

**GARTNER, INC. - SUMMARY FINANCIAL STATEMENTS (QUARTERLY)**

(In thousands, except per share data)

**SUMMARY INCOME STATEMENT**

	Quarter ending March '12	Quarter ending June '12	Quarter ending September '12	Quarter ending December '12	Quarter ending March '13	Quarter ending June '13	Quarter ending September '13	Quarter ending December '13	Quarter ending March '14	Quarter ending June '14
Revenues:										
Research	\$274,620	\$278,302	\$284,048	\$300,177	\$310,331	\$311,233	\$316,518	\$332,929	\$348,114	\$358,495
Consulting	74,563	76,676	71,731	81,923	72,633	85,928	70,149	85,547	84,271	93,488
Events	19,988	42,504	18,627	92,649	23,790	48,886	24,038	102,231	14,317	67,837
Total revenues	\$369,171	\$397,482	\$374,406	\$474,749	\$406,754	\$446,047	\$410,705	\$520,707	\$446,702	\$519,820
Costs and expenses:										
Cost of services and product development	146,463	161,247	151,143	200,214	163,737	177,904	161,735	210,108	170,821	203,178
Selling, general and administrative	162,518	165,221	164,888	186,216	180,478	185,629	181,546	212,805	204,617	218,537
Depreciation	5,895	6,182	6,301	6,991	7,100	7,017	7,258	7,621	7,459	7,721
Amortization of intangibles	739	928	1,362	1,373	1,334	1,404	1,351	1,357	1,279	1,979
Acquisition and integration charges	0	1,182	944	294	100	106	72	59	3,356	6,644
Total costs and expenses	315,615	334,760	324,638	395,088	352,749	372,060	351,962	431,950	387,532	438,059
Operating income	53,556	62,722	49,768	79,661	54,005	73,987	58,743	88,757	59,170	81,761
Interest expense, net	(2,195)	(2,153)	(2,209)	(2,302)	(2,436)	(2,144)	(2,124)	(2,133)	(2,250)	(2,680)
Other income (expense), net	(978)	(76)	(748)	550	211	(280)	5	(152)	(229)	175
Income before income taxes	50,383	60,493	46,811	77,909	51,780	71,563	56,624	86,472	56,691	79,256
Provision for income taxes	16,162	19,009	15,436	19,086	15,105	25,049	18,430	25,054	18,955	26,216
Net income	\$34,221	\$41,484	\$ 31,375	\$ 58,823	\$ 36,675	\$ 46,514	\$ 38,194	\$ 61,418	\$ 37,736	\$ 53,040
Diluted income per share	\$0.36	\$0.43	\$0.33	\$0.61	\$0.38	\$0.49	\$0.40	\$0.65	\$0.40	\$0.58
Income (loss) per share (diluted)	\$0.36	\$0.43	\$0.33	\$0.61	\$0.38	\$0.49	\$0.40	\$0.65	\$0.40	\$0.58
Weighted average shares outstanding										
Basic	93,416	93,350	93,522	93,488	93,595	93,574	92,689	92,205	91,669	89,521
Diluted	96,199	95,423	95,611	95,716	95,537	95,188	94,355	93,946	93,209	90,744

**SEGMENT RESULTS <sup>(1)</sup>**

Research Revenue	\$274,620	\$278,302	\$284,048	\$300,177	\$310,331	\$311,233	\$316,518	\$332,929	\$348,114	\$358,495
Research Gross Contribution	\$188,602	\$189,471	\$193,540	\$202,796	\$215,214	\$213,411	\$220,329	\$230,429	\$246,101	\$248,263
Contribution Margin	68.7%	68.1%	68.1%	67.6%	69.3%	68.6%	69.6%	69.2%	70.7%	69.3%
Consulting Revenue	\$74,563	\$76,676	\$71,731	\$81,923	\$72,633	\$85,928	\$70,149	\$85,547	\$84,271	\$93,488
Consulting Gross Contribution	\$27,600	\$27,906	\$24,380	\$29,367	\$22,538	\$33,185	\$21,114	\$30,729	\$30,338	\$36,235
Contribution Margin	37.0%	36.4%	34.0%	35.8%	31.0%	38.6%	30.1%	35.9%	36.0%	38.8%
Events Revenue	\$19,988	\$42,504	\$18,627	\$92,649	\$23,790	\$48,886	\$24,038	\$102,231	\$14,317	\$67,837
Events Gross Contribution	\$7,895	\$20,394	\$4,511	\$47,252	\$7,108	\$23,114	\$7,095	\$53,898	\$2,963	\$34,232
Contribution Margin	39.5%	48.0%	24.2%	51.0%	29.9%	47.3%	29.5%	52.7%	20.7%	50.5%

(1) The Company evaluates reportable segment performance and allocates resources based on gross contribution margin. Gross contribution is defined as operating income excluding certain cost of services and product development expenses, selling, general and administrative expenses, depreciation, acquisition and integration charges, and amortization of intangibles. Gross contribution margin is defined as gross contribution as a percentage of revenues.

**GARTNER, INC. - SUMMARY FINANCIAL STATEMENTS (QUARTERLY)**

(In thousands)

**SUMMARY BALANCE SHEET**

	March 31, 2012	June 30, 2012	September 30, 2012	December 31, 2012	March 31, 2013	June 30, 2013	September 30, 2013	December 31, 2013	March 31, 2014	June 30, 2014
ASSETS										
Current assets:										
Cash and cash equivalents	\$ 138,985	\$ 150,531	\$ 255,391	\$ 299,852	\$ 269,063	\$ 333,363	\$ 374,521	\$ 423,990	\$ 283,284	\$ 317,925
Fees receivable, net	384,125	389,414	370,951	463,968	441,405	432,011	392,174	490,923	496,997	493,216
Deferred commissions	75,466	68,310	65,870	87,933	82,929	77,884	77,390	106,287	97,610	88,689
Prepaid expenses and other current assets	78,244	78,095	89,766	75,713	81,643	80,100	91,070	63,682	67,777	71,939
Total current assets	676,820	686,350	781,978	927,466	875,040	923,358	935,155	1,084,882	945,668	971,769
Property, equipment and leasehold improvements, net	69,663	77,795	80,344	89,089	88,508	89,415	90,198	91,759	94,208	95,831
Goodwill	510,933	515,002	519,200	519,506	516,525	516,144	518,555	519,203	589,786	598,731
Intangible assets, net	6,321	14,052	13,142	11,821	10,477	8,834	7,535	6,107	34,537	36,415
Other assets	86,111	86,916	84,484	73,395	76,845	76,036	76,955	81,631	93,514	94,062
Total assets	\$ 1,349,848	\$ 1,380,115	\$ 1,479,148	\$ 1,621,277	\$ 1,567,395	\$ 1,613,787	\$ 1,628,398	\$ 1,783,582	\$ 1,757,713	\$ 1,796,808
LIABILITIES AND STOCKHOLDERS' EQUITY										
Current liabilities:										
Accounts payable and accrued liabilities	\$ 160,093	\$ 178,528	\$ 206,290	\$ 287,763	\$ 180,896	\$ 204,350	\$ 224,873	\$ 325,059	\$ 211,566	\$ 251,421
Deferred revenues	650,666	659,741	682,603	692,237	736,696	749,240	754,120	766,114	832,555	847,877
Current portion of long term debt	100,293	70,088	80,000	90,000	57,500	61,250	65,000	68,750	222,500	246,250
Total current liabilities	911,052	908,357	968,893	1,070,000	975,092	1,014,840	1,043,993	1,159,923	1,266,621	1,345,548
Other liabilities	127,015	126,767	128,790	129,604	125,646	126,503	122,770	126,093	121,869	125,001
Long term debt	140,000	130,000	120,000	115,000	147,500	143,750	140,000	136,250	132,500	128,750
Total liabilities	1,178,067	1,165,124	1,217,683	1,314,604	1,248,238	1,285,093	1,306,763	1,422,266	1,520,990	1,599,299
Total stockholders' equity (deficit)	171,781	214,991	261,465	306,673	319,157	328,694	321,635	361,316	236,723	197,509
Total liabilities and stockholders' equity	\$ 1,349,848	\$ 1,380,115	\$ 1,479,148	\$ 1,621,277	\$ 1,567,395	\$ 1,613,787	\$ 1,628,398	\$ 1,783,582	\$ 1,757,713	\$ 1,796,808

**SUMMARY CASH FLOW STATEMENT**

	Three months ended 03/31/12	Six months ended 6/30/12	Nine months ended 9/30/12	Twelve months ended 12/31/12	Three months ended 03/31/13	Six months ended 6/30/13	Nine months ended 9/30/13	Twelve months ended 12/31/13	Three months ended 03/31/14	Six months ended 6/30/14
Operating activities:										
Net income	\$ 34,221	\$ 75,705	\$ 107,080	\$ 165,903	\$ 36,675	\$ 83,189	\$ 121,383	\$ 182,801	\$ 37,736	\$ 90,776
Adjustments to reconcile net income (loss) to net cash provided by operating activities:										
Depreciation and amortization of intangibles	6,634	13,744	21,407	29,771	8,434	16,855	25,464	34,442	8,738	18,438
Stock based compensation expense	10,939	18,802	28,021	36,378	12,342	19,574	27,049	34,735	13,752	20,617
Excess tax benefits from stock-based compensation	(13,784)	(16,728)	(20,366)	(21,304)	(13,219)	(17,114)	(18,412)	(25,392)	(11,146)	(14,275)
Deferred taxes	(1,664)	(3,401)	(3,268)	973	(1,872)	(1,747)	4,989	16,663	7,351	4,450
Other adjustments, net	509	1,008	1,512	2,008	858	1,472	2,107	2,710	581	1,100
Changes in assets and liabilities, excluding the effects of acquisitions	(18,176)	10,322	74,365	66,084	(23,525)	38,087	79,489	69,695	(40,542)	31,652
Cash provided by operating activities	18,679	99,452	208,751	279,813	19,693	140,316	242,069	315,654	16,470	152,758
Investing activities:										
Additions to property, equipment and leasehold improvements	(7,118)	(20,642)	(30,800)	(44,337)	(9,648)	(19,635)	(27,772)	(36,498)	(9,185)	(19,151)
Other investing activities, net	0	(9,509)	(10,336)	(10,336)	0	0	0	0	(115,270)	(121,891)
Cash used in investing activities	(7,118)	(30,151)	(41,136)	(54,673)	(9,648)	(19,635)	(27,772)	(36,498)	(124,455)	(141,042)
Financing activities:										
Net issuance (payment) of debt	40,293	88	-	5,000	-	-	-	-	150,000	170,000
Proceeds from stock issued for stock plans	5,524	8,751	10,560	12,430	1,955	3,355	4,539	6,043	2,428	5,064
Purchases of treasury stock	(77,157)	(84,675)	(89,300)	(111,304)	(48,527)	(98,000)	(157,251)	(181,736)	(195,850)	(307,448)
Excess tax benefit from stock compensation	13,784	16,728	20,366	21,304	13,219	17,114	18,412	25,392	11,146	14,275
Payments for debt issuance and debt conversion costs	-	-	-	-	(3,553)	(3,553)	(3,553)	(3,553)	-	-
Cash used in financing activities	(17,556)	(59,108)	(58,374)	(72,570)	(36,906)	(81,084)	(137,853)	(153,854)	(32,276)	(118,109)
Net increase (decrease) in cash and cash equivalents	(5,995)	10,193	109,241	152,570	(26,861)	39,597	76,444	125,301	(140,261)	(106,393)
Effects of exchange rates on cash and cash equivalents	2,241	(2,401)	3,411	4,543	(3,928)	(6,086)	(1,775)	(1,163)	(445)	328
Cash and cash equivalents, beginning of period	142,739	\$ 142,739	\$ 142,739	\$ 142,739	\$ 299,852	\$ 299,852	\$ 299,852	\$ 299,852	\$ 423,990	\$ 423,990
Cash and cash equivalents, end of period	\$ 138,985	\$ 150,531	\$ 255,391	\$ 299,852	\$ 269,063	\$ 333,363	\$ 374,521	\$ 423,990	\$ 283,284	\$ 317,925

GARTNER, INC. - SUMMARY FINANCIAL STATEMENTS (ANNUAL)

	Year ending December '09	Year ending December '10	Year ending December '11	Year ending December '12	Year ending December '13
<b>SUMMARY INCOME STATEMENT</b>					
Revenues:					
Research	\$752,505	\$865,000	\$1,012,062	\$1,137,147	\$1,271,011
Consulting	286,847	302,117	308,047	304,893	314,257
Events	100,448	121,337	148,479	173,768	198,945
Total revenues	\$1,139,800	\$1,288,454	\$1,468,588	\$1,615,808	\$1,784,213
Costs and expenses:					
Cost of services and product development	498,363	552,238	608,755	659,067	713,484
Selling, general and administrative	477,003	543,174	613,707	678,843	760,458
Depreciation	25,387	25,349	25,539	25,369	28,996
Amortization of intangibles	1,636	10,525	6,525	4,402	5,446
Acquisition and integration charges	2,934	7,903	0	2,420	337
Other charges	0	0	0	-	-
Total costs and expenses	\$1,005,323	\$1,139,189	\$1,254,526	\$1,370,101	\$1,508,721
Operating income	\$134,477	\$149,265	\$214,062	\$245,707	\$275,492
Interest expense, net	(16,032)	(15,616)	(9,967)	(8,859)	(8,837)
Other income (expense), net	(2,919)	436	(1,911)	(1,252)	(216)
Income (loss) before income taxes	115,526	134,085	202,184	235,596	266,439
Provision for income taxes	32,562	37,800	65,282	69,693	83,638
Income from continuing operations	82,964	96,285	136,902	165,903	182,801
Income from discontinued operations, net of taxes	0	0	0	0	0
Net income	\$82,964	\$96,285	\$136,902	\$165,903	\$182,801
Diluted - from continuing operations	\$0.85	\$0.96	\$1.39	\$1.73	\$1.93
Weighted average shares outstanding:					
Basic	94,658	95,747	96,019	93,444	93,015
Diluted	97,549	99,834	98,846	95,842	94,830
<b>SEGMENT RESULTS</b>					
Research Revenue	\$752,505	\$752,505	\$1,012,062	\$1,137,147	\$1,271,011
Research Gross Contribution <sup>(1)</sup>	\$489,862	\$489,862	682,136	\$774,342	\$879,384
Contribution Margin	65.1%	65.1%	67.4%	68.1%	69.2%
Consulting Revenue	\$286,847	\$302,117	\$308,047	\$304,893	\$314,257
Consulting Gross Contribution <sup>(1)</sup>	\$112,099	\$112,099	114,838	\$109,253	\$107,565
Contribution Margin	39.1%	39.1%	37.3%	35.8%	34.2%
Events Revenue	\$100,448	\$121,337	148,479	\$173,768	\$198,945
Events Gross Contribution <sup>(1)</sup>	\$40,946	\$40,946	55,884	\$80,119	\$91,216
Contribution Margin	40.8%	40.8%	46.1%	46.1%	45.8%

(1) The Company evaluates reportable segment performance and allocates resources based on gross contribution margin. Gross contribution is defined as operating income excluding certain cost of services and product development expenses, selling, general and administrative expenses, depreciation, acquisition and integration charges, and amortization of intangibles. Gross contribution margin is defined as gross contribution as a percentage of revenues.

**GARTNER, INC. - SUMMARY FINANCIAL STATEMENTS (ANNUAL)**

(In thousands, except per share data)

<b><u>SUMMARY BALANCE SHEET</u></b>	<b>Year ending December '09</b>	<b>Year ending December '10</b>	<b>Year ending December '11</b>	<b>Year ending December '12</b>	<b>Year ending December '13</b>
ASSETS					
Current assets:					
Cash and cash equivalents	\$116,574	\$120,181	142,739	\$ 299,852	\$ 423,990
Fees receivable, net of allowances	317,598	364,818	421,033	463,968	490,923
Deferred commissions	70,253	71,955	78,492	87,933	106,287
Prepaid expenses and other current assets	53,400	64,148	63,521	75,713	63,682
Total current assets	557,825	621,102	705,785	927,466	1,084,882
Property, equipment and leasehold improvements, net	52,466	47,614	68,132	89,089	91,759
Goodwill	513,612	510,265	508,550	519,506	519,203
Intangible assets, net	24,113	13,584	7,060	11,821	6,107
Other assets	67,263	93,093	90,345	73,395	81,631
Total assets	<u>\$1,215,279</u>	<u>\$1,285,658</u>	<u>\$1,379,872</u>	<u>\$1,621,277</u>	<u>\$1,783,582</u>
LIABILITIES AND STOCKHOLDERS' EQUITY					
Current liabilities:					
Accounts payable and accrued liabilities	\$255,966	\$247,733	259,490	\$ 287,763	\$ 325,059
Deferred revenues	437,207	523,263	611,647	692,237	766,114
Current portion of long term debt	205,000	40,156	50,000	90,000	68,750
Total current liabilities	898,173	811,152	921,137	1,070,000	1,159,923
Other liabilities	80,571	107,450	126,951	129,604	126,093
Long term debt	124,000	180,000	150,000	115,000	136,250
Total liabilities	1,102,744	1,098,602	1,198,088	1,314,604	1,422,266
Total stockholders' equity (deficit)	112,535	187,056	181,784	306,673	361,316
Total liabilities and stockholders' equity	<u>\$1,215,279</u>	<u>\$1,285,658</u>	<u>1,379,872</u>	<u>\$1,621,277</u>	<u>\$1,783,582</u>
<b><u>SUMMARY CASH FLOW STATEMENT</u></b>	<b>Year ending December '09</b>	<b>Year ending December '10</b>	<b>Year ending December '11</b>	<b>Year ending December '12</b>	<b>Year ending December '13</b>
Operating activities:					
Net income	\$82,964	\$96,285	136,902	\$ 165,903	\$ 37,736
Adjustments to reconcile net income to net cash provided by operating activities:					
Depreciation and amortization	27,023	35,874	32,064	29,771	8,738
Stock-based compensation expense	26,066	32,634	32,865	36,378	13,752
Excess tax benefits from stock-based compensation	(2,392)	(18,364)	(25,572)	(21,304)	(11,146)
Deferred taxes	5,003	(2,609)	(965)	973	7,351
Other adjustments, net	1,480	1,567	2,288	2,008	581
Changes in assets and liabilities, excluding the effects of acquisitions	21,793	60,112	77,984	66,084	(40,542)
Cash provided by operating activities	161,937	205,499	255,566	279,813	16,470
Investing activities:					
Additions to property, equipment and leasehold improvements	(15,142)	(21,694)	(41,954)	(44,337)	(9,185)
Acquisitions and other	(104,523)	(12,151)	0	(10,336)	(101,770)
Cash used in investing activities	(119,665)	(33,845)	(41,954)	(54,673)	(110,955)
Financing activities:					
Net issuance (payment) of debt	(87,250)	(113,627)	(20,156)	5,000	150,000
Proceeds from stock issued for stock plans	14,822	23,527	20,011	12,430	2,428
Purchases of treasury stock	(3,744)	(99,820)	(211,986)	(111,304)	(195,850)
Excess tax benefits from stock-based compensation	2,392	18,364	25,572	21,304	11,146
Cash used in financing activities	(73,780)	(171,556)	(186,559)	(72,570)	(32,276)
Net increase (decrease) in cash and cash equivalents	(31,508)	98	27,053	152,571	(140,261)
Effects of exchange rates on cash and cash equivalents	7,153	3,509	(4,495)	4,543	(445)
Cash and cash equivalents, beginning of period	140,929	116,574	120,181	142,739	423,990
Cash and cash equivalents, end of period	<u>\$116,574</u>	<u>\$120,181</u>	<u>142,739</u>	<u>\$299,853</u>	<u>\$283,284</u>