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Q2 Results Ended June 30th, 2018

Dr. Steve Cutler, CEO
Brendan Brennan, CFO
Jonathan Curtain, VP Corporate Finance & Investor Relations

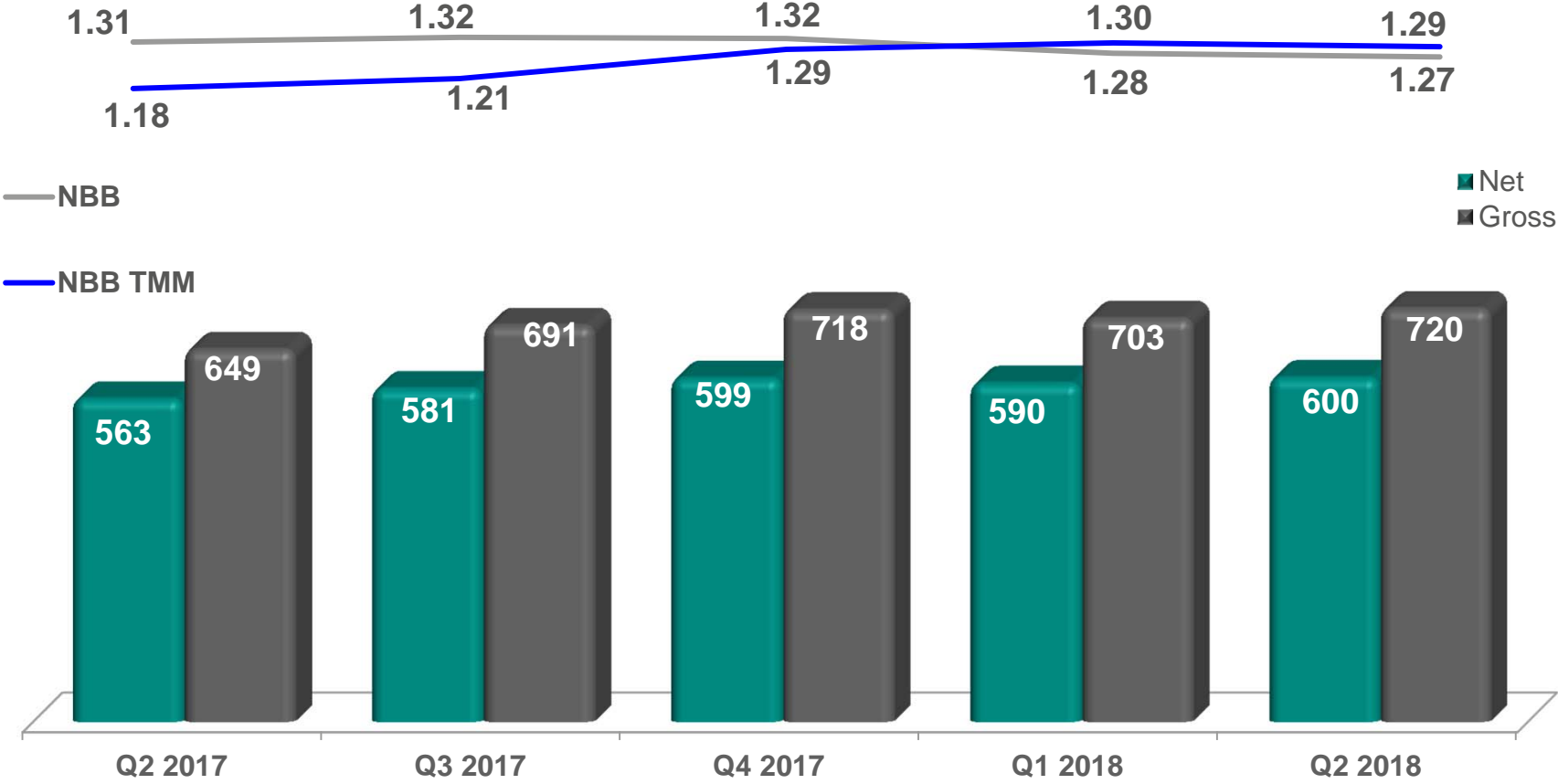
Accountability & Delivery | Collaboration | Partnership | Integrity

Forward Looking Statement

Certain statements in today's call will be forward looking statements. Actual results may differ materially from those stated or implied by forward looking statements due to risks and uncertainties associated with the company's business and listeners are cautioned that forward looking statements are not guarantees of future performance. The company's filings with the Securities and Exchange Commission discuss the risks and uncertainties associated with the company's business.

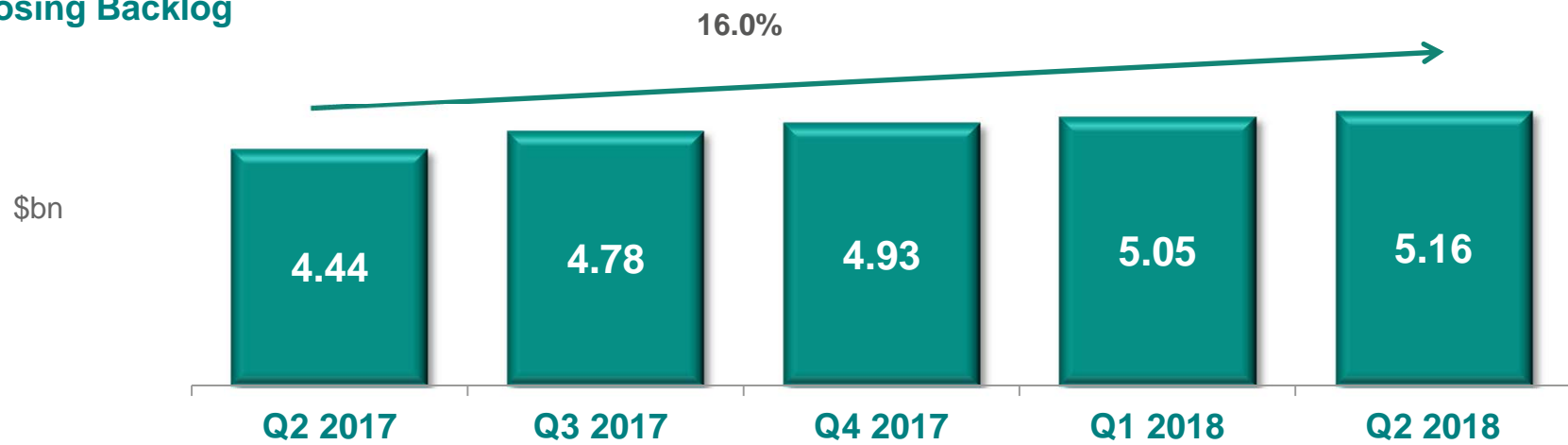
This presentation includes selected non-GAAP financial measures. For a presentation of the most directly comparable GAAP financial measures, please refer to the press release statement headed Consolidated Income Statements (Unaudited) (US GAAP). While non-GAAP financial measures are not superior to or a substitute for the comparable GAAP measures, we believe certain non-GAAP information is more useful to investors for historical comparison purposes.

Net Business Wins & Net Book to Bill Ratios (excluding the impact of ASC 606)

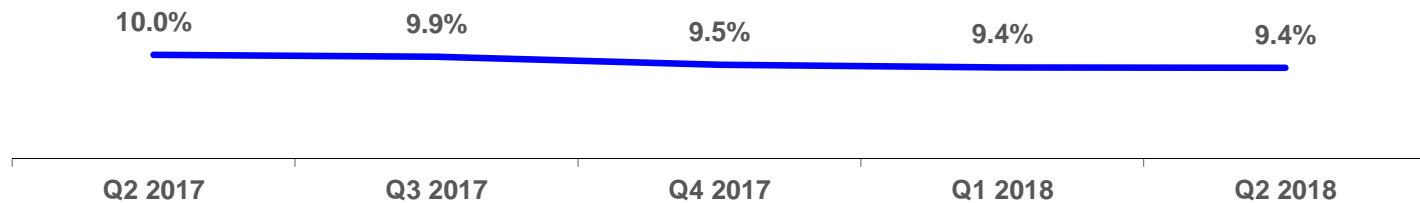


Backlog Metrics (excluding the impact of ASC 606)

Closing Backlog



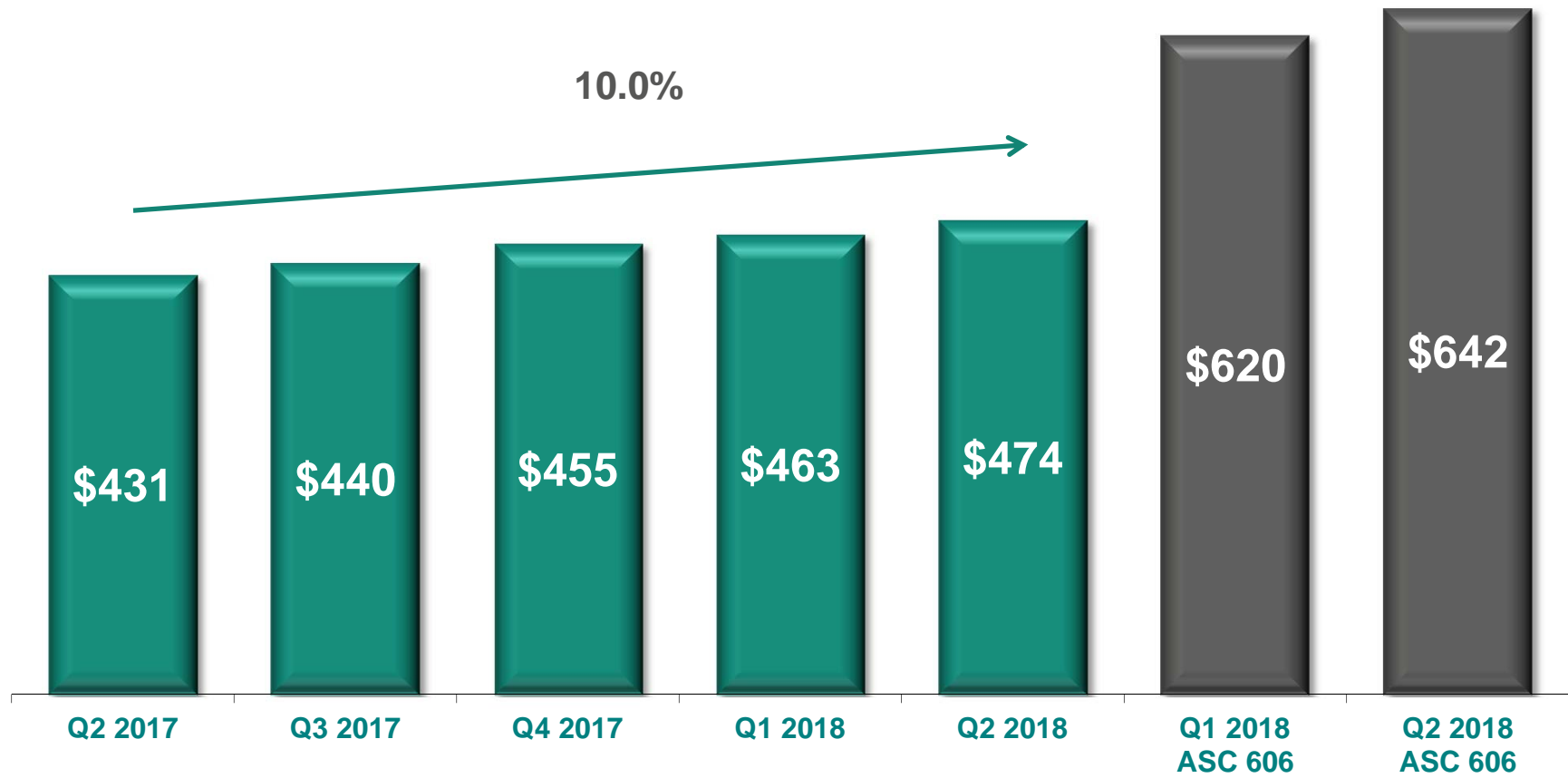
% Conversion of opening backlog



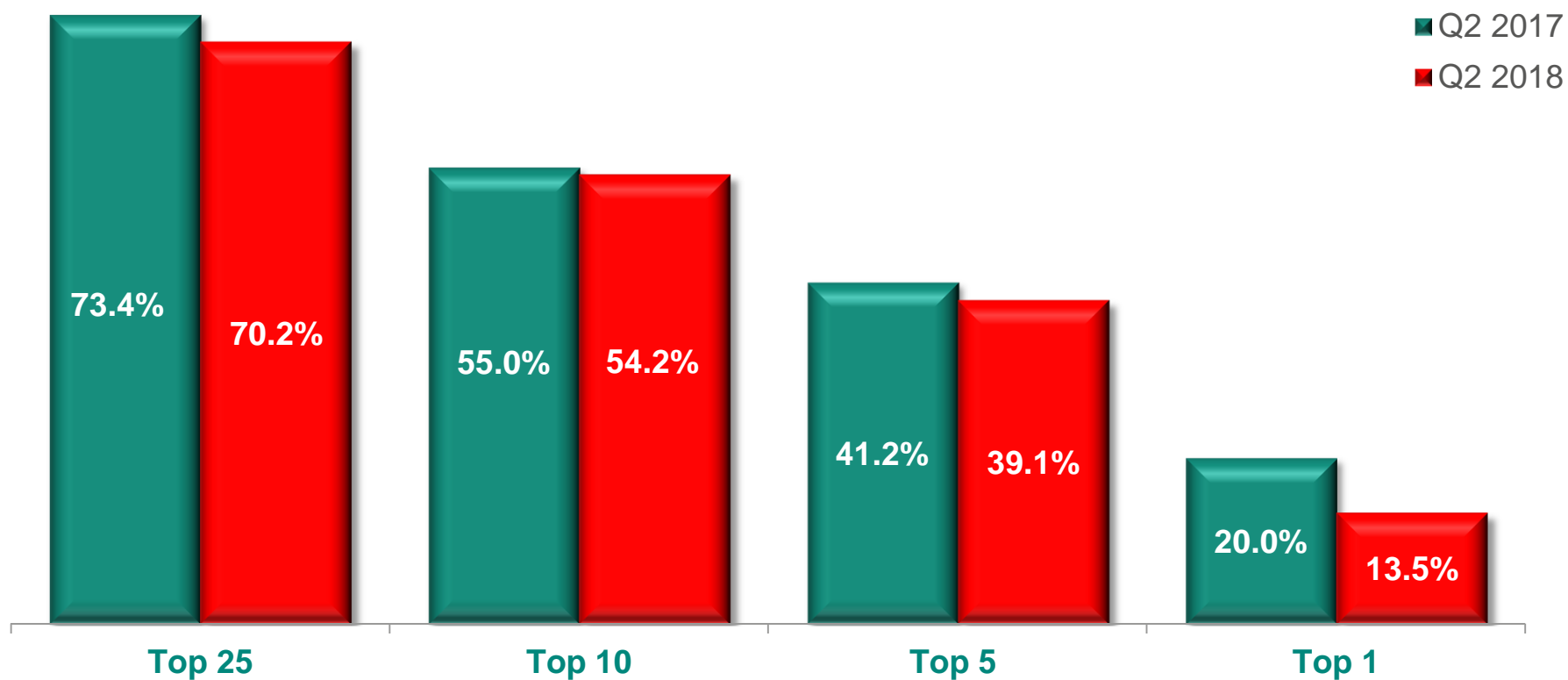
Revenue – impact of adoption of ASC 606

USD \$m	As Reported 30 th June 2018	ASC 606 Adjustments	30 th June 2018 without adoption of ASC 606	As reported 30 th June 2017
Revenue:				
Revenue	641,610	1,614	643,224	591,781
Reimbursable expenses	-	(169,313)	(169,313)	(160,758)
Total Revenue	641,610	(167,699)	473,911	431,023

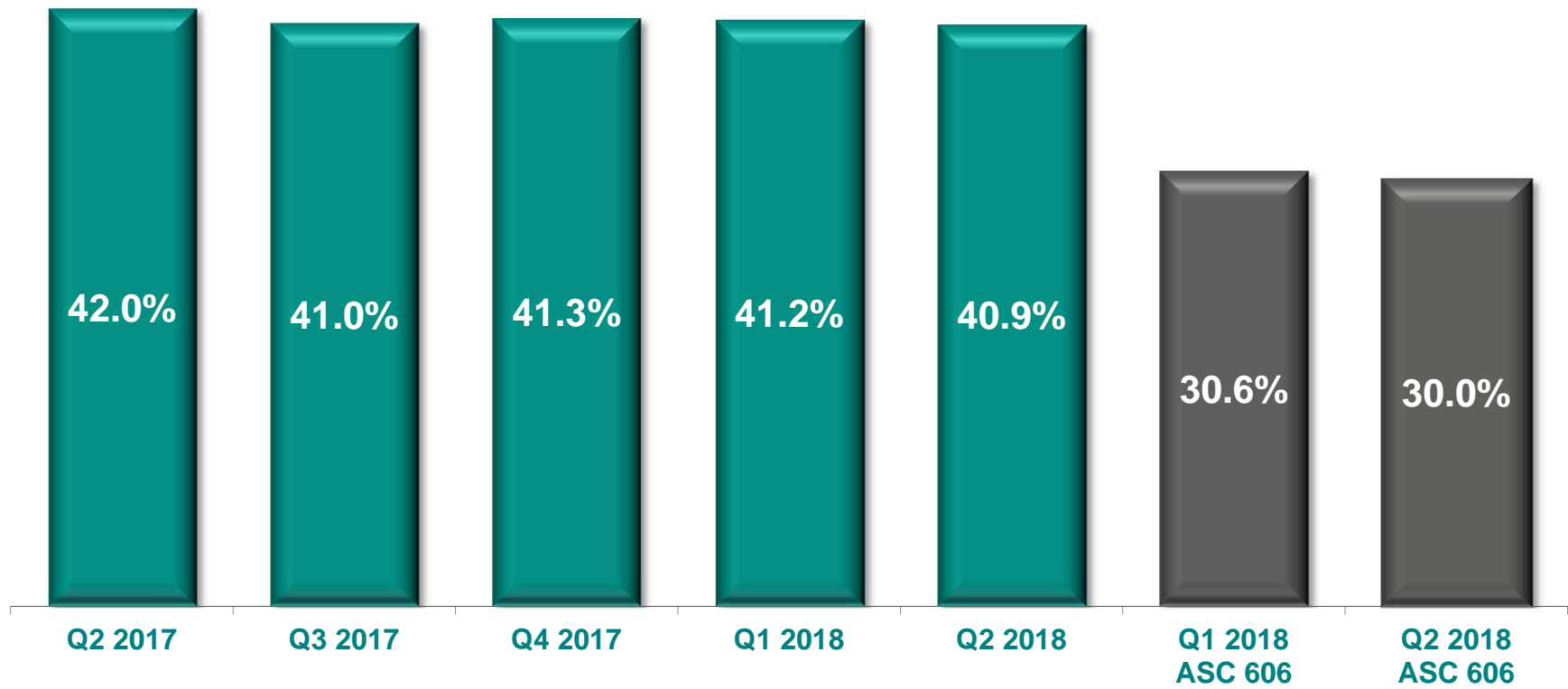
Quarterly Revenue



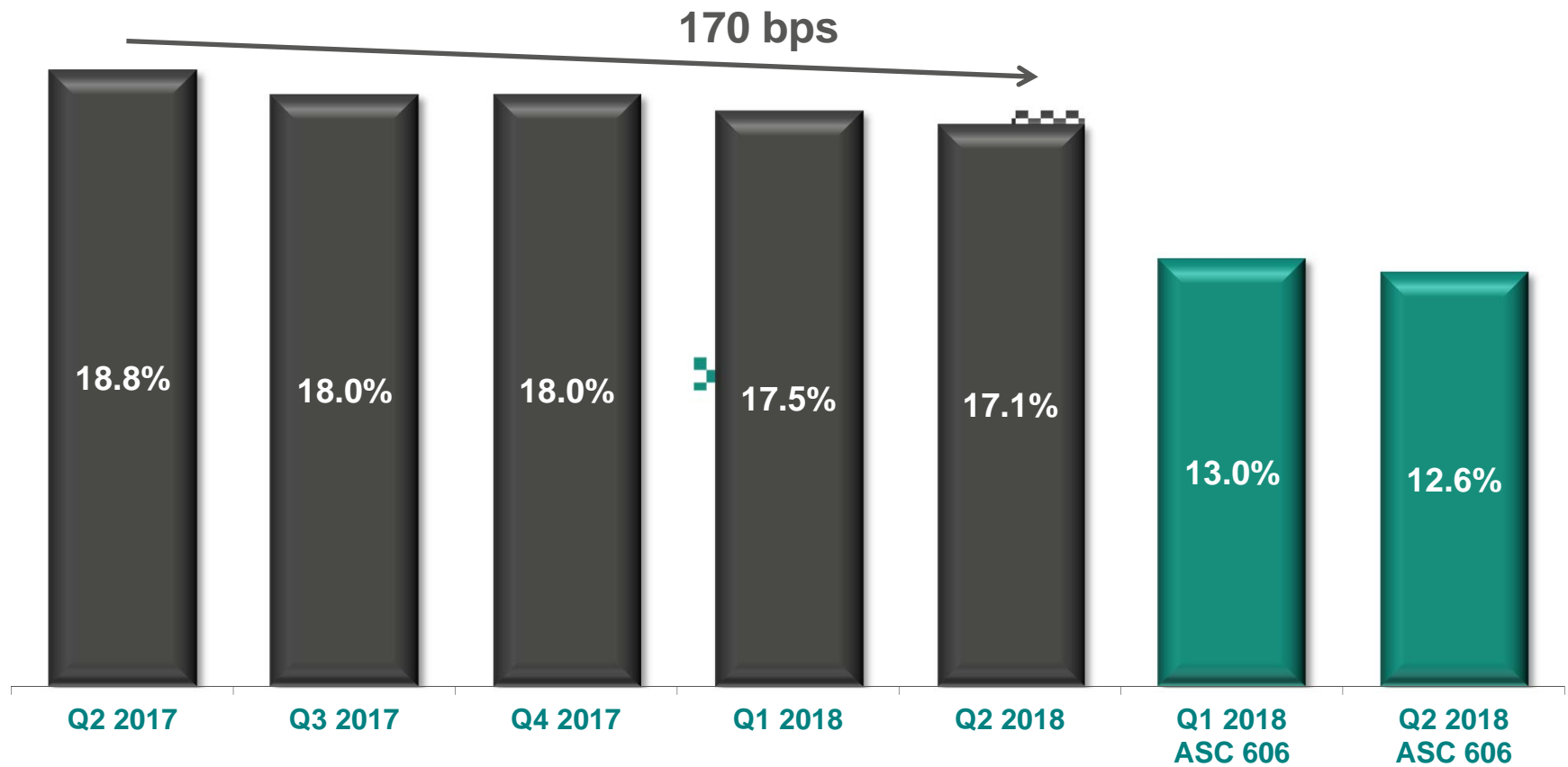
Client Concentration: % Revenue (excluding impact of ASC 606)



Quarterly Gross Margin



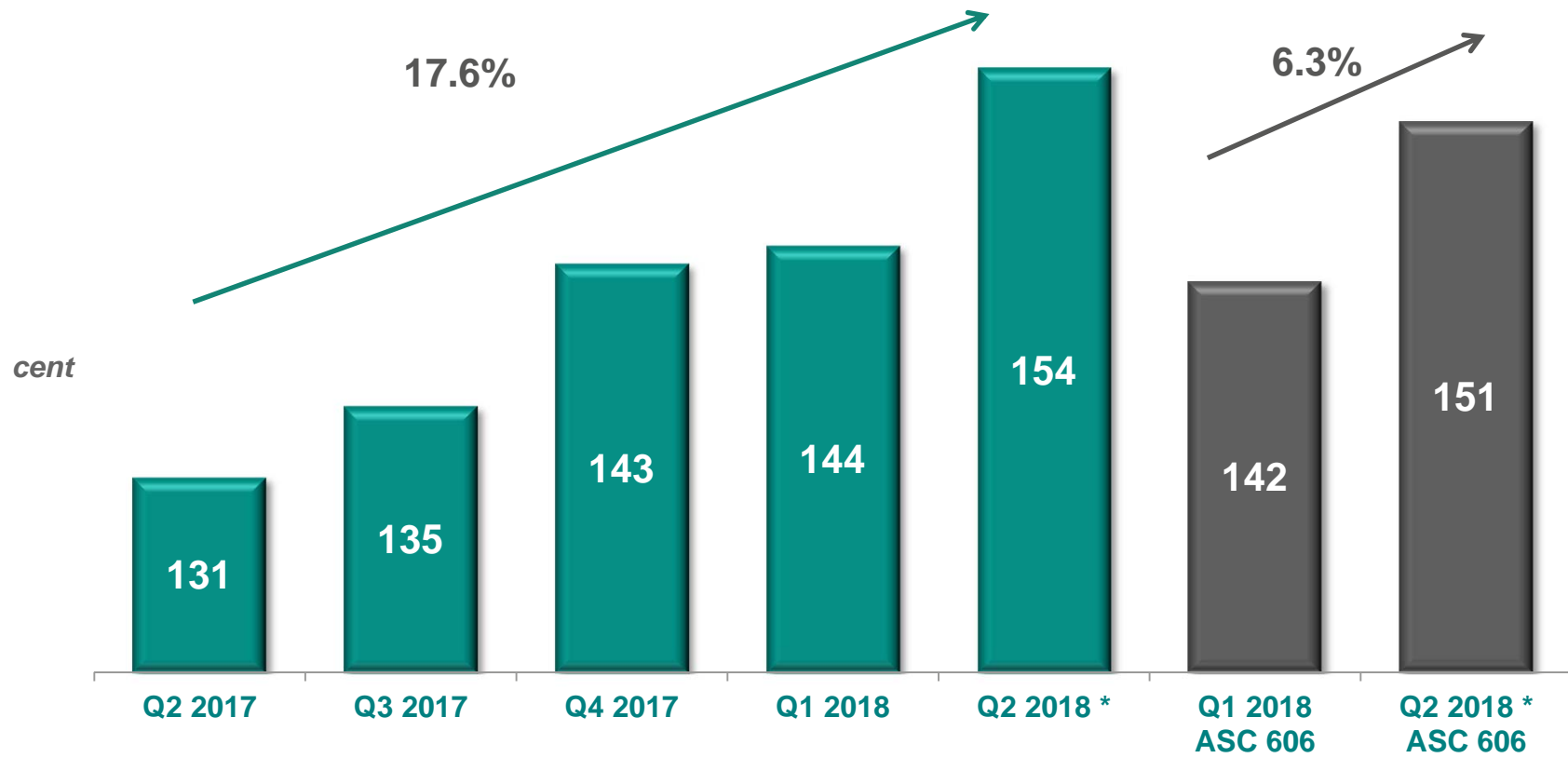
SG&A : % of revenue



Quarterly Operating Margin



Earnings per share



* Q2 2018 includes 3c tax upside

Balance Sheet

	<u>Q2 2017</u> 30-Jun-17	<u>Q1 2018</u> 31-Mar-18	<u>Q2 2018</u> 30-Jun-18
DSO	53	51	49
Capital Expenditure	\$6.9m	\$8.3m	\$8.9m
Net Cash Balance	(\$33.8m)	\$4.6m	\$23.9m

Quarterly YOY Comparison

	Q2 2018 ASC 606	Q2 2018 (excl. ASC 606)	Q2 2017	Variance (excl. ASC 606)
Revenue	\$642m	\$474m	\$431m	↑ 10% +8 % constant currency
Gross Margin	30.0%	40.9%	42.0%	↓ 110 bps
SG&A (% of revenue)	12.6%	17.1%	18.8%	↓ 170 bps
Operating Margin	14.7%	20.2%	19.9%	↑ 30 bps
Net Income Margin	12.9%	17.8%	16.6%	↑ 120 bps
EPS	151c	154c	131c	↑ 18%

Excludes impact of Q2 2018 and Q2 2017 non recurring charges

FY 2018 Updated Guidance under ASC 606

	Previous	Updated	% YOY Increase
Revenue	\$2,520m - \$2,640m	\$2,560m - \$2,640m	7% - 10%
EPS	\$5.91 - \$6.11	\$5.98 - \$6.12	11% - 14%

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