

**AKAMAI TECHNOLOGIES, INC.**  
**ADDITIONAL REVENUE METRICS (UNAUDITED)**  
**DECEMBER 31, 2020**

**REVENUE BY DIVISION** – A customer-focused reporting view that reflects revenue from customers that are managed by the division. As the purchasing patterns and required account expertise of customers changes over time, Akamai may reassign a customer's division from one to another. In 2020, Akamai reassigned some of its customers from the Media and Carrier Division to the Web Division and revised historical results in order to reflect the most recent categorization and to provide a comparable view for all periods presented.

<i>(in thousands)</i>	2020				2020 FY
	Q1	Q2	Q3	Q4	
Web Division	\$ 405,995	\$ 404,342	\$ 418,064	\$ 437,904	\$ 1,666,305
Media and Carrier Division	358,307	390,373	374,781	408,383	1,531,844
Total revenue	<u>\$ 764,302</u>	<u>\$ 794,715</u>	<u>\$ 792,845</u>	<u>\$ 846,287</u>	<u>\$ 3,198,149</u>

<i>(in thousands)</i>	2019				2019 FY
	Q1	Q2	Q3	Q4	
Web Division	\$ 374,202	\$ 377,558	\$ 387,662	\$ 416,830	\$ 1,556,252
Media and Carrier Division	332,306	327,516	322,250	355,293	1,337,365
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>	<u>\$ 772,123</u>	<u>\$ 2,893,617</u>

<i>(in thousands)</i>	2018				2018 FY
	Q1	Q2	Q3	Q4	
Web Division	\$ 351,200	\$ 349,840	\$ 354,908	\$ 383,824	\$ 1,439,772
Media and Carrier Division	317,524	312,919	314,720	329,539	1,274,702
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

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

	2020									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2020 FY	Q1	Q2	Q3	Q4	2020 FY
Web Division	8 %	7 %	8 %	5 %	7 %	10 %	8 %	7 %	4 %	7 %
Media and Carrier Division	8 %	19 %	16 %	15 %	15 %	9 %	20 %	16 %	14 %	15 %
Total revenue	<u>8 %</u>	<u>13 %</u>	<u>12 %</u>	<u>10 %</u>	<u>11 %</u>	<u>9 %</u>	<u>14 %</u>	<u>11 %</u>	<u>8 %</u>	<u>11 %</u>

	2019									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2019 FY	Q1	Q2	Q3	Q4	2019 FY
Web Division	7 %	8 %	9 %	9 %	8 %	9 %	10 %	10 %	9 %	9 %
Media and Carrier Division	5 %	5 %	2 %	8 %	5 %	7 %	6 %	3 %	8 %	6 %
Total revenue	<u>6 %</u>	<u>6 %</u>	<u>6 %</u>	<u>8 %</u>	<u>7 %</u>	<u>8 %</u>	<u>8 %</u>	<u>7 %</u>	<u>9 %</u>	<u>8 %</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
Web Division	16 %	10 %	8 %	9 %	11 %	13 %	9 %	9 %	10 %	10 %
Media and Carrier Division	7 %	8 %	6 %	8 %	7 %	4 %	7 %	7 %	9 %	7 %
Total revenue	<u>11 %</u>	<u>9 %</u>	<u>7 %</u>	<u>8 %</u>	<u>9 %</u>	<u>9 %</u>	<u>8 %</u>	<u>8 %</u>	<u>10 %</u>	<u>9 %</u>

(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

**REVENUE FROM CLOUD SECURITY SOLUTIONS** – A product-focused reporting view that illustrates revenue from Cloud Security Solutions separately from all other solution categories.

<i>(in thousands)</i>	2020				2020 FY
	Q1	Q2	Q3	Q4	
Cloud Security Solutions <sup>(1)</sup>	\$ 240,300	\$ 259,316	\$ 265,869	\$ 296,137	\$ 1,061,622
CDN and other solutions <sup>(2)</sup>	524,002	535,399	526,976	550,150	2,136,527
Total revenue	<u>\$ 764,302</u>	<u>\$ 794,715</u>	<u>\$ 792,845</u>	<u>\$ 846,287</u>	<u>\$ 3,198,149</u>

<i>(in thousands)</i>	2019				2019 FY
	Q1	Q2	Q3	Q4	
Cloud Security Solutions <sup>(1)</sup>	\$ 190,093	\$ 204,811	\$ 215,916	\$ 237,913	\$ 848,733
CDN and other solutions <sup>(2)</sup>	516,415	500,263	493,996	534,210	2,044,884
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>	<u>\$ 772,123</u>	<u>\$ 2,893,617</u>

<i>(in thousands)</i>	2018				2018 FY
	Q1	Q2	Q3	Q4	
Cloud Security Solutions <sup>(1)</sup>	\$ 150,076	\$ 155,250	\$ 168,652	\$ 184,769	\$ 658,747
CDN and other solutions <sup>(2)</sup>	518,648	507,509	500,976	528,594	2,055,727
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

#### REVENUE GROWTH RATES YEAR-OVER-YEAR

	2020									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(3)</sup>				
	Q1	Q2	Q3	Q4	2020 FY	Q1	Q2	Q3	Q4	2020 FY
Cloud Security Solutions <sup>(1)</sup>	26 %	27 %	23 %	24 %	25 %	28 %	28 %	23 %	23 %	25 %
CDN and other solutions <sup>(2)</sup>	1 %	7 %	7 %	3 %	4 %	2 %	8 %	6 %	2 %	4 %
Total revenue	<u>8 %</u>	<u>13 %</u>	<u>12 %</u>	<u>10 %</u>	<u>11 %</u>	<u>9 %</u>	<u>14 %</u>	<u>11 %</u>	<u>8 %</u>	<u>11 %</u>

	2019									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(3)</sup>				
	Q1	Q2	Q3	Q4	2019 FY	Q1	Q2	Q3	Q4	2019 FY
Cloud Security Solutions <sup>(1)</sup>	27 %	32 %	28 %	29 %	29 %	29 %	34 %	29 %	29 %	30 %
CDN and other solutions <sup>(2)</sup>	— %	(1)%	(1)%	1 %	(1)%	2 %	— %	(1)%	1 %	1 %
Total revenue	<u>6 %</u>	<u>6 %</u>	<u>6 %</u>	<u>8 %</u>	<u>7 %</u>	<u>8 %</u>	<u>8 %</u>	<u>7 %</u>	<u>9 %</u>	<u>8 %</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(3)</sup>				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
Cloud Security Solutions <sup>(1)</sup>	36 %	33 %	37 %	35 %	35 %	33 %	31 %	38 %	37 %	35 %
CDN and other solutions <sup>(2)</sup>	6 %	4 %	— %	1 %	3 %	3 %	3 %	1 %	2 %	2 %
Total revenue	<u>11 %</u>	<u>9 %</u>	<u>7 %</u>	<u>8 %</u>	<u>9 %</u>	<u>9 %</u>	<u>8 %</u>	<u>8 %</u>	<u>10 %</u>	<u>9 %</u>

(1) Cloud Security Solutions revenue represents revenue from the Security Technology Group, which will be formed on March 1, 2021

(2) CDN and other solutions revenue represents revenue from the Edge Technology Group, which will be formed on March 1, 2021

(3) 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

**REVENUE FROM INTERNET PLATFORM CUSTOMERS** – Revenue from large Internet platform companies: Amazon, Apple, Facebook, Google, Microsoft and Netflix

	2020				2020 FY
	Q1	Q2	Q3	Q4	
<i>(in thousands)</i>					
Revenue from Internet Platform Customers	\$ 44,702	\$ 50,752	\$ 50,618	\$ 57,677	\$ 203,749
Revenue excluding Internet Platform Customers	719,600	743,963	742,227	788,610	2,994,400
Total revenue	<u>\$ 764,302</u>	<u>\$ 794,715</u>	<u>\$ 792,845</u>	<u>\$ 846,287</u>	<u>\$ 3,198,149</u>

	2019				2019 FY
	Q1	Q2	Q3	Q4	
<i>(in thousands)</i>					
Revenue from Internet Platform Customers	\$ 47,086	\$ 46,259	\$ 44,156	\$ 51,927	\$ 189,428
Revenue excluding Internet Platform Customers	659,422	658,815	665,756	720,196	2,704,189
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>	<u>\$ 772,123</u>	<u>\$ 2,893,617</u>

	2018				2018 FY
	Q1	Q2	Q3	Q4	
<i>(in thousands)</i>					
Revenue from Internet Platform Customers	\$ 44,391	\$ 44,062	\$ 43,086	\$ 43,218	\$ 174,757
Revenue excluding Internet Platform Customers	624,333	618,697	626,542	670,145	2,539,717
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

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

	2020									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2020 FY	Q1	Q2	Q3	Q4	2020 FY
Revenue from Internet Platform Customers	(5)%	10 %	15 %	11 %	8 %	(5)%	10 %	15 %	11 %	8 %
Revenue excluding Internet Platform Customers	9 %	13 %	11 %	9 %	11 %	10 %	14 %	11 %	8 %	11 %
Total revenue	<u>8 %</u>	<u>13 %</u>	<u>12 %</u>	<u>10 %</u>	<u>11 %</u>	<u>9 %</u>	<u>14 %</u>	<u>11 %</u>	<u>8 %</u>	<u>11 %</u>

	2019									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2019 FY	Q1	Q2	Q3	Q4	2019 FY
Revenue from Internet Platform Customers	6 %	5 %	2 %	20 %	8 %	6 %	5 %	2 %	20 %	8 %
Revenue excluding Internet Platform Customers	6 %	6 %	6 %	7 %	6 %	8 %	8 %	7 %	8 %	8 %
Total revenue	<u>6 %</u>	<u>6 %</u>	<u>6 %</u>	<u>8 %</u>	<u>7 %</u>	<u>8 %</u>	<u>8 %</u>	<u>7 %</u>	<u>9 %</u>	<u>8 %</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
Revenue from Internet Platform Customers	(14)%	(14)%	(15)%	(14)%	(14)%	(14)%	(14)%	(15)%	(14)%	(14)%
Revenue excluding Internet Platform Customers	14 %	12 %	9 %	10 %	11 %	11 %	10 %	10 %	11 %	11 %
Total revenue	<u>11 %</u>	<u>9 %</u>	<u>7 %</u>	<u>8 %</u>	<u>9 %</u>	<u>9 %</u>	<u>8 %</u>	<u>8 %</u>	<u>10 %</u>	<u>9 %</u>

(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

**REVENUE BY GEOGRAPHY**

<i>(in thousands)</i>	2020				2020 FY
	Q1	Q2	Q3	Q4	
U.S.	\$ 428,930	\$ 443,668	\$ 437,381	\$ 467,456	\$ 1,777,435
International	335,372	351,047	355,464	378,831	1,420,714
Total revenue	<u>\$ 764,302</u>	<u>\$ 794,715</u>	<u>\$ 792,845</u>	<u>\$ 846,287</u>	<u>\$ 3,198,149</u>

<i>(in thousands)</i>	2019				2019 FY
	Q1	Q2	Q3	Q4	
U.S.	\$ 418,200	\$ 416,859	\$ 413,116	\$ 446,036	\$ 1,694,211
International	288,308	288,215	296,796	326,087	1,199,406
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>	<u>\$ 772,123</u>	<u>\$ 2,893,617</u>

<i>(in thousands)</i>	2018				2018 FY
	Q1	Q2	Q3	Q4	
U.S.	\$ 423,339	\$ 413,129	\$ 412,573	\$ 434,231	\$ 1,683,272
International	245,385	249,630	257,055	279,132	1,031,202
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

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

	2020									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2020 FY	Q1	Q2	Q3	Q4	2020 FY
U.S.	3 %	6 %	6 %	5 %	5 %	3 %	6 %	6 %	5 %	5 %
International	16 %	22 %	20 %	16 %	18 %	19 %	24 %	18 %	13 %	19 %
Total revenue	<u>8 %</u>	<u>13 %</u>	<u>12 %</u>	<u>10 %</u>	<u>11 %</u>	<u>9 %</u>	<u>14 %</u>	<u>11 %</u>	<u>8 %</u>	<u>11 %</u>

	2019									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2019 FY	Q1	Q2	Q3	Q4	2019 FY
U.S.	(1)%	1 %	— %	3 %	1 %	(1)%	1 %	— %	3 %	1 %
International	17 %	15 %	15 %	17 %	16 %	24 %	20 %	18 %	18 %	20 %
Total revenue	<u>6 %</u>	<u>6 %</u>	<u>6 %</u>	<u>8 %</u>	<u>7 %</u>	<u>8 %</u>	<u>8 %</u>	<u>7 %</u>	<u>9 %</u>	<u>8 %</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup>				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
U.S.	6 %	3 %	— %	2 %	3 %	6 %	3 %	— %	2 %	3 %
International	22 %	21 %	21 %	20 %	21 %	14 %	18 %	24 %	23 %	20 %
Total revenue	<u>11 %</u>	<u>9 %</u>	<u>7 %</u>	<u>8 %</u>	<u>9 %</u>	<u>9 %</u>	<u>8 %</u>	<u>8 %</u>	<u>10 %</u>	<u>9 %</u>

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