

AKAMAI TECHNOLOGIES, INC.
SUPPLEMENTAL METRICS (UNAUDITED)
SEPTEMBER 30, 2014

| | 2014 | | |
|--|------------|-------------|-------------|
| | Q1 | Q2 | Q3 |
| <i>(in thousands, except per share data)</i> | | | |
| Revenue by solution category | | | |
| Media Delivery Solutions | \$ 214,833 | \$ 216,174 | \$ 230,576 |
| Performance & Security Solutions | \$ 197,977 | \$ 217,415 | \$ 224,169 |
| Service & Support Solutions | \$ 40,692 | \$ 42,446 | \$ 43,297 |
| Total revenue | \$ 453,502 | \$ 476,035 | \$ 498,042 |
| Pro forma COGS | \$ 98,322 | \$ 105,809 | \$ 107,654 |
| Depreciation and amortization – network | \$ 38,495 | \$ 40,433 | \$ 48,128 |
| Stock-based compensation – network | \$ 2,795 | \$ 3,076 | \$ 3,030 |
| GAAP COGS | \$ 139,612 | \$ 149,318 | \$ 158,812 |
| Pro forma gross profit | \$ 355,180 | \$ 370,226 | \$ 390,388 |
| Pro forma gross margin | 78% | 78% | 78% |
| GAAP gross profit | \$ 313,890 | \$ 326,717 | \$ 339,230 |
| GAAP gross margin | 69% | 69% | 68% |
| Pro forma R&D | \$ 23,757 | \$ 26,991 | \$ 27,604 |
| Stock-based compensation – R&D | \$ 4,477 | \$ 5,061 | \$ 4,979 |
| GAAP R&D | \$ 28,234 | \$ 32,052 | \$ 32,583 |
| Pro forma S&M | \$ 70,533 | \$ 78,318 | \$ 83,835 |
| Stock-based compensation – S&M | \$ 10,532 | \$ 12,796 | \$ 12,110 |
| Acquisition-related costs – S&M | \$ — | \$ 348 | \$ 270 |
| GAAP S&M | \$ 81,065 | \$ 91,462 | \$ 96,215 |
| Pro forma G&A | \$ 57,286 | \$ 60,815 | \$ 65,802 |
| Stock-based compensation – G&A | \$ 7,310 | \$ 10,745 | \$ 7,889 |
| Acquisition-related costs – G&A | \$ 3,392 | \$ 444 | \$ — |
| Benefit from adoption of software development activities – G&A | \$ — | \$ — | \$ (2,670) |
| Depreciation and amortization – G&A | \$ 8,173 | \$ 9,876 | \$ 10,884 |
| GAAP G&A | \$ 76,161 | \$ 81,880 | \$ 81,905 |
| Restructuring charges (benefits) | \$ 735 | \$ 569 | \$ (115) |
| Amortization of acquired intangible assets | \$ 6,848 | \$ 8,403 | \$ 8,403 |
| Adjusted EBITDA | \$ 203,604 | \$ 204,102 | \$ 213,147 |
| Adjusted EBITDA margin | 45% | 43% | 43% |
| GAAP OpEx (excluding COGS) | \$ 193,043 | \$ 214,366 | \$ 218,991 |
| GAAP income from operations | \$ 120,847 | \$ 112,351 | \$ 120,239 |
| Interest income | \$ 1,639 | \$ 1,740 | \$ 2,010 |
| Interest expense | \$ (1,941) | \$ (4,516) | \$ (4,482) |
| Other expense, net | \$ (881) | \$ (899) | \$ (188) |
| Income before provision for income taxes | \$ 119,664 | \$ 108,676 | \$ 117,579 |
| Provision for income taxes | \$ 46,864 | \$ 35,790 | \$ 26,424 |
| Net income | \$ 72,800 | \$ 72,886 | \$ 91,155 |
| Net income per share – basic | \$ 0.41 | \$ 0.41 | \$ 0.51 |
| Net income per share – diluted | \$ 0.40 | \$ 0.40 | \$ 0.50 |
| Shares used in per share calculation – basic | 178,705 | 178,081 | 178,186 |
| Shares used in per share calculation – diluted | 182,038 | 180,841 | 180,955 |
| GAAP income from operations | \$ 120,847 | \$ 112,351 | \$ 120,239 |
| Amortization of acquired intangible assets | \$ 6,848 | \$ 8,403 | \$ 8,403 |
| Stock-based compensation | \$ 25,114 | \$ 31,678 | \$ 28,008 |
| Amortization of capitalized stock-based compensation | \$ 1,928 | \$ 2,016 | \$ 3,556 |
| Amortization of capitalized interest expense | \$ — | \$ 18 | \$ 45 |
| Acquisition-related costs | \$ 3,392 | \$ 792 | \$ 270 |
| Benefit from adoption of software development activities | \$ — | \$ — | \$ (2,670) |
| Restructuring charges (benefits) | \$ 735 | \$ 569 | \$ (115) |
| Operating adjustments | \$ 38,017 | \$ 43,476 | \$ 37,497 |
| Non-GAAP income from operations | \$ 158,864 | \$ 155,827 | \$ 157,736 |
| Non-GAAP operating margin | 35% | 33% | 32% |
| GAAP net income | \$ 72,800 | \$ 72,886 | \$ 91,155 |
| Operating adjustments (from above) | \$ 38,017 | \$ 43,476 | \$ 37,497 |
| Amortization of debt discount and issuance costs | \$ 1,941 | \$ 4,516 | \$ 4,482 |
| Loss on investments | \$ — | \$ 393 | \$ — |
| Income tax-effect of above non-GAAP adjustments and certain discrete tax items | \$ (7,841) | \$ (15,721) | \$ (21,771) |
| Non-GAAP net income | \$ 104,917 | \$ 105,550 | \$ 111,363 |
| Non-GAAP net income per share – diluted | \$ 0.58 | \$ 0.58 | \$ 0.62 |
| Shares used in per share calculation – diluted | 182,038 | 180,841 | 180,955 |

AKAMAI TECHNOLOGIES, INC.
SUPPLEMENTAL METRICS (UNAUDITED)
DECEMBER 31, 2013

| | 2013 | | | | 2013 FY |
|---|------------|------------|-------------|-------------|-------------|
| | Q1 | Q2 | Q3 | Q4 | |
| <i>(in thousands, except per share data)</i> | | | | | |
| Revenue by solution category | | | | | |
| Media Delivery Solutions | \$ 181,188 | \$ 179,418 | \$ 189,066 | \$ 207,475 | \$ 757,147 |
| Performance & Security Solutions | \$ 156,642 | \$ 167,881 | \$ 173,864 | \$ 192,172 | \$ 690,559 |
| Service & Support Solutions | \$ 27,465 | \$ 31,429 | \$ 32,860 | \$ 36,333 | \$ 128,087 |
| Activity associated with business divestments and other corporate level adjustments | \$ 2,751 | \$ (622) | \$ — | \$ — | \$ 2,129 |
| Total revenue | \$ 368,046 | \$ 378,106 | \$ 395,790 | \$ 435,980 | \$1,577,922 |
| Pro forma COGS | \$ 87,026 | \$ 89,822 | \$ 93,113 | \$ 94,365 | \$ 364,326 |
| Depreciation and amortization – network | \$ 30,739 | \$ 32,165 | \$ 36,041 | \$ 36,949 | \$ 135,894 |
| Stock-based compensation – network | \$ 2,627 | \$ 2,718 | \$ 2,885 | \$ 2,637 | \$ 10,867 |
| GAAP COGS | \$ 120,392 | \$ 124,705 | \$ 132,039 | \$ 133,951 | \$ 511,087 |
| Pro forma gross profit | \$ 281,020 | \$ 288,284 | \$ 302,677 | \$ 341,615 | \$1,213,596 |
| Pro forma gross margin | 76% | 76% | 76% | 78% | 77% |
| GAAP gross profit | \$ 247,654 | \$ 253,401 | \$ 263,751 | \$ 302,029 | \$1,066,835 |
| GAAP gross margin | 67% | 67% | 67% | 69% | 68% |
| Pro forma R&D | \$ 17,536 | \$ 16,730 | \$ 20,274 | \$ 21,867 | \$ 76,407 |
| Stock-based compensation – R&D | \$ 4,369 | \$ 3,867 | \$ 4,583 | \$ 4,653 | \$ 17,472 |
| GAAP R&D | \$ 21,905 | \$ 20,597 | \$ 24,857 | \$ 26,520 | \$ 93,879 |
| Pro forma S&M | \$ 53,259 | \$ 58,026 | \$ 57,763 | \$ 72,042 | \$ 241,090 |
| Stock-based compensation – S&M | \$ 9,431 | \$ 9,799 | \$ 10,048 | \$ 10,012 | \$ 39,290 |
| GAAP S&M | \$ 62,690 | \$ 67,825 | \$ 67,811 | \$ 82,054 | \$ 280,380 |
| Pro forma G&A | \$ 44,151 | \$ 47,769 | \$ 51,305 | \$ 56,083 | \$ 199,308 |
| Stock-based compensation – G&A | \$ 6,504 | \$ 8,417 | \$ 6,963 | \$ 6,371 | \$ 28,255 |
| Acquisition-related costs – G&A | \$ 337 | \$ 31 | \$ 219 | \$ 1,266 | \$ 1,853 |
| Gain and other activity related to divestiture of a business | \$ (1,188) | \$ (1,093) | \$ 1,093 | \$ — | \$ (1,188) |
| Depreciation and amortization – G&A | \$ 5,576 | \$ 6,227 | \$ 7,054 | \$ 8,133 | \$ 26,990 |
| GAAP G&A | \$ 55,380 | \$ 61,351 | \$ 66,634 | \$ 71,853 | \$ 255,218 |
| Restructuring charges | \$ 431 | \$ 391 | \$ 69 | \$ 952 | \$ 1,843 |
| Amortization of acquired intangible assets | \$ 6,060 | \$ 5,734 | \$ 4,859 | \$ 4,894 | \$ 21,547 |
| Adjusted EBITDA | \$ 166,074 | \$ 165,759 | \$ 173,335 | \$ 191,623 | \$ 696,791 |
| Adjusted EBITDA margin | 45% | 44% | 44% | 44% | 44% |
| GAAP OpEx (excluding COGS) | \$ 146,466 | \$ 155,898 | \$ 164,230 | \$ 186,273 | \$ 652,867 |
| GAAP operating income | \$ 101,188 | \$ 97,503 | \$ 99,521 | \$ 115,756 | \$ 413,968 |
| Interest income | \$ 1,608 | \$ 1,477 | \$ 1,458 | \$ 1,534 | \$ 6,077 |
| Other (expense) income, net | \$ (132) | \$ 341 | \$ (305) | \$ (395) | \$ (491) |
| Income before provision for income taxes | \$ 102,664 | \$ 99,321 | \$ 100,674 | \$ 116,895 | \$ 419,554 |
| Provision for income taxes | \$ 31,177 | \$ 37,426 | \$ 20,918 | \$ 36,546 | \$ 126,067 |
| Net income | \$ 71,487 | \$ 61,895 | \$ 79,756 | \$ 80,349 | \$ 293,487 |
| Net income per share – basic | \$ 0.40 | \$ 0.35 | \$ 0.45 | \$ 0.45 | \$ 1.65 |
| Net income per share – diluted | \$ 0.39 | \$ 0.34 | \$ 0.44 | \$ 0.44 | \$ 1.61 |
| Shares used in per share calculation – basic | 177,899 | 177,891 | 178,235 | 178,758 | 178,196 |
| Shares used in per share calculation – diluted | 181,562 | 181,388 | 181,922 | 182,258 | 181,783 |
| GAAP income from operations | \$ 101,188 | \$ 97,503 | \$ 99,521 | \$ 115,756 | \$ 413,968 |
| Amortization of acquired intangible assets | \$ 6,060 | \$ 5,734 | \$ 4,859 | \$ 4,894 | \$ 21,547 |
| Stock-based compensation | \$ 22,931 | \$ 24,801 | \$ 24,479 | \$ 23,673 | \$ 95,884 |
| Amortization of capitalized stock-based compensation | \$ 1,901 | \$ 1,978 | \$ 2,224 | \$ 1,974 | \$ 8,077 |
| Acquisition-related costs | \$ 337 | \$ 31 | \$ 219 | \$ 1,266 | \$ 1,853 |
| (Gain) and other activity related to divestiture of a business, net | \$ (1,188) | \$ (1,093) | \$ 1,093 | \$ — | \$ (1,188) |
| Restructuring charges | \$ 431 | \$ 391 | \$ 69 | \$ 952 | \$ 1,843 |
| Operating adjustments | \$ 30,472 | \$ 31,842 | \$ 32,943 | \$ 32,759 | \$ 128,016 |
| Non-GAAP income from operations | \$ 131,660 | \$ 129,345 | \$ 132,464 | \$ 148,515 | \$ 541,984 |
| Non-GAAP operating margin | 36% | 34% | 33% | 34% | 34% |
| GAAP net income | \$ 71,487 | \$ 61,895 | \$ 79,756 | \$ 80,349 | \$ 293,487 |
| Operating adjustments (from above) | \$ 30,472 | \$ 31,842 | \$ 32,943 | \$ 32,759 | \$ 128,016 |
| Income tax-effect of above non-GAAP adjustments | \$ (8,726) | \$ (9,726) | \$ (22,439) | \$ (13,233) | \$ (54,124) |
| Non-GAAP net income | \$ 93,233 | \$ 84,011 | \$ 90,260 | \$ 99,875 | \$ 367,379 |
| Non-GAAP net income per diluted share | \$ 0.51 | \$ 0.46 | \$ 0.50 | \$ 0.55 | \$ 2.02 |
| Diluted shares used in non-GAAP net income calculations | 181,562 | 181,388 | 181,922 | 182,258 | 181,783 |