



## **ICON**

# **Q2 Results Ended June 30<sup>th</sup>, 2018**

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

Accountability & Delivery | Collaboration | Partnership | Integrity

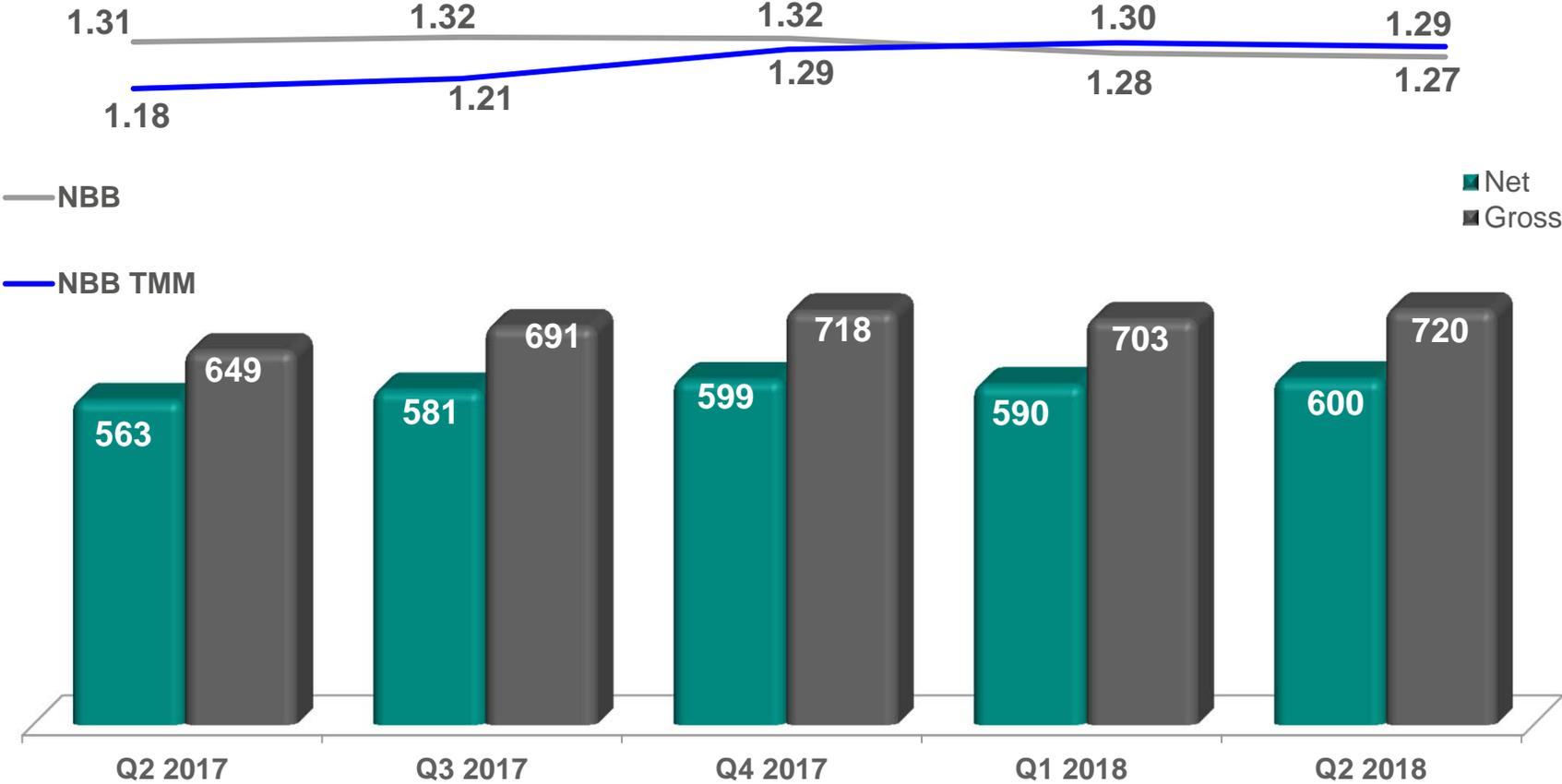
## Forward Looking Statement

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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.

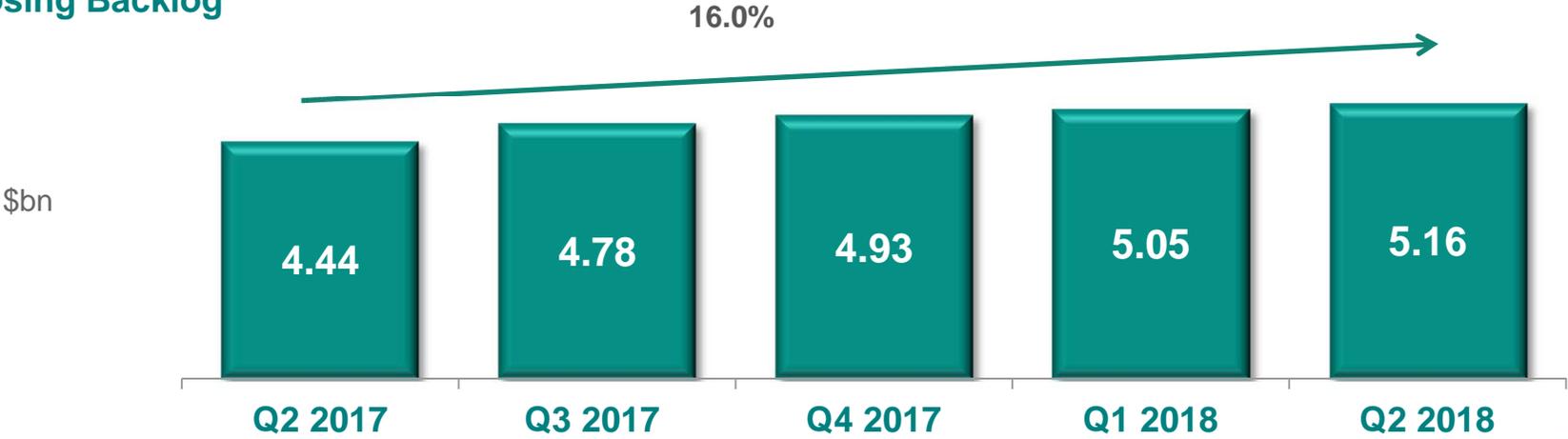
This presentation includes selected non-GAAP financial measures. For a presentation of the most directly comparable GAAP financial measures, please refer to the press release statement headed Consolidated Income Statements (Unaudited) (US GAAP). While non-GAAP financial measures are not superior to or 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



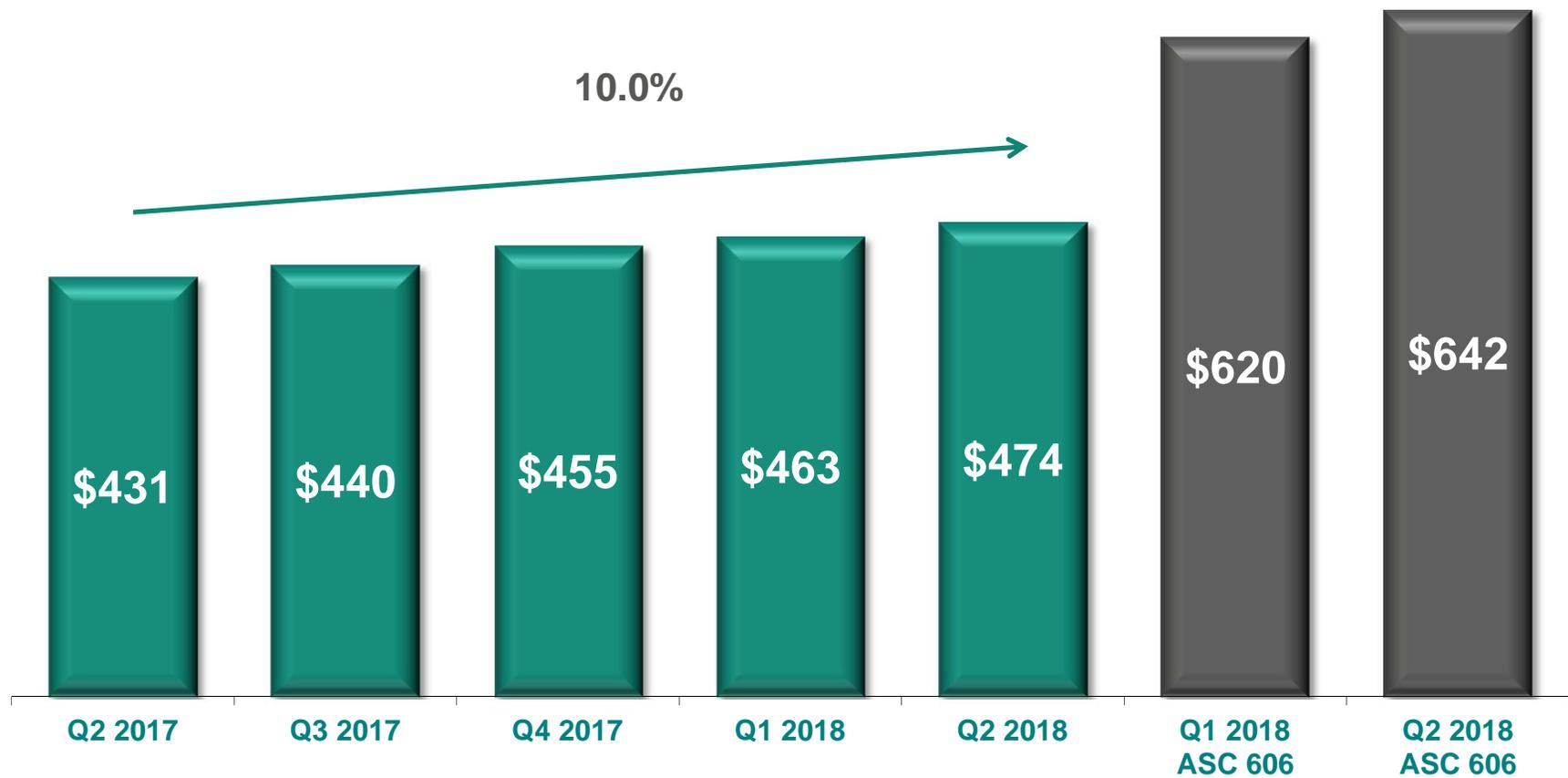
## % Conversion of opening backlog



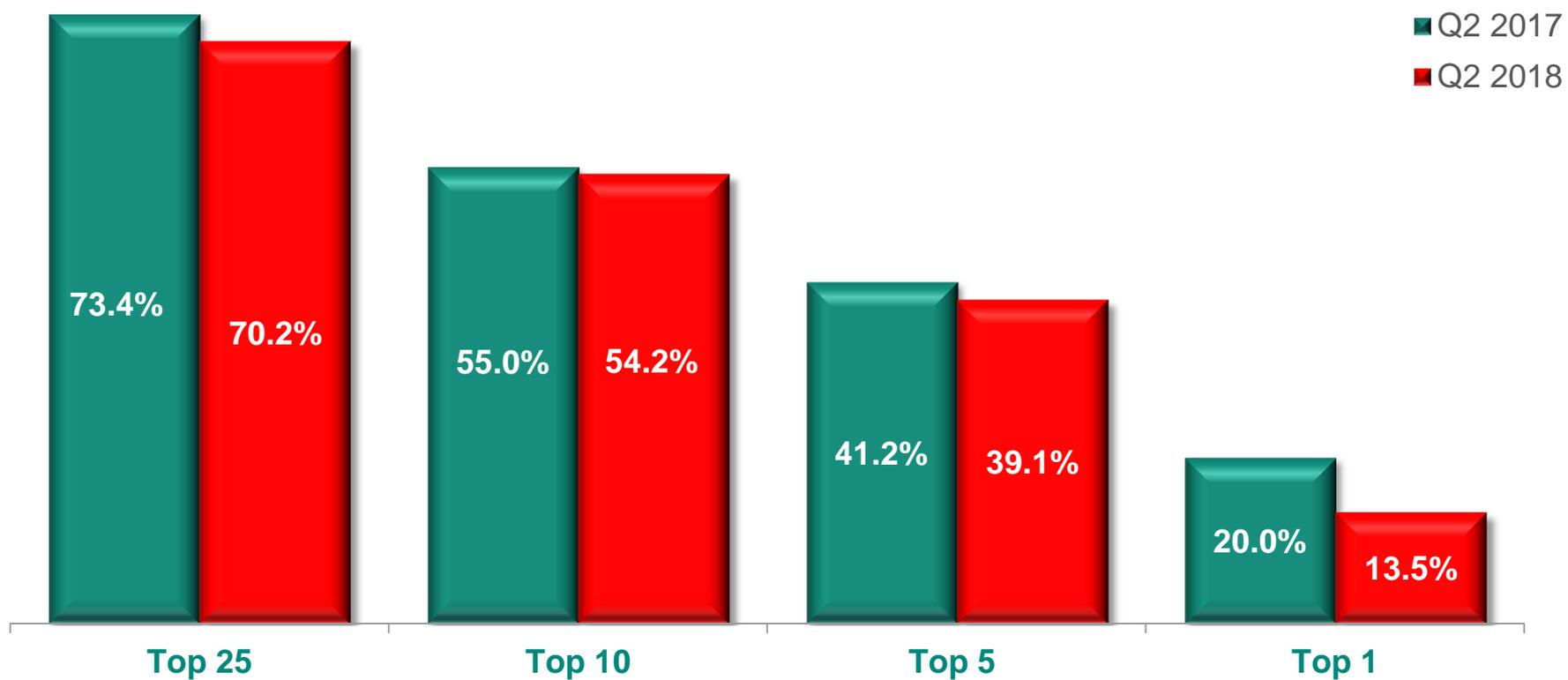
## Revenue – impact of adoption of ASC 606

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

## Quarterly Revenue

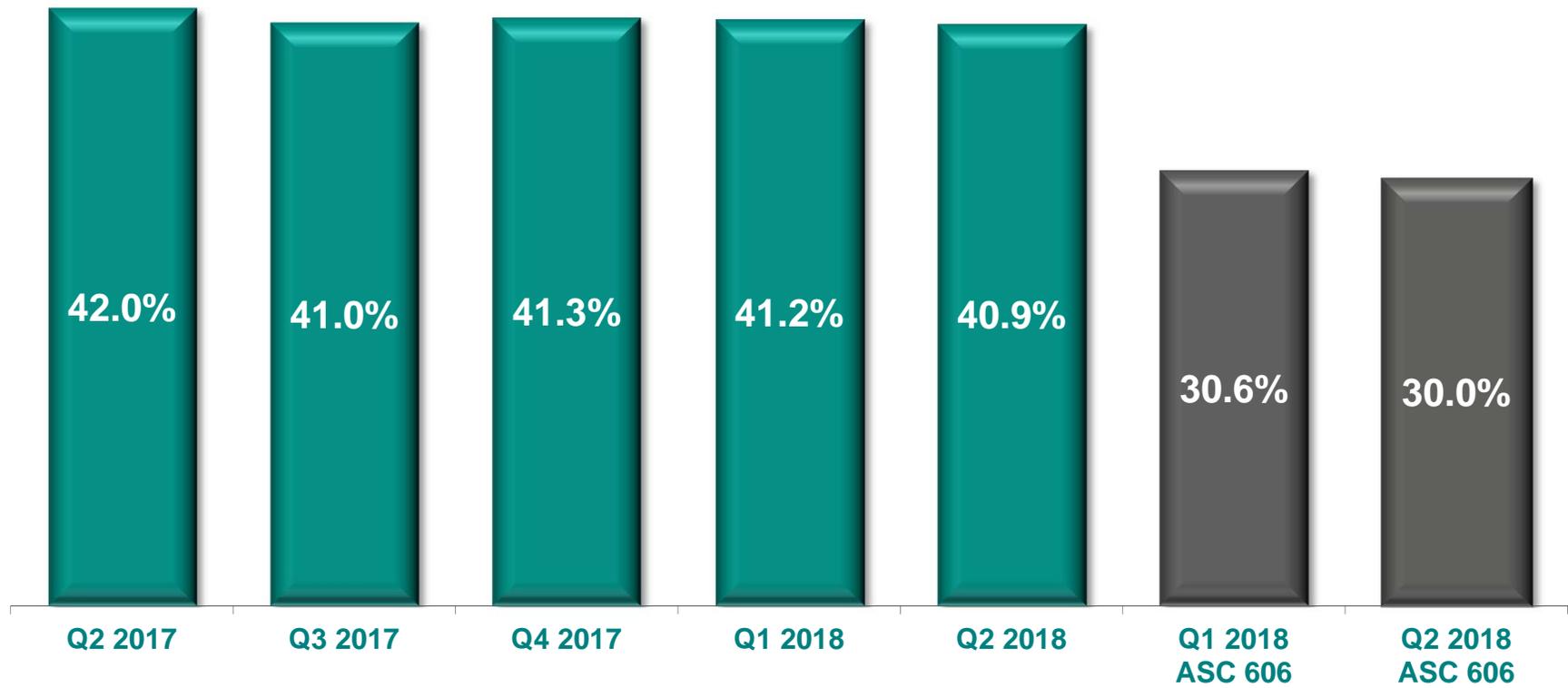


## Client Concentration: % Revenue (excluding impact of ASC 606)

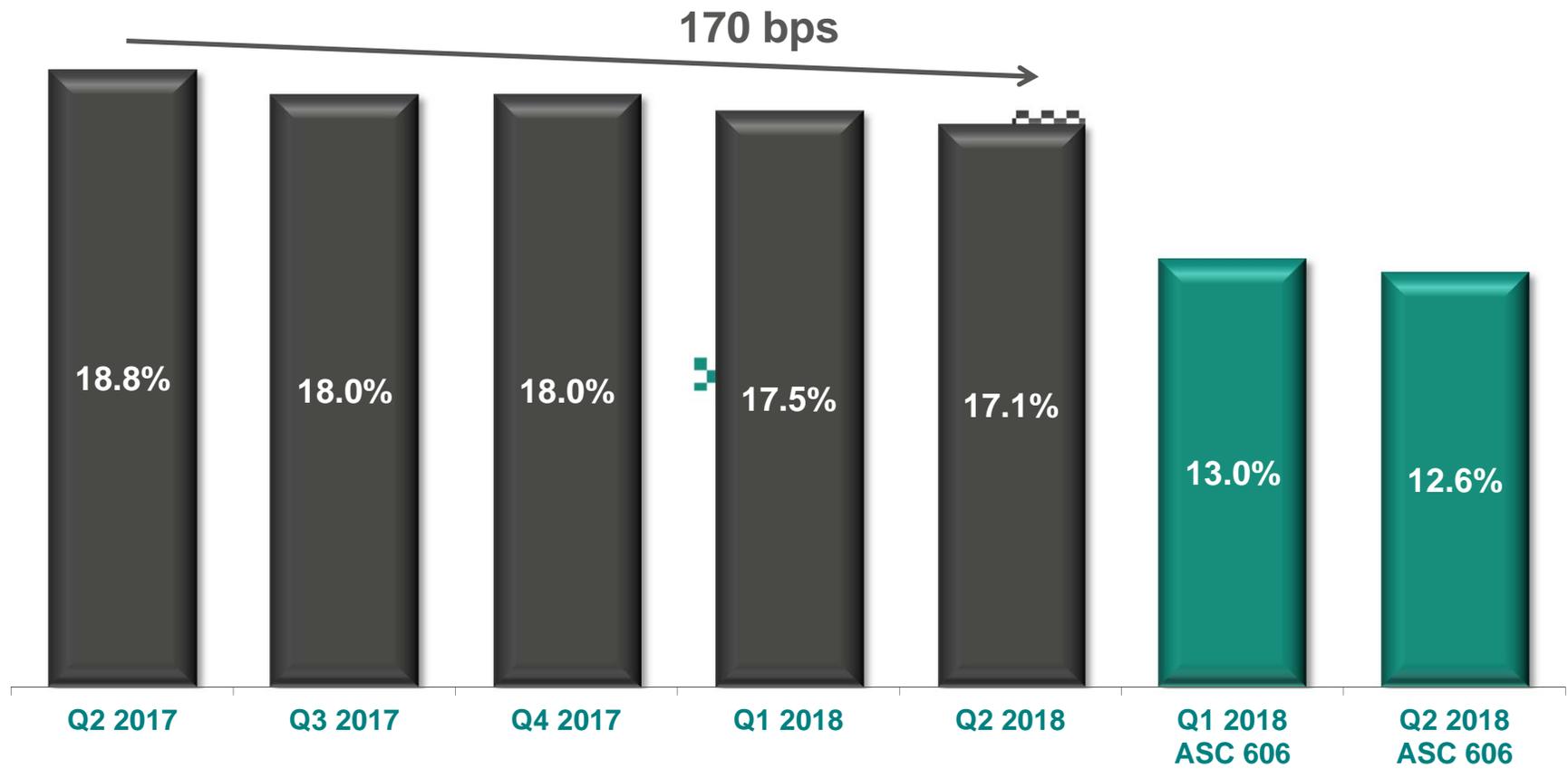


## Quarterly Gross Margin

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## SG&A : % of revenue

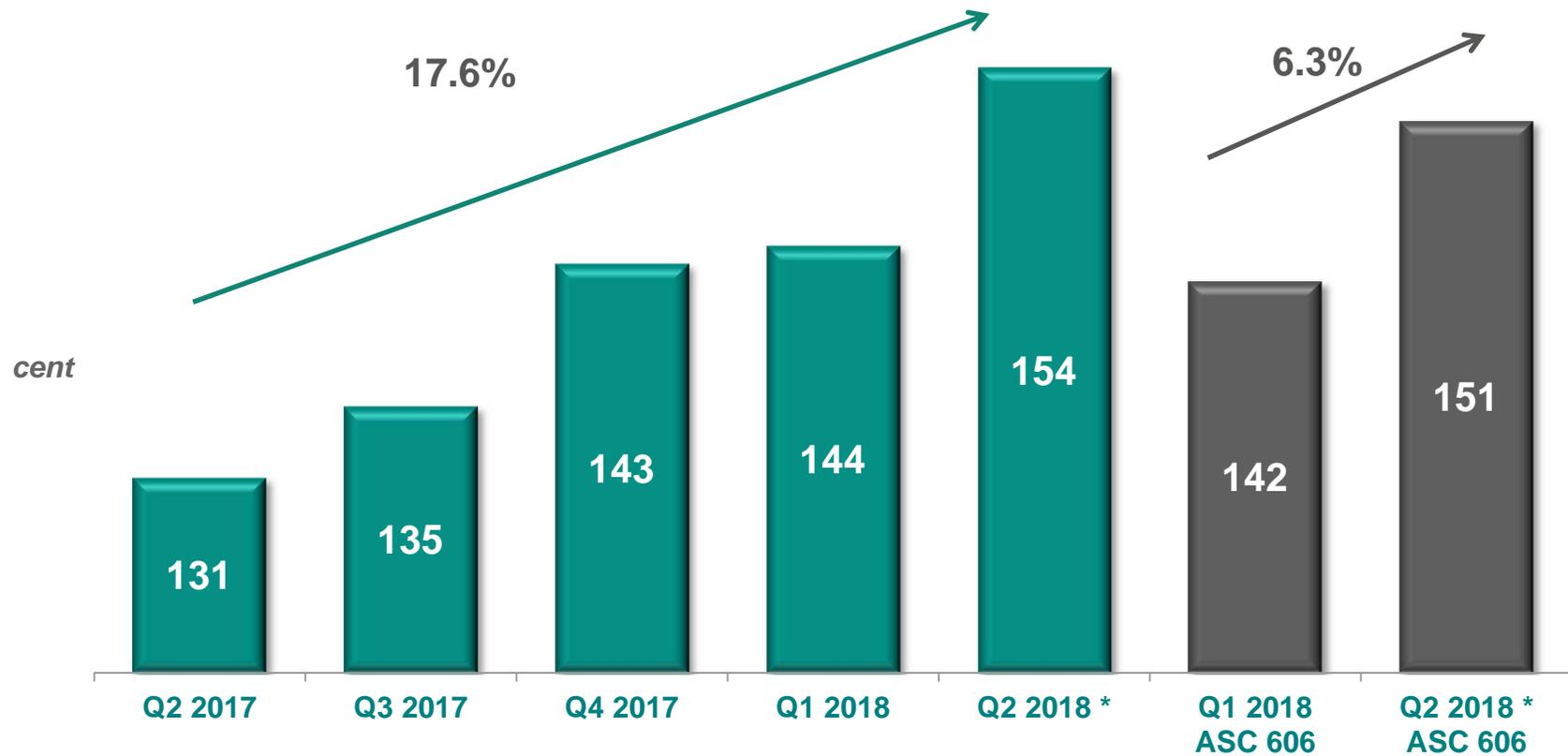


## Quarterly Operating Margin

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## Earnings per share



\* Q2 2018 includes 3c tax upside

## Balance Sheet

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|                     | <u>Q2 2017</u><br>30-Jun-17 | <u>Q1 2018</u><br>31-Mar-18 | <u>Q2 2018</u><br>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<br>ASC 606 | Q2 2018<br>(excl. ASC 606) | Q2 2017 | Variance<br>(excl. ASC 606)     |
|---------------------|--------------------|----------------------------|---------|---------------------------------|
| Revenue             | \$642m             | \$474m                     | \$431m  | ↑ 10%<br>+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

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|         | 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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