## ICON



# ICON <br> Q2 2020 <br> Period Ended June 30th, 2020 

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

## 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

Percentage of Revenue


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

* Calculated on a comparative non-GAAP basis


## Q2 Year-on-Year Comparison Summary

|  | Q2 2020* | Q2 2019 |
| :--- | :---: | :---: |
| Revenue^ $^{\wedge}$ | $\mathbf{\$ 6 2 0 m}$ | $\$ 695 \mathrm{~m}$ |
| Gross Margin | $\mathbf{2 8 . 1 \%}$ | $\mathbf{2 9 . 4 \%}$ |
| SG\&A (percentage of revenue) | $\mathbf{1 3 . 5 \%}$ | $12.0 \%$ |
| Operating Margin | $\mathbf{1 2 . 1 \%}$ | $15.3 \%$ |
| Net Income attributable to Group (percentage of revenue) | $\mathbf{1 0 . 3 \%}$ | $13.2 \%$ |
| EPS attributable to Group | $\mathbf{1 2 0 c}$ | 169 c |

* Excludes impact of non-recurring charges
^ $10.3 \%$ constant currency decline. $10.8 \%$ reported decline


## FY 2020 Guidance

|  | FY 2019 | FY 2020 |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Revenue |  | Low | Mid Point | High |
| EPS | $\$ 2,806 \mathrm{~m}$ | $\$ 2,650 \mathrm{~m}$ | $\$ 2,700 \mathrm{~m}$ | $\$ 2,750 \mathrm{~m}$ |

## OCON

## iconplc.com in $P$ - $\square$

