

**AKAMAI TECHNOLOGIES, INC.**  
**ADDITIONAL REVENUE METRICS (UNAUDITED)**  
**DECEMBER 31, 2016**

**REVENUE BY SOLUTION CATEGORY** – A product-focused reporting view that reflects revenue by solution purchased

(in thousands)

Revenue by solution category:	2016				2016 FY
	Q1	Q2	Q3	Q4	
Performance and Security Solutions	\$ 315,863	\$ 326,642	\$ 345,118	\$ 367,407	\$ 1,355,030
Media Delivery Solutions	205,939	197,077	188,075	196,088	787,179
Services and Support Solutions	45,923	48,416	50,872	52,629	197,840
Total revenue	\$ 567,725	\$ 572,135	\$ 584,065	\$ 616,124	\$ 2,340,049
Cloud Security Solution revenue	\$ 80,660	\$ 86,980	\$ 95,232	\$ 102,072	\$ 364,944

(in thousands)

Revenue by solution category:	2015				2015 FY
	Q1	Q2	Q3	Q4	
Performance and Security Solutions	\$ 271,959	\$ 282,391	\$ 289,046	\$ 314,885	\$ 1,158,281
Media Delivery Solutions	214,865	217,151	218,537	218,267	868,820
Services and Support Solutions	39,712	41,181	43,447	46,007	170,347
Total revenue	\$ 526,536	\$ 540,723	\$ 551,030	\$ 579,159	\$ 2,197,448
Cloud Security Solution revenue	\$ 55,183	\$ 61,462	\$ 65,212	\$ 72,537	\$ 254,394

(in thousands)

Revenue by solution category:	2014				2014 FY
	Q1	Q2	Q3	Q4	
Performance and Security Solutions	\$ 228,399	\$ 247,701	\$ 254,566	\$ 272,907	\$ 1,003,573
Media Delivery Solutions	189,669	192,061	207,006	224,330	813,066
Services and Support Solutions	35,434	36,273	36,470	39,058	147,235
Total revenue	\$ 453,502	\$ 476,035	\$ 498,042	\$ 536,295	\$ 1,963,874
Cloud Security Solution revenue	\$ 30,163	\$ 43,724	\$ 46,517	\$ 49,618	\$ 170,022

**REVENUE GROWTH RATES YEAR-OVER-YEAR**

2016

Revenue by solution category:	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2016 FY	Q1	Q2	Q3	Q4	2016 FY
Performance and Security Solutions	16 %	16 %	19 %	17 %	17 %	17 %	16 %	19 %	17 %	17 %
Media Delivery Solutions	(4)%	(9)%	(14)%	(10)%	(9)%	(4)%	(10)%	(15)%	(10)%	(10)%
Services and Support Solutions	16 %	18 %	17 %	14 %	16 %	16 %	17 %	16 %	14 %	16 %
Total revenue	8 %	6 %	6 %	6 %	6 %	9 %	6 %	5 %	7 %	7 %
Cloud Security Solution revenue	46 %	42 %	46 %	41 %	43 %	47 %	42 %	46 %	41 %	44 %

2015

Revenue by solution category:	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2015 FY	Q1	Q2	Q3	Q4	2015 FY
Performance and Security Solutions	19%	14%	14%	15 %	15%	23%	18%	18%	18%	19%
Media Delivery Solutions	13%	13%	6%	(3)%	7%	17%	18%	10%	—%	11%
Services and Support Solutions	12%	14%	19%	18 %	16%	16%	18%	24%	21%	20%
Total revenue	16%	14%	11%	8 %	12%	20%	18%	15%	11%	16%
Cloud Security Solution revenue	83%	41%	40%	46 %	50%	88%	45%	45%	50%	54%

2014

Revenue by solution category:	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2014 FY	Q1	Q2	Q3	Q4	2014 FY
Performance and Security Solutions	27%	29%	28%	24%	27%	27%	28%	28%	26%	27%
Media Delivery Solutions	19%	22%	24%	23%	22%	19%	22%	24%	25%	23%
Services and Support Solutions	37%	24%	21%	21%	25%	37%	24%	21%	23%	26%
Total revenue	23%	26%	26%	23%	24%	23%	25%	26%	25%	25%
Cloud Security Solutions revenue	179%	227%	194%	152%	185%	178%	225%	193%	155%	185%

(1) See Reconciliation of GAAP to Non-GAAP Financial Measures posted on the Investor Relations section of Akamai's website for a definition of this non-GAAP financial measure

**CUSTOMER REVENUE BY DIVISION** – A customer-focused reporting view that reflects revenue from customers that are managed by the division

(in thousands)

Customer revenue by division:	2016				2016 FY
	Q1	Q2	Q3	Q4	
Media Division	\$ 291,933	\$ 288,432	\$ 284,107	\$ 300,809	\$ 1,165,281
Web Division	263,743	271,327	284,629	300,302	1,120,001
Enterprise and Carrier Division	12,049	12,376	15,329	15,013	54,767
Total revenue	\$ 567,725	\$ 572,135	\$ 584,065	\$ 616,124	\$ 2,340,049

(in thousands)

Customer revenue by division:	2015				2015 FY
	Q1	Q2	Q3	Q4	
Media Division	\$ 293,966	\$ 294,551	\$ 296,848	\$ 302,367	\$ 1,187,732
Web Division	224,240	236,017	243,430	264,897	968,584
Enterprise and Carrier Division	8,330	10,155	10,752	11,895	41,132
Total revenue	\$ 526,536	\$ 540,723	\$ 551,030	\$ 579,159	\$ 2,197,448

(in thousands)

Customer revenue by division:	2014				2014 FY
	Q1	Q2	Q3	Q4	
Media Division	\$ 257,326	\$ 267,412	\$ 282,267	\$ 302,776	\$ 1,109,781
Web Division	189,846	200,615	208,073	225,768	824,302
Enterprise and Carrier Division	6,330	8,008	7,702	7,751	29,791
Total revenue	\$ 453,502	\$ 476,035	\$ 498,042	\$ 536,295	\$ 1,963,874

**REVENUE GROWTH RATES YEAR-OVER-YEAR**

Customer revenue by division:	2016									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2016 FY	Q1	Q2	Q3	Q4	2016 FY
Media Division	(1)%	(2)%	(4)%	(1)%	(2)%	—%	(2)%	(5)%	—%	(2)%
Web Division	18 %	15 %	17 %	13 %	16 %	18%	15 %	16 %	14%	16 %
Enterprise and Carrier Division	45 %	22 %	43 %	26 %	33 %	44%	22 %	43 %	26%	33 %
Total revenue	8 %	6 %	6 %	6 %	6 %	9%	6 %	5 %	7%	7 %

Customer revenue by division:	2015									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2015 FY	Q1	Q2	Q3	Q4	2015 FY
Media Division	14%	10%	5%	—%	7%	18%	14%	9%	2%	10%
Web Division	18%	18%	17%	17%	18%	22%	23%	22%	20%	22%
Enterprise and Carrier Division	32%	27%	40%	53%	38%	33%	28%	41%	55%	39%
Total revenue	16%	14%	11%	8%	12%	20%	18%	15%	11%	16%

Customer revenue by division:	2014									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2014 FY	Q1	Q2	Q3	Q4	2014 FY
Media Division	26%	26%	25%	23%	25%	26%	26%	25%	25%	26%
Web Division	20%	24%	26%	22%	23%	20%	23%	25%	25%	23%
Enterprise and Carrier Division	9%	54%	53%	43%	39%	9%	54%	53%	44%	39%
Total revenue	23%	26%	26%	23%	24%	23%	25%	26%	25%	25%

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**REVENUE FROM INTERNET PLATFORM CUSTOMERS** – Revenue amounts for six customers that are large Internet platform companies: Amazon, Apple, Facebook, Google, Microsoft and Netflix

<i>(in thousands)</i>	2016				2016 FY
	Q1	Q2	Q3	Q4	
Revenue from Internet Platform Customers	\$ 72,505	\$ 61,497	\$ 58,012	\$ 58,378	\$ 250,392
Revenue excluding Internet Platform Customers	495,220	510,638	526,053	557,746	2,089,657
Total revenue	<u>\$ 567,725</u>	<u>\$ 572,135</u>	<u>\$ 584,065</u>	<u>616,124</u>	<u>\$ 2,340,049</u>

<i>(in thousands)</i>	2015				2015 FY
	Q1	Q2	Q3	Q4	
Revenue from Internet Platform Customers	\$ 95,882	\$ 96,466	\$ 95,264	\$ 91,679	\$ 379,291
Revenue excluding Internet Platform Customers	430,654	444,257	455,766	487,480	1,818,157
Total revenue	<u>\$ 526,536</u>	<u>\$ 540,723</u>	<u>\$ 551,030</u>	<u>\$ 579,159</u>	<u>\$ 2,197,448</u>

<i>(in thousands)</i>	2014				2014 FY
	Q1	Q2	Q3	Q4	
Revenue from Internet Platform Customers	\$ 79,231	\$ 79,009	\$ 95,080	\$ 105,550	\$ 358,870
Revenue excluding Internet Platform Customers	374,271	397,026	402,962	430,745	1,605,004
Total revenue	<u>\$ 453,502</u>	<u>\$ 476,035</u>	<u>\$ 498,042</u>	<u>\$ 536,295</u>	<u>\$ 1,963,874</u>

**REVENUE GROWTH RATES YEAR-OVER-YEAR**

	2016									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2016 FY	Q1	Q2	Q3	Q4	2016 FY
Revenue from Internet Platform Customers	(24)%	(36)%	(39)%	(36)%	(34)%	(24)%	(36)%	(40)%	(36)%	(34)%
Revenue excluding Internet Platform Customers	15 %	15 %	15 %	14 %	15 %	16 %	15 %	15 %	15 %	15 %
Total revenue	<u>8 %</u>	<u>6 %</u>	<u>6 %</u>	<u>6 %</u>	<u>6 %</u>	<u>9 %</u>	<u>6 %</u>	<u>5 %</u>	<u>7 %</u>	<u>7 %</u>

	2015									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2015 FY	Q1	Q2	Q3	Q4	2015 FY
Revenue from Internet Platform Customers	21%	22%	—%	(13)%	6%	23%	24%	1%	(12)%	7%
Revenue excluding Internet Platform Customers	15%	12%	13%	13 %	13%	19%	17%	18%	16 %	17%
Total revenue	<u>16%</u>	<u>14%</u>	<u>11%</u>	<u>8 %</u>	<u>12%</u>	<u>20%</u>	<u>18%</u>	<u>15%</u>	<u>11 %</u>	<u>16%</u>

	2014									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2014 FY	Q1	Q2	Q3	Q4	2014 FY
Revenue from Internet Platform Customers	28%	18%	29%	28%	26%	28%	18%	29%	29%	26%
Revenue excluding Internet Platform Customers	22%	27%	25%	22%	24%	23%	27%	25%	24%	25%
Total revenue	<u>23%</u>	<u>26%</u>	<u>26%</u>	<u>23%</u>	<u>24%</u>	<u>23%</u>	<u>25%</u>	<u>26%</u>	<u>25%</u>	<u>25%</u>

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