



Akamai Technologies, Inc.

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Supplemental Metrics (unaudited)
September 30, 2011
In thousands, except per share data

	2009					2010					2011		
	Q1	Q2	Q3	Q4	2009 FY	Q1	Q2	Q3	Q4	2010 FY	Q1	Q2	Q3
Revenue by vertical													
Media & Entertainment	\$ 94,194	\$ 86,750	\$ 89,265	\$ 98,597	\$ 368,806	\$ 103,141	\$ 105,714	\$ 112,117	\$ 123,707	\$ 444,679	\$ 118,246	\$ 116,919	\$ 117,745
Commerce	\$ 38,530	\$ 39,503	\$ 40,061	\$ 52,875	\$ 170,969	\$ 47,275	\$ 48,422	\$ 49,977	\$ 64,016	\$ 209,690	\$ 59,096	\$ 58,478	\$ 61,363
Enterprise	\$ 24,324	\$ 25,045	\$ 24,662	\$ 26,781	\$ 100,812	\$ 27,792	\$ 29,528	\$ 29,899	\$ 33,645	\$ 120,864	\$ 36,416	\$ 37,721	\$ 39,001
High Tech	\$ 42,605	\$ 44,208	\$ 41,298	\$ 48,728	\$ 176,339	\$ 48,903	\$ 47,586	\$ 46,719	\$ 48,594	\$ 191,802	\$ 47,244	\$ 48,196	\$ 48,200
Public Sector	\$ 10,715	\$ 9,094	\$ 11,214	\$ 11,324	\$ 42,347	\$ 12,918	\$ 14,068	\$ 14,839	\$ 14,726	\$ 56,551	\$ 14,951	\$ 15,675	\$ 15,547
Total Revenue	\$ 210,368	\$ 204,600	\$ 206,500	\$ 238,305	\$ 859,773	\$ 240,029	\$ 245,318	\$ 253,551	\$ 284,688	\$ 1,023,586	\$ 275,953	\$ 276,989	\$ 281,856
Pro forma COGS	\$ 39,080	\$ 37,916	\$ 37,928	\$ 42,379	\$ 157,303	\$ 41,843	\$ 44,607	\$ 48,806	\$ 54,809	\$ 190,065	\$ 55,787	\$ 55,904	\$ 59,434
Dep. & amort. - network	\$ 20,721	\$ 21,604	\$ 23,527	\$ 24,588	\$ 90,440	\$ 24,930	\$ 26,256	\$ 28,304	\$ 30,772	\$ 110,532	\$ 32,726	\$ 33,153	\$ 33,216
Stock comp. - network	\$ 561	\$ 489	\$ 532	\$ 613	\$ 2,195	\$ 701	\$ 707	\$ 702	\$ 696	\$ 2,806	\$ 555	\$ 590	\$ 634
GAAP COGS	\$ 60,362	\$ 60,009	\$ 61,987	\$ 67,580	\$ 249,938	\$ 67,474	\$ 71,840	\$ 77,812	\$ 86,277	\$ 303,403	\$ 89,068	\$ 89,647	\$ 93,284
Pro forma gross profit	\$ 171,288	\$ 166,684	\$ 168,572	\$ 195,926	\$ 702,470	\$ 198,186	\$ 200,711	\$ 204,745	\$ 229,879	\$ 833,521	\$ 220,166	\$ 221,085	\$ 222,422
Pro forma gross margin	81%	81%	82%	82%	82%	83%	82%	81%	81%	81%	80%	80%	79%
GAAP gross profit	\$ 150,006	\$ 144,591	\$ 144,513	\$ 170,725	\$ 609,835	\$ 172,555	\$ 173,478	\$ 175,739	\$ 198,411	\$ 720,183	\$ 186,895	\$ 187,342	\$ 188,572
GAAP gross margin	71%	71%	70%	72%	71%	72%	71%	69%	70%	70%	68%	68%	67%
Pro forma R&D	\$ 8,130	\$ 7,155	\$ 8,250	\$ 9,156	\$ 32,691	\$ 9,186	\$ 10,035	\$ 10,548	\$ 10,458	\$ 40,227	\$ 9,832	\$ 8,882	\$ 10,913
Stock comp. - R&D	\$ 2,726	\$ 2,223	\$ 2,654	\$ 3,364	\$ 10,967	\$ 3,993	\$ 3,542	\$ 3,687	\$ 3,317	\$ 14,539	\$ 2,762	\$ 2,124	\$ 2,629
GAAP R&D	\$ 10,856	\$ 9,378	\$ 10,904	\$ 12,520	\$ 43,658	\$ 13,179	\$ 13,577	\$ 14,235	\$ 13,775	\$ 54,766	\$ 12,594	\$ 11,006	\$ 13,542
Pro forma S&M	\$ 35,230	\$ 35,413	\$ 37,319	\$ 44,048	\$ 152,010	\$ 40,644	\$ 46,427	\$ 46,741	\$ 57,367	\$ 191,179	\$ 46,519	\$ 47,522	\$ 47,569
Stock comp. - S&M	\$ 7,040	\$ 6,024	\$ 6,787	\$ 7,560	\$ 27,411	\$ 9,024	\$ 8,776	\$ 8,862	\$ 8,863	\$ 35,525	\$ 6,846	\$ 5,315	\$ 6,951
GAAP S&M	\$ 42,270	\$ 41,437	\$ 44,106	\$ 51,608	\$ 179,421	\$ 49,668	\$ 55,203	\$ 55,603	\$ 66,230	\$ 226,704	\$ 53,365	\$ 52,837	\$ 54,520
Pro forma G&A	\$ 27,611	\$ 26,724	\$ 27,081	\$ 31,129	\$ 112,545	\$ 30,238	\$ 32,115	\$ 33,346	\$ 32,844	\$ 128,543	\$ 34,661	\$ 38,504	\$ 41,547
Stock comp. - G&A	\$ 4,740	\$ 4,584	\$ 3,639	\$ 5,261	\$ 18,224	\$ 5,390	\$ 7,251	\$ 5,338	\$ 5,619	\$ 23,598	\$ 5,549	\$ 3,583	\$ 4,927
Acquisition related costs (benefits) - G&A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 345	\$ -	\$ (760)	\$ (415)	\$ (440)	\$ -	\$ -
Dep. & Amort - G&A	\$ 3,717	\$ 3,836	\$ 3,935	\$ 3,843	\$ 15,331	\$ 3,922	\$ 3,996	\$ 4,045	\$ 4,090	\$ 16,053	\$ 4,131	\$ 3,888	\$ 4,360
GAAP G&A	\$ 36,068	\$ 35,144	\$ 34,655	\$ 40,233	\$ 146,100	\$ 39,550	\$ 43,707	\$ 42,729	\$ 41,793	\$ 167,779	\$ 43,901	\$ 45,975	\$ 50,834
Restructuring charge (benefit)	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 158
Amortization of other intangible assets	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	\$ 4,152	\$ 4,130	\$ 4,267	\$ 16,657	\$ 4,277	\$ 4,292	\$ 4,185
Adj. EBITDA	\$ 100,317	\$ 97,392	\$ 95,922	\$ 111,593	\$ 405,224	\$ 118,118	\$ 112,134	\$ 114,110	\$ 129,210	\$ 473,572	\$ 129,154	\$ 126,177	\$ 122,393
Adj. EBITDA margin	48%	48%	46%	47%	47%	49%	46%	45%	45%	46%	47%	46%	43%
GAAP OpEx (excluding COGS)	\$ 93,887	\$ 90,197	\$ 93,768	\$ 108,503	\$ 386,355	\$ 106,505	\$ 116,639	\$ 116,697	\$ 126,065	\$ 465,906	\$ 114,137	\$ 114,110	\$ 123,239
GAAP Op. Income	\$ 56,119	\$ 54,394	\$ 50,745	\$ 62,222	\$ 223,480	\$ 66,050	\$ 56,839	\$ 59,042	\$ 72,346	\$ 254,277	\$ 72,748	\$ 73,232	\$ 65,333
Interest income, net	\$ 4,030	\$ 3,454	\$ 2,807	\$ 2,841	\$ 13,132	\$ 2,662	\$ 2,771	\$ 2,636	\$ 2,793	\$ 10,862	\$ 2,960	\$ 3,096	\$ 3,002
Loss of early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (294)	\$ -	\$ (5)	\$ (299)	\$ -	\$ -	\$ -
Gain (loss) on investments, net	\$ 455	\$ -	\$ -	\$ 2	\$ 457	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other income (expense), net	\$ 1,134	\$ 184	\$ (659)	\$ (496)	\$ 163	\$ (75)	\$ 122	\$ (1,366)	\$ (1,149)	\$ (2,468)	\$ (1,035)	\$ (107)	\$ (188)
Income before provision for income taxes	\$ 61,738	\$ 58,032	\$ 52,893	\$ 64,569	\$ 237,232	\$ 68,637	\$ 59,438	\$ 60,312	\$ 73,985	\$ 262,372	\$ 74,673	\$ 76,221	\$ 68,147
Provision for income taxes	\$ 24,657	\$ 22,025	\$ 20,148	\$ 24,489	\$ 91,319	\$ 27,759	\$ 21,315	\$ 20,603	\$ 21,475	\$ 91,152	\$ 24,056	\$ 28,300	\$ 25,862
Net income	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	\$ 38,123	\$ 39,709	\$ 52,510	\$ 171,220	\$ 50,617	\$ 47,921	\$ 42,285
Interest add-back for GAAP diluted share calculation	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	\$ 396	\$ 146	\$ 94	\$ 1,059	\$ -	\$ -	\$ -
Net income for diluted earnings per share	\$ 37,507	\$ 36,448	\$ 33,184	\$ 40,520	\$ 147,659	\$ 41,300	\$ 38,519	\$ 39,855	\$ 52,604	\$ 172,279	\$ 50,617	\$ 47,921	\$ 42,285
Net income per share:													
Basic	\$ 0.22	\$ 0.21	\$ 0.19	\$ 0.23	\$ 0.85	\$ 0.24	\$ 0.22	\$ 0.22	\$ 0.29	\$ 0.97	\$ 0.27	\$ 0.26	\$ 0.23
Diluted	\$ 0.20	\$ 0.19	\$ 0.18	\$ 0.21	\$ 0.78	\$ 0.22	\$ 0.20	\$ 0.21	\$ 0.27	\$ 0.90	\$ 0.26	\$ 0.25	\$ 0.23
Shares used in per share calculations:													
Basic	170,519	172,561	171,686	170,936	171,425	171,101	173,317	181,457	183,362	177,309	186,849	186,612	183,085
Diluted	188,183	189,556	188,273	188,621	188,658	189,013	190,479	191,271	191,837	190,650	191,383	190,179	185,704
GAAP Net income	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	\$ 38,123	\$ 39,709	\$ 52,510	\$ 171,220	\$ 50,617	\$ 47,921	\$ 42,285
Amortization of other intangible assets	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	\$ 4,152	\$ 4,130	\$ 4,267	\$ 16,657	\$ 4,277	\$ 4,292	\$ 4,185
Stock-based compensation	\$ 15,067	\$ 13,320	\$ 13,612	\$ 16,798	\$ 58,797	\$ 19,108	\$ 20,276	\$ 18,589	\$ 18,495	\$ 76,468	\$ 15,712	\$ 11,612	\$ 15,141
Amortization of capitalized stock-based compensation	\$ 1,307	\$ 1,461	\$ 1,794	\$ 1,851	\$ 6,413	\$ 1,875	\$ 1,830	\$ 1,817	\$ 1,987	\$ 7,509	\$ 2,065	\$ 1,938	\$ 1,592
Loss on early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 294	\$ -	\$ 5	\$ 299	\$ -	\$ -	\$ -
Acquisition related costs (benefits)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 345	\$ -	\$ (760)	\$ (415)	\$ (440)	\$ -	\$ -
Utilization of tax NOL carryforward*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Restructuring charge (benefit)	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 158
(Gain) loss on investments, net	\$ (455)	\$ -	\$ -	\$ (2)	\$ (457)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Fully taxed normalized net income	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842	\$ 65,969	\$ 65,020	\$ 64,245	\$ 76,504	\$ 271,738	\$ 72,231	\$ 65,763	\$ 63,361
Interest add-back for fully taxed normalized diluted share calculation	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	\$ 396	\$ 146	\$ 94	\$ 1,059	\$ -	\$ -	\$ -
Fully taxed normalized net income for diluted earnings per share	\$ 58,119	\$ 55,467	\$ 52,693	\$ 63,309	\$ 229,588	\$ 66,391	\$ 65,416	\$ 64,391	\$ 76,598	\$ 272,797	\$ 72,231	\$ 65,763	\$ 63,361
Fully taxed normalized net income per diluted share	\$ 0.31	\$ 0.29	\$ 0.28	\$ 0.34	\$ 1.22	\$ 0.35	\$ 0.34	\$ 0.34	\$ 0.40	\$ 1.43	\$ 0.38	\$ 0.35	\$ 0.34
Diluted shares used in fully taxed normalized net income calculations	188,183	189,556	188,273	188,621	188,658	189,013	190,479	191,271	191,837	190,650	191,383	190,179	185,704
To reconcile fully taxed normalized net income and EPS to previously reported normalized net income and EPS													
Fully taxed normalized net income	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842								
Add back non-cash tax expense for previously reported normalized calculation	\$ 22,851	\$ 20,236	\$ 18,563	\$ 22,553	\$ 84,203								
Previously reported normalized net income	\$ 80,544	\$ 75,262	\$ 70,817	\$ 85,422	\$ 312,045								
Interest add-back for normalized diluted share calculation	\$ 689	\$ 689	\$ 688	\$ 688	\$ 2,754								
Previously reported normalized net income for diluted earnings per share	\$ 81,233	\$ 75,951	\$ 71,505	\$ 86,110	\$ 314,799								
Previously reported normalized net income per diluted share	\$ 0.43	\$ 0.40	\$ 0.38	\$ 0.46	\$ 1.67								
Diluted shares used in normalized net income calculations	188,183	189,556	188,273	188,621	188,658								