

**Forrester Research, Inc.**  
**Condensed Consolidated Balance Sheets**

(In thousands)

	March 31, 2000	December 31, 1999
	<u>          </u>	<u>          </u>
<b>Assets</b>		
Cash, cash equivalents, and marketable securities	\$ 159,696	\$ 98,787
Accounts receivable, net	28,615	36,988
Deferred commissions	5,590	4,850
Prepaid expenses and other current assets	13,932	5,329
Total current assets	<u>207,833</u>	<u>145,954</u>
Property and equipment, net	13,401	11,619
Other assets	2,224	1,820
<b>Total assets</b>	<u><u>\$ 223,458</u></u>	<u><u>\$ 159,393</u></u>
<b>Liabilities and stockholders' equity</b>		
Accounts payable and other accrued expenses	\$ 23,899	\$ 13,482
Deferred revenue	76,760	66,233
Deferred income taxes	-	873
Total liabilities	<u>100,659</u>	<u>80,588</u>
Stockholders' equity	<u>122,799</u>	<u>78,805</u>
<b>Total liabilities and stockholders' equity</b>	<u><u>\$ 223,458</u></u>	<u><u>\$ 159,393</u></u>