

EO ANNUAL REVIEW

FY2014/2015

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We launched seven new chapters: EO Bryan/College Station, EO Southwest Ontario, EO Uttar Pradesh, EO East Africa – Dar es Salaam, EO Jordan, EO Rio de Janeiro and EO The Woodlands.

We doubled our Sister Chapters partnerships from seven to 14, including EO Austin and EO Perth; EO Los Angeles and EO Mexico City; and EO Silicon Valley and EO São Paulo.



We hosted highly attended events, including the EO Geneva Global University, EO New York Global University, EO24 and the Global Leadership Conference.



Looking back, FY2014/2015 was earmarked by global expansion, membership growth, technological innovation, record-breaking events and enhanced EO learning. Here are some highlights of what we accomplished as one #EONATION:

We launched #EONATION, a theme that celebrates our diversity and global impact.

We hired a new CEO, Vijay K. Tirathrai, to usher us into a new era of organizational excellence.

We hit the 11,000-member mark in membership, our highest member count in our 28-year history.

We brought in nearly 2,000 new members, our fastest growth in EO history.

We achieved high ratings in our All-Member Survey, including a record number of responses (6,082) and an overall organizational value rating of 8.3 (out of 10).



We introduced new learning programs, including the EO/London Business School Growth Forum.

We earned tremendous international media attention for EO GSEA, with more than 100 articles published globally, resulting in nearly 400 million impressions.

We significantly increased our social media presence, reaching 75,000 fans on Facebook, 40,000 followers on Twitter and 20,000 LinkedIn followers.

We enhanced our technology, to include an upgrade of our public-facing website (EOnetwork.org), the introduction of EO Connect and a digital version of Octane.

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Organizational Snapshot

(as of 30 June 2015)

11,000+

TOTAL MEMBERS WORLDWIDE

US\$536 BILLION

TOTAL SALES OF ALL MEMBERS WORLDWIDE

US\$52.3 MILLION

AVERAGE MEMBER SALES

2.4 MILLION

TOTAL NUMBER OF WORKERS THAT MEMBERS EMPLOY WORLDWIDE

240

AVERAGE MEMBER EMPLOYEES

150

TOTAL NUMBER OF CHAPTERS WORLDWIDE

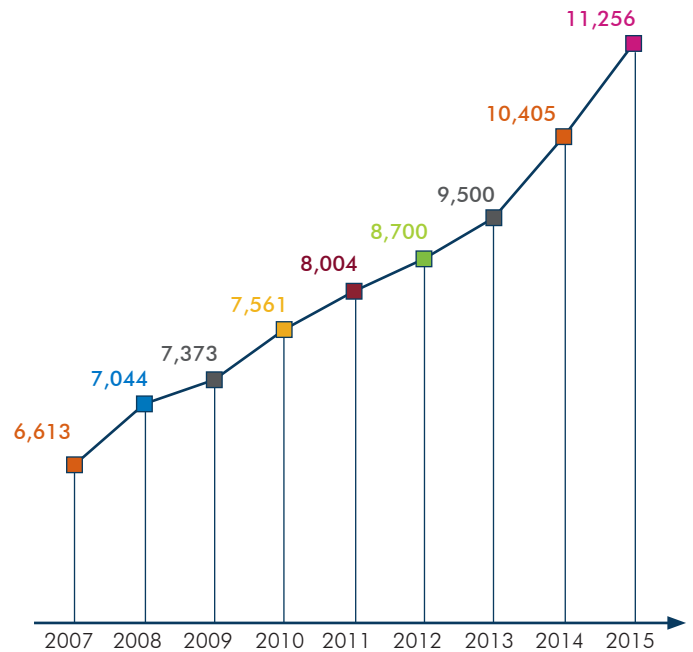
48

NUMBER OF COUNTRIES WITH EO CHAPTERS

43

AVERAGE MEMBER AGE

MEMBERSHIP GROWTH



MEMBERSHIP COMPOSITION BY REGION



● Asia Pacific: **17%**

● South Asia: **9%**

● Canada: **9.2%**

● US-Central: **16.1%**

● EMEA: **14.4%**

● US-East: **15.6%**

● LAC: **7.6%**

● US-West: **11.1%**

SIZE OF CURRENT PRIMARY BUSINESS



● Less than US\$2 million: **24.8%**

● US\$2 million to US\$4.9 million: **26.8%**

● US\$5 million to US\$9.9 million: **16.1%**

● US\$10 million to US\$19.9 million: **12.6%**

● US\$20 million to US\$49.9 million: **9.5%**

● US\$50 million and above: **10.2%**

FY2014/2015 ORGANIZATIONAL NET REVENUE



- Member Dues: **93.2%**
- Grant Revenue: **1.9%**
- Interest and Other: **1.2%**
- Forum Training and Events: **3%**
- Contributions: **0.7%**

EXPENSES



- Chapter Development: **26.6%**
- Communications: **7.1%**
- Conferences: **14.8%**
- Executive Education/GLC: **9%**
- Forum/MyEO: **13.4%**
- Governance: **6.1%**
- Healthnetwork and EO Connect: **1%**
- Technology: **4.6%**
- Management and General: **6.7%**
- Learning and Leadership: **10.7%**

ALLOCATIONS OF MEMBERS' GLOBAL ANNUAL DUES



- Chapter Development: **28.4% (US\$511)**
- Communications: **9.3% (US\$167.80)**
- Management and General: **8.5% (US\$153.20)**
- Global Benefits: **1.6% (US\$29.60)**
- Learning: **18.7% (US\$336)**
- Governance: **7.3% (US\$131.80)**
- Technology: **5.1% (US\$91.70)**
- Forum: **15.1% (US\$272)**
- Depreciation: **2.4% (US\$42.30)**
- Contribution to Reserve: **3.6% (US\$64.60)**

Awards & Recognition

LEARNING AWARDS:

- » Best Learning Calendar (Large): EO Edmonton
- » Best Learning Calendar (Small): EO East Africa
- » Best Chapter Learning Event: EO Kolkata
- » Best Multi-Chapter Learning Event: EO Cleveland
- » Best Community Impact Event: EO Indonesia
- » Best Wow/Social Event: EO Jaipur

MARKETING AND COMMUNICATIONS AWARDS:

- » Best Newsletter: EO Coimbatore
- » Best Social Media: EO Israel
- » Best Event Branding (Regional): EO Lahore
- » Best Event Branding (Chapter): EO Punjab
- » Best Video: EO Hawaii
- » Best External Awareness: EO U.A.E.
- » Best Chapter Branding: EO Portland
- » GCC Award for Marketing & Communications Leadership: Jeremy Choi, EO Toronto

MEMBERSHIP AND INTEGRATION AWARDS:

- » Bill Trimble Award for Most New Members: EO New York (46)
- » Randi Carroll Award for Best Chapter Launch: EO Punjab
- » Highest Percentage Growth: EO Guatemala (41%)
- » Century Club (awarded to chapters who hit the 100-member milestone for the first time): EO Columbus, EO Germany – Hamburg, EO Mexico City, EO Portland, EO Winnipeg
- » Half-Century Club (awarded to chapters who hit the 50-member milestone for the first time): EO Costa Rica, EO Guadalajara, EO Sacramento, EO Shanghai, EO Western New York
- » Membership Recruitment Excellence: EO Switzerland – Zürich
- » Membership Integration Excellence: EO Austin

OTHER AWARDS:

- » Mark Lincoln Volunteer of the Year: Jamie Douraghy (EO Los Angeles)
- » EO Global Citizen of the Year: Sriram Bharatam (EO East Africa)
- » EO Staff Member of the Year: Michael Smith (EO's Senior Interaction Designer)

ROCK STAR CHAPTERS

EO Atlantic Canada
 EO Austin
 EO Baltimore
 EO Birmingham ⁴
 EO Charlotte ²
 EO Cleveland ²
 EO Connecticut
 EO Costa Rica

EO East Africa
 EO Guadalajara ³
 EO Guatemala
 EO Gujarat
 EO Hong Kong ⁷
 EO Jaipur ²
 EO Johannesburg ⁴
 EO Kolkata ⁴

EO Lahore
 EO Malaysia ⁵
 EO Minnesota
 EO Nepal ⁶
 EO Nicaragua ²
 EO Philippines
 EO Portland
 EO Raleigh Durham ⁵

EO Reno Tahoe ²
 EO Seattle
 EO Southeast Virginia ²
 EO Switzerland – Geneva
 EO Sydney ²
 EO Winnipeg ⁴

**The number denotes the consecutive years a chapter has held Rock Star status.*