

Forrester First-Quarter Fiscal 2001 Results

Forrester Research, Inc.
Consolidated Statements of Income

(In thousands, except per share data)

	Three months ended March 31,	
	2001	2000
	(Unaudited)	
Revenues		
Core research	\$ 35,352	\$ 23,759
Advisory services and other	8,293	7,058
Total revenues	43,645	30,817
Operating expenses		
Cost of services and fulfillment	12,298	9,295
Selling and marketing	17,745	12,214
General and administrative	4,976	3,780
Depreciation and amortization	2,722	1,432
Total operating expenses	37,741	26,721
Income from operations	5,904	4,096
Other income, net	1,757	1,454
Income before income taxes	7,661	5,550
Income tax provision	2,796	2,081
Net income	<u>\$ 4,865</u>	<u>\$ 3,469</u>
Diluted earnings per share	<u>\$ 0.20</u>	<u>\$ 0.15</u>
Diluted weighted average shares outstanding	<u>24,670</u>	<u>23,578</u>
Basic earnings per share	<u>\$ 0.22</u>	<u>\$ 0.17</u>
Basic weighted average shares outstanding	<u>22,054</u>	<u>19,949</u>