

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**

**Form 10-Q**

(Mark One)

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

For the quarterly period ended March 31, 2026

OR

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

Commission File Number 1-14443

**Gartner, Inc.**

(Exact name of Registrant as specified in its charter)

Delaware  
(State or other jurisdiction of  
incorporation or organization)

04-3099750  
(I.R.S. Employer  
Identification Number)

P.O. Box 10212  
56 Top Gallant Road  
Stamford,  
Connecticut  
(Address of principal executive offices)

06902-7700  
(Zip Code)

Registrant's telephone number, including area code: (203) 964-0096

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol	Name of each exchange on which registered
Common Stock, \$.0005 par value per share	IT	New York Stock Exchange

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§232.405) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer  Non-accelerated filer   
Smaller reporting company  Emerging growth company

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.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

As of May 1, 2026, 66,951,889 shares of the registrant's common shares were outstanding.

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**PART I. FINANCIAL INFORMATION****ITEM 1. FINANCIAL STATEMENTS****GARTNER, INC. AND SUBSIDIARIES****Condensed Consolidated Balance Sheets**

(Unaudited; in thousands, except share data)

	<b>March 31, 2026</b>	<b>December 31, 2025</b>
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 1,666,946	\$ 1,722,521
Fees receivable, net of allowances of \$5,000 for both periods	1,411,496	1,684,522
Deferred commissions	379,221	400,728
Prepaid expenses and other current assets	190,334	152,205
Assets held-for-sale	—	106,361
Total current assets	3,647,997	4,066,337
Property, equipment and leasehold improvements, net	204,839	214,183
Operating lease right-of-use assets	222,350	213,997
Goodwill	2,740,264	2,740,802
Intangible assets, net	315,754	336,303
Other assets	524,069	513,778
<b>Total Assets</b>	<b>\$ 7,655,273</b>	<b>\$ 8,085,400</b>
<b>Liabilities and Stockholders' Equity</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$ 862,464	\$ 1,236,533
Deferred revenues	3,018,870	2,810,056
Current portion of long-term debt	5,000	5,000
Liabilities held-for-sale	—	20,503
Total current liabilities	3,886,334	4,072,092
Long-term debt, net of deferred financing fees	2,977,971	2,976,674
Operating lease liabilities	275,635	270,200
Other liabilities	451,949	446,526
<b>Total Liabilities</b>	<b>7,591,889</b>	<b>7,765,492</b>
<b>Stockholders' Equity</b>		
Preferred stock, \$0.01 par value, 5,000,000 shares authorized; none issued or outstanding	—	—
Common stock, \$0.0005 par value, 250,000,000 shares authorized; 163,602,067 shares issued for both periods	82	82
Additional paid-in capital	2,729,386	2,679,101
Accumulated other comprehensive loss, net	(45,055)	(41,015)
Accumulated earnings	6,944,582	6,722,238
Treasury stock, at cost, 95,724,933 and 92,752,769 common shares, respectively	(9,565,611)	(9,040,498)
<b>Total Stockholders' Equity</b>	<b>63,384</b>	<b>319,908</b>
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$ 7,655,273</b>	<b>\$ 8,085,400</b>

See the accompanying notes to Condensed Consolidated Financial Statements.

**GARTNER, INC. AND SUBSIDIARIES**  
**Condensed Consolidated Statements of Operations**  
(Unaudited; in thousands, except per share data)

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2026</b>	<b>2025</b>
<b>Revenues:</b>		
Insights	\$ 1,294,195	\$ 1,255,569
Conferences	78,325	72,597
Consulting	119,129	139,706
Other	19,392	66,258
<b>Total revenues</b>	<b>1,511,041</b>	<b>1,534,130</b>
<b>Costs and expenses:</b>		
Cost of services and product development	429,307	475,030
Selling, general and administrative	726,349	730,308
Depreciation	25,365	28,866
Amortization of intangibles	20,066	21,894
Gain from sale of divested operation	(6,138)	—
<b>Total costs and expenses</b>	<b>1,194,949</b>	<b>1,256,098</b>
Operating income	316,092	278,032
Interest expense, net	(21,048)	(13,413)
Other (expense) income, net	(2,632)	2,389
<b>Income before income taxes</b>	<b>292,412</b>	<b>267,008</b>
Provision for income taxes	70,068	56,069
<b>Net income</b>	<b>\$ 222,344</b>	<b>\$ 210,939</b>
<b>Net income per share:</b>		
Basic	\$ 3.19	\$ 2.73
Diluted	\$ 3.18	\$ 2.71
<b>Weighted average shares outstanding:</b>		
Basic	69,796	77,357
Diluted	69,965	77,790

See the accompanying notes to Condensed Consolidated Financial Statements.

**GARTNER, INC. AND SUBSIDIARIES**  
**Condensed Consolidated Statements of Comprehensive Income**  
(Unaudited; in thousands)

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2026</b>	<b>2025</b>
Net income	\$ 222,344	\$ 210,939
Other comprehensive income (loss), net of tax:		
Foreign currency translation adjustments	(3,853)	17,046
Interest rate swaps – net change in deferred gain or loss	—	3,390
Pension plans – net change in deferred actuarial loss	(187)	48
Other comprehensive income (loss), net of tax	(4,040)	20,484
Comprehensive income	<u>\$ 218,304</u>	<u>\$ 231,423</u>

See the accompanying notes to Condensed Consolidated Financial Statements.

**GARTNER, INC. AND SUBSIDIARIES****Condensed Consolidated Statements of Changes in Stockholders' Equity**

(Unaudited; in thousands)

**Three Months Ended March 31, 2026**

	<b>Common Stock</b>	<b>Additional Paid-In Capital</b>	<b>Accumulated Other Comprehensive Loss, Net</b>	<b>Accumulated Earnings</b>	<b>Treasury Stock</b>	<b>Total</b>
Balance at December 31, 2025	\$ 82	\$ 2,679,101	\$ (41,015)	\$ 6,722,238	\$ (9,040,498)	\$ 319,908
Net income	—	—	—	222,344	—	222,344
Other comprehensive loss	—	—	(4,040)	—	—	(4,040)
Issuances under stock plans	—	4,415	—	—	4,274	8,689
Common share repurchases (including excise tax)	—	—	—	—	(529,387)	(529,387)
Stock-based compensation expense	—	45,870	—	—	—	45,870
Balance at March 31, 2026	\$ 82	\$ 2,729,386	\$ (45,055)	\$ 6,944,582	\$ (9,565,611)	\$ 63,384

**Three Months Ended March 31, 2025**

	<b>Common Stock</b>	<b>Additional Paid-In Capital</b>	<b>Accumulated Other Comprehensive Loss, Net</b>	<b>Accumulated Earnings</b>	<b>Treasury Stock</b>	<b>Total</b>
Balance at December 31, 2024	\$ 82	\$ 2,497,130	\$ (88,333)	\$ 5,993,007	\$ (7,042,717)	\$ 1,359,169
Net income	—	—	—	210,939	—	210,939
Other comprehensive income	—	—	20,484	—	—	20,484
Issuances under stock plans	—	5,872	—	—	3,894	9,766
Common share repurchases (including excise tax)	—	—	—	—	(152,672)	(152,672)
Stock-based compensation expense	—	50,168	—	—	—	50,168
Balance at March 31, 2025	\$ 82	\$ 2,553,170	\$ (67,849)	\$ 6,203,946	\$ (7,191,495)	\$ 1,497,854

See the accompanying notes to Condensed Consolidated Financial Statements.

**GARTNER, INC. AND SUBSIDIARIES**  
**Condensed Consolidated Statements of Cash Flows**  
(Unaudited; in thousands)

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2026</b>	<b>2025</b>
<b>Operating activities:</b>		
Net income	\$ 222,344	\$ 210,939
<b>Adjustments to reconcile net income to cash provided by operating activities:</b>		
Depreciation and amortization	45,431	50,760
Stock-based compensation expense	45,870	50,168
Deferred taxes	1,991	(29,710)
Gain from sale of divested operation	(6,138)	—
Reduction in the carrying amount of operating lease right-of-use assets	14,894	17,736
Amortization and write-off of deferred financing fees	1,298	1,034
Gain on de-designated swaps	—	(165)
<b>Changes in assets and liabilities, net of acquisitions and divestitures:</b>		
Fees receivable, net	270,936	211,612
Deferred commissions	21,265	41,131
Prepaid expenses and other current assets	(38,527)	(5,338)
Other assets	(7,930)	(15,568)
Deferred revenues	213,649	131,001
Accounts payable and accrued and other liabilities	(394,044)	(350,088)
Cash provided by operating activities	391,039	313,512
<b>Investing activities:</b>		
Additions to property, equipment and leasehold improvements	(20,423)	(25,569)
Proceeds from sale of divested operation, net of cash transferred	104,798	—
Cash provided by (used in) investing activities	84,375	(25,569)
<b>Financing activities:</b>		
Proceeds from employee stock purchase plan	8,661	9,736
Payments of deferred financing fees	(1,508)	—
Purchases of treasury stock	(534,637)	(162,672)
Cash used in financing activities	(527,484)	(152,936)
Net (decrease) increase in cash and cash equivalents	(52,070)	135,007
Effects of exchange rates on cash and cash equivalents	(3,505)	22,894
Cash and cash equivalents, beginning of period	1,722,521	1,933,147
Cash and cash equivalents, end of period	\$ 1,666,946	\$ 2,091,048

See the accompanying notes to Condensed Consolidated Financial Statements.

**GARTNER, INC. AND SUBSIDIARIES**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)**

Note 1 — Business and Basis of Presentation

*Business.* Gartner, Inc. (NYSE: IT) delivers actionable, objective business and technology insights that drive smarter decisions and stronger performance on an organization’s mission-critical priorities.

*Segments.* Gartner delivers its products and services globally through three reportable segments: Business and Technology Insights (or “Insights”), Conferences and Consulting. Revenues and other financial information for the Company’s segments are discussed in Note 7 — Segment Information.

*Basis of presentation.* The accompanying interim Condensed Consolidated Financial Statements have been prepared in accordance with generally accepted accounting principles in the United States of America (“U.S. GAAP”), as defined in Financial Accounting Standards Board (“FASB”) Accounting Standards Codification (“ASC”) Topic 270 for interim financial information and with the applicable instructions of U.S. Securities and Exchange Commission (“SEC”) Rule 10-01 of Regulation S-X on Form 10-Q, and should be read in conjunction with the consolidated financial statements and related notes of the Company in its Annual Report on Form 10-K for the year ended December 31, 2025.

The fiscal year of Gartner is the twelve-month period from January 1 through December 31. In the opinion of management, all normal recurring accruals and adjustments considered necessary for a fair presentation of financial position, results of operations and cash flows at the dates and for the periods presented herein have been included. The results of operations for the three months ended March 31, 2026 may not be indicative of the results of operations for the remainder of 2026 or beyond. When used in these notes, the terms “Gartner,” the “Company,” “we,” “us,” or “our” refer to Gartner, Inc. and its consolidated subsidiaries.

*Principles of consolidation.* The accompanying interim Condensed Consolidated Financial Statements include the accounts of the Company and its wholly-owned subsidiaries. All intercompany transactions and balances have been eliminated.

*Use of estimates.* The preparation of the accompanying interim Condensed Consolidated Financial Statements requires management to make estimates and assumptions about future events. These estimates and the underlying assumptions affect the amounts of assets and liabilities reported, disclosures about contingent assets and liabilities, and reported amounts of revenues and expenses. Such estimates include the valuation of fees receivable, goodwill, intangible assets, deferred tax assets and other long-lived assets, as well as tax accruals and other liabilities. In addition, estimates are used in revenue recognition, income tax expense or benefit, performance-based compensation charges, depreciation and amortization. Management believes its use of estimates in the accompanying Consolidated Financial Statements to be reasonable.

Management continually evaluates and revises its estimates using historical experience and other factors, including the general economic environment and actions it may take in the future. Management adjusts these estimates when facts and circumstances dictate. However, these estimates may involve significant uncertainties and judgments and cannot be determined with precision. In addition, these estimates are based on management’s best judgment at a point in time. As a result, differences between estimates and actual results could be material and would be reflected in the Company’s consolidated financial statements in future periods.

*Revenue recognition.* Revenue is recognized in accordance with the requirements of FASB ASC Topic 606, *Revenue from Contracts with Customers* (“ASC Topic 606”). Revenue is only recognized when all of the required criteria for revenue recognition have been met. The accompanying Condensed Consolidated Statements of Operations present revenue net of any sales or value-added taxes that we collect from customers and remit to government authorities. ASC Topic 270 requires certain disclosures in interim financial statements around the nature, amount, timing and uncertainty of revenue and cash flows arising from contracts with customers. Note 4 — Revenue and Related Matters provides additional information regarding the Company’s revenues.

*Adoption of new accounting standard.* The Company adopted the accounting standard described below during 2026.

*Credit Losses*— In July 2025, the FASB issued ASU 2025-05, *Financial Instruments – Credit Losses (Topic 326)* (“ASU 2025-05”). The amendments in this ASU introduce a practical expedient for all entities related to applying Subtopic 326-20 to current accounts receivable and current contract assets arising from transactions accounted for under Topic 606. In developing reasonable and supportable forecasts as part of estimating expected credit losses, all entities may elect a practical expedient that assumes that current conditions as of the balance sheet date do not change for the remaining life of the asset. The amendments are expected to provide decision-useful information to investors and other financial statement users while reducing the time and effort necessary to analyze and estimate credit losses for current accounts receivable and current contract assets. The amendments were effective for annual reporting periods beginning after December 15, 2025, and interim reporting periods within those annual reporting periods. Early adoption was permitted in both interim and annual reporting periods in which financial statements have not yet been issued or made available for issuance. The Company adopted ASU 2025-05 effective in 2026 and the adoption had no impacts to the Company’s results of operations, cash flows, or financial condition.

*Accounting standards issued but not yet adopted.* The FASB has issued accounting standards that have not yet become effective as of March 31, 2026 and may impact the Company’s Consolidated Financial Statements or related disclosures in future periods. The standards and their potential impacts are discussed below.

*Income Statement*— In November 2024, the FASB issued ASU 2024-03, *Income Statement-Reporting Comprehensive Income- Expense Disaggregation Disclosures* (“ASU No. 2024-03”). The amendments in this ASU are expected to improve the disclosures about a public business entity’s expenses and address requests from investors for more detailed information about the types of expenses (including employee compensation, depreciation and amortization) in commonly presented expense captions (such as cost of sales, SG&A and research and development). ASU 2024-03 will require a quantitative disclosure of the components of each income statement line item (e.g., cost of services and product development and selling, general and administrative expenses). It will also require entities to disclose the total amount of selling expenses, and, on an annual basis, an entity’s definition of selling expenses. The amendments are effective for annual reporting periods with fiscal years beginning after December 15, 2026, and interim reporting periods in fiscal years beginning after December 15, 2027. The Company expects this ASU to only impact its disclosures with no impacts to the Company’s results of operations, cash flows, or financial condition.

*Internal-use Software*— In September 2025, the FASB issued ASU 2025-06, *Intangibles-Goodwill and Other-Internal Use Software (Subtopic 350-40)*. The amendments in this ASU remove all references to project stages, and requires entities to start capitalizing software costs when (1) management has authorized and committed to funding the software project and (2) it is probable that the project will be completed and the software will be used to perform the function intended. The amendments are effective for annual reporting periods with fiscal years beginning after December 15, 2027, and interim reporting periods within those annual reporting periods. The Company expects this ASU will not have a material impact to the Company’s results of operations, cash flows, or financial condition.

#### Note 2 — Divestiture

In February 2026, the Company completed the sale of its Digital Markets business, for approximately \$104.8 million net of cash transferred, subject to post-close adjustments. The Company recorded a pre-tax gain of \$6.1 million on the sale, which is included in Gain from sale of divested operation in the Consolidated Statement of Operations during the three months ended March 31, 2026. The Digital Markets business was included in the Company’s Other segment.

#### Note 3 — Goodwill and Intangible Assets

##### *Goodwill*

Goodwill represents the excess of the purchase price of acquired businesses over the estimated fair values of the tangible and identifiable intangible net assets acquired. Evaluations of the recoverability of goodwill are performed in accordance with FASB ASC Topic 350, which requires an annual assessment of potential goodwill impairment at the reporting unit level and whenever events or changes in circumstances indicate that the carrying value of goodwill may not be recoverable.

When performing the annual assessment of the recoverability of goodwill, the Company initially performs a qualitative analysis evaluating whether any events or circumstances occurred or exist that provide evidence that it is more likely than not that the fair value of any of the Company’s reporting units is less than the related carrying amount. If the Company does not believe that it is more likely than not that the fair value of any of the Company’s reporting units is less than the related carrying amount, then no quantitative impairment test is performed. However, if the results of the qualitative assessment indicate that it is more likely than not that the fair value of a reporting unit is less than its respective carrying amount, then a quantitative impairment

test is performed. Evaluating the recoverability of goodwill requires judgments and assumptions regarding future trends and events. As a result, both the precision and reliability of the estimates are subject to uncertainty.

The Company's most recent annual impairment test of goodwill was a quantitative analysis conducted during the quarter ended September 30, 2025 that indicated an impairment of the Company's Digital Markets reporting unit. During the three months ended September 30, 2025, ongoing weakness in the market as well as changes in the Company's internal organization structure prompted a revision to the long-term earnings forecast for the Digital Markets business. During the three months ended September 30, 2025, a goodwill impairment loss of \$150.0 million was recognized in the Digital Markets reporting unit. Subsequent to completing the 2025 annual impairment test, there were no events or changes in circumstances noted that required an interim impairment test.

The table below presents changes to the carrying amount of goodwill by segment during the three months ended March 31, 2026 (in thousands).

	<b>Insights</b>	<b>Conferences</b>	<b>Consulting</b>	<b>Total</b>
Balance at December 31, 2025	\$ 2,460,315	\$ 184,052	\$ 96,435	\$ 2,740,802
Foreign currency translation impact	(447)	(10)	(81)	(538)
Balance at March 31, 2026	<u>\$ 2,459,868</u>	<u>\$ 184,042</u>	<u>\$ 96,354</u>	<u>\$ 2,740,264</u>

#### *Finite-Lived Intangible Assets*

The tables below present reconciliations of the carrying amounts of the Company's finite-lived intangible assets as of the dates indicated (in thousands).

<b>March 31, 2026</b>	<b>Customer Relationships</b>	<b>Other</b>	<b>Total</b>
Gross cost at December 31, 2025	\$ 1,021,757	\$ 10,200	\$ 1,031,957
Foreign currency translation impact	(1,623)	—	(1,623)
Gross cost	<u>1,020,134</u>	<u>10,200</u>	<u>1,030,334</u>
Accumulated amortization (1)	(706,106)	(8,474)	(714,580)
Balance at March 31, 2026	<u>\$ 314,028</u>	<u>\$ 1,726</u>	<u>\$ 315,754</u>

<b>December 31, 2025</b>	<b>Customer Relationships</b>	<b>Other</b>	<b>Total</b>
Gross cost	\$ 1,021,757	\$ 10,200	\$ 1,031,957
Accumulated amortization (1)	(687,416)	(8,238)	(695,654)
Balance at December 31, 2025	<u>\$ 334,341</u>	<u>\$ 1,962</u>	<u>\$ 336,303</u>

(1) Finite-lived intangible assets are amortized using the straight-line method over the following periods: Customer relationships—6 to 13 years and Other—11 years.

Amortization expense related to finite-lived intangible assets was \$20.1 million and \$21.9 million during the three months ended March 31, 2026 and 2025, respectively. The estimated future amortization expense by year for finite-lived intangible assets is presented in the table below (in thousands).

2026 (remaining nine months)	\$ 60,052
2027	79,460
2028	77,989
2029	77,910
2030	20,343
	<u>\$ 315,754</u>

Note 4 — Revenue and Related Matters

*Disaggregated Revenue* — The Company’s disaggregated revenue by reportable segment is presented in the tables below for the periods indicated (in thousands).

**By Primary Geographic Market (1)**  
**Three Months Ended March 31, 2026**

Primary Geographic Market	Insights	Conferences	Consulting	Other	Total
United States and Canada	\$ 771,368	\$ 57,300	\$ 81,084	\$ 14,553	\$ 924,305
Europe, Middle East and Africa	357,156	11,327	28,290	3,358	400,131
Other International	165,671	9,698	9,755	1,481	186,605
Total revenues	\$ 1,294,195	\$ 78,325	\$ 119,129	\$ 19,392	\$ 1,511,041

**Three Months Ended March 31, 2025**

Primary Geographic Market	Insights	Conferences	Consulting	Other	Total
United States and Canada	\$ 791,833	\$ 55,584	\$ 90,964	\$ 55,448	\$ 993,829
Europe, Middle East and Africa	313,507	9,142	32,303	8,193	363,145
Other International	150,229	7,871	16,439	2,617	177,156
Total revenues	\$ 1,255,569	\$ 72,597	\$ 139,706	\$ 66,258	\$ 1,534,130

(1) Revenue is reported based on where the sale is fulfilled.

The Company’s revenue is generated primarily through direct sales to clients by domestic and international sales forces and a network of independent international sales agents.

By Timing of Revenue Recognition

**Three Months Ended March 31, 2026**

Timing of Revenue Recognition	Insights	Conferences	Consulting	Other	Total
Transferred over time (1)	\$ 1,292,253	\$ —	\$ 90,159	\$ 74	\$ 1,382,486
Transferred at a point in time (2)	1,942	78,325	28,970	19,318	128,555
Total revenues	\$ 1,294,195	\$ 78,325	\$ 119,129	\$ 19,392	\$ 1,511,041

**Three Months Ended March 31, 2025**

Timing of Revenue Recognition	Insights	Conferences	Consulting	Other	Total
Transferred over time (1)	\$ 1,252,188	\$ —	\$ 104,152	\$ 400	\$ 1,356,740
Transferred at a point in time (2)	3,381	72,597	35,554	65,858	177,390
Total revenues	\$ 1,255,569	\$ 72,597	\$ 139,706	\$ 66,258	\$ 1,534,130

(1) Insights revenues in this category are recognized in connection with performance obligations that are satisfied over time using a time-elapsed output method to measure progress. Consulting revenues in this category are recognized over time using costs incurred to date relative to total estimated costs at completion.

(2) The revenues in this category are recognized in connection with performance obligations that are satisfied at the point in time that the contractual deliverables are provided to the customer.

**Performance Obligations** — For customer contracts that are greater than one year in duration, the aggregate amount of the transaction price allocated to performance obligations that were unsatisfied (or partially unsatisfied) as of March 31, 2026 was approximately \$6.6 billion. The Company expects to recognize \$3.2 billion, \$2.6 billion and \$0.8 billion of this revenue (most of which pertains to Insights) during the remainder of 2026, the year ending December 31, 2027 and thereafter, respectively. The Company applies a practical expedient that is permitted under ASC Topic 606 and, accordingly, it does not disclose such performance obligation information for customer contracts that have original durations of one year or less. The Company’s performance obligations for contracts meeting this ASC Topic 606 disclosure exclusion primarily include: (i) stand-ready services under Insights subscription contracts; (ii) holding conferences and meetings where attendees and exhibitors can participate; and (iii) providing customized Consulting solutions for clients under fixed fee and time and materials engagements. The remaining duration of these performance obligations is generally less than one year, which aligns with the period that the parties have enforceable rights and obligations under the affected contracts.

**Customer Contract Assets and Liabilities** — The timing of the recognition of revenue and the amount and timing of the Company’s billings and cash collections, including upfront customer payments, result in the recognition of both assets and liabilities on the Company’s Condensed Consolidated Balance Sheets. The table below provides information regarding certain of the Company’s balance sheet accounts that pertain to its contracts with customers (in thousands).

	<u>March 31, 2026</u>	<u>December 31, 2025</u>
<b>Assets:</b>		
Fees receivable, gross (1)	\$ 1,416,496	\$ 1,689,522
Contract assets recorded in Prepaid expenses and other current assets (2)	\$ 45,748	\$ 40,534
<b>Contract liabilities:</b>		
Deferred revenues (current liability) (3)	\$ 3,018,870	\$ 2,810,056
Non-current deferred revenues recorded in Other liabilities (3)	31,846	31,569
<b>Total contract liabilities</b>	<b>\$ 3,050,716</b>	<b>\$ 2,841,625</b>

- (1) Fees receivable represent an unconditional right to payment from the Company’s customers and include both billed and unbilled amounts.  
(2) Contract assets represent recognized revenue for which the Company does not have an unconditional right to payment as of the balance sheet date because the project may be subject to a progress billing milestone or some other billing restrictions.  
(3) Deferred revenues represent amounts (i) for which the Company has received an upfront customer payment or (ii) that pertain to recognized fees receivable. Both situations occur before the completion of the Company’s performance obligation(s).

The Company recognized revenue of \$1.1 billion and \$1.0 billion during the three months ended March 31, 2026 and 2025, respectively, that was attributable to deferred revenues that were recorded at the beginning of each such period. Those amounts primarily consisted of Insights revenues that were recognized ratably as control of the goods or services passed to the customer during the reporting periods. During each of the three months ended March 31, 2026 and 2025, the Company did not record any material impairments related to its contract assets.

**Note 5 — Computation of Earnings Per Share**

Basic earnings per share (“EPS”) is computed by dividing net income by the weighted average number of shares of Common Stock outstanding during the period. Diluted EPS reflects the potential dilution of securities that could share in earnings. Potential shares of common stock are excluded from the computation of diluted earnings per share when their effect would be anti-dilutive.

The table below sets forth the calculation of basic and diluted income per share for the periods indicated (in thousands, except per share data).

	Three Months Ended March 31,	
	2026	2025
<b>Numerator:</b>		
Net income used for calculating basic and diluted income per share	\$ 222,344	\$ 210,939
<b>Denominator:</b>		
Weighted average common shares used in the calculation of basic income per share	69,796	77,357
Dilutive effect of outstanding awards associated with stock-based compensation plans (1)	169	433
Shares used in the calculation of diluted income per share	69,965	77,790
Basic income per share	\$ 3.19	\$ 2.73
Diluted income per share	\$ 3.18	\$ 2.71

(1) Certain outstanding awards associated with stock-based compensation plans were not included in the computation of diluted income per share because the effect would have been anti-dilutive. These anti-dilutive outstanding awards associated with stock-based compensation plans was 0.8 million and 0.2 million for the three months ended March 31, 2026 and March 31, 2025, respectively.

#### Note 6 — Stock-Based Compensation

The Company grants stock-based compensation awards as an incentive for employees and directors to contribute to the Company's long-term success. The Company currently awards stock-settled stock appreciation rights, service-based and performance-based restricted stock units, and common stock equivalents. As of March 31, 2026, the Company had 3.9 million shares of its common stock, par value \$0.0005 per share, (the "Common Stock") available for stock-based compensation awards under the Gartner, Inc. Long-Term Incentive Plan as amended and restated in June 2023 (the "Plan").

The tables below summarize the Company's stock-based compensation expense by award type and expense category line item during the periods indicated (in millions).

Award type	Three Months Ended March 31,	
	2026	2025
Stock appreciation rights	\$ 3.1	\$ 3.4
Restricted stock units	42.5	46.6
Common stock equivalents	0.3	0.2
Total (1)	\$ 45.9	\$ 50.2

Expense category line item	Three Months Ended March 31,	
	2026	2025
Cost of services and product development	\$ 16.8	\$ 20.6
Selling, general and administrative	29.1	29.6
Total (1)	\$ 45.9	\$ 50.2

(1) Includes costs of \$23.5 million and \$28.0 million during the three months ended March 31, 2026 and 2025, respectively, for awards to retirement-eligible employees. Those awards are expensed on an accelerated basis.

#### Note 7 — Segment Information

The Company's products and services are delivered through three reportable segments – Business and Technology Insights, or "Insights", Conferences and Consulting, as described below.

- **Insights** equips executives and their teams from every function and across all industries with actionable, objective business and technology insights, guidance and tools. Our experienced experts deliver all this value informed by an unmatched combination of practitioner-sourced and data-driven research to help our clients address their mission critical priorities.
- **Conferences** provides executives and teams across an organization the opportunity to learn, share and network. From industry-leading conferences to peer-driven communities – each focused on the mission-critical priorities of specific business roles – our offerings enable attendees to experience the best of Gartner insights and guidance.
- **Consulting** serves senior executives leading technology-driven strategic initiatives leveraging the power of Gartner’s actionable, objective insights. Through custom analysis and on-the-ground support we enable optimized technology investments and stronger performance on our clients’ mission critical priorities.

The Company's Chief Executive Officer is its chief operating decision maker (CODM). The CODM evaluates segment performance and allocates resources based on gross contribution. Gross contribution, as presented in the tables below, is defined as operating income or loss excluding certain Cost of services and product development expenses, Selling, general and administrative expenses, Depreciation, Amortization of intangibles and Gain from sale of divested operation. Certain bonus and fringe benefit costs included in consolidated Cost of services and product development are not allocated to segment expense. The CODM uses gross contribution to allocate resources (including financial resources and employees) for each segment primarily in the Company's annual budgeting process. The CODM then monitors budgeted versus actual results regularly to assess segment operating performance, identify business trends, and modify resource allocations as needed. The accounting policies used by the reportable segments are the same as those used by the Company. There are no intersegment revenues. The Company does not identify or allocate assets, including capital expenditures, by reportable segment. Accordingly, assets are not reported by segment because the information is not available by segment and is not reviewed in the evaluation of segment performance or in making decisions regarding the allocation of resources.

The tables below present information about the Company’s reportable segments for the periods indicated (in thousands).

Three Months Ended March 31, 2026	Insights	Conferences	Consulting	Other (1)	Consolidated
<b>Revenues</b>	\$ 1,294,195	\$ 78,325	\$ 119,129	\$ 19,392	\$ 1,511,041
Less:					
Personnel expenses	271,957	18,031	75,617	2,210	367,815
Product and content delivery expenses	3,630	26,756	2,939	9,475	42,800
Other expenses (2)	7,091	3,130	3,768	130	14,119
Gross contribution	1,011,517	30,408	36,805	7,577	1,086,307
Cost of services and product development - unallocated (3)					4,573
Selling, general and administrative					726,349
Depreciation and amortization					45,431
Gain from sale of divested operation					(6,138)
Interest expenses and other, net					23,680
Income before income taxes					<u>\$ 292,412</u>

Three Months Ended March 31, 2025	Insights	Conferences	Consulting	Other (1)	Consolidated
<b>Revenues</b>	\$ 1,255,569	\$ 72,597	\$ 139,706	\$ 66,258	\$ 1,534,130
Less:					
Personnel expenses	278,990	17,746	79,092	10,371	386,199
Product and content delivery expenses	4,396	24,172	3,263	36,781	68,612
Other expenses (2)	6,236	3,297	3,959	530	14,022
Gross contribution	965,947	27,382	53,392	18,576	1,065,297
Cost of services and product development - unallocated (3)					6,197
Selling, general and administrative					730,308
Depreciation and amortization					50,760
Interest expenses and other, net					11,024
Income before income taxes					<u>\$ 267,008</u>

(1) Other includes the Company's Digital Markets operating segment, which was divested during the three months ended March 31, 2026. See Note 2 — Divestiture for additional information.

(2) Other expenses consists primarily of travel and entertainment and workplace expenses.

(3) The unallocated amounts consist of certain bonus and fringe costs recorded in consolidated Cost of services and product development that are not allocated to segment expense. The Company's policy is to allocate bonuses to segments at 100% of a segment employee's target bonus. Amounts above or below 100% are absorbed by corporate.

#### Note 8 — Debt

The Company's total outstanding borrowings are summarized in the table below (in thousands).

Description	March 31, 2026	December 31, 2025
2024 Credit Agreement - Revolving credit facility (1)	\$ —	\$ —
4.50% Senior Notes due 2028 ("2028 Notes")	800,000	800,000
3.63% Senior Notes due 2029 ("2029 Notes")	600,000	600,000
3.75% Senior Notes due 2030 ("2030 Notes")	800,000	800,000
4.95% Senior Notes due 2031 ("2031 Notes")	350,000	350,000
5.60% Senior Notes due 2035 ("2035 Notes")	450,000	450,000
Other (2)	5,000	5,000
Principal amount outstanding (3)	3,005,000	3,005,000
Less: Deferred financing fees and unamortized discounts (4)	(22,029)	(23,326)
Net balance sheet carrying amount	<u>\$ 2,982,971</u>	<u>\$ 2,981,674</u>

(1) The Company had approximately \$1.0 billion of available borrowing capacity on the 2024 Credit Agreement revolver (not including the expansion feature) as of March 31, 2026.

(2) Consists of a State of Connecticut economic development loan originated in 2019 with a 10-year maturity and bears interest at a fixed rate of 1.75%. The Company repaid the loan in April 2026.

(3) The weighted average annual effective rate on the Company's outstanding debt for the three months ended March 31, 2026, was 4.34%.

(4) Deferred financing fees and unamortized discounts are being amortized to Interest expense, net over the term of the related debt obligation.

#### 2024 Credit Agreement

On March 26, 2024, the Company entered into a Credit Agreement (the “2024 Credit Agreement”) among the Company, as borrower, the lenders party thereto and JPMorgan Chase Bank, N.A., as administrative agent (the “Administrative Agent”).

The 2024 Credit Agreement provides for a \$1.0 billion senior unsecured five-year revolving facility. The facility may be increased, at the Company’s option and under certain conditions, by up to an additional \$750 million in the aggregate. The facility may be used for revolving loans, and up to \$75.0 million may be used for letters of credit. The revolving loans may be borrowed, repaid and re-borrowed until March 26, 2029, at which time all amounts borrowed must be repaid, subject to customary extension mechanics. The 2024 Credit Agreement contains certain customary restrictive loan covenants, including, among others, a financial covenant requiring a maximum leverage ratio and covenants limiting the Company’s ability to grant liens, make acquisitions, be acquired and the ability of the Company’s subsidiaries to incur indebtedness. The Company was in compliance with all financial covenants as of March 31, 2026.

Interest under the revolving facility accrues, at a variable rate, based on, at our option, (i) the Secured Overnight Funding Rate (“SOFR”) plus a credit spread adjustment of 0.10% or (ii) an alternate base rate (“Base Rate”) plus, in each case, an applicable margin, and is payable monthly. The applicable margin ranges between 1.125% and 1.75%, depending on the lower rate determined by either the Company’s leverage ratio or the credit rating of the Company’s senior unsecured debt. At March 31, 2026, the applicable all-in margin on the revolving facility was 1.48% (including the credit spread adjustment). The contractual annualized interest rate as of March 31, 2026 on the 2024 Credit Agreement was 5.23%, which consisted of Term Secured Overnight Financing Rate (“SOFR”) of 3.75% plus a margin of 1.48%. The commitment fee payable on the unused portion of the facility is equal to between 0.125% and 0.25% based on utilization of the facility. The Company has also agreed to pay customary letter of credit fees.

#### *2031 and 2035 Notes*

On November 20, 2025, the Company completed the public offering and issuance of \$350.0 million aggregate principal amount of its 4.950% Senior Notes due 2031 and \$450.0 million aggregate principal amount of its 5.600% Senior Notes due 2035 (together, the “Notes”). The 2031 Notes were issued at an issue price of 99.970% and the 2035 Notes were issued at an issue price of 99.992%. The Notes were offered and sold pursuant to Gartner’s automatic shelf registration statement on Form S-3 (File No. 333-291447) and the prospectus included therein, filed with the Securities and Exchange Commission on November 12, 2025, and supplemented by the prospectus supplement dated November 13, 2025.

The Company received approximately \$799.9 million in net proceeds, after discounts and before underwriting fees and offering expenses, from the sale of the Notes. The Company used a portion of the net proceeds from the offering of the notes to repay the \$274.4 million then outstanding under the 2024 Credit Agreement and to pay related fees and expenses, with remaining amounts to be used for general corporate purposes, which may include, without limitation, potential repurchases of its common stock.

#### *2029 Notes*

On June 18, 2021, the Company issued \$600.0 million aggregate principal amount of 3.625% Senior Notes due 2029. The 2029 Notes were issued at an issue price of 100.0% and bear interest at a rate of 3.625% per annum. Interest on the 2029 Notes is payable on June 15 and December 15 of each year, beginning on December 15, 2021. The 2029 Notes will mature on June 15, 2029. The Company may redeem some or all of the 2029 Notes at any time on or after June 15, 2024 for cash at the redemption prices set forth in the 2029 Notes Indenture, plus accrued and unpaid interest to, but excluding, the redemption date.

#### *2030 Notes*

On September 28, 2020, the Company issued \$800.0 million aggregate principal amount of 3.75% Senior Notes due 2030. The 2030 Notes were issued at an issue price of 100.0% and bear interest at a rate of 3.75% per annum. Interest on the 2030 Notes is payable on April 1 and October 1 of each year, beginning on April 1, 2021. The 2030 Notes will mature on October 1, 2030.

The Company may redeem some or all of the 2030 Notes at any time on or after October 1, 2025 for cash at the redemption prices set forth in the 2030 Note Indenture, plus accrued and unpaid interest to, but excluding, the redemption date. Prior to October 1, 2025, the Company may redeem up to 40% of the aggregate principal amount of the 2030 Notes in connection with certain equity offerings, or some or all of the 2030 Notes with a “make-whole” premium, in each case subject to the terms set forth in the 2030 Note Indenture.

#### *2028 Notes*

On June 22, 2020, the Company issued \$800.0 million aggregate principal amount of 4.50% Senior Notes due 2028. The 2028 Notes were issued at an issue price of 100.0% and bear interest at a rate of 4.50% per annum. Interest on the 2028 Notes is payable on January 1 and July 1 of each year, beginning on January 1, 2021. The 2028 Notes will mature on July 1, 2028.

The Company may redeem some or all of the 2028 Notes at any time on or after July 1, 2023 for cash at the redemption prices set forth in the 2028 Note Indenture, plus accrued and unpaid interest to, but excluding, the redemption date.

## Note 9 — Equity

### Share Repurchase Authorization

In 2015, the Company's Board of Directors (the "Board") authorized a share repurchase program to repurchase up to \$1.2 billion of the Company's common stock. The Board authorized incremental share repurchases of up to an aggregate additional \$6.3 billion of the Company's common stock from February 2021 to January 2026. As of March 31, 2026, \$0.7 billion remained available under the share repurchase program. The Company may repurchase its common stock from time-to-time in amounts, at prices and in the manner that the Company deems appropriate, subject to the availability of stock, prevailing market conditions, the trading price of the stock, the Company's financial performance and other conditions. Repurchases may be made through open market purchases (which may include repurchase plans designed to comply with Rule 10b5-1 of the Securities Exchange Act of 1934, as amended), accelerated share repurchases, private transactions or other transactions and will be funded by cash on hand and borrowings. Repurchases may also be made from time-to-time in connection with the settlement of the Company's stock-based compensation awards.

The Company's share repurchase activity is presented in the table below for the periods indicated.

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2026</b>	<b>2025</b>
Number of shares repurchased (1)	3,310,253	300,745
Cash paid for repurchased shares (in thousands) (2)	\$ 534,637	\$ 162,672

- (1) The average purchase price for repurchased shares was \$158.49 and \$507.65 for the three months ended March 31, 2026 and 2025, respectively. The repurchased shares during the three months ended March 31, 2026 and 2025 included purchases for both open market purchases and stock-based compensation award settlements.
- (2) The cash paid for repurchased shares during the three months ended March 31, 2026 excluded excise tax accrued and included \$10.0 million of open market purchases with trade dates in December 2025 that settled in January 2026. The cash paid for repurchased shares during the three months ended March 31, 2025 included \$10.0 million of open market purchases with trade dates in December 2024 that settled in January 2025.

### Accumulated Other Comprehensive Loss, net ("AOCL")

The tables below provide information about the changes in AOCL by component and the related amounts reclassified out of AOCL to income during the periods indicated (net of tax, in thousands) (1).

#### Three Months Ended March 31, 2026

	<b>Defined Benefit Pension Plans</b>	<b>Foreign Currency Translation Adjustments</b>	<b>Total</b>
Balance – December 31, 2025	\$ (5,944)	\$ (35,071)	\$ (41,015)
Other comprehensive income (loss) activity during the period:			
Change in AOCL before reclassifications to income	(397)	(3,853)	(4,250)
Reclassifications from AOCL to income (2)	210	—	210
Other comprehensive income (loss), net	(187)	(3,853)	(4,040)
Balance – March 31, 2026	\$ (6,131)	\$ (38,924)	\$ (45,055)

### Three Months Ended March 31, 2025

	Interest Rate Swaps	Defined Benefit Pension Plans	Foreign Currency Translation Adjustments	Total
Balance – December 31, 2024	\$ (9,800)	\$ (5,214)	\$ (73,319)	\$ (88,333)
Other comprehensive income (loss) activity during the period:				
Change in AOCL before reclassifications to income	—	—	17,046	17,046
Reclassifications from AOCL to income (2), (3)	3,390	48	—	3,438
Other comprehensive income (loss), net	3,390	48	17,046	20,484
Balance – March 31, 2025	\$ (6,410)	\$ (5,166)	\$ (56,273)	\$ (67,849)

(1) Amounts in parentheses represent debits (deferred losses).

(2) The reclassifications related to defined benefit pension plans were recorded in Other (expense) income, net.

(3) \$4.5 million of the reclassifications related to interest rate swaps (cash flow hedges) were recorded in Interest expense, net, for the three months ended March 31, 2025. The swap contract matured in September 2025.

### Note 10 — Income Taxes

The provision for income taxes was \$70.1 million and \$56.1 million for the three months ended March 31, 2026 and 2025, respectively. The effective income tax rate was 24.0% and 21.0% for the three months ended March 31, 2026, and 2025, respectively.

The increase in the effective income tax rate in the current period was primarily due to the unfavorable impact of stock-based compensation, partially offset by the favorable release of reserves upon the resolution of the related inquiries.

The Company had gross unrecognized tax benefits of \$292.6 million on March 31, 2026 and \$301.6 million on December 31, 2025.

Recent legislative developments in the U.S. and internationally have introduced significant changes to tax frameworks, including modifications impacting business provisions, international taxation, and global minimum tax requirements. These changes have various effective dates, with some provisions already in effect and others to be implemented over the coming years. While these evolving legislative measures have not had a material impact on the Company's consolidated financial results in the current period, the Company is actively monitoring and assessing their potential effects. The Company will continue to evaluate and reflect the impact of these legislative changes in its future financial statements as appropriate.

### Note 11 — Derivatives and Hedging

The Company enters into a limited number of derivative contracts to mitigate the cash flow risk associated with changes in interest rates on variable-rate debt and changes in foreign exchange rates on forecasted foreign currency transactions. The Company accounts for its outstanding derivative contracts in accordance with FASB ASC Topic 815, which requires all derivatives, including derivatives designated as accounting hedges, to be recorded on the balance sheet at fair value. The tables below provide information regarding the Company's outstanding derivative contracts as of the dates indicated (in thousands, except for number of contracts).

#### March 31, 2026

Derivative Contract Type	Number of Contracts	Notional Amounts	Fair Value Asset (Liability), Net (2)	Balance Sheet Line Item
Foreign currency forwards (1)	28	\$ 110,353	\$ 1	Other current assets/accrued liabilities

December 31, 2025

Derivative Contract Type	Number of Contracts	Notional Amounts	Fair Value Asset (Liability), Net (2)	Balance Sheet Line Item
Foreign currency forwards (1)	104	\$ 427,482	\$ 230	Other current assets/accrued liabilities

(1) The Company has foreign exchange transaction risk because it typically enters into transactions in the normal course of business that are denominated in foreign currencies that differ from the local functional currency. The Company enters into short-term foreign currency forward exchange contracts to mitigate the cash flow risk associated with changes in foreign currency rates on forecasted foreign currency transactions. These contracts are accounted for at fair value with realized and unrealized gains and losses recognized in Other (expense) income, net because the Company does not designate these contracts as hedges for accounting purposes. All of the outstanding foreign currency forward exchange contracts at March 31, 2026 matured before April 28, 2026.

(2) See Note 12 — Fair Value Disclosures for the determination of the fair values of these instruments.

At March 31, 2026, all of the Company's derivative counterparties were investment grade financial institutions. The Company did not have any collateral arrangements with its derivative counterparties and none of the derivative contracts contained credit-risk related contingent features. The table below provides information regarding amounts recognized in the accompanying Condensed Consolidated Statements of Operations for derivative contracts for the periods indicated (in thousands).

Amount recorded in:	Three Months Ended	
	March 31,	
	2026	2025
Interest expense, net (1)	\$ —	\$ 4,464
Other expense (income), net (2)	1,218	(596)
Total expense, net	\$ 1,218	\$ 3,868

(1) Consists of interest expense from interest rate swap contracts.

(2) Consists of net realized and unrealized gains and losses on foreign currency forward contracts and in 2025 also included a gain on a de-designated interest rate swap.

#### Note 12 — Fair Value Disclosures

The Company's financial instruments include cash equivalents, fees receivable from customers, accounts payable and accrued liabilities, all of which are normally short-term in nature. The Company believes that the carrying amounts of these financial instruments reasonably approximate their fair values due to their short-term nature. The Company's financial instruments also include its outstanding variable-rate borrowings under the 2024 Credit Agreement. The Company believes that the carrying amounts of its variable-rate borrowings reasonably approximate their fair values because the rates of interest on those borrowings reflect current market rates of interest for similar instruments with comparable maturities.

The Company enters into a limited number of derivatives transactions but does not enter into repurchase agreements, securities lending transactions or master netting arrangements. Receivables or payables that result from derivatives transactions are recorded gross in the Company's Condensed Consolidated Balance Sheets.

FASB ASC Topic 820 provides a framework for the measurement of fair value and a valuation hierarchy based on the transparency of inputs used in the valuation of assets and liabilities. Classification within the valuation hierarchy is based on the lowest level of input that is significant to the resulting fair value measurement. The valuation hierarchy contains three levels. Level 1 measurements consist of quoted prices in active markets for identical assets or liabilities. Level 2 measurements include significant other observable inputs such as quoted prices for similar assets or liabilities in active markets; identical assets or liabilities in inactive markets; observable inputs such as interest rates and yield curves; and other market-corroborated inputs. Level 3 measurements include significant unobservable inputs such as internally-created valuation models. Generally, the Company does not utilize Level 3 valuation inputs to remeasure any of its assets or liabilities. However, Level 3 inputs may be

used by the Company when certain long-lived assets, including identifiable intangible assets, goodwill, and right-of-use assets are measured at fair value on a nonrecurring basis when there are indicators of impairment. Additionally, Level 3 inputs may be used by the Company in its required annual impairment review of goodwill. Information regarding the periodic assessment of the Company's goodwill is included in Note 3 — Goodwill and Intangible Assets. The Company does not typically transfer assets or liabilities between different levels of the valuation hierarchy.

The table below presents the fair values of certain financial assets and liabilities that are measured at fair value on a recurring basis in the Company's financial statements (in thousands).

Description	March 31, 2026	December 31, 2025
<b>Assets:</b>		
Values based on Level 1 inputs:		
Deferred compensation plan assets (1)	\$ 23,441	\$ 19,188
Total Level 1 inputs	23,441	19,188
Values based on Level 2 inputs:		
Deferred compensation plan assets (1)	150,417	155,949
Foreign currency forward contracts (2)	213	1,169
Total Level 2 inputs	150,630	157,118
<b>Total Assets</b>	<b>\$ 174,071</b>	<b>\$ 176,306</b>
<b>Liabilities:</b>		
Values based on Level 2 inputs:		
Deferred compensation plan liabilities (1)	\$ 178,390	\$ 178,331
Foreign currency forward contracts (2)	212	939
Total Level 2 inputs	178,602	179,270
<b>Total Liabilities</b>	<b>\$ 178,602</b>	<b>\$ 179,270</b>

- (1) The Company has a deferred compensation plan for the benefit of certain highly compensated officers, managers and other key employees. The assets consist of investments in money market funds, mutual funds and company-owned life insurance contracts, which are valued based on Level 1 or Level 2 inputs. The related deferred compensation plan liabilities are recorded at fair value, or the estimated amount needed to settle the liability, which the Company considers to be a Level 2 input.
- (2) The Company enters into foreign currency forward exchange contracts to hedge the effects of adverse fluctuations in foreign currency exchange rates (see Note 11 — Derivatives and Hedging). Valuation of these contracts is based on observable foreign currency exchange rates in active markets, which the Company considers to be a Level 2 input.

The table below presents the carrying amounts (net of deferred financing costs) and fair values of financial instruments that are not recorded at fair value in the Company's Condensed Consolidated Balance Sheets (in thousands). The estimated fair value of the financial instruments was derived from quoted market prices provided by an independent dealer, which the Company considers to be a Level 2 input.

Description	Carrying Amount		Fair Value	
	March 31, 2026	December 31, 2025	March 31, 2026	December 31, 2025
2028 Notes	\$ 796,888	\$ 796,563	\$ 787,152	\$ 798,080
2029 Notes	596,811	596,578	564,276	578,760
2030 Notes	795,264	795,024	730,344	759,224
2031 Notes	346,708	346,564	341,674	351,869
2035 Notes	445,498	445,411	426,686	450,657
<b>Total</b>	<b>\$ 2,981,169</b>	<b>\$ 2,980,140</b>	<b>\$ 2,850,132</b>	<b>\$ 2,938,590</b>

Note 13 — Contingencies

*Legal Matters.* The Company is involved in legal proceedings, claims and compliance matters arising in the ordinary course of business. The Company records a provision in its consolidated financial statements when it is determined that an unfavorable outcome in one of these matters is probable and the amount of the loss can be reasonably estimated. The Company believes that the potential liability, if any, in excess of amounts already accrued for these contingencies will not have a material effect on its financial position, cash flows or results of operations when resolved in a future period.

*Indemnifications.* The Company has various agreements that may obligate it to indemnify the other party with respect to certain matters. Generally, these indemnification clauses are included in contracts arising in the normal course of business under which the Company customarily agrees to hold the other party harmless against losses arising from a breach of representations related to matters such as title to assets sold and licensed or certain intellectual property rights. It is not possible to predict the maximum potential amount of future payments under these indemnification agreements due to the conditional nature of the Company's obligations and the unique facts of each particular agreement. Historically, payments made by the Company under these agreements have not been material. As of March 31, 2026, the Company did not have any material payment obligations under any such indemnification agreements.

#### Note 14 — Leases

The Company's leasing activities are primarily for facilities under cancelable and non-cancelable lease agreements expiring during 2026 and through 2038. These facilities support our executive and administrative activities, sales, systems support, operations, and other functions. The Company also has leases for office equipment and other assets, which are not significant. Certain of these lease agreements include (i) renewal options to extend the lease term for up to ten years and/or (ii) options to terminate the agreement within one year. Additionally, certain of the Company's lease agreements provide standard recurring escalations of lease payments for, among other things, increases in a lessor's maintenance costs and taxes. Under some lease agreements, the Company may be entitled to allowances, free rent, lessor-financed tenant improvements and other incentives. The Company's lease agreements do not contain any material residual value guarantees or material restrictive covenants.

The Company subleases certain office space that it does not intend to occupy. Such sublease arrangements expire during 2026 and through 2032 and primarily relate to facilities in Arlington, Virginia. Certain of the Company's sublease agreements: (i) include renewal and termination options; (ii) provide for customary escalations of lease payments in the normal course of business; and (iii) grant the subtenant certain allowances, free rent, Gartner-financed tenant improvements and other incentives.

All of the Company's leasing and subleasing activity is recognized in Selling, general and administrative expense in the accompanying Condensed Consolidated Statements of Operations. The table below presents the Company's net lease cost and certain other information related to the Company's leasing activities as of and for the periods indicated (dollars in thousands).

<b>Description:</b>	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<b>2026</b>	<b>2025</b>
Operating lease cost (1)	\$ 19,889	\$ 24,348
Lease cost (2)	5,305	5,685
Sublease income	(11,121)	(11,386)
Total lease cost, net (3)	\$ 14,073	\$ 18,647
Cash paid for amounts included in the measurement of operating lease liabilities	\$ 27,639	\$ 28,657
Cash receipts from sublease arrangements	\$ 11,359	\$ 11,144
Right-of-use assets obtained in exchange for new operating lease liabilities	\$ 25,881	\$ 5,071

- (1) Included in operating lease cost was \$8.0 million and \$8.5 million for the three months ended March 31, 2026 and 2025, respectively, for costs related to subleasing activities.
- (2) These amounts are primarily variable lease and nonlease costs that are not fixed at the lease commencement date or are dependent on something other than an index or a rate.
- (3) The Company did not capitalize any operating lease costs during any of the periods presented.

The table below indicates where the discounted operating lease payments from the above table are classified in the accompanying Condensed Consolidated Balance Sheets (in thousands).

<b>Description:</b>	<b>March 31, 2026</b>	<b>December 31, 2025</b>
Accounts payable and accrued liabilities	\$ 96,569	\$ 96,076
Operating lease liabilities	275,635	270,200
Total operating lease liabilities included in the Condensed Consolidated Balance Sheets	<u>\$ 372,204</u>	<u>\$ 366,276</u>

Note 15 — Subsequent Event

On April 30, 2026, the Company's Board of Directors authorized incremental share repurchases of up to an additional \$600.0 million of Gartner's common stock. This authorization is in addition to the previously authorized repurchases of up to \$7.5 billion, which, as of the end of April 2026, had approximately \$640.0 million remaining.

## ITEM 2. MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The purpose of this Management’s Discussion and Analysis (“MD&A”) is to facilitate an understanding of significant factors influencing the quarterly operating results, financial condition and cash flows of Gartner, Inc. Additionally, the MD&A conveys our expectations of the potential impact of known trends, events or uncertainties that may impact future results. You should read this discussion in conjunction with our Condensed Consolidated Financial Statements and related notes included in this Quarterly Report on Form 10-Q and our Annual Report on Form 10-K for the year ended December 31, 2025 (the “2025 Form 10-K”). Historical results and percentage relationships are not necessarily indicative of operating results for future periods. References to “Gartner,” the “Company,” “we,” “our” and “us” in this MD&A are to Gartner, Inc. and its consolidated subsidiaries.

### FORWARD-LOOKING STATEMENTS

In addition to historical information, this Quarterly Report on Form 10-Q contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements are any statements other than statements of historical fact, including statements regarding our expectations, beliefs, hopes, intentions, projections or strategies regarding the future. In some cases, forward-looking statements can be identified by the use of words such as “may,” “will,” “expect,” “should,” “could,” “believe,” “plan,” “anticipate,” “estimate,” “predict,” “potential,” “continue” or other words of similar meaning.

We operate in a very competitive and rapidly changing environment that involves numerous known and unknown risks and uncertainties, some of which are beyond our control. Although we believe that the expectations reflected in any of our forward-looking statements are reasonable, actual results could differ materially from those projected or assumed in any of our forward-looking statements. Our future quarterly and annual revenues, operating income, results of operations and cash flows, as well as any forward-looking statement, are subject to change and to inherent risks and uncertainties, such as those disclosed or incorporated by reference in our filings with the Securities and Exchange Commission. Important factors that could cause our actual results, performance and achievements, or industry results to differ materially from estimates or projections contained in our forward-looking statements include, among others, the following: our ability to maintain and expand our products and services; our ability to keep pace with technological developments in artificial intelligence (“AI”) and comply with evolving AI regulations; 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 grow or sustain revenue from individual customers; our ability to expand or retain our customer base; our ability to carry out our strategic initiatives and manage associated costs; the timing of conferences and meetings, in particular our Gartner Symposium/Xpo series; our ability to achieve and effectively manage growth, including our ability to integrate our acquisitions and consummate and integrate future acquisitions; our ability to attract and retain a professional staff of analysts and consultants as well as experienced sales personnel upon whom we are dependent, especially in light of labor competition; our ability to successfully compete with existing competitors and potential new competitors; our ability to enforce and protect our intellectual property rights; the impact of cybersecurity incidents or other disruptions to our information systems; our ability to pay our debt obligations; the impact of global economic and geopolitical conditions, including inflation (and related monetary policy by governments in response to inflation) and recession; uncertain effects, both direct and indirect, of changes and volatility in tariffs and trade policies; risks associated with the creditworthiness, budget cuts, priorities and shutdown of governments and agencies; additional risks associated with international operations, including foreign currency fluctuations; the impact on our business resulting from changes in international conditions, including those resulting from tensions in the Middle East, the war in Ukraine and current and future sanctions imposed by governments or other authorities; the impact of restructuring and other charges on our businesses and operations; our ability to meet sustainability commitments and comply with applicable regulatory requirements, as well as potential reactions by customers to these commitments; the impact of changes in tax policy (including global minimum tax legislation) and heightened scrutiny from various taxing authorities globally; changes to laws and regulations; and other risks and uncertainties. The potential fluctuations in our operating income could cause period-to-period comparisons of operating results not to be meaningful and could provide an unreliable indication of future operating results. A description of the risk factors associated with our business is included under “Risk Factors” in Item 1A. of the 2025 Form 10-K, which is incorporated herein by reference.

Forward-looking statements are subject to risks, estimates and uncertainties that could cause actual results to differ materially from those discussed in, or implied by, the forward-looking statements. Factors that might cause such a difference include, but are not limited to, those listed above or described under “Risk Factors” in Item 1A of the 2025 Form 10-K. Readers should not place undue reliance on these forward-looking statements, which reflect management’s opinion only as of the date on which they were made. Forward-looking statements in this Quarterly Report on Form 10-Q speak only as of the date hereof, and forward-looking statements in documents attached that are incorporated by reference speak only as of the date of those documents. Except as required by law, we disclaim any obligation to review or update these forward-looking statements to reflect events or circumstances as they occur.

## BUSINESS OVERVIEW

Gartner, Inc. (NYSE: IT) delivers actionable, objective business and technology insights that drive smarter decisions and stronger performance on an organization's mission-critical priorities.

We deliver our products and services globally through three reportable segments – Business and Technology Insights ("Insights"), Conferences and Consulting, as described below.

- **Insights** equips executives and their teams from every function and across all industries with actionable, objective business and technology insights, guidance and tools. Our experienced experts deliver all this value informed by an unmatched combination of practitioner-sourced and data-driven research to help our clients address their mission critical priorities.
- **Conferences** provides executives and teams across an organization the opportunity to learn, share and network. From industry-leading conferences to peer-driven communities – each focused on the mission-critical priorities of specific business roles – our offerings enable attendees to experience the best of Gartner insights and guidance.
- **Consulting** serves senior executives leading technology-driven strategic initiatives leveraging the power of Gartner's actionable, objective insights. Through custom analysis and on-the-ground support we enable optimized technology investments and stronger performance on our clients' mission critical priorities.

As of March 31, 2026, we had 19,367 employees globally, a decrease of 8% from March 31, 2025.

### Recent Developments

In February 2026, we completed the sale of our Digital Markets business, for approximately \$104.8 million net of cash transferred, subject to post-close adjustments. We recorded a pre-tax gain of \$6.1 million on the sale, which is included in Gain from sale of divested operation in the Consolidated Statement of Operations during the three months ended March 31, 2026. The Digital Markets business represented the entirety of our Other segment.

## BUSINESS MEASUREMENTS

We believe that the following business measurements are important performance indicators for our reportable business segments:

**BUSINESS SEGMENT****BUSINESS MEASUREMENT**

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Insights

**Contract value** represents the dollar value attributable to all of our subscription-related contracts. It is calculated as the annualized value of all contracts in effect at a specific point in time, without regard to the duration of the contract. Contract value primarily includes Insights deliverables for which revenue is recognized on a ratable basis, as well as other deliverables (primarily Conferences tickets) for which revenue is recognized when the deliverable is utilized. Comparing contract value year-over-year not only measures the short-term growth of our business, but also signals the long-term health of our Insights subscription business since it measures revenue that is highly likely to recur over a multi-year period. Our contract value consists of **Global Technology Sales** contract value, which includes sales to users and providers of technology, and **Global Business Sales** contract value, which includes sales to all other functional leaders.

**Client retention rate** represents a measure of client satisfaction and renewed business relationships at a specific point in time. Client retention is calculated on a percentage basis by dividing our current clients, who were also clients a year ago, by all clients from a year ago. Client retention is calculated at an enterprise level, which represents a single company or customer.

**Wallet retention rate** represents a measure of the amount of contract value we have retained with clients over a twelve-month period. Wallet retention is calculated on a percentage basis by dividing the contract value of our current clients, who were also clients a year ago, by the contract value from a year ago, excluding the impact of foreign currency exchange. When wallet retention exceeds client retention, it is an indication of retention of higher-spending clients, or increased spending by retained clients, or both. Wallet retention is calculated at an enterprise level, which represents a single company or customer.

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Conferences

**Number of destination conferences** represents the total number of hosted in-person conferences completed during the period. Single day, local meetings are excluded.

**Number of destination conferences attendees** represents the total number of people who attend in-person conferences. Single day, local meetings are excluded.

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Consulting

**Consulting backlog** represents future revenue to be derived from in-process consulting and benchmark analytics engagements.

**Utilization rate** represents a measure of productivity of our consultants. Utilization rates are calculated for billable headcount on a percentage basis by dividing total hours billed by total hours available to bill.

## **EXECUTIVE SUMMARY OF OPERATIONS AND FINANCIAL POSITION**

The fundamentals of our strategy include a focus on creating actionable business and technology insights for executives and their teams, delivering innovative and highly differentiated product offerings, building a strong sales capability, providing world class client service with a focus on client engagement and retention, and continuously improving our operational effectiveness.

We had total revenues of \$1.5 billion during the first quarter of 2026, a decrease of 2% compared to the first quarter of 2025. The decrease was primarily due to the sale of our Digital Markets business in February 2026. During the first quarter of 2026, compared to the first quarter of 2025, Insights revenues increased by 3%, Conferences revenues increased by 8%, and Consulting revenues decreased by 15%. For a more complete discussion of our results by segment, see Segment Results below.

For the first quarter of 2026 and 2025, we had net income of \$222.3 million and \$210.9 million, respectively, and diluted net income per share of \$3.18 and \$2.71, respectively. Cash provided by operating activities was \$391.0 million and \$313.5 million during the three months ended March 31, 2026 and 2025, respectively. As of March 31, 2026, we had \$1.7 billion of cash and cash equivalents and approximately \$1.0 billion of available borrowing capacity on our revolving credit facility. For a more complete discussion of our cash flows and financial position, see the Liquidity and Capital Resources section below.

## **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

For information regarding our critical accounting policies and estimates, please refer to Part II, Item 7, “Critical Accounting Policies and Estimates” contained in our Annual Report on Form 10-K for the fiscal year ended December 31, 2025. There have been no material changes to the critical accounting policies previously disclosed in that report.

## **RECENTLY ISSUED ACCOUNTING STANDARDS**

The FASB has issued accounting standards that have not yet become effective and that may impact the Company’s consolidated financial statements or its disclosures in future periods. Note 1 — Business and Basis of Presentation in the Notes to Condensed Consolidated Financial Statements provides information regarding those accounting standards.

## RESULTS OF OPERATIONS

### Consolidated Results

The table below presents an analysis of selected line items and period-over-period changes in our interim Condensed Consolidated Statements of Operations for the periods indicated (in thousands).

	Three Months Ended March 31, 2026	Three Months Ended March 31, 2025	Increase (Decrease)	Increase (Decrease) %
<b>Revenues:</b>				
Insights	\$ 1,294,195	\$ 1,255,569	\$ 38,626	3 %
Conferences	78,325	72,597	5,728	8
Consulting	119,129	139,706	(20,577)	(15)
Other	19,392	66,258	(46,866)	(71)
Total revenues	1,511,041	1,534,130	(23,089)	(2)
<b>Costs and expenses:</b>				
Cost of services and product development	429,307	475,030	(45,723)	(10)
Selling, general and administrative	726,349	730,308	(3,959)	(1)
Depreciation	25,365	28,866	(3,501)	(12)
Amortization of intangibles	20,066	21,894	(1,828)	(8)
Gain from sale of divested operation	(6,138)	—	(6,138)	nm
Operating income	316,092	278,032	38,060	14
Interest expense, net	(21,048)	(13,413)	7,635	57
Other (expense) income, net	(2,632)	2,389	(5,021)	(210)
Less: Provision for income taxes	70,068	56,069	13,999	25
Net income	<u>\$ 222,344</u>	<u>\$ 210,939</u>	<u>\$ 11,405</u>	<u>5 %</u>

nm = not meaningful

In addition to GAAP results, we provide foreign currency neutral dollar amounts and percentages for our revenues, certain expenses, contract values and other metrics. These foreign currency neutral dollar amounts and percentages eliminate the effects of exchange rate fluctuations and thus provide a more accurate and meaningful trend in the underlying business performance being measured. We calculate foreign currency neutral dollar amounts by converting the underlying amounts in local currency for different periods into U.S. dollars by applying the same foreign exchange rates to all periods presented.

Total revenues for the three months ended March 31, 2026 were \$1.5 billion, a decrease of \$23.1 million, or 2% compared to the same period in 2025 on a reported basis and 4% excluding the foreign currency impact. The decrease was primarily due to the sale of our Digital Markets business in February 2026. Refer to the section of this MD&A below entitled “Segment Results” for a discussion of revenues and results by reportable segment.

Cost of services and product development was \$429.3 million during the three months ended March 31, 2026, a decrease of \$45.7 million compared to the same period in 2025, or 10% on a reported basis and 11% excluding the foreign currency impact. The decrease in Cost of services and product development during the three months ended March 31, 2026 was primarily due to a \$25.8 million decrease in product and content delivery expenses principally as a result of the sale of our Digital Markets business in February 2026, in addition to a \$20.0 million decrease in personnel expenses due to lower headcount. Cost of services and product development as a percent of revenues was 28% and 31% for the three months ended March 31, 2026 and 2025, respectively.

Selling, general and administrative (“SG&A”) expense was \$726.3 million during the three months ended March 31, 2026, a decrease of \$4.0 million compared to the same period in 2025, or 1% on a reported basis and 3% excluding the foreign currency impact. The decrease in SG&A expense during the three months ended March 31, 2026 was primarily due to reduced facility-related expenses. The number of quota-bearing sales associates in Global Technology Sales decreased by 3% to 3,584 and in

Global Business Sales, decreased by 4% to 1,282 compared to March 31, 2025. On a combined basis, the total number of quota-bearing sales associates decreased by 3% when compared to March 31, 2025. SG&A expense as a percent of revenues was 48% during both the three months ended March 31, 2026 and 2025.

Depreciation decreased by 12% during the three months ended March 31, 2026, respectively, compared to the same period in 2025. The decrease for the three months ended March 31, 2026 was primarily due to the sale of our Digital Markets business in February 2026.

Amortization of intangibles decreased by 8% during the three months ended March 31, 2026, compared to the same period in 2025, due to certain intangible assets becoming fully amortized in 2025.

Gain from sale of divested operation of \$6.1 million was attributable to the sale of our Digital Markets business in February 2026.

Operating income was \$316.1 million and \$278.0 million during the three months ended March 31, 2026 and 2025, respectively. The increase in operating income for the three months ended March 31, 2026 as compared to the prior year period was primarily due to the reduction in operating expenses, as well as the gain on sale of our Digital Markets business in February 2026.

Interest expense, net increased by \$7.6 million during the three months ended March 31, 2026, compared to the same period in 2025. The increase for the three months ended March 31, 2026 was due to a decrease in interest income, as a result of lower average cash balances and lower interest rates than the prior year as well as an increase in interest expense related to the issuance of our 2031 and 2035 Notes, which were issued in November 2025.

Other (expense) income, net for the periods presented herein primarily consisted of the net impact of foreign currency gains and losses.

The provision for income taxes was \$70.1 million and \$56.1 million for the three months ended March 31, 2026 and 2025, respectively. The effective income tax rate was 24.0% and 21.0% for the three months ended March 31, 2026 and 2025, respectively. The increase in the effective income tax rate in the current period was primarily due to the unfavorable impact of stock-based compensation, partially offset by the favorable release of reserves upon the resolution of the related inquiries.

Net income for the three months ended March 31, 2026 and 2025 was \$222.3 million and \$210.9 million, respectively. Our diluted net income per share during the three months ended March 31, 2026 increased by \$0.47. The increase in net income during the three months ended March 31, 2026 was primarily due to a decrease in operating expenses, partially offset by a decrease in revenues.

## **SEGMENT RESULTS**

We evaluate segment performance and allocate resources based on gross contribution margin. Gross contribution is defined as operating income or loss excluding certain Cost of services and product development expenses, SG&A expenses, Depreciation, Amortization of intangibles and Gain from sale of divested operation. Gross contribution margin is defined as gross contribution as a percent of revenues.

### *Reportable Segments*

The sections below present the results of the Company's three reportable business segments: Insights, Conferences and Consulting.

	As Of And For The Three Months Ended March 31, 2026	As Of And For The Three Months Ended March 31, 2025	Increase (Decrease)	Percentage Increase (Decrease)
<b>Financial Measurements:</b>				
Revenues (1)	\$ 1,294,195	\$ 1,255,569	\$ 38,626	3 %
Gross contribution (1)	\$ 1,011,517	\$ 965,947	\$ 45,570	5 %
Gross contribution margin	78 %	77 %	1 point	—
<b>Business Measurements:</b>				
Contract Value (1), (3)	\$ 5,268,000	\$ 5,214,000	\$ 54,000	1 %
Global Technology Sales (2):				
Contract value (1), (3)	\$ 4,000,000	\$ 3,986,000	\$ 14,000	— %
Client retention	85 %	84 %	1 point	—
Wallet retention	97 %	101 %	(4) points	—
Global Business Sales (2):				
Contract value (1), (3)	\$ 1,268,000	\$ 1,228,000	\$ 40,000	3 %
Client retention	86 %	87 %	(1) point	—
Wallet retention	98 %	105 %	(7) points	—

(1) Dollars in thousands.

(2) Global Technology Sales includes sales to users and providers of technology. Global Business Sales includes sales to all other functional leaders.

(3) Contract values are on a foreign currency neutral basis. Contract values as of March 31, 2025 have been calculated using the same foreign currency rates as 2026.

Insights revenues increased by \$38.6 million during the three months ended March 31, 2026 compared to the same period in 2025, or 3% on a reported basis and nearly flat excluding the foreign currency impact. The segment gross contribution margin was 78% and 77% for the three months ended March 31, 2026 and 2025, respectively.

Contract value increased to \$5.3 billion at March 31, 2026, or 1% compared to March 31, 2025 excluding the foreign currency impact. Approximately half of industry sectors grew mid single-digit rates. Growth was led by the banking and energy sectors, partially offset by a high single digit decrease in public sector, primarily related to the US federal government. Global Technology Sales (“GTS”) contract value increased slightly at March 31, 2026 when compared to March 31, 2025. The slight increase in GTS contract value was primarily due to business from new clients. GTS contract value increased by mid single-digit rates for nearly all commercial enterprise sizes and mid-single digits for half of industry sectors. Global Business Sales (“GBS”) contract value increased by 3% year-over-year, primarily driven by business from new clients. The majority of our GBS practices achieved mid single-digit rates or faster growth rates, with all commercial enterprise sizes and the majority of sectors also growing mid single-digit rates or faster year-over-year. Public sector contract value decreased by high single digits and mid single digits for GTS and GBS, respectively.

GTS client retention was 85% and 84% as of March 31, 2026 and 2025, respectively, while wallet retention was 97% and 101% as of March 31, 2026 and 2025, respectively. GBS client retention was 86% as of both March 31, 2026 and 2025, while wallet retention was 98% and 105%, respectively. The decrease in GTS and GBS wallet retention was largely due to lower levels of spending by existing clients compared to the same period in 2025.

## Conferences

	Three Months Ended March 31, 2026	Three Months Ended March 31, 2025	Increase (Decrease)	Percentage Increase (Decrease)
<b>Financial Measurements:</b>				
Revenues (1)	\$ 78,325	\$ 72,597	\$ 5,728	8 %
Gross contribution (1)	\$ 30,408	\$ 27,382	\$ 3,026	11 %
Gross contribution margin	39 %	38 %	1 point	—
<b>Business Measurements:</b>				
Number of destination conferences (2)	10	10	—	— %
Number of destination conferences attendees (2)	11,473	11,911	(438)	(4)%

(1) Dollars in thousands.

(2) Single day, local meetings are excluded.

Conferences revenues increased by \$5.7 million during the three months ended March 31, 2026 compared to the same period in 2025, or 8% on a reported basis and 6% excluding the foreign currency impact. The increase in revenues for the three months ended March 31, 2026 was primarily due to higher exhibitor revenue. We held 10 destination conferences during both the three months ended March 31, 2026 and 2025. Gross contribution increased to \$30.4 million during the three months ended March 31, 2026 compared to \$27.4 million in the same period last year. The increase in gross contribution during the three months ended March 31, 2026 was primarily the result of the increase in revenues.

	As Of And For The Three Months Ended March 31, 2026	As Of And For The Three Months Ended March 31, 2025	Increase (Decrease)	Percentage Increase (Decrease)
<b>Financial Measurements:</b>				
Revenues (1)	\$ 119,129	\$ 139,706	\$ (20,577)	(15)%
Gross contribution (1)	\$ 36,805	\$ 53,392	\$ (16,587)	(31)%
Gross contribution margin	31 %	38 %	(7) points	—
<b>Business Measurements:</b>				
Backlog (1), (2)	\$ 200,500	\$ 219,400	\$ (18,900)	(9)%
Billable headcount	875	968	(93)	(10)%
Consultant utilization	61 %	64 %	(3) points	—

(1) Dollars in thousands.

(2) Backlog is on a foreign currency neutral basis. Backlog as of March 31, 2025 has been calculated using the same foreign currency rates as 2026.

Consulting revenues decreased by 15% during the three months ended March 31, 2026 compared to the same period in 2025 on a reported basis and 17% excluding the foreign currency impact, with a decrease in labor-based consulting revenue of 13% and a decrease in contract optimization revenue of 19%, each on a reported basis. The primary regions driving the decrease in revenue compared to the prior year period were the United States, principally in the public sector, and Japan. Contract optimization revenue may vary significantly and, as such, revenues for the first quarter of 2026 may not be indicative of results for the remainder of 2026 or beyond. The segment gross contribution margin was 31% and 38% for the three months ended March 31, 2026 and 2025, respectively. The decrease in gross contribution margin for the three months ended March 31, 2026 was primarily due to the decrease in revenues.

Backlog decreased by \$18.9 million, or 9%, from March 31, 2025 to March 31, 2026, excluding the foreign currency impact.

## LIQUIDITY AND CAPITAL RESOURCES

We finance our operations through cash generated from our operating activities and, to a lesser extent, borrowings. Note 8 — Debt in the Notes to Condensed Consolidated Financial Statements provides additional information regarding the Company's outstanding debt obligations. At March 31, 2026, we had \$1.7 billion of cash and cash equivalents and approximately \$1.0 billion of available borrowing capacity on the revolving credit facility under our 2024 Credit Agreement. We believe that the Company has adequate liquidity to meet its currently anticipated needs for both the next twelve months and the foreseeable future.

We have historically generated significant cash flows from our operating activities, benefiting from the favorable working capital dynamics of our subscription-based business model in our Insights segment, which is our largest business segment and historically has constituted a significant portion of our total revenues. The majority of our Insights customer contracts are paid in advance and, combined with a strong customer retention rate and high incremental margins, our subscription-based business model has resulted in continuously strong operating cash flow. Cash flow generation has also benefited from our ongoing efforts to improve the operating efficiencies of our businesses as well as a focus on the optimal management of our working capital as we increase sales.

Our cash and cash equivalents are held in numerous locations throughout the world with 60% held outside the U.S. at March 31, 2026. We continue to assert our intention to reinvest substantially all remaining accumulated undistributed foreign earnings, except in instances where repatriation would result in minimal additional tax.

The table below summarizes the changes in our cash balances for the periods indicated (in thousands).

	<b>Three Months Ended March 31, 2026</b>	<b>Three Months Ended March 31, 2025</b>	<b>Increase (Decrease)</b>
Cash provided by operating activities	\$ 391,039	\$ 313,512	\$ 77,527
Cash provided by (used in) investing activities	84,375	(25,569)	109,944
Cash used in financing activities	(527,484)	(152,936)	(374,548)
Net (decrease) increase in cash and cash equivalents and restricted cash	(52,070)	135,007	(187,077)
Effects of exchange rates on cash and cash equivalents	(3,505)	22,894	(26,399)
Beginning cash and cash equivalents	1,722,521	1,933,147	(210,626)
Ending cash and cash equivalents	<u>\$ 1,666,946</u>	<u>\$ 2,091,048</u>	<u>\$ (424,102)</u>

### *Operating*

Cash provided by operating activities was \$391.0 million and \$313.5 million during the three months ended March 31, 2026 and 2025, respectively. The year-over-year increase was primarily due to the improved timing of collections partially offset by higher income tax payments.

### *Investing*

Cash provided by (used in) investing activities was \$84.4 million and \$(25.6) million during the three months ended March 31, 2026 and 2025, respectively. The change from 2025 to 2026 was primarily the result of the proceeds from the sale of our Digital Markets business in February 2026.

### *Financing*

Cash used in financing activities was \$527.5 million and \$152.9 million during the three months ended March 31, 2026 and 2025, respectively. We used \$534.6 million and \$162.7 million of cash for share repurchases during the three months ended March 31, 2026 and 2025, respectively.

### *Debt*

As of March 31, 2026, the Company had \$3.0 billion of principal amount of debt outstanding. Note 8 — Debt in the Notes to Condensed Consolidated Financial Statements provides additional information regarding the Company's outstanding debt obligations. From time to time, the Company may seek to retire or repurchase its outstanding debt through various methods including open market repurchases, negotiated block transactions, or otherwise, all or some of which may be effected through Rule 10b5-1 plans. Such transactions, if any, depend on prevailing market conditions, our liquidity and capital requirements, contractual restrictions, and other factors, and may involve material amounts.

#### **OFF BALANCE SHEET ARRANGEMENTS**

From January 1, 2026 through March 31, 2026, the Company has not entered into any material off-balance sheet arrangements or transactions with unconsolidated entities or other persons.

### **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK**

#### **INTEREST RATE RISK**

As of March 31, 2026, the Company had \$3.0 billion in total debt principal outstanding. None of the Company's total debt outstanding as of March 31, 2026 was based on a floating base rate of interest. Note 8 — Debt in the Notes to Condensed Consolidated Financial Statements provides additional information regarding the Company's outstanding debt obligations.

#### **FOREIGN CURRENCY RISK**

A significant portion of our revenues are typically derived from sales outside of the United States. Among the major foreign currencies in which we conduct business are the Euro, the British Pound, the Japanese Yen, the Australian dollar and the Canadian dollar. The reporting currency of our Condensed Consolidated Financial Statements is the U.S. dollar. As the values of the foreign currencies in which we operate fluctuate over time relative to the U.S. dollar, the Company is exposed to both foreign currency translation and transaction risk.

Translation risk arises as our foreign currency assets and liabilities are translated into U.S. dollars because the functional currencies of our foreign operations are generally denominated in the local currency. Adjustments resulting from the translation of these assets and liabilities are deferred and recorded as a component of stockholders' equity. A measure of the potential impact of foreign currency translation can be determined through a sensitivity analysis of our cash and cash equivalents. At March 31, 2026, we had \$1.7 billion of cash and cash equivalents, with a substantial portion denominated in foreign currencies. If the exchange rates of the foreign currencies we hold all changed in comparison to the U.S. dollar by 10%, the amount of cash and cash equivalents we would have reported on March 31, 2026 could have increased or decreased by approximately \$117.5 million. The translation of our foreign currency revenues and expenses historically has not had a material impact on our consolidated earnings because movements in and among the major currencies in which we operate tend to impact our revenues and expenses fairly equally. However, our earnings could be impacted during periods of significant exchange rate volatility, or when some or all of the major currencies in which we operate move in the same direction against the U.S. dollar.

Transaction risk arises when we enter into a transaction that is denominated in a currency that may differ from the local functional currency. As these transactions are translated into the local functional currency, a gain or loss may result, which is recorded in current period earnings. We typically enter into foreign currency forward exchange contracts to mitigate the effects of some of this foreign currency transaction risk. Our outstanding foreign currency forward exchange contracts as of March 31, 2026 had an immaterial net unrealized gain.

#### **CREDIT RISK**

Financial instruments that potentially subject the Company to concentration of credit risk consist primarily of short-term, highly liquid investments classified as cash equivalents, fees receivable, interest rate swap contracts and foreign currency forward exchange contracts. The majority of the Company's cash and cash equivalents and foreign currency forward exchange contracts are with large investment grade commercial banks. Fees receivable balances deemed to be collectible from customers have limited concentration of credit risk due to our diverse customer base and geographic dispersion.

### **ITEM 4. CONTROLS AND PROCEDURES**

We have established disclosure controls and procedures that are designed to ensure that the information we are required to disclose in our reports filed or submitted under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), is recorded, processed, summarized and reported within the time periods specified in the rules and forms of the SEC, and such information is accumulated and communicated to our executive management team, including our chief executive officer and our chief financial officer, to allow timely decisions regarding required disclosure.

Management conducted an evaluation, as of March 31, 2026, of the effectiveness of the design and operation of our disclosure controls and procedures, as such term is defined in Rules 13a-15(e) and 15d-15(e) of the Exchange Act, under the supervision and with the participation of our chief executive officer and chief financial officer. Based upon that evaluation, our chief executive officer and chief financial officer have concluded that, as of March 31, 2026, the Company's disclosure controls and procedures were effective.

There have been no changes in our internal control over financial reporting identified in connection with the evaluation required by paragraph (d) of Exchange Act Rules 13a-15 or 15d-15 that occurred during the quarter ended March 31, 2026 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

## PART II. OTHER INFORMATION

### ITEM 1. LEGAL PROCEEDINGS

We are involved in legal and administrative proceedings and litigation arising in the ordinary course of business. We believe that the potential liability, if any, in excess of amounts already accrued from all proceedings, claims and litigation will not have a material effect on our financial position, cash flows or results of operations when resolved in a future period.

### ITEM 1A. RISK FACTORS

There were no material changes to the risk factors disclosed in Part I, Item 1A of our Annual Report on Form 10-K for the year ended December 31, 2025.

### ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

There were no unregistered sales of equity securities during the period covered by this report.

#### Issuer Purchases of Equity Securities

In May 2015, the Company's Board of Directors (the "Board") authorized a share repurchase program to repurchase up to \$1.2 billion of the Company's common stock. The Board authorized incremental share repurchases of up to an aggregate additional \$6.3 billion of the Company's common stock from February 2021 to January 2026. The Board also authorized incremental share repurchases of up to an additional \$600.0 million in April 2026. The Company may repurchase its common stock from time-to-time in amounts, at prices and in the manner that the Company deems appropriate, subject to the availability of stock, prevailing market conditions, the trading price of the stock, the Company's financial performance and other conditions. Repurchases may be made through open market purchases (which may include repurchase plans designed to comply with Rule 10b5-1 of the Securities Exchange Act of 1934, as amended), accelerated share repurchases, private transactions or other transactions and will be funded by cash on hand and borrowings. Repurchases may also be made from time-to-time in connection with the settlement of the Company's stock-based compensation awards. The table below summarizes the repurchases of our common stock during the three months ended March 31, 2026.

Period	Total Number of Shares Purchased (#)	Average Price Paid Per Share (\$)	Total Number of Shares Purchased Under Announced Programs (#)	Maximum Approximate Dollar Value of Shares That May Yet Be Purchased Under the Plans or Programs (in thousands)
January 1, 2026 to January 31, 2026	47	\$ 223.31	—	\$ 1,245,347
February 1, 2026 to February 28, 2026	2,042,841	155.53	1,931,202	945,349
March 1, 2026 to March 31, 2026	1,267,365	163.25	1,267,228	\$ 738,472
Total for the quarter (1)	<u>3,310,253</u>	\$ 158.49	<u>3,198,430</u>	

(1) The repurchased shares during the three months ended March 31, 2026 included 111,823 shares purchased for the settlement of stock-based compensation awards and 3,198,430 shares purchased in the open market. Amounts presented exclude the excise tax accrual.

### ITEM 5. OTHER INFORMATION

#### Insider Trading Arrangements

No director or Section 16 officer adopted or terminated a trading arrangement intended to satisfy the affirmative defense conditions of Rule 10b5-1(c) or a non-Rule 10b5-1 trading arrangement during the three months ended March 31, 2026.

## ITEM 6. EXHIBITS

EXHIBIT NUMBER	DESCRIPTION OF DOCUMENT
<a href="#">3.1</a>	Restated Certificate of Incorporation of the Company (Incorporated by reference from the Company's Current Report on Form 8-K filed on July 6, 2005).
<a href="#">3.2</a>	Amended and restated By-laws of Gartner, Inc, effective October 30, 2025. (Incorporated by reference from the Company's Quarterly Report on Form 10-Q filed on November 4, 2025).
<a href="#">31.1</a> *	<a href="#">Certification of chief executive officer under Rule 13a — 14(a)/15d — 14(a).</a>
<a href="#">31.2</a> *	<a href="#">Certification of chief financial officer under Rule 13a — 14(a)/15d — 14(a).</a>
<a href="#">32</a> *	<a href="#">Certification under 18 U.S.C. 1350.</a>
101.INS*	Inline XBRL Instance Document.
101.SCH*	Inline XBRL Taxonomy Extension Schema Document.
101.CAL*	Inline XBRL Taxonomy Extension Calculation Linkbase Document.
101.DEF*	Inline XBRL Taxonomy Extension Definition Linkbase Document.
101.LAB*	Inline XBRL Taxonomy Extension Label Linkbase Document.
101.PRE*	Inline XBRL Taxonomy Extension Presentation Linkbase Document.
104*	Cover Page Interactive Data File, formatted in Inline XBRL (included as Exhibit 101).

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\* Filed with this report.

Items 3 and 4 of Part II are not applicable and have been omitted.

### SIGNATURE

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

Gartner, Inc.

Date: May 5, 2026

/s/ Craig W. Safian

Craig W. Safian

Executive Vice President and Chief Financial Officer  
(Principal Financial and Accounting Officer)

## CERTIFICATION

I, Eugene A. Hall, certify that:

- (1) I have reviewed this Quarterly Report on Form 10-Q for the quarter ended March 31, 2026, of Gartner, Inc.;
- (2) Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- (3) Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- (4) The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- (5) The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

/s/ Eugene A. Hall

Eugene A. Hall

Chief Executive Officer

Date: May 5, 2026

## CERTIFICATION

I, Craig W. Safian, certify that:

- (1) I have reviewed this Quarterly Report on Form 10-Q for the quarter ended March 31, 2026, of Gartner, Inc.;
- (2) Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
- (3) Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
- (4) The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
- (5) The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

/s/ Craig W. Safian

Craig W. Safian

Chief Financial Officer

Date: May 5, 2026

**CERTIFICATION PURSUANT TO 18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

In connection with the Quarterly Report of Gartner, Inc. (the "Company") on Form 10-Q for the quarter ended March 31, 2026, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), Eugene A. Hall, Chief Executive Officer of the Company, and Craig W. Safian, Chief Financial Officer of the Company, each hereby certifies, pursuant to 18 U.S.C. § 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ Eugene A. Hall  
Name: Eugene A. Hall  
Title: Chief Executive Officer  
Date: May 5, 2026

/s/ Craig W. Safian  
Name: Craig W. Safian  
Title: Chief Financial Officer  
Date: May 5, 2026

A signed original of this written statement has been provided to the Company and will be retained by the Company and furnished to the Securities and Exchange Commission or its staff upon request.