



## ICON reports 48% increase in revenue and 46% increase in operating income and raises guidance for 2008

(NASDAQ:ICLR)

### Highlights – First Quarter Fiscal 2008

- First quarter net revenues increased 48% over the comparative quarter, to \$201.3 million.
- Income from operations increased by 46%, to \$21.5 million.
- Diluted earnings per share increased by 33%, to 56 cents.
- Record \$369 million of net new business wins in the quarter, representing a book-to-bill ratio of 1.8.
- 2008 Guidance for revenue and EPS increased to \$840 - \$860 million and \$2.35 - \$2.45 respectively.

Dublin, Ireland, April 29, 2008 – ICON (NASDAQ: ICLR), a global provider of outsourced development services to the pharmaceutical, biotechnology and medical device industries, today reported its financial results for the first quarter ended March 31, 2008.

Net revenues for the quarter were \$201.3 million, representing a 48% increase over net revenues of \$136.1 million for the comparative quarter last year.

Income from operations was \$21.5 million or 10.7% of revenue, compared to \$14.7 million or 10.8% for the same quarter last year. Net income was \$16.9 million or 56 cents per share on a diluted basis, compared with \$12.3 million or 42 cents per share last year.

Days sales outstanding, comprising accounts receivable and unbilled revenue less payments on account, were 67 days at March 31, 2008, compared to 66 days at December 31, 2007.

For the quarter ended March 31, 2008, cash used in operating activities was \$12.3 million and capital expenditure was \$16.5 million. We completed the acquisition of HCD a phase I unit based in San Antonio, Texas on February 11th for a net consideration of \$11 million. As a result, the company's net debt, amounted to \$20.2 million at March 31, 2008, compared to net cash and short-term investments of \$23.8 million at December 31, 2007.

"It has been an excellent start to 2008", commented Chairman Dr. John Climax "Both revenue and operating income showed substantial growth. Business wins were again strong with \$369 million of net business awarded in the quarter. Accordingly we are raising our 2008 guidance for revenue and EPS to \$840 - \$860 million and \$2.35 - \$2.45 respectively."

The company will hold its first quarter conference call today, April 29, 2008 at 10:00 EST [15:00 Ireland & UK]. This call and linked slide presentation can be accessed live from our website at [www.iconplc.com](http://www.iconplc.com). A recording will also be available on the website for 90 days following the call. In addition, a calendar of company events, including upcoming conference presentations, is available on our website, under "Investors". This calendar will be updated regularly.

The statements made in this Press Release may contain forward-looking statements that involve a number of risks and uncertainties. In addition to the matters described in this Press Release, the ability to maintain large client contracts or enter into new contracts, maintain client relationships and the ability to manage the opening of new offices, the integration of new business mergers and acquisitions, as well as other risks and uncertainties detailed from time to time in SEC reports filed by ICON, including its Form 20-F, F-1, S-8 and F-3, may affect the actual results achieved by ICON. ICON disclaims any intent or obligation to update these forward-looking statements.

The financial information presented herein has been prepared in accordance with U.S. GAAP.

ICON plc is a global provider of outsourced development services to the pharmaceutical, biotechnology and medical device industries. The Company specializes in the strategic development, management and analysis of programs that support clinical development - from compound selection to Phase I-IV clinical studies. ICON teams have successfully conducted over 1,900 development projects and over 2,300 consultancy engagements across all major therapeutic areas. ICON currently has approximately 6,150 employees, operating from 69 locations in 36 countries. Further information is available at [www.iconplc.com](http://www.iconplc.com)

Source: ICON plc

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### ICON plc

#### Consolidated Income Statements (Unaudited)

Three Months ended March 31, 2008 and March 31, 2007

(Dollars, in thousands, except share and per share data)

	Three Months Ended	
	March 31, 2008	March 31, 2007
Gross Revenue	283,853	186,740
Subcontractor costs	82,509	50,651
<b>Net Revenue</b>	<b>201,344</b>	<b>136,089</b>
<b>Costs and expenses</b>		
Direct costs	113,189	78,557
Selling, general and administrative	60,545	38,684
Depreciation and amortization	6,098	4,156
<b>Total costs and expenses</b>	<b>179,832</b>	<b>121,397</b>
<b>Income from operations</b>	<b>21,512</b>	<b>14,692</b>
Net interest (expense) / income	(43)	1,044
<b>Income before provision for income taxes</b>	<b>21,469</b>	<b>15,736</b>
Provision for income taxes	4,247	3,428
Minority interest	328	42
<b>Net income</b>	<b>16,894</b>	<b>12,266</b>
Net income per ordinary share		
Basic	\$0.58	\$0.43
Diluted	\$0.56	\$0.42
Weighted average number of ordinary shares		
Basic	28,902,630	28,564,498
Diluted	30,039,736	29,508,662

### ICON plc

#### Summary Balance Sheet Data

March 31, 2008 and December 31, 2007

(Dollars, in thousands)

	March 31, 2008	December 31, 2007
	(Unaudited)	(Audited)
Cash and short-term investments	110,965	118,633
Debt	(131,147)	(94,829)
Net (debt)/cash	(20,182)	23,804
Accounts receivable	182,672	129,865
Unbilled revenue	161,120	144,661
Payments on account	(133,805)	(96,553)

Total	209,987	177,973
Working Capital	189,805	193,271
Total Assets	797,880	693,138
Shareholder's Equity	421,033	388,400

**Source:**

ICON plc

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