

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

(In thousands)

	June 30, 2002 <u>(Unaudited)</u>	December 31, 2001 <u></u>
<b>Assets</b>		
Cash, cash equivalents, and marketable securities	\$ 204,129	\$ 205,182
Accounts receivable, net	12,206	24,498
Deferred commissions	3,421	4,444
Prepaid expenses and other current assets	7,172	6,042
<b>Total current assets</b>	<u>226,928</u>	<u>240,166</u>
Property and equipment, net	15,386	21,258
Deferred income taxes	21,609	19,387
Other assets	23,809	24,341
<b>Total assets</b>	<u><u>\$ 287,732</u></u>	<u><u>\$ 305,152</u></u>
<b>Liabilities and stockholders' equity</b>		
Accounts payable and other accrued expenses	\$ 22,011	\$ 24,824
Deferred revenue	45,934	59,930
<b>Total liabilities</b>	<u>67,945</u>	<u>84,754</u>
Stockholders' equity	219,787	220,398
<b>Total liabilities and stockholders' equity</b>	<u><u>\$ 287,732</u></u>	<u><u>\$ 305,152</u></u>

