Akamai Technologies, Inc. Reconciliation of GAAP to Non-GAAP Financial Measures December 31, 2023

In addition to providing financial measurements based on generally accepted accounting principles in the United States of America (GAAP), Akamai provides additional financial metrics that are not prepared in accordance with GAAP (non-GAAP financial measures). Management uses non-GAAP financial measures, in addition to GAAP financial measures, to understand and compare operating results across accounting periods, for financial and operational decision making, for planning and forecasting purposes, to measure executive compensation and to evaluate Akamai's financial performance. These non-GAAP financial measures are non-GAAP income from operations, non-GAAP operating margin, non-GAAP net income, non-GAAP net income per diluted share, Adjusted EBITDA, Adjusted EBITDA margin, capital expenditures, non-GAAP tax rate and impact of foreign currency exchange rates, as discussed below.

Management believes that these non-GAAP financial measures reflect Akamai's ongoing business in a manner that allows for meaningful comparisons and analysis of trends in the business, as they facilitate comparison of financial results across accounting periods and to those of our peer companies. Management also believes that these non-GAAP financial measures enable investors to evaluate Akamai's operating results and future prospects in the same manner as management. These non-GAAP financial measures may exclude expenses and gains that may be unusual in nature, infrequent or not reflective of Akamai's ongoing operating results.

The non-GAAP financial measures do not replace the presentation of Akamai's GAAP financial results and should only be used as a supplement to, not as a substitute for, Akamai's financial results presented in accordance with GAAP. Akamai has provided a reconciliation of each non-GAAP financial measure used in its financial reporting and investor presentations to the most directly comparable GAAP financial measure. This reconciliation captioned "Reconciliation of GAAP to Non-GAAP Financial Measures" can be found on the Investor Relations section of Akamai's website.

Akamai provides forward-looking statements in the form of guidance during its quarterly earnings conference calls. This guidance is provided on a non-GAAP basis and cannot be reconciled to the closest GAAP measures without unreasonable effort because of the unpredictability of the amounts and timing of events affecting the items we exclude from non-GAAP measures. For example, stock-based compensation is unpredictable for Akamai's performance-based awards, which can fluctuate significantly based on current expectations of the future achievement of performance-based targets. Amortization of intangible assets, acquisition-related costs and restructuring costs are all impacted by the timing and size of potential future actions, which are difficult to predict. In addition, from time to time, Akamai excludes certain items that occur infrequently, which are also inherently difficult to predict and estimate. It is also difficult to predict the tax effect of the items we exclude and to estimate certain discrete tax items, such as the resolution of tax audits or changes to tax laws. As such, the costs that are being excluded from non-GAAP guidance are difficult to predict and a reconciliation or a range of results could lead to disclosure that would be imprecise or potentially misleading. Material changes to any one of the exclusions could have a significant effect on our guidance and future GAAP results.

Akamai's definitions of its non-GAAP financial measures are outlined below:

Non-GAAP income from operations – GAAP income from operations adjusted for the following items: amortization of acquired intangible assets; stock-based compensation; amortization of capitalized stock-based compensation; amortization of capitalized interest expense; acquisition-related costs; restructuring charges; and other non-recurring or unusual items that may arise from time to time.

		Th	ree l	Months End	Year Ended				
(in thousands)	_	ecember 1, 2023		eptember 30, 2023	ecember 31, 2022	_	December 31, 2023		December 31, 2022
Income from operations	\$	184,786	\$	176,129	\$ 167,475	\$	637,338	\$	676,274
Amortization of acquired intangible assets		16,833		18,108	16,993		66,751		64,983
Stock-based compensation		92,123		87,017	58,374		328,467		217,185
Amortization of capitalized stock-based compensation and capitalized interest expense		7,774		9,077	7,786		32,981		31,768
Restructuring (benefit) charge		(32)		2,595	571		56,643		13,529
Acquisition-related costs		1,189		3,048	6,439		13,345		29,049
Non-GAAP income from operations	\$	302,673	\$	295,974	\$ 257,638	\$	1,135,525	\$	1,032,788

Non-GAAP operating margin – Non-GAAP income from operations stated as a percentage of revenue.

	Th	ree Months End	led	Year l	Ended
(in thousands)	December 31, 2023	September 30, 2023	December 31, 2022	December 31, 2023	December 31, 2022
Revenue	\$ 995,017	\$ 965,484	\$ 927,779	\$3,811,920	\$3,616,654
Non-GAAP income from operations	302,673	295,974	257,638	1,135,525	1,032,788
Non-GAAP operating margin	30 %	31 %	28 %	30 %	29 %

Non-GAAP net income – GAAP net income adjusted for the following tax-affected items: amortization of acquired intangible assets; stock-based compensation; amortization of capitalized stock-based compensation; acquisition-related costs; restructuring charges; amortization of debt issuance costs; amortization of capitalized interest expense; certain gains and losses on investments; gains and losses from equity method investment; and other non-recurring or unusual items that may arise from time to time.

	Th	ree	Months End	Year Ended					
(in thousands)	 cember , 2023		eptember 30, 2023	_	ecember 1, 2022	_	December 31, 2023		December 31, 2022
Net income	\$ 161,165	\$	160,542	\$	128,762	\$	547,629	\$	523,672
Amortization of acquired intangible assets	16,833		18,108		16,993		66,751		64,983
Stock-based compensation	92,123		87,017		58,374		328,467		217,185
Amortization of capitalized stock-based compensation and capitalized interest expense	7,774		9,077		7,786		32,981		31,768
Restructuring (benefit) charge	(32)		2,595		571		56,643		13,529
Acquisition-related costs	1,189		3,048		6,439		13,345		29,049
Amortization of debt issuance costs	1,741		1,404		1,099		5,341		4,395
(Gain) loss on investments			(110)		_		(311)		8,260
(Gain) loss from equity method investment			(1,475)		_		(1,475)		7,635
Income tax effect of above non-GAAP adjustments and certain discrete tax items	(18,162)		(29,135)		(3,579)		(89,364)		(42,768)
Non-GAAP net income	\$ 262,631	\$	251,071	\$	216,445	\$	960,007	\$	857,708

Non-GAAP net income per diluted share – Non-GAAP net income divided by weighted average diluted common shares outstanding. Diluted weighted average common shares outstanding are adjusted in non-GAAP per share calculations for the shares that would be delivered to Akamai pursuant to the note hedge transactions entered into in connection with the issuances of \$1,265 million of convertible senior notes due 2029 and the issuances of \$1,150 million of convertible senior notes due 2027 and 2025, respectively. Under GAAP, shares delivered under hedge transactions are not considered offsetting shares in the fully-diluted share calculation until they are delivered. However, Akamai would receive a benefit from the note hedge transactions and would not allow the dilution to occur, so management believes that adjusting for this benefit provides a meaningful view of operating performance. With respect to the convertible senior notes due in each of 2029, 2027 and 2025, unless Akamai's weighted average stock price is greater than \$126.31, \$116.18 and \$95.10, respectively, the initial conversion prices, there will be no difference between GAAP and non-GAAP diluted weighted average common shares outstanding.

		Th	ree	Months End	Year Ended				
(in thousands, except per share data)		ecember 1, 2023		eptember 30, 2023	ecember 31, 2022	December 31, 2023			December 31, 2022
GAAP net income per diluted share	\$	1.03	\$	1.04	\$ 0.82	\$	3.52	\$	3.26
Adjustments to net income:									
Amortization of acquired intangible assets		0.11		0.12	0.11		0.43		0.40
Stock-based compensation		0.59		0.56	0.37		2.11		1.35
Amortization of capitalized stock-based compensation and capitalized interest expense		0.05		0.06	0.05		0.21		0.20
Restructuring (benefit) charge				0.02	_		0.36		0.08
Acquisition-related costs		0.01		0.02	0.04		0.09		0.18
Amortization of debt issuance costs		0.01		0.01	0.01		0.03		0.03
(Gain) loss on investments				_	_				0.05
(Gain) loss from equity method investment				(0.01)	_		(0.01)		0.05
Income tax effect of above non-GAAP adjustments and certain discrete tax items		(0.12)		(0.19)	(0.02)		(0.58)		(0.27)
Adjustment for shares		0.02		0.01	_		0.02		0.02
Non-GAAP net income per diluted share	\$	1.69	\$	1.63	\$ 1.37	\$	6.20	\$	5.37
Shares used in GAAP per diluted share calculations		157,024		154,976	157,451		155,397		160,467
Impact of benefit from note hedge transactions		(1,755)		(544)			(574)		(720)
Shares used in non-GAAP per diluted share calculations		155,269		154,432	 157,451	_	154,823	_	159,747

Adjusted EBITDA – GAAP net income excluding the following items: interest and marketable securities income and losses; income taxes; depreciation and amortization of tangible and intangible assets; stock-based compensation; amortization of capitalized stock-based compensation; acquisition-related costs; restructuring charges; foreign exchange gains and losses; interest expense; amortization of capitalized interest expense; certain gains and losses on investments; gains and losses from equity method investment; and other non-recurring or unusual items that may arise from time to time.

	Th	ree l	Months End	Year Ended					
(in thousands)	December 31, 2023		September 30, 2023		ecember 31, 2022	December 31, 2023			December 31, 2022
Net income	\$ 161,165	\$	160,542	\$	128,762	\$	547,629	\$	523,672
Interest and marketable securities income, net	(23,981)		(11,412)		(5,018)		(45,194)		(3,258)
Provision for income taxes	35,076		20,326		39,638		106,373		126,696
Depreciation and amortization	123,314		121,626		124,055		472,035		496,909
Amortization of capitalized stock-based compensation and capitalized interest expense	7,774		9,077		7,786		32,981		31,768
Amortization of acquired intangible assets	16,833		18,108		16,993		66,751		64,983
Stock-based compensation	92,123		87,017		58,374		328,467		217,185
Restructuring (benefit) charge	(32)		2,595		571		56,643		13,529
Acquisition-related costs	1,189		3,048		6,439		13,345		29,049
Interest expense	6,884		4,987		2,684		17,709		11,096
(Gain) loss on investments			(110)		_		(311)		8,260
(Gain) loss from equity method investment			(1,475)		_		(1,475)		7,635
Other expense, net	5,642		3,271		1,409		12,607		2,173
Adjusted EBITDA	\$ 425,987	\$	417,600	\$	381,693	\$	1,607,560	\$	1,529,697

Adjusted EBITDA margin – Adjusted EBITDA stated as a percentage of revenue.

	Th	ree Months End	Year I	Ended		
(in thousands)	December 31, 2023	September 30, 2023	December 31, 2022	December 31, 2023	December 31, 2022	
Revenue	\$ 995,017	\$ 965,484	\$ 927,779	\$3,811,920	\$3,616,654	
Adjusted EBITDA	425,987	417,600	381,693	1,607,560	1,529,697	
Adjusted EBITDA margin	43 %	43 %	41 %	42 %	42 %	

Cash operating expenses (cash opex) – GAAP operating expenses (consisting of research and development, sales and marketing, general and administrative, amortization of acquired intangible assets and restructuring charges), excluding stock-based compensation; amortization of acquired intangible assets; depreciation and amortization; acquisition-related costs; restructuring charges; and other non-recurring or unusual items that may arise from time to time.

	Th	ree	Months End	Year Ended				
(in thousands)	December 31, 2023	September 30, 2023		December 31, 2022		December 31, 2023		December 31, 2022
GAAP operating expenses	\$ 3 416,834		406,280	\$	402,336	\$ 1,663,519	\$	1,556,561
Less:								
Stock-based compensation	80,225		75,781		50,624	284,665		188,831
Amortization of acquired intangible assets	16,833		18,108		16,993	66,751		64,983
Depreciation and amortization	16,668		16,197		17,442	65,817		74,224
Amortization of capitalized stock-based compensation and interest expense not included in depreciation and amortization	198		163		159	620		486
Restructuring (benefit) charge	(32)		2,595		571	56,643		13,529
Acquisition-related costs	611		2,470		4,831	10,156		24,069
Cash operating expenses	\$ 302,331	\$	290,966	\$	311,716	\$ 1,178,867	\$	1,190,439

Cash cost of revenue – GAAP cost of revenue, excluding stock-based compensation, depreciation and amortization and acquisition-related costs.

		Th	ree]	Months End	Year Ended				
(in thousands)	_	ecember 1, 2023		eptember 30, 2023	_	December 31, 2022	December 31, 2023	_	December 31, 2022
GAAP cost of revenue	\$	393,397	\$	383,075	\$	357,968	\$ 1,511,063	\$	1,383,819
Less:									
Stock-based compensation		11,898		11,236		7,750	43,802		28,354
Depreciation and amortization		114,133		114,255		114,135	438,208		453,547
Amortization of capitalized stock-based compensation and interest expense not included in depreciation and amortization		89		88		105	371		420
Acquisition-related costs		578		578		1.608	3,189		4,980
Acquisition-related costs		376		376		1,000	3,109		4,700
Cash cost of revenue	\$	266,699	\$	256,918	\$	234,370	\$ 1,025,493	\$	896,518

Cash gross profit – Revenue less cash cost of revenue.

	Th	ree	Months End	Year	Ended		
(in thousands)	December 31, 2023		eptember 30, 2023	December 31, 2022		December 31, 2023	December 31, 2022
Revenue	\$ 995,017	\$	965,484	\$	927,779	\$ 3,811,920	\$ 3,616,654
Cash cost of revenue	266,699		256,918		234,370	1,025,493	896,518
Cash gross profit	\$ 728,318	\$	708,566	\$	693,409	\$ 2,786,427	\$ 2,720,136

Cash gross margin – Revenue less GAAP cost of revenue, excluding stock-based compensation and depreciation and amortization, stated as a percentage of revenue.

	Th	ree	Months End	Year Ended			
(in thousands)	December 31, 2023	September 30, 2023		December 31, 2022		December 31, 2023	December 31, 2022
Revenue	\$ 995,017	\$	965,484	\$	927,779	\$ 3,811,920	\$ 3,616,654
Cash gross profit	728,318		708,566		693,409	2,786,427	2,720,136
Cash gross margin	73 %		73 %		75 %	73 %	75 %

Free cash flow – Cash flows from operations less purchases of property and equipment and capitalization of internal-use software development costs included in the statements of cash flows.

	Th	ree !	Months End	Year Ended					
(in thousands)	December 31, 2023		September 30, 2023		ecember 31, 2022	December 31, 2023		_	December 31, 2022
Cash provided by operating activities	\$ \$ 389,193		359,436	\$	341,498	\$	1,348,439	\$	1,274,676
Less:									
Purchases of property and equipment	70,404		133,500		65,249		457,909		241,266
Capitalization of internal-use software development costs	63,483		64,119		45,539		272,131		217,036
Free cash flow	\$ 255,306	\$	161,817	\$	230,710	\$	618,399	\$	816,374

Free cash flow as a percentage of revenue – Cash flows from operations less purchases of property and equipment and capitalization of internal-use software development costs included in the statements of cash flows, stated as a percentage of revenue.

	Th	ree Months End	led	Year l	Ended
(in thousands)	December 31, 2023	September 30, 2023	December 31, 2022	December 31, 2023	December 31, 2022
Revenue	\$ 995,017	\$ 965,484	\$ 927,779	\$3,811,920	\$3,616,654
Free cash flow	255,306	161,817	230,710	618,399	816,374
Free cash flow as a percentage of revenue	26 %	17 %	25 %	16 %	23 %

Capital expenditures, or capex, excluding stock-based compensation and interest expense – Purchases of property and equipment and capitalization of internal-use software development costs presented on an accrual basis, which differs from the cash-basis presentation included in the statements of cash flows. The primary difference between the two is the change in purchases of property and equipment and capitalization of internal-use software development costs accrued for, but not paid, at period end versus prior periods.

	Three Months Ended							Year Ended			
(in thousands)	December 31, 2023		September 30, 2023		December 31, 2022		December 31, 2023		December 31, 2022		
Purchases of property and equipment	\$	80,408	\$	86,382	\$	93,547	\$	459,167	\$	275,578	
Capitalization of internal-use software development costs		62,355		65,895		50,956		258,626		199,894	
Capital expenditures, excluding stock-based compensation and interest expense	\$	142,763	\$	152,277	\$	144,503	\$	717,793	\$	475,472	

Capex as a percentage of revenue – Capital expenditures, or capex, excluding stock-based compensation and interest expense, stated as a percentage of revenue.

	Th	ree Months End	Year Ended			
(in thousands)	December 31, 2023	September 30, 2023	December 31, 2022	December 31, 2023	December 31, 2022	
Revenue	\$ 995,017	\$ 965,484	\$ 927,779	\$3,811,920	\$3,616,654	
Capital expenditures, excluding stock-based compensation and interest expense	142,763	152,277	144,503	717,793	475,472	
Capex as a percentage of revenue	14 %	16 %	16 %	19 %	13 %	

Non-GAAP depreciation – GAAP depreciation and amortization (which consists of depreciation and amortization of property and equipment, capitalized stock-based compensation, capitalized interest expense and acquired intangible assets), less depreciation and amortization excluded from non-GAAP results (which consists of depreciation and amortization of capitalized stock-based compensation, capitalized interest expense and acquired intangible assets).

	Three Months Ended							Year Ended			
(in thousands)	December 31, 2023		September 30, 2023		December 31, 2022		December 31, 2023		December 31, 2022		
GAAP depreciation and amortization	\$	147,634	\$	148,560	\$	148,570	\$	570,776	\$	592,754	
Less:											
Capitalized stock-based compensation amortization		7,379		8,710		7,407		31,548		30,400	
Capitalized interest expense amortization		108		116		115		442		462	
Amortization of acquired intangible assets		16,833		18,108		16,993		66,751		64,983	
Non-GAAP depreciation	\$	123,314	\$	121,626	\$	124,055	\$	472,035	\$	496,909	

Non-GAAP tax rate – GAAP tax rate excluding the tax effect of non-GAAP adjustments and certain discrete tax items.

	Thr	ee Months End	Year Ended			
	December 31, 2023	September 30, 2023	December 31, 2022	December 31, 2023	December 31, 2022	
GAAP tax rate	18 %	11 %	24 %	16 %	19 %	
Income tax-effect of non-GAAP adjustments and certain discrete tax items	(1)%	5	(7)	1	(3)	
Non-GAAP tax rate	17 %	16 %	17 %	17 %	16 %	

Impact of foreign currency exchange rate – Revenue and earnings from international operations have historically been important contributors to Akamai's financial results. Consequently, Akamai's financial results have been impacted, and management expects they will continue to be impacted, by fluctuations in foreign currency exchange rates. For example, when the local currencies of our international subsidiaries weaken, our consolidated results stated in U.S. dollars are negatively impacted.

Because exchange rates are a meaningful factor in understanding period-to-period comparisons, management believes the presentation of the impact of foreign currency exchange rates on revenue and earnings enhances the understanding of our financial results and evaluation of performance in comparison to prior periods. The dollar impact of changes in foreign currency exchange rates presented is calculated by translating current period results using monthly average foreign currency exchange rates from the comparative period and comparing them to the reported amount. The percentage change at constant currency presented is calculated by comparing the prior period amounts as reported and the current period amounts translated using the same monthly average foreign currency exchange rates from the comparative period.

The non-GAAP adjustments, and Akamai's basis for excluding them from non-GAAP financial measures, are outlined below:

Amortization of acquired intangible assets – Akamai has incurred amortization of intangible assets, included in its GAAP financial statements, related to various acquisitions Akamai has made. The amount of an acquisition's purchase price allocated to intangible assets and term of its related amortization can vary significantly and is unique to each acquisition; therefore, Akamai excludes amortization of acquired intangible assets from its non-GAAP financial measures to provide investors with a consistent basis for comparing pre- and post-acquisition operating results.

Stock-based compensation and amortization of capitalized stock-based compensation – Although stock-based compensation is an important aspect of the compensation paid to Akamai's employees, the grant date fair value varies based on the stock price at the time of grant, varying valuation methodologies, subjective assumptions and the variety of award types. This makes the comparison of Akamai's current financial results to previous and future periods difficult to interpret; therefore, Akamai believes it is useful to exclude stock-based compensation and amortization of capitalized stock-based compensation from its non-GAAP financial measures in order to highlight the performance of Akamai's core business and to be consistent with the way many investors evaluate its performance and compare its operating results to peer companies.

Acquisition-related costs – Acquisition-related costs include transaction fees, advisory fees, due diligence costs and other direct costs associated with strategic activities, as well as certain additional compensation costs payable to employees acquired from the Linode acquisition if employed for a certain period of time. The additional compensation cost was initiated by and determined by the seller, and is in addition to normal levels of compensation, including retention programs, offered by Akamai. Acquisition-related costs are impacted by the timing and size of the acquisitions, and Akamai excludes acquisition-related costs from its non-GAAP financial measures to provide a useful comparison of operating results to prior periods and to peer companies because such amounts vary significantly based on the magnitude of the acquisition transactions and do not reflect Akamai's core operations.

Restructuring charge – Akamai has incurred restructuring charges from programs that have significantly changed either the scope of the business undertaken by the Company or the manner in which that business is conducted. These charges include severance and related expenses for workforce reductions, impairments of long-lived assets that will no longer be used in operations (including right-of-use assets, other facility-related property and equipment and internal-use software) and termination fees for any contracts cancelled as part of these programs. Akamai excludes these items from its non-GAAP financial measures when evaluating its continuing business performance as such items vary significantly based on the magnitude of the restructuring action and do not reflect expected future operating expenses. In addition, these charges do not necessarily provide meaningful insight into the fundamentals of current or past operations of its business.

Amortization of debt issuance costs and capitalized interest expense – Akamai has convertible senior notes outstanding that mature in 2029, 2027 and 2025. The issuance costs of the convertible senior notes are amortized to interest expense and are excluded from Akamai's non-GAAP results because management believes the non-cash amortization expense is not representative of ongoing operating performance.

Gains and losses on investments – Akamai has recorded gains and losses from the disposition, changes to fair value and impairment of certain investments. Akamai believes excluding these amounts from its non-GAAP financial measures is useful to investors as the types of events giving rise to these gains and losses are not representative of Akamai's core business operations and ongoing operating performance.

Gains and losses from equity method investment – Akamai records income or losses on its share of earnings and losses from its equity method investment, and any gains from returns of investments or impairments. Akamai excludes such income and losses because it does not have direct control over the operations of the investment and the related income and losses are not representative of its core business operations.

Income tax effect of non-GAAP adjustments and certain discrete tax items – The non-GAAP adjustments described above are reported on a pre-tax basis. The income tax effect of non-GAAP adjustments is the difference between GAAP and non-GAAP income tax expense. Non-GAAP income tax expense is computed on non-GAAP pre-tax income (GAAP pre-tax income adjusted for non-GAAP adjustments) and excludes certain discrete tax items (such as the impact of intercompany sales of intellectual property related to acquisitions), if any. Akamai believes that applying the non-GAAP adjustments and their related income tax effect allows Akamai to highlight income attributable to its core operations.