

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

(In thousands)

	March 31, 2002	December 31, 2001
	<u>                    </u>	<u>                    </u>
<b>Assets</b>		
Cash, cash equivalents, and marketable securities	\$ 203,209	\$ 205,182
Accounts receivable, net	15,110	24,498
Deferred commissions	3,823	4,444
Prepaid expenses and other current assets	6,754	6,042
Total current assets	<u>228,896</u>	<u>240,166</u>
Property and equipment, net	16,399	21,258
Deferred income taxes	19,919	19,387
Other assets	23,547	24,341
<b>Total assets</b>	<u><u>\$ 288,761</u></u>	<u><u>\$ 305,152</u></u>
<b>Liabilities and stockholders' equity</b>		
Accounts payable and other accrued expenses	\$ 22,861	\$ 24,824
Deferred revenue	53,380	59,930
Total liabilities	<u>76,241</u>	<u>84,754</u>
Stockholders' equity	212,520	220,398
<b>Total liabilities and stockholders' equity</b>	<u><u>\$ 288,761</u></u>	<u><u>\$ 305,152</u></u>