

Forrester Research, Inc.
Condensed Consolidated Balance Sheets

(In thousands)

	December 31, 2001	December 31, 2000
Assets		
Cash, cash equivalents, and marketable securities	\$ 205,182	\$ 174,739
Accounts receivable, net	24,498	49,923
Deferred commissions	4,444	7,873
Prepaid expenses and other current assets	6,042	9,887
Total current assets	<u>240,166</u>	<u>242,422</u>
Property and equipment, net	21,258	22,128
Deferred income taxes	19,387	16,968
Other assets	24,341	22,285
Total assets	<u><u>\$ 305,152</u></u>	<u><u>\$ 303,803</u></u>
Liabilities and stockholders' equity		
Accounts payable and other accrued expenses	\$ 24,824	\$ 24,348
Deferred revenue	59,930	102,527
Total liabilities	<u>84,754</u>	<u>126,875</u>
Stockholders' equity	220,398	176,928
Total liabilities and stockholders' equity	<u><u>\$ 305,152</u></u>	<u><u>\$ 303,803</u></u>