



Akamai Technologies, Inc.

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Supplemental Metrics (unaudited)

In thousands, except per share data	2008				2008	2009				2009	2010	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	
Revenue by Vertical												
Media & Entertainment	\$ 87,477	\$ 90,733	\$ 96,687	\$ 95,142	\$ 370,039	\$ 94,194	\$ 86,750	\$ 89,265	\$ 98,597	\$ 368,806	\$ 103,144	
Commerce	\$ 48,652	\$ 51,460	\$ 53,076	\$ 65,683	\$ 218,871	\$ 63,265	\$ 64,548	\$ 64,723	\$ 79,656	\$ 272,192	\$ 75,467	
High Tech	\$ 42,773	\$ 43,772	\$ 38,509	\$ 43,059	\$ 168,113	\$ 42,605	\$ 44,208	\$ 41,298	\$ 48,728	\$ 176,839	\$ 48,903	
Public Sector	\$ 8,117	\$ 8,039	\$ 9,075	\$ 8,670	\$ 33,901	\$ 10,304	\$ 9,094	\$ 11,214	\$ 11,324	\$ 41,936	\$ 12,515	
Total Revenue	\$ 187,019	\$ 194,004	\$ 197,347	\$ 212,554	\$ 790,924	\$ 210,368	\$ 204,600	\$ 206,500	\$ 238,305	\$ 859,773	\$ 240,029	
Pro forma COGS	\$ 34,749	\$ 35,356	\$ 37,562	\$ 39,889	\$ 147,556	\$ 39,080	\$ 37,916	\$ 37,928	\$ 42,379	\$ 157,303	\$ 41,843	
Dep. & amort. - network	\$ 16,260	\$ 17,733	\$ 18,483	\$ 20,163	\$ 72,639	\$ 20,721	\$ 21,604	\$ 23,527	\$ 24,588	\$ 90,440	\$ 24,930	
Stock comp. - network	\$ 566	\$ 599	\$ 614	\$ 636	\$ 2,415	\$ 561	\$ 489	\$ 532	\$ 613	\$ 2,195	\$ 701	
GAAP COGS	\$ 51,575	\$ 53,688	\$ 56,659	\$ 60,688	\$ 222,610	\$ 60,362	\$ 60,009	\$ 61,987	\$ 67,580	\$ 249,938	\$ 67,474	
Pro forma gross profit	\$ 152,270	\$ 158,648	\$ 159,785	\$ 172,665	\$ 643,368	\$ 171,288	\$ 166,684	\$ 168,572	\$ 195,926	\$ 702,470	\$ 198,186	
Pro forma gross margin	81%	82%	81%	81%	81%	81%	81%	82%	82%	83%	83%	
GAAP gross profit	\$ 135,444	\$ 140,316	\$ 140,688	\$ 151,866	\$ 568,314	\$ 150,006	\$ 144,591	\$ 144,513	\$ 170,725	\$ 609,835	\$ 172,555	
GAAP gross margin	72%	72%	71%	71%	72%	71%	71%	70%	72%	71%	72%	
Pro forma R&D	\$ 6,856	\$ 6,857	\$ 7,178	\$ 7,264	\$ 28,155	\$ 8,130	\$ 7,155	\$ 8,250	\$ 9,156	\$ 32,691	\$ 9,186	
Stock comp. - R&D	\$ 2,448	\$ 2,662	\$ 2,765	\$ 3,213	\$ 11,088	\$ 2,726	\$ 2,223	\$ 2,654	\$ 3,364	\$ 10,967	\$ 3,993	
GAAP R&D	\$ 9,304	\$ 9,519	\$ 9,943	\$ 10,477	\$ 39,243	\$ 10,856	\$ 9,378	\$ 10,904	\$ 12,520	\$ 43,658	\$ 13,179	
Pro forma S&M	\$ 30,995	\$ 34,084	\$ 35,078	\$ 37,935	\$ 138,092	\$ 35,230	\$ 35,413	\$ 37,319	\$ 44,048	\$ 152,010	\$ 40,644	
Stock comp. - S&M	\$ 4,949	\$ 7,104	\$ 6,949	\$ 7,271	\$ 26,273	\$ 7,040	\$ 6,024	\$ 6,787	\$ 7,560	\$ 27,411	\$ 9,024	
GAAP S&M	\$ 35,944	\$ 41,188	\$ 42,027	\$ 45,206	\$ 164,365	\$ 42,270	\$ 41,437	\$ 44,106	\$ 51,608	\$ 179,421	\$ 49,668	
Pro forma G&A	\$ 27,181	\$ 24,984	\$ 27,068	\$ 27,135	\$ 106,368	\$ 27,611	\$ 26,724	\$ 27,081	\$ 31,129	\$ 112,545	\$ 30,238	
Stock comp. - G&A	\$ 3,288	\$ 6,632	\$ 3,794	\$ 4,409	\$ 18,123	\$ 4,740	\$ 4,584	\$ 3,639	\$ 5,261	\$ 18,224	\$ 5,390	
Dep. & Amort. - G&A	\$ 2,797	\$ 2,187	\$ 2,914	\$ 3,639	\$ 11,537	\$ 3,717	\$ 3,836	\$ 3,935	\$ 3,843	\$ 15,331	\$ 3,922	
GAAP G&A	\$ 33,266	\$ 33,803	\$ 33,776	\$ 35,183	\$ 136,028	\$ 36,068	\$ 35,144	\$ 34,655	\$ 40,233	\$ 146,100	\$ 39,550	
Restructuring charge (benefit)	\$ -	\$ -	\$ -	\$ 2,509	\$ 2,509	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	
Amortization of other intangible assets	\$ 3,590	\$ 3,491	\$ 3,173	\$ 3,651	\$ 13,905	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	
Adj. EBITDA	\$ 87,238	\$ 92,723	\$ 90,461	\$ 100,331	\$ 370,753	\$ 100,317	\$ 97,392	\$ 95,922	\$ 111,593	\$ 405,224	\$ 118,118	
Adj. EBITDA margin	47%	48%	46%	47%	47%	48%	48%	46%	47%	47%	49%	
GAAP OpEx (excluding COGS)	\$ 82,104	\$ 88,001	\$ 88,919	\$ 97,026	\$ 356,050	\$ 93,887	\$ 90,197	\$ 93,768	\$ 108,503	\$ 386,355	\$ 106,505	
GAAP Op. Income	\$ 53,340	\$ 52,315	\$ 51,769	\$ 54,840	\$ 212,264	\$ 56,119	\$ 54,394	\$ 50,745	\$ 62,222	\$ 223,480	\$ 66,050	
Interest income, net	\$ 7,331	\$ 4,780	\$ 4,994	\$ 4,862	\$ 21,967	\$ 4,030	\$ 3,454	\$ 2,807	\$ 2,841	\$ 13,132	\$ 2,662	
Loss of early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Gain (loss) on investments, net	\$ 208	\$ 64	\$ 1	\$ (430)	\$ (157)	\$ 455	\$ -	\$ -	\$ 2	\$ 457	\$ -	
Other income (expense), net	\$ 476	\$ (970)	\$ 154	\$ 801	\$ 461	\$ 1,134	\$ 184	\$ (659)	\$ (496)	\$ 163	\$ (75)	
Income before provision for income taxes	\$ 61,355	\$ 56,189	\$ 56,918	\$ 60,073	\$ 234,535	\$ 61,738	\$ 58,032	\$ 52,893	\$ 64,569	\$ 237,232	\$ 68,637	
Provision for income taxes	\$ 24,444	\$ 21,855	\$ 23,558	\$ 19,540	\$ 89,397	\$ 24,657	\$ 22,025	\$ 20,148	\$ 24,489	\$ 91,319	\$ 27,759	
Net income	\$ 36,911	\$ 34,334	\$ 33,360	\$ 40,533	\$ 145,138	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	
Interest add-back for GAAP diluted share calculation	\$ 710	\$ 434	\$ 416	\$ 479	\$ 1,757	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	
Net income for diluted earnings per share	\$ 37,621	\$ 34,768	\$ 33,776	\$ 41,012	\$ 146,895	\$ 37,507	\$ 36,448	\$ 33,184	\$ 40,520	\$ 147,659	\$ 41,300	
Net income per share:												
Basic	\$ 0.22	\$ 0.21	\$ 0.20	\$ 0.24	\$ 0.87	\$ 0.22	\$ 0.21	\$ 0.19	\$ 0.23	\$ 0.85	\$ 0.24	
Diluted	\$ 0.20	\$ 0.19	\$ 0.18	\$ 0.22	\$ 0.79	\$ 0.20	\$ 0.19	\$ 0.18	\$ 0.21	\$ 0.78	\$ 0.22	
Shares used in per share calculations:												
Basic	165,959	167,417	168,474	168,843	167,673	170,519	172,561	171,686	170,936	171,425	171,101	
Diluted	185,744	187,641	187,769	186,694	186,685	188,183	189,556	188,273	188,621	188,658	189,013	
GAAP Net income	\$ 36,911	\$ 34,334	\$ 33,360	\$ 40,533	\$ 145,138	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	
Amortization of other intangible assets	\$ 3,590	\$ 3,491	\$ 3,173	\$ 3,651	\$ 13,905	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	
Stock-based compensation	\$ 11,251	\$ 16,997	\$ 14,122	\$ 15,529	\$ 57,899	\$ 15,067	\$ 13,320	\$ 13,612	\$ 16,798	\$ 58,797	\$ 19,108	
Amortization of capitalized stock-based compensation	\$ 861	\$ 1,014	\$ 1,118	\$ 1,219	\$ 4,212	\$ 1,307	\$ 1,461	\$ 1,794	\$ 1,851	\$ 6,413	\$ 1,875	
Loss on early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Release of deferred tax valuation allowance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Utilization of tax NOL carryforward*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Restructuring charge (benefit)	\$ -	\$ -	\$ -	\$ 2,509	\$ 2,509	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	
(Gain) loss on investments, net	\$ (208)	\$ (64)	\$ (1)	\$ 430	\$ 157	\$ (455)	\$ -	\$ -	\$ (2)	\$ (457)	\$ -	
Fully taxed normalized net income	\$ 52,405	\$ 55,772	\$ 51,772	\$ 63,871	\$ 223,820	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842	\$ 65,969	
Interest add-back for fully taxed normalized diluted share calculation	\$ 710	\$ 434	\$ 416	\$ 479	\$ 1,757	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	
Fully taxed normalized net income for diluted earnings per share	\$ 53,115	\$ 56,206	\$ 52,188	\$ 64,350	\$ 225,577	\$ 58,119	\$ 55,467	\$ 52,693	\$ 63,309	\$ 229,588	\$ 66,391	
Fully taxed normalized net income per diluted share	\$ 0.28	\$ 0.30	\$ 0.28	\$ 0.35	\$ 1.20	\$ 0.31	\$ 0.29	\$ 0.28	\$ 0.34	\$ 1.22	\$ 0.35	
Diluted shares used in fully taxed normalized net income calculations	186,826	188,970	188,349	186,489	187,382	188,183	189,556	188,273	188,621	188,658	189,013	
To reconcile fully taxed normalized net income and EPS to previously reported normalized net income and EPS												
Fully taxed normalized net income	\$ 52,405	\$ 55,772	\$ 51,772	\$ 63,871	\$ 223,820	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842	\$ 65,969	
Add back non-cash tax expense for previous reported normalized calculation	\$ 23,217	\$ 20,735	\$ 22,434	\$ 18,336	\$ 84,722	\$ 22,851	\$ 20,236	\$ 18,563	\$ 22,553	\$ 84,203	\$ 24,203	
Previously reported normalized net income	\$ 75,622	\$ 76,507	\$ 74,206	\$ 82,207	\$ 308,542	\$ 80,544	\$ 75,262	\$ 70,817	\$ 85,422	\$ 312,045	\$ 90,172	
Interest add-back for normalized diluted share calculation	\$ 710	\$ 696	\$ 696	\$ 696	\$ 2,782	\$ 689	\$ 689	\$ 688	\$ 688	\$ 2,754	\$ 688	
Previously reported normalized net income for diluted earnings per share	\$ 76,332	\$ 77,203	\$ 74,902	\$ 82,903	\$ 311,324	\$ 81,233	\$ 75,951	\$ 71,505	\$ 86,110	\$ 314,799	\$ 90,860	
Previously reported normalized net income per diluted share	\$ 0.41	\$ 0.41	\$ 0.40	\$ 0.44	\$ 1.66	\$ 0.43	\$ 0.40	\$ 0.38	\$ 0.46	\$ 1.67	\$ 0.47	
Diluted shares used in normalized net income calculations	186,826	188,970	188,349	186,489	187,382	188,183	189,556	188,273	188,621	188,658	189,013	