

AKAMAI TECHNOLOGIES, INC.
ADDITIONAL REVENUE METRICS (UNAUDITED)
SEPTEMBER 30, 2019

REVENUE BY DIVISION – A customer-focused reporting view that reflects revenue from customers that are managed by the division. As the purchasing patterns and required account expertise of customers changes over time, Akamai may reassign a customer's division from one to another. In 2019 Akamai reassigned some of its customers from the Media and Carrier Division to 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.

<i>(in thousands)</i>	2019		
	Q1	Q2	Q3
Web Division	\$ 376,275	\$ 380,374	\$ 390,223
Media and Carrier Division	330,233	324,700	319,689
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>

<i>(in thousands)</i>	2018				
	Q1	Q2	Q3	Q4	2018 FY
Web Division	\$ 353,250	\$ 351,871	\$ 357,255	\$ 386,268	\$ 1,448,644
Media and Carrier Division	315,474	310,888	312,373	327,095	1,265,830
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

<i>(in thousands)</i>	2017				
	Q1	Q2	Q3	Q4	2017 FY
Web Division	\$ 304,189	\$ 318,584	\$ 329,993	\$ 354,875	\$ 1,307,641
Media and Carrier Division	296,104	287,248	294,447	303,595	1,181,394
Total revenue	<u>\$ 600,293</u>	<u>\$ 605,832</u>	<u>\$ 624,440</u>	<u>\$ 658,470</u>	<u>\$ 2,489,035</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2019					
	As Reported			Adjusted ⁽¹⁾		
	Q1	Q2	Q3	Q1	Q2	Q3
Web Division	7%	8%	9%	9%	10%	10%
Media and Carrier Division	5%	4%	2%	7%	6%	3%
Total revenue	<u>6%</u>	<u>6%</u>	<u>6%</u>	<u>8%</u>	<u>8%</u>	<u>7%</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
Web Division	16%	10%	8%	9%	11%	13%	9%	9%	10%	10%
Media and Carrier Division	7%	8%	6%	8%	7%	4%	7%	7%	9%	7%
Total revenue	<u>11%</u>	<u>9%</u>	<u>7%</u>	<u>8%</u>	<u>9%</u>	<u>9%</u>	<u>8%</u>	<u>8%</u>	<u>10%</u>	<u>9%</u>

	2017									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2017 FY	Q1	Q2	Q3	Q4	2017 FY
Web Division	13 %	15 %	14 %	16%	15 %	13 %	16 %	14 %	15 %	15 %
Media and Carrier Division	(1)%	(3)%	(3)%	—%	(2)%	(1)%	(3)%	(4)%	(1)%	(2)%
Total revenue	<u>5 %</u>	<u>6 %</u>	<u>5 %</u>	<u>8%</u>	<u>6 %</u>	<u>6 %</u>	<u>7 %</u>	<u>5 %</u>	<u>7 %</u>	<u>6 %</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 FROM CLOUD SECURITY SOLUTIONS – A product-focused reporting view that illustrates revenue from Cloud Security Solutions separately from all other solution categories. During 2019, Akamai reassigned amounts from CDN and other solutions revenue to Cloud Security Solutions revenue and revised historical results in order to reflect the most recent allocation methodologies and to provide a comparable view for all periods presented.

<i>(in thousands)</i>	2019		
	Q1	Q2	Q3
Cloud Security Solutions	\$ 190,093	\$ 204,811	\$ 215,916
CDN and other solutions	516,415	500,263	493,996
Total revenue	\$ 706,508	\$ 705,074	\$ 709,912

<i>(in thousands)</i>	2018				
	Q1	Q2	Q3	Q4	2018 FY
Cloud Security Solutions	\$ 150,076	\$ 155,250	\$ 168,652	\$ 184,769	\$ 658,747
CDN and other solutions	518,648	507,509	500,976	528,594	2,055,727
Total revenue	\$ 668,724	\$ 662,759	\$ 669,628	\$ 713,363	\$ 2,714,474

<i>(in thousands)</i>	2017				
	Q1	Q2	Q3	Q4	2017 FY
Cloud Security Solutions	\$ 110,359	\$ 117,131	\$ 123,473	\$ 136,653	\$ 487,616
CDN and other solutions	489,934	488,701	500,967	521,817	2,001,419
Total revenue	\$ 600,293	\$ 605,832	\$ 624,440	\$ 658,470	\$ 2,489,035

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2019					
	As Reported			Adjusted ⁽¹⁾		
	Q1	Q2	Q3	Q1	Q2	Q3
Cloud Security Solutions	27%	32 %	28 %	29%	34%	29 %
CDN and other solutions	—%	(1)%	(1)%	2%	—%	(1)%
Total revenue	6%	6 %	6 %	8%	8%	7 %

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
Cloud Securities Solutions	36%	33%	37%	35%	35%	33%	31%	38%	37%	35%
CDN and other solutions	6%	4%	—%	1%	3%	3%	3%	1%	2%	2%
Total revenue	11%	9%	7%	8%	9%	9%	8%	8%	10%	9%

	2017									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2017 FY	Q1	Q2	Q3	Q4	2017 FY
Cloud Securities Solutions	35%	33%	26%	35%	32%	36%	34%	26%	33%	32%
CDN and other solutions	—%	1%	1%	3%	1%	1%	1%	1%	2%	1%
Total revenue	5%	6%	5%	8%	6%	6%	7%	5%	7%	6%

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

	2019		
	Q1	Q2	Q3
<i>(in thousands)</i>			
Revenue from Internet Platform Customers	\$ 47,086	\$ 46,259	\$ 44,156
Revenue excluding Internet Platform Customers	659,422	658,815	665,756
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>

	2018				2018 FY
	Q1	Q2	Q3	Q4	
<i>(in thousands)</i>					
Revenue from Internet Platform Customers	\$ 44,391	\$ 44,062	\$ 43,086	\$ 43,218	\$ 174,757
Revenue excluding Internet Platform Customers	624,333	618,697	626,542	670,145	2,539,717
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

	2017				2017 FY
	Q1	Q2	Q3	Q4	
<i>(in thousands)</i>					
Revenue from Internet Platform Customers	\$ 51,391	\$ 51,166	\$ 50,734	\$ 49,992	\$ 203,283
Revenue excluding Internet Platform Customers	548,902	554,666	573,706	608,478	2,285,752
Total revenue	<u>\$ 600,293</u>	<u>\$ 605,832</u>	<u>\$ 624,440</u>	<u>\$ 658,470</u>	<u>\$ 2,489,035</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2019					
	As Reported			Adjusted ⁽¹⁾		
	Q1	Q2	Q3	Q1	Q2	Q3
Revenue from Internet Platform Customers	6%	5%	2%	6%	5%	2%
Revenue excluding Internet Platform Customers	6%	6%	6%	8%	8%	7%
Total revenue	<u>6%</u>	<u>6%</u>	<u>6%</u>	<u>8%</u>	<u>8%</u>	<u>7%</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
Revenue from Internet Platform Customers	(14)%	(14)%	(15)%	(14)%	(14)%	(14)%	(14)%	(15)%	(14)%	(14)%
Revenue excluding Internet Platform Customers	14 %	12 %	9 %	10 %	11 %	11 %	10 %	10 %	11 %	11 %
Total revenue	<u>11 %</u>	<u>9 %</u>	<u>7 %</u>	<u>8 %</u>	<u>9 %</u>	<u>9 %</u>	<u>8 %</u>	<u>8 %</u>	<u>10 %</u>	<u>9 %</u>

	2017									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2017 FY	Q1	Q2	Q3	Q4	2017 FY
Revenue from Internet Platform Customers	(29)%	(17)%	(13)%	(15)%	(19)%	(29)%	(17)%	(13)%	(15)%	(19)%
Revenue excluding Internet Platform Customers	10 %	8 %	7 %	10 %	9 %	11 %	9 %	7 %	9 %	9 %
Total revenue	<u>5 %</u>	<u>6 %</u>	<u>5 %</u>	<u>8 %</u>	<u>6 %</u>	<u>6 %</u>	<u>7 %</u>	<u>5 %</u>	<u>7 %</u>	<u>6 %</u>

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REVENUE BY GEOGRAPHY

<i>(in thousands)</i>	2019				
	Q1	Q2	Q3		
U.S.	\$ 418,200	\$ 416,859	\$ 413,116		
International	288,308	288,215	296,796		
Total revenue	<u>\$ 706,508</u>	<u>\$ 705,074</u>	<u>\$ 709,912</u>		

<i>(in thousands)</i>	2018				2018 FY
	Q1	Q2	Q3	Q4	
U.S.	\$ 423,339	\$ 413,129	\$ 412,573	\$ 434,231	\$ 1,683,272
International	245,385	249,630	257,055	279,132	1,031,202
Total revenue	<u>\$ 668,724</u>	<u>\$ 662,759</u>	<u>\$ 669,628</u>	<u>\$ 713,363</u>	<u>\$ 2,714,474</u>

<i>(in thousands)</i>	2017				2017 FY
	Q1	Q2	Q3	Q4	
U.S.	\$ 398,870	\$ 400,236	\$ 412,348	\$ 425,744	\$ 1,637,198
International	201,423	205,596	212,092	232,726	851,837
Total revenue	<u>\$ 600,293</u>	<u>\$ 605,832</u>	<u>\$ 624,440</u>	<u>\$ 658,470</u>	<u>\$ 2,489,035</u>

REVENUE GROWTH RATES YEAR-OVER-YEAR

	2019					
	As Reported			Adjusted ⁽¹⁾		
	Q1	Q2	Q3	Q1	Q2	Q3
U.S.	(1)%	1%	—%	(1)%	1%	—%
International	17 %	15%	15%	24 %	20%	18%
Total revenue	<u>6 %</u>	<u>6%</u>	<u>6%</u>	<u>8 %</u>	<u>8%</u>	<u>7%</u>

	2018									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2018 FY	Q1	Q2	Q3	Q4	2018 FY
U.S.	6%	3%	—%	2%	3%	6%	3%	—%	2%	3%
International	22%	21%	21%	20%	21%	14%	18%	24%	23%	20%
Total revenue	<u>11%</u>	<u>9%</u>	<u>7%</u>	<u>8%</u>	<u>9%</u>	<u>9%</u>	<u>8%</u>	<u>8%</u>	<u>10%</u>	<u>9%</u>

	2017									
	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	Q1	Q2	Q3	Q4	2017 FY	Q1	Q2	Q3	Q4	2017 FY
U.S.	—%	2%	(1)%	2%	—%	—%	2%	(1)%	2%	—%
International	19%	15%	18 %	22%	19%	21%	18%	18 %	18%	19%
Total revenue	<u>5%</u>	<u>6%</u>	<u>5 %</u>	<u>8%</u>	<u>6%</u>	<u>6%</u>	<u>7%</u>	<u>5 %</u>	<u>7%</u>	<u>6%</u>

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