Forrester Research Reports 2026 Third-Quarter Financial Results

October 29, 2026

CAMBRIDGE, Mass.--(BUSINESS WIRE)--Oct. 29, 2026-- Forrester Research, Inc. (Nasdaq: FORR) today announced financial results for the third quarter ended September 30, 2026, with contract value at $281.9 million, down 3.5% compared with the prior year.

“We continue to see stabilization of the business, with results above consensus, a strong stock buyback program, and prudent expense management,” said CEO and Chairman George F. Colony. “As a result, we are raising the low end of our guidance for 2026 earnings per share.

“Our AI focus is deliberate and intentional, and we continue to advance our product roadmap, delivering new AI capabilities. This quarter, we unveiled a robust portfolio of new products including AI Access Plus, Team Solutions, and an integration with Claude. These offerings give our clients greater flexibility in how they access our research and insights to make better decisions faster. We believe these enhancements will help deliver improved results for the remainder of the year and into next year.”

Third-Quarter Consolidated Results

Total revenues for the third quarter of 2026 were $86.1 million, compared with $94.3 million for the comparable quarter in 2025.

On a GAAP basis, net loss was $4.4 million, or $0.23 per diluted share, for the third quarter of 2026, compared with a net loss of $2.1 million, or $0.11 per diluted share, for the same period in 2025.

On an adjusted basis, net income was $4.7 million, or $0.24 per diluted share, for the third quarter of 2026, reflecting an adjusted effective tax rate of 29%. Adjusted net income excludes stock-based compensation of $2.6 million, amortization of acquisition-related intangible assets of $2.1 million, and a restructuring credit of $0.5 million. This compares with adjusted net income of $7.2 million, or $0.37 per diluted share, for the same period in 2025, which reflects an adjusted tax rate of 29%. Adjusted net income for the third quarter of 2025 excludes stock-based compensation of $3.4 million, amortization of acquisition-related intangible assets of $2.2 million, a restructuring credit of $0.1 million, and a credit loss on the note receivable from the divestiture of a product line in 2024 of $6.4 million.

Additional details regarding key metrics can be found in the investor presentation on the investor relations section of the company’s website.

A reconciliation of GAAP results to adjusted results may be found in the attached financial tables.

Forrester is providing guidance for 2026 as follows:

Full-Year 2026 (GAAP):

- Total revenues of approximately $350.0 million to $360.0 million, or a decline of 11.8% to 9.3% versus the prior year
- Operating margin of approximately negative 3.3% to negative 2.8%
- Interest expense of approximately $2.2 million
- An effective tax rate of negative 20% to negative 10%
- Diluted loss per share of approximately $0.79 to $0.74

Full-Year 2026 (Adjusted):

Adjusted financial guidance for full-year 2026 excludes the goodwill impairment charge of $10.8 million, stock-based compensation expense of $10.0 million to $11.0 million, amortization of acquisition-related intangible assets of approximately $8.3 million, restructuring costs of approximately $3.7 million, a credit loss on the note receivable from the divestiture of a product line in 2024 of $0.9 million, and any investment gains or losses.

- Adjusted operating margin of approximately 6.0% to 6.5%
- Adjusted effective tax rate of 29%
- Adjusted diluted earnings per share of approximately $0.77 to $0.82

About Forrester

Forrester (Nasdaq: FORR) is one of the most influential research and advisory firms in the world. We empower leaders in technology, customer experience, digital, marketing, revenue, and product functions to make confident decisions in an AI-driven world and accelerate growth through customer obsession. Our unique research and continuous guidance model helps executives and their teams achieve their initiatives and outcomes faster and with confidence. To learn more, visit Forrester.com.

This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements include, but are not limited to, Forrester’s financial guidance for the full-year 2026, statements relating to Forrester’s AI capabilities and product portfolio, and statements regarding Forrester’s future financial performance and financial condition. These statements are based on Forrester’s current plans and expectations and involve risks and uncertainties that could cause actual future activities and results of operations to be materially different from those set forth in the forward-looking statements. Important factors that could cause actual future activities and results to differ include, among

others, Forrester's ability to retain and enrich memberships for its research products and services; Forrester's ability to fulfill existing or generate new consulting engagements and advisory services; any adverse economic conditions, including from trade policies and tariffs, that result in a reduction in technology spending or demand for Forrester's products or services; the risks and challenges inherent in international business activities; the use of generative AI in Forrester's business and by Forrester's clients and competitors; Forrester's ability to offer new products and services; Forrester's dependence on key personnel; Forrester's ability to attract and retain professional staff; Forrester's ability to respond to business and economic conditions and market trends; Forrester's business with the US government; the impact of Forrester's outstanding debt obligations; competition and industry consolidation; possible variations in Forrester's quarterly operating results; the actual cost of capital expenditures that Forrester undertakes; concentration of ownership of Forrester; the possibility of network disruptions and security breaches; any failure to enforce and protect Forrester's intellectual property rights; compliance with privacy laws; taxation risks; any weakness in Forrester's system of internal controls; and any future impairment charge Forrester incurs. Forrester undertakes no obligation to update publicly any forward-looking statements, whether as a result of new information, future events, or otherwise. For further information, please refer to Forrester's reports and filings with the Securities and Exchange Commission.

The consolidated statements of operations and the table of key financial data are attached.

Forrester Research, Inc.

Consolidated Statements of Income

(Unaudited, in thousands, except per share data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2026	**2025**	**2026**	**2025**
Revenues:				
Research	$ 70 138	$ 72 652	$ 208 736	$ 218 992
Consulting	14 744	21 475	53 368	66 404
Events	1 225	168	9 690	10 434
Total revenues	86 107	94 295	271 794	295 830
Operating expenses:				
Cost of services and fulfillment	34 489	37 711	116 836	126 966
Selling and marketing	33 639	36 011	102 916	109 031
General and administrative	12 498	12 478	39 986	38 907
Depreciation	1 557	1 532	4 190	4 671
Amortization of intangible assets	2 081	2 217	6 243	6 651
Goodwill impairment	—	—	10 800	83 895
Restructuring costs (credits)	(538)	(111)	3 674	1 887
Total operating expenses	83 726	89 838	284 645	372 008
Income (loss) from operations	2 381	4 457	(12 851)	(76 178)
Interest expense	(511)	(684)	(1 701)	(2 026)
Loss on investments, net	—	—	—	(114)
Credit loss expense on note receivable	—	(6 400)	(900)	(7 310)
Other income, net	596	938	2 110	2 753
Income (loss) before income taxes	2 466	(1 689)	(13 342)	(82 875)
Income tax expense (benefit)	6 887	437	(2 349)	2 610
Net loss	$ (4 421)	$ (2 126)	$ (10 993)	$ (85 485)
Basic loss per common share	$ (0,23)	$ (0,11)	$ (0,57)	$ (4,49)
Diluted loss per common share	$ (0,23)	$ (0,11)	$ (0,57)	$ (4,49)
Basic weighted average shares outstanding	18 916	19 113	19 130	19 022
Diluted weighted average shares outstanding	18 916	19 113	19 130	19 022
Adjusted data (1):				
Income (loss) from operations - GAAP	$ 2 381	$ 4 457	$ (12 851)	$ (76 178)
Amortization of intangible assets	2 081	2 217	6 243	6 651
Restructuring costs (credits)	(538)	(111)	3 674	1 887
Goodwill impairment	—	—	10 800	83 895
Stock-based compensation included in the following expense categories:				
Cost of services and fulfillment	1 607	2 220	5 003	6 398
Selling and marketing	306	414	879	913
General and administrative	670	739	2 314	2 520
Adjusted income from operations	$ 6 507	$ 9 936	$ 16 062	$ 26 086

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2026		2025		2026		2025	
	Amount	Per Share	Amount	Per Share	Amount	Per Share	Amount	Per Share
Net loss - GAAP	$ (4 421)	$ (0,23)	$ (2 126)	$ (0,11)	$ (10 993)	$ (0,57)	$ (85 485)	$ (4,49)
Effect on GAAP net loss of diluted shares		—		—		—		0,02
Amortization of intangible assets	2 081	0,11	2 217	0,12	6 243	0,32	6 651	0,35
Restructuring costs (credits)	(538)	(0,03)	(111)	(0,01)	3 674	0,19	1 887	0,10
Goodwill impairment	—	—	—	—	10 800	0,56	83 895	4,39
Stock-based compensation	2 583	0,13	3 373	0,17	8 196	0,42	9 831	0,51
Credit loss expense	—	—	6 400	0,33	900	0,05	7 310	0,38
Losses on investments	—	—	—	—	—	—	114	0,01
Tax effects of items above (2)	(735)	(0,03)	(2 374)	(0,12)	(3 096)	(0,16)	(4 862)	(0,25)
Adjustment to tax expense for adjusted tax rate (3)	5 710	0,29	(144)	(0,01)	(4 030)	(0,21)	(304)	(0,02)
Adjusted net income	$ 4 680	$ 0,24	$ 7 235	$ 0,37	$ 11 694	$ 0,60	$ 19 037	$ 1,00
Diluted weighted average shares outstanding	19 456		19 311		19 332		19 124	

(1) Forrester believes that adjusted financial results provide investors with consistent and comparable information to aid in the understanding of Forrester's ongoing business and are also used by Forrester in making compensation decisions. Our adjusted presentation excludes amortization of acquisition-related intangible assets, stock-based compensation, restructuring costs (credits), goodwill impairment charges, credit losses on a promissory note from the sale of a product line in 2024, and net gains or losses from investments, as well as their related tax effects. We also utilized an assumed tax rate of 29% in 2026 and 2025, which excludes items such as the effect of any adjustments related to the filing of prior-year tax returns. The adjusted data does not purport to be prepared in accordance with Generally Accepted Accounting Principles in the United States.

(2) The tax effect of adjusting items is based on the accounting treatment and rate for the jurisdiction of each item.

(3) To compute adjusted net income, we apply an adjusted effective tax rate of 29% in 2026 and 2025.

Forrester Research, Inc.

Key Financial Data

(Unaudited, dollars in thousands)

	September 30, 2026	December 31, 2025
Balance sheet data:		
Cash, cash equivalents and marketable investments	$ 117 611	$ 127 656
Accounts receivable, net	$ 29 978	$ 50 850
Deferred revenue	$ 135 049	$ 141 812
Debt outstanding	$ 30 000	$ 35 000

	September 30,	
	2026	2025
Cash flow data:		
Net cash provided by operating activities	$ 33 408	$ 24 293
Purchases of property and equipment	$ (24 771)	$ (1 923)
Payments of debt	$ (5 000)	$ —
Repurchases of common stock	$ (11 294)	$ (2 407)

	As of September 30,		
	2026	2025	
Metrics:			
Contract value	$ 281 900	$ 292 200	(a)
Client retention	78%	74%	
Wallet retention	89%	86%	
Number of clients	1 761	1 774	

	As of September 30,	
	2026	2025
Headcount:		
Total headcount	1 337	1 485
Sales force	504	550

(a) September 30, 2025 amount has been recast based on 2026 foreign currency rates.

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Source: Forrester Research, Inc.