

AKAMAI TECHNOLOGIES, INC.
 ADDITIONAL AKAMAI REVENUE METRICS
 MARCH 31, 2016

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

(in thousands)

	2016
Revenue by solution category:	Q1
Performance and Security Solutions	\$ 315,863
Media Delivery Solutions	205,939
Service and Support Solutions	45,923
Total revenue	<u>\$ 567,725</u>
Cloud Security Solutions revenue	<u>\$ 80,660</u>

(in thousands)

	2015				
Revenue by solution category:	Q1	Q2	Q3	Q4	2015 FY
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
Service 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 Solutions revenue	<u>\$ 55,183</u>	<u>\$ 61,462</u>	<u>\$ 65,212</u>	<u>\$ 72,537</u>	<u>\$ 254,394</u>

(in thousands)

	2014				
Revenue by solution category:	Q1	Q2	Q3	Q4	2014 FY
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
Service 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 Solutions 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

	2016	
Revenue by solution category:	As Reported	Adjusted ⁽¹⁾
	Q1	Q1
Performance and Security Solutions	16 %	17 %
Media Delivery Solutions	(4)%	(4)%
Service and Support Solutions	16 %	16 %
Total revenue	<u>8 %</u>	<u>9 %</u>
Cloud Security Solutions revenue	<u>46 %</u>	<u>47 %</u>

	2015									
Revenue by solution category:	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	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%
Service 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 Solutions 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>

	2014									
Revenue by solution category:	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾				
	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%
Service 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)

	2016
Customer revenue by division:	Q1
Media Division	\$ 291,933
Web Division	263,743
Enterprise and Carrier Division	12,049
Total revenue	<u>\$ 567,725</u>

(in thousands)

	2015				
Customer revenue by division:	Q1	Q2	Q3	Q4	2015 FY
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)

	2014				
Customer revenue by division:	Q1	Q2	Q3	Q4	2014 FY
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 ⁽¹⁾
	Q1	Q1
Media Division	(1)%	—%
Web Division	18 %	18%
Enterprise and Carrier Division	45 %	44%
Total revenue	<u>8 %</u>	<u>9%</u>

	2015										
Customer revenue by division:	As Reported					Adjusted for the Impact of Foreign Exchange Rates ⁽¹⁾					
	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 ⁽¹⁾				
	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>

(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