



A Symbol of Excellence

ICON

Q1 Results Ended March 31st, 2016

Ciaran Murray, CEO
Brendan Brennan, CFO
Dr. Steve Cutler, COO
Simon Holmes, EVP IR

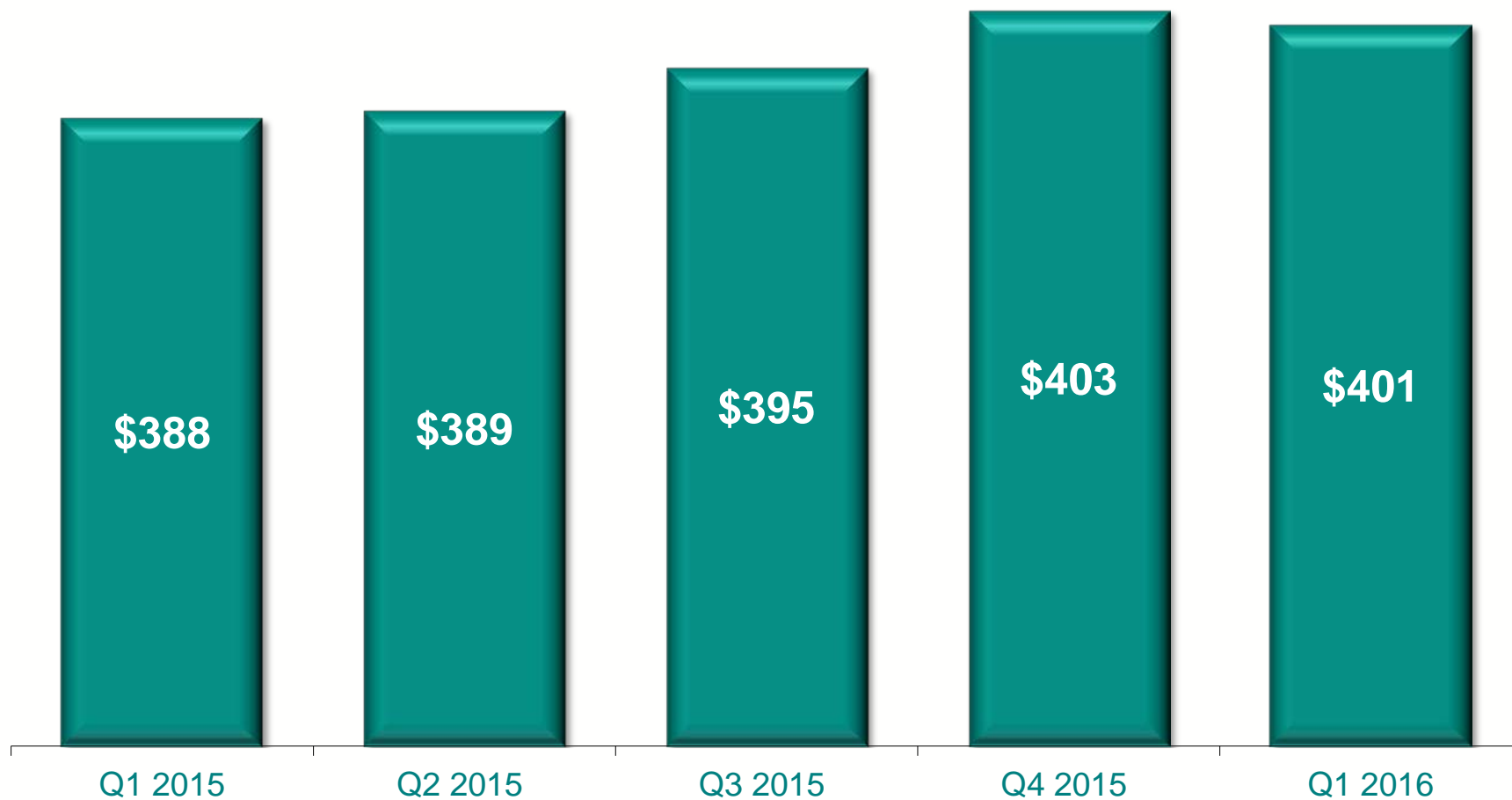
Forward Looking Statement



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.

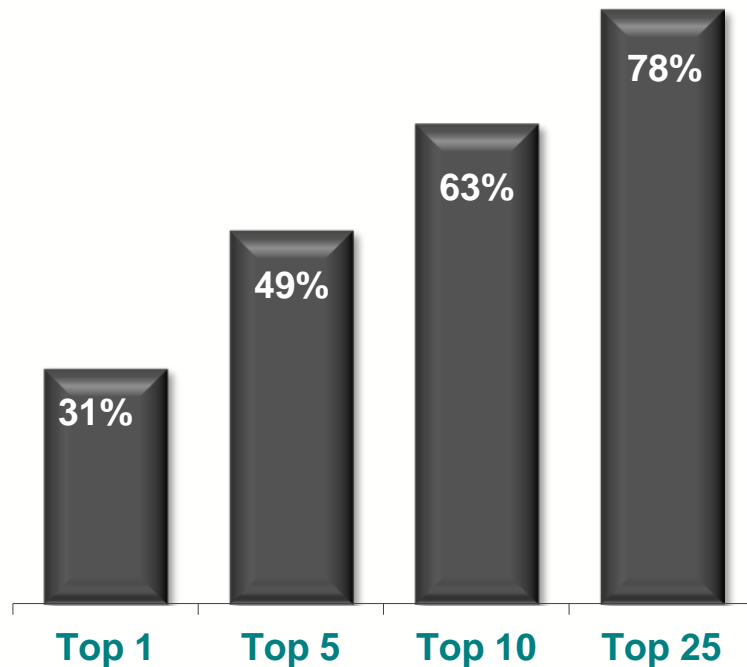
This presentation includes selected non-GAAP financial measures. For a presentation of the most directly comparable GAAP financial measures, please refer to the press release statement headed Consolidated Income Statements (Unaudited) (US GAAP). While non-GAAP financial measures are not superior to or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

Quarterly Net Revenue

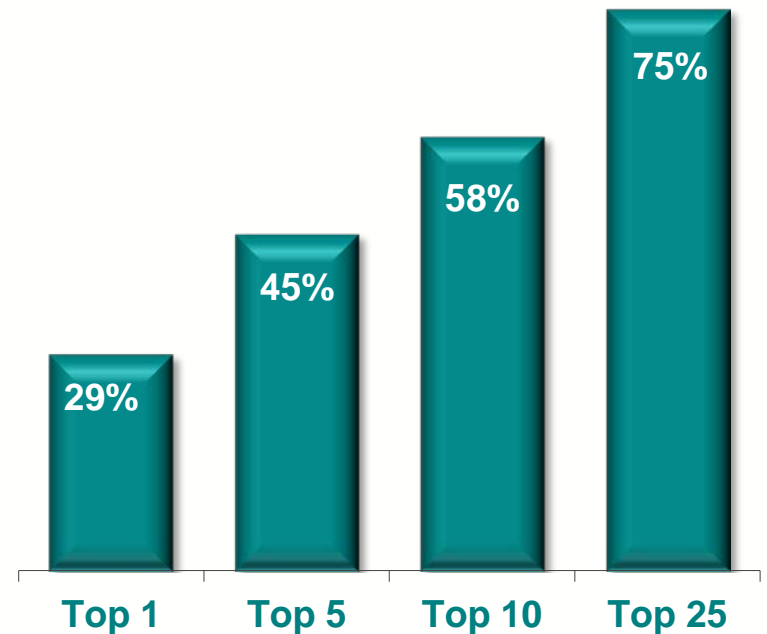


Client Concentration in Revenue: Q1 2016 v FY2015

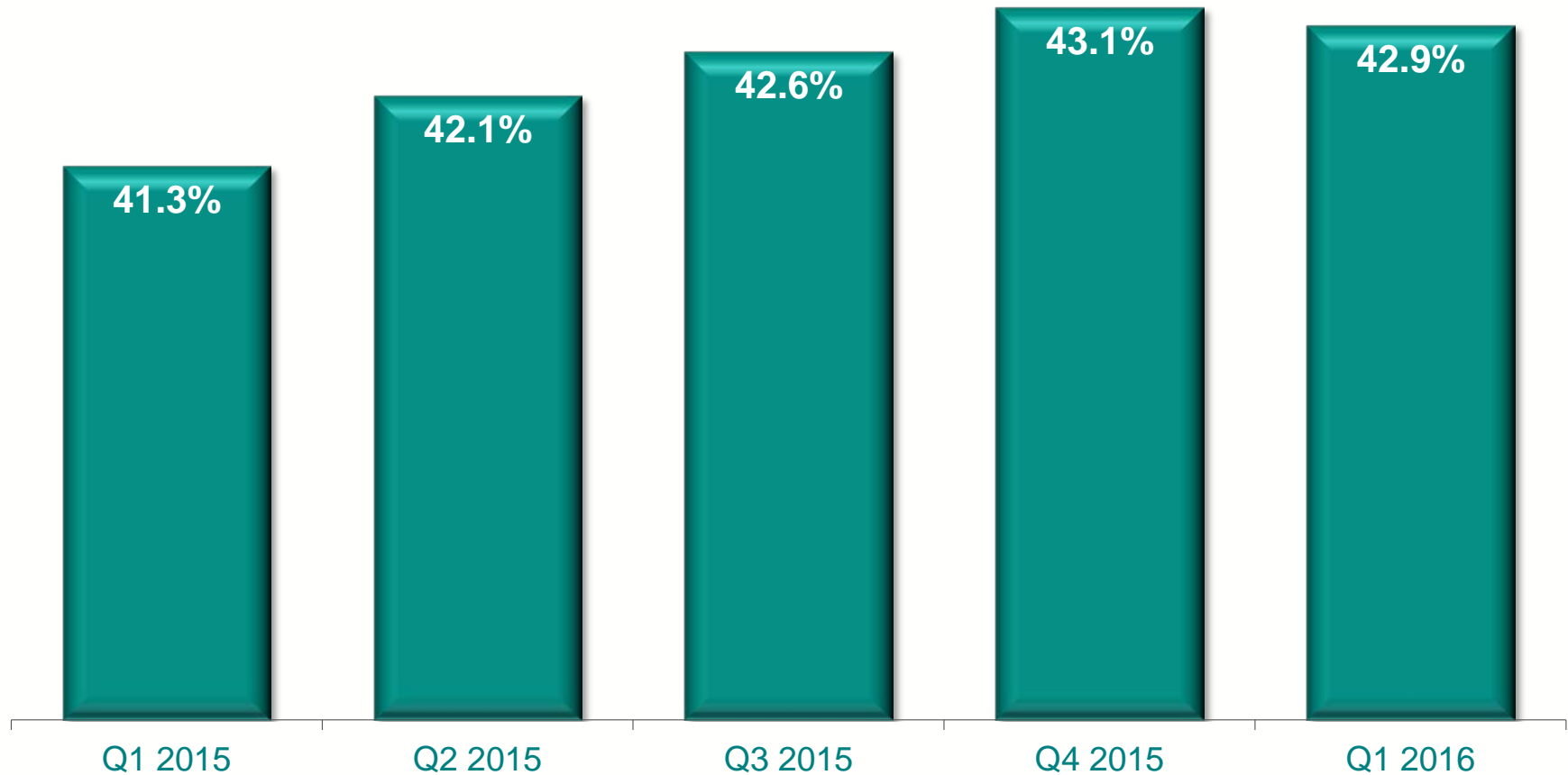
FY 2015



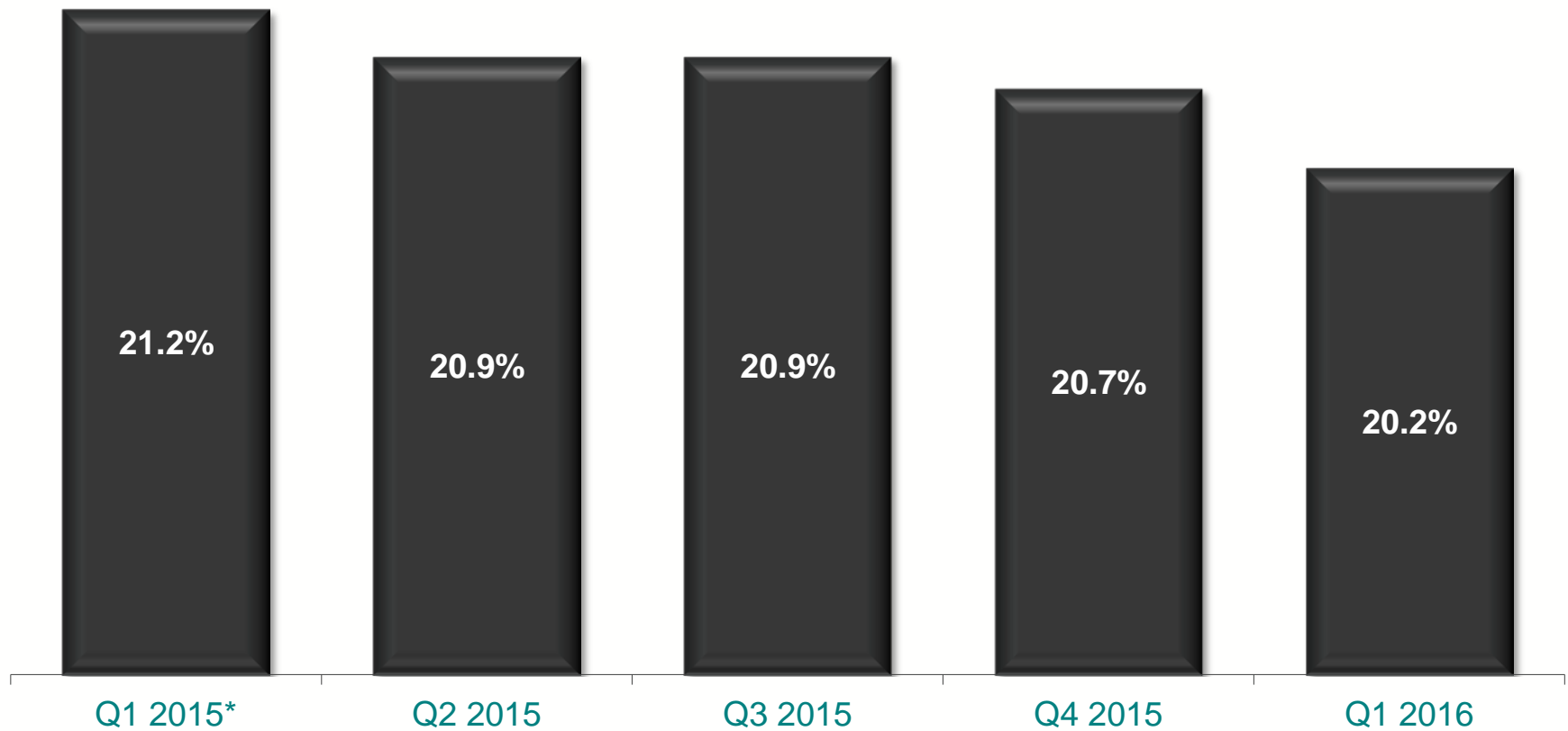
Q1 2016



Quarterly Gross Margin

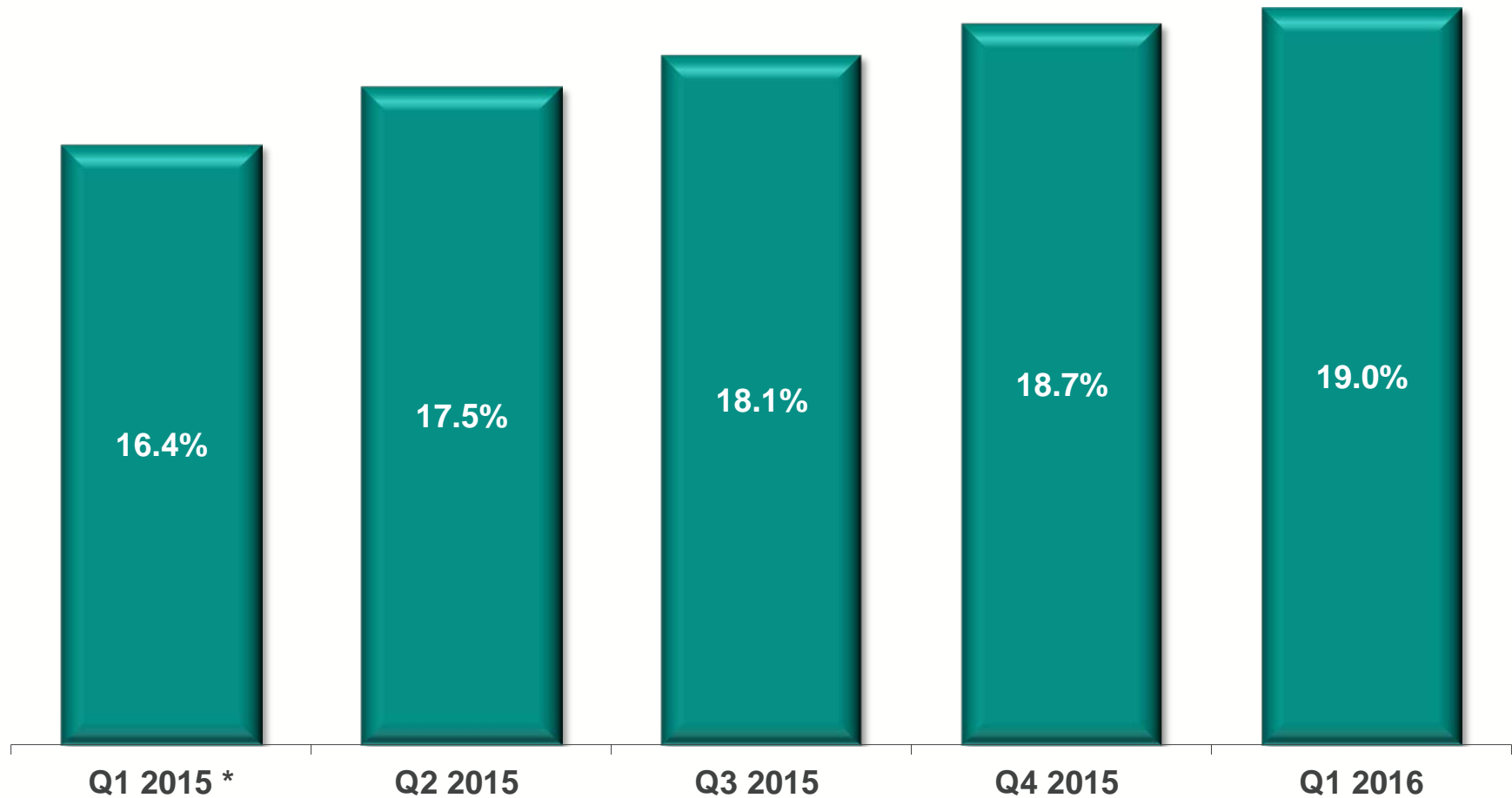


SG&A : % of revenue



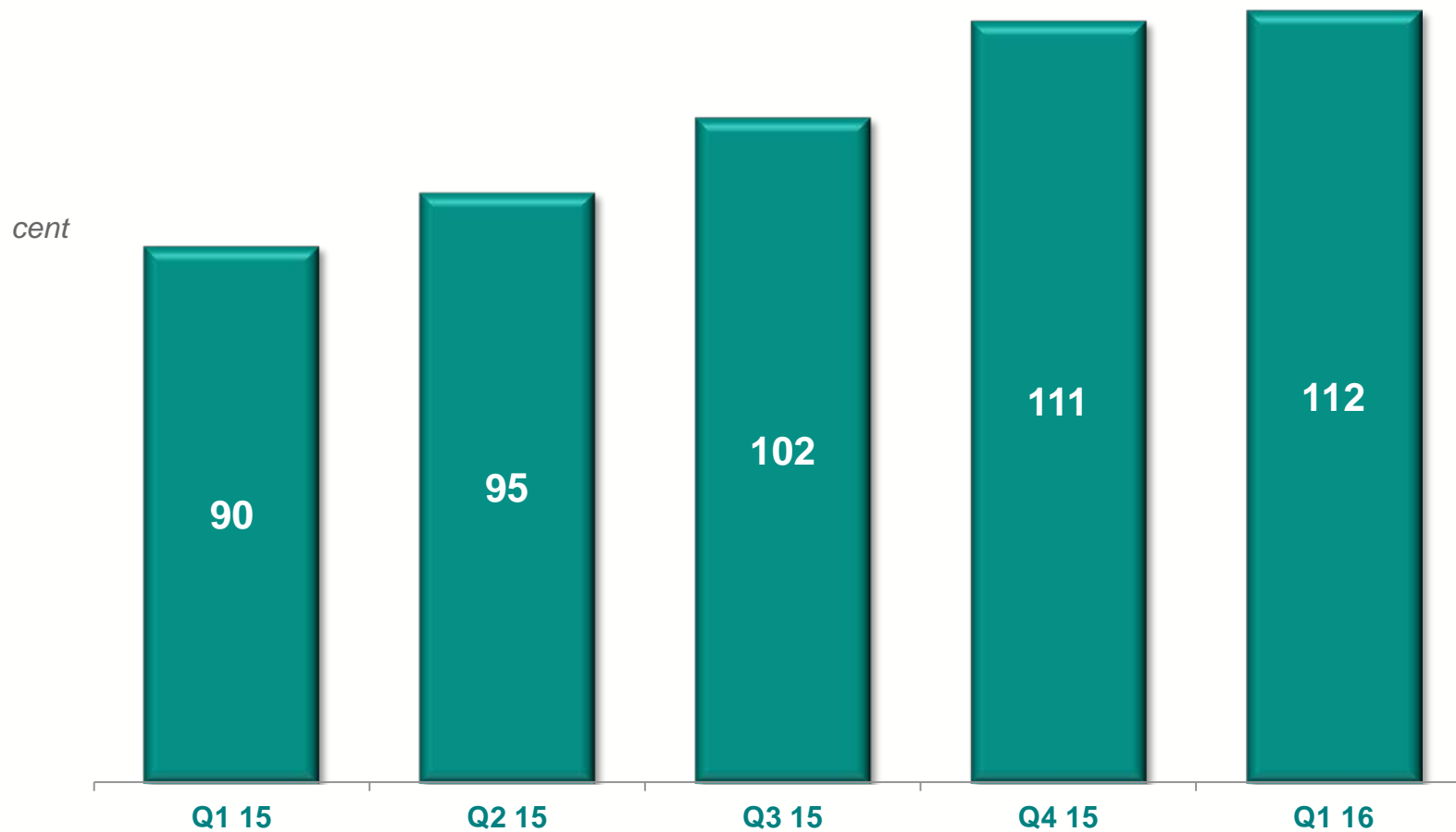
*Excluding FX Revaluation gain

Quarterly Operating Margin



* Excluding FX Revaluation gain

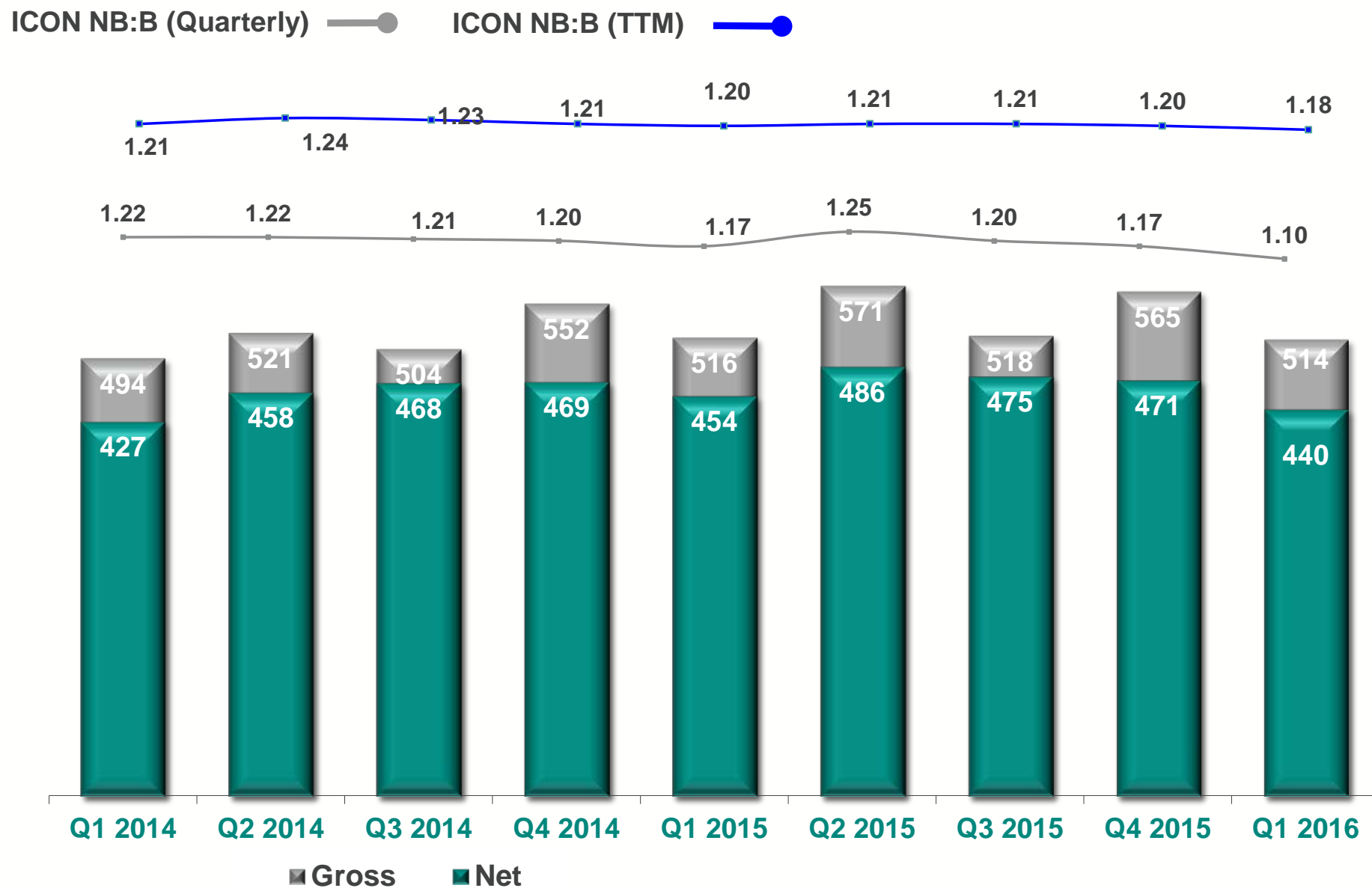
Earnings per share



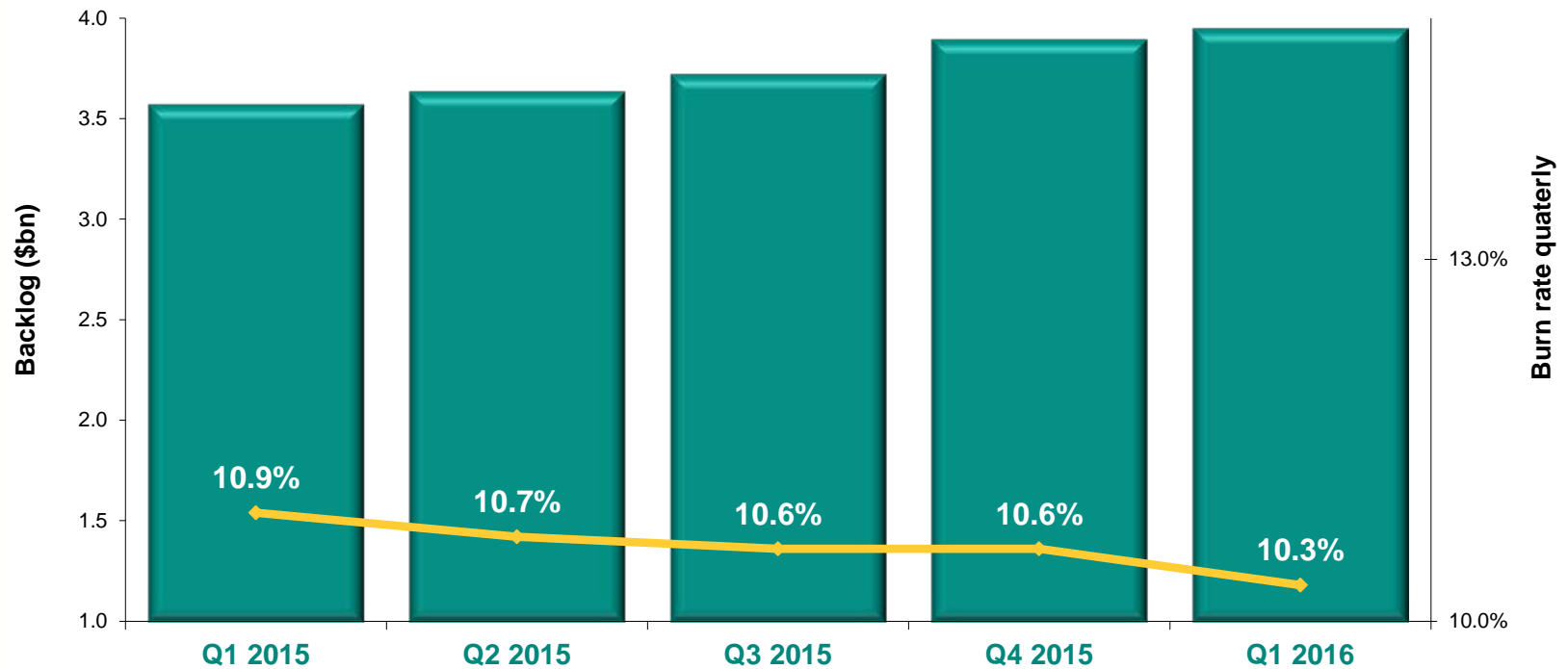
Balance Sheet

	<u>Q1 2015</u> 31/03/15	<u>Q4 2015</u> 31/12/15	<u>Q1 2016</u> 31/03/16
DSO	47	41	47
Capital Expenditure	\$10.7m	\$13.5m	\$7.7m
Net Cash Balance	\$172m	(\$158m)	(\$100m)

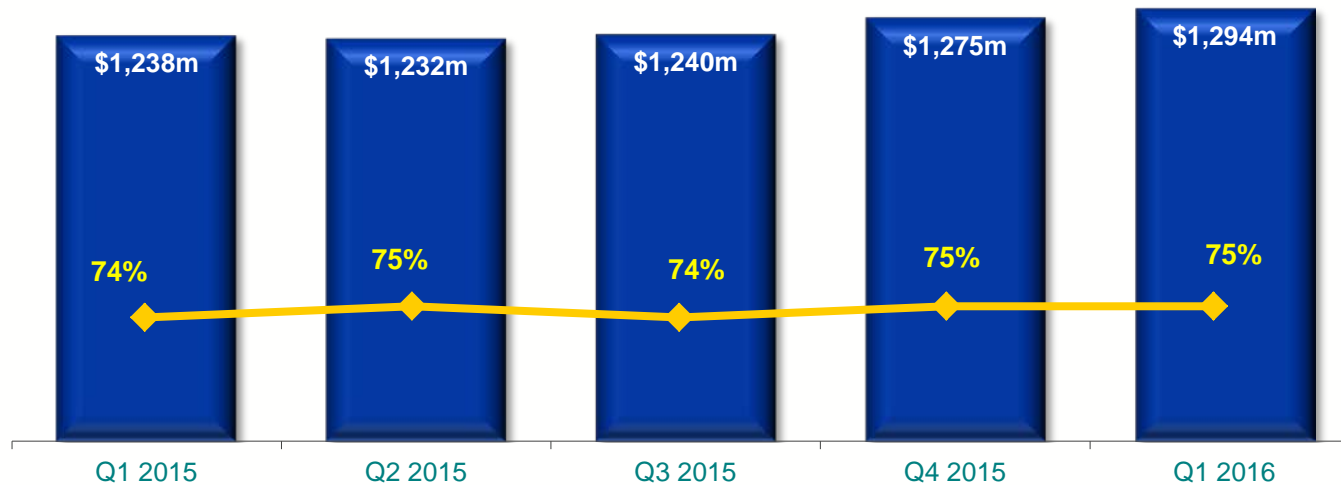
New Business Wins & Net Book to Bill Ratios



Opening Backlog and Burn Rate



Backlog forecast to be earned next 12 months: US\$ & % of total forecasts



Quarterly comparison

	Q1 2015	Q1 2016	Variance
Net Revenue	\$388 m	\$401 m	<div>↑ 3.2%</div> <div>+4.9% constant currency</div>
Gross Margin	41.3%	42.9%	<div>↑ 160 bps</div>
SG&A (% of revenue)	20.5%	20.2%	<div>↓ 30bps</div>
Operating Margin	17.2%	19.0%	<div>↑ 180bps</div>
Net Income Margin	14.4%	15.7%	<div>↑ 130bps</div>
EPS	90c	112c	<div>↑ 24%</div>