

ICON Q2 2020 Period Ended June 30th, 2020

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

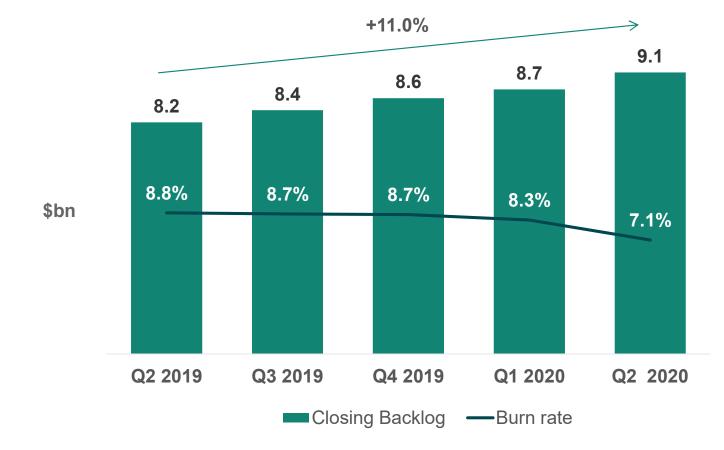
Accountability & Delivery | Collaboration | Partnership | Integrity



Forward Looking Statement

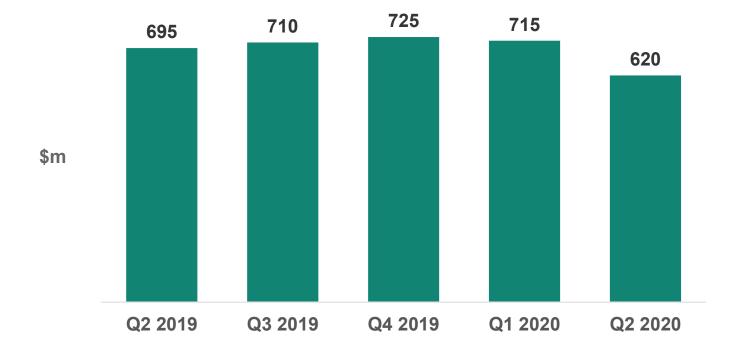
Certain statements in today's call will be forward looking statements. These statements are based on management's current expectations and information currently available, including current economic and industry conditions. Actual results may differ materially from those stated or implied by forward 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. Forward-looking statements are only as of the date they are made and we do not undertake any obligation to update publicly any forward-looking statement, either as a result of new information, future events or otherwise. More information about the risks and uncertainties relating to these forward-looking statements may be found in SEC reports filed by the company.

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 Condensed Consolidated Statements of Operations (US GAAP) (Unaudited). 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.

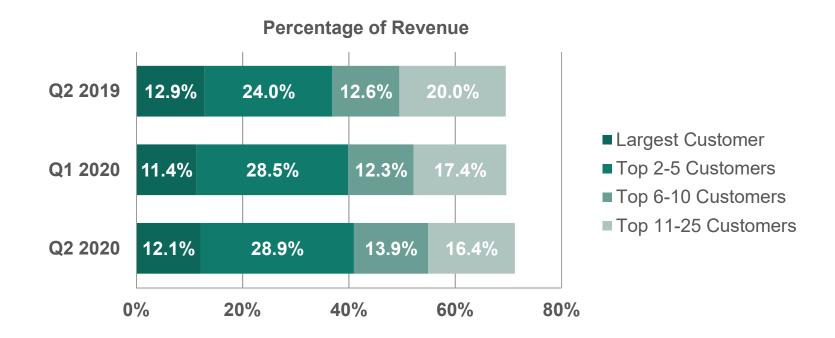


Backlog Metrics

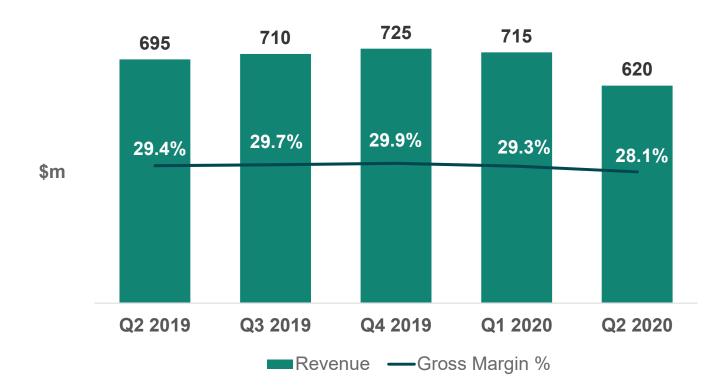
Revenue



Client Concentration

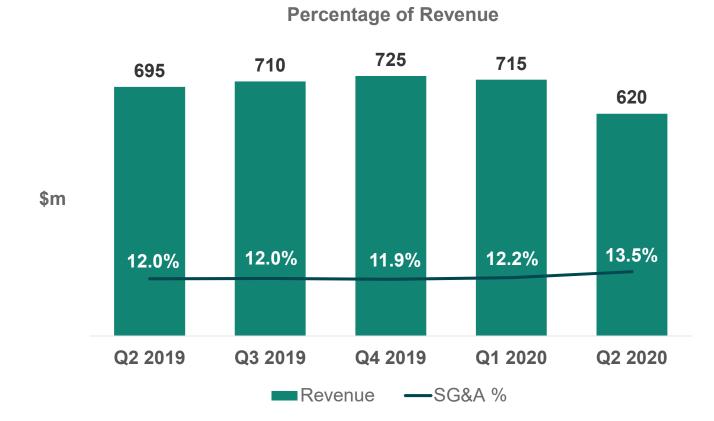


Gross Margin

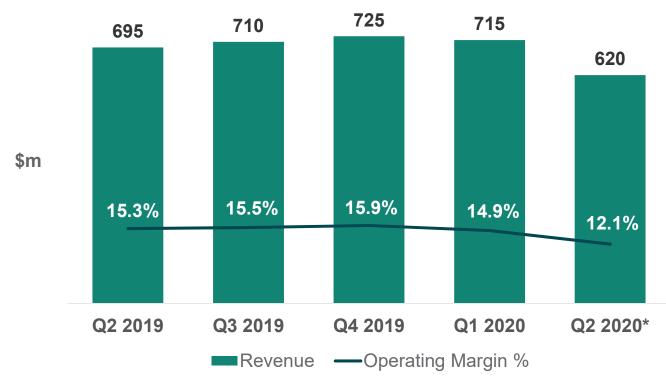


Percentage of Revenue

SG&A



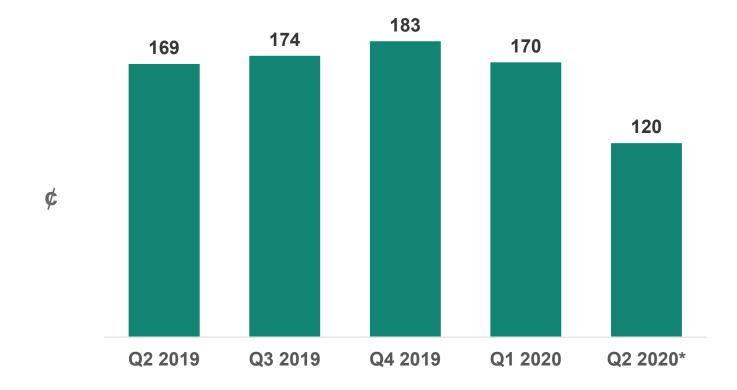
Operating Margin



Percentage of Revenue

* Excludes impact of non-recurring charges

Earnings per Share attributable to the Group



* Excludes impact of non-recurring charges

Balance Sheet and Cash Flow

	Q2 2020 30-Jun-20	Q1 2020 31-Mar-20	Q2 2019 30-Jun-19
DSO*	53	55	61
Capital Expenditure	\$9.9m	\$11.3m	\$11.2m
Cash from Operating Activities	\$117.9m	\$142.8m	\$22.7m
Net Cash Balance	\$244.0m	\$134.4m	\$81.8m
Gross Cash Balance	\$593.8m	\$484.1m	\$431.3m

* Calculated on a comparative non-GAAP basis

Q2 Year-on-Year Comparison Summary

	Q2 2020*	Q2 2019
Revenue [^]	\$620m	\$695m
Gross Margin	28.1%	29.4%
SG&A (percentage of revenue)	13.5%	12.0%
Operating Margin	12.1%	15.3%
Net Income attributable to Group (percentage of revenue)	10.3%	13.2%
EPS attributable to Group	120c	169c

* Excludes impact of non-recurring charges

^ 10.3% constant currency decline. 10.8% reported decline

FY 2020 Guidance

	FY 2019	FY 2020		
		Low	Mid Point	High
Revenue	\$2,806m	\$2,650m	\$2,700m	\$2,750m
EPS	\$6.88	\$6.00	\$6.25	\$6.50



iconplc.com



© 2020 ICON. All rights reserved.