



Akamai Technologies, Inc.

Akamai Technologies, Inc.
Supplemental Metrics (unaudited)
December 31, 2010

	2009					2010				
	Q1	Q2	Q3	Q4	2009 FY	Q1	Q2	Q3	Q4	2010 FY
Revenue by vertical										
Media & Entertainment	\$ 94,194	\$ 86,750	\$ 89,265	\$ 98,597	\$ 368,806	\$ 103,141	\$ 105,714	\$ 112,117	\$ 123,707	\$ 444,679
Commerce	\$ 38,530	\$ 39,503	\$ 40,061	\$ 52,875	\$ 170,969	\$ 47,275	\$ 48,422	\$ 49,977	\$ 64,016	\$ 209,690
Enterprise	\$ 24,324	\$ 25,045	\$ 24,662	\$ 26,781	\$ 100,812	\$ 27,792	\$ 29,528	\$ 29,899	\$ 33,645	\$ 120,864
High Tech	\$ 42,605	\$ 44,208	\$ 41,298	\$ 48,728	\$ 176,839	\$ 48,903	\$ 47,586	\$ 46,719	\$ 48,594	\$ 191,802
Public Sector	\$ 10,715	\$ 9,094	\$ 11,214	\$ 11,324	\$ 42,347	\$ 12,918	\$ 14,068	\$ 14,839	\$ 14,726	\$ 56,551
Total Revenue	\$ 210,368	\$ 204,600	\$ 206,500	\$ 238,305	\$ 859,773	\$ 240,029	\$ 245,318	\$ 253,551	\$ 284,688	\$ 1,023,586
Pro forma COGS	\$ 39,080	\$ 37,916	\$ 37,928	\$ 42,379	\$ 157,303	\$ 41,843	\$ 44,607	\$ 48,806	\$ 54,809	\$ 190,065
Dep. & amort. - network	\$ 20,721	\$ 21,604	\$ 23,527	\$ 24,588	\$ 90,440	\$ 24,930	\$ 26,526	\$ 28,304	\$ 30,772	\$ 110,532
Stock comp. - network	\$ 561	\$ 489	\$ 532	\$ 613	\$ 2,195	\$ 701	\$ 707	\$ 702	\$ 696	\$ 2,806
GAAP COGS	\$ 60,362	\$ 60,009	\$ 61,987	\$ 67,580	\$ 249,938	\$ 67,474	\$ 71,840	\$ 77,812	\$ 86,277	\$ 303,403
Pro forma gross profit	\$ 171,288	\$ 166,684	\$ 168,572	\$ 195,926	\$ 702,470	\$ 198,186	\$ 200,711	\$ 204,745	\$ 229,879	\$ 833,521
Pro forma gross margin	81%	81%	82%	82%	82%	83%	82%	81%	81%	81%
GAAP gross profit	\$ 150,006	\$ 144,591	\$ 144,513	\$ 170,725	\$ 609,835	\$ 172,555	\$ 173,478	\$ 175,739	\$ 198,411	\$ 720,183
GAAP gross margin	71%	71%	70%	72%	71%	72%	71%	69%	70%	70%
Pro forma R&D	\$ 8,130	\$ 7,155	\$ 8,250	\$ 9,156	\$ 32,691	\$ 9,186	\$ 10,035	\$ 10,548	\$ 10,458	\$ 40,227
Stock comp. - R&D	\$ 2,726	\$ 2,223	\$ 2,654	\$ 3,364	\$ 10,967	\$ 3,993	\$ 3,542	\$ 3,687	\$ 3,317	\$ 14,539
GAAP R&D	\$ 10,856	\$ 9,378	\$ 10,904	\$ 12,520	\$ 43,658	\$ 13,179	\$ 13,577	\$ 14,235	\$ 13,775	\$ 54,766
Pro forma S&M	\$ 35,230	\$ 35,413	\$ 37,319	\$ 44,048	\$ 152,010	\$ 40,644	\$ 46,427	\$ 46,741	\$ 57,367	\$ 191,179
Stock comp. - S&M	\$ 7,040	\$ 6,024	\$ 6,787	\$ 7,560	\$ 27,411	\$ 9,024	\$ 8,776	\$ 8,862	\$ 8,863	\$ 35,525
GAAP S&M	\$ 42,270	\$ 41,437	\$ 44,106	\$ 51,608	\$ 179,421	\$ 49,668	\$ 55,203	\$ 55,603	\$ 66,230	\$ 226,704
Pro forma G&A	\$ 27,611	\$ 26,724	\$ 27,081	\$ 31,129	\$ 112,545	\$ 30,238	\$ 32,115	\$ 33,346	\$ 32,844	\$ 128,543
Stock comp. - G&A	\$ 4,740	\$ 4,584	\$ 3,639	\$ 5,261	\$ 18,224	\$ 5,390	\$ 7,251	\$ 5,338	\$ 5,619	\$ 23,598
Acquisition related costs (benefits) - G&A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 345	\$ -	\$ (760)	\$ (415)
Dep. & Amort - G&A	\$ 3,717	\$ 3,836	\$ 3,935	\$ 3,843	\$ 15,331	\$ 3,922	\$ 3,996	\$ 4,045	\$ 4,090	\$ 16,053
GAAP G&A	\$ 36,068	\$ 35,144	\$ 34,655	\$ 40,233	\$ 146,100	\$ 39,550	\$ 43,707	\$ 42,729	\$ 41,793	\$ 167,779
Restructuring charge (benefit)	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	\$ -	\$ -	\$ -	\$ -
Amortization of other intangible assets	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	\$ 4,152	\$ 4,130	\$ 4,267	\$ 16,657
Adj. EBITDA	\$ 100,317	\$ 97,392	\$ 95,922	\$ 111,593	\$ 405,224	\$ 118,118	\$ 112,134	\$ 114,110	\$ 129,210	\$ 473,572
Adj. EBITDA margin	48%	48%	46%	47%	47%	49%	46%	45%	45%	46%
GAAP OpEx (excluding COGS)	\$ 93,887	\$ 90,197	\$ 93,768	\$ 108,503	\$ 386,355	\$ 106,505	\$ 116,639	\$ 116,697	\$ 126,065	\$ 465,906
GAAP Op. Income	\$ 56,119	\$ 54,394	\$ 50,745	\$ 62,222	\$ 223,480	\$ 66,050	\$ 56,839	\$ 59,042	\$ 72,346	\$ 254,277
Interest income, net	\$ 4,030	\$ 3,454	\$ 2,807	\$ 2,841	\$ 13,132	\$ 2,662	\$ 2,771	\$ 2,636	\$ 2,793	\$ 10,862
Loss of early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (294)	\$ -	\$ (5)	\$ (299)
Gain (loss) on investments, net	\$ 455	\$ -	\$ -	\$ 2	\$ 457	\$ -	\$ -	\$ -	\$ -	\$ -
Other income (expense), net	\$ 1,134	\$ 184	\$ (659)	\$ (496)	\$ 163	\$ (75)	\$ 122	\$ (1,366)	\$ (1,149)	\$ (2,468)
Income before provision for income taxes	\$ 61,738	\$ 58,032	\$ 52,893	\$ 64,569	\$ 237,232	\$ 68,637	\$ 59,438	\$ 60,312	\$ 73,985	\$ 262,372
Provision for income taxes	\$ 24,657	\$ 22,025	\$ 20,148	\$ 24,489	\$ 91,319	\$ 27,759	\$ 21,315	\$ 20,603	\$ 21,475	\$ 91,152
Net income	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	\$ 38,123	\$ 39,709	\$ 52,510	\$ 171,220
Interest add-back for GAAP diluted share calculation	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	\$ 396	\$ 146	\$ 94	\$ 1,059
Net income for diluted earnings per share	\$ 37,507	\$ 36,448	\$ 33,184	\$ 40,520	\$ 147,659	\$ 41,300	\$ 38,519	\$ 39,855	\$ 52,604	\$ 172,279
Net income per share:										
Basic	\$ 0.22	\$ 0.21	\$ 0.19	\$ 0.23	\$ 0.85	\$ 0.24	\$ 0.22	\$ 0.22	\$ 0.29	\$ 0.97
Diluted	\$ 0.20	\$ 0.19	\$ 0.18	\$ 0.21	\$ 0.78	\$ 0.22	\$ 0.20	\$ 0.21	\$ 0.27	\$ 0.90
Shares used in per share calculations:										
Basic	170,519	172,561	171,686	170,936	171,425	171,101	173,317	181,457	183,362	177,309
Diluted	188,183	189,556	188,273	188,621	188,658	189,013	190,479	191,271	191,837	190,650
GAAP Net income	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	\$ 38,123	\$ 39,709	\$ 52,510	\$ 171,220
Amortization of other intangible assets	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	\$ 4,152	\$ 4,130	\$ 4,267	\$ 16,657
Stock-based compensation	\$ 15,067	\$ 13,320	\$ 13,612	\$ 16,798	\$ 58,797	\$ 19,108	\$ 20,276	\$ 18,589	\$ 18,495	\$ 76,468
Amortization of capitalized stock-based compensation	\$ 1,307	\$ 1,461	\$ 1,794	\$ 1,851	\$ 6,413	\$ 1,875	\$ 1,830	\$ 1,817	\$ 1,987	\$ 7,509
Loss on early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 294	\$ -	\$ 5	\$ 299
Acquisition related costs (benefits)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 345	\$ -	\$ (760)	\$ (415)
Utilization of tax NOL carryforward*	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Restructuring charge (benefit)	\$ 454	\$ -	\$ -	\$ -	\$ 454	\$ -	\$ -	\$ -	\$ -	\$ -
(Gain) loss on investments, net	\$ (455)	\$ -	\$ -	\$ (2)	\$ (457)	\$ -	\$ -	\$ -	\$ -	\$ -
Fully taxed normalized net income	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842	\$ 65,969	\$ 65,020	\$ 64,245	\$ 76,504	\$ 271,738
Interest add-back for fully taxed normalized diluted share calculation	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	\$ 396	\$ 146	\$ 94	\$ 1,059
Fully taxed normalized net income for diluted earnings per share	\$ 58,119	\$ 55,467	\$ 52,693	\$ 63,309	\$ 229,588	\$ 66,391	\$ 65,416	\$ 64,391	\$ 76,598	\$ 272,797
Fully taxed normalized net income per diluted share	\$ 0.31	\$ 0.29	\$ 0.28	\$ 0.34	\$ 1.22	\$ 0.35	\$ 0.34	\$ 0.34	\$ 0.40	\$ 1.43
Diluted shares used in fully taxed normalized net income calculations	188,183	189,556	188,273	188,621	188,658	189,013	190,479	191,271	191,837	190,650
To reconcile fully taxed normalized net income and EPS to previously reported normalized net income and EPS										
Fully taxed normalized net income	\$ 57,693	\$ 55,026	\$ 52,254	\$ 62,869	\$ 227,842					
Add back non-cash tax expense for previous reported normalized calculation	\$ 22,851	\$ 20,236	\$ 18,563	\$ 22,553	\$ 84,203					
Previously reported normalized net income	\$ 80,544	\$ 75,262	\$ 70,817	\$ 85,422	\$ 312,045					
Interest add-back for normalized diluted share calculation	\$ 689	\$ 689	\$ 688	\$ 688	\$ 2,754					
Previously reported normalized net income for diluted earnings per share	\$ 81,233	\$ 75,951	\$ 71,505	\$ 86,110	\$ 314,799					
Previously reported normalized net income per diluted share	\$ 0.43	\$ 0.40	\$ 0.38	\$ 0.46	\$ 1.67					
Diluted shares used in normalized net income calculations	188,183	189,556	188,273	188,621	188,658					