



A Symbol of Excellence

# ICON

## Q3 Results Ended September 30<sup>th</sup>, 2017

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

# Forward Looking Statement

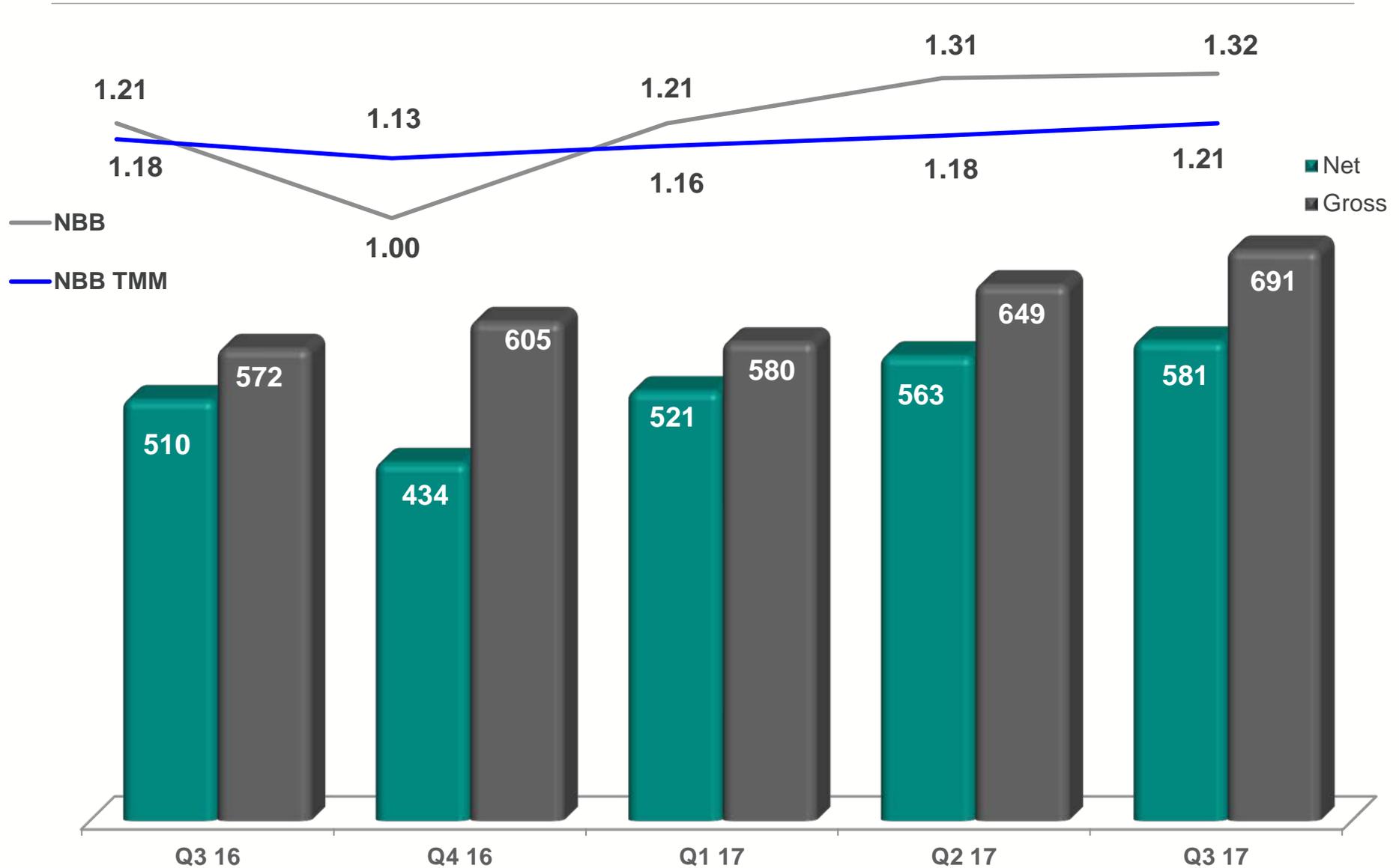
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Certain statements in today's call will be forward looking statements. Actual results may differ materially from those stated or implied by forward looking statements due to risks and uncertainties associated with the company's business and listeners 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.

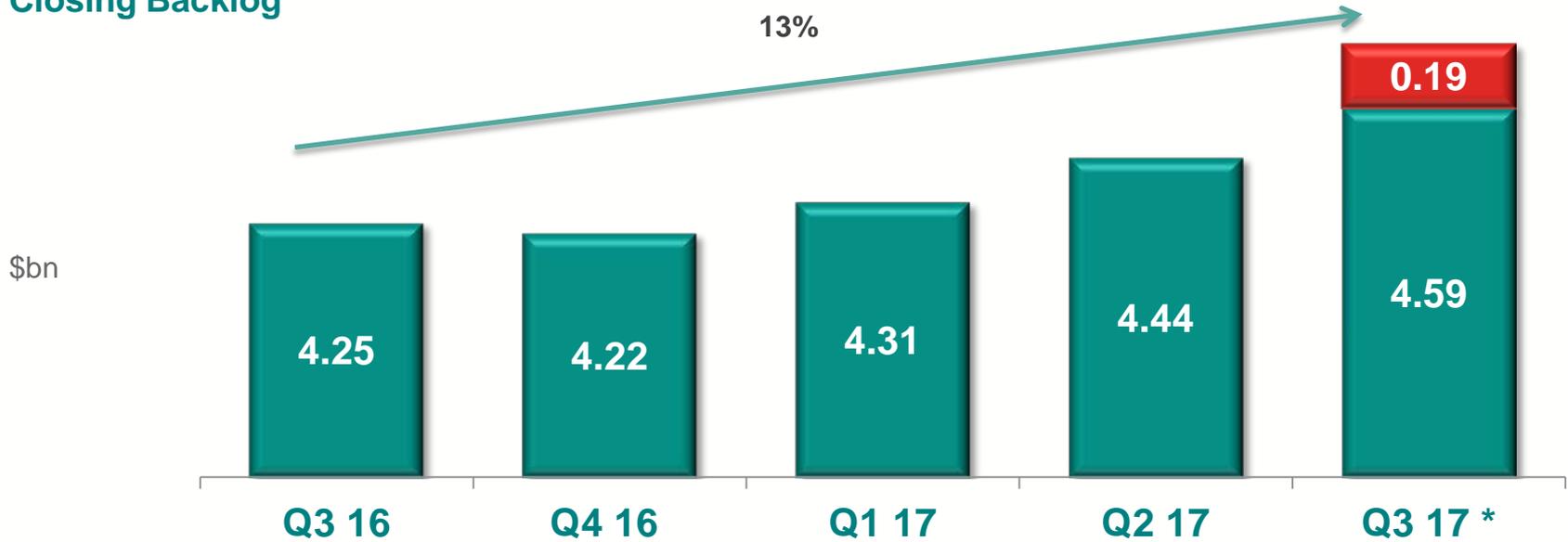
This presentation includes selected non-GAAP financial measures. For a presentation of the most directly comparable GAAP financial measures, please refer to the press release statement headed Consolidated Income Statements (Unaudited) (US GAAP). While non-GAAP financial measures are not superior to or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



# Backlog Metrics

## Closing Backlog

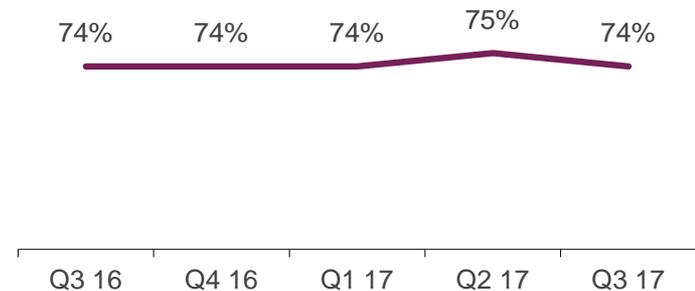


\* Includes Mapi Backlog of \$190m

## % Conversion of opening backlog



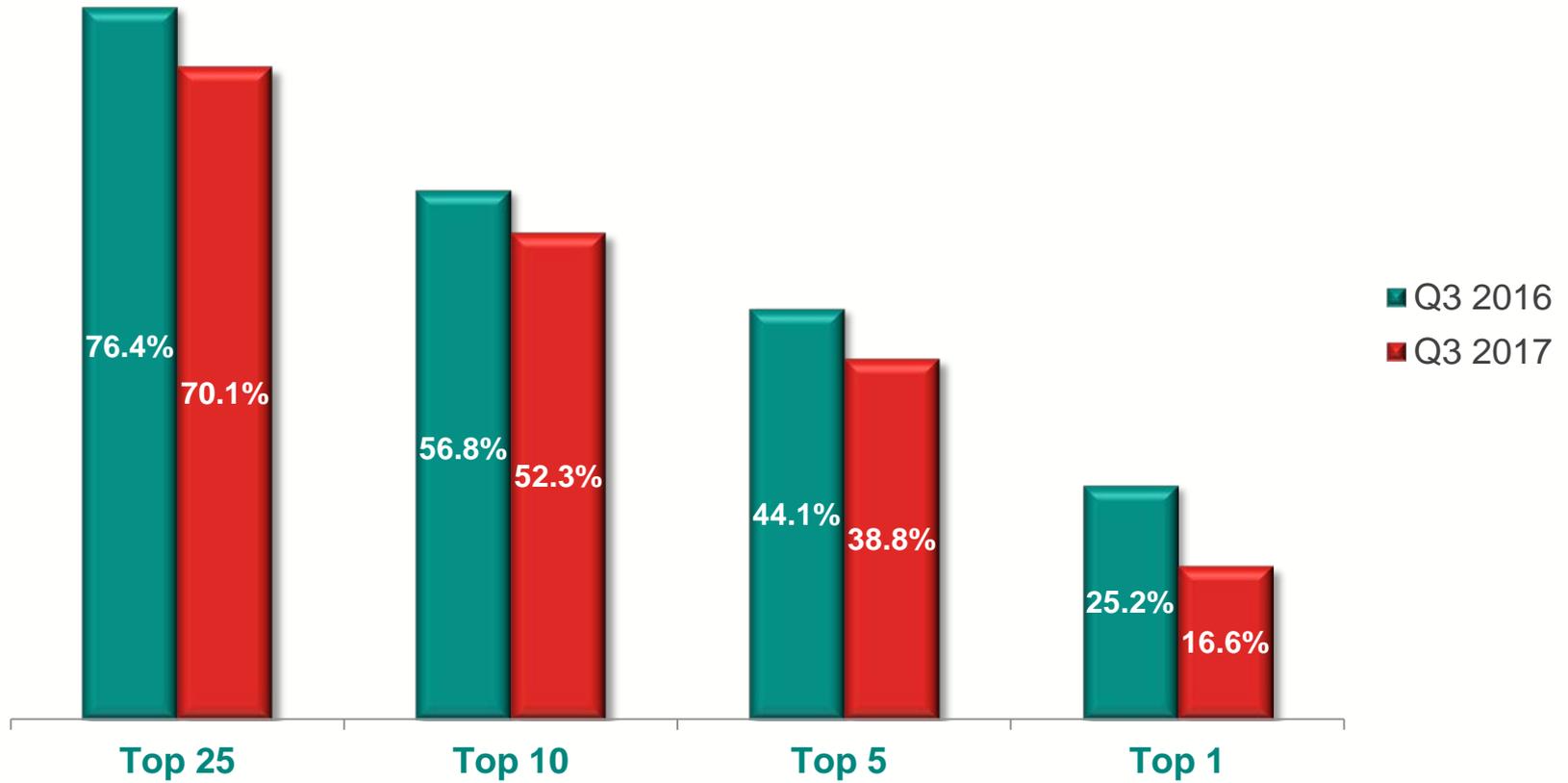
## Next 12 months forecast revenue coverage



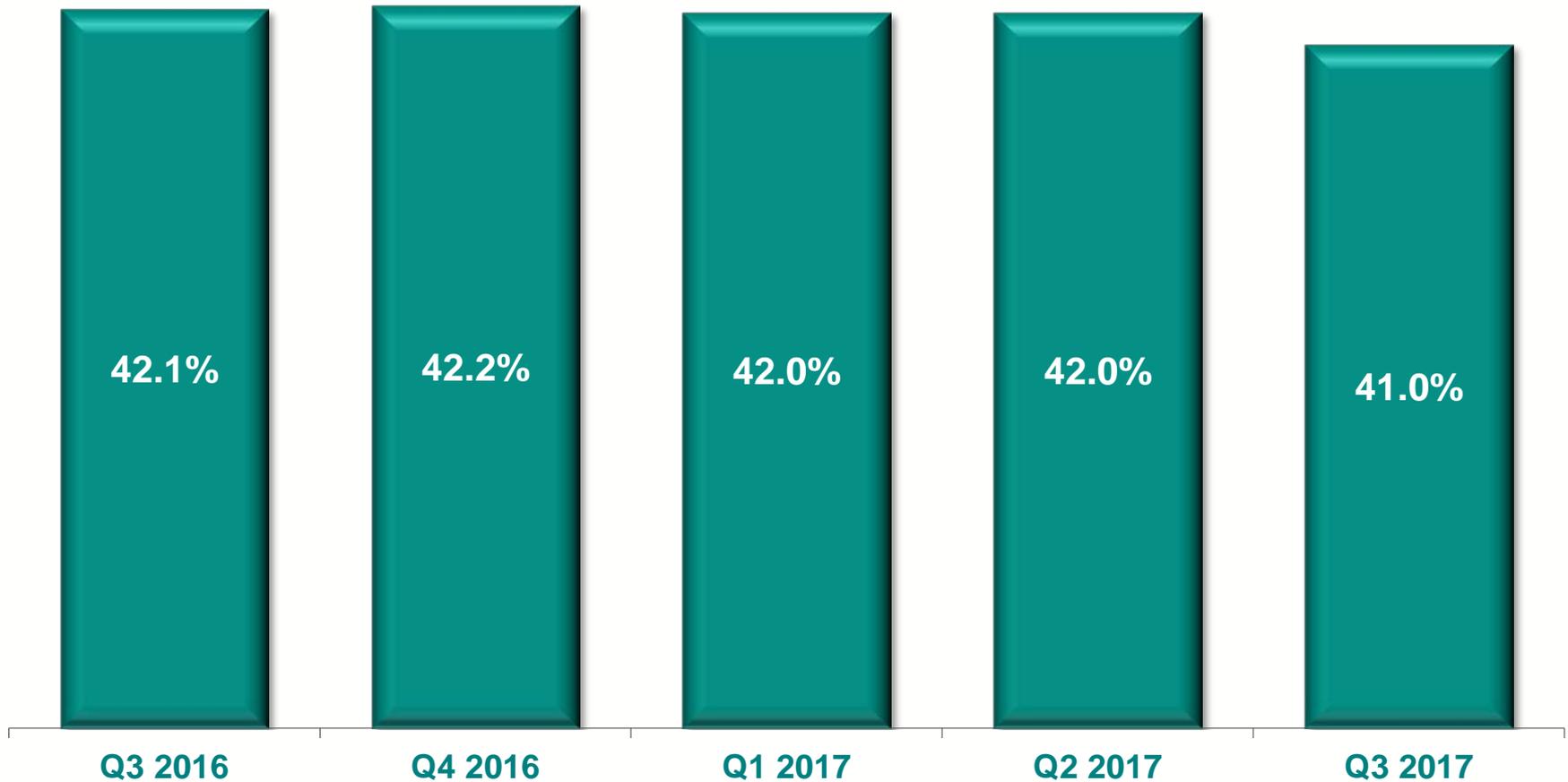
# Quarterly Net Revenue



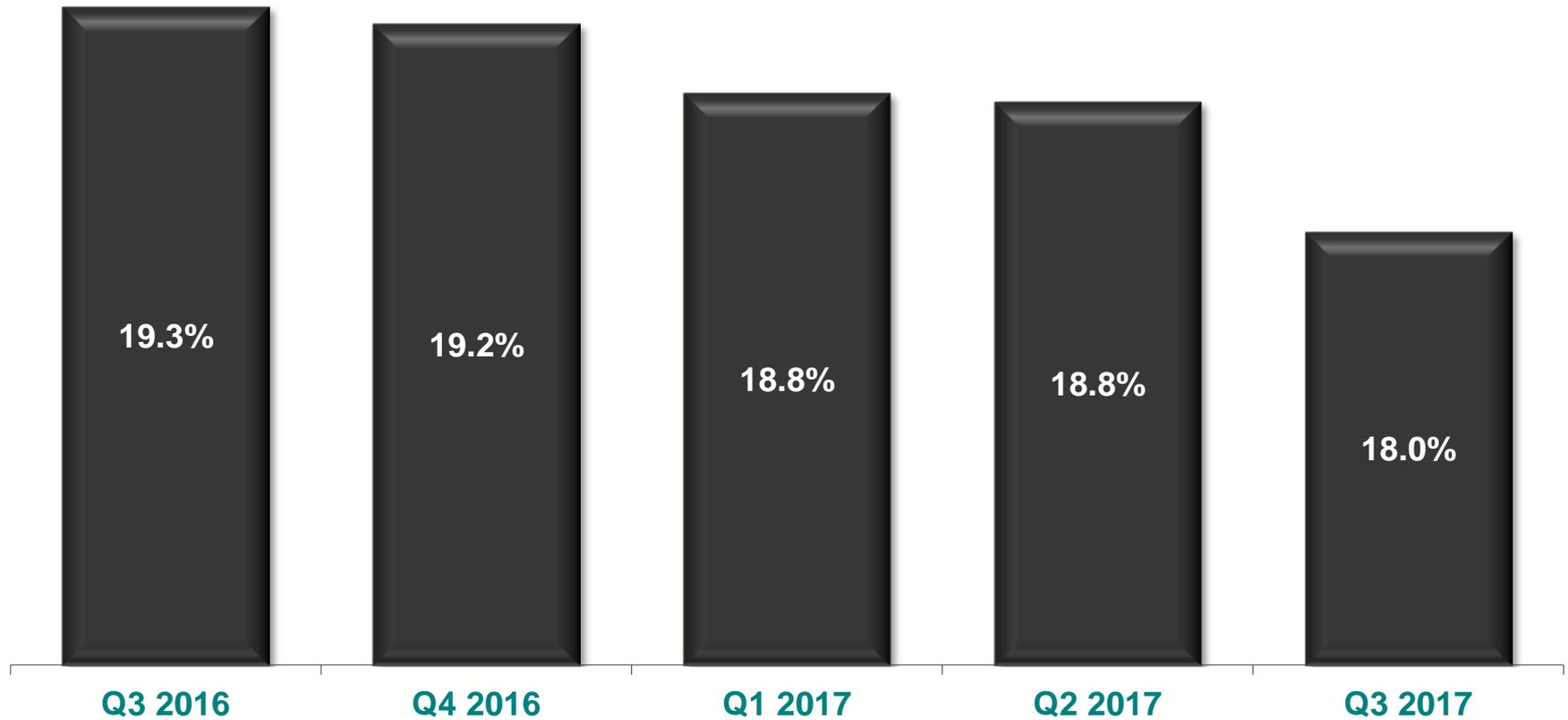
# Client Concentration: % Revenue



# Quarterly Gross Margin



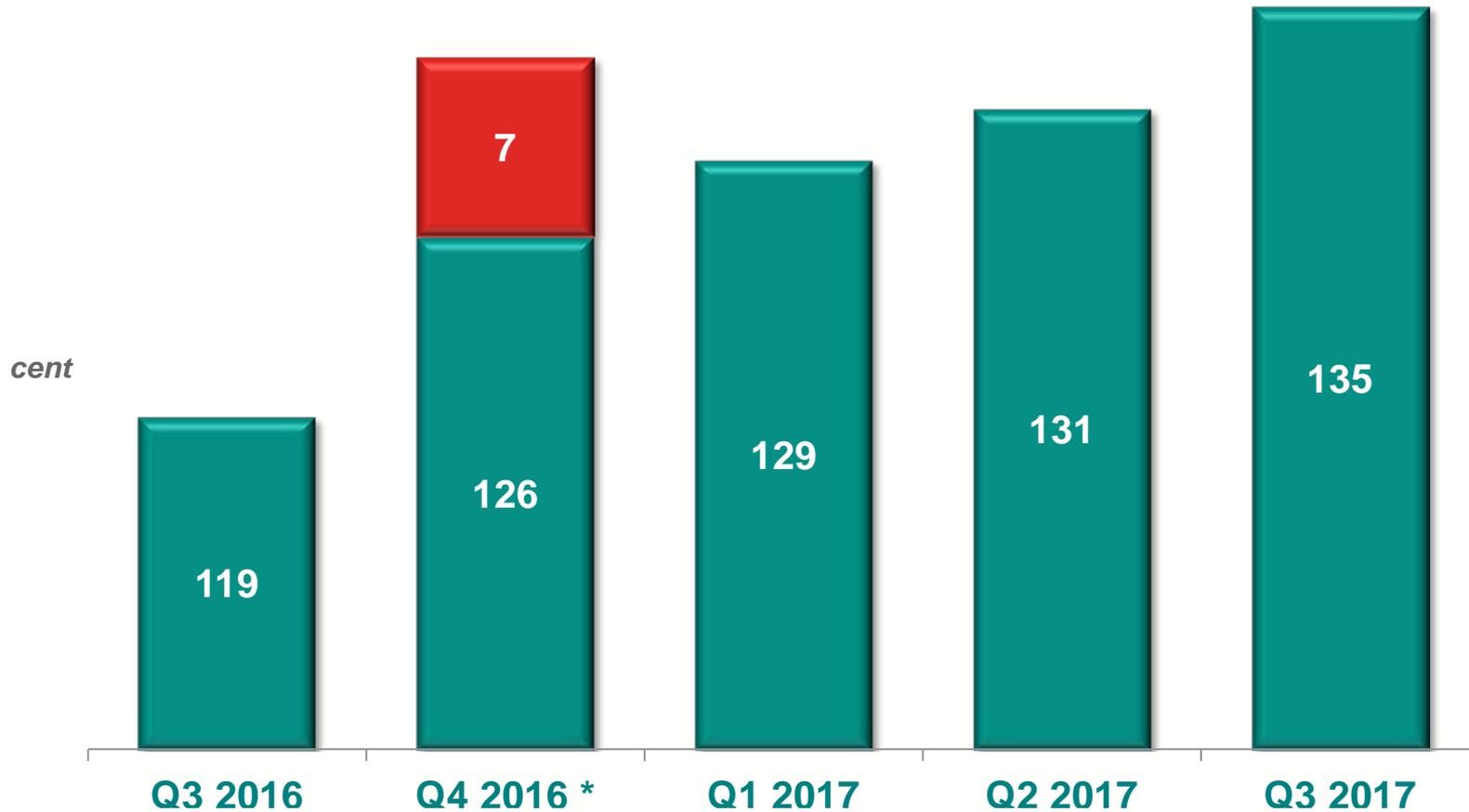
## SG&A : % of revenue



# Quarterly Operating Margin



# Earnings per share



\* Includes c7c Tax Upside

# Balance Sheet

	<u>Q3 2016</u> 30/09/16	<u>Q2 2017</u> 30/06/17	<u>Q3 2017</u> 30/09/17
<b>DSO</b>	<b>50</b>	<b>53</b>	<b>50</b>
<b>Capital Expenditure</b>	<b>\$9.5m</b>	<b>\$6.9m</b>	<b>\$8.5m</b>
<b>Net Cash Balance</b>	<b>(\$98m)</b>	<b>(\$34m)</b>	<b>(\$56m)</b>

# Quarterly YOY Comparison

	Q3 2017	Q3 2016	Variance
<b>Net Revenue</b>	\$440m	\$420m	↑ 4.8% + 3.2% constant currency
<b>Gross Margin</b>	41.0%	42.1%	↓ 110 bps
<b>SG&amp;A (% of revenue)</b>	18.0%	19.3%	↑ 130 bps
<b>Operating Margin</b>	19.3%	19.3%	0 bps
<b>Net Income Margin</b>	16.8%	16.0%	↑ 80 bps
<b>EPS</b>	135c	119c	↑ 13.4%

# FY 2017: Updated Guidance



	Previous	Updated	% YOY Increase
<b>Revenue</b>	\$1,740 - \$1,770m	<b>\$1,740 - \$1,770m</b>	<b>4.4% - 6.2%</b>
<b>EPS</b>	\$5.18 - \$5.38	<b>\$5.30 - \$5.40</b>	<b>11.1% - 13.2%</b>