



Akamai Technologies, Inc.

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Supplemental Metrics (unaudited)
September 30, 2013
In thousands, except per share data

	Q1	Q2	Q3	Q4	2012 FY	Q1	Q2	Q3
Revenue by Solution category								
Media Delivery Solutions	\$ 154,942	\$ 158,048	\$ 165,028	\$ 174,950	\$ 652,968	\$ 181,188	\$ 179,418	\$ 189,066
Performance & Security Solutions	\$ 134,022	\$ 140,568	\$ 146,191	\$ 163,037	\$ 583,818	\$ 156,642	\$ 167,881	\$ 173,864
Service & Support Solutions	\$ 20,376	\$ 22,236	\$ 24,522	\$ 26,696	\$ 93,830	\$ 27,465	\$ 31,429	\$ 32,860
Activity associated with business divestments and other corporate level adjustments	\$ 10,108	\$ 10,454	\$ 9,580	\$ 13,189	\$ 43,331	\$ 2,751	\$ (622)	\$ -
Total Revenue	\$ 319,448	\$ 331,306	\$ 345,321	\$ 377,872	\$ 1,373,947	\$ 368,046	\$ 378,106	\$ 395,790
Pro forma COGS	\$ 85,905	\$ 88,331	\$ 88,412	\$ 92,762	\$ 355,410	\$ 87,026	\$ 89,822	\$ 93,113
Dep. & amort. - network	\$ 36,314	\$ 39,865	\$ 42,975	\$ 44,027	\$ 163,181	\$ 30,739	\$ 32,165	\$ 36,041
Stock comp. - network	\$ 2,706	\$ 3,064	\$ 2,834	\$ 2,705	\$ 11,309	\$ 2,627	\$ 2,718	\$ 2,885
GAAP COGS	\$ 124,925	\$ 131,260	\$ 134,221	\$ 139,494	\$ 529,900	\$ 120,392	\$ 124,705	\$ 132,039
Pro forma gross profit	\$ 233,543	\$ 242,975	\$ 256,909	\$ 285,110	\$ 1,018,537	\$ 281,020	\$ 288,284	\$ 302,677
Pro forma gross margin	73%	73%	75%	75%	74%	76%	76%	76%
GAAP gross profit	\$ 194,523	\$ 200,046	\$ 211,100	\$ 238,378	\$ 844,047	\$ 247,654	\$ 253,401	\$ 263,751
GAAP gross margin	61%	60%	61%	63%	61%	67%	67%	67%
Pro forma R&D	\$ 13,550	\$ 12,641	\$ 14,924	\$ 16,354	\$ 57,469	\$ 17,536	\$ 16,730	\$ 20,274
Stock comp. - R&D	\$ 3,930	\$ 4,901	\$ 4,427	\$ 4,017	\$ 17,275	\$ 4,369	\$ 3,867	\$ 4,583
GAAP R&D	\$ 17,480	\$ 17,542	\$ 19,351	\$ 20,371	\$ 74,744	\$ 21,905	\$ 20,597	\$ 24,857
Pro forma S&M	\$ 40,884	\$ 47,666	\$ 46,460	\$ 54,016	\$ 189,026	\$ 53,259	\$ 58,026	\$ 57,763
Stock comp. - S&M	\$ 8,111	\$ 8,814	\$ 8,746	\$ 8,651	\$ 34,322	\$ 9,431	\$ 9,799	\$ 10,048
GAAP S&M	\$ 48,995	\$ 56,480	\$ 55,206	\$ 62,667	\$ 223,348	\$ 62,690	\$ 67,825	\$ 67,811
Pro forma G&A	\$ 36,460	\$ 39,594	\$ 38,995	\$ 41,565	\$ 156,614	\$ 44,151	\$ 47,769	\$ 51,305
Stock comp. - G&A	\$ 6,177	\$ 8,842	\$ 6,628	\$ 6,032	\$ 27,679	\$ 6,504	\$ 8,417	\$ 6,963
Acquisition-related costs (benefits) - G&A	\$ 4,452	\$ 376	\$ 279	\$ 680	\$ 5,787	\$ 337	\$ 31	\$ 219
Gain on divestiture of a business, net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,188)	\$ (1,093)	\$ 1,093
Dep. & amort - G&A	\$ 4,553	\$ 4,784	\$ 5,101	\$ 5,582	\$ 20,020	\$ 5,576	\$ 6,227	\$ 7,054
GAAP G&A	\$ 51,642	\$ 53,596	\$ 51,003	\$ 53,859	\$ 210,100	\$ 55,380	\$ 61,351	\$ 66,634
Restructuring charges (benefits)	\$ 60	\$ (46)	\$ -	\$ 392	\$ 406	\$ 431	\$ 391	\$ 69
Amortization of acquired intangible assets	\$ 4,767	\$ 5,463	\$ 5,381	\$ 5,351	\$ 20,962	\$ 6,060	\$ 5,734	\$ 4,859
Adj. EBITDA	\$ 142,649	\$ 143,074	\$ 156,530	\$ 173,175	\$ 615,428	\$ 166,074	\$ 165,759	\$ 173,335
Adj. EBITDA margin	45%	43%	45%	46%	45%	45%	44%	44%
GAAP OpEx (excluding COGS)	\$ 122,944	\$ 133,035	\$ 130,941	\$ 142,640	\$ 529,560	\$ 146,466	\$ 155,898	\$ 164,230
GAAP Op. Income	\$ 71,579	\$ 67,011	\$ 80,159	\$ 95,738	\$ 314,487	\$ 101,188	\$ 97,503	\$ 99,521
Interest income, net	\$ 1,646	\$ 1,626	\$ 1,593	\$ 1,590	\$ 6,455	\$ 1,608	\$ 1,477	\$ 1,458
Other income (expense), net	\$ (441)	\$ 1,131	\$ (241)	\$ 200	\$ 649	\$ (132)	\$ 341	\$ (305)
Income before provision for income taxes	\$ 72,784	\$ 69,768	\$ 81,511	\$ 97,528	\$ 321,591	\$ 102,664	\$ 99,321	\$ 100,674
Provision for income taxes	\$ 29,557	\$ 25,529	\$ 33,280	\$ 29,236	\$ 117,602	\$ 31,177	\$ 37,426	\$ 20,918
Net income	\$ 43,227	\$ 44,239	\$ 48,231	\$ 68,292	\$ 203,989	\$ 71,487	\$ 61,895	\$ 79,756
Net income per share:								
Basic	\$ 0.24	\$ 0.25	\$ 0.27	\$ 0.38	\$ 1.15	\$ 0.40	\$ 0.35	\$ 0.45
Diluted	\$ 0.24	\$ 0.24	\$ 0.27	\$ 0.38	\$ 1.12	\$ 0.39	\$ 0.34	\$ 0.44
Shares used in per share calculations:								
Basic	178,120	178,547	177,455	177,479	177,900	177,899	177,891	178,235
Diluted	182,342	181,817	181,053	181,768	181,749	181,562	181,388	181,922
GAAP Net income	\$ 43,227	\$ 44,239	\$ 48,231	\$ 68,292	\$ 203,989	\$ 71,487	\$ 61,895	\$ 79,756
Amortization of acquired intangible assets	\$ 4,767	\$ 5,463	\$ 5,381	\$ 5,351	\$ 20,962	\$ 6,060	\$ 5,734	\$ 4,859
Stock-based compensation	\$ 20,924	\$ 25,621	\$ 22,635	\$ 21,405	\$ 90,585	\$ 22,931	\$ 24,801	\$ 24,479
Amortization of capitalized stock-based compensation	\$ 1,755	\$ 1,939	\$ 2,025	\$ 1,961	\$ 7,680	\$ 1,901	\$ 1,978	\$ 2,224
Gain on divestiture of a business, net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (1,188)	\$ (1,093)	\$ 1,093
Acquisition-related costs (benefits)	\$ 4,452	\$ 376	\$ 279	\$ 680	\$ 5,787	\$ 337	\$ 31	\$ 219
Restructuring charges (benefits)	\$ 60	\$ (46)	\$ -	\$ 392	\$ 406	\$ 431	\$ 391	\$ 69
Income tax-effect of above non-GAAP adjustments	\$ (9,889)	\$ (10,444)	\$ (9,674)	\$ (8,054)	\$ (38,061)	\$ (8,726)	\$ (9,726)	\$ (22,439)
Non-GAAP net income	\$ 65,296	\$ 67,148	\$ 68,877	\$ 90,027	\$ 291,348	\$ 93,233	\$ 84,011	\$ 90,260
Non-GAAP net income per diluted share								
	\$ 0.36	\$ 0.37	\$ 0.38	\$ 0.50	\$ 1.60	\$ 0.51	\$ 0.46	\$ 0.50
Diluted shares used in non-GAAP net income calculations	182,342	181,817	181,053	181,768	181,749	181,562	181,388	181,922