

GARTNER, INC. - SELECTED FINANCIAL DATA (ANNUAL) ⁽¹⁾

(\$ in thousands, except per share data)

	Year ending December '03	Year ending December '04	Year ending December '05	Year ending December '06	Year ending December '07
<u>INCOME STATEMENT DATA</u>					
Revenues:					
Research	\$466,907	\$480,486	\$523,033	\$571,217	\$673,335
Consulting	258,628	\$259,419	\$301,074	\$305,231	\$325,030
Events	119,355	\$138,393	\$151,339	\$169,434	\$180,788
Other	13,556	\$15,523	\$13,558	\$14,439	\$10,045
Total revenues	858,446	\$893,821	\$989,004	\$1,060,321	\$1,189,198
Normalized EBITDA ⁽²⁾	\$114,369	\$109,488	\$105,141	\$155,557	\$194,051
Net income (loss)	\$23,589	\$16,889	(\$2,437)	\$58,192	\$73,553
Earnings per share (diluted)	\$0.25	\$0.13	(\$0.02)	\$0.50	\$0.68
<u>CASH FLOW DATA</u>					
Cash provided by operating activities	\$136,337	\$48,201	\$27,122	\$106,264	\$148,335
Capital expenditures	(\$28,928)	(\$25,104)	(\$22,356)	(\$21,113)	(\$24,172)
<u>BALANCE SHEET DATA</u>					
Cash and cash equivalents	\$229,962	\$160,126	\$70,282	\$67,801	\$109,945
Total assets	\$918,732	\$861,194	\$1,026,617	\$1,039,793	\$1,133,210
Total debt	\$0	\$190,000	\$246,667	\$370,000	\$394,000
Stockholders' equity (deficit)	\$374,790	\$130,048	\$146,588	\$26,318	\$17,498

(1) Annual data does not reflect the reclassification of the Company's former Vision Events business as a discontinued operation.

(2) Investors are cautioned that normalized EBITDA is not a financial measure under GAAP. In addition, it should not be construed as an alternative to any other measures of performance determined in accordance with GAAP. This non-GAAP financial measure is provided to enhance the user's overall understanding of the Company's current financial performance and the Company's prospects for the future. We believe normalized EBITDA is an important measure of our recurring operations as it excludes items that may not be indicative of our core operating results. Normalized EBITDA is based on operating income, excluding depreciation, accretion on obligations related to excess facilities, amortization, META integration charges, SFAS 123 (R), goodwill impairments, and other charges.

Reconciliation - GAAP to Normalized EBITDA:

Net income (loss)	\$23,589	\$16,889	(\$2,437)	\$58,192	\$73,553
Loss (gain) on investments, net	(4,740)	2,958	5,841	-	-
Interest expense, net	17,106	1,317	11,072	16,581	22,154
Other expense (income), net	(461)	3,922	2,929	797	(3,193)
Tax provision	11,839	17,573	7,875	27,680	40,608
Operating income	\$47,333	\$42,659	\$25,280	\$103,250	\$133,122
Normalizing adjustments:					
Depreciation, accretion and amortization	37,320	31,048	35,728	34,197	27,604
META integration charges	-	-	14,956	1,450	-
Other charges	29,716	35,781	29,177	-	9,084
SFAS No. 123 (R) stock compensation expense	\$0	\$0	\$0	16,660	24,241
Normalized EBITDA	\$114,369	\$109,488	\$105,141	\$155,557	\$194,051

GARTNER, INC. - SELECTED FINANCIAL DATA (Quarterly) ⁽¹⁾

(\$ in thousands, except per share data)

	Quarter ending March '06	Quarter ending June '06	Quarter ending September '06	Quarter ending December '06	Quarter ending March '07	Quarter ending June '07	Quarter ending September '07	Quarter ending December '07	Quarter ending March '08
INCOME STATEMENT DATA									
Revenues:									
Research	\$137,092	\$138,321	\$144,126	\$151,678	\$158,800	\$163,753	\$170,218	\$180,564	\$189,541
Consulting	75,893	83,663	69,502	76,173	76,267	83,555	73,838	91,370	78,118
Events	14,495	58,599	24,111	72,229	26,927	53,005	26,713	74,143	20,574
Other	3,449	3,510	3,621	3,859	2,203	3,178	2,350	2,314	1,866
Total revenues	230,929	284,093	241,360	303,939	264,197	303,491	273,119	348,391	290,099
Normalized EBITDA ⁽²⁾	28,659	44,559	30,031	52,308	31,739	46,968	36,291	80,049	40,139
Income from continuing operations					\$8,977				\$14,593
Earnings per share from continuing operations (diluted)					\$0.09				\$0.14
Net income (loss)	\$7,770	\$18,244	\$9,608	\$22,570	\$8,192	\$14,048	\$12,494	\$38,819	\$21,544
Earnings per share (diluted)	\$0.07	\$0.16	\$0.08	\$0.20	\$0.08	\$0.13	\$0.11	\$0.37	\$0.21
CASH FLOW DATA									
Cash provided by operating activities	\$8,651	\$24,327	\$41,744	\$31,542	(\$222)	\$43,915	\$38,802	\$65,840	\$14,217
Capital expenditures	(\$3,356)	(\$4,622)	(\$5,174)	(\$7,961)	(\$4,777)	(\$7,653)	(\$6,155)	(\$5,587)	(\$7,510)
BALANCE SHEET DATA									
Cash and cash equivalents	\$65,640	\$69,067	\$92,913	\$67,801	\$91,094	\$102,838	\$117,708	\$109,945	\$95,935
Total assets	\$979,478	\$984,754	\$1,013,597	\$1,039,793	\$1,057,432	\$1,079,505	\$1,106,082	\$1,133,210	\$1,095,801
Total debt	\$243,333	\$230,000	\$220,000	\$370,000	\$405,000	\$360,000	\$367,000	\$394,000	\$421,000
Stockholders' equity (deficit)	\$154,521	\$175,237	\$186,672	\$26,318	\$35,428	\$80,461	\$71,250	\$17,498	(\$17,611)

(1) First quarter 2007 and first quarter 2008 data reflect the reclassification of the Company's former Vision Events business as a discontinued operation.

(2) Investors are cautioned that normalized EBITDA is not a financial measure under GAAP. In addition, it should not be construed as an alternative to any other measures of performance determined in accordance with GAAP. This non-GAAP financial measure is provided to enhance the user's overall understanding of the Company's current financial performance and the Company's prospects for the future. We believe normalized EBITDA is an important measure of our recurring operations as it excludes items that may not be indicative of our core operating results. Normalized EBITDA is based on operating income, excluding depreciation, accretion on obligations related to excess facilities, amortization, META integration charges, SFAS 123 (R), goodwill impairments, and other charges.

Reconciliation - GAAP to Normalized EBITDA:

Net income (loss)	\$7,770	\$18,244	\$9,608	\$22,570	\$8,192	\$14,048	\$12,494	\$38,819	\$21,544
Loss (gain) on investments, net	-	-	-	-	-	-	-	-	-
Interest expense, net	4,363	4,479	3,848	3,891	6,263	5,398	5,223	5,270	4,715
Other expense (income), net	694	(173)	541	(265)	38	(1,814)	(303)	(1,114)	(523)
(Income) loss from discontinued operations					785				(6,951)
Tax provision	2,793	8,045	1,966	14,876	4,192	5,433	6,166	25,028	7,545
Operating income	\$15,620	\$30,595	\$15,963	\$41,072	\$19,470	\$23,065	\$23,580	\$68,003	\$26,330
Normalizing adjustments:									
Depreciation, accretion and amortization	9,043	9,514	9,324	6,316	6,702	6,979	6,893	7,030	7,177
META integration charges	1,450	-	-	-	-	-	-	-	-
Other charges	-	-	-	-	-	9,084	-	-	-
SFAS No. 123 (R) stock compensation expense	2,546	4,450	4,744	4,920	5,567	7,840	5,818	5,016	6,632
Normalized EBITDA	\$28,659	\$44,559	\$30,031	\$52,308	\$31,739	\$46,968	\$36,291	\$80,049	\$40,139