



Akamai Technologies, Inc.

Akamai Technologies, Inc.  
Supplemental Metrics (unaudited)  
June 30, 2013

In thousands, except per share data

	2011					2012					2013	
	Q1	Q2	Q3	Q4	2011 FY	Q1	Q2	Q3	Q4	2012 FY	Q1	Q2
Revenue by Solution category												
Media Delivery Solutions	\$ 138,334	\$ 138,245	\$ 135,139	\$ 155,868	\$ 567,586	\$ 154,942	\$ 158,048	\$ 165,028	\$ 174,950	\$ 652,968	\$ 181,188	\$ 179,418
Performance & Security Solutions	\$ 113,539	\$ 112,498	\$ 118,889	\$ 133,679	\$ 478,605	\$ 134,022	\$ 140,568	\$ 146,191	\$ 163,037	\$ 583,818	\$ 156,642	\$ 167,881
Service & Support Solutions	\$ 14,640	\$ 16,850	\$ 17,880	\$ 19,800	\$ 69,170	\$ 20,376	\$ 22,236	\$ 24,522	\$ 26,696	\$ 93,830	\$ 27,465	\$ 31,429
Activity associated with business divestments and other corporate level adjustments	\$ 9,440	\$ 9,396	\$ 9,948	\$ 14,393	\$ 43,177	\$ 10,108	\$ 10,454	\$ 9,580	\$ 13,189	\$ 43,331	\$ 2,751	\$ (622)
Total Revenue	\$ 275,953	\$ 276,989	\$ 281,856	\$ 323,740	\$ 1,158,538	\$ 319,448	\$ 331,306	\$ 345,321	\$ 377,872	\$ 1,373,947	\$ 368,046	\$ 378,106
Pro forma COGS	\$ 73,755	\$ 73,440	\$ 77,157	\$ 85,762	\$ 310,114	\$ 85,905	\$ 88,331	\$ 88,412	\$ 92,762	\$ 355,410	\$ 87,026	\$ 89,822
Dep. & amort. - network	\$ 32,726	\$ 33,153	\$ 33,216	\$ 34,842	\$ 133,937	\$ 36,314	\$ 39,865	\$ 42,975	\$ 44,207	\$ 163,181	\$ 30,739	\$ 32,165
Stock comp. - network	\$ 2,322	\$ 2,207	\$ 2,463	\$ 2,662	\$ 9,654	\$ 2,706	\$ 3,064	\$ 2,834	\$ 2,705	\$ 11,309	\$ 2,627	\$ 2,718
GAAP COGS	\$ 108,803	\$ 108,800	\$ 112,836	\$ 123,266	\$ 453,705	\$ 124,925	\$ 131,260	\$ 134,221	\$ 139,494	\$ 529,900	\$ 120,392	\$ 124,705
Pro forma gross profit	\$ 202,198	\$ 203,549	\$ 204,699	\$ 237,978	\$ 848,424	\$ 233,543	\$ 242,975	\$ 256,909	\$ 285,110	\$ 1,018,537	\$ 281,020	\$ 288,284
Pro forma gross margin	73%	73%	73%	74%	73%	73%	73%	74%	75%	74%	76%	76%
GAAP gross profit	\$ 167,150	\$ 168,189	\$ 169,020	\$ 200,474	\$ 704,833	\$ 194,523	\$ 200,046	\$ 211,100	\$ 238,378	\$ 844,047	\$ 247,654	\$ 253,401
GAAP gross margin	61%	61%	60%	62%	61%	61%	60%	61%	63%	61%	67%	67%
Pro forma R&D	\$ 9,832	\$ 8,882	\$ 10,913	\$ 11,581	\$ 41,208	\$ 13,550	\$ 12,641	\$ 14,924	\$ 16,354	\$ 57,469	\$ 17,536	\$ 16,730
Stock comp. - R&D	\$ 2,762	\$ 2,124	\$ 2,629	\$ 3,610	\$ 11,125	\$ 3,930	\$ 4,901	\$ 4,427	\$ 4,017	\$ 17,275	\$ 4,369	\$ 3,867
GAAP R&D	\$ 12,594	\$ 11,006	\$ 13,542	\$ 15,191	\$ 52,333	\$ 17,480	\$ 17,542	\$ 19,351	\$ 20,371	\$ 74,744	\$ 21,905	\$ 20,597
Pro forma S&M	\$ 32,432	\$ 33,693	\$ 33,632	\$ 42,564	\$ 142,321	\$ 40,884	\$ 47,666	\$ 46,460	\$ 54,016	\$ 189,026	\$ 53,259	\$ 58,026
Stock comp. - S&M	\$ 5,079	\$ 3,698	\$ 5,122	\$ 6,797	\$ 20,696	\$ 8,111	\$ 8,814	\$ 8,746	\$ 8,651	\$ 34,322	\$ 9,431	\$ 9,799
GAAP S&M	\$ 37,511	\$ 37,391	\$ 38,754	\$ 49,361	\$ 163,017	\$ 48,995	\$ 56,480	\$ 55,206	\$ 62,667	\$ 223,348	\$ 62,690	\$ 67,825
Pro forma G&A	\$ 30,780	\$ 34,797	\$ 37,761	\$ 36,259	\$ 139,597	\$ 36,460	\$ 39,594	\$ 38,995	\$ 41,565	\$ 156,614	\$ 44,151	\$ 47,769
Stock comp. - G&A	\$ 5,549	\$ 3,583	\$ 4,927	\$ 5,771	\$ 19,830	\$ 6,177	\$ 8,842	\$ 6,628	\$ 6,032	\$ 27,679	\$ 6,504	\$ 8,417
Acquisition-related costs (benefits) - G&A	\$ (440)	\$ -	\$ -	\$ 1,020	\$ 580	\$ 4,452	\$ 376	\$ 279	\$ 680	\$ 5,787	\$ 337	\$ 31
Gain on divestiture of a business, net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,188)	\$ (1,093)
Dep. & amort - G&A	\$ 4,131	\$ 3,888	\$ 4,360	\$ 4,492	\$ 16,871	\$ 4,553	\$ 4,784	\$ 5,101	\$ 5,582	\$ 20,020	\$ 5,576	\$ 6,227
GAAP G&A	\$ 40,020	\$ 42,268	\$ 47,048	\$ 47,542	\$ 176,878	\$ 51,642	\$ 53,596	\$ 51,003	\$ 53,859	\$ 210,100	\$ 55,380	\$ 61,351
Restructuring charges (benefits)	\$ -	\$ -	\$ 158	\$ 4,728	\$ 4,886	\$ 60	\$ (46)	\$ -	\$ 392	\$ 406	\$ 431	\$ 391
Amortization of acquired intangible assets	\$ 4,277	\$ 4,292	\$ 4,185	\$ 4,316	\$ 17,070	\$ 4,767	\$ 5,463	\$ 5,381	\$ 5,351	\$ 20,962	\$ 6,060	\$ 5,734
Adj. EBITDA	\$ 129,154	\$ 126,177	\$ 122,393	\$ 147,574	\$ 525,298	\$ 142,649	\$ 143,074	\$ 156,530	\$ 173,175	\$ 615,428	\$ 166,074	\$ 165,759
Adj. EBITDA margin	47%	46%	43%	46%	45%	45%	43%	45%	46%	45%	45%	44%
GAAP OpEx (excluding COGS)	\$ 94,402	\$ 94,957	\$ 103,687	\$ 121,138	\$ 414,184	\$ 122,944	\$ 133,035	\$ 130,941	\$ 142,640	\$ 529,560	\$ 146,466	\$ 155,898
GAAP Op. income	\$ 72,748	\$ 73,232	\$ 65,333	\$ 79,336	\$ 290,649	\$ 71,579	\$ 67,011	\$ 80,159	\$ 95,738	\$ 314,487	\$ 101,188	\$ 97,503
Interest income, net	\$ 2,960	\$ 3,096	\$ 3,002	\$ 1,863	\$ 10,921	\$ 1,646	\$ 1,626	\$ 1,593	\$ 1,590	\$ 6,455	\$ 1,608	\$ 1,477
Loss on investments	\$ -	\$ -	\$ -	\$ (500)	\$ (500)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other income (expense), net	\$ (1,035)	\$ (107)	\$ (188)	\$ 7,455	\$ 6,125	\$ (441)	\$ 1,131	\$ (241)	\$ 200	\$ 649	\$ (132)	\$ 341
Income before provision for income taxes	\$ 74,673	\$ 76,221	\$ 68,147	\$ 88,154	\$ 307,195	\$ 72,784	\$ 69,768	\$ 81,511	\$ 97,528	\$ 321,591	\$ 102,664	\$ 99,321
Provision for income taxes	\$ 24,056	\$ 28,300	\$ 25,862	\$ 28,073	\$ 106,291	\$ 29,557	\$ 25,529	\$ 33,280	\$ 29,236	\$ 117,602	\$ 31,177	\$ 37,426
Net income	\$ 50,617	\$ 47,921	\$ 42,285	\$ 60,081	\$ 200,904	\$ 43,227	\$ 44,239	\$ 48,231	\$ 68,292	\$ 203,989	\$ 71,487	\$ 61,895
Net income per share:												
Basic	\$ 0.27	\$ 0.26	\$ 0.23	\$ 0.34	\$ 1.09	\$ 0.24	\$ 0.25	\$ 0.27	\$ 0.38	\$ 1.15	\$ 0.40	\$ 0.35
Diluted	\$ 0.26	\$ 0.25	\$ 0.23	\$ 0.33	\$ 1.07	\$ 0.24	\$ 0.24	\$ 0.27	\$ 0.38	\$ 1.12	\$ 0.39	\$ 0.34
Shares used in per share calculations:												
Basic	186,849	186,612	183,085	178,916	183,866	178,120	178,547	177,455	177,479	177,900	177,899	177,891
Diluted	191,383	190,179	185,704	182,956	187,556	182,342	181,817	181,053	181,768	181,749	181,562	181,388
GAAP Net income	\$ 50,617	\$ 47,921	\$ 42,285	\$ 60,081	\$ 200,904	\$ 43,227	\$ 44,239	\$ 48,231	\$ 68,292	\$ 203,989	\$ 71,487	\$ 61,895
Amortization of acquired intangible assets	\$ 4,277	\$ 4,292	\$ 4,185	\$ 4,316	\$ 17,070	\$ 4,767	\$ 5,463	\$ 5,381	\$ 5,351	\$ 20,962	\$ 6,060	\$ 5,734
Stock-based compensation	\$ 15,712	\$ 11,612	\$ 15,141	\$ 18,840	\$ 61,305	\$ 20,924	\$ 25,621	\$ 22,635	\$ 21,405	\$ 90,585	\$ 22,931	\$ 24,801
Amortization of capitalized stock-based compensation	\$ 2,065	\$ 1,938	\$ 1,592	\$ 1,713	\$ 7,308	\$ 1,755	\$ 1,939	\$ 2,025	\$ 1,961	\$ 7,680	\$ 1,901	\$ 1,978
Gain on divestiture of a business, net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,188)	\$ (1,093)
Acquisition-related costs (benefits)	\$ (440)	\$ -	\$ -	\$ 1,020	\$ 580	\$ 4,452	\$ 376	\$ 279	\$ 680	\$ 5,787	\$ 337	\$ 31
Legal settlements, net	\$ -	\$ -	\$ -	\$ (8,043)	\$ (8,043)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Restructuring charges (benefits)	\$ -	\$ -	\$ 158	\$ 4,728	\$ 4,886	\$ 60	\$ (46)	\$ -	\$ 392	\$ 406	\$ 431	\$ 391
Loss on investments	\$ -	\$ -	\$ -	\$ 500	\$ 500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income tax-effect of above non-GAAP adjustments	\$ (7,702)	\$ (5,997)	\$ (7,613)	\$ (7,133)	\$ (28,445)	\$ (9,889)	\$ (10,444)	\$ (9,674)	\$ (8,054)	\$ (38,061)	\$ (8,726)	\$ (9,726)
Non-GAAP net income	\$ 64,529	\$ 59,766	\$ 55,748	\$ 76,022	\$ 256,065	\$ 65,296	\$ 67,148	\$ 68,877	\$ 90,027	\$ 291,348	\$ 93,233	\$ 84,011
Non-GAAP net income per diluted share												
Diluted shares used in non-GAAP net income calculations	\$ 0.34	\$ 0.31	\$ 0.30	\$ 0.42	\$ 1.37	\$ 0.36	\$ 0.37	\$ 0.38	\$ 0.50	\$ 1.60	\$ 0.51	\$ 0.46