97,821	\$ 101,284	\$ 368,986
CDN and other solutions	488,367	485,445	496,842	508,348	1,979,002
Total revenue	<u>\$ 570,178</u>	<u>\$ 573,515</u>	<u>\$ 594,663</u>	<u>\$ 609,632</u>	<u>\$ 2,347,988</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2018					
	As Reported			Adjusted ⁽¹⁾		
	Q1	Q2	Q3	Q1	Q2	Q3
Cloud Security Solutions	36%	33%	37%	32%	31%	39%
CDN and other solutions	6%	4%	—%	3%	3%	1%
Total revenue	<u>11%</u>	<u>9%</u>	<u>7%</u>	<u>9%</u>	<u>8%</u>	<u>8%</u>

	2017									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2017 FY	Q1	Q2	Q3	Q4	2017 FY
Cloud Security Solutions	34%	33%	26%	34%	32%	36%	34%	26%	33%	32%
CDN and other solutions	—%	1%	1%	3%	1%	1%	2%	1%	2%	1%
Total revenue	<u>5%</u>	<u>6%</u>	<u>5%</u>	<u>8%</u>	<u>6%</u>	<u>6%</u>	<u>7%</u>	<u>5%</u>	<u>7%</u>	<u>6%</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

<i>(in thousands)</i>	2018		
	Q1	Q2	Q3
Revenue from Internet Platform Customers	\$ 44,391	\$ 44,062	\$ 43,086
Revenue excluding Internet Platform Customers	624,333	618,697	626,542
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>

<i>(in thousands)</i>	2017				2017 FY
	Q1	Q2	Q3	Q4	
Revenue from Internet Platform Customers	\$ 51,391	\$ 51,166	\$ 50,734	\$ 49,992	\$ 203,283
Revenue excluding Internet Platform Customers	548,902	554,666	573,706	608,478	2,285,752
Total revenue	<u>\$ 600,293</u>	<u>\$ 605,832</u>	<u>\$ 624,440</u>	<u>\$ 658,470</u>	<u>\$ 2,489,035</u>

<i>(in thousands)</i>	2016				2016 FY
	Q1	Q2	Q3	Q4	
Revenue from Internet Platform Customers	\$ 72,505	\$ 61,497	\$ 58,040	\$ 58,468	\$ 250,510
Revenue excluding Internet Platform Customers	497,673	512,018	536,623	551,164	2,097,478
Total revenue	<u>\$ 570,178</u>	<u>\$ 573,515</u>	<u>\$ 594,663</u>	<u>\$ 609,632</u>	<u>\$ 2,347,988</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2018					
	As Reported			Adjusted ⁽¹⁾		
	Q1	Q2	Q3	Q1	Q2	Q3
Revenue from Internet Platform Customers	(14)%	(14)%	(15)%	(14)%	(14)%	(15)%
Revenue excluding Internet Platform Customers	14 %	12 %	9 %	11 %	10 %	10 %
Total revenue	<u>11 %</u>	<u>9 %</u>	<u>7 %</u>	<u>9 %</u>	<u>8 %</u>	<u>8 %</u>

	2017									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2017 FY	Q1	Q2	Q3	Q4	2017 FY
Revenue from Internet Platform Customers	(29)%	(17)%	(13)%	(14)%	(19)%	(29)%	(17)%	(13)%	(14)%	(19)%
Revenue excluding Internet Platform Customers	10 %	8 %	7 %	10 %	9 %	11 %	9 %	7 %	9 %	9 %
Total revenue	<u>5 %</u>	<u>6 %</u>	<u>5 %</u>	<u>8 %</u>	<u>6 %</u>	<u>6 %</u>	<u>7 %</u>	<u>5 %</u>	<u>7 %</u>	<u>6 %</u>

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REVENUE BY GEOGRAPHY

<i>(in thousands)</i>	2018				
	Q1	Q2	Q3	Q4	2017 FY
U.S.	\$ 423,339	\$ 413,129	\$ 412,573	\$ 425,744	\$ 1,637,198
International	245,385	249,630	257,055	232,726	851,837
Total revenue	\$ 668,724	\$ 662,759	\$ 669,628	\$ 658,470	\$ 2,489,035

<i>(in thousands)</i>	2017				
	Q1	Q2	Q3	Q4	2016 FY
U.S.	\$ 398,870	\$ 400,236	\$ 412,348	\$ 418,717	\$ 1,629,298
International	201,423	205,596	212,092	190,915	718,690
Total revenue	\$ 600,293	\$ 605,832	\$ 624,440	\$ 609,632	\$ 2,347,988

<i>(in thousands)</i>	2016				
	Q1	Q2	Q3	Q4	2016 FY
U.S.	\$ 400,653	\$ 394,320	\$ 415,608	\$ 418,717	\$ 1,629,298
International	169,525	179,195	179,055	190,915	718,690
Total revenue	\$ 570,178	\$ 573,515	\$ 594,663	\$ 609,632	\$ 2,347,988

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2018					
	As Reported			Adjusted ⁽¹⁾		
	Q1	Q2	Q3	Q1	Q2	Q3
U.S.	6%	3%	—%	6%	3%	—%
International	22%	21%	21%	14%	18%	24%
Total revenue	11%	9%	7%	9%	8%	8%

	2017									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2017 FY	Q1	Q2	Q3	Q4	2017 FY
U.S.	—%	2%	(1)%	2%	—%	—%	2%	(1)%	2%	—%
International	19%	15%	18 %	22%	19%	21%	18%	18 %	18%	19%
Total revenue	5%	6%	5 %	8%	6%	6%	7%	5 %	7%	6%

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