

AKAMAI TECHNOLOGIES, INC.
SUPPLEMENTAL METRICS (UNAUDITED)
DECEMBER 31, 2024

	2024				2024 FY
	Q1	Q2	Q3	Q4	
<i>(in thousands, except per share data)</i>					
Revenue	\$ 986,970	\$ 979,580	\$1,004,679	\$1,019,939	\$3,991,168
Non-GAAP cash cost of revenue	\$ 263,435	\$ 265,966	\$ 267,379	\$ 272,454	\$1,069,234
Depreciation and amortization – cost of revenue	\$ 118,601	\$ 120,969	\$ 124,802	\$ 125,773	\$ 490,145
Amortization of capitalized stock-based compensation and interest expense not included in depreciation and amortization – cost of revenue	\$ 89	\$ 89	\$ 59	\$ —	\$ 237
Stock-based compensation – cost of revenue	\$ 12,618	\$ 15,864	\$ 16,566	\$ 16,129	\$ 61,177
GAAP cost of revenue	\$ 394,743	\$ 402,888	\$ 408,806	\$ 414,356	\$1,620,793
Non-GAAP cash gross profit	\$ 723,535	\$ 713,614	\$ 737,300	\$ 747,485	\$2,921,934
Non-GAAP cash gross margin	73 %	73 %	73 %	73 %	73 %
GAAP gross profit	\$ 592,227	\$ 576,692	\$ 595,873	\$ 605,583	\$2,370,375
GAAP gross margin	60 %	59 %	59 %	59 %	59 %
Non-GAAP R&D	\$ 78,887	\$ 76,401	\$ 81,072	\$ 82,402	\$ 318,762
Stock-based compensation – R&D	\$ 38,045	\$ 36,951	\$ 39,275	\$ 37,843	\$ 152,114
GAAP R&D	\$ 116,932	\$ 113,352	\$ 120,347	\$ 120,245	\$ 470,876
Non-GAAP S&M	\$ 115,759	\$ 120,063	\$ 117,475	\$ 125,891	\$ 479,188
Stock-based compensation – S&M	\$ 18,811	\$ 18,976	\$ 21,076	\$ 18,730	\$ 77,593
GAAP S&M	\$ 134,570	\$ 139,039	\$ 138,551	\$ 144,621	\$ 556,781
Non-GAAP G&A	\$ 111,702	\$ 108,298	\$ 112,486	\$ 109,820	\$ 442,306
Stock-based compensation – G&A	\$ 23,786	\$ 26,675	\$ 25,690	\$ 26,343	\$ 102,494
Acquisition-related costs – G&A	\$ 172	\$ 2,179	\$ 5,036	\$ 115	\$ 7,502
Legal settlements – G&A	\$ —	\$ —	\$ —	\$ 2,500	\$ 2,500
Depreciation and amortization – G&A	\$ 16,559	\$ 16,504	\$ 16,559	\$ 16,562	\$ 66,184
Amortization of capitalized stock-based compensation and interest expense not included in depreciation and amortization – G&A	\$ 211	\$ 198	\$ 186	\$ 204	\$ 799
GAAP G&A	\$ 152,430	\$ 153,854	\$ 159,957	\$ 155,544	\$ 621,785
Restructuring charge	\$ 544	\$ 1,385	\$ 82,013	\$ 11,499	\$ 95,441
Amortization of acquired intangible assets	\$ 21,023	\$ 21,076	\$ 24,368	\$ 25,614	\$ 92,081
Adjusted EBITDA	\$ 417,187	\$ 408,852	\$ 426,267	\$ 429,372	\$1,681,678
Adjusted EBITDA margin	42 %	42 %	42 %	42 %	42 %
GAAP OpEx (excluding cost of revenue)	\$ 425,499	\$ 428,706	\$ 525,236	\$ 457,523	\$1,836,964
GAAP income from operations	\$ 166,728	\$ 147,986	\$ 70,637	\$ 148,060	\$ 533,411
Interest and marketable securities income, net	\$ 27,841	\$ 26,628	\$ 23,065	\$ 22,746	\$ 100,280
Interest expense	\$ (6,818)	\$ (6,829)	\$ (6,735)	\$ (6,735)	\$ (27,117)
Other income (expense), net	\$ 511	\$ (949)	\$ (13,161)	\$ (5,962)	\$ (19,561)
Income before provision for income taxes	\$ 188,262	\$ 166,836	\$ 73,806	\$ 158,109	\$ 587,013
Provision for income taxes	\$ (12,844)	\$ (35,148)	\$ (15,899)	\$ (18,204)	\$ (82,095)
Net income	\$ 175,418	\$ 131,688	\$ 57,907	\$ 139,905	\$ 504,918
Net income per share – basic	\$ 1.16	\$ 0.86	\$ 0.38	\$ 0.93	\$ 3.34
Net income per share – diluted	\$ 1.11	\$ 0.86	\$ 0.38	\$ 0.91	\$ 3.27
Shares used in per share calculation – basic	151,628	152,265	151,435	150,240	151,392
Shares used in per share calculation – diluted	157,466	153,588	153,240	153,091	154,346
GAAP income from operations	\$ 166,728	\$ 147,986	\$ 70,637	\$ 148,060	\$ 533,411
Amortization of acquired intangible assets	\$ 21,023	\$ 21,076	\$ 24,368	\$ 25,614	\$ 92,081
Stock-based compensation	\$ 93,260	\$ 98,466	\$ 102,607	\$ 99,045	\$ 393,378
Amortization of capitalized stock-based compensation and capitalized interest expense	\$ 10,123	\$ 10,434	\$ 11,089	\$ 11,264	\$ 42,910
Restructuring charge	\$ 544	\$ 1,385	\$ 82,013	\$ 11,499	\$ 95,441
Acquisition-related costs	\$ 172	\$ 2,179	\$ 5,036	\$ 115	\$ 7,502
Legal settlements	\$ —	\$ —	\$ —	\$ 2,500	\$ 2,500
Operating adjustments	\$ 125,122	\$ 133,540	\$ 225,113	\$ 150,037	\$ 633,812
Non-GAAP income from operations	\$ 291,850	\$ 281,526	\$ 295,750	\$ 298,097	\$1,167,223
Non-GAAP operating margin	30 %	29 %	29 %	29 %	29 %
GAAP net income	\$ 175,418	\$ 131,688	\$ 57,907	\$ 139,905	\$ 504,918
Operating adjustments (from above)	\$ 125,122	\$ 133,540	\$ 225,113	\$ 150,037	\$ 633,812
Amortization of debt issuance costs	\$ 1,682	\$ 1,660	\$ 1,591	\$ 1,588	\$ 6,521
Loss on cost method investments	\$ —	\$ 66	\$ —	\$ 5,000	\$ 5,066
Income tax-effect of above non-GAAP adjustments and certain discrete tax items	\$ (46,727)	\$ (24,306)	\$ (41,097)	\$ (42,605)	\$ (154,735)
Non-GAAP net income	\$ 255,495	\$ 242,648	\$ 243,514	\$ 253,925	\$ 995,582
Non-GAAP net income per share – diluted	\$ 1.64	\$ 1.58	\$ 1.59	\$ 1.66	\$ 6.48
Shares used in non-GAAP per share calculation – diluted	155,352	153,389	152,946	152,723	153,602

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	2023				2023 FY
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Revenue	\$ 915,698	\$ 935,721	\$ 965,484	\$ 995,017	\$3,811,920
Non-GAAP cash cost of revenue	\$ 247,597	\$ 254,279	\$ 256,918	\$ 266,699	\$1,025,493
Depreciation and amortization – cost of revenue	\$ 102,824	\$ 106,996	\$ 114,255	\$ 114,133	\$ 438,208
Amortization of capitalized stock-based compensation and interest expense not included in depreciation and amortization – cost of revenue	\$ 105	\$ 89	\$ 88	\$ 89	\$ 371
Stock-based compensation – cost of revenue	\$ 9,329	\$ 11,339	\$ 11,236	\$ 11,898	\$ 43,802
Acquisition-related costs – cost of revenue	\$ 1,461	\$ 572	\$ 578	\$ 578	\$ 3,189
GAAP cost of revenue	\$ 361,316	\$ 373,275	\$ 383,075	\$ 393,397	\$1,511,063
Non-GAAP cash gross profit	\$ 668,101	\$ 681,442	\$ 708,566	\$ 728,318	\$2,786,427
Non-GAAP cash gross margin	73 %	73 %	73 %	73 %	73 %
GAAP gross profit	\$ 554,382	\$ 562,446	\$ 582,409	\$ 601,620	\$2,300,857
GAAP gross margin	61 %	60 %	60 %	60 %	60 %
Non-GAAP R&D	\$ 70,050	\$ 66,535	\$ 72,325	\$ 72,523	\$ 281,433
Stock-based compensation – R&D	\$ 21,844	\$ 32,258	\$ 33,366	\$ 36,428	\$ 123,896
Acquisition-related (benefit) costs – R&D	\$ (31)	\$ 248	\$ 251	\$ 251	\$ 719
GAAP R&D	\$ 91,863	\$ 99,041	\$ 105,942	\$ 109,202	\$ 406,048
Non-GAAP S&M	\$ 114,927	\$ 118,582	\$ 114,516	\$ 117,361	\$ 465,386
Stock-based compensation – S&M	\$ 13,545	\$ 17,723	\$ 17,290	\$ 17,895	\$ 66,453
Acquisition-related costs – S&M	\$ 635	\$ 249	\$ 503	\$ —	\$ 1,387
GAAP S&M	\$ 129,107	\$ 136,554	\$ 132,309	\$ 135,256	\$ 533,226
Non-GAAP G&A	\$ 107,400	\$ 108,076	\$ 104,125	\$ 112,447	\$ 432,048
Stock-based compensation – G&A	\$ 17,165	\$ 26,124	\$ 25,125	\$ 25,902	\$ 94,316
Acquisition-related costs – G&A	\$ 4,703	\$ 1,271	\$ 1,716	\$ 360	\$ 8,050
Depreciation and amortization – G&A	\$ 16,721	\$ 16,231	\$ 16,197	\$ 16,668	\$ 65,817
Amortization of capitalized stock-based compensation and interest expense not included in depreciation and amortization – G&A	\$ 150	\$ 109	\$ 163	\$ 198	\$ 620
GAAP G&A	\$ 146,139	\$ 151,811	\$ 147,326	\$ 155,575	\$ 600,851
Restructuring charge (benefit)	\$ 44,723	\$ 9,357	\$ 2,595	\$ (32)	\$ 56,643
Amortization of acquired intangible assets	\$ 15,912	\$ 15,898	\$ 18,108	\$ 16,833	\$ 66,751
Adjusted EBITDA	\$ 375,724	\$ 388,249	\$ 417,600	\$ 425,987	\$1,607,560
Adjusted EBITDA margin	41 %	41 %	43 %	43 %	42 %
GAAP OpEx (excluding cost of revenue)	\$ 427,744	\$ 412,661	\$ 406,280	\$ 416,834	\$1,663,519
GAAP income from operations	\$ 126,638	\$ 149,785	\$ 176,129	\$ 184,786	\$ 637,338
Interest and marketable securities income, net	\$ 5,292	\$ 4,509	\$ 11,412	\$ 23,981	\$ 45,194
Interest expense	\$ (2,681)	\$ (3,157)	\$ (4,987)	\$ (6,884)	\$ (17,709)
Other expense, net	\$ (2,363)	\$ (1,130)	\$ (3,161)	\$ (5,642)	\$ (12,296)
Income before provision for income taxes	\$ 126,886	\$ 150,007	\$ 179,393	\$ 196,241	\$ 652,527
Provision for income taxes	\$ (29,780)	\$ (21,191)	\$ (20,326)	\$ (35,076)	\$ (106,373)
Gain from equity method investment	\$ —	\$ —	\$ 1,475	\$ —	\$ 1,475
Net income	\$ 97,106	\$ 128,816	\$ 160,542	\$ 161,165	\$ 547,629
Net income per share – basic	\$ 0.62	\$ 0.85	\$ 1.06	\$ 1.07	\$ 3.59
Net income per share – diluted	\$ 0.62	\$ 0.84	\$ 1.04	\$ 1.03	\$ 3.52
Shares used in per share calculation – basic	155,637	152,064	151,359	150,979	152,510
Shares used in per share calculation – diluted	156,135	153,454	154,976	157,024	155,397
GAAP income from operations	\$ 126,638	\$ 149,785	\$ 176,129	\$ 184,786	\$ 637,338
Amortization of acquired intangible assets	\$ 15,912	\$ 15,898	\$ 18,108	\$ 16,833	\$ 66,751
Stock-based compensation	\$ 61,883	\$ 87,444	\$ 87,017	\$ 92,123	\$ 328,467
Amortization of capitalized stock-based compensation and capitalized interest expense	\$ 7,913	\$ 8,217	\$ 9,077	\$ 7,774	\$ 32,981
Restructuring charge (benefit)	\$ 44,723	\$ 9,357	\$ 2,595	\$ (32)	\$ 56,643
Acquisition-related costs	\$ 6,768	\$ 2,340	\$ 3,048	\$ 1,189	\$ 13,345
Operating adjustments	\$ 137,199	\$ 123,256	\$ 119,845	\$ 117,887	\$ 498,187
Non-GAAP income from operations	\$ 263,837	\$ 273,041	\$ 295,974	\$ 302,673	\$1,135,525
Non-GAAP operating margin	29 %	29 %	31 %	30 %	30 %
GAAP net income	\$ 97,106	\$ 128,816	\$ 160,542	\$ 161,165	\$ 547,629
Operating adjustments (from above)	\$ 137,199	\$ 123,256	\$ 119,845	\$ 117,887	\$ 498,187
Amortization of debt issuance costs	\$ 1,098	\$ 1,098	\$ 1,404	\$ 1,741	\$ 5,341
Gain on cost method investments	\$ (174)	\$ (27)	\$ (110)	\$ —	\$ (311)
Gain from equity method investment	\$ —	\$ —	\$ (1,475)	\$ —	\$ (1,475)
Income tax-effect of above non-GAAP adjustments and certain discrete tax items	\$ (16,915)	\$ (25,152)	\$ (29,135)	\$ (18,162)	\$ (89,364)
Non-GAAP net income	218,314	227,991	251,071	262,631	\$ 960,007
Non-GAAP net income per share – diluted	\$ 1.40	\$ 1.49	\$ 1.63	\$ 1.69	\$ 6.20
Shares used in non-GAAP per share calculation – diluted	156,135	153,454	154,432	155,269	154,823