



#### **ICON plc**

Bank of America Merrill Lynch Healthcare Conference.

Mr. Peter Gray, CEO

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This presentation includes selected non-GAAP financial measures. For a presentation of the most directly comparable GAAP financial measures, please refer to the fourth quarter 09 press release consolidated income statement headed Consolidated Income Statements (US GAAP)





4th largest Phase II – IV CRO with over 5000 staff currently supporting over 400 studies involving over 100,000 patients in over 10,000 sites worldwide.





Global Lab footprint in key regions, including the US, Europe, Singapore, India, China covering Central Lab, Bioanalytical and Biomarker Services.





Phase I capacity of 240 beds in US & UK including a purposebuilt hospital based translational medicine unit opening in Q2 2010. Also has bioanalytical, immunoassay, PD/PK, and consulting capabilities supporting early development.





Medical Image management platform providing world class solutions in trials using imaging, and in the development of imaging biomarkers supporting drug development.





The Power of People

Contract Clinical Staffing platform to support FSP solutions and to provide supplemental solutions to clients staffing needs.



Pre-clinical	Phase I	Phase II	Phase III	Registration	Launch	Phase IV / Late Phase	Staff # Mar 31, 2010
		Experimen	tal Medicine	and Regulator	y Support		150
	Phase I Clinic	& Bioanalytica	I Laboratory				400
		Trial Design	n, Trial Start-u	up, Project Ma	nagement &	Monitoring	3880
			Medica	l Safety & Se	ervices		300
		D	ata Manag	ement, EDC	& Statistics	5	720
			Interactive Te	echnologies - e.	g. IVRS, IWR,	ePRO, eDiary	325
		Hea	lth Economic	cs, Outcomes	Research & I	Patient Registries	175
	Central Labo	oratory					550
	Central Ima	aging Labor	atory				200
	Contract S	taffing		_			600
						Total	7,300

#### **Global Footprint**





Operating from 69 offices in 39 Countries



# Market Environment



## **Outsourcing Growing...but headwinds**





#### **The Relentless March of Science**



New Compounds in Pharmaceutical Industry Pipeline by Phase, 1995 to Present



\* Adjusted 2008 data reflects our estimate of organic growth (we estimate 1/2 of 08 reported growth was organic and 1/2 due to internal Pharmaprojects changes)

Early Stage Growth is a Positive Indicator for Late-Stage Testing and Launches

#### **Pipeline Remains Robust**



Dec-09 Jan-10 Feb-10

Mar-10 Apr-10



440

Phase I Compounds

Jan-08 Feb-08 Mar-08 Jun-08 Jun-08 Jun-08 Sep-08 Sep-08 Sep-08 Jan-09 Feb-09 Mar-09 Mar-09 Jun-09 Jun-09 Jun-09 Sep-08 Nov-08 Nov-09 Nov-08 Nov-09 No

Source: PharmaProjects

Apr-08

Mar-08

May-08 Jun-08

Jul-08

Aug-08 Sep-08 Oct-08 Nov-08 Jan-09 Feb-09

Mar-09 Apr-09 May-09 Jun-09

Aug-09 Sep-09

Oct-09 Nov-09

Jul-09

Dec-09 Jan-10

Feb-10 Mar-10 Apr-10

Jan-08 Feb-08

1,350



Average Pharmaceutical and Biotech R&D Spending Growth <sup>(a)</sup>



Source: William Blair & Company, L.L.C.

(a) William Blair & Company, L.L.C. sample of 13 companies including: Pfizer/Pharmacia, Johnson, & Johnson, GlaxoSmithKline, AstraZeneca, Merck, Bristol-Myers, Eli Lilly, Wyeth, Schering-Plough, Amgen, Amylin, Biogen, BioMarin, Celgene, Cephalon, Genettech, Genzyme, Gilead, ImClone, Isis, The Medicines Company, Millennium, Myriad Genetics, Protein Design Labs, and Vertex

#### **Biotech Funding Recovering**



- Important driver of R&D spending and outsourcing
- Cash-flow negative biotech accounts for 10-15% of CRO revenues by our estimates





# Future BioPharma Growth in Emerging Countries

#### The Global Pharmaceutical Market by region, 2008-2020





# ICON in this Market Environment



# New Business Wins and Net Book to Bill Ratio (NB:B)



Peer NB:B (12 Mth Avg.)

ICLR NB:B (12 Mth Avg.)



# Total Backlog Level (\$ Millions)







# **Financial Performance**



#### Net Revenue CAGR of 23% since 2005





\* Mid point of Guidance issued February 25th 2009

#### **EBIT** and Net Margin Progression







#### Earnings Per Share Growth



\* Guidance issued February 25<sup>th</sup> 2009

#### Free Cash Flow





\* Historic periods FCF exclude Dublin Campus construction costs



	<u>Qtr ended</u> March 31, 10	<u>Year ended</u> Dec 31, 09	<u>Year ended</u> Dec 31, 08
Net Cash/Debt	\$200	\$194.0	(\$4.3)
Total assets	\$897.1	\$908.4	\$867.3
Total Liabilities	\$312.1	\$336.2	\$410.9
Shareholder's equity	\$584.9	\$572.2	\$456.4
Cashflow from operations	\$16.8	\$255	\$81.3
Capital expenditures	\$9.5	\$33.8	\$67.9

## **Investment Case Summary**



- Top Global Clinical CRO #4
- Deep customer relationships
- Quality of staff
- Experienced Management team
- Excellent Reputation
- Solid market fundamentals
- Outstanding record of growth
- Strong balance sheet