

Forrester Research, Inc.
Consolidated Balance Sheets

(In thousands)

	June 30, 2004 <u>(Unaudited)</u>	December 31, 2003
Assets:		
Cash and cash equivalents	\$ 46,068	\$ 22,385
Marketable securities	79,025	104,348
Accounts receivable, net	26,059	40,013
Deferred commissions	5,451	5,999
Prepaid expenses and other current assets	8,206	7,079
Total current assets	<u>164,809</u>	<u>179,824</u>
Property and equipment, net	5,618	8,266
Goodwill, net	56,894	57,006
Intangible assets, net	9,731	13,456
Deferred income taxes	40,590	40,159
Non-marketable investments and other assets	13,989	12,264
Total assets	<u>\$ 291,631</u>	<u>\$ 310,975</u>
Liabilities and stockholders' equity:		
Accounts payable	\$ 2,950	\$ 2,566
Accrued expenses	25,976	31,457
Deferred revenue	63,891	68,630
Total liabilities	<u>92,817</u>	<u>102,653</u>
Preferred stock	-	-
Common stock	245	243
Additional paid-in capital	177,688	172,523
Retained earnings	64,340	66,945
Treasury stock, at cost	(41,478)	(30,300)
Accumulated other comprehensive loss	(1,981)	(1,089)
Total stockholders' equity	<u>198,814</u>	<u>208,322</u>
Total liabilities and stockholders' equity	<u>\$ 291,631</u>	<u>\$ 310,975</u>

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