

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

<i>(in thousands, except per share data)</i>	2015				2015 FY
	Q1	Q2	Q3	Q4	
Revenue by solution category					
Performance and Security Solutions	\$ 244,982	\$ 256,039	\$ 262,696	\$ 286,015	\$1,049,732
Media Delivery Solutions	\$ 241,842	\$ 243,503	\$ 244,887	\$ 247,137	\$ 977,369
Service and Support Solutions	\$ 39,712	\$ 41,181	\$ 43,447	\$ 46,007	\$ 170,347
Total revenue	\$ 526,536	\$ 540,723	\$ 551,030	\$ 579,159	\$2,197,448
Pro forma COGS	\$ 114,184	\$ 122,791	\$ 125,706	\$ 130,859	\$ 493,540
Depreciation and amortization – network	\$ 51,947	\$ 53,617	\$ 53,919	\$ 58,452	\$ 217,935
Stock-based compensation – network	\$ 3,163	\$ 3,502	\$ 3,579	\$ 3,901	\$ 14,145
GAAP COGS	\$ 169,294	\$ 179,910	\$ 183,204	\$ 193,212	\$ 725,620
Pro forma gross profit	\$ 412,352	\$ 417,932	\$ 425,324	\$ 448,300	\$1,703,908
Pro forma gross margin	78%	77%	77%	77%	78%
GAAP gross profit	\$ 357,242	\$ 360,813	\$ 367,826	\$ 385,947	\$1,471,828
GAAP gross margin	68%	67%	67%	67%	67%
Pro forma R&D	\$ 30,462	\$ 30,684	\$ 32,414	\$ 31,104	\$ 124,664
Stock-based compensation – R&D	\$ 5,366	\$ 6,009	\$ 5,982	\$ 6,570	\$ 23,927
GAAP R&D	\$ 35,828	\$ 36,693	\$ 38,396	\$ 37,674	\$ 148,591
Pro forma S&M	\$ 90,316	\$ 98,598	\$ 93,918	\$ 104,305	\$ 387,137
Stock-based compensation – S&M	\$ 12,983	\$ 12,847	\$ 13,465	\$ 14,247	\$ 53,542
Other operating expenses – S&M	\$ 180	\$ 56	\$ 43	\$ 30	\$ 309
GAAP S&M	\$ 103,479	\$ 111,501	\$ 107,426	\$ 118,582	\$ 440,988
Pro forma G&A	\$ 68,215	\$ 74,711	\$ 76,764	\$ 75,104	\$ 294,794
Stock-based compensation – G&A	\$ 8,157	\$ 9,893	\$ 8,020	\$ 8,993	\$ 35,063
Other operating expenses – G&A	\$ 1,487	\$ 928	\$ 645	\$ 787	\$ 3,847
Depreciation and amortization – G&A	\$ 11,733	\$ 13,620	\$ 14,114	\$ 15,094	\$ 54,561
GAAP G&A	\$ 89,592	\$ 99,152	\$ 99,543	\$ 99,978	\$ 388,265
Restructuring charges	\$ 42	\$ 455	\$ 20	\$ 250	\$ 767
Amortization of acquired intangible assets	\$ 6,780	\$ 6,752	\$ 6,752	\$ 6,783	\$ 27,067
Adjusted EBITDA	\$ 223,359	\$ 213,939	\$ 222,228	\$ 237,787	\$ 897,313
Adjusted EBITDA margin	42%	40%	40%	41%	41%
GAAP OpEx (excluding COGS)	\$ 235,721	\$ 254,553	\$ 252,137	\$ 263,267	\$1,005,678
GAAP income from operations	\$ 121,521	\$ 106,260	\$ 115,689	\$ 122,680	\$ 466,150
Interest income	\$ 3,001	\$ 2,541	\$ 2,723	\$ 2,935	\$ 11,200
Interest expense	\$ (4,576)	\$ (4,678)	\$ (4,630)	\$ (4,641)	\$ (18,525)
Other (expense) income, net	\$ (301)	\$ (1,605)	\$ 204	\$ (499)	\$ (2,201)
Income before provision for income taxes	\$ 119,645	\$ 102,518	\$ 113,986	\$ 120,475	\$ 456,624
Provision for income taxes	\$ 41,899	\$ 35,318	\$ 25,946	\$ 32,055	\$ 135,218
Net income	\$ 77,746	\$ 67,200	\$ 88,040	\$ 88,420	\$ 321,406
Net income per share – basic	\$ 0.44	\$ 0.38	\$ 0.49	\$ 0.50	\$ 1.80
Net income per share – diluted	\$ 0.43	\$ 0.37	\$ 0.49	\$ 0.49	\$ 1.78
Shares used in per share calculation – basic	178,545	178,682	178,547	177,788	178,391
Shares used in per share calculation – diluted	180,825	180,738	180,364	179,732	180,415
GAAP income from operations	\$ 121,521	\$ 106,260	\$ 115,689	\$ 122,680	\$ 466,150
Amortization of acquired intangible assets	\$ 6,780	\$ 6,752	\$ 6,752	\$ 6,783	\$ 27,067
Stock-based compensation	\$ 29,669	\$ 32,251	\$ 31,046	\$ 33,711	\$ 126,677
Amortization of capitalized stock-based compensation and capitalized interest	\$ 3,108	\$ 3,636	\$ 3,152	\$ 3,722	\$ 13,618
Other operating expenses	\$ 1,709	\$ 1,439	\$ 708	\$ 1,067	\$ 4,923
Operating adjustments	\$ 41,266	\$ 44,078	\$ 41,658	\$ 45,283	\$ 172,285
Non-GAAP income from operations	\$ 162,787	\$ 150,338	\$ 157,347	\$ 167,963	\$ 638,435
Non-GAAP operating margin	31%	28%	29%	29%	29%
GAAP net income	\$ 77,746	\$ 67,200	\$ 88,040	\$ 88,420	\$ 321,406
Operating adjustments (from above)	\$ 41,266	\$ 44,078	\$ 41,658	\$ 45,283	\$ 172,285
Amortization of debt discount and issuance costs	\$ 4,576	\$ 4,678	\$ 4,630	\$ 4,641	\$ 18,525
Loss on investments	\$ 25	\$ —	\$ —	\$ —	\$ 25
Income tax-effect of above non-GAAP adjustments and certain discrete tax items	\$ (12,437)	\$ (13,788)	\$ (22,453)	\$ (9,631)	\$ (58,309)
Non-GAAP net income	\$ 111,176	\$ 102,168	\$ 111,875	\$ 128,713	\$ 453,932
Non-GAAP net income per share – diluted	\$ 0.61	\$ 0.57	\$ 0.62	\$ 0.72	\$ 2.52
Shares used in per share calculation – diluted	180,825	180,738	180,364	179,732	180,415

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	2014				2014 FY
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<i>(in thousands, except per share data)</i>					
Revenue by solution category					
Performance and Security Solutions	\$ 202,179	\$ 222,162	\$ 229,204	\$ 245,687	\$ 899,232
Media Delivery Solutions	\$ 215,889	\$ 217,600	\$ 232,368	\$ 251,550	\$ 917,407
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	\$ 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