



### **ICON**

#### Quarter 4, 2010 Results ended December 31, 2010

Mr. Peter Gray, CEO

Mr. Ciaran Murray, CFO

Mr. Brendan Brennan, SVP Corporate Finance

Mr. Sam Farthing, VP Investor Relations

### Forward Looking Statement

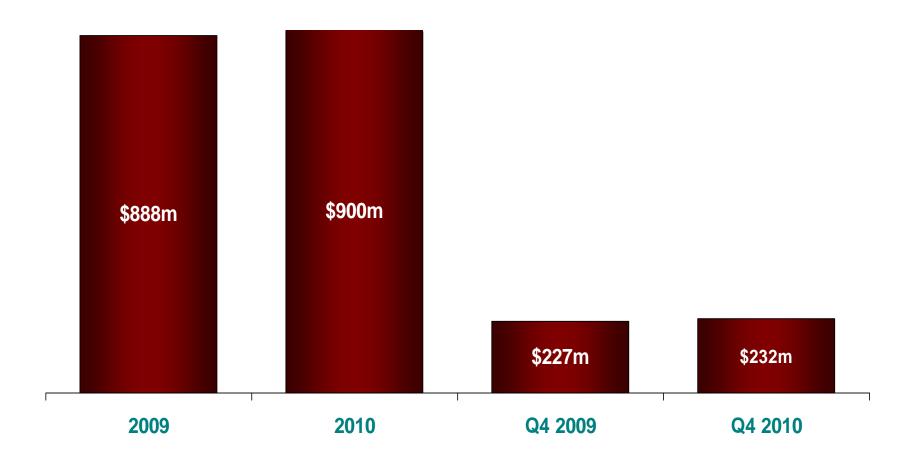


Certain statements contained herein including, without limitation, statements containing the words "believes," "anticipates," "intends," "expects" and words of similar import, constitute or may constitute forward-looking statements concerning the Group's operations, performance, financial condition and prospects. Because such statements involve known and unknown risks and uncertainties and depend on circumstances and events that may or may not occur in the future, actual results may differ materially from those expressed or implied by such forward-looking statements. Given these uncertainties and as forward looking statements are not guarantees of future performance, investors and prospective investors are cautioned not to place undue reliance on such forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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 consolidated income statement headed Consolidated Income Statements (US GAAP)

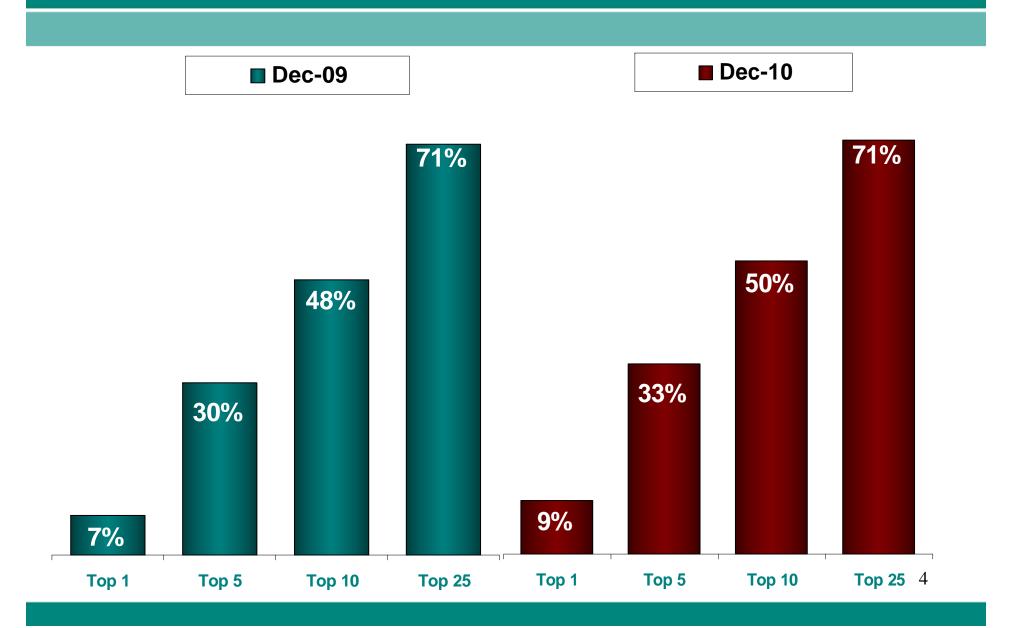
### Quarterly and FY Net Revenue





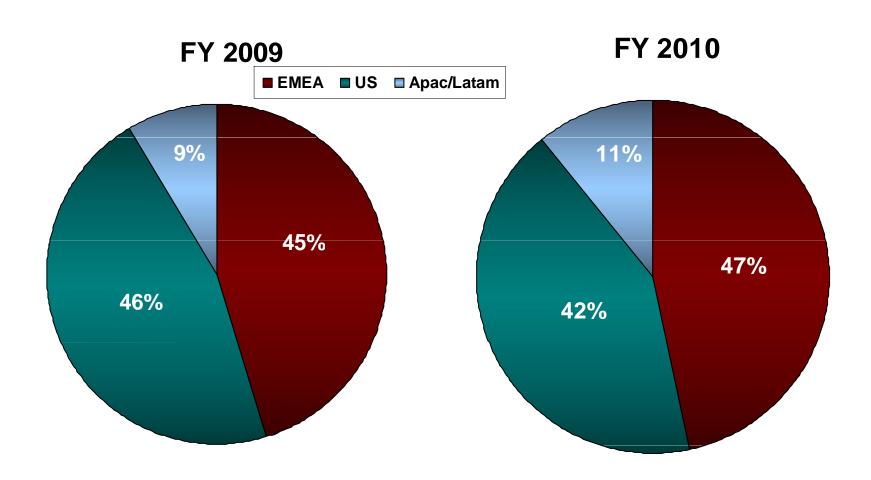
### Client Concentration in Revenue





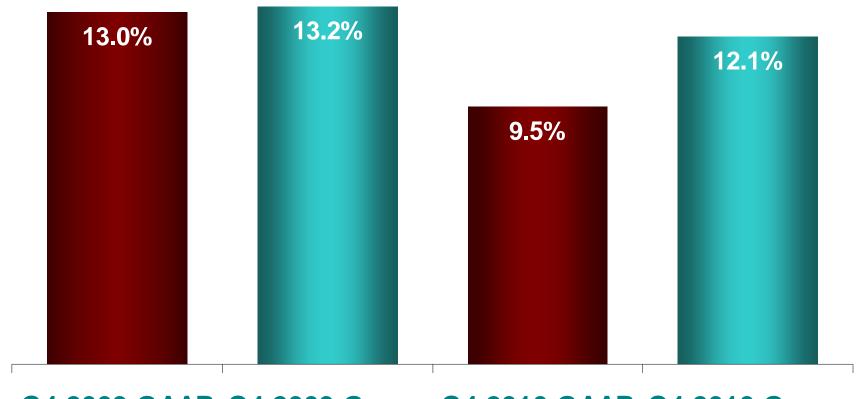








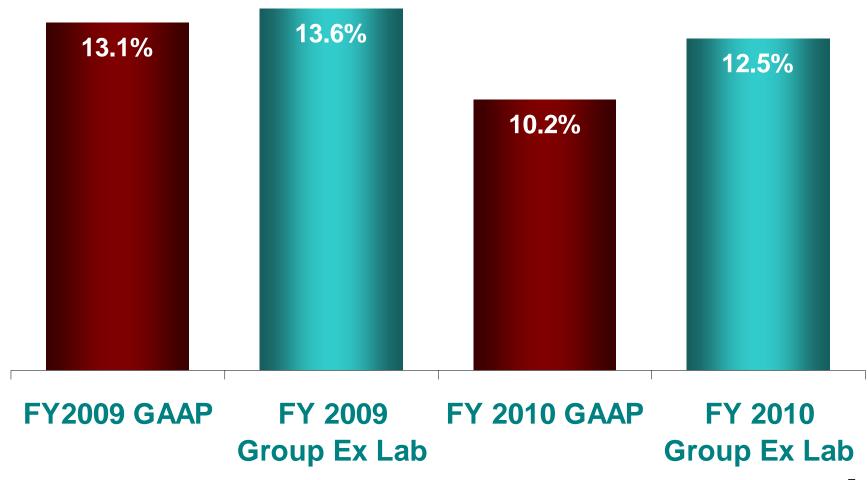




Q4 2009 GAAP Q4 2009 Group Q4 2010 GAAP Q4 2010 Group Ex Lab

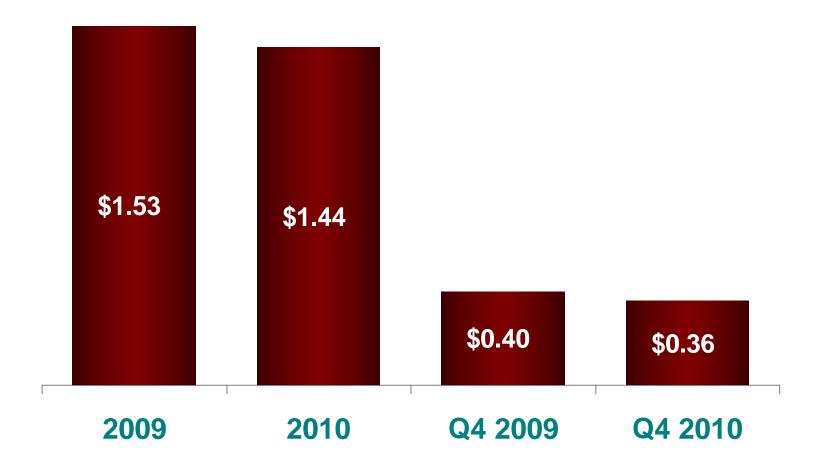
### FY 2010 Operating Income Margin





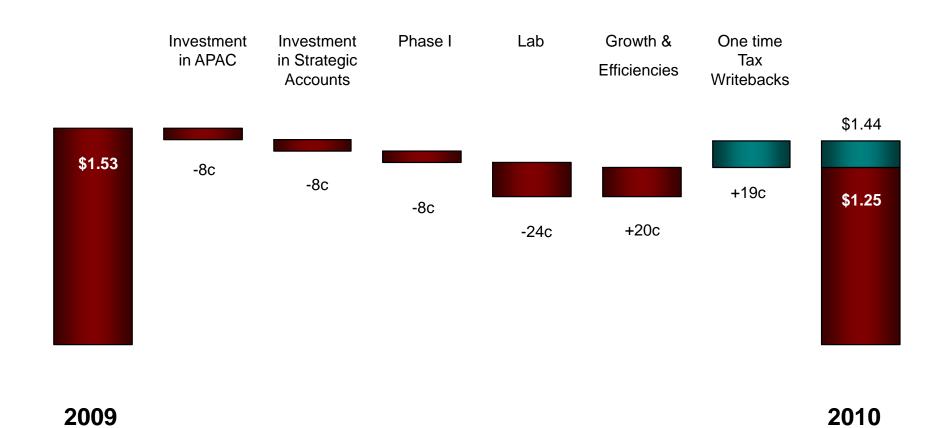
### Earnings per Share





### Impacts on FY2010 EPS





# Balance Sheet/Cash Flow \$ million



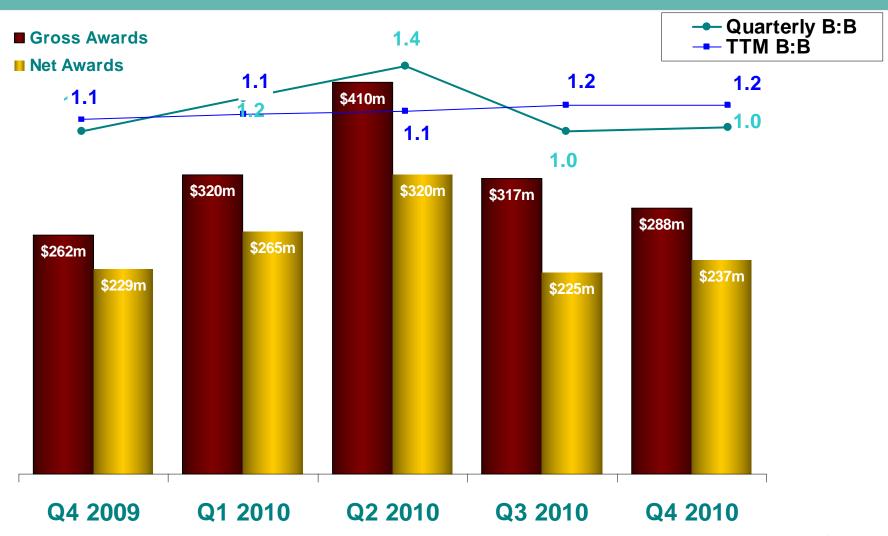
	Year ended	Year ended
	Dec 31, 2010	Dec 31, 2009
Capital Expenditure	31.0	33.8
Net Cash	256	194
DSO	37 Days	33 Days



### Outlook

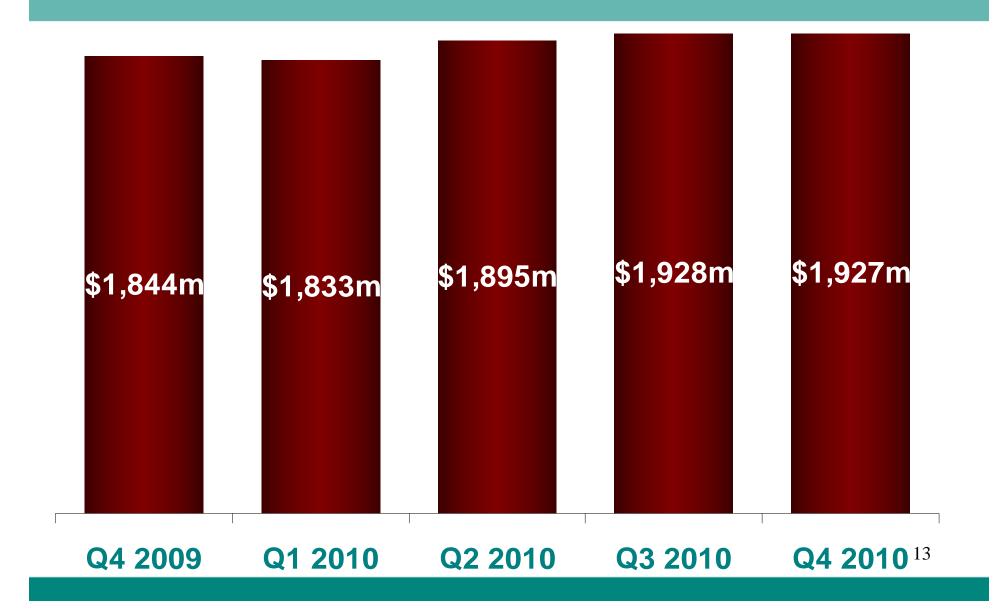
### **Business Wins**





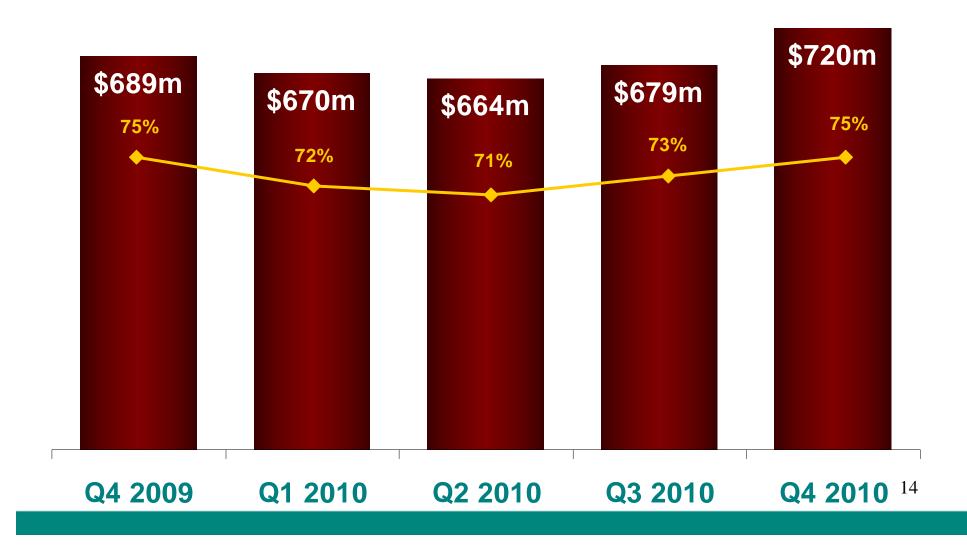
### **Total Backlog**





## Backlog forecast to be earned in the next 12 months (US\$ & % of total forecasts)





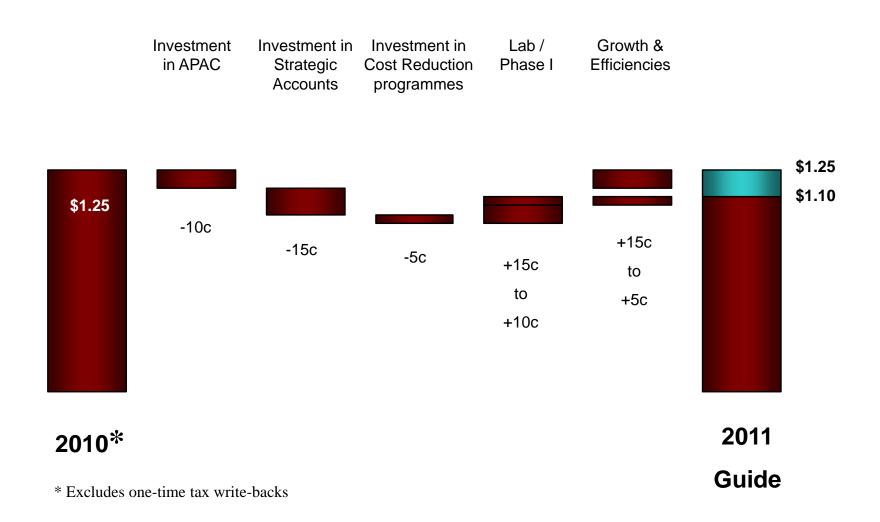
### 2011 Guidance



	2010	Market Guidance	% Increase
Revenue	\$900m	\$945m - \$980m	5% - 9%
EPS (ex Tax)	\$1.25	\$1.10 - \$1.25	(12%) – 0%
	Revenue	EPS	
Q1	\$220m-\$225m	\$0.20-\$0.22	
Q2	\$220m-\$230m	\$0.20-\$0.22	
Q3	\$245m-\$255m	\$0.33-\$0.38	
Q4	\$260m-\$270m	\$0.37-\$0.43	

### Impacts on FY2011 EPS







# Questions & Answers

Mr Peter Gray, CEO Mr Ciaran Murray, CFO





	Q4 2010	FY 2010
Net Revenues	\$232.1m	\$900.0m
Income from Operations	\$22.0m	\$92.1m
Operating Margin (ex lab)	12.1%	12.5%
Operating Margin	9.5%	10.2%
Net Income Margin	9.5%	9.7%
EPS	\$0.36	\$1.44
Book-to-bill	1.0	1.2