



Akamai Technologies, Inc.

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Supplemental Metrics (unaudited)  
June 30, 2011

In thousands, except per share data	2009					2010					2011	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
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
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
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
High Tech	\$ 42,605	\$ 44,208	\$ 41,298	\$ 48,728	\$ 176,839	\$ 48,903	\$ 47,586	\$ 46,719	\$ 48,594	\$ 191,802	\$ 47,244	\$ 48,196
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
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
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
Dep. & amort. - network	\$ 20,721	\$ 21,604	\$ 23,527	\$ 24,588	\$ 90,440	\$ 24,930	\$ 26,526	\$ 28,304	\$ 30,772	\$ 110,532	\$ 32,726	\$ 33,153
Stock comp. - network	\$ 561	\$ 489	\$ 532	\$ 613	\$ 2,195	\$ 701	\$ 707	\$ 702	\$ 696	\$ 2,806	\$ 555	\$ 590
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
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
Pro forma gross margin	81%	81%	82%	82%	82%	83%	82%	81%	81%	81%	80%	80%
GAAP gross profit	\$ 150,006	\$ 144,591	\$ 144,513	\$ 170,725	\$ 609,835	\$ 172,555	\$ 173,478	\$ 175,739	\$ 198,411	\$ 720,183	\$ 186,885	\$ 187,342
GAAP margin	71%	71%	70%	72%	71%	72%	71%	69%	70%	70%	68%	68%
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
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
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
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
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
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
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
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
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
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
Restructuring charge (benefit)	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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
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
Adj. EBITDA margin	48%	48%	46%	47%	47%	49%	46%	45%	45%	46%	47%	46%
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
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
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
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)
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
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
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
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
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
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
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
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
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
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
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
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
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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(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
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
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
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
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 previous 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							