

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, net	\$ 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
Diluted	\$ 0.39	\$ 0.34	\$ 0.44	\$ 0.44	\$ 1.61
Shares used in per share calculations:					
Basic	177,899	177,891	178,235	178,758	178,196
Diluted	181,562	181,388	181,922	182,258	181,783
GAAP net income	\$ 71,487	\$ 61,895	\$ 79,756	\$ 80,349	\$ 293,487
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) loss 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
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

AKAMAI TECHNOLOGIES, INC.
SUPPLEMENTAL METRICS (UNAUDITED)
DECEMBER 31, 2012

	2012				2012 FY
	Q1	Q2	Q3	Q4	
<i>(in thousands, except per share data)</i>					
Revenue by solution category					
Media Delivery Solutions	\$ 154,942	\$ 158,048	\$ 165,028	\$ 174,950	\$ 652,968
Performance & Security Solutions	\$ 134,022	\$ 140,568	\$ 146,191	\$ 163,037	\$ 583,818
Service & Support Solutions	\$ 20,376	\$ 22,236	\$ 24,522	\$ 26,696	\$ 93,830
Activity associated with business divestments and other corporate level adjustments	\$ 10,108	\$ 10,454	\$ 9,580	\$ 13,189	\$ 43,331
Total revenue	\$ 319,448	\$ 331,306	\$ 345,321	\$ 377,872	\$1,373,947
Pro forma COGS	\$ 85,905	\$ 88,331	\$ 88,412	\$ 92,762	\$ 355,410
Depreciation and amortization – network	\$ 36,314	\$ 39,865	\$ 42,975	\$ 44,027	\$ 163,181
Stock-based compensation – network	\$ 2,706	\$ 3,064	\$ 2,834	\$ 2,705	\$ 11,309
GAAP COGS	\$ 124,925	\$ 131,260	\$ 134,221	\$ 139,494	\$ 529,900
Pro forma gross profit	\$ 233,543	\$ 242,975	\$ 256,909	\$ 285,110	\$1,018,537
Pro forma gross margin	73%	73%	74%	75%	74%
GAAP gross profit	\$ 194,523	\$ 200,046	\$ 211,100	\$ 238,378	\$ 844,047
GAAP gross margin	61%	60%	61%	63%	61%
Pro forma R&D	\$ 13,550	\$ 12,641	\$ 14,924	\$ 16,354	\$ 57,469
Stock-based compensation – R&D	\$ 3,930	\$ 4,901	\$ 4,427	\$ 4,017	\$ 17,275
GAAP R&D	\$ 17,480	\$ 17,542	\$ 19,351	\$ 20,371	\$ 74,744
Pro forma S&M	\$ 40,884	\$ 47,666	\$ 46,460	\$ 54,016	\$ 189,026
Stock-based compensation – S&M	\$ 8,111	\$ 8,814	\$ 8,746	\$ 8,651	\$ 34,322
GAAP S&M	\$ 48,995	\$ 56,480	\$ 55,206	\$ 62,667	\$ 223,348
Pro forma G&A	\$ 36,460	\$ 39,594	\$ 38,995	\$ 41,565	\$ 156,614
Stock-based compensation – G&A	\$ 6,177	\$ 8,842	\$ 6,628	\$ 6,032	\$ 27,679
Acquisition-related costs – G&A	\$ 4,452	\$ 376	\$ 279	\$ 680	\$ 5,787
Depreciation and amortization – G&A	\$ 4,553	\$ 4,784	\$ 5,101	\$ 5,582	\$ 20,020
GAAP G&A	\$ 51,642	\$ 53,596	\$ 51,003	\$ 53,859	\$ 210,100
Restructuring charges (benefits)	\$ 60	\$ (46)	\$ —	\$ 392	\$ 406
Amortization of acquired intangible assets	\$ 4,767	\$ 5,463	\$ 5,381	\$ 5,351	\$ 20,962
Adjusted EBITDA	\$ 142,649	\$ 143,074	\$ 156,530	\$ 173,175	\$ 615,428
Adjusted EBITDA margin	45%	43%	45%	46%	45%
GAAP OpEx (excluding COGS)	\$ 122,944	\$ 133,035	\$ 130,941	\$ 142,640	\$ 529,560
GAAP operating income	\$ 71,579	\$ 67,011	\$ 80,159	\$ 95,738	\$ 314,487
Interest income, net	\$ 1,646	\$ 1,626	\$ 1,593	\$ 1,590	\$ 6,455
Other (expense) income, net	\$ (441)	\$ 1,131	\$ (241)	\$ 200	\$ 649
Income before provision for income taxes	\$ 72,784	\$ 69,768	\$ 81,511	\$ 97,528	\$ 321,591
Provision for income taxes	\$ 29,557	\$ 25,529	\$ 33,280	\$ 29,236	\$ 117,602
Net income	\$ 43,227	\$ 44,239	\$ 48,231	\$ 68,292	\$ 203,989
Net income per share:					
Basic	\$ 0.24	\$ 0.25	\$ 0.27	\$ 0.38	\$ 1.15
Diluted	\$ 0.24	\$ 0.24	\$ 0.27	\$ 0.38	\$ 1.12
Shares used in per share calculations:					
Basic	178,120	178,547	177,455	177,479	177,900
Diluted	182,342	181,817	181,053	181,768	181,749
GAAP net income	\$ 43,227	\$ 44,239	\$ 48,231	\$ 68,292	\$ 203,989
Amortization of acquired intangible assets	\$ 4,767	\$ 5,463	\$ 5,381	\$ 5,351	\$ 20,962
Stock-based compensation	\$ 20,924	\$ 25,621	\$ 22,635	\$ 21,405	\$ 90,585
Amortization of capitalized stock-based compensation	\$ 1,755	\$ 1,939	\$ 2,025	\$ 1,961	\$ 7,680
Acquisition-related costs	\$ 4,452	\$ 376	\$ 279	\$ 680	\$ 5,787
Restructuring charges (benefits)	\$ 60	\$ (46)	\$ —	\$ 392	\$ 406
Income tax-effect of above non-GAAP adjustments	\$ (9,889)	\$ (10,444)	\$ (9,674)	\$ (8,054)	\$ (38,061)
Non-GAAP net income	\$ 65,296	\$ 67,148	\$ 68,877	\$ 90,027	\$ 291,348
Non-GAAP net income per diluted share	\$ 0.36	\$ 0.37	\$ 0.38	\$ 0.50	\$ 1.60
Diluted shares used in non-GAAP net income calculations	182,342	181,817	181,053	181,768	181,749

AKAMAI TECHNOLOGIES, INC.
SUPPLEMENTAL METRICS (UNAUDITED)
DECEMBER 31, 2013 AND 2012

<i>(in thousands)</i>	2013				2013 FY
	Q1	Q2	Q3	Q4	
Revenue by vertical					
Media & Entertainment	\$ 160,160	\$ 162,138	\$ 172,798	\$ 189,665	\$ 684,761
Commerce	\$ 76,821	\$ 77,508	\$ 80,230	\$ 92,603	\$ 327,162
Enterprise	\$ 53,653	\$ 57,152	\$ 60,490	\$ 66,235	\$ 237,530
High Tech	\$ 59,645	\$ 61,217	\$ 61,555	\$ 67,812	\$ 250,229
Public Sector	\$ 17,767	\$ 20,091	\$ 20,717	\$ 19,665	\$ 78,240
Total revenue	\$ 368,046	\$ 378,106	\$ 395,790	\$ 435,980	\$ 1,577,922

<i>(in thousands)</i>	2012				2012 FY
	Q1	Q2	Q3	Q4	
Revenue by vertical					
Media & Entertainment	\$ 134,517	\$ 139,580	\$ 148,775	\$ 158,123	\$ 580,995
Commerce	\$ 71,531	\$ 70,932	\$ 73,954	\$ 89,781	\$ 306,198
Enterprise	\$ 42,554	\$ 44,637	\$ 47,418	\$ 52,666	\$ 187,275
High Tech	\$ 54,562	\$ 56,867	\$ 56,576	\$ 59,906	\$ 227,911
Public Sector	\$ 16,284	\$ 19,290	\$ 18,598	\$ 17,396	\$ 71,568
Total revenue	\$ 319,448	\$ 331,306	\$ 345,321	\$ 377,872	\$ 1,373,947