DATOS INSIGHTS

VERTICAL RESEARCH & ADVISORY FOR FINANCIAL SERVICES

Board of Directors

Board Meeting · FY2026 Business Review

DEMONSTRATION MATERIAL

How This Sample Deck Was Built

1

Purpose

A sample board deck created for demonstration only. It is not an official document of Datos Insights, was not produced, reviewed, or endorsed by the company, and must not be relied upon for any decision.

2

How it was built

Generated by an AI assistant (Claude) from publicly available information. Structure follows common board-review best practice; layout and charts were produced programmatically.

3

Data & figures

Company facts are from public sources; all financial figures are illustrative planning estimates and are not audited.

4

No warranty

Provided as-is with no representation as to accuracy or completeness. Any resemblance to actual internal reporting is coincidental.

AGENDA

FY2026 Business Review · Board Meeting

Key Messages to the Board

Durable model

Datos Insights is a vertically focused research and advisory partner to the financial-services industry — banking, insurance, securities, and payments — serving both financial institutions and the technology vendors who sell into them.

Recurring core

Recurring subscription/advisory anchors the revenue base, with expansion and data upside layered on top.

Instrumented business

Performance is tracked against a defined set of metrics and deliverables spanning multiple functions and altitudes — provided as separate companion files.

Clear priorities

Strategic priorities are set to compound the recurring core and de-risk the model.

SECTION 02 · OVERVIEW

Datos Insights

Datos Insights is a vertically focused research and advisory partner to the financial-services industry — banking, insurance, securities, and payments — serving both financial institutions and the technology vendors who sell into them. Formed from Aite Group, Novarica, and RBR, it monetizes through advisory subscriptions, proprietary datasets, consulting, executive councils, and conferences.

3
Heritage brands merged

4
FS verticals covered

Open
Access seat model

Sub
Recurring core

SECTION 02 · PORTFOLIO

What the Business Sells

Advisory Subscriptions

Analyst access + research across FS verticals — the recurring core

Proprietary Data (RBR)

Payments and cash-automation datasets, higher-margin

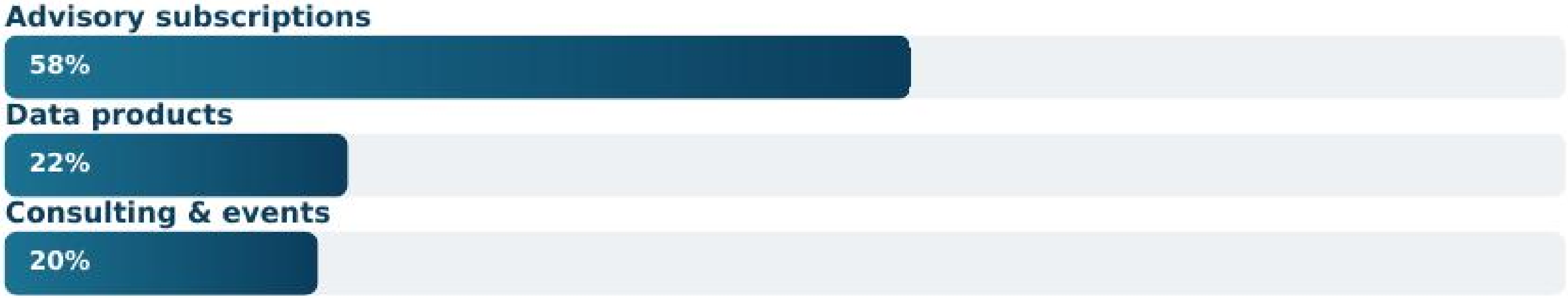
Consulting & Councils

Custom engagements and executive peer councils

Illustrative Revenue Trajectory ($M)

Illustrative estimates — a recurring core plus expansion and data/products drives the trajectory.

Illustrative Revenue Mix



Illustrative estimates. Mix shift toward recurring and data/products is the value-creation direction.

Strategic Priorities — FY2026

1. **Deepen net retention via open-access seats**
2. **Productize RBR proprietary data**
3. **Complete three-brand integration**
4. **Apply AI to analyst output and as research subject**

SECTION 04 · STRATEGY

Illustrative Scenarios

BEAR

Flat

Cyclical or category pressure slows growth; retreat to the recurring core.

BASE

Steady growth

Recurring core compounds with modest expansion and mix shift.

Illustrative only — not guidance.

BULL

Accelerating

Enterprise Risk Register

Risk	Rating	Description / mitigation
Integration	High	Three merged brands may carry redundant cost and retention leakage if not fully unified.
Vertical concentration	Med	Fortunes tied to financial-services technology spend.
Analyst dependence	Med	Research credibility and renewals ride on key analysts.
Labor-based margin	Med	Advisory margin is labor-dependent absent productization.

Board Scorecard — FY2026

Metric	Current	Status
Recurring-revenue mix	~72%	● Amber
Net revenue retention	~108%	● Green
Data-product revenue share	~15%	● Amber
Integration synergies	In progress	● Amber
Analyst utilization	Healthy	● Green
FS tech-spend cycle	Sensitive	● Amber

Decisions Requested of the Board

✓ **Approve FY2026 operating plan**
Endorse subscription, data-product and integration targets.

✓ **Fund the data-product roadmap**
Approve investment to productize RBR datasets.

✓ **Confirm integration completion**
Oversee removal of redundant three-brand delivery cost.

✓ **Endorse AI leverage plan**
Approve internal AI use to lift analyst margin.

APPENDIX

Sources & Methodology

Company facts drawn from public sources on Datos Insights (Aite–Novarica–RBR heritage, FS verticals, advisory/data/consulting model). Financial figures are illustrative estimates.

- Company facts are drawn from publicly available sources; structure follows common board-review best practice.
- Metrics, deliverables and OKRs for this company are provided as separate companion files.
- All financial figures are illustrative planning estimates. This company does not necessarily disclose audited financials.

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Thank you · Questions & Discussion