

AKAMAI TECHNOLOGIES, INC.  
**ADDITIONAL REVENUE METRICS (UNAUDITED)**  
**SEPTEMBER 30, 2023**

**REVENUE BY SOLUTION**

| <i>(in thousands)</i> | 2023              |                   |                   |    |         |
|-----------------------|-------------------|-------------------|-------------------|----|---------|
|                       | Q1                | Q2                | Q3                | Q4 | 2022 FY |
| Security              | \$ 405,552        | \$ 432,946        | \$ 455,792        |    |         |
| Delivery              | 394,384           | 379,698           | 379,304           |    |         |
| Compute               | 115,762           | 123,077           | 130,388           |    |         |
| Total revenue         | <u>\$ 915,698</u> | <u>\$ 935,721</u> | <u>\$ 965,484</u> |    |         |

  

| <i>(in thousands)</i> | 2022              |                   |                   |                   |                     |
|-----------------------|-------------------|-------------------|-------------------|-------------------|---------------------|
|                       | Q1                | Q2                | Q3                | Q4                | 2022 FY             |
| Security              | \$ 381,567        | \$ 380,664        | \$ 379,509        | \$ 400,201        | \$ 1,541,941        |
| Delivery              | 444,148           | 416,678           | 393,248           | 415,183           | 1,669,257           |
| Compute               | 77,932            | 105,990           | 109,139           | 112,395           | 405,456             |
| Total revenue         | <u>\$ 903,647</u> | <u>\$ 903,332</u> | <u>\$ 881,896</u> | <u>\$ 927,779</u> | <u>\$ 3,616,654</u> |

  

| <i>(in thousands)</i> | 2021              |                   |                   |                   |                     |
|-----------------------|-------------------|-------------------|-------------------|-------------------|---------------------|
|                       | Q1                | Q2                | Q3                | Q4                | 2021 FY             |
| Security              | \$ 310,219        | \$ 325,128        | \$ 334,649        | \$ 364,840        | \$ 1,334,836        |
| Delivery              | 473,669           | 466,739           | 462,068           | 470,767           | 1,873,243           |
| Compute               | 58,820            | 60,957            | 63,616            | 69,751            | 253,144             |
| Total revenue         | <u>\$ 842,708</u> | <u>\$ 852,824</u> | <u>\$ 860,333</u> | <u>\$ 905,358</u> | <u>\$ 3,461,223</u> |

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

|               | 2023        |            |            |                         |            |            |
|---------------|-------------|------------|------------|-------------------------|------------|------------|
|               | As Reported |            |            | Adjusted <sup>(1)</sup> |            |            |
|               | Q1          | Q2         | Q3         | Q1                      | Q2         | Q3         |
| Security      | 6 %         | 14 %       | 20 %       | 9 %                     | 14 %       | 19 %       |
| Delivery      | (11)%       | (9)%       | (4)%       | (9)%                    | (8)%       | (4)%       |
| Compute       | 49 %        | 16 %       | 19 %       | 51 %                    | 17 %       | 19 %       |
| Total revenue | <u>1 %</u>  | <u>4 %</u> | <u>9 %</u> | <u>4 %</u>              | <u>4 %</u> | <u>9 %</u> |

  

|               | 2022        |            |            |            |            |  |            |            |            |            |
|---------------|-------------|------------|------------|------------|------------|--|------------|------------|------------|------------|
|               | As Reported |            |            |            |            | Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup> |            |            |            |            |
|               | Q1          | Q2         | Q3         | Q4         | 2022 FY    | Q1   | Q2         | Q3         | Q4         | 2022 FY    |
| Security      | 23 %        | 17 %       | 13 %       | 10 %       | 16 %       | 26 %   | 21 %       | 19 %       | 14 %       | 20 %       |
| Delivery      | (6)%        | (11)%      | (15)%      | (12)%      | (11)%      | (4)%   | (8)%       | (11)%      | (8)%       | (8)%       |
| Compute       | 32 %        | 74 %       | 72 %       | 61 %       | 60 %       | 35 %   | 78 %       | 77 %       | 65 %       | 64 %       |
| Total revenue | <u>7 %</u>  | <u>6 %</u> | <u>3 %</u> | <u>2 %</u> | <u>4 %</u> | <u>9 %</u>   | <u>9 %</u> | <u>7 %</u> | <u>6 %</u> | <u>8 %</u> |

  

|               | 2021        |            |            |            |            |  |            |            |            |            |
|---------------|-------------|------------|------------|------------|------------|--|------------|------------|------------|------------|
|               | As Reported |            |            |            |            | Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup> |            |            |            |            |
|               | Q1          | Q2         | Q3         | Q4         | 2021 FY    | Q1   | Q2         | Q3         | Q4         | 2021 FY    |
| Security      | 29 %        | 25 %       | 26 %       | 23 %       | 26 %       | 27 %   | 22 %       | 25 %       | 25 %       | 25 %       |
| Delivery      | (1)%        | (4)%       | (2)%       | (5)%       | (3)%       | (2)%   | (6)%       | (3)%       | (3)%       | (4)%       |
| Compute       | 25 %        | 25 %       | 18 %       | 23 %       | 22 %       | 22 %   | 22 %       | 18 %       | 24 %       | 21 %       |
| Total revenue | <u>10 %</u> | <u>7 %</u> | <u>9 %</u> | <u>7 %</u> | <u>8 %</u> | <u>8 %</u>   | <u>5 %</u> | <u>8 %</u> | <u>8 %</u> | <u>7 %</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**

| <i>(in thousands)</i> | 2023              |                   |                   |
|-----------------------|-------------------|-------------------|-------------------|
|                       | Q1                | Q2                | Q3                |
| U.S.                  | \$ 473,833        | \$ 480,062        | \$ 498,536        |
| International         | 441,865           | 455,659           | 466,948           |
| Total revenue         | <u>\$ 915,698</u> | <u>\$ 935,721</u> | <u>\$ 965,484</u> |

| <i>(in thousands)</i> | 2022              |                   |                   |                   | 2022 FY             |
|-----------------------|-------------------|-------------------|-------------------|-------------------|---------------------|
|                       | Q1                | Q2                | Q3                | Q4                |                     |
| U.S.                  | \$ 481,007        | \$ 477,154        | \$ 461,087        | \$ 482,803        | \$ 1,902,051        |
| International         | 422,640           | 426,178           | 420,809           | 444,976           | 1,714,603           |
| Total revenue         | <u>\$ 903,647</u> | <u>\$ 903,332</u> | <u>\$ 881,896</u> | <u>\$ 927,779</u> | <u>\$ 3,616,654</u> |

| <i>(in thousands)</i> | 2021              |                   |                   |                   | 2021 FY             |
|-----------------------|-------------------|-------------------|-------------------|-------------------|---------------------|
|                       | Q1                | Q2                | Q3                | Q4                |                     |
| U.S.                  | \$ 463,180        | \$ 449,553        | \$ 448,792        | \$ 475,983        | \$ 1,837,508        |
| International         | 379,528           | 403,271           | 411,541           | 429,375           | 1,623,715           |
| Total revenue         | <u>\$ 842,708</u> | <u>\$ 852,824</u> | <u>\$ 860,333</u> | <u>\$ 905,358</u> | <u>\$ 3,461,223</u> |

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

|               | 2023        |            |            |                         |            |            |
|---------------|-------------|------------|------------|-------------------------|------------|------------|
|               | As Reported |            |            | Adjusted <sup>(1)</sup> |            |            |
|               | Q1          | Q2         | Q3         | Q1                      | Q2         | Q3         |
| U.S.          | (1)%        | 1 %        | 8 %        | (1)%                    | 1 %        | 8 %        |
| International | 5 %         | 7 %        | 11 %       | 9 %                     | 8 %        | 9 %        |
| Total revenue | <u>1 %</u>  | <u>4 %</u> | <u>9 %</u> | <u>4 %</u>              | <u>4 %</u> | <u>9 %</u> |

|               | 2022        |            |            |            |            |  |            |            |            |            |
|---------------|-------------|------------|------------|------------|------------|--|------------|------------|------------|------------|
|               | As Reported |            |            |            |            | Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup> |            |            |            |            |
|               | Q1          | Q2         | Q3         | Q4         | 2022 FY    | Q1   | Q2         | Q3         | Q4         | 2022 FY    |
| U.S.          | 4 %         | 6 %        | 3 %        | 1 %        | 4 %        | 4 %  | 6 %        | 3 %        | 1 %        | 4 %        |
| International | 11 %        | 6 %        | 2 %        | 4 %        | 6 %        | 16 %   | 13 %       | 12 %       | 12 %       | 13 %       |
| Total revenue | <u>7 %</u>  | <u>6 %</u> | <u>3 %</u> | <u>2 %</u> | <u>4 %</u> | <u>9 %</u>   | <u>9 %</u> | <u>7 %</u> | <u>6 %</u> | <u>8 %</u> |

|               | 2021        |            |            |            |            |  |            |            |            |            |
|---------------|-------------|------------|------------|------------|------------|--|------------|------------|------------|------------|
|               | As Reported |            |            |            |            | Adjusted for the Impact of Foreign Exchange Rates <sup>(1)</sup> |            |            |            |            |
|               | Q1          | Q2         | Q3         | Q4         | 2021 FY    | Q1   | Q2         | Q3         | Q4         | 2021 FY    |
| U.S.          | 8 %         | 1 %        | 3 %        | 2 %        | 3 %        | 8 %  | 1 %        | 3 %        | 2 %        | 3 %        |
| International | 13 %        | 15 %       | 16 %       | 13 %       | 14 %       | 8 %  | 9 %        | 15 %       | 16 %       | 12 %       |
| Total revenue | <u>10 %</u> | <u>7 %</u> | <u>9 %</u> | <u>7 %</u> | <u>8 %</u> | <u>8 %</u>   | <u>5 %</u> | <u>8 %</u> | <u>8 %</u> | <u>7 %</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