UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, DC 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)

August 8, 2017

GARTNER, INC.

(Exact name of registrant as specified in its charter)

DELAWARE	**1-14443**	**04-3099750**
(State or Other Jurisdiction of Incorporation)	(Commission File Number)	(IRS Employer Identification No.)

P.O. Box 10212
56 Top Gallant Road
Stamford, CT 06902-7747
(Address of Principal Executive Offices, including Zip Code)

(203) 316-1111
(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter): o

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act: o

ITEM 2.02. RESULTS OF OPERATIONS AND FINANCIAL CONDITION.

On August 8, 2017, Gartner, Inc. (the “Company” or "Gartner") announced financial results for the three and six months ended June 30, 2017. A copy of the Company’s Press Release is furnished herein as Exhibit 99.1.

In accordance with General Instruction B.2 of Form 8-K, the information in this Item 2.02 and in Exhibit 99.1 of this Current Report on Form 8-K shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

ITEM 7.01. REGULATION FD DISCLOSURE.

On August 8, 2017, Gartner made available on its website at www.gartner.com the slide presentation furnished as Exhibit 99.2 to this Current Report on Form 8-K (the “Second Quarter 2017 Results”). The Company intends to use the Second Quarter 2017 Results slides in connection with its conference call that is scheduled for Tuesday, August 8, 2017, regarding the Company’s results for the three and six months ended June 30, 2017.

In accordance with General Instruction B.2 of Form 8-K, the information in this Item 7.01 and in Exhibit 99.2 of this Current Report on Form 8-K shall not be deemed to be “filed” for purposes of Section 18 of the Exchange Act, or otherwise subject to the liability of that section, and shall not be incorporated by reference into any registration statement or other document filed under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS.

(d) Exhibits

EXHIBIT NO.	DESCRIPTION
99.1	Press Release issued August 8, 2017 with respect to financial results for Gartner, Inc. for the three and six months ended June 30, 2017.
99.2	Gartner, Inc. Second Quarter 2017 Results slides dated August 8, 2017.

SIGNATURES

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.

Gartner, Inc.

Date: August 8, 2017

By: /s/ Craig W. Safian

Craig W. Safian
Senior Vice President and
Chief Financial Officer

EXHIBIT INDEX

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EXHIBIT 99.1

Gartner **Press Release**

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Gartner Reports Financial Results for Second Quarter 2017

Total Contract Value up 15% YoY FX Neutral

Second Quarter Revenue up 15% YOY FX Neutral Excluding CEB Acquisition

STAMFORD, Conn., August 8, 2017 — Gartner, Inc. (NYSE: IT), the world's leading research and advisory company, today reported results for second quarter 2017. Gartner also provided a revised financial outlook for full year 2017 and announced an update to its reporting segments as a result of its recently completed CEB Inc. ("CEB") acquisition.

Acquisition of CEB and Changes In Reportable Segments

On April 5, 2017, Gartner completed its previously announced acquisition of CEB. Our consolidated operating results below for the three and six months ended June 30, 2017 include the results of CEB beginning on the acquisition date. The Company provides commentary below regarding the impact of CEB for the three and six months ended June 30, 2017. In addition, the Company has provided a slide presentation with supplemental information which is available as Exhibit 99.2 to the Company's Current Report on Form 8-K furnished to the SEC on August 8, 2017 and on the Company's website. References to "traditional Gartner" operating results and business measurements below refer to Gartner excluding CEB. References to "CEB" below refer to the operating results and business measurements of CEB subsequent to the acquisition.

With the CEB acquisition, Gartner is reporting four business segments reflecting the Company’s enlarged scale and breadth of advisory services. The Company’s reportable segments are as follows:

- *Research* - includes our previous Gartner Research segment as well as the results of CEB’s core subscription-based best practice and decision support research activities. In addition, Research now includes our Strategic Advisory Services ("SAS") business, which was previously included in the Consulting segment.

- *Consulting* - includes our previous Gartner Consulting segment except, as noted above, the results of our SAS business are now included in the Research segment.

- *Events* - includes the results of our previous Gartner Events segment and the results of CEB’s former Evanta business and destination event activities.

- *Talent Assessment & Other* - this is a new segment for Gartner and it includes CEB's previously disclosed Talent Assessment business as well as certain CEB non-subscription based talent products and services.

Consolidated Results Highlights

For second quarter 2017, total revenue was $843.7 million, an increase of $233.7 million, or 38% over second quarter 2016 as reported and up 40% on a foreign exchange neutral basis. Traditional Gartner revenue increased 13% on a reported basis and 15% on a foreign exchange neutral basis. Adjusted revenue was $935.3 million in second quarter 2017. Net (loss) was $(92.3) million in second quarter 2017, while Adjusted EBITDA was $185.0 million. GAAP diluted (loss) earnings per share was $(1.03) in second quarter 2017 compared to $0.62 in second quarter 2016. Adjusted

EPS was $0.88 per share in second quarter 2017 compared to $0.75 in second quarter 2016. (See “Non-GAAP Financial Measures” below for definitions of our Non-GAAP measures). For second quarter 2016, both the previously reported GAAP diluted earnings per share and Adjusted EPS have increased due to the Company's early adoption of FASB Accounting Standards Update (ASU) No. 2016-09 in 2016 (see below for additional explanation).

For the six months ended June 30, 2017, total revenue was approximately $1.5 billion, an increase of $301.6 million compared to the same period in 2016, or 26% as reported and 27% on a foreign exchange neutral basis. Traditional Gartner revenue increased 13% as reported and 14% adjusted for the foreign exchange impact. Net (loss) was $(55.8) million in the 2017 period while Adjusted EBITDA was $291.1 million. GAAP diluted (loss) earnings per share was $(0.65) per share and $1.15 per share for the six months ended June 30, 2017 and 2016, respectively. Adjusted EPS was $1.49 per share in the 2017 period compared to $1.42 per share in the 2016 period. Both the previously reported GAAP diluted earnings per share and Adjusted EPS for 2016 have increased due to the adoption of ASU No. 2016-09.

Gene Hall, Gartner’s chief executive officer, commented, “Gartner delivered another quarter of double-digit growth in the second quarter of 2017. The integration of Gartner and CEB is going extraordinarily well and gives us a quantum leap in capability. In our first 120 days, we’ve integrated our organizations, launched new products, introduced new commercial terms, and accelerated sales force hiring. And we’re not slowing down. Our outlook for long term growth remains incredibly strong.”

Business Segment Highlights

Research

Revenue for second quarter 2017 was $613.7 million, up 34% compared to second quarter 2016 on a reported basis and 33% on a foreign exchange neutral basis. The gross contribution margin was 65% and 70% in second quarter 2017 and 2016, respectively. Adjusting for the deferred revenue fair value adjustment related to CEB, the gross contribution margin was 68% in second quarter 2017. Traditional Gartner revenue increased 15% on a reported basis in second quarter 2017 and 16% on a foreign exchange neutral basis compared to second quarter 2016.

Traditional Gartner total contract value was approximately $2.0 billion at June 30, 2017, an increase of 14% on a reported basis and 15% on a foreign exchange neutral basis compared to June 30, 2016. CEB contract value was $578.0 million at June 30, 2017. Traditional Gartner client retention was 83% in both second quarter 2017 and 2016, while wallet retention was 105% in second quarter 2017 and 104% in second quarter 2016. CEB wallet retention was 94% and 93% in second quarter 2017 and 2016, respectively.

Consulting

Revenue for second quarter 2017 was $91.7 million compared to $86.5 million for second quarter 2016, an increase of 6% on a reported basis and 8% on a foreign exchange neutral basis. The gross contribution margin was 34% and 33% in second quarter 2017 and 2016, respectively. Second quarter 2017 utilization was 65% compared to 69% in second quarter 2016. As of June 30, 2017, billable headcount was 667 compared to 626 at June 30, 2016. Backlog was $91.0 million at June 30, 2017 compared to $93.3 million at June 30, 2016.

Events

Revenue for second quarter 2017 was $91.2 million compared to $66.8 million in the second quarter 2016, an increase of $24.4 million, or 37% on both a reported and foreign exchange neutral basis. Traditional Gartner revenue increased 13% on both a reported basis and foreign exchange neutral basis in second quarter 2017 compared to second quarter 2016. Gross contribution margin was 55% in second quarter 2017 compared to 54% in the prior year quarter. The Company held a total of 26 events in the second quarter of 2017, with the Gartner traditional events business holding 25 events with 18,064 attendees in second quarter 2017 compared to 25 events with 15,451 attendees in second quarter 2016. CEB held 1 event with 475 attendees in second quarter 2017.

Talent Assessment & Other

The Talent Assessment & Other segment is a new reporting segment for the Company resulting from the CEB acquisition. Revenue for second quarter 2017 was $47.1 million while gross contribution margin was 37%.

Cash Flow and Balance Sheet Highlights

The Company generated $82.7 million of cash from operating activities in the six months ended June 30, 2017 compared to cash generated of $161.8 million in the same period in 2016. Free Cash Flow was $106.2 million in the six months ended June 30, 2017 compared to $148.3 million in same period in 2016 (See "Non-GAAP Financial Measures" below for the definition of Free Cash Flow). During the six months ended June 30, 2017, the Company used $2.6 billion (net) in cash for acquisitions, $33.8 million to repurchase its common shares, $41.6 million for capital expenditures, and $65.1 million for acquisition and integration payments. The Company had $589.3 million of cash and cash equivalents and $675.0 million of additional borrowing capacity under its revolving credit facility as of June 30, 2017.

Impact of the Adoption of FASB ASU No. 2016-09 on our Previously Reported 2016 Numbers

In the third quarter of 2016, the Company early adopted Financial Accounting Standards Board Update 2016-09, *Improvements to Employee Share-Based Payment Accounting* ("ASU No. 2016-09"), which changed the accounting for stock-based compensation awards. The accounting changes required by ASU No. 2016-09 were applied to the beginning of the Company's 2016 fiscal year, and as a result certain previously reported financial results for the three and six months ended June 30, 2016 have changed. Net income increased $3.7 million and $8.5 million for the three and six months ended June 30, 2016, respectively. GAAP basic and diluted earnings per share increased by $0.05 and $0.10 for the three and six months ended June 30, 2016, respectively. In addition, our previously reported operating cash flow for the six months June 30, 2016 increased by $8.5 million. Note 1 in the Notes to the Financial Statements in the Company's June 30, 2017 Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission provides additional information.

Financial Outlook for 2017

The Company also provided an update to its financial outlook for full year 2017, to include CEB:

($ in millions, except per share data) (1)

	2017 Projected Range				
Revenue (GAAP):					
Research	$	2,421	—	$	2,470
Consulting		319	—		334
Events		321	—		340
Talent Assessment & Other	$	164	—	$	176
Total Revenue (GAAP)	$	3,225	—	$	3,320
Deferred Revenue Fair Value Adjustment (Non-GAAP)		203	—		203
Total Adjusted Revenue (Non-GAAP)	$	3,428	—	$	3,523
Operating (loss) income (GAAP)	$	(6)		$	29
Diluted EPS (GAAP)	$	(1.00)		$	(0.71)
Adjusted EBITDA (Non-GAAP)	$	685	—	$	720
Adjusted EPS (Non-GAAP)	$	3.32		$	3.49
Operating Cash Flow (GAAP)	$	315		$	335
Acquisition and Integration Payments		115			125
Capital Expenditures		(95)			(105)
Free Cash Flow (Non-GAAP)	$	335		$	355

(1) See "Non-GAAP Financial Measures" below for definitions of our Non-GAAP metrics.

Conference Call Information

Gartner has scheduled a conference call at 8:00 a.m. eastern time on Tuesday, August 8, 2017 to discuss the Company’s financial results for second quarter 2017. The conference call will be available via the Internet by accessing the Company’s website at http://investor.gartner.com or by dial-in. The U.S. dial-in number is 888-713-4217 and the international dial-in number is 617-213-4869. The participant passcode is 93772956#. The question and answer session of the conference call will be open to investors and analysts only. A replay of the webcast will be available for approximately 30 days following the call on the Company's website. In addition, a transcript of the call will also be available on the Company's website shortly after the conclusion of the call.

About Gartner

Gartner, Inc. (NYSE: IT) is the world’s leading research and advisory company. The Company helps business leaders across all major functions in every industry and enterprise size with the objective insights they need to make the right decisions. Gartner's comprehensive suite of services delivers strategic advice and proven best practices to help clients succeed in their mission-critical priorities. Gartner is headquartered in Stamford, Connecticut, U.S.A., and has more than 13,000 associates serving clients in over 11,000 enterprises in approximately 100 countries. For more information, visit www.gartner.com.

Non-GAAP Financial Measures

Certain financial measures used in this Press Release are not defined by generally accepted accounting principles ("GAAP") and as such are considered non-GAAP financial measures. We provide these measures to enhance the user’s overall understanding of the Company’s current financial performance and the Company’s prospects for the future. Investors are cautioned that these Non-GAAP financial measures are not defined in the same manner by other companies and as a result may not be comparable to other similarly titled measures used by other companies. Also, these Non-GAAP financial measures should not be construed as alternatives to other measures determined in accordance with GAAP.

The Company's Non-GAAP financial measures are as follows:

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. We believe Adjusted Revenue is an important measure of our recurring operations as it provides a more accurate period-over-period comparison of trends in revenues.

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. We believe Adjusted EBITDA is an important measure of our recurring operations as it excludes items not representative of our core operating results.

Adjusted Net Income: Represents GAAP net (loss) 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; and other non-recurring items. We believe Adjusted Net Income is an important measure of our recurring operations as it excludes items not indicative of our core operating results.

Adjusted EPS: Represents Adjusted Net Income divided by the number of Non-GAAP diluted shares. We believe Adjusted EPS is an important measure of our recurring operations as it excludes items that may not be indicative of our core operating results.

Free Cash Flow: Represents GAAP cash provided by operating activities plus cash acquisition and integration payments less payments for capital expenditures. We believe that Free Cash Flow is an important measure of the recurring cash generated by the Company's core operations that may be available to be used to repay debt obligations, repurchase our stock, invest in future growth through new business development activities, or make acquisitions.

Tables provided in this Press Release provide reconciliations of these Non-GAAP financial measures with the most directly comparable GAAP measure.

Safe Harbor Statement

Statements contained in this press release regarding the Company's growth and prospects, projected financial results and all other statements in this release 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 that may cause actual results to be materially different.

Such factors include, but are not limited to, the following: our ability to achieve and effectively manage growth, including our ability to integrate our recent CEB acquisition and other acquisitions, as well as consummate and integrate future acquisitions; our ability to pay our debt, which has increased substantially with the recent CEB acquisition; our ability to maintain and expand our products and services; our ability to expand or retain our customer base; our ability to grow or sustain revenue from individual customers; our ability to attract and retain a professional staff of research analysts and consultants as well as experienced sales personnel upon whom we are dependent; our ability to achieve continued customer renewals and achieve new contract value, backlog and deferred revenue growth in light of competitive pressures; our ability to carry out our strategic initiatives and manage associated costs; our ability to successfully compete with existing competitors and potential new competitors; our ability to enforce or protect our intellectual property rights; additional risks associated with international operations including foreign currency fluctuations; the impact of restructuring and other charges on our businesses and operations; general economic conditions; risks associated with the creditworthiness and budget cuts of governments and agencies; and other factors described under "Risk Factors" contained in our Annual Report on Form 10-K for the year ended December 31, 2016, and our Quarterly Report on Form 10-Q for the quarterly period ended June 30, 2017, both of which can be found on Gartner's website at www.investor.gartner.com and the SEC's website at www.sec.gov.

Forward-looking statements included herein speak only as of the date hereof and Gartner disclaims any obligation to revise or update such statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events or circumstances.

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GARTNER, INC.

Condensed Consolidated Statements of Operations

(Unaudited; in thousands, except per share amounts)

	Three Months Ended June 30, 2017 (a)	Three Months Ended June 30, 2016		Six Months Ended June 30, 2017 (a)	Six Months Ended June 30, 2016	
Revenues:						
Research (b)	$ 613,732	$ 456,690	34%	$ 1,125,038	$ 904,280	24 %
Consulting (b)	91,693	86,548	6%	170,287	164,169	4 %
Events	91,205	66,760	37%	126,474	98,815	28 %
Talent Assessment & Other	47,101	—	100%	47,101	—	100 %
Total revenues	843,731	609,998	38%	1,468,900	1,167,264	26 %
Costs and expenses:						
Cost of services and product development	352,004	231,422	52%	589,613	443,463	33 %
Selling, general and administrative expense	408,226	272,009	50%	712,470	529,420	35 %
Depreciation	18,057	9,025	100%	28,297	17,859	58 %
Amortization of intangibles	65,500	6,210	>100%	71,790	12,393	>100%
Acquisition and integration charges	98,332	8,033	>100%	111,604	16,401	>100%
Total costs and expenses	942,119	526,699	79%	1,513,774	1,019,536	48 %
Operating (loss) income	(98,388)	83,299	>100%	(44,874)	147,728	>100%
Interest expense, net	(43,956)	(7,356)	>100%	(49,862)	(13,362)	>100%
Other (expense) income, net	(407)	1,248	>100%	482	3,132	(85)%
(Loss) income before income taxes	(142,751)	77,191	>100%	(94,254)	137,498	>100%
(Benefit) provision for income taxes	(50,470)	25,565	>100%	(38,406)	40,884	>100%
Net (loss) income	$ (92,281)	$ 51,626	>100%	$ (55,848)	$ 96,614	>100%
Net (loss) income per share:						
Basic	$ (1.03)	$ 0.63	>100%	$ (0.65)	$ 1.17	>100%
Diluted	$ (1.03)	$ 0.62	>100%	$ (0.65)	$ 1.15	>100%
Weighted average shares outstanding:						
Basic	89,297	82,559	8%	86,066	82,505	4 %
Diluted	89,297	83,711	7%	86,066	83,708	3 %

(a) Includes the results of CEB beginning on April 5, 2017, the date of acquisition. The Company's Research segment includes the results of CEB's core subscription-based best practice and decision support research activities. Events includes the results of CEB's former Evanta business and destination event activities, while the Talent Assessment & Other segment, which is a new segment, includes the results of CEB's previously disclosed Talent Assessment business as well as certain CEB non-subscription based talent products and services.

(b) Effective June 30, 2017, the Company is reporting the results of its strategic advisory services ("SAS") business in the Research segment whereas previously the SAS business was reported with Consulting. The impact of the reclassification was not significant, however prior periods have been updated to conform to the current period presentation.

BUSINESS SEGMENT DATA

(Unaudited; in thousands)

	Revenue	Direct Expense	Gross Contribution	Contribution Margin
Three Months Ended 6/30/17 (a), (b)				
Research (c)	$ 613,732	$ 213,161	$ 400,571	65%
Consulting	91,693	60,260	31,433	34%
Events	91,205	41,470	49,735	55%
Talent Assessment & Other	47,101	29,804	17,297	37%
TOTAL	$ 843,731	$ 344,695	$ 499,036	59%
Three Months Ended 6/30/16 (b)				
Research	$ 456,690	$ 138,069	$ 318,621	70%
Consulting	86,548	58,207	28,341	33%
Events	66,760	30,698	36,062	54%
Talent Assessment & Other	—	—	—	—%
TOTAL	$ 609,998	$ 226,974	$ 383,024	63%
Six Months Ended 06/30/17 (a), (b)				
Research	$ 1,125,038	$ 373,354	$ 751,684	67%
Consulting	170,287	114,917	55,370	33%
Events	126,474	63,172	63,302	50%
Talent Assessment & Other	47,101	29,804	17,297	37%
TOTAL	$ 1,468,900	$ 581,247	$ 887,653	60%
Six Months Ended 06/30/16 (b)				
Research	$ 904,280	$ 272,650	$ 631,630	70%
Consulting	164,169	111,274	52,895	32%
Events	98,815	49,770	49,045	50%
Talent Assessment & Other	—	—	—	—%
TOTAL	$ 1,167,264	$ 433,694	$ 733,570	63%

(a) Includes the results of CEB beginning on April 5, 2017, the date of acquisition. The Company's Research segment includes the results of CEB's core subscription-based best practice and decision support research activities. Events includes the results of CEB's former Evanta business and destination event activities, while the Talent Assessment & Other segment, which is a new segment, includes the results of CEB's previously disclosed Talent Assessment business as well as certain CEB non-subscription based talent products and services.

(b) Effective June 30, 2017, the Company is reporting the results of its strategic advisory services ("SAS") business in the Research segment whereas previously the SAS business was reported with Consulting. The impact of the reclassification was not significant, however prior periods have been updated to conform to the current period presentation.

(c) The Research gross contribution margin was 68% in second quarter 2017 when adjusted for the deferred revenue fair value adjustment resulting from the CEB acquisition.

SELECTED STATISTICAL DATA (unaudited)

	Traditional Gartner		CEB	
	June 30, 2017	June 30, 2016	June 30, 2017	June 30, 2016
Research				
Total contract value (a), (b)	$ 1,996	$ 1,754	$ 578	$ 574
Client retention	83%	83%	na	na
Wallet retention	105%	104%	94%	93%
Client enterprises	11,164	10,477	na	na
Consulting				
Backlog (c), (d)	$ 91,000	$ 93,300	na	na
Quarterly utilization	65%	69%	na	na
Billable headcount	667	626	na	na
Average annualized revenue per billable headcount (c)	$ 378	$ 408	na	na
Events				
Number of events for the quarter (e), (f)	25	25	1	—
Number of attendees for the quarter (e), (f)	18,064	15,451	475	—

(a) In millions.
(b) The $574.0 million of CEB contract value as of June 30, 2016 was calculated based on Gartner's 2017 foreign exchange rates.
(c) In thousands.
(d) The June 30, 2016 traditional Gartner $93.3 million backlog amount has been restated to reflect the reclassification of the SAS business.
(e) Excludes single day, local events.
(f) CEB did not hold any destination events during the quarter ended June 30, 2016.

na - not applicable or not available.

SUPPLEMENTAL INFORMATION

Reconciliation - GAAP Revenue to Adjusted Revenue (a) (Unaudited; in thousands):

	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016	Six Months Ended June 30, 2017	Six Months Ended June 30, 2016
Total Revenue (GAAP)	$ 843,731	$ 609,998	$ 1,468,900	$ 1,167,264
Deferred Revenue Fair Value Adjustment	91,542	—	91,685	—
Adjusted Revenue	$ 935,273	$ 609,998	$ 1,560,585	$ 1,167,264

(a) 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.

Reconciliation - Operating (Loss) Income to Adjusted EBITDA (Unaudited; in thousands)**:**

	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016	Six Months Ended June 30, 2017	Six Months Ended June 30, 2016
GAAP net (loss) income	$ (92,281)	$ 51,626	$ (55,848)	$ 96,614
Interest expense, net	43,956	7,356	49,862	13,362
Other expense (income), net	407	(1,248)	(482)	(3,132)
Tax (benefit) provision	(50,470)	25,565	(38,406)	40,884
Operating (loss) income	$ (98,388)	$ 83,299	$ (44,874)	$ 147,728
Adjustments:				
Stock-based compensation expense (a)	16,557	11,112	39,133	26,607
Depreciation, accretion, and amortization (b)	83,585	15,258	100,138	30,296
Amortization of pre-acquisition deferred revenues (c)	91,542	—	91,685	—
Acquisition & integration charges and other nonrecurring items (d)	91,712	8,033	104,984	16,401
Adjusted EBITDA	$ 185,008	$ 117,702	$ 291,066	$ 221,032

(a) Consists of charges for stock-based compensation awards.
(b) Includes depreciation expense, accretion on excess facilities accruals, and amortization of 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 customer contract.
(d) Consists of incremental and directly-related charges related to acquisitions and other non-recurring items.

Reconciliation - GAAP Net (Loss) Income to Adjusted Net Income and Adjusted EPS (Unaudited; in thousands, except per share amounts)**:**

	Three Months Ended June 30,		Six Months Ended June 30,	
	2017	2016	2017	2016
GAAP net (loss) income	$ (92,281)	$ 51,626	$ (55,848)	$ 96,614
Acquisition and other adjustments:				
Amortization of acquired intangibles (a)	65,406	6,116	71,602	12,205
Amortization of pre-acquisition deferred revenues (b)	91,542	—	91,685	—
Acquisition & integration charges and other nonrecurring items (c), (d)	100,721	8,033	113,994	16,401
Tax impact of adjustments (e)	(85,951)	(2,746)	(91,358)	(6,460)
Adjusted net income	$ 79,437	$ 63,029	$ 130,075	$ 118,760
GAAP basic shares	89,297	82,559	86,066	82,505
Potentially dilutive shares (f)	1,313	1,152	1,322	1,203
Non-GAAP diluted shares (f)	90,610	83,711	87,388	83,708
Adjusted EPS	$ 0.88	$ 0.75	$ 1.49	$ 1.42

(a) Consists of non-cash amortization charges from acquired 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.
(c) Consists of incremental and directly-related charges related to acquisitions and other non-recurring items.
(d) Includes the amortization and write-off of deferred financing fees for both the three and six months ended June 30, 2017 which is recorded in Interest Expense, net in the Consolidated Statement of Operations and in the Adjusted EBITDA table presented above.
(e) The effective tax rate was 33% for both the three and six months ended June 30, 2017, and 19% and 23% for the three and six months ended June 30, 2016, respectively.
(f) Non-GAAP diluted shares includes basic share calculated in accordance with GAAP and potentially dilutive shares related to the Company's stock-based compensation awards.

Reconciliation - Cash Provided by Operating Activities to Free Cash Flow (a) (Unaudited; in thousands):

	Six Months Ended June 30,	
	2017	2016
Cash provided by operating activities	$ 82,718	$ 161,783
Adjustments:		
Cash acquisition and integration payments	65,100	11,871
Cash paid for capital expenditures	(41,627)	(25,337)
Free Cash Flow	$ 106,191	$ 148,317

(a) Free cash flow is defined as cash provided by operating activities determined in accordance with GAAP plus cash acquisition and integration payments less additions for capital expenditures.

# # #

Second Quarter 2017 Results
August 8, 2017

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 CEB acquisition, other acquisitions and consummate acquisitions in the future; the ability to pay Gartner's debt obligations, which have increased substantially with the recent CEB acquisition; 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; 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 August 8, 2017 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 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 5 to Gartner's Current Report on Form 10-Q for the period ending June 30, 2017.

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

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Second Quarter 2017: Highlights

Traditional Gartner Total CV Growth of 15%
y/y improvements in both client and wallet retention metrics with strong productivity growth

CEB Total CV Growth of 1%
y/y improvement in wallet retention

Total Adjusted Revenue Growth of 9%
15% y/y FX neutral growth for traditional Gartner business

Adjusted EBITDA of $185M

Adjusted Earnings Per Share of $0.88
above the high end of guidance range

Free Cash Flow Conversion Rate of 126%
on a comparable basis

Gartner

Second Quarter 2017: Overview

In $ Millions (unless stated)	Q2'17	Q2'16 (Combined)	YOY Growth
Total Adjusted Revenue (a)	$935.3	$861.1	+9%
Operating Income	$(98.4)	$97.9	nm
Adjusted EBITDA (a)	$185.0	$182.2	+2%
Diluted Earnings Per Share	$(1.03)	-	
Adjusted Diluted Earnings Per Share (a)	$0.88	-	
Operating Cash Flow	$112.3	$110.8	+1%
Free Cash Flow (a)	$128.9	$85.7	+50%
12 Month Rolling Free Cash Flow Conversion (b)	118%	128%	
Net Debt	$2,879		
Net Debt/Adjusted LTM EBITDA	4.1x		

a) Please refer to appendix slides for definition of these non-GAAP measures and the reconciliation to the most directly comparable GAAP measures
b) On a combined basis, 12 month rolling free cash flow conversion would have been 126% through Q2'17

Gartner.

Second Quarter 2017: Research

In $ Millions (unless stated)	Q2'17	Q2'16 (Combined)	YOY Change
Adjusted Research Revenue (a)	$674.6	$608.9	+11%
Adjusted Gross Contribution (a)	$461.4	$424.1	+9%
Adjusted Gross Contribution Margin (a)	68.4%	69.6%	-130 bps
Traditional Gartner Total Contract Value	$1,995	$1,754	+14%
CEB Total Contract Value (b)	$578	$574	+1%
Client Retention (Traditional Gartner)	83%	83%	+40 bps
Wallet Retention (Traditional Gartner)	105%	104%	+70 bps
Wallet Retention (CEB)	94%	93%	+80 bps
# of Client Enterprises (Traditional Gartner)	11,164	10,477	+7%

- Traditional Gartner Total FX Neutral Contract Value growth of 15%, or 14% excluding L2 acquisition
- Traditional Gartner Research adjusted FX neutral revenue growth of 16%
- Traditional Gartner new business growth of 14% year-on-year
- Average Spend per Enterprise of $179K, up 8% year-on-year on an FX neutral basis
- CEB Research adjusted revenues declined 1% year-on-year

a) Please refer to appendix slides for definition of these non-GAAP measures and the reconciliation to the most directly comparable GAAP measures
b) CEB total contract value recast at 2017 FX rates

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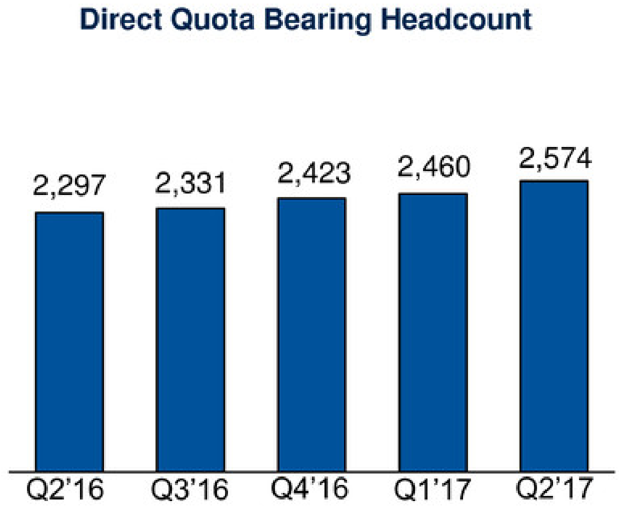
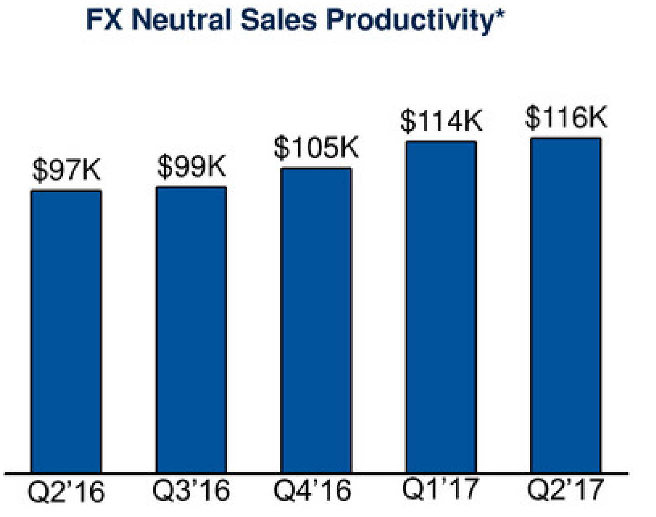
Traditional Gartner Research Highlights





*Excluding L2, sales productivity increased 11% year over year and increased 5% on a sequential basis. Sales productivity at reported rates was $99K, $100K, 107K and $114k for Q2'16-Q1'17, respectively

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Second Quarter 2017: Events

In $ Millions (unless stated)	Q2'17	Q2'16 (Combined)	YOY Growth
Adjusted Events Revenue (a)	$95.2	$86.7	+10%
Adjusted Gross Contribution (a)	$53.7	$50.8	+6%
Adjusted Contribution Margin (a)	56.4%	58.6%	-220 bps
Number of Events (b)	26	25	-
Events Attendees	18,539	15,451	+20%

- On a same-events basis, Traditional Gartner Event business adjusted revenues increased 13% year-on-year in Q2 2017 on both a reported and FX neutral basis
- Traditional Gartner Events adjusted contribution margin increased by more than 100 bps year-on-year in Q2 2017
- Traditional Gartner Events held 25 events in Q2 2017, with 18% year-on-year increase in same event attendees
- CEB held one destination event in Q2 2017 (ReimagineHR)

a) Please refer to appendix slides for definition of these non-GAAP measures and the reconciliation to the most directly comparable GAAP measures
b) Includes Traditional Gartner and CEB destination events

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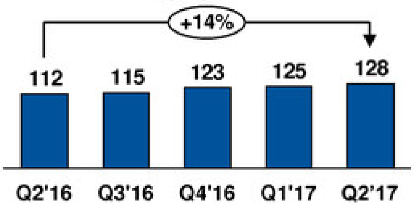
Second Quarter 2017: Consulting

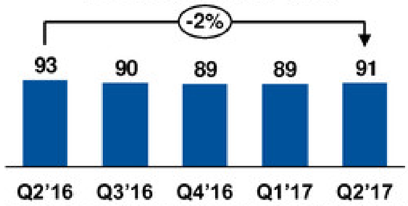
In $ Millions (unless stated)	Q2'17	Q2'16 (Combined)	YOY Change
Adjusted Consulting Revenue (a)	$91.7	$86.5	+6%
Adjusted Gross Contribution (a)	$31.4	$28.3	+11%
Adjusted Contribution Margin (a)	34.3%	32.7%	+160 bps
Quarterly Utilization Rate	65%	69%	-360 bps
Billable Headcount	667	626	+7%
Avg. Annualized Rev. per Billable Headcount	378	408	-7%

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

Managing Partners



Consulting Backlog* ($M)



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

- 8% FX neutral year-on-year revenue growth in Q2 2017 driven by strong performance of contract optimization business
- Continued investment in Managing Partners, up 14% compared to Q2 2016
- Backlog (excluding SAS backlog) decreased by 1% year-on-year on an FX-neutral basis in Q2 2017
- Backlog represents approximately 4 months of forward coverage, in line with operational target

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Second Quarter 2017: Talent Assessment & Other

In $ Millions (unless stated)	Q2'17	Q2'16 (Combined)	YOY Growth (Reported)
Adjusted Talent Assessment & Other Revenue (a)	$73.9	$79.0	-6%
Adjusted Gross Contribution (a)	$44.1	$43.9	0%
Adjusted Contribution Margin (a)	59.7%	55.6%	+410 bps

- Talent Assessment & Other includes CEB's previously disclosed Talent Assessment business as well as certain CEB non-subscription based talent products and services
- Improved momentum during the quarter, ending Q2 2017 with higher year-on-year bookings

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

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Second Quarter 2017: Adjusted Earnings Per Share[(a)]

In $ thousands, except per share amounts	Three Months Ended June 30, 2017
Net Income	$(92,281)
Acquisition adjustments, net of tax effect:	
Amortization of acquired intangibles (b)	$65,406
Amortization of pre-acquisition deferred revenues (c)	$91,542
Acquisition and integration charges and other nonrecurring items (d)	$100,721
Tax impact of adjustments	$(85,951)
Adjusted net income	$79,437
Adjusted diluted earnings per share (e):	$0.88
Weighted average shares outstanding: Diluted (in millions)	90.6

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 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) The effective tax rate was 33% for the three months ended June 30, 2017

e) The adjusted diluted EPS is calculated based on 90.6 million shares for the three months ended June 30, 2017, as reported

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Second Quarter 2017: Cash Flow Highlights

In $ Millions	Q2'17	Q2'16 (Combined)	YOY Change (Reported)
Adjusted EBITDA	$185.0	$182.2	+2%
Operating Cash Flow	$112.3	$110.8	+1%
- Capital Expenditures	$(30.9)	$(25.8)	
+ Cash Acquisition and Integration Payments	$47.5	$0.7	
= Free Cash Flow	$128.9	$85.7	+50%
Free Cash Flow Conversion*	126%	128%	

- On a comparable basis, Q2 2017 operating cash flow growth was 1%
- Operating cash flow was significantly impacted by higher year-on-year cash acquisition and integration payments
- On a comparable basis, free cash flow increased by 50% year-on-year driven by the strong performance of traditional Gartner research in H1 2017

* Last 12 months combined FCF of $419.9M divided by last 12 months combined adjusted net income of $332.6M

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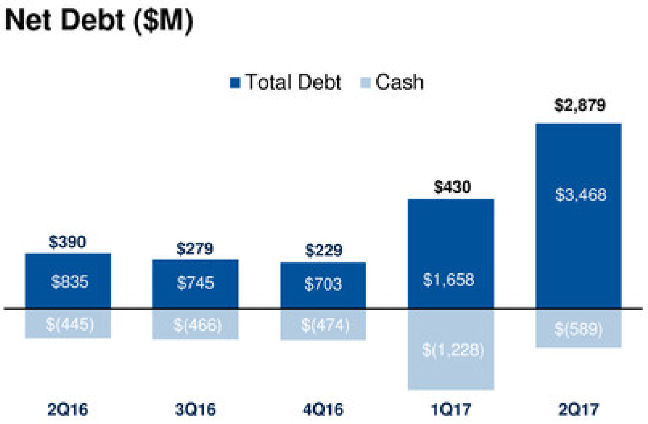
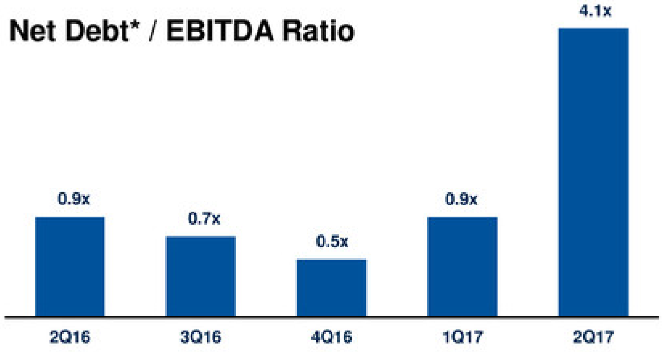
Second Quarter 2017: Balance Sheet and Capital Structure





*Net Debt in Leverage Ratio calculated using LTM of Adjusted EBITDA of $694.4M of Adjusted EBITDA
Revolver capacity was $675M as of the end of 2Q17
More than 60% of gross debt has fixed interest rates

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Fiscal Year 2017
Outlook

Updated 2017 Guidance

$ In millions, except per share amounts	Updated 2017 Guidance Range*
Research revenue	$2,421 - $2,470
Consulting revenue	$319 - $334
Events revenue	$321 - $340
Talent Assessment & Other	$164 - $176
Total Revenue (GAAP)	**$3,225 - $3,320**
Deferred Revenue Fair Value Adjustment	$203 - $203
Total Adjusted Revenue	**$3,428 - $3,523**
Operating (Loss) Income	**$(6) - $29**
Adjusted EBITDA	**$685 - $720**
Diluted Earnings Per Share (GAAP)	**($1.00) - ($0.71)**
Adjusted Diluted Earnings Per Share	**$3.32 - $3.49**
Fully Diluted Number of Shares	89.5 - 90.5
Operating Cash Flow	**$315 - $335**
Acquisition and Integration Payments	$115 - $125
Capital Expenditures	($95) - ($105)
Free Cash Flow	**$335 - $355**

*2017 guidance is based on 12 months of traditional Gartner results plus 9 months of CEB results

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GAAP to Adjusted Revenue Guidance Reconciliation

$ In millions	2017 GAAP Revenue Guidance	Deferred Revenue Fair Value Adjustment	2017 Adjusted Revenue Guidance
Research revenue	$2,421 - $2,470	$145 - $145	$2,567 - $2,616
Consulting revenue	$319 - $334	-	$319 - $334
Events revenue	$321 - $340	$7 - $7	$328 - $347
Talent Assessment & Other	$164 - $176	$51 - $51	$214 - $226
Total Revenue	**$3,225 - $3,320**	**$203 - $203**	**$3,428 - $3,523**

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

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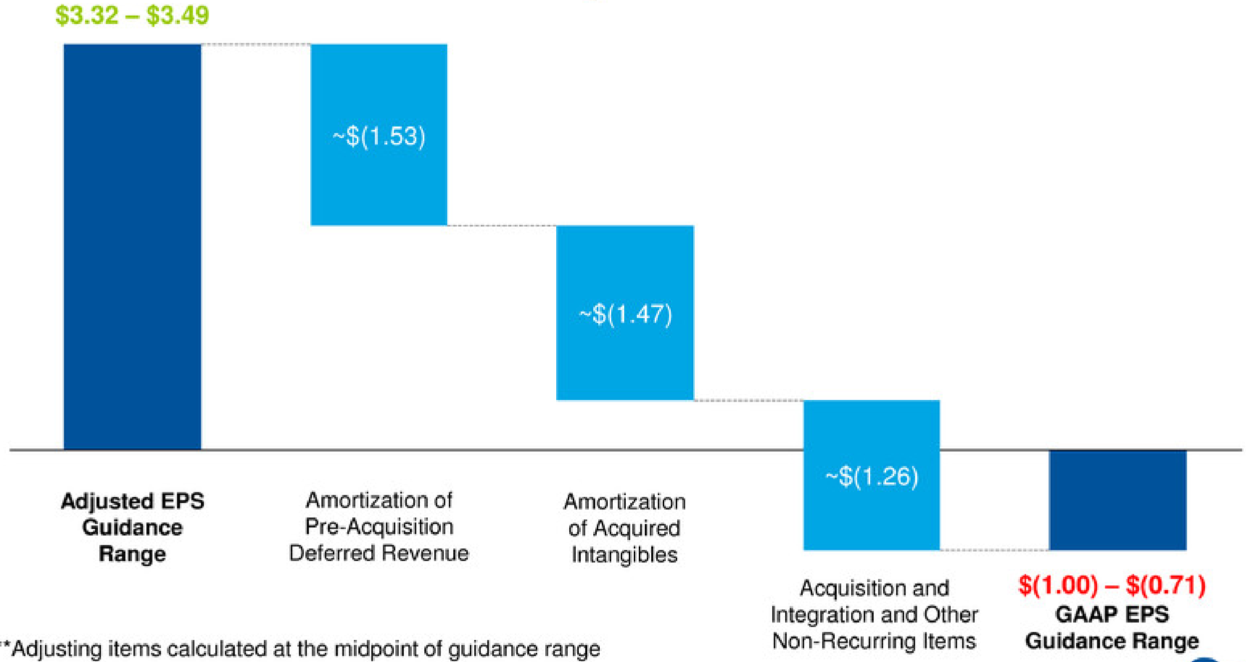
Reconciliation of 2017 Adjusted to GAAP EPS Outlook



**Adjusting items calculated at the midpoint of guidance range

Appendix

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Additional 2017 Guidance Items

$ In millions, unless stated	
Stock-based compensation	$67 - $68
Depreciation	$69 - $70
Amortization of intangible assets	$202
Effective tax rate (GAAP)	33 - 34%
Effective tax rate (adjusted)	32 - 33%

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Operating Income to Adjusted EBITDA[a] Reconciliation

In $ thousands	Q2'17	Q2'16 (Combined)
Operating income	**($98,388)**	**$97,877**
Normalizing adjustments:		
Stock-based compensation expense (b)	$16,557	$16,118
Depreciation, accretion, and amortization (c)	$83,585	$41,523
Amortization of pre-acquisition deferred revenues (d)	$91,542	$8,544
Acquisition and integration charges and other nonrecurring items (e)	$91,712	$11,695
Other charges (f)		$6,460
Adjusted EBITDA	**$185,008**	**$182,217**

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. The depreciation and amortization amounts do not include any fair value adjustments as a result of the acquisition
d) Consists of 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 acquired CEB business

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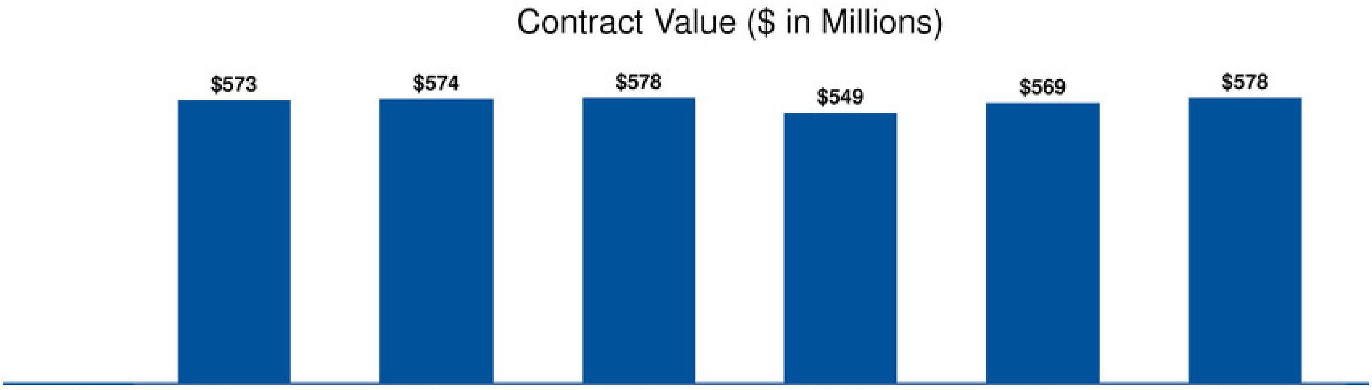
Recast CEB Contract Value* & Wallet Retention



	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17
Wallet Retention	94%	93%	93%	90%	92%	94%

* CEB total contract value recast at 2017 FX rates

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Adjusted Segments

In $ thousands	Adjusted Revenue	Direct Expense	Adjusted Gross Contribution	Adjusted Contribution Margin	Adjusted EBITDA
		Three Months Ended June 30, 2017 As Reported			
Research	$674,568	$213,161	$461,406	68%	
Consulting	$91,693	$60,260	$31,433	34%	
Events	$95,152	$41,470	$53,683	56%	
Talent Assessment & Other	$73,860	$29,804	$44,056	60%	
TOTAL	**$935,273**	**$344,695**	**$590,578**	**63%**	**$185,008**

In $ thousands	Adjusted Revenue	Direct Expense	Adjusted Gross Contribution	Adjusted Contribution Margin	Adjusted EBITDA
		Three Months Ended June 30, 2016 Combined			
Research	$608,911	$184,809	$424,102	70%	
Consulting	$86,548	$58,207	$28,341	33%	
Events	$86,720	$35,891	$50,829	59%	
Talent Assessment & Other	$78,965	$35,089	$43,876	56%	
TOTAL	**$861,144**	**$313,996**	**$547,148**	**64%**	**$182,217**

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Reconciliation Tables

	GAAP Revenue		Deferred Revenue Fair Value Adjustment		Adjusted Revenue			GAAP Direct Expense			Adjusted Gross Contribution			Adjusted Contribution Margin
	Gartner	CEB	Gartner	CEB	Gartner	CEB	Combined Company	Gartner	CEB (1)	Combined Company	Gartner	CEB	Combined Company	Combined Company
Three Months Ended 06/30/17														
Research	$ 523,706	$ 90,027	189	60,645	523,895	150,672	$ 674,568	165,324	47,837	$ 213,161	$ 358,571	$ 102,835	$ 461,406	68%
Consulting	91,693	-	-	-	91,693	-	91,693	60,260	-	60,260	31,433	-	31,433	34%
Events	75,698	15,506	-	3,949	75,698	19,455	95,152	33,891	7,579	41,470	41,807	11,876	53,683	56%
Talent Assessment & Other	-	47,101	-	26,759	-	73,860	73,860	-	29,804	29,804	-	44,056	44,056	60%
TOTAL	$ 691,096	$ 152,634	$ 189	$ 91,353	$ 691,286	$ 243,987	$ 935,273	$ 259,475	$ 85,220	$ 344,695	$ 431,811	$ 158,767	$ 590,578	63%

	GAAP Revenue		Deferred Revenue Fair Value Adjustment		Adjusted Revenue			GAAP Direct Expense			Adjusted Gross Contribution			Adjusted Contribution Margin
	Gartner	CEB	Gartner	CEB	Gartner	CEB	Combined Company	Gartner	CEB (1)	Combined Company	Gartner	CEB	Combined Company	Combined Company
Three Months Ended 03/31/17														
Research	$ 511,306	$ 144,233	$ 143	$ -	$ 511,449	$ 144,233	$ 655,682	$ 160,192	$ 41,800	$ 201,992	$ 351,257	$ 102,433	$ 453,690	69%
Consulting	78,594	-	-	-	78,594	-	78,594	54,658	-	54,658	23,936	-	23,936	30%
Events	35,269	1,180	-	60	35,269	1,240	36,509	21,702	3,320	25,022	13,567	(2,080)	11,487	31%
Talent Assessment & Other	-	68,837	-	-	-	68,837	68,837	-	31,917	31,917	-	36,920	36,920	54%
TOTAL	$ 625,169	$ 214,250	$ 143	$ 60	$ 625,312	$ 214,310	$ 839,622	$ 236,552	$ 77,037	$ 313,589	$ 388,760	$ 137,273	$ 526,033	63%

	GAAP Revenue		Deferred Revenue Fair Value Adjustment		Adjusted Revenue			GAAP Direct Expense			Adjusted Gross Contribution			Adjusted Contribution Margin
	Gartner	CEB	Gartner	CEB	Gartner	CEB	Combined Company	Gartner	CEB (1)	Combined Company	Gartner	CEB	Combined Company	Combined Company
Three Months Ended 12/31/16														
Research	$ 478,778	$ 155,391	$ 258	$ -	$ 479,036	$ 155,391	$ 634,427	$ 152,130	$ 45,981	$ 198,111	$ 326,906	$ 109,410	$ 436,316	69%
Consulting	88,124	-	-	-	88,124	$ -	88,124	64,812	-	64,812	23,312	-	23,312	26%
Events	136,315	20,865	-	2,653	136,315	$ 23,518	159,833	63,234	9,416	72,650	73,081	14,102	87,183	55%
Talent Assessment & Other	-	77,894	-	-	-	$ 77,894	77,894	-	32,042	32,042	-	45,852	45,852	59%
TOTAL	$ 703,217	$ 254,150	$ 258	$ 2,653	$ 703,475	$ 256,803	$ 960,278	$ 280,176	$ 87,439	$ 367,615	$ 423,299	$ 169,364	$ 592,663	62%

(1) - Certain items have been reclassified to conform to Gartner's direct expense and segment presentation.

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Reconciliation Tables

	GAAP Revenue		Deferred Revenue Fair Value Adjustment		Adjusted Revenue			GAAP Direct Expense			Adjusted Gross Contribution			Adjusted Contribution Margin
	Gartner	CEB	Gartner	CEB	Gartner	CEB	Combined Company	Gartner	CEB (1)	Combined Company	Gartner	CEB	Combined Company	Combined Company
Three Months Ended 09/30/16														
Research	$ 466,877	$ 151,759	$ 429	$ -	$ 467,306	$ 151,759	$ 619,065	$ 144,231	$ 42,429	$ 186,660	$ 323,075	$ 109,330	$ 432,405	70%
Consulting	73,707	-	-	-	73,707	-	73,707	55,492	-	55,492	18,215	-	18,215	25%
Events	33,475	1,644	-	1,106	33,475	2,750	36,225	18,946	4,446	23,392	14,529	(1,696)	12,833	35%
Talent Assessment & Other	-	76,441	-	-	-	76,441	76,441	-	31,449	31,449	-	44,992	44,992	59%
TOTAL	$ 574,059	$ 229,844	$ 429	$ 1,106	$ 574,488	$ 230,950	$ 805,438	$ 218,669	$ 78,324	$ 296,993	$ 355,819	$ 152,626	$ 508,445	63%

	GAAP Revenue		Deferred Revenue Fair Value Adjustment		Adjusted Revenue			GAAP Direct Expense			Adjusted Gross Contribution			Adjusted Contribution Margin
	Gartner	CEB	Gartner	CEB	Gartner	CEB	Combined Company	Gartner	CEB (1)	Combined Company	Gartner	CEB	Combined Company	Combined Company
Three Months Ended 06/30/16														
Research	$ 456,690	$ 152,221	$ -	$ -	$ 456,690	$ 152,221	$ 608,911	$ 138,069	$ 46,740	$ 184,809	$ 318,621	$ 105,481	$ 424,102	70%
Consulting	86,548	-	-	-	86,548	-	86,548	58,207	-	58,207	28,341	-	28,341	33%
Events	66,760	11,416	-	8,544	66,760	19,960	86,720	30,698	5,193	35,891	36,062	14,767	50,829	59%
Talent Assessment & Other	-	78,965	-	-	-	78,965	78,965	-	35,089	35,089	-	43,876	43,876	56%
TOTAL	$ 609,998	$ 242,602	$ -	$ 8,544	$ 609,998	$ 251,146	$ 861,144	$ 226,974	$ 87,022	$ 313,996	$ 383,024	$ 164,124	$ 547,148	64%

	GAAP Revenue		Deferred Revenue Fair Value Adjustment		Adjusted Revenue			GAAP Direct Expense			Adjusted Gross Contribution			Adjusted Contribution Margin
	Gartner	CEB	Gartner	CEB	Gartner	CEB	Combined Company	Gartner	CEB (1)	Combined Company	Gartner	CEB	Combined Company	Combined Company
Three Months Ended 03/31/16														
Research	$ 447,590	$ 149,673	$ -	$ 774	$ 447,590	$ 150,447	$ 598,037	$ 134,581	$ 42,948	$ 177,529	$ 313,009	$ 107,499	$ 420,508	70%
Consulting	77,621	-	-	-	77,621	-	77,621	53,066	-	53,066	24,555	-	24,555	32%
Events	32,055	52	-	-	32,055	52	32,107	19,072	586	19,658	12,983	(534)	12,449	39%
Talent Assessment & Other	-	73,473	-	-	-	73,473	73,473	-	32,660	32,660	-	40,813	40,813	56%
TOTAL	$ 557,266	$ 223,198	$ -	$ 774	$ 557,266	$ 223,972	$ 781,238	$ 206,719	$ 76,194	$ 282,913	$ 350,547	$ 147,778	$ 498,325	64%

(1) - Certain items have been reclassified to conform to Gartner's direct expense and segment presentation.

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Reconciliation of GAAP Operating Income to Adjusted EBITDA[a]

	Three Months Ended 30-Jun-17	Three Months Ended 31-Mar-17			Three Months Ended 31-Dec-16			Three Months Ended 30-Sep-16			Three Months Ended 30-Jun-16		
	2017	2017			2016			2016			2016		
	Total Gartner	Gartner	CEB	Combined Company	Gartner	CEB	Combined Company	Gartner	CEB	Combined Company	Gartner	CEB	Combined Company
Operating income	$ (98,388)	$ 53,514	$(10,537)	$ 42,977	$108,687	$(41,429)	$ 67,258	$48,726	$17,562	$ 66,288	$ 83,299	$14,578	$ 97,877
Adjustments													
Stock-based compensation expense (b)	16,557	22,576	5,238	27,814	10,533	5,706	16,239	9,520	4,893	14,413	11,112	5,006	16,118
Depreciation, accretion, and amortization (c)	83,585	16,553	17,131	33,684	15,986	25,385	41,371	15,776	24,900	40,676	15,258	26,265	41,523
Amortization of pre-acquisition deferred revenues (d)	91,542	143	60	203	258	2,653	2,911	429	1,106	1,535		8,544	8,544
Acquisition and integration charges and other nonrecurring items (e)	91,712	13,272	4,243	17,515	9,641	1,735	11,376	16,556	840	17,396	8,033	3,662	11,695
Other charges (f)			19,736	19,736		77,608	77,608		10,368	10,368		6,460	6,460
Adjusted EBITDA	$ 185,008	$106,058	$ 35,871	$141,929	$145,105	$ 71,658	$216,763	$91,007	$59,669	$150,676	$117,702	$64,515	$182,217

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. The depreciation and amortization amounts do not include any fair value adjustments as a result of the acquisition.

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

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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 (loss) 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; and other non-recurring items.

Adjusted EPS: Represents Adjusted Net Income divided by the number of Non-GAAP diluted shares.

Free Cash Flow: Represents GAAP cash provided by operating activities plus cash acquisition and integration payments less payments for capital expenditures.

Adjusted Gross Contribution: Adjusted Revenue less Direct Expenses.

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

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