

Forrester Research, Inc.
Consolidated Balance Sheets

(In thousands)

	September 30, 2002 (Unaudited)	December 31, 2001
Assets		
Cash and cash equivalents	\$ 19,213	\$ 17,747
Marketable securities	178,194	187,435
Accounts receivable, net	10,859	24,498
Deferred commissions	2,802	4,444
Prepaid income taxes	3,961	559
Prepaid expenses and other current assets	4,183	5,483
Total current assets	<u>219,212</u>	<u>240,166</u>
Property and equipment, net	12,718	21,258
Goodwill and other intangible assets, net	14,086	14,333
Deferred income taxes	18,950	19,387
Non-marketable investments and other assets	9,826	10,008
Total assets	<u><u>\$ 274,792</u></u>	<u><u>\$ 305,152</u></u>
Liabilities and stockholders' equity		
Accounts payable	\$ 1,988	\$ 2,667
Customer deposits	463	498
Accrued expenses	17,832	17,938
Accrued income taxes	2,037	3,721
Deferred revenue	39,555	59,930
Total liabilities	<u>61,875</u>	<u>84,754</u>
Preferred stock	-	-
Common stock	239	230
Additional paid-in capital	165,528	156,043
Retained earnings	61,290	64,165
Treasury stock, at cost	(14,830)	-
Accumulated other comprehensive income	690	(40)
Total stockholders' equity	<u>212,917</u>	<u>220,398</u>
Total liabilities and stockholders' equity	<u><u>\$ 274,792</u></u>	<u><u>\$ 305,152</u></u>