

**TechTarget, Inc.**  
**Consolidated Balance Sheets**  
(in thousands)

	<b>December 31,</b>	
	<b>2007</b>	<b>2006</b>
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 10,693	\$ 30,830
Short-term investments	51,308	-
Accounts receivable, net of allowance for doubtful accounts	15,198	12,096
Prepaid expenses and other current assets	1,962	952
Deferred tax assets	2,947	1,784
<b>Total current assets</b>	<b>82,108</b>	<b>45,662</b>
Property and equipment, net	4,401	2,520
Goodwill	88,326	36,190
Intangible assets, net of accumulated amortization	21,939	6,066
Other assets	203	854
Deferred tax assets	2,910	1,355
<b>Total assets</b>	<b>\$ 199,887</b>	<b>\$ 92,647</b>
<b>Liabilities, Redeemable Convertible Preferred Stock and Stockholders' Equity (Deficit)</b>		
Current liabilities:		
Current portion of bank term loan payable	\$ 3,000	\$ 3,000
Accounts payable	2,919	2,928
Income taxes payable	1,031	1,854
Accrued expenses and other current liabilities	2,473	1,904
Accrued compensation expenses	2,600	2,322
Deferred revenue	3,761	2,544
<b>Total current liabilities</b>	<b>15,784</b>	<b>14,552</b>
Long-term liabilities:		
Other liabilities	455	555
Bank term loan payable, net of current portion	3,000	6,000
<b>Total liabilities</b>	<b>19,239</b>	<b>21,107</b>
Commitments	-	-
Redeemable convertible preferred stock:		
Series A	-	30,468
Series B	-	88,260
Series C	-	18,038
<b>Total redeemable convertible preferred stock</b>	<b>-</b>	<b>136,766</b>
Stockholders' equity (deficit):		
Common stock	41	32
Additional paid-in capital	209,773	-
Warrants	13	105
Accumulated other comprehensive loss	(102)	(56)
Accumulated deficit	(29,077)	(65,307)
<b>Total stockholders' equity (deficit)</b>	<b>180,648</b>	<b>(65,226)</b>
<b>Total liabilities, redeemable convertible preferred stock and stockholders' equity (deficit)</b>	<b>\$ 199,887</b>	<b>\$ 92,647</b>

**TechTarget, Inc.**  
**Consolidated Statements of Operations**  
(in thousands, except share and per share information)

	For the Three Months Ended December 31,		For the Years Ended December 31,	
	2007	2006	2007	2006
<b>Revenues:</b>				
Online	\$ 18,960	\$ 15,424	\$ 63,686	\$ 51,176
Events	8,053	5,746	24,254	19,708
Print	1,402	1,947	6,725	8,128
<b>Total revenues</b>	<b>28,415</b>	<b>23,117</b>	<b>94,665</b>	<b>79,012</b>
<b>Cost of revenues:</b>				
Online <sup>(1)</sup>	4,381	3,731	15,575	12,988
Events <sup>(1)</sup>	2,546	1,852	8,611	6,493
Print <sup>(1)</sup>	798	1,124	3,788	5,339
<b>Total cost of revenues</b>	<b>7,725</b>	<b>6,707</b>	<b>27,974</b>	<b>24,820</b>
<b>Gross profit</b>	<b>20,690</b>	<b>16,410</b>	<b>66,691</b>	<b>54,192</b>
<b>Operating expenses:</b>				
Selling and marketing <sup>(1)</sup>	8,237	5,750	28,048	20,305
Product development <sup>(1)</sup>	2,299	1,555	7,320	6,295
General and administrative <sup>(1)</sup>	3,675	2,755	12,592	8,756
Depreciation	515	447	1,610	1,144
Amortization of intangible assets	1,769	1,143	4,740	5,029
<b>Total operating expenses</b>	<b>16,495</b>	<b>11,650</b>	<b>54,310</b>	<b>41,529</b>
<b>Operating income</b>	<b>4,195</b>	<b>4,760</b>	<b>12,381</b>	<b>12,663</b>
<b>Interest income (expense):</b>				
Interest income	757	387	2,815	1,613
Interest expense	(133)	(188)	(984)	(1,292)
<b>Total interest income (expense)</b>	<b>624</b>	<b>199</b>	<b>1,831</b>	<b>321</b>
<b>Income before provision for income taxes</b>	<b>4,819</b>	<b>4,959</b>	<b>14,212</b>	<b>12,984</b>
<b>Provision for income taxes</b>	<b>2,050</b>	<b>2,188</b>	<b>6,046</b>	<b>5,811</b>
<b>Net income</b>	<b>\$ 2,769</b>	<b>\$ 2,771</b>	<b>\$ 8,166</b>	<b>\$ 7,173</b>
<b>Net income (loss) per common share:</b>				
Basic	\$ 0.07	\$ 0.00	\$ 0.15	\$ (0.46)
Diluted	\$ 0.06	\$ 0.00	\$ 0.13	\$ (0.46)
<b>Weighted average common shares outstanding:</b>				
Basic	40,690	7,938	28,384	7,824
Diluted	43,833	10,611	31,347	7,824

(1) Amounts include stock-based compensation expense as follows:

Cost of online revenue	\$ 33	\$ 73	\$ 189	\$ 87
Cost of events revenue	10	26	53	31
Cost of print revenue	(3)	10	15	12
Selling and marketing	945	536	2,999	606
Product development	104	74	334	90
General and administrative	823	374	2,244	424
	<b>\$ 1,912</b>	<b>\$ 1,093</b>	<b>\$ 5,834</b>	<b>\$ 1,250</b>

**TechTarget, Inc.**  
**Reconciliation of GAAP to Non-GAAP Measures**  
(in thousands, unaudited)

**Reconciliation of Net Income to Adjusted EBITDA**

	<b>For the Three Months Ended December 31,</b>		<b>For the Years Ended December 31,</b>	
	<b>2007</b>	<b>2006</b>	<b>2007</b>	<b>2006</b>
Net income	\$ 2,769	\$ 2,771	\$ 8,166	\$ 7,173
Interest income, net	624	199	1,831	321
Provision for income taxes	2,050	2,188	6,046	5,811
Depreciation	515	447	1,610	1,144
Amortization of intangible assets	1,769	1,143	4,740	5,029
EBITDA	6,479	6,350	18,731	18,836
Stock-based compensation expense	1,912	1,093	5,834	1,250
Adjusted EBITDA	\$ 8,391	\$ 7,443	\$ 24,565	\$ 20,086

**TechTarget, Inc.**  
**Financial Guidance Summary**  
(in thousands)

	<b>For the Three Months Ended March 31, 2008</b>		<b>For the Year Ended December 31, 2008</b>	
	<b>Range</b>		<b>Range</b>	
Revenues	\$ 23,000	\$ 24,000	\$ 118,000	\$ 122,000
Adjusted EBITDA	\$ 3,000	\$ 3,800	\$ 33,000	\$ 35,000
Reconciliation of Adjusted EBITDA to net income (loss):				
Adjusted EBITDA	\$ 3,000	\$ 3,800	\$ 33,000	\$ 35,000
Interest income, net	453	453	1,890	1,890
Depreciation, amortization and stock-based compensation	4,510	4,510	17,110	17,110
Provision for (benefit from) income taxes	(465)	(113)	7,823	8,703
Net income (loss)	\$ (592)	\$ (144)	\$ 9,957	\$ 11,077