

Forrester Fourth-Quarter Fiscal 1999 Results/5

Forrester Research, Inc. Condensed Consolidated Balance Sheets

(In thousands)

	December 31, 1999	December 31, 1998
Assets		
Cash, cash equivalents, and marketable securities	\$ 98,787	\$ 66,484
Accounts receivable, net	36,988	21,158
Deferred commissions	4,850	2,124
Prepaid expenses and other current assets	5,329	2,939
Total current assets	145,954	92,705
Property and equipment, net	11,619	7,813
Other assets	1,820	-
Total assets	\$ 159,393	\$ 100,518
Liabilities and stockholders' equity		
Accounts payable and other accrued expenses	\$ 13,482	\$ 7,682
Deferred revenue	66,233	38,894
Deferred income taxes	873	409
Total liabilities	80,588	46,985
Stockholders' equity	78,805	53,533
Total liabilities and stockholders' equity	\$ 159,393	\$ 100,518

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