



Akamai Technologies, Inc.
Supplemental Metrics (unaudited)
Investor Summit - December 9, 2010
In thousands, except per share data

	2009				2009 FY	2010		
	Q1	Q2	Q3	Q4		Q1	Q2	Q3
Revenue by vertical								
Media & Entertainment	\$ 94,194	\$ 86,750	\$ 89,265	\$ 98,597	\$ 368,806	\$ 103,141	\$ 105,714	\$ 112,117
Commerce	\$ 38,530	\$ 39,503	\$ 40,061	\$ 52,875	\$ 170,969	\$ 47,275	\$ 48,422	\$ 49,977
Enterprise	\$ 24,324	\$ 25,045	\$ 24,662	\$ 26,781	\$ 100,812	\$ 27,792	\$ 29,528	\$ 29,899
High Tech	\$ 42,605	\$ 44,208	\$ 41,298	\$ 48,728	\$ 176,839	\$ 48,903	\$ 47,586	\$ 46,719
Public Sector	\$ 10,715	\$ 9,094	\$ 11,214	\$ 11,324	\$ 42,347	\$ 12,918	\$ 14,068	\$ 14,839
Total Revenue	\$ 210,368	\$ 204,600	\$ 206,500	\$ 238,305	\$ 859,773	\$ 240,029	\$ 245,318	\$ 253,551
Pro forma COGS	\$ 39,080	\$ 37,916	\$ 37,928	\$ 42,379	\$ 157,303	\$ 41,843	\$ 44,607	\$ 48,806
Dep. & amort. - network	\$ 20,721	\$ 21,604	\$ 23,527	\$ 24,588	\$ 90,440	\$ 24,930	\$ 26,526	\$ 28,304
Stock comp. - network	\$ 561	\$ 489	\$ 532	\$ 613	\$ 2,195	\$ 701	\$ 707	\$ 702
GAAP COGS	\$ 60,362	\$ 60,009	\$ 61,987	\$ 67,580	\$ 249,938	\$ 67,474	\$ 71,840	\$ 77,812
Pro forma gross profit	\$ 171,288	\$ 166,684	\$ 168,572	\$ 195,926	\$ 702,470	\$ 198,186	\$ 200,711	\$ 204,745
Pro forma gross margin	81%	81%	82%	82%	82%	83%	82%	81%
GAAP gross profit	\$ 150,006	\$ 144,591	\$ 144,513	\$ 170,725	\$ 609,835	\$ 172,555	\$ 173,478	\$ 175,739
GAAP gross margin	71%	71%	70%	72%	71%	72%	71%	69%
Pro forma R&D	\$ 8,130	\$ 7,155	\$ 8,250	\$ 9,156	\$ 32,691	\$ 9,186	\$ 10,035	\$ 10,548
Stock comp. - R&D	\$ 2,726	\$ 2,223	\$ 2,654	\$ 3,364	\$ 10,967	\$ 3,993	\$ 3,542	\$ 3,687
GAAP R&D	\$ 10,856	\$ 9,378	\$ 10,904	\$ 12,520	\$ 43,658	\$ 13,179	\$ 13,577	\$ 14,235
Pro forma S&M	\$ 35,230	\$ 35,413	\$ 37,319	\$ 44,048	\$ 152,010	\$ 40,644	\$ 46,427	\$ 46,741
Stock comp. - S&M	\$ 7,040	\$ 6,024	\$ 6,787	\$ 7,560	\$ 27,411	\$ 9,024	\$ 8,776	\$ 8,862
GAAP S&M	\$ 42,270	\$ 41,437	\$ 44,106	\$ 51,608	\$ 179,421	\$ 49,668	\$ 55,203	\$ 55,603
Pro forma G&A	\$ 27,611	\$ 26,724	\$ 27,081	\$ 31,129	\$ 112,545	\$ 30,238	\$ 32,115	\$ 33,346
Stock comp. - G&A	\$ 4,740	\$ 4,584	\$ 3,639	\$ 5,261	\$ 18,224	\$ 5,390	\$ 7,251	\$ 5,338
Acquisition related costs - G&A	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 345	\$ -
Dep. & Amort - G&A	\$ 3,717	\$ 3,836	\$ 3,935	\$ 3,843	\$ 15,331	\$ 3,922	\$ 3,996	\$ 4,045
GAAP G&A	\$ 36,068	\$ 35,144	\$ 34,655	\$ 40,233	\$ 146,100	\$ 39,550	\$ 43,707	\$ 42,729
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
Adj. EBITDA	\$ 100,317	\$ 97,392	\$ 95,922	\$ 111,593	\$ 405,224	\$ 118,118	\$ 112,134	\$ 114,110
Adj. EBITDA margin	48%	48%	46%	47%	47%	49%	46%	45%
GAAP OpEx (excluding COGS)	\$ 93,887	\$ 90,197	\$ 93,768	\$ 108,503	\$ 386,355	\$ 106,505	\$ 116,639	\$ 116,697
GAAP Op. Income	\$ 56,119	\$ 54,394	\$ 50,745	\$ 62,222	\$ 223,480	\$ 66,050	\$ 56,839	\$ 59,042
Interest income, net	\$ 4,030	\$ 3,454	\$ 2,807	\$ 2,841	\$ 13,132	\$ 2,662	\$ 2,771	\$ 2,636
Loss of early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (294)	\$ -
Gain (loss) on investments, net	\$ 455	\$ -	\$ -	\$ 2	\$ 457	\$ -	\$ -	\$ -
Other income (expense), net	\$ 1,134	\$ 184	\$ (659)	\$ (496)	\$ 163	\$ (75)	\$ 122	\$ (1,366)
Income before provision for income taxes	\$ 61,738	\$ 58,032	\$ 52,893	\$ 64,569	\$ 237,232	\$ 68,637	\$ 59,438	\$ 60,312
Provision for income taxes	\$ 24,657	\$ 22,025	\$ 20,148	\$ 24,489	\$ 91,319	\$ 27,759	\$ 21,315	\$ 20,603
Net income	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	\$ 38,123	\$ 39,709
Interest add-back for GAAP diluted share calculation	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	\$ 396	\$ 146
Net income for diluted earnings per share	\$ 37,507	\$ 36,448	\$ 33,184	\$ 40,520	\$ 147,659	\$ 41,300	\$ 38,519	\$ 39,855
Net income per share:								
Basic	\$ 0.22	\$ 0.21	\$ 0.19	\$ 0.23	\$ 0.85	\$ 0.24	\$ 0.22	\$ 0.22
Diluted	\$ 0.20	\$ 0.19	\$ 0.18	\$ 0.21	\$ 0.78	\$ 0.22	\$ 0.20	\$ 0.21
Shares used in per share calculations:								
Basic	170,519	172,561	171,686	170,936	171,425	171,101	173,317	181,457
Diluted	188,183	189,556	188,273	188,621	188,658	189,013	190,479	191,271
GAAP Net income	\$ 37,081	\$ 36,007	\$ 32,745	\$ 40,080	\$ 145,913	\$ 40,878	\$ 38,123	\$ 39,709
Amortization of other intangible assets	\$ 4,239	\$ 4,238	\$ 4,103	\$ 4,142	\$ 16,722	\$ 4,108	\$ 4,152	\$ 4,130
Stock-based compensation	\$ 15,067	\$ 13,320	\$ 13,612	\$ 16,798	\$ 58,797	\$ 19,108	\$ 20,276	\$ 18,589
Amortization of capitalized stock-based compensation	\$ 1,307	\$ 1,461	\$ 1,794	\$ 1,851	\$ 6,413	\$ 1,875	\$ 1,830	\$ 1,817
Loss on early extinguishment of debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 294	\$ -
Acquisition related costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 345	\$ -
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
Interest add-back for fully taxed normalized diluted share calculation	\$ 426	\$ 441	\$ 439	\$ 440	\$ 1,746	\$ 422	\$ 396	\$ 146
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
Fully taxed normalized net income per diluted share	\$ 0.31	\$ 0.29	\$ 0.28	\$ 0.34	\$ 1.22	\$ 0.35	\$ 0.34	\$ 0.34
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
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			