

**Akamai Technologies, Inc.**  
**Reconciliation of non-GAAP to GAAP financial measures**  
**March 31, 2012**

The Company has historically provided financial metrics, some of which are based on GAAP and others that are not prepared in accordance with GAAP (non-GAAP). Legislative and regulatory changes encourage the use of GAAP financial metrics and require companies to explain why non-GAAP financial metrics are relevant to management and investors.

**Adjusted EBITDA** – defined as net income before interest, income taxes, depreciation and amortization of tangible and intangible assets, stock-based compensation expense, amortization of capitalized stock-based compensation, restructuring charges and benefits, acquisition related costs and benefits, certain gains and losses on investments, foreign exchange gains and losses, loss on early extinguishment of debt and gains and losses on legal settlements

	<b>Three months ended</b>		
	Mar. 31, 2012	Dec. 31, 2011	Mar. 31, 2011
Net income	\$ 43,227	\$ 60,081	\$ 50,617
Interest income, net	(1,646)	(1,863)	(2,960)
Provision for income taxes	29,557	28,073	24,056
Depreciation and amortization	39,112	37,621	34,792
Amortization of capitalized stock-based compensation	1,755	1,713	2,065
Amortization of other intangible assets	4,767	4,316	4,277
Stock-based compensation	20,924	18,840	15,712
Restructuring charge	60	4,728	-
Acquisition related costs (benefits)	4,452	1,020	(440)
Legal settlements, net	-	(8,043)	-
Loss on investments	-	500	-
Other expense, net	441	588	1,035
Adjusted EBITDA	<u>\$ 142,649</u>	<u>\$ 147,574</u>	<u>\$ 129,154</u>

**Adjusted EBITDA margin** – defined as Adjusted EBITDA as a percentage of revenues

	<b>Three months ended</b>		
	Mar. 31, 2012	Dec. 31, 2011	Mar. 31, 2011
Revenues	\$ 319,448	\$ 323,740	\$ 275,953
Adjusted EBITDA	<u>142,649</u>	<u>147,574</u>	<u>129,154</u>
Adjusted EBITDA margin	<u>45%</u>	<u>46%</u>	<u>47%</u>

**Normalized net income** – defined as net income before amortization of other intangible assets, stock-based compensation expense, amortization of capitalized stock-based compensation, restructuring charges and benefits, acquisition related costs and benefits, certain gains and losses on investments, loss on early extinguishment of debt and gains and losses on legal settlements

	<b>Three months ended</b>		
	Mar. 31, 2012	Dec. 31, 2011	Mar. 31, 2011
Net income	\$ 43,227	\$ 60,081	\$ 50,617
Amortization of other intangible assets	4,767	4,316	4,277
Stock-based compensation	20,924	18,840	15,712
Amortization of capitalized stock-based compensation	1,755	1,713	2,065
Restructuring charge	60	4,728	-
Acquisition related costs (benefits)	4,452	1,020	(440)
Legal settlements, net	-	(8,043)	-
Loss on investments	-	500	-
Normalized net income	<u>\$ 75,185</u>	<u>\$ 83,155</u>	<u>\$ 72,231</u>

**Normalized net income per share** – defined as normalized net income, plus interest add-back for diluted share calculation, divided by the basic weighted average or diluted common shares outstanding used in GAAP net income per share calculations

	Three months ended		
	Mar. 31, 2012	Dec. 31, 2011	Mar. 31, 2011
Normalized net income	\$ 75,185	\$ 83,155	\$ 72,231
Normalized net income per share:			
Basic	\$ 0.42	\$ 0.46	\$ 0.39
Diluted	\$ 0.41	\$ 0.45	\$ 0.38
Shares used in per share calculations:			
Basic	178,120	178,916	186,849
Diluted	182,342	182,956	191,383

**Cash operating expenses** – defined as GAAP operating expenses (consisting of Research and Development, Sales and Marketing, General and Administrative expenses, Amortization of other intangible assets and Restructuring charge (benefit)), excluding stock-based compensation, amortization of other intangible assets, depreciation and amortization, restructuring charges and benefits and acquisition related costs and benefits

	Three months ended		
	Mar. 31, 2012	Dec. 31, 2011	Mar. 31, 2011
GAAP operating expenses	\$ 145,303	\$ 141,860	\$ 114,137
Less: stock-based compensation	(20,241)	(18,259)	(15,157)
Less: amortization of other intangible assets	(4,767)	(4,316)	(4,277)
Less: depreciation and amortization	(4,553)	(4,492)	(4,131)
Less: restructuring charge	(60)	(4,728)	-
Less: acquisition related (costs) benefits	(4,452)	(1,020)	440
Cash operating expenses	\$ 111,230	\$ 109,045	\$ 91,012

**Cash operating expenses margin** – defined as cash operating expenses as a percentage of revenues

	Three months ended		
	Mar. 31, 2012	Dec. 31, 2011	Mar. 31, 2011
Revenues	\$ 319,448	\$ 323,740	\$ 275,953
Cash operating expenses	111,230	109,045	91,012
Cash operating expenses margin	35%	34%	33%

**Normalized cost of revenues** – defined as GAAP cost of revenues, excluding stock-based compensation and depreciation and amortization

	Three months ended		
	Mar. 31, 2012	Dec. 31, 2011	Mar. 31, 2011
Cost of revenues per GAAP	\$ 102,566	\$ 102,544	\$ 89,068
Less: stock-based compensation	(683)	(581)	(555)
Less: depreciation and amortization	(36,314)	(34,842)	(32,726)
Normalized cost of revenues	\$ 65,569	\$ 67,121	\$ 55,787

**Cash gross profit** – defined as revenues, less Normalized cost of revenues

	Three months ended		
	Mar. 31, 2012	Dec. 31, 2011	Mar. 31, 2011
Revenues	\$ 319,448	\$ 323,740	\$ 275,953
Normalized cost of revenues	65,569	67,121	55,787
Cash gross profit	<u>\$ 253,879</u>	<u>\$ 256,619</u>	<u>\$ 220,166</u>

**Cash gross margin** – defined as cash gross profit as a percentage of revenues

	Three months ended		
	Mar. 31, 2012	Dec. 31, 2011	Mar. 31, 2011
Revenues	\$ 319,448	\$ 323,740	\$ 275,953
Cash gross profit	253,879	256,619	220,166
Cash gross margin	<u>79%</u>	<u>79%</u>	<u>80%</u>

**Capital expenditures or Capex** – defined as purchases of property and equipment, capitalization of internal-use software development costs and capitalization of stock-based compensation

	Three months ended		
	Mar. 31, 2012	Dec. 31, 2011	Mar. 31, 2011
Purchases of property and equipment and capitalization of internal-use software development costs	\$ 43,344	\$ 46,570	\$ 46,235
Capitalization of stock-based compensation	2,298	2,067	1,824
Capital Expenditures or Capex	<u>\$ 45,642</u>	<u>\$ 48,637</u>	<u>\$ 48,059</u>