

EXECONLINE

ENTERPRISE LEADERSHIP DEVELOPMENT WITH TOP BUSINESS SCHOOLS

Board of Directors

Board Meeting · FY2026 Business Review

SAMPLE / DEMONSTRATION ONLY · STRICTLY PRIVATE & CONFIDENTIAL

How This Sample Deck Was Built

1

Purpose

A sample board deck created for demonstration only. It is not an official document of ExecOnline, 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

01 CEO Opening & Key Messages

02 Company Overview

03 Financial Performance

04 Revenue Mix & Drivers

05 Strategic Priorities

06 Illustrative Scenarios

07 Risk & Competition

08 Governance & Scorecard

09 Path to Value Creation

Key Messages to the Board

Durable model

ExecOnline delivers enterprise leadership-development programs at scale by pairing top business-school faculty and content with a technology platform that runs cohort-based online learning, coaching, and applied projects for large employers.

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.

ExecOnline

ExecOnline delivers enterprise leadership-development programs at scale by pairing top business-school faculty and content with a technology platform that runs cohort-based online learning, coaching, and applied projects for large employers. It sells to corporate HR/L&D functions through multi-year enterprise agreements, positioning measurable leadership-capability outcomes as the value proposition.

Enterprise

Multi-year contracts

B-Schools

Elite partnerships

Cohort

Scaled delivery

Outcomes

Measured impact

What the Business Sells

Leadership Programs

Cohort-based programs with elite school content — the recurring core

Coaching & Measurement

Coaching at scale plus outcome/impact analytics

Platform & Content

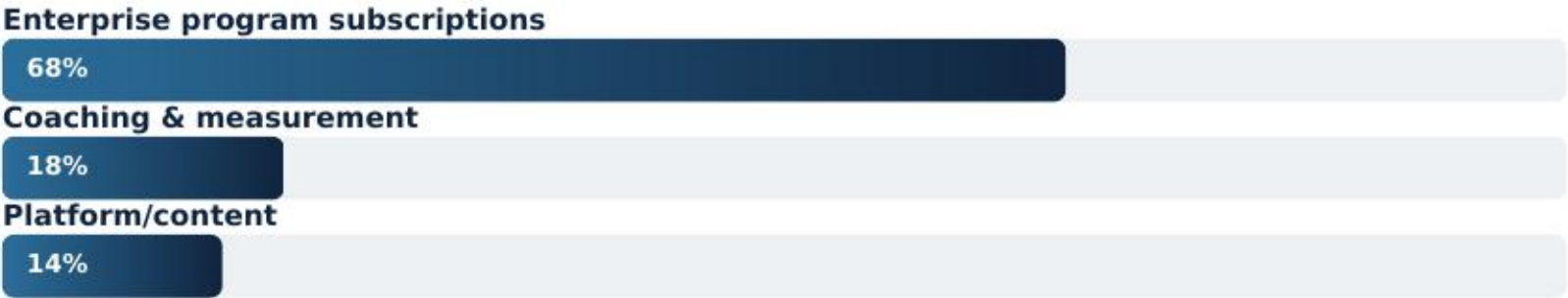
Technology platform and school-partnered content library

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** Expand seats/programs within enterprise accounts
- 2** Strengthen outcome measurement for renewals
- 3** Use AI for personalization and coaching scale
- 4** Deepen and protect elite school partnerships

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.

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BULL

Accelerating

Illustrative only

Enterprise Risk Register

Risk	Rating	Description / mitigation
L&D budget cyclical	High	Leadership-development spend is discretionary and cut early in downturns.
Partnership dependence	Med	Content credibility relies on continued elite school relationships.
Crowded market	Med	Corporate-learning and exec-education competitors contest the same budgets.
Outcome attribution	Med	Weak impact measurement can undermine renewal justification.

Board Scorecard — FY2026

Metric	Current	Status
Net revenue retention	~112%	Green
Multi-year contract share	~70%	Amber
Outcome measurement	Improving	Amber
L&D budget exposure	Discretionary	Red
School partnerships	Stable	Green
AI-delivery build	Early	Amber

Decisions Requested of the Board

✓ **Approve FY2026 operating plan**

Endorse net-retention, measurement and AI-delivery targets.

✓ **Fund AI-enabled delivery**

Approve investment in personalization and coaching scale.

✓ **Endorse measurement build**

Approve outcome/impact analytics tied to renewals.

✓ **Confirm partnership strategy**

Oversee extension and protection of school partnerships.

Sources & Methodology

Company facts drawn from public sources on ExecOnline (enterprise leadership development, business-school partnerships, cohort-based online programs). 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