

**Akamai Technologies, Inc.**  
**Reconciliation of non-GAAP to GAAP financial measures**  
**December 31, 2011**

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

	Three months ended			Year ended	
	Dec. 31, 2011	Sept. 30, 2011	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2010
Net income	\$ 60,081	\$ 42,285	\$ 52,510	\$ 200,904	\$ 171,220
Interest income, net	(1,863)	(3,002)	(2,793)	(10,921)	(10,862)
Provision for income taxes	28,073	25,862	21,475	106,291	91,152
Depreciation and amortization	37,621	35,984	32,875	143,500	119,076
Amortization of capitalized stock-based compensation	1,713	1,592	1,987	7,308	7,509
Amortization of other intangible assets	4,316	4,185	4,267	17,070	16,657
Stock-based compensation	18,840	15,141	18,495	61,305	76,468
Loss on early extinguishment of debt	-	-	5	-	299
Restructuring charge	4,728	158	-	4,886	-
Acquisition related costs (benefits)	1,020	-	(760)	580	(415)
Legal settlements, net	(8,043)	-	-	(8,043)	-
Loss on investments, net	500	-	-	500	-
Other loss, net	588	188	1,149	1,918	2,468
Adjusted EBITDA	<u>\$ 147,574</u>	<u>\$ 122,393</u>	<u>\$ 129,210</u>	<u>\$ 525,298</u>	<u>\$ 473,572</u>

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

	Three months ended			Year ended	
	Dec. 31, 2011	Sept. 30, 2011	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2010
Revenues	\$ 323,740	\$ 281,856	\$ 284,688	\$ 1,158,538	\$ 1,023,586
Adjusted EBITDA	<u>147,574</u>	<u>122,393</u>	<u>129,210</u>	<u>525,298</u>	<u>473,572</u>
Adjusted EBITDA margin	<u>46%</u>	<u>43%</u>	<u>45%</u>	<u>45%</u>	<u>46%</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

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Loss on early extinguishment of debt	-	-	5	-	299
Amortization of capitalized stock-based compensation	1,713	1,592	1,987	7,308	7,509
Restructuring charge	4,728	158	-	4,886	-
Acquisition related costs (benefits)	1,020	-	(760)	580	(415)
Legal settlements, net	(8,043)	-	-	(8,043)	-
Loss on investments, net	500	-	-	500	-
Normalized net income	<u>\$ 83,155</u>	<u>\$ 63,361</u>	<u>\$ 76,504</u>	<u>\$ 284,510</u>	<u>\$ 271,738</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			Year ended	
	Dec. 31, 2011	Sept. 30, 2011	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2010
Normalized net income	\$ 83,155	\$ 63,361	\$ 76,504	\$ 284,510	\$ 271,738
Interest add-back for diluted share calculation	-	-	94	-	1,059
Normalized net income for diluted earnings per share	\$ 83,155	\$ 63,361	\$ 76,598	\$ 284,510	\$ 272,797
Normalized net income per share:					
Basic	\$ 0.46	\$ 0.35	\$ 0.42	\$ 1.55	\$ 1.53
Diluted	\$ 0.45	\$ 0.34	\$ 0.40	\$ 1.52	\$ 1.43
Shares used in per share calculations:					
Basic	178,916	183,085	183,362	183,866	177,309
Diluted	182,956	185,704	191,837	187,556	190,650

**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			Year ended	
	Dec. 31, 2011	Sept. 30, 2011	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2010
GAAP operating expenses	\$ 141,860	\$ 123,239	\$ 126,065	\$ 493,346	\$ 465,906
Less: stock-based compensation	(18,259)	(14,507)	(17,799)	(58,945)	(73,662)
Less: amortization of other intangible assets	(4,316)	(4,185)	(4,267)	(17,070)	(16,657)
Less: depreciation and amortization	(4,492)	(4,360)	(4,090)	(16,871)	(16,053)
Less: restructuring charge	(4,728)	(158)	-	(4,886)	-
Less: acquisition related (costs) benefits	(1,020)	-	760	(580)	415
Cash operating expenses	\$ 109,045	\$ 100,029	\$ 100,669	\$ 394,994	\$ 359,949

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

	Three months ended			Year ended	
	Dec. 31, 2011	Sept. 30, 2011	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2010
Revenues	\$ 323,740	\$ 281,856	\$ 284,688	\$ 1,158,538	\$ 1,023,586
Cash operating expenses	109,045	100,029	100,669	394,994	359,949
Cash operating expenses margin	34%	35%	35%	34%	35%

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

	Three months ended			Year ended	
	Dec. 31, 2011	Sept. 30, 2011	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2010
Cost of revenues per GAAP	\$ 102,544	\$ 93,284	\$ 86,277	\$ 374,543	\$ 303,403
Less: stock-based compensation	(581)	(634)	(696)	(2,360)	(2,806)
Less: depreciation and amortization	(34,842)	(33,216)	(30,772)	(133,937)	(110,532)
Normalized cost of revenues	\$ 67,121	\$ 59,434	\$ 54,809	\$ 238,246	\$ 190,065

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

	Three months ended			Year ended	
	Dec. 31, 2011	Sept. 30, 2011	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2010
Revenues	\$ 323,740	\$ 281,856	\$ 284,688	\$ 1,158,538	\$ 1,023,586
Normalized cost of revenues	67,121	59,434	54,809	238,246	190,065
Cash gross profit	\$ 256,619	\$ 222,422	\$ 229,879	\$ 920,292	\$ 833,521

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

	Three months ended			Year ended	
	Dec. 31, 2011	Sept. 30, 2011	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2010
Revenues	\$ 323,740	\$ 281,856	\$ 284,688	\$ 1,158,538	\$ 1,023,586
Cash gross profit	256,619	222,422	229,879	920,292	833,521
Cash gross margin	79%	79%	81%	79%	81%

**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			Year ended	
	Dec. 31, 2011	Sept. 30, 2011	Dec. 31, 2010	Dec. 31, 2011	Dec. 31, 2010
Purchases of property and equipment and capitalization of internal-use software development costs	\$ 46,570	\$ 47,317	\$ 48,700	\$ 182,862	\$ 192,045
Capitalization of stock-based compensation	2,067	1,941	2,221	7,473	7,818
Capital Expenditures or Capex	\$ 48,637	\$ 49,258	\$ 50,921	\$ 190,335	\$ 199,863