

TechTarget, Inc.
Consolidated Balance Sheets
(in \$000's)

	<u>March 31, 2008</u>	<u>December 31, 2007</u>
	<u>(Unaudited)</u>	
Assets		
Current assets:		
Cash and cash equivalents	\$ 38,297	\$ 10,693
Short-term investments	22,107	51,308
Accounts receivable, net of allowance for doubtful accounts	17,055	15,198
Prepaid expenses and other current assets	4,324	1,962
Deferred tax assets	2,802	2,947
Total current assets	84,585	82,108
Property and equipment, net	4,094	4,401
Long-term investments	1,950	-
Goodwill	88,326	88,326
Intangible assets, net of accumulated amortization	20,509	21,939
Deferred tax assets	3,180	2,910
Other assets	199	203
Total assets	\$ 202,843	\$ 199,887
Liabilities and Stockholders' Equity		
Current liabilities:		
Current portion of bank term loan payable	\$ 3,000	\$ 3,000
Accounts payable	3,775	2,919
Income taxes payable	47	1,031
Accrued expenses and other current liabilities	1,740	2,473
Accrued compensation expenses	877	2,600
Deferred revenue	6,734	3,761
Total current liabilities	16,173	15,784
Long-term liabilities:		
Other liabilities	487	455
Bank term loan payable, net of current portion	2,250	3,000
Total liabilities	18,910	19,239
Commitments		
	-	-
Stockholders' equity:		
Preferred stock	-	-
Common stock	41	41
Additional paid-in capital	213,233	209,773
Warrants	4	13
Accumulated other comprehensive loss	(156)	(102)
Accumulated deficit	(29,189)	(29,077)
Total stockholders' equity	183,933	180,648
Total liabilities and stockholders' equity	\$ 202,843	\$ 199,887

TechTarget, Inc.
Consolidated Statements of Operations
(in \$000's, except per share information)

	For the Three Months Ended March 31,	
	2008	2007
	(Unaudited)	
Revenues:		
Online	\$ 18,863	\$ 13,709
Events	3,985	2,939
Print	1,022	1,697
Total revenues	23,870	18,345
Cost of revenues:		
Online (1)	5,169	3,525
Events (1)	1,827	1,372
Print (1)	546	1,129
Total cost of revenues	7,542	6,026
Gross profit	16,328	12,319
Operating expenses:		
Selling and marketing (1)	8,444	6,152
Product development (1)	2,762	1,748
General and administrative (1)	3,795	2,610
Depreciation	724	330
Amortization of intangible assets	1,480	759
Total operating expenses	17,205	11,599
Operating income	(877)	720
Interest income (expense):		
Interest income	532	360
Interest expense	(114)	(427)
Total interest income (expense)	418	(67)
(Loss) income before (benefit from) provision for income taxes	(459)	653
(Benefit from) provision for income taxes	(347)	336
Net (loss) income	\$ (112)	\$ 317
Net loss per common share:		
Basic and Diluted	\$ 0.00	\$ (0.28)
Weighted average common shares outstanding:		
Basic and Diluted	41,158	8,174
(1) Amounts include stock-based compensation expense as follows:		
Cost of online revenue	\$ 98	\$ 70
Cost of events revenue	22	12
Cost of print revenue	-	9
Selling and marketing	1,392	536
Product development	140	73
General and administrative	601	371

TechTarget, Inc.
Reconciliation of GAAP to Non-GAAP Measures

Reconciliation of Net (Loss) Income to Adjusted EBITDA
(in \$000's)

	For the Three Months Ended March 31,	
	2008	2007
	(Unaudited)	
Net (Loss) Income	\$ (112)	\$ 317
Interest Income (Expense), net	418	(67)
(Benefit From) Provision For Income Taxes	(347)	336
Depreciation	724	330
Amortization of Intangible Assets	1,480	759
EBITDA	1,327	1,809
Stock-Based Compensation Expense	2,253	1,071
Adjusted EBITDA	\$ 3,580	\$ 2,880

Reconciliation of Net (Loss) Income to Adjusted Net Income
and Net Loss per Diluted Share to Adjusted Net Income per Share
(in \$000's, except per share amounts)

	For the Three Months Ended March 31,	
	2008	2007
	(Unaudited)	
Net (Loss) Income	\$ (112)	\$ 317
Amortization of Intangible Assets	1,480	759
Stock-Based Compensation Expense	2,253	1,071
Impact of Income Taxes	1,755	933
Adjusted Net Income	\$ 1,866	\$ 1,214
Net Loss per Diluted Share	\$ (0.00)	\$ (0.28)
Weighted Average Diluted Shares Outstanding	41,158	8,174
Adjusted Net Income per Share	\$ 0.04	\$ 0.03
Adjusted Weighted Average Diluted Shares Outstanding	43,465	36,290
Options, Warrants and Restricted Stock, Treasury Method Included in Adjusted Weighted Average Diluted Shares Above	2,307	-
Pro Forma Adjustment Including Assumed Conversion of Redeemable Convertible Preferred Stock	-	28,116
Weighted Average Diluted Shares Outstanding	41,158	8,174

TechTarget, Inc.
Financial Guidance Summary
(in \$000's)

	For the Three Months Ended June 30, 2008		For the Year Ended December 31, 2008	
	Range		Range	
Revenues	\$ 30,400	\$ 31,600	\$ 118,000	\$ 122,000
Adjusted EBITDA	\$ 8,600	\$ 9,400	\$ 33,000	\$ 35,000
Interest Income, net	295	295	1,287	1,287
Depreciation, Amortization and Stock-Based Compensation	4,170	4,170	17,184	17,184
Provision for Income Taxes	2,079	2,431	7,823	9,703
Net Income	\$ 2,646	\$ 3,094	\$ 9,280	\$ 9,400