CORPORATE EXECUTIVE BOARD™
WHAT THE BEST COMPANIES DO

Third Quarter 2010 Financial Results

Investor Conference Call

2 November 2010

“SAFE HARBOR” DISCLAIMER

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Statements using words such as “estimates,” “expects,” “anticipates,” “projects,” “plans,” “intends,” “believes,” “forecasts” and variations of such words or similar expressions are intended to identify forward-looking statements. You are hereby cautioned that these statements are based upon our expectations at the time we make them and may be affected by important factors including, among others, the factors set forth below and in our filings with the U.S. Securities and Exchange Commission, and consequently, actual operations and results may differ materially from the results discussed in the forward-looking statements. Our expectations, beliefs and projections are expressed in good faith and we believe there is a reasonable basis for them. Factors that could cause actual results to differ materially from those indicated by forward-looking statements include, among others, our dependence on renewals of our membership-based services, the sale of additional programs to existing members and our ability to attract new members, our potential failure to adapt to member needs and demands, our potential inability to attract and retain a significant number of highly skilled employees, risks associated with the results of restructuring plans, fluctuations in operating results, our potential inability to protect our intellectual property rights, our potential exposure to loss of revenue resulting from our unconditional service guarantee, exposure to litigation related to our content, various factors that could affect our estimated income tax rate or our ability to use our existing deferred tax assets, changes in estimates or assumptions used to prepare our financial statements, our potential inability to make, integrate and maintain acquisitions and investments, the amount and timing of the benefits expected from acquisitions and investments, our potential inability to effectively anticipate, plan for and respond to changing economic and financial markets conditions, especially in light of the ongoing uncertainty in the worldwide economy and possible volatility of our stock price. These and other factors are discussed more fully in the “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and “Risk Factors” sections of our filings with the U.S. Securities and Exchange Commission, including, but not limited to, our 2009 Annual Report on Form 10-K. The forward-looking statements in this presentation are made as of 2 November 2010, and we undertake no obligation to update any forward-looking statements, whether as a result of new information, future events, or otherwise.

ANOTHER SOLID PERFORMANCE BY OUR TEAMS

- Continued strength in renewals; additional progress on cross-sales and new sales
- Encouraging growth trends in both Contract Value and Revenues
- Quarterly profits aided by later spending ramp and non-operating items
- Updating guidance to reflect sustained momentum and additional investments through year-end

FINANCIAL SUMMARY

$ in Millions, Except Earnings per Share

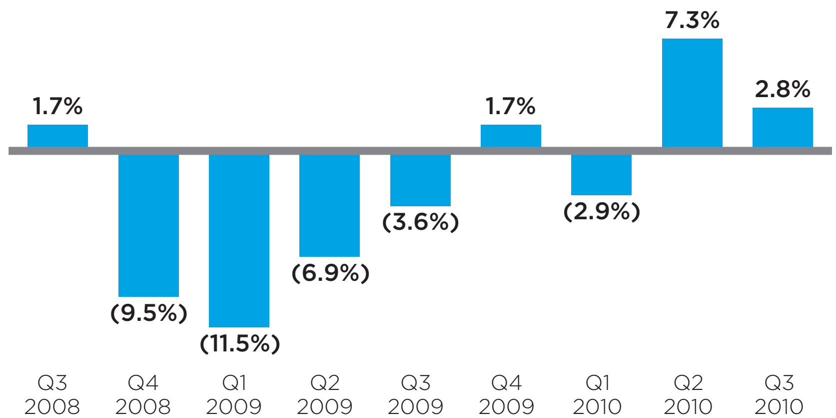
	Q3 2010	Q3 2009	% Change	Q2 2010	% Change
Contract Value	$421.6	$387.2	8.9%	$410.1	2.8%
Revenues	$112.1	$106.8	5.0%	$109.6	2.3%
Adjusted EBITDA Margin	25.2%	28.0%	n/m	22.1%	n/m
Diluted Earnings per Share	$0.20	$0.41	(51.2%)	$0.32	(37.5%)
Non-GAAP Diluted Earnings per Share	$0.43	$0.45	(4.4%)	$0.32	34.4%

- Solid sequential and year-over-year growth accompanied by continued revenue "lag effect"
- Adjusted EBITDA margin benefited from later than anticipated spending ramp and foreign currency gain
- Non-GAAP EPS also aided by lower tax rate and reduced depreciation and amortization
- Diluted EPS reflects a $12.6 million pre-tax, non-cash impairment loss in Q3 2010 related to Toolbox.com

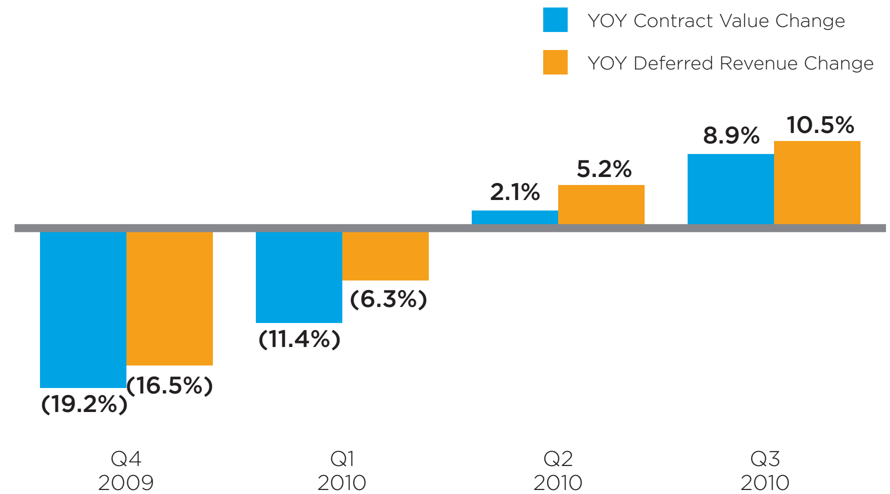
n/m = not meaningful.

GROWTH FOUNDATION GETTING FIRMER

Sequential Contract Value Change



Contract Value and Deferred Revenue Change

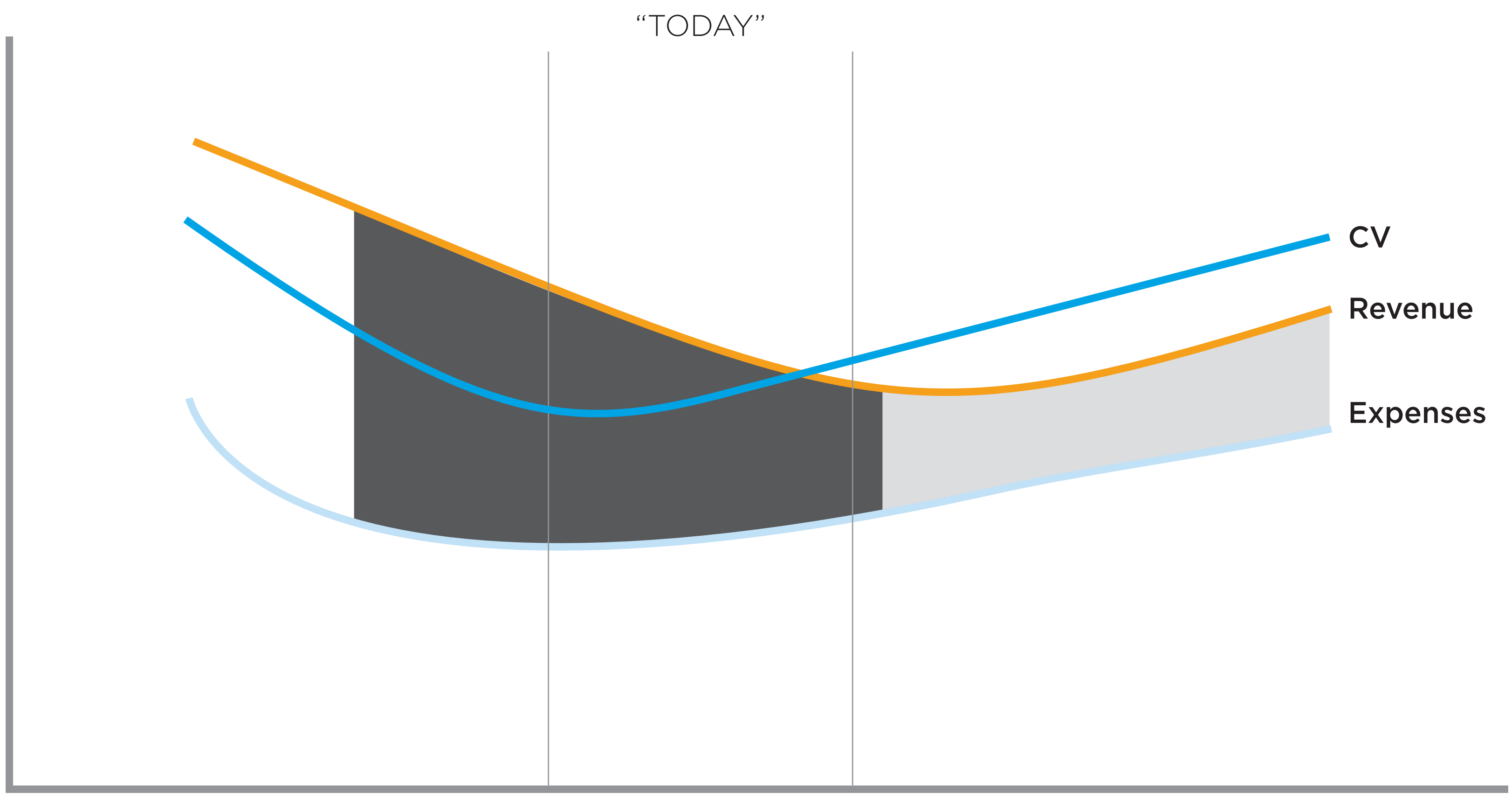


Q3 Highlights

- Program renewals holding at pre-recession levels
- Incremental progress on both cross-sales and new sales
- Leading indicators of revenue continuing to improve:
  - Contract Value Growth
  - Deferred Revenue Growth
  - Cross-Sell Ratios

NEAR-TERM MARGIN PRESSURE DUE TO REVENUE LAG AND SELECTIVE INVESTMENTS

Illustrative



Investing to Sustain Growth Opportunities

UPDATING 2010 OUTLOOK

Bookings and Revenues

- Continued contract value growth
- Revenue lag persists
- Maintaining current range

Expenses

- Follow through on investment ramp
- Selective adds to sales and service capacity
- Seasonal increases in selling-related activities

Guidance

Revenues	$430 M to $440 M
Adjusted EBITDA Margin	22% to 24%
Non-GAAP Diluted Earnings Per Share	$1.35 to $1.50
Depreciation and Amortization	$19 M to $21 M
Capital Expenditures	$6 M to $8 M

EXECUTING THE OPPORTUNITY FOR GROWTH

- Step up the pace on critical growth levers:
  - Fully realize the revenue potential of our members
  - Add great new members
  - Introduce compelling new products
- Continued focus on our four key priorities:
  - Drive customer loyalty through high-value personal engagement
  - Invest globally in our strongest brands
  - Improve the member experience through enhanced technology and analytic platforms
  - Elevate member performance through great content and product innovation

DRIVE LARGE CUSTOMER LOYALTY THROUGH HIGH-VALUE PERSONAL ENGAGEMENT

Q3 2010

- First full quarter in Europe with new commercial model
- Maintaining strong renewal rates
- Large corporate cross-sell ratio improves to 3.33

Next Steps

- Enable teams to reach next level of performance and impact
- Add capacity in key markets and roles

INVEST GLOBALLY IN OUR STRONGEST BRANDS

Q3 2010

- Building EXBD Brands
  - NYSE Euronext Alliance
  - First ever large-scale summits
    - Finance and Strategy
    - Sales, Marketing and Communications
- Penetrating Key New Markets
  - Meaningful gains in Southeast Asia
  - Strong growth in Middle Market and Government

Next Steps

- Building EXBD Brands
  - Continued focus on public thought leadership
  - Executive Guidance for 2011
- Penetrating Key New Markets
  - Add great talent in Europe and emerging markets

IMPROVE THE MEMBER EXPERIENCE THROUGH ENHANCED TECHNOLOGY AND ANALYTIC PLATFORMS

Q3 2010

- Beginning roll-out of new member portals
  - Links resources with recurring member workflows
  - Enables staff to serve members more effectively

Next Steps

- Continue building tools that broaden usage throughout member organizations
  - GenView 3.0
  - Middle Market HR Manager portal

ELEVATE MEMBER PERFORMANCE THROUGH GREAT CONTENT AND PRODUCT INNOVATION

Q3 2010

- Intelligent Growth
- Budget and spend series
- Corporate Integrity launches
  - Risk Integration Strategy Council
  - Legal Leadership Academies

Next Steps

- Initiate 2011 research agendas
- Continue launch slate
- Continue new product development
  - Focus on extending content assets into recurring member workflows

LOOKING AHEAD

- Pleased with current performance and expect continued, steady progress
- Maintain managerial and investment focus on four key priorities:
  - Drive customer loyalty through high-value personal engagement
  - Invest globally in our strongest brands
  - Improve the member experience through enhanced technology and analytic platforms
  - Elevate member performance through great content and product innovation
- Keep intensive focus on attracting, growing and developing exceptional talent

APPENDIX

This appendix and the accompanying tables include a discussion of EBITDA, Adjusted EBITDA, Adjusted net income, and Non-GAAP diluted earnings per share, which are non-GAAP financial measures provided as a complement to the results provided in accordance with accounting principles generally accepted in the United States of America ("GAAP"). The term "EBITDA" refers to a financial measure that we define as earnings before interest income, net, depreciation and amortization, and provision for income taxes. The term "Adjusted EBITDA" refers to a financial measure that we define as earnings before interest income, net, depreciation and amortization, provision for income taxes, impairment loss, costs associated with exit activities, restructuring costs, and gain on acquisition. The term "Adjusted net income" refers to net income excluding the after tax effects of impairment loss, costs associated with exit activities, restructuring costs, and gain on acquisition. "Non-GAAP diluted earnings per share" refers to net income excluding the after tax per share effects of impairment loss, costs associated with exit activities, restructuring costs, and gain on acquisition.

These non-GAAP measures may be considered in addition to results prepared in accordance with GAAP, but they should not be considered a substitute for, or superior to, GAAP results. We intend to continue to provide these non-GAAP financial measures as part of our future earnings discussions and, therefore, the inclusion of these non-GAAP financial measures will provide consistency in our financial reporting. A reconciliation of these non-GAAP measures to GAAP results is provided below.

We believe that EBITDA, Adjusted EBITDA, Adjusted net income, and Non-GAAP diluted earnings per share are relevant and useful supplemental information for our investors. We use these non-GAAP financial measures for internal budgeting and other managerial purposes, when publicly providing the Company's business outlook and as a measurement for potential acquisitions. A limitation associated with EBITDA and Adjusted EBITDA is that they do not reflect the periodic costs of certain capitalized tangible and intangible assets used in generating revenues in our business. Management evaluates the costs of such tangible and intangible assets through other financial measures such as capital expenditures. Management compensates for these limitations by also relying on the comparable GAAP financial measure of income from operations, which includes depreciation and amortization.

APPENDIX

($ in Thousands, Except per Share Amounts)

	Three Months Ended		
	30 September 2010	30 September 2009	30 June 2010
Revenues	**$ 112,113**	$ 106,819	**$ 109,577**
ADJUSTED EBITDA			
Net Income	**$ 6,989**	$ 14,177	**$ 10,980**
Interest Income, Net	**(317)**	(325)	**(363)**
Depreciation and Amortization	**4,517**	5,113	**5,639**
Provision for Income Taxes	**4,460**	8,569	**7,923**
EBITDA	**$ 15,649**	$ 27,534	**$ 24,179**
Impairment Loss	**12,645**	-	**-**
Restructuring Costs	**-**	2,327	**-**
Adjusted EBITDA	**$ 28,294**	$ 29,861	**$ 24,179**
Adjusted EBITDA Margin	**25.2%**	28.0%	**22.1%**
ADJUSTED NET INCOME			
Net Income	**$ 6,989**	$ 14,177	**$ 10,980**
Adjustments, Net of Tax:			
Impairment Loss	**7,789**	-	**-**
Restructuring Costs	**-**	1,471	**-**
Adjusted Net Income	**$ 14,778**	$ 15,648	**$ 10,980**
NON-GAAP DILUTED EARNINGS PER SHARE			
GAAP Diluted Earnings per Share	**$ 0.20**	$ 0.41	**$ 0.32**
Adjustments, Net of Tax:			
Impairment Loss	**0.23**	-	**-**
Restructuring Costs	**-**	0.04	**-**
Non-GAAP Diluted Earnings per Share	**$ 0.43**	$ 0.45	**$ 0.32**

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