

**AKAMAI TECHNOLOGIES, INC.**  
**ADDITIONAL REVENUE METRICS (UNAUDITED)**  
**SEPTEMBER 30, 2021**

**REVENUE BY PRODUCT GROUP** – Effective March 1, 2021, Akamai reorganized into two groups: the Security Technology Group and the Edge Technology Group, which both utilize the Akamai Intelligent Edge Platform and its global sales organization. These groups are aligned with their product offerings. Revenue from the Security Technology Group was previously reported as revenue from Cloud Security Solutions, and revenue from the Edge Technology Group was previously reported as revenue from content delivery network (CDN) services and all other solutions.

<i>(in thousands)</i>	2021				
	Q1	Q2	Q3	Q4	2020 FY
Security Technology Group	\$ 310,219	\$ 325,128	\$ 334,649	\$ 296,137	\$ 1,061,622
Edge Technology Group	532,489	527,696	525,684	550,150	2,136,527
Total revenue	<u>\$ 842,708</u>	<u>\$ 852,824</u>	<u>\$ 860,333</u>	<u>\$ 846,287</u>	<u>\$ 3,198,149</u>

  

<i>(in thousands)</i>	2020				
	Q1	Q2	Q3	Q4	2019 FY
Security Technology Group	\$ 240,300	\$ 259,316	\$ 265,869	\$ 237,913	\$ 848,733
Edge Technology Group	524,002	535,399	526,976	534,210	2,044,884
Total revenue	<u>\$ 764,302</u>	<u>\$ 794,715</u>	<u>\$ 792,845</u>	<u>\$ 772,123</u>	<u>\$ 2,893,617</u>

  

<i>(in thousands)</i>	2019				
	Q1	Q2	Q3	Q4	2019 FY
Security Technology Group	\$ 190,093	\$ 204,811	\$ 215,916	\$ 237,913	\$ 848,733
Edge Technology Group	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>

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

	2021					
	As Reported			Adjusted <sup>(1)</sup>		
	Q1	Q2	Q3	Q1	Q2	Q3
Security Technology Group	29 %	25 %	26 %	27 %	22 %	25 %
Edge Technology Group	2 %	(1)%	— %	— %	(4)%	(1)%
Total revenue	<u>10 %</u>	<u>7 %</u>	<u>9 %</u>	<u>8 %</u>	<u>5 %</u>	<u>8 %</u>

  

	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
Security Technology Group	26 %	27 %	23 %	24 %	25 %	28 %	28 %	23 %	23 %	25 %
Edge Technology Group	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>(1)</sup>				
	Q1	Q2	Q3	Q4	2019 FY	Q1	Q2	Q3	Q4	2019 FY
Security Technology Group	27 %	32 %	28 %	29 %	29 %	29 %	34 %	29 %	29 %	30 %
Edge Technology Group	— %	(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>

(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**

	2021				
	Q1	Q2	Q3	Q4	2020 FY
<i>(in thousands)</i>					
U.S.	\$ 463,180	\$ 449,553	\$ 448,792		
International	379,528	403,271	411,541		
Total revenue	\$ 842,708	\$ 852,824	\$ 860,333		

  

	2020				
	Q1	Q2	Q3	Q4	2020 FY
<i>(in thousands)</i>					
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	\$ 764,302	\$ 794,715	\$ 792,845	\$ 846,287	\$ 3,198,149

  

	2019				
	Q1	Q2	Q3	Q4	2019 FY
<i>(in thousands)</i>					
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	\$ 706,508	\$ 705,074	\$ 709,912	\$ 772,123	\$ 2,893,617

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

	2021					
	As Reported			Adjusted <sup>(1)</sup>		
	Q1	Q2	Q3	Q1	Q2	Q3
U.S.	8 %	1 %	3 %	8 %	1 %	3 %
International	13 %	15 %	16 %	8 %	9 %	15 %
Total revenue	10 %	7 %	9 %	8 %	5 %	8 %

  

	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	8 %	13 %	12 %	10 %	11 %	9 %	14 %	11 %	8 %	11 %

  

	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	6 %	6 %	6 %	8 %	7 %	8 %	8 %	7 %	9 %	8 %

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

<i>(in thousands)</i>	2021				
	Q1	Q2	Q3		
Revenue from Internet Platform Customers	\$ 59,191	\$ 63,634	\$ 60,482		
Revenue excluding Internet Platform Customers	783,517	789,190	799,851		
Total revenue	\$ 842,708	\$ 852,824	\$ 860,333		

  

<i>(in thousands)</i>	2020				2020 FY
	Q1	Q2	Q3	Q4	
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	\$ 764,302	\$ 794,715	\$ 792,845	\$ 846,287	\$ 3,198,149

  

<i>(in thousands)</i>	2019				2019 FY
	Q1	Q2	Q3	Q4	
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	\$ 706,508	\$ 705,074	\$ 709,912	\$ 772,123	\$ 2,893,617

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

	2021										
	As Reported			Adjusted <sup>(1)</sup>							
	Q1	Q2	Q3	Q1	Q2	Q3					
Revenue from Internet Platform Customers	32 %	25 %	19 %	32 %	25 %	19 %					
Revenue excluding Internet Platform Customers	9 %	6 %	8 %	7 %	3 %	7 %					
Total revenue	10 %	7 %	9 %	8 %	5 %	8 %					

  

	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	8 %	13 %	12 %	10 %	11 %	9 %	14 %	11 %	8 %	11 %

  

	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	6 %	6 %	6 %	8 %	7 %	8 %	8 %	7 %	9 %	8 %

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**REVENUE BY DIVISION** – Prior to March 1, 2021, Akamai managed its business by division, which was a customer-focused reporting view that reflected revenue from customers that were managed by the division. Although Akamai no longer manages its business by division, the prior divisional view of revenue is provided for informational purposes. As the purchasing patterns and required account expertise of customers changes over time, Akamai may reassign a customer's division from one to another. As of January 1, 2021, Akamai reassigned some of its customers between the Media and Carrier Division and 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.

	2021				
	Q1	Q2	Q3	Q4	2020 FY
<i>(in thousands)</i>					
Web Division	\$ 427,046	\$ 431,521	\$ 432,874		
Media and Carrier Division	415,662	421,303	427,459		
Total revenue	\$ 842,708	\$ 852,824	\$ 860,333		

  

	2020				
	Q1	Q2	Q3	Q4	2020 FY
<i>(in thousands)</i>					
Web Division	\$ 402,750	\$ 401,071	\$ 414,689	\$ 434,068	\$ 1,652,578
Media and Carrier Division	361,552	393,644	378,156	412,219	1,545,571
Total revenue	\$ 764,302	\$ 794,715	\$ 792,845	\$ 846,287	\$ 3,198,149

  

	2019				
	Q1	Q2	Q3	Q4	2019 FY
<i>(in thousands)</i>					
Web Division	\$ 370,297	\$ 373,974	\$ 384,734	\$ 413,525	\$ 1,542,530
Media and Carrier Division	336,211	331,100	325,178	358,598	1,351,087
Total revenue	\$ 706,508	\$ 705,074	\$ 709,912	\$ 772,123	\$ 2,893,617

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

	2021					
	As Reported			Adjusted <sup>(1)</sup>		
	Q1	Q2	Q3	Q1	Q2	Q3
Web Division	6 %	8 %	4 %	4 %	5 %	4 %
Media and Carrier Division	15 %	7 %	13 %	13 %	5 %	13 %
Total revenue	10 %	7 %	9 %	8 %	5 %	8 %

  

	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	9 %	7 %	8 %	5 %	7 %	10 %	8 %	7 %	4 %	7 %
Media and Carrier Division	8 %	19 %	16 %	15 %	14 %	8 %	20 %	16 %	14 %	14 %
Total revenue	8 %	13 %	12 %	10 %	11 %	9 %	14 %	11 %	8 %	11 %

  

	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 %	10 %	9 %	8 %	9 %	10 %	10 %	9 %	10 %
Media and Carrier Division	5 %	5 %	2 %	8 %	5 %	7 %	6 %	3 %	8 %	6 %
Total revenue	6 %	6 %	6 %	8 %	7 %	8 %	8 %	7 %	9 %	8 %

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