

SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549

FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934

Date of report (Date of earliest event reported): April 30, 2003

FORRESTER RESEARCH, INC.
(Exact Name of Registrant Specified in Charter)

Delaware
(State or Other Jurisdiction
of Incorporation)

000-21433
(Commission
File Number)

04-2797789
(I.R.S. Employer
Identification No.)

400 Technology Square, Cambridge, Massachusetts
(Address of Principal Executive Offices)

02139
(Zip Code)

Registrant's telephone number, including area code: (617) 613-6000

N/A

(Former Name or Former Address, if Changed Since Last Report)

ITEM 7. Financial Statements and Exhibits.

(c) Exhibits

99.1 Press Release dated April 30, 2003.

ITEM 9. (Information Provided Under Item 12, DISCLOSURE OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION).

The information contained in this Item 9 is furnished pursuant to Item 12 of Form 8-K "Results of Operations and Financial Condition," in accordance with SEC Release No. 33-8216. This information and the exhibits hereto are being furnished and shall not be deemed to be "filed" for the purposes of Section 18 of, or otherwise regarded as filed under, the Securities Exchange Act of 1934, as amended. The information contained in this report shall not be incorporated by reference into any filing of Forrester Research, Inc. with the SEC, whether made before or after the date hereof, regardless of any general incorporation language in such filings.

On April 30, 2003, Forrester Research, Inc. issued a press release announcing its financial results for the quarter ended March 31, 2003, the full text of which is attached hereto as Exhibit 99.1.

Forrester believes that pro forma financial results provide investors with consistent and comparable information to aid in the understanding of Forrester's ongoing business. Our pro forma presentation excludes the following:

Amortization of acquisition-related intangibles - we exclude the non-cash effect of the amortization of acquisition-related intangibles from our pro forma results in order to more consistently present our ongoing results of operations.

Impairments of non-marketable securities - we have consistently excluded both one-time gains and one-time write-offs related to our investments in non-marketable securities from our pro forma results in order to keep quarter over quarter comparisons consistent.

Restructuring charges - we excluded restructuring charges from our first quarter 2002 pro forma results because our failure to do so would present a misleading improvement in our pro forma results in the first quarter of 2003 as compared to the same period in 2002.

However, these measures should be considered in addition to, not as a substitute for, or superior to, operating income or other measures of financial performance prepared in accordance with generally accepted accounting principles as more fully discussed in the Forrester's financial statements and filings with the Securities and Exchange Commission.

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

FORRESTER RESEARCH, INC.

By: /s/ WARREN HADLEY

Name: Warren Hadley
Title: Treasurer and Chief
Financial Officer

Dated: April 30, 2003

Exhibit Index

Exhibit -----	Description -----	Page -----
99.1	Press Release dated April 30, 2003.	5

FOR IMMEDIATE RELEASE

FORRESTER RESEARCH ANNOUNCES FIRST-QUARTER 2003 FINANCIAL RESULTS

CAMBRIDGE, Mass., April 30, 2003... Forrester Research, Inc. (Nasdaq: FORR) today announced financial results for the first quarter ended March 31, 2003, in line with its previous financial guidance.

FIRST-QUARTER FINANCIAL PERFORMANCE

- - Total revenues were \$24.8 million, compared with \$26.1 million for the first quarter of last year.
- - On a GAAP-reported basis, which reflects an effective tax rate of 31 percent, Forrester reported first-quarter net income of \$1.8 million, or \$0.08 per diluted share compared to a net loss of \$6.1 million, or \$0.26 per diluted share for the same period last year.
- - On a pro forma basis, which excludes amortization of acquisition-related intangible assets of \$924,000 and a write-down of \$300,000 related to impairments of certain non-marketable securities, and which reflects a pro forma effective tax rate of 35 percent, pro forma net income was \$2.5 million, or \$0.11 per diluted share, for the first quarter of 2003. The pro forma effective tax rate of 35 percent varies from our actual effective tax rate of 31 percent due to our tax-free interest income decreasing as a percentage of our pro forma pre-tax income. This compares with pro forma net income of \$3.3 million, or \$0.14 per diluted share for the same period last year, which excludes the reorganization costs of \$9.1 million, amortization of acquisition-related intangible assets of \$82,000, and impairment charges of \$2.2 million.

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

GIGA INTEGRATION

"Although Forrester's first quarter was extremely busy with the acquisition and integration of Giga Information Group, we remained focused on our clients and were pleased to meet our financial guidance," said George F. Colony, chairman of the board and chief executive officer. "Client satisfaction remains the top priority throughout this integration and clients will continue to be served by the same research and account teams in 2003. We are selling two distinct but complementary research brands -- Forrester and Giga. Behind the scenes, integration is ahead of schedule, and we are already achieving economies of scale in our general and administrative functions."

Additionally, Forrester integrated Giga's ForSITE(TM) offering into the Forrester Oval Program(TM)'s CIO Group during the first quarter. The combined board, which consists of 80 members, provides CIOs with a peer network, client-directed research, benchmark data, best practices, and short projects. Along with the CIO Group, three other technology councils from Giga now constitute the Forrester Oval Program: Applications and Development, Security, and Enterprise Architecture.

"We strongly believe the new Forrester value proposition is differentiated in the marketplace," said Colony. "Forrester helps companies plan while Giga helps them act. Aligning these two powerful offerings will create amazing value for our clients."

CUSTOM CONSUMER RESEARCH

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In addition to the enhanced services from the Giga acquisition, Forrester also launched a new research offering called Custom Consumer Research (CCR) in the first quarter. CCR helps consumer businesses develop, market, and measure the success of their products. CCR leverages Consumer Technographics(R), the most comprehensive quantitative research program available for determining how technology is considered, bought, and used by consumers.

FINANCIAL GUIDANCE

Forrester's guidance for the second quarter of and full year 2003 is as follows:

Second-Quarter 2003 (GAAP):

- - Total revenues of approximately \$33.0 million to \$35.0 million.
- - Operating margin of approximately (5) percent to 1 percent.
- - Interest income of approximately \$800,000 to \$900,000.
- - An effective tax rate of 31 percent.
- - Diluted earnings per share of approximately (\$0.03) to \$0.02.

Second-Quarter 2003 (Pro Forma):

Pro forma financial guidance excludes amortization of acquisition-related intangible assets of approximately \$2.6 million, impairment charges related to non-marketable securities, and second-quarter 2003 integration-related expenses estimated at \$1.0 million to \$2.0 million.

- - Pro forma operating margin of approximately 8 percent to 10 percent.
- - Pro forma effective tax rate of 35 percent, which varies from our actual effective tax rate of 31 percent due to our tax-free interest income decreasing as a percentage of our pro forma pre-tax income.
- - Pro forma diluted earnings per share of approximately \$0.10 to \$0.12.

Full-Year 2003 (GAAP):

- - Total revenues of approximately \$125.0 million to \$130.0 million.
- - Operating margin of approximately 1 percent to 6 percent.
- - Interest income of approximately \$3.8 million to \$4.2 million.
- - An effective tax rate of 31 percent.
- - Diluted earnings per share of approximately \$0.20 to \$0.28.

Full-Year 2003 (Pro Forma):

Pro forma financial guidance excludes amortization of acquisition-related intangible assets of approximately \$8.7 million, impairment charges related to non-marketable securities, and integration-related expenses estimated at \$1.0 million to \$2.0 million.

- - Pro forma operating margin of approximately 10 percent to 12 percent.
- - Pro forma effective tax rate of 35 percent, which varies from our actual effective tax rate of 31 percent due to our tax-free interest income decreasing as a percentage of our pro forma pre-tax income.
- - Pro forma diluted earnings per share of approximately \$0.47 to \$0.53.

Forrester Research enables companies to understand the impact of technology on business. Forrester's WholeView(TM) Research, Strategic Services, and Events help clients understand how technology change affects their customers, strategy, and technology investment. In February 2003, Giga Information Group, Inc. became a

wholly owned subsidiary of Forrester Research, Inc. Giga, through its Giga Advisory(R), Giga Consulting(TM), and Events, provides objective research, pragmatic advice, and personalized consulting to global IT professionals. Established in 1983, Forrester is headquartered in Cambridge, Mass. For additional information, visit www.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 and operating targets for the second quarter of and full-year 2003, statements about the potential success of WholeView and other product offerings, and the ability of Forrester to achieve success as the economy improves. 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 successfully integrate Giga into Forrester's operations, Forrester's ability to anticipate business and economic conditions, market trends, competition, the ability to attract and retain professional staff, possible variations in Forrester's quarterly operating results, risks associated with Forrester's ability to offer new products and services, and Forrester's dependence on renewals of its membership-based research services and on key personnel. Forrester Research 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 income, consolidated balance sheets, and consolidated statements of cash flows are attached.

Kimberly Maxwell
Director, Investor Relations
Forrester Research, Inc.
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FORRESTER RESEARCH, INC.
CONSOLIDATED STATEMENTS OF INCOME
(In thousands, except per share data)

	Three months ended March 31,	
	2003	2002
	----	----
	(Unaudited)	
REVENUES		
Research services	\$ 18,821	\$ 19,810
Advisory services and other	5,976	6,246
	-----	-----
TOTAL REVENUES	24,797	26,056
OPERATING EXPENSES		
Cost of services and fulfillment	9,525	8,981
Selling and marketing	8,067	8,472
General and administrative	3,308	3,326
Depreciation	1,693	2,066
Amortization of intangible assets	924	82
Reorganization costs	--	9,088
	-----	-----
TOTAL OPERATING EXPENSES	23,517	32,015
INCOME (LOSS) FROM OPERATIONS	1,280	(5,959)
Other income, net	1,595	1,560
Impairments of non-marketable investments	(300)	(2,248)
	-----	-----
INCOME (LOSS) BEFORE INCOME TAXES	2,575	(6,647)
Income tax provision (benefit)	798	(532)
	-----	-----
NET INCOME (LOSS)	\$ 1,777	\$ (6,115)
	=====	=====
Diluted earnings per share	\$ 0.08	\$ (0.26)
	=====	=====
Diluted weighted average shares outstanding	22,920	23,146
	=====	=====
Basic earnings per share	\$ 0.08	\$ (0.26)
	=====	=====
Basic weighted average shares outstanding	22,739	23,146
	=====	=====
PRO FORMA DATA (1):		
Income (loss) from operations	\$ 1,280	\$ (5,959)
Amortization of intangible assets	924	82
Reorganization costs	--	9,088
	-----	-----
PRO FORMA INCOME FROM OPERATIONS	2,204	3,211
Other income, net	1,595	1,560
	-----	-----
Pro forma income before income taxes	3,799	4,771
Pro forma income tax provision	1,330	1,431
	-----	-----
PRO FORMA NET INCOME	\$ 2,469	\$ 3,340
	=====	=====
Pro forma diluted earnings per share	\$ 0.11	\$ 0.14
	=====	=====
Diluted weighted average shares outstanding	22,920	23,146
	=====	=====

(1) The pro forma data excludes amortization of acquisition-related intangible assets, reorganization costs, and impairments of non-marketable investments, as well as their related tax effects. This does not purport to be prepared in accordance with Generally Accepted Accounting Principles.

FORRESTER RESEARCH, INC.
CONSOLIDATED BALANCE SHEETS
(In thousands)

	March 31, 2003 ----	December 31, 2002 ----
ASSETS		
Cash and cash equivalents	\$ 23,916	\$ 11,479
Marketable securities	116,708	183,152
Accounts receivable, net	22,624	17,791
Deferred commissions	4,732	3,524
Prepaid expenses and other current assets	8,144	5,902
	-----	-----
Total current assets	176,124	221,848
Property and equipment, net	12,002	10,674
Goodwill, net	69,251	13,244
Intangibles assets, net	19,320	760
Deferred income taxes	20,902	21,630
Non-marketable investments and other assets	12,313	10,117
	-----	-----
TOTAL ASSETS	\$ 309,912	\$ 278,273
	=====	=====
LIABILITIES AND STOCKHOLDERS' EQUITY		
Accounts payable	\$ 2,299	\$ 1,601
Capital lease obligations	208	--
Accrued expenses	29,384	20,681
Deferred revenue	67,392	42,123
	-----	-----
Total liabilities	99,283	64,405
Preferred stock	--	--
Common stock	241	240
Additional paid-in capital	168,538	167,935
Retained earnings	66,531	64,754
Treasury stock, at cost	(25,330)	(20,085)
Accumulated other comprehensive income	649	1,024
	-----	-----
Total stockholders' equity	210,629	213,868
	-----	-----
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 309,912	\$ 278,273
	=====	=====

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FORRESTER RESEARCH, INC.
CONSOLIDATED STATEMENTS CASH FLOWS
(In thousands)

	Three months ended March 31, 2003 ----	2002 ----
CASH FLOWS FROM OPERATIONS:		
Net income (loss)	\$ 1,777	\$ (6,115)
Adjustments to reconcile net income (loss) to net cash provided by operating activities -		
Depreciation	1,693	2,066
Amortization of intangible assets	924	82
Write-downs of non-marketable investments	300	2,248
Loss on disposal of property and equipment	--	92
Tax benefit from stock options	81	--
Deferred income taxes	728	(532)
Non-cash reorganization costs	--	2,772
Realized gain on sale of marketable securities	(509)	--
Amortization of premiums on marketable securities	207	158
Changes in assets and liabilities, net of acquisition -		
Accounts receivable	5,803	9,579
Deferred commissions	192	621
Prepaid expenses and other	(169)	(740)
Accounts payable	(807)	(611)
Accrued expenses	(5,657)	(1,291)
Deferred revenue	(925)	(6,519)
	-----	-----
NET CASH PROVIDED BY OPERATING ACTIVITIES	3,638	1,810
CASH FLOWS FROM INVESTING ACTIVITIES:		
Acquisition of Giga Information Group, Inc., net of cash acquired	(51,549)	--
Purchases of property and equipment	(69)	(244)
Purchase of non-marketable investments	(1,250)	(1,675)
Decrease in other assets	123	139
Purchase of marketable securities	(77,884)	(21,782)
Proceeds from sales and maturities of marketable securities	144,196	18,202
	-----	-----
NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES	13,567	(5,360)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Proceeds from exercises of employee stock options	523	2,421
Acquisition of treasury shares	(3,245)	(3,547)
Structured stock repurchase	(2,000)	--
	-----	-----
NET CASH USED IN FINANCING ACTIVITIES	(4,722)	(1,126)
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS	(46)	23
	-----	-----
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	12,437	(4,653)
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	11,479	17,747
	-----	-----
CASH AND CASH EQUIVALENTS, END OF PERIOD	\$ 23,916	\$ 13,094
	=====	=====