

AKAMAI TECHNOLOGIES, INC.
ADDITIONAL REVENUE METRICS (UNAUDITED)
MARCH 31, 2017

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

(in thousands)

	2017
Revenue by solution category:	Q1
Performance and Security Solutions	\$ 369,148
Media Delivery Solutions	187,396
Services and Support Solutions	52,693
Total revenue	<u>\$ 609,237</u>
Cloud Security Solution revenue	<u>\$ 109,758</u>

(in thousands)

	2016				
Revenue by solution category:	Q1	Q2	Q3	Q4	2016 FY
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	<u>\$ 567,725</u>	<u>\$ 572,135</u>	<u>\$ 584,065</u>	<u>\$ 616,124</u>	<u>\$ 2,340,049</u>
Cloud Security Solution revenue	<u>\$ 80,660</u>	<u>\$ 86,980</u>	<u>\$ 95,232</u>	<u>\$ 102,072</u>	<u>\$ 364,944</u>

(in thousands)

	2015				
Revenue by solution category:	Q1	Q2	Q3	Q4	2015 FY
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	<u>\$ 526,536</u>	<u>\$ 540,723</u>	<u>\$ 551,030</u>	<u>\$ 579,159</u>	<u>\$ 2,197,448</u>
Cloud Security Solution revenue	<u>\$ 55,183</u>	<u>\$ 61,462</u>	<u>\$ 65,212</u>	<u>\$ 72,537</u>	<u>\$ 254,394</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2017	
Revenue by solution category:	As Reported	Adjusted ⁽¹⁾
	Q1	Q1
Performance and Security Solutions	17 %	18 %
Media Delivery Solutions	(9)%	(9)%
Services and Support Solutions	15 %	15 %
Total revenue	<u>7 %</u>	<u>8 %</u>
Cloud Security Solution revenue	<u>36 %</u>	<u>37 %</u>

	2016									
Revenue by solution category:	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	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	<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>
Cloud Security Solution revenue	<u>46 %</u>	<u>42 %</u>	<u>46 %</u>	<u>41 %</u>	<u>43 %</u>	<u>47 %</u>	<u>42 %</u>	<u>46 %</u>	<u>41 %</u>	<u>44 %</u>

	2015									
Revenue by solution category:	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	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	<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>
Cloud Security Solution revenue	<u>83%</u>	<u>41%</u>	<u>40%</u>	<u>46 %</u>	<u>50%</u>	<u>88%</u>	<u>45%</u>	<u>45%</u>	<u>50%</u>	<u>54%</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

CUSTOMER REVENUE BY DIVISION – A customer-focused reporting view that reflects revenue from customers that are managed by the division. During the first quarter of 2017, the divisional categorization of certain customers was adjusted based on how those customer relationships are currently being managed. The historical presentation of divisional revenue was revised in order to reflect the most recent categorization and to provide a comparable view for all periods presented.

<i>(in thousands)</i>	2017
Customer revenue by division:	Q1
Web Division	\$ 304,686
Media Division	285,401
Enterprise and Carrier Division	19,150
Total revenue	<u>\$ 609,237</u>

<i>(in thousands)</i>	2016				
Customer revenue by division:	Q1	Q2	Q3	Q4	2016 FY
Web Division	\$ 266,667	\$ 273,891	\$ 288,104	\$ 304,196	\$ 1,132,858
Media Division	285,614	281,937	276,205	292,394	1,136,150
Enterprise and Carrier Division	15,444	16,307	19,756	19,534	71,041
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				
Customer revenue by division:	Q1	Q2	Q3	Q4	2015 FY
Web Division	\$ 229,548	\$ 240,728	\$ 246,748	\$ 269,001	\$ 986,025
Media Division	285,237	286,891	290,226	294,660	1,157,014
Enterprise and Carrier Division	11,751	13,104	14,056	15,498	54,409
Total revenue	<u>\$ 526,536</u>	<u>\$ 540,723</u>	<u>\$ 551,030</u>	<u>\$ 579,159</u>	<u>\$ 2,197,448</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2017	
	As Reported	Adjusted ⁽¹⁾
Customer revenue by division:	Q1	Q1
Web Division	14%	15%
Media Division	—%	1%
Enterprise and Carrier Division	24%	24%
Total revenue	<u>7%</u>	<u>8%</u>

	2016									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
Customer revenue by division:	Q1	Q2	Q3	Q4	2016 FY	Q1	Q2	Q3	Q4	2016 FY
Web Division	16%	14 %	17 %	13 %	15 %	17%	13 %	16 %	13%	15 %
Media Division	—%	(2)%	(5)%	(1)%	(2)%	1%	(2)%	(5)%	—%	(2)%
Enterprise and Carrier Division	31%	24 %	41 %	26 %	31 %	32%	25 %	41 %	27%	31 %
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 ⁽¹⁾				
Customer revenue by division:	Q1	Q2	Q3	Q4	2015 FY	Q1	Q2	Q3	Q4	2015 FY
Web Division	18%	17%	16%	16%	17%	22%	21%	20%	19%	21%
Media Division	14%	10%	5%	—%	7%	18%	15%	10%	3%	11%
Enterprise and Carrier Division	37%	26%	38%	45%	36%	39%	27%	40%	47%	38%
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>

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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>	2017
	Q1
Revenue from Internet Platform Customers	\$ 51,367
Revenue excluding Internet Platform Customers	557,870
Total revenue	<u>\$ 609,237</u>

<i>(in thousands)</i>	2016				
	Q1	Q2	Q3	Q4	2016 FY
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				
	Q1	Q2	Q3	Q4	2015 FY
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>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2017	
	As Reported	Adjusted ⁽¹⁾
	Q1	Q1
Revenue from Internet Platform Customers	(29)%	(29)%
Revenue excluding Internet Platform Customers	13 %	13 %
Total revenue	<u>7 %</u>	<u>8 %</u>

	2016									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	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 ⁽¹⁾				
	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>

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