

Akamai Technologies, Inc.
September 30, 2007
In thousands, except per share data

	2005					2006					2007		
	Q1	Q2	Q3	Q4	2005 FY	Q1	Q2	Q3	Q4	2006 FY	Q1	Q2	Q3
Revenue	\$ 60,096	\$ 64,649	\$ 75,713	\$ 82,657	\$ 283,115	\$ 90,825	\$ 100,649	\$ 111,495	\$ 125,703	\$ 428,672	\$ 139,274	\$ 152,654	\$ 161,240
Pro forma COGS	\$ 8,609	\$ 9,280	\$ 10,934	\$ 11,318	\$ 40,141	\$ 13,681	\$ 14,457	\$ 17,194	\$ 19,700	\$ 65,032	\$ 23,375	\$ 26,234	\$ 28,787
Dep. & amort. - network	\$ 2,915	\$ 3,472	\$ 4,361	\$ 4,766	\$ 15,514	\$ 5,362	\$ 6,205	\$ 7,273	\$ 8,268	\$ 27,108	\$ 10,366	\$ 12,678	\$ 14,128
Stock comp. - network	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 273	\$ 533	\$ 517	\$ 637	\$ 1,960	\$ 739	\$ 847	\$ 896
GAAP COGS	\$ 11,524	\$ 12,752	\$ 15,295	\$ 16,084	\$ 55,655	\$ 19,316	\$ 21,195	\$ 24,984	\$ 28,605	\$ 94,100	\$ 34,480	\$ 39,759	\$ 43,811
Pro forma gross profit	\$ 51,487	\$ 55,369	\$ 64,779	\$ 71,339	\$ 242,974	\$ 77,144	\$ 86,192	\$ 94,301	\$ 106,003	\$ 363,640	\$ 115,899	\$ 126,420	\$ 132,453
Pro forma gross margin	86%	86%	86%	86%	86%	85%	86%	85%	84%	85%	83%	83%	82%
GAAP gross profit	\$ 48,572	\$ 51,897	\$ 60,418	\$ 66,573	\$ 227,460	\$ 71,509	\$ 79,454	\$ 86,511	\$ 97,098	\$ 334,572	\$ 104,794	\$ 112,895	\$ 117,429
GAAP gross margin	81%	80%	80%	81%	80%	79%	79%	78%	77%	78%	75%	74%	73%
Pro forma R&D	\$ 3,623	\$ 4,378	\$ 4,593	\$ 4,444	\$ 17,038	\$ 5,069	\$ 5,041	\$ 5,825	\$ 5,732	\$ 21,667	\$ 6,628	\$ 7,719	\$ 7,313
Stock comp. - R&D	\$ 6	\$ 129	\$ 360	\$ 538	\$ 1,033	\$ 1,657	\$ 3,332	\$ 3,037	\$ 3,409	\$ 11,435	\$ 3,976	\$ 3,944	\$ 4,095
GAAP R&D	\$ 3,629	\$ 4,507	\$ 4,953	\$ 4,982	\$ 18,071	\$ 6,726	\$ 8,373	\$ 8,862	\$ 9,141	\$ 33,102	\$ 10,604	\$ 11,663	\$ 11,408
Pro forma S&M	\$ 16,698	\$ 18,234	\$ 19,569	\$ 22,739	\$ 77,240	\$ 23,706	\$ 24,680	\$ 24,635	\$ 28,265	\$ 101,286	\$ 29,922	\$ 31,268	\$ 29,861
Stock comp. - S&M	\$ 47	\$ 129	\$ 234	\$ 226	\$ 636	\$ 2,589	\$ 5,040	\$ 4,781	\$ 5,993	\$ 18,403	\$ 6,827	\$ 6,471	\$ 6,810
GAAP S&M	\$ 16,745	\$ 18,363	\$ 19,803	\$ 22,965	\$ 77,876	\$ 26,295	\$ 29,720	\$ 29,416	\$ 34,258	\$ 119,689	\$ 36,749	\$ 37,739	\$ 36,671
Pro forma G&A	\$ 10,726	\$ 10,082	\$ 12,898	\$ 13,556	\$ 47,262	\$ 14,940	\$ 16,436	\$ 17,044	\$ 19,009	\$ 67,429	\$ 20,519	\$ 21,866	\$ 23,357
Stock comp. - G&A	\$ 174	\$ 399	\$ 789	\$ 818	\$ 2,180	\$ 2,568	\$ 4,270	\$ 6,179	\$ 4,753	\$ 17,770	\$ 5,288	\$ 5,946	\$ 5,108
Dep. & Amort - G&A	\$ 939	\$ 860	\$ 881	\$ 892	\$ 3,572	\$ 1,035	\$ 1,164	\$ 1,306	\$ 1,487	\$ 4,992	\$ 1,671	\$ 1,967	\$ 2,279
GAAP G&A	\$ 11,839	\$ 11,341	\$ 14,568	\$ 15,266	\$ 53,014	\$ 18,543	\$ 21,870	\$ 24,529	\$ 25,249	\$ 90,191	\$ 27,478	\$ 29,779	\$ 30,744
Restructuring benefit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (178)	\$ -
Amortization of intangible assets	\$ 12	\$ 520	\$ 2,296	\$ 2,296	\$ 5,124	\$ 2,296	\$ 2,198	\$ 1,943	\$ 2,047	\$ 8,484	\$ 2,812	\$ 2,932	\$ 2,835
Adj. EBITDA	\$ 20,440	\$ 22,675	\$ 27,719	\$ 30,600	\$ 101,434	\$ 33,429	\$ 40,035	\$ 46,797	\$ 52,997	\$ 173,258	\$ 58,830	\$ 65,567	\$ 71,922
Adj. EBITDA margin	34%	35%	37%	37%	36%	37%	40%	42%	42%	40%	42%	43%	45%
GAAP OpEx (excluding COGS)	\$ 32,225	\$ 34,731	\$ 41,620	\$ 45,509	\$ 154,085	\$ 53,860	\$ 62,161	\$ 64,750	\$ 70,695	\$ 251,466	\$ 77,643	\$ 81,935	\$ 81,658
GAAP Op. Income	\$ 16,347	\$ 17,166	\$ 18,798	\$ 21,064	\$ 73,375	\$ 17,649	\$ 17,293	\$ 21,761	\$ 26,403	\$ 83,106	\$ 27,151	\$ 30,960	\$ 35,771
Interest (expense) income	\$ (1,013)	\$ (770)	\$ (567)	\$ 1,283	\$ (1,067)	\$ 2,658	\$ 3,336	\$ 3,970	\$ 4,567	\$ 14,531	\$ 4,732	\$ 5,243	\$ 5,913
Loss of early extinguishment of debt	\$ -	\$ -	\$ (1,370)	\$ -	\$ (1,370)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1)	\$ -	\$ (2)
(Loss) gain on investments, net	\$ -	\$ -	\$ (27)	\$ -	\$ (27)	\$ 257	\$ 2	\$ -	\$ 2	\$ 261	\$ -	\$ -	\$ 1
Other (expense) income, net	\$ (726)	\$ 77	\$ (63)	\$ 205	\$ (507)	\$ 186	\$ 475	\$ (448)	\$ 357	\$ 570	\$ (204)	\$ (572)	\$ 1,273
Income before (benefit) provision for income taxes	\$ 14,608	\$ 16,473	\$ 16,771	\$ 22,552	\$ 70,404	\$ 20,750	\$ 21,106	\$ 25,283	\$ 31,329	\$ 98,468	\$ 31,678	\$ 35,631	\$ 42,956
Provision (benefit) for income taxes	\$ 529	\$ 573	\$ (255,489)	\$ (3,207)	\$ (257,594)	\$ 9,255	\$ 9,842	\$ 11,264	\$ 10,706	\$ 41,067	\$ 12,499	\$ 13,985	\$ 18,692
Net income	\$ 14,079	\$ 15,900	\$ 272,260	\$ 25,759	\$ 327,998	\$ 11,495	\$ 11,264	\$ 14,019	\$ 20,623	\$ 57,401	\$ 19,179	\$ 21,646	\$ 24,264
Interest add-back for GAAP diluted share calculation	\$ 710	\$ 710	\$ 1,325	\$ 710	\$ 2,841	\$ 710	\$ 710	\$ 710	\$ 710	\$ 2,841	\$ 710	\$ 710	\$ 710
Net income for diluted earnings per share	\$ 14,789	\$ 16,610	\$ 273,585	\$ 26,469	\$ 330,839	\$ 12,205	\$ 11,974	\$ 14,729	\$ 21,333	\$ 60,242	\$ 19,889	\$ 22,356	\$ 24,974
Net income per share:													
Basic	\$ 0.11	\$ 0.12	\$ 1.96	\$ 0.17	\$ 2.41	\$ 0.07	\$ 0.07	\$ 0.09	\$ 0.13	\$ 0.37	\$ 0.12	\$ 0.13	\$ 0.15
Diluted	\$ 0.10	\$ 0.11	\$ 1.71	\$ 0.16	\$ 2.11	\$ 0.07	\$ 0.07	\$ 0.08	\$ 0.12	\$ 0.34	\$ 0.11	\$ 0.12	\$ 0.13
Shares used in per share calculations:													
Basic	127,051	130,119	139,204	148,293	136,167	153,819	154,702	155,739	157,206	155,366	161,569	164,798	165,474
Diluted	147,282	149,986	160,362	170,305	156,944	173,811	175,612	177,063	179,064	176,767	183,157	185,601	185,106
GAAP Net income	\$ 14,079	\$ 15,900	\$ 272,260	\$ 25,759	\$ 327,998	\$ 11,495	\$ 11,264	\$ 14,019	\$ 20,623	\$ 57,401	\$ 19,179	\$ 21,646	\$ 24,264
Amortization of intangible assets	\$ 12	\$ 520	\$ 2,296	\$ 2,296	\$ 5,124	\$ 2,296	\$ 2,198	\$ 1,943	\$ 2,047	\$ 8,484	\$ 2,812	\$ 2,932	\$ 2,835
Stock-related compensation	\$ 227	\$ 657	\$ 1,383	\$ 1,582	\$ 3,849	\$ 7,087	\$ 13,175	\$ 14,514	\$ 14,792	\$ 49,568	\$ 16,830	\$ 17,208	\$ 16,909
Amortization of capitalized stock-related compensation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6	\$ 27	\$ 129	\$ 136	\$ 298	\$ 188	\$ 401	\$ 537
Loss on early extinguishment of debt	\$ -	\$ -	\$ 1,370	\$ -	\$ 1,370	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1	\$ -	\$ 2
Release of deferred tax valuation allowance	\$ -	\$ -	\$ (255,345)	\$ (3,482)	\$ (258,827)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Utilization of tax NOL carryforward	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,764	\$ 9,178	\$ 11,154	\$ 9,924	\$ 39,020	\$ 11,701	\$ 13,437	\$ 17,833
Restructuring benefit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (178)	\$ -
Loss (gain) on investments, net	\$ -	\$ -	\$ 27	\$ -	\$ 27	\$ (257)	\$ (2)	\$ -	\$ (2)	\$ (261)	\$ -	\$ -	\$ (1)
Normalized net income	\$ 14,318	\$ 17,077	\$ 21,991	\$ 26,155	\$ 79,541	\$ 29,391	\$ 35,840	\$ 41,759	\$ 47,520	\$ 154,510	\$ 50,711	\$ 55,446	\$ 62,379
Interest add-back for normalized diluted share calculation	\$ 710	\$ 710	\$ 710	\$ 710	\$ 2,841	\$ 710	\$ 710	\$ 710	\$ 710	\$ 2,841	\$ 710	\$ 710	\$ 710
Normalized net income for diluted earnings per share	\$ 15,028	\$ 17,787	\$ 22,701	\$ 26,865	\$ 82,382	\$ 30,101	\$ 36,550	\$ 42,469	\$ 48,230	\$ 157,351	\$ 51,421	\$ 56,156	\$ 63,089
Normalized net income per diluted share	\$ 0.10	\$ 0.12	\$ 0.14	\$ 0.16	\$ 0.52	\$ 0.17	\$ 0.20	\$ 0.24	\$ 0.27	\$ 0.88	\$ 0.28	\$ 0.30	\$ 0.34
Diluted shares used in normalized net income calculations	147,282	149,986	159,994	170,305	156,944	176,644	178,358	179,563	181,332	179,470	185,179	187,432	186,767