

Forrester Research, Inc.
Condensed Consolidated Balance Sheets

(In thousands)

	September 30, 2001	December 31, 2000
Assets		
Cash, cash equivalents, and marketable securities	\$ 202,399	\$ 174,739
Accounts receivable, net	17,174	49,923
Deferred commissions	4,171	7,873
Prepaid expenses and other current assets	8,423	9,887
Total current assets	<u>232,167</u>	<u>242,422</u>
Property and equipment, net	22,878	22,128
Deferred income taxes	18,519	16,968
Other assets	24,549	22,285
Total assets	<u><u>\$ 298,113</u></u>	<u><u>\$ 303,803</u></u>
Liabilities and stockholders' equity		
Accounts payable and other accrued expenses	\$ 22,012	\$ 24,348
Deferred revenue	62,561	102,527
Total liabilities	<u>84,573</u>	<u>126,875</u>
Stockholders' equity	213,540	176,928
Total liabilities and stockholders' equity	<u><u>\$ 298,113</u></u>	<u><u>\$ 303,803</u></u>