

The background is a solid blue color. It features several white circles of varying sizes scattered across the surface. Two prominent white lines, one straight and one curved, intersect on the left side of the image. A white rectangular box is positioned in the center-right area, containing the main text.

Fourth Quarter 2017 Results February 6, 2018

Gartner[®]

Disclaimer & Explanatory Note

Statements contained in this presentation regarding the growth and prospects of the business, the Company's projected 2017 financial results, long-term objectives and all other statements in this presentation other than recitation of historical facts are forward looking statements (as defined in the Private Securities Litigation Reform Act of 1995). Such forward looking statements involve known and unknown risks, uncertainties and other factors; consequently, actual results may differ materially from those expressed or implied thereby.

Factors that could cause actual results to differ materially include, but are not limited to, the ability to achieve and effectively manage growth, including the ability to integrate our recent acquisitions, and consummate and integrate future acquisitions; the ability to pay Gartner's debt obligations, the ability to maintain and expand Gartner's products and services; the ability to expand or retain Gartner's customer base; the ability to grow or sustain revenue from individual customers; the ability to attract and retain a professional staff of research analysts and consultants upon whom Gartner is dependent; the ability to achieve continued customer renewals and achieve new contract value, backlog and deferred revenue growth in light of competitive pressures; the ability to carry out Gartner's strategic initiatives and manage associated costs; the ability to successfully compete with existing competitors and potential new competitors; the ability to enforce and protect our intellectual property rights; additional risks associated with international operations including foreign currency fluctuations; the impact of restructuring and other charges on Gartner's businesses and operations; general economic conditions; risks associated with the credit worthiness and budget cuts of governments and agencies; the impact of the Tax Cut and Jobs Act of 2017; and other risks listed from time to time in Gartner's reports filed with the Securities and Exchange Commission, including Gartner's most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q.

The Company's SEC filings can be found on Gartner's website at investor.gartner.com and on the SEC's website at www.sec.gov. Forward looking statements included herein speak only as of February 6, 2018 and the Company disclaims any obligation to revise or update such statements to reflect events or circumstances after this date or to reflect the occurrence of unanticipated events or circumstances.

In this presentation, we include "Combined" numbers that, for periods prior to our acquisition of CEB (**unless expressly noted otherwise**), reflect numerical addition of the results of Gartner and CEB for each line item and do not include all the adjustments required with respect to the presentation of pro forma financial information under GAAP and the rules and regulations of the SEC. Accordingly, these "Combined" numbers are non-GAAP, but are provided because Gartner believes they are useful in comparing performance of Gartner following the CEB acquisition with performance of Gartner and CEB independently prior to Gartner's acquisition of CEB. These Combined numbers should be read together with the historical financial statements of Gartner and CEB included in their respective quarterly reports on Form 10-Q and annual reports on Form 10-K, and the pro forma financial statements included in Exhibit 99.1 to Gartner's Current Report on Form 8-K filed with the SEC on April 6, 2017 and footnote 2 to Gartner's Current Report on Form 10-Q for the period ended September 30, 2017.

References in this presentation to "Heritage Gartner" operating results and business measurements refer to Gartner excluding CEB.

Highlights: Fourth Quarter 2017



**Heritage Gartner Total FX Neutral CV
Growth of 16%**

y/y improvements in both client and wallet retention metrics with strong productivity growth



**Total Combined Adjusted Revenue
Growth of 11%**

13% y/y FX neutral growth for Heritage Gartner business



Adjusted EBITDA of \$221M



Adjusted Earnings Per Share of \$1.17

Overview: Fourth Quarter 2017

In \$ millions (unless stated)	Q4'16 (Combined)	Q4'17	YOY Change
Total Adjusted Revenue (a)	960	1,065	11%
Adjusted EBITDA (a)	217	221	2%
Adjusted Diluted Earnings Per Share (a)	N/A	\$1.17	N/M
Free Cash Flow (a)	105	14	-86%
12 Month Rolling Free Cash Flow Conversion	122%	112%	N/M
Net Debt (b)	229	2,774	1111%
Net Debt/Adjusted LTM EBITDA	0.5x	4.0x	N/M

a) Please refer to appendix slides for definition of non-GAAP measures and the reconciliation to the most directly comparable GAAP measures

b) Net Debt is calculated by subtracting total cash of \$549M from total outstanding debt of \$3,323M as of Q4'17. Total cash includes a \$10M unrestricted cash balance, which is classified as a held for sale asset

Research: Fourth Quarter 2017

In \$ millions (unless stated)	Q4'16	Q4'17	YOY Change
Research Combined Adjusted Revenue (a)	641	732	14%
Combined Adjusted Gross Contribution (a)	441	504	14%
Combined Adjusted Gross Contribution Margin (a)	69%	69%	+20 bps
Total Contract Value (Heritage Gartner)	1,903	2,213	16%
CEB Total Contract Value (b)	549	557	2%
Client Retention (Heritage Gartner)	84%	84%	+70 bps
Wallet Retention (Heritage Gartner)	104%	106%	+125 bps
Wallet Retention (CEB)	90%	96%	+550 bps
# of Client Enterprises (Heritage Gartner)	11,122	11,904	7%

Heritage Gartner Research:

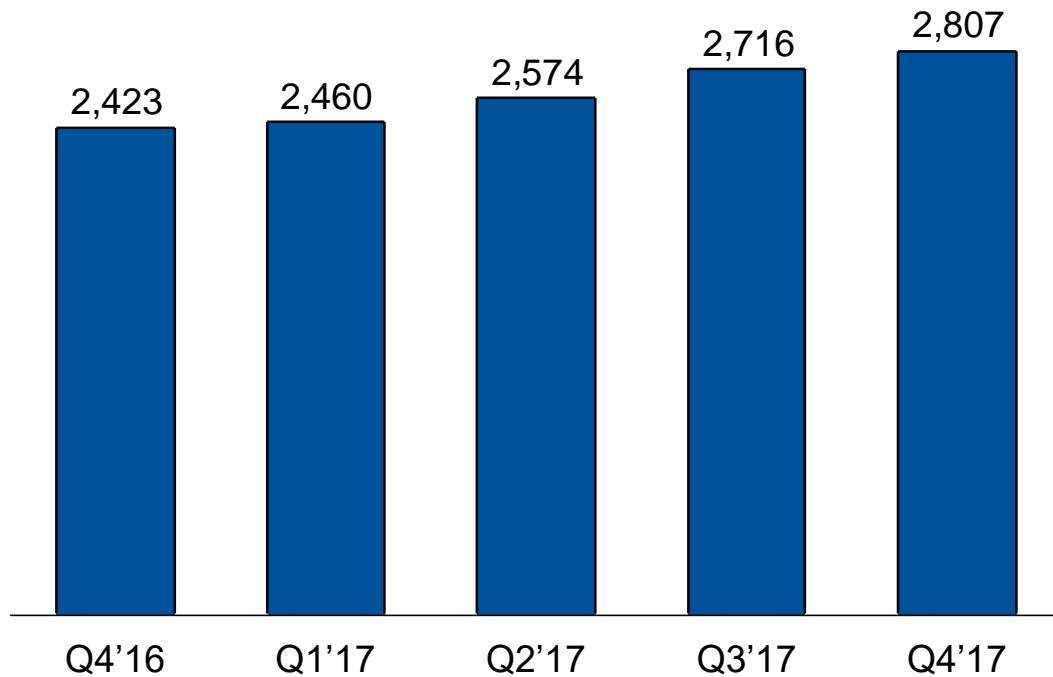
- Total FX neutral contract value growth of 16%
- Adjusted FX neutral revenue growth of 17%
- New business growth of 23% year-on-year
- Average Spend per Enterprise of \$186K, up 8% year-on-year on an FX neutral basis

a) Please refer to appendix slides for definition of non-GAAP measures and the reconciliation to the most directly comparable GAAP measures

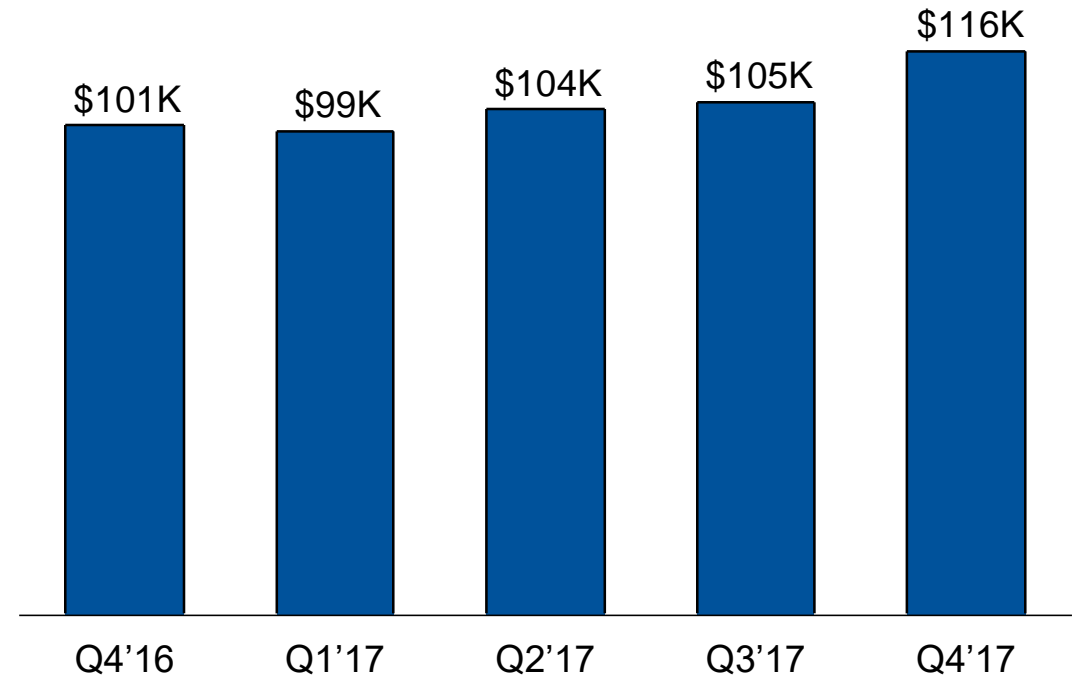
b) CEB total contract value recast at 2017 FX rates

Heritage Gartner Research Highlights

Direct Quota Bearing Headcount



FX Neutral Sales Productivity*



*Excludes L2

Events: Fourth Quarter 2017

In \$ millions (unless stated)	Q4'16 (Combined)	Q4'17	YOY Change
Events Adjusted Revenue (a)	160	169	5%
Adjusted Gross Contribution (a)	87	86	-1%
Adjusted Contribution Margin (a)	55%	51%	-330 bps
Number of Events (b)	14	15	1
Events Attendees (b)	25,715	29,187	14%

- On a same-events basis, Heritage Gartner Event business adjusted revenues increased 8% and 6% year-on-year in Q4 2017 on a reported and FX neutral basis, respectively
- Heritage Gartner Events held 13 events in Q4 2017, with 12% year-on-year increase in same event attendees
- CEB held 2 destination events in Q4 2017

a) Please refer to appendix slides for definition of non-GAAP measures and the reconciliation to the most directly comparable GAAP measures

b) Includes Heritage Gartner and CEB destination events

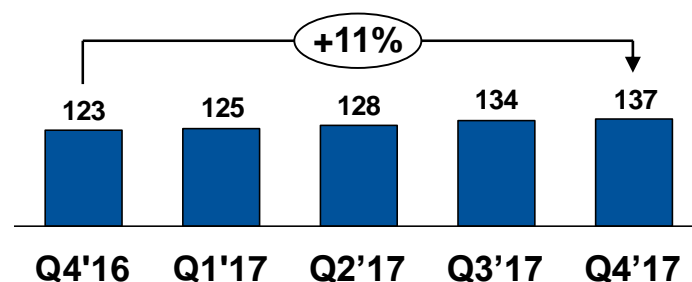
Consulting: Fourth Quarter 2017

In \$ millions (unless stated)	Q4'16 (Combined)	Q4'17	YOY Change
Consulting Adjusted Revenue (a)	81	85	5%
Adjusted Gross Contribution (a)	19	22	19%
Adjusted Contribution Margin (a)	23%	26%	+300 bps
Quarterly Utilization Rate	65%	64%	-60 bps
Billable Headcount	629	682	8%
Avg. Annualized Rev. per Billable Headcount (\$ thousands)	372	371	-30 bps

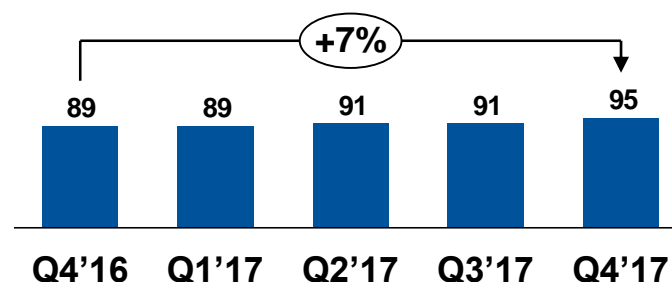
a) Please refer to appendix slides for definition of these non-GAAP measures and the reconciliation to the most directly comparable GAAP measures

- Continued investment in Managing Partners, up 11% compared to Q4 2016
- Backlog increased by 7% and 9% year-on-year on a reported and FX neutral basis in Q4 2017, respectively
- Backlog represents approximately 4 months of forward coverage, in-line with operational target

Managing Partners



Consulting Backlog* (\$M)



* No longer includes backlog associated with Strategic Advisory Services (SAS)

Talent Assessment & Other: Fourth Quarter 2017

In \$ millions (unless stated)	Q4'16 (Combined)	Q4'17	YOY Change
Talent Assessment & Other Adjusted Revenue (a)	78	79	2%
Adjusted Gross Contribution (a)	46	51	11%
Adjusted Contribution Margin (a)	59%	64%	+550 bps

- Talent Assessment & Other includes CEB's previously disclosed Talent Assessment business as well as certain CEB non-subscription based talent products and services
- Following a strategic review, the company signed a definitive agreement to divest the biggest component of the Talent Assessment segment. The transaction is expected to close in the first half of the year with a purchase price of around \$400 million.

a) Please refer to appendix slides for definition of non-GAAP measures and the reconciliation to the most directly comparable GAAP measures

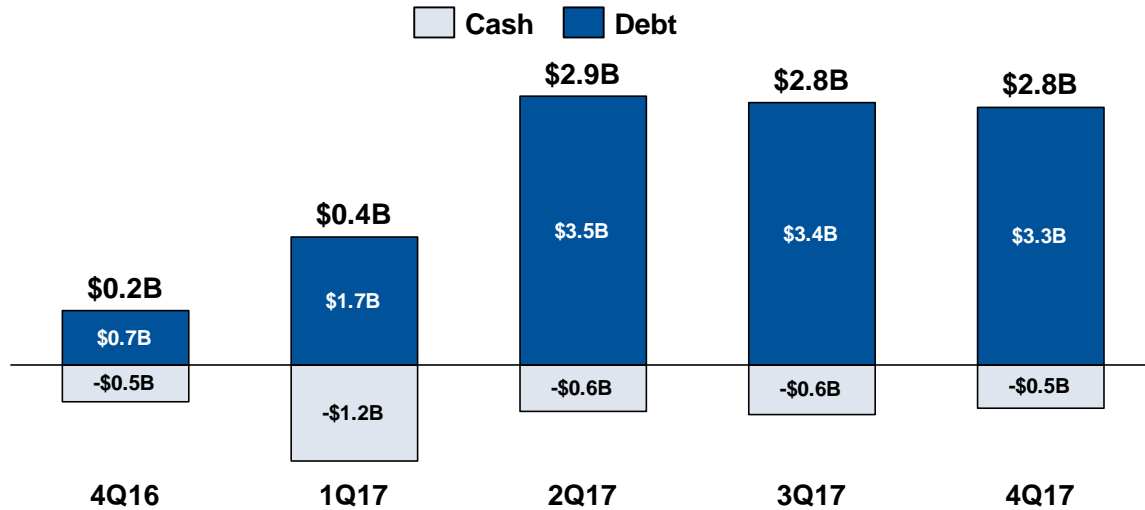
Cash Flow Highlights: Fourth Quarter 2017

In \$ millions (unless stated)	Q4'16 (Combined)	Q4'17	YOY Change
Adjusted EBITDA	217	221	2%
Operating Cash Flow	119	22	-81%
- Capital Expenditures	(21)	(35)	68%
+ Cash Acquisition and Integration Payments	7	27	320%
= Free Cash Flow	105	14	-86%
12 Month Rolling Free Cash Flow Conversion	122%	112%	N/M

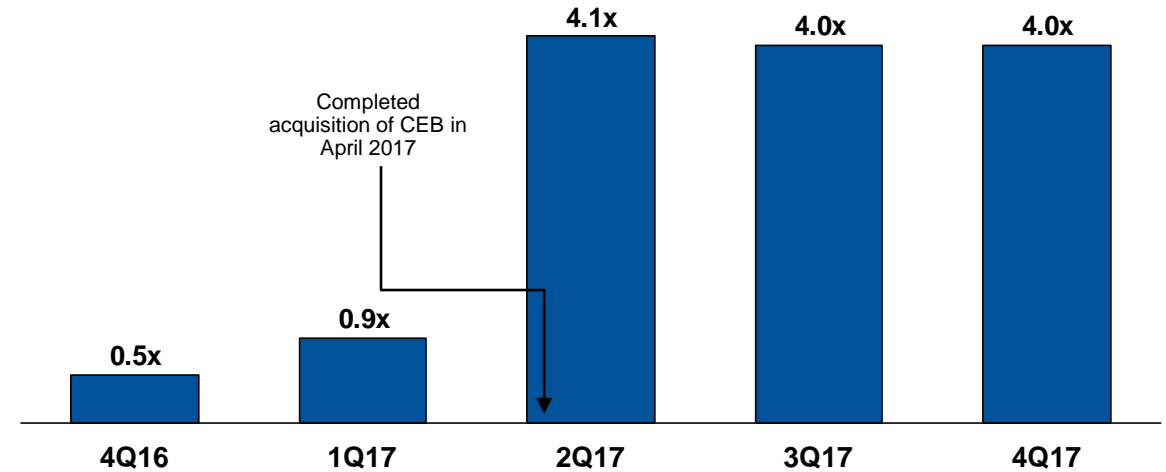
- The decrease to Operating and Free cash flow on a comparable basis versus prior year is due to higher interest and capex
- In addition, there was a one-time, \$40 million impact from the timing of billings, which is expected to reverse in the first half of 2018
- Our business model continues to convert Free Cash Flow in excess of Adjusted Net Income on a combined basis

Balance Sheet and Capital Structure: Fourth Quarter 2017

Net Debt (\$B)



Net Debt* / EBITDA Ratio



*Net Debt in Leverage Ratio calculated using LTM of Adjusted EBITDA of \$697M of Adjusted EBITDA
 Revolver capacity was \$558M as of the end of 4Q17
 66% of gross debt has fixed interest rates
 Total cash includes a \$10M unrestricted cash balance, which is classified as a held for sale asset

2018 Guidance

In \$ millions, except per share amounts	2018 Guidance Range
Research adjusted revenue	3,100 - 3,150
Consulting adjusted revenue	340 - 355
Events adjusted revenue	380 - 400
Talent Assessment & Other adjusted revenue	285 - 305
Total Adjusted Revenue	4,105 - 4,210
Adjusted EBITDA	750 - 800
Adjusted Diluted Earnings Per Share	\$3.71 - \$4.11
Fully Diluted Number of Shares	93
Operating Cash Flow	460 - 510
Acquisition and Integration Payments	126
Capital Expenditures	(135) - (145)
Free Cash Flow	451 - 491

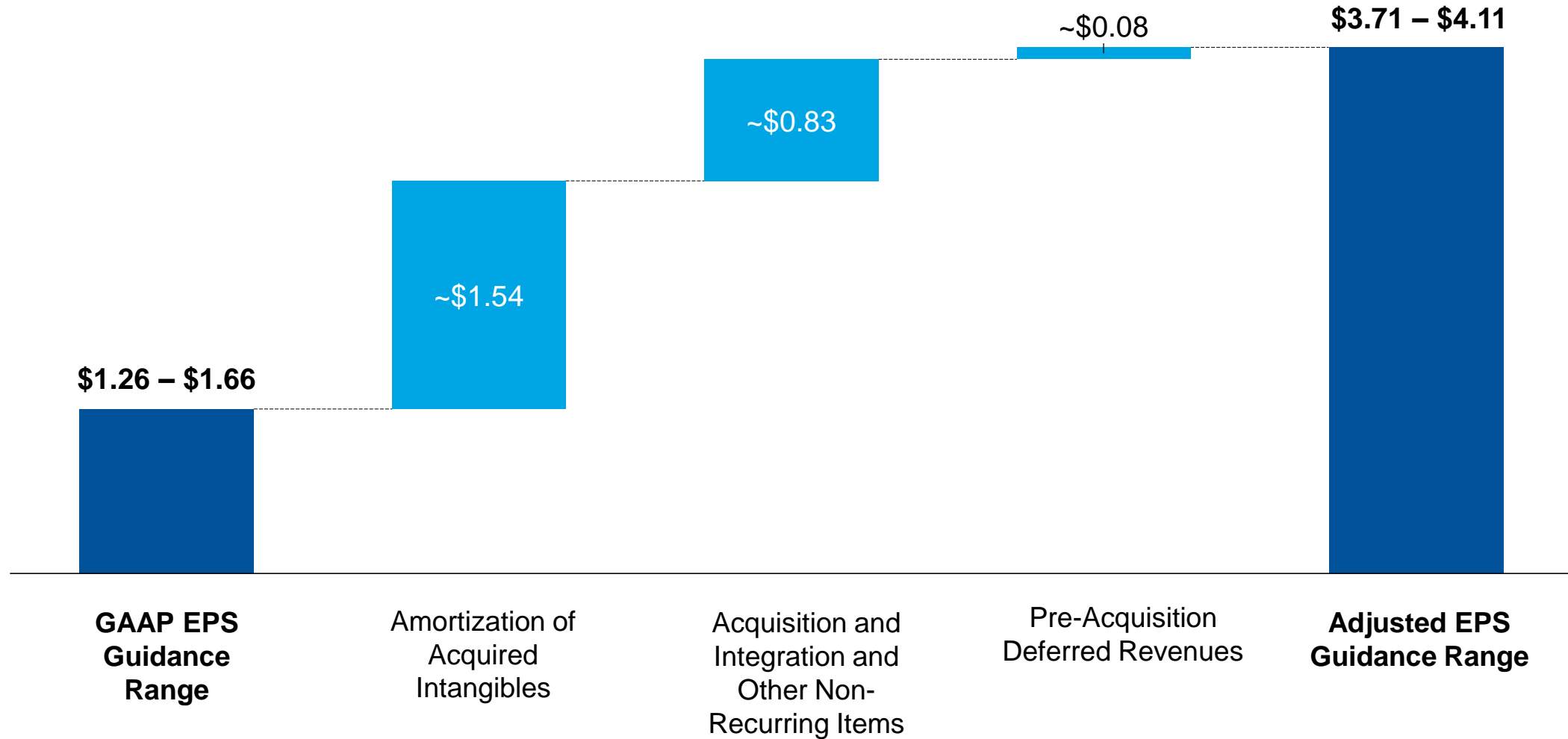
Please refer to appendix slides for definition of non-GAAP measures and the reconciliation to the most directly comparable GAAP measures

Additional 2018 Guidance Items

In \$ millions, unless stated

Stock-based compensation	73 - 74
Depreciation	80 - 81
Amortization of intangible assets	190
Effective tax rate (GAAP)	27 - 28%
Effective tax rate (adjusted)	26%

GAAP and Adjusted EPS 2018 Outlook



Adjusting items calculated at the midpoint of guidance range

Appendix

Adjusted Revenue Reconciliation – 2018 Guidance

In \$ millions	2018 GAAP Revenue Guidance	Deferred Revenue Fair Value Adjustment	2018 Adjusted Revenue
Research revenue	3,095 - 3,145	5 - 5	3,100 - 3,150
Consulting revenue	340 - 355	-	340 - 355
Events revenue	380 - 400	-	380 - 400
Talent Assessment & Other	280 - 300	5 - 5	285 - 305
Total Revenue	4,095 - 4,200	10 - 10	4,105 - 4,210

a) Please refer to appendix slides for definition of non-GAAP measures and the reconciliation to the most directly comparable GAAP measures

Operating Income (Loss) to Adjusted EBITDA^(a) Reconciliation

In \$ thousands	Q4'16 (Combined)	Q4'17
Operating income (Loss)	67,258	62,894
Normalizing adjustments:		
Stock-based compensation expense (b)	16,239	8,972
Depreciation, accretion, and amortization (c)	41,371	71,802
Amortization of pre-acquisition deferred revenues (d)	2,911	50,085
Acquisition and integration charges and other nonrecurring items (e)	11,376	27,173
Other charges (f)	77,608	
Adjusted EBITDA	216,763	220,926

a) Adjusted EBITDA is based on GAAP operating income adjusted for certain normalizing adjustments

b) Consists of charges for stock-based compensation awards

c) Includes depreciation expense, accretion on excess facilities accruals, and amortization of intangibles

d) Consists of the amortization of non-cash fair value adjustments on pre-acquisition deferred revenues. The majority of the pre-acquisition deferred revenue is recognized ratably over the remaining period of the underlying revenue contract

e) Consists of incremental and directly-related charges related to acquisitions and other non-recurring items

f) Primarily consists of restructuring costs, real estate and business transformation costs, equity investment losses and non-operating foreign currency impact related to the acquired CEB business

Adjusted Earnings Per Share^(a): Fourth Quarter 2017

In \$ thousands, except per share amounts	Three Months Ended 31-Dec-17
Net Income (Loss)	107,307
Acquisition and other adjustments:	
Amortization of acquired intangibles (b)	53,260
Amortization of pre-acquisition deferred revenues (c)	50,085
Acquisition and integration charges and other nonrecurring items (d)	29,034
Impact of Tax Cuts and Jobs Act of 2017 (e)	(59,599)
Tax impact of adjustments (f)	(72,044)
Adjusted net income	108,043
Adjusted diluted earnings per share (g):	\$1.17
Weighted average shares outstanding:	
Diluted (in millions)	92

a) Adjusted earnings per share represents GAAP diluted earnings per share adjusted for the per share impact of certain items directly-related to acquisitions and other items

b) Consists of non-cash amortization charges from acquired intangibles

c) Consists of the amortization of non-cash fair value adjustments on pre-acquisition deferred revenues. The majority of the pre-acquisition deferred revenue is recognized ratably over the remaining period of the underlying revenue contract

d) Consists of incremental and directly-related charges related to acquisitions and other non-recurring items

e) Consists of the provisional, non-recurring net income tax benefit from the reduction of certain deferred tax liabilities and the repatriation tax on foreign earnings resulting from the Tax Cuts and Jobs Act of 2017

f) The effective tax rate was 54% and 36% for the three and twelve months ended December 31, 2017, respectively, and 8% and 19% for the three and twelve months ended December 31, 2016

g) Calculated by dividing Adjusted net income by the weighted average diluted shares outstanding for the respective period

Operating Cash Flow to Free Cash Flow^(a) Reconciliation

In \$ thousands	Q4'16 (Combined)	Q4'17
Cash provided by operating activities	119,220	22,250
Normalizing adjustments:		
Cash paid for acquisition and integration	6,575	27,270
Cash paid for capital expenditures	(20,952)	(35,146)
Free Cash Flow	104,843	14,374

a) Represents cash provided by operating activities determined in accordance with GAAP plus payments for acquisition and integration items directly-related to our acquisitions and certain nonrecurring items; less payments for capital expenditures

Adjusted Segments

Three Months Ended
December 31, 2017
As Reported

In \$ thousands	GAAP Revenue	Deferred Revenue Fair Value Adjustment	Adjusted Revenue	Direct Expense	Adjusted Gross Contribution	Adjusted Contribution Margin	Adjusted EBITDA
Research	692,799	38,674	731,473	227,690	503,782	69%	
Consulting	85,257	-	85,257	63,172	22,085	26%	
Events	166,476	2,240	168,716	82,309	86,407	51%	
Talent Assessment & Other	69,977	9,172	79,149	28,240	50,908	64%	
TOTAL	1,014,509	50,085	1,064,594	401,412	663,182	62%	220,926

Three Months Ended
December 31, 2016
Combined^(a)

In \$ thousands	GAAP Revenue	Deferred Revenue Fair Value Adjustment	Adjusted Revenue	Direct Expense	Adjusted Gross Contribution	Adjusted Contribution Margin	Adjusted EBITDA
Research	641,235	(212)	641,447	200,490	440,957	69%	
Consulting	81,058	-	81,058	62,433	18,625	23%	
Events	157,180	(2,653)	159,833	72,650	87,183	55%	
Talent Assessment & Other	77,894	-	77,894	32,042	45,852	59%	
TOTAL	957,367	(2,865)	960,232	367,615	592,617	62%	216,763

a) Please refer to Exhibit 99.2 filed with Form 8-K on August 8, 2017 for a breakdown of the combined amounts into the Heritage Gartner and CEB components

Definitions

Adjusted Revenue: Represents GAAP revenue plus non-cash fair value adjustments on pre-acquisition deferred revenues. The majority of the pre-acquisition deferred revenue is recognized ratably over the remaining period of the underlying revenue contract.

Adjusted EBITDA: Represents GAAP operating (loss) income excluding stock-based compensation expense; depreciation, amortization, and accretion on obligations related to excess facilities; amortization of pre-acquisition deferred revenues; acquisition and integration charges; and other non-recurring items.

Adjusted Net Income: Represents GAAP net income adjusted for the impact of certain items directly related to acquisitions and other non-recurring items. These adjustments include the amortization of identifiable intangibles from acquisitions; incremental and directly-related acquisition and integration charges related to the achievement of certain performance targets and employment conditions, as well as legal, consulting, severance, and other costs; fair value adjustments on pre-acquisition deferred revenues; the non-recurring impact from the enactment of the Tax Cuts and Jobs Act of 2017; and other non-recurring items.

Adjusted EPS: Represents Adjusted Net Income divided by the weighted average diluted shares outstanding.

Free Cash Flow: Represents cash provided by operating activities determined in accordance with GAAP plus payments for acquisition and integration items directly-related to our acquisitions and certain nonrecurring items; less payments for capital expenditures.

Adjusted Gross Contribution: Adjusted Revenue less Direct Expenses.

Adjusted Gross Margin: Adjusted Gross Contribution divided by Adjusted Revenue.

