

AKAMAI TECHNOLOGIES, INC.  
**ADDITIONAL REVENUE METRICS (UNAUDITED)**  
**SEPTEMBER 30, 2016**

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

(in thousands)

Revenue by solution category:	2016		
	Q1	Q2	Q3
Performance and Security Solutions	\$ 315,863	\$ 326,642	\$ 345,118
Media Delivery Solutions	205,939	197,077	188,075
Services and Support Solutions	45,923	48,416	50,872
Total revenue	<u>\$ 567,725</u>	<u>\$ 572,135</u>	<u>\$ 584,065</u>
Cloud Security Solution revenue	<u>\$ 80,660</u>	<u>\$ 86,980</u>	<u>\$ 95,232</u>

(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	<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>

(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	<u>\$ 453,502</u>	<u>\$ 476,035</u>	<u>\$ 498,042</u>	<u>\$ 536,295</u>	<u>\$ 1,963,874</u>
Cloud Security Solution revenue	<u>\$ 30,163</u>	<u>\$ 43,724</u>	<u>\$ 46,517</u>	<u>\$ 49,618</u>	<u>\$ 170,022</u>

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

Revenue by solution category:	2016					
	As Reported			Adjusted <sup>(1)</sup>		
	Q1	Q2	Q3	Q1	Q2	Q3
Performance and Security Solutions	16 %	16 %	19 %	17 %	16 %	19 %
Media Delivery Solutions	(4)%	(9)%	(14)%	(4)%	(10)%	(15)%
Services and Support Solutions	16 %	18 %	17 %	16 %	17 %	16 %
Total revenue	<u>8 %</u>	<u>6 %</u>	<u>6 %</u>	<u>9 %</u>	<u>6 %</u>	<u>5 %</u>
Cloud Security Solution revenue	<u>46 %</u>	<u>42 %</u>	<u>46 %</u>	<u>47 %</u>	<u>42 %</u>	<u>46 %</u>

Revenue by solution category:	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
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>

Revenue by solution category:	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
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	<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>
Cloud Security Solutions revenue	<u>179%</u>	<u>227%</u>	<u>194%</u>	<u>152%</u>	<u>185%</u>	<u>178%</u>	<u>225%</u>	<u>193%</u>	<u>155%</u>	<u>185%</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

(in thousands)

Customer revenue by division:	2016		
	Q1	Q2	Q3
Media Division	\$ 291,933	\$ 288,432	\$ 284,107
Web Division	263,743	271,327	284,629
Enterprise and Carrier Division	12,049	12,376	15,329
Total revenue	<u>\$ 567,725</u>	<u>\$ 572,135</u>	<u>\$ 584,065</u>

(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	<u>\$ 526,536</u>	<u>\$ 540,723</u>	<u>\$ 551,030</u>	<u>\$ 579,159</u>	<u>\$ 2,197,448</u>

(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	<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

Customer revenue by division:	As Reported			Adjusted <sup>(1)</sup>		
	Q1	Q2	Q3	Q1	Q2	Q3
Media Division	(1)%	(2)%	(4)%	—%	(2)%	(5)%
Web Division	18 %	15 %	17 %	18%	15 %	16 %
Enterprise and Carrier Division	45 %	22 %	43 %	44%	22 %	43 %
Total revenue	<u>8 %</u>	<u>6 %</u>	<u>6 %</u>	<u>9%</u>	<u>6 %</u>	<u>5 %</u>

2015

Customer revenue by division:	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	<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

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

	2016		
	Q1	Q2	Q3
<i>(in thousands)</i>			
Revenue from Internet Platform Customers	\$ 72,505	\$ 61,497	\$ 58,012
Revenue excluding Internet Platform Customers	495,220	510,638	526,053
Total revenue	<u>\$ 567,725</u>	<u>\$ 572,135</u>	<u>\$ 584,065</u>

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

	2014				
	Q1	Q2	Q3	Q4	2014 FY
<i>(in thousands)</i>					
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 <sup>(1)</sup>		
	Q1	Q2	Q3	Q1	Q2	Q3
Revenue from Internet Platform Customers	(24)%	(36)%	(39)%	(24)%	(36)%	(40)%
Revenue excluding Internet Platform Customers	15 %	15 %	15 %	16 %	15 %	15 %
Total revenue	<u>8 %</u>	<u>6 %</u>	<u>6 %</u>	<u>9 %</u>	<u>6 %</u>	<u>5 %</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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