

Forrester Research, Inc.
Condensed Consolidated Balance Sheets

(In thousands)

	June 30, 2001	December 31, 2000
	<u> </u>	<u> </u>
Assets		
Cash, cash equivalents, and marketable securities	\$ 205,245	\$ 174,739
Accounts receivable, net	19,160	49,923
Deferred commissions	5,017	7,873
Prepaid expenses and other current assets	7,799	9,887
Total current assets	<u>237,221</u>	<u>242,422</u>
Property and equipment, net	24,268	22,128
Deferred income taxes	18,848	16,968
Other assets	25,074	22,285
Total assets	<u><u>\$ 305,411</u></u>	<u><u>\$ 303,803</u></u>
Liabilities and stockholders' equity		
Accounts payable and other accrued expenses	\$ 23,359	\$ 24,348
Deferred revenue	76,142	102,527
Total liabilities	<u>99,501</u>	<u>126,875</u>
Stockholders' equity	205,910	176,928
Total liabilities and stockholders' equity	<u><u>\$ 305,411</u></u>	<u><u>\$ 303,803</u></u>