



## **ICON** **Q3 Results Ended September 30<sup>th</sup>, 2018**

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

Accountability & Delivery | Collaboration | Partnership | Integrity

## Forward Looking Statement

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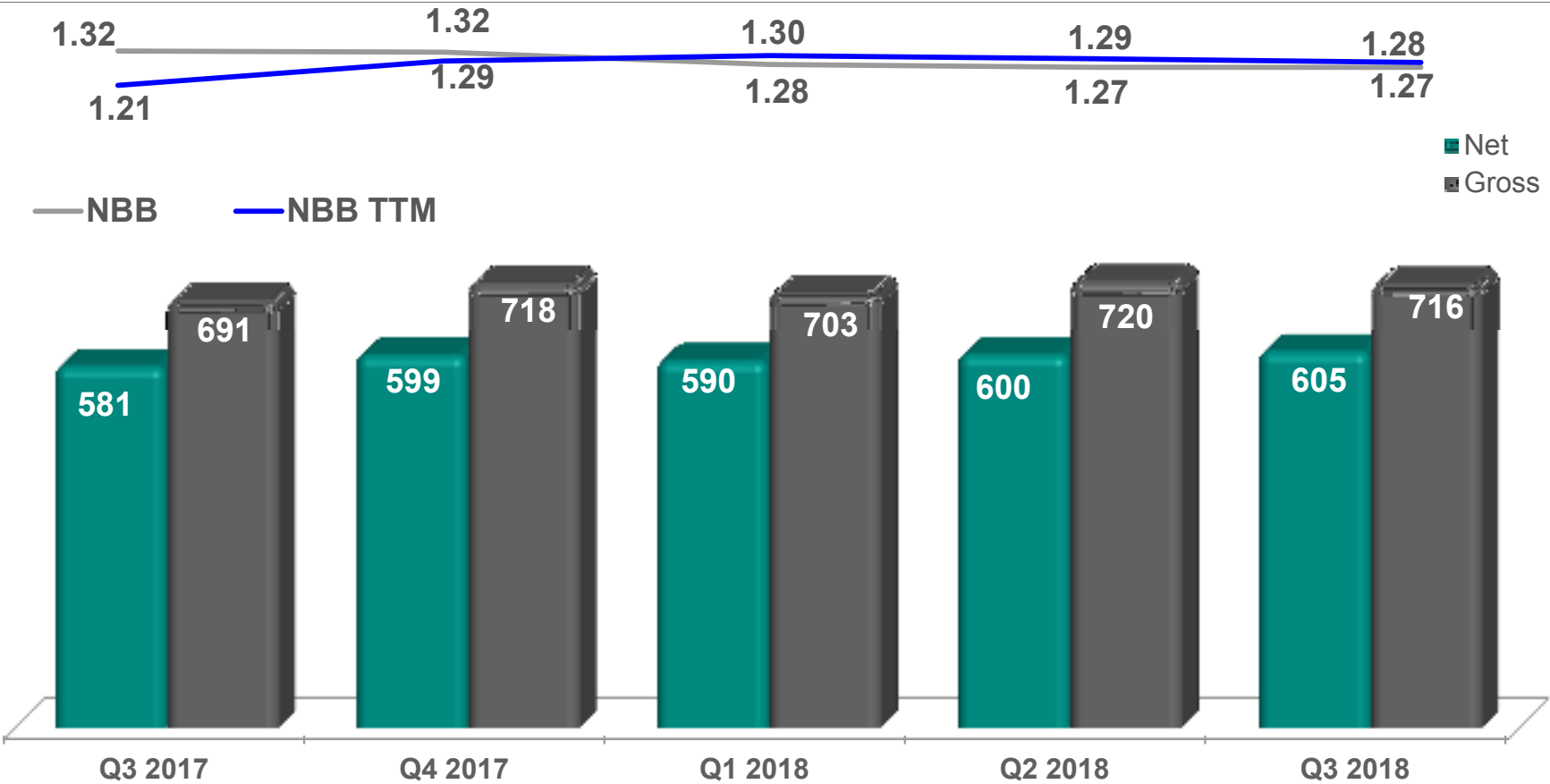
Certain statements in today's call will be forward looking statements. Actual results may differ materially from those stated or implied by forward looking statements due to risks and uncertainties associated with the company's business and listeners are cautioned that forward looking statements are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



## **Q3 Financial Update**

# Net Business Wins & Net Book to Bill Ratios (excluding the impact of ASC 606)

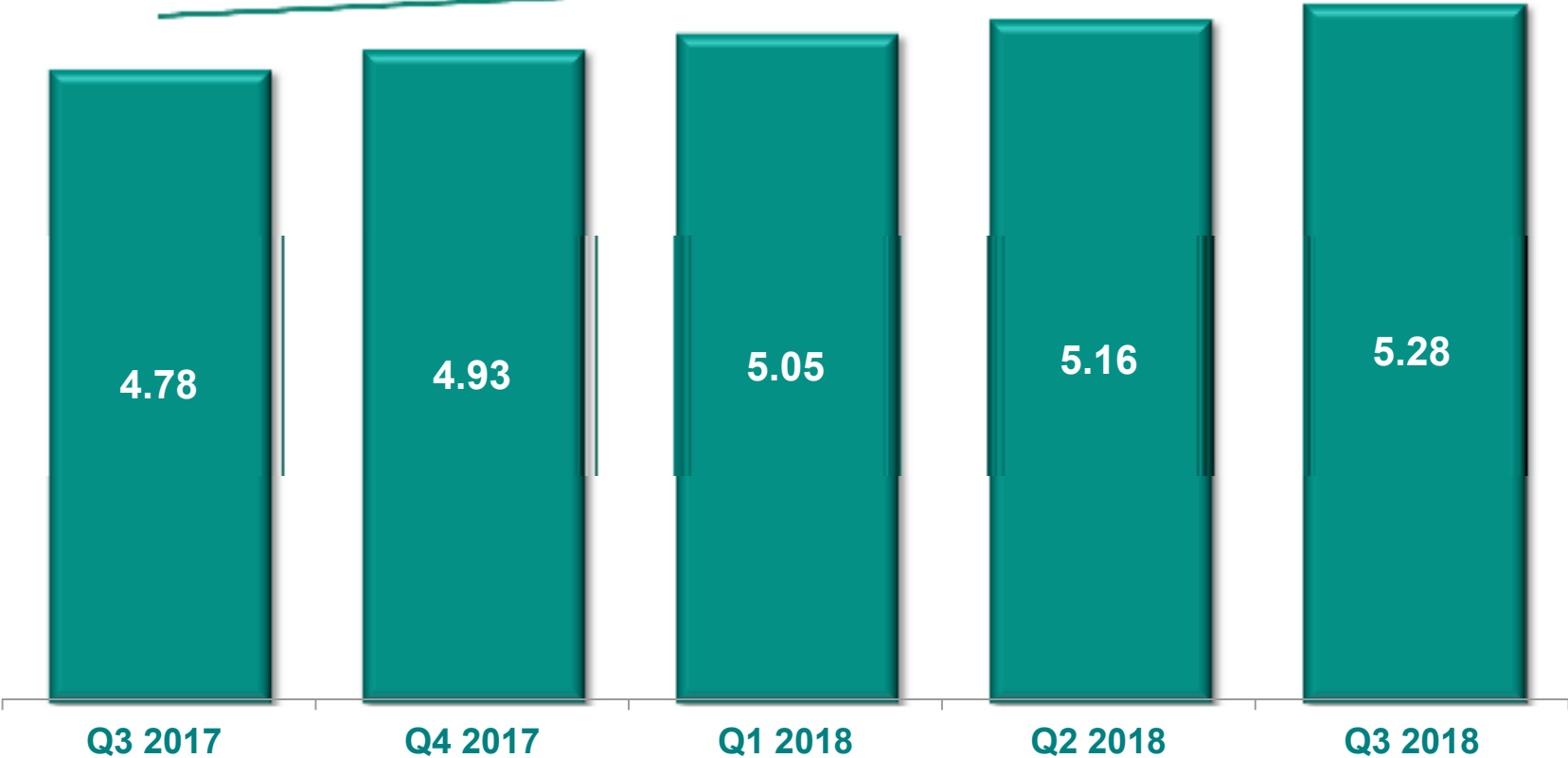


# Backlog Metrics (excluding the impact of ASC 606)

Closing Backlog

10.5%

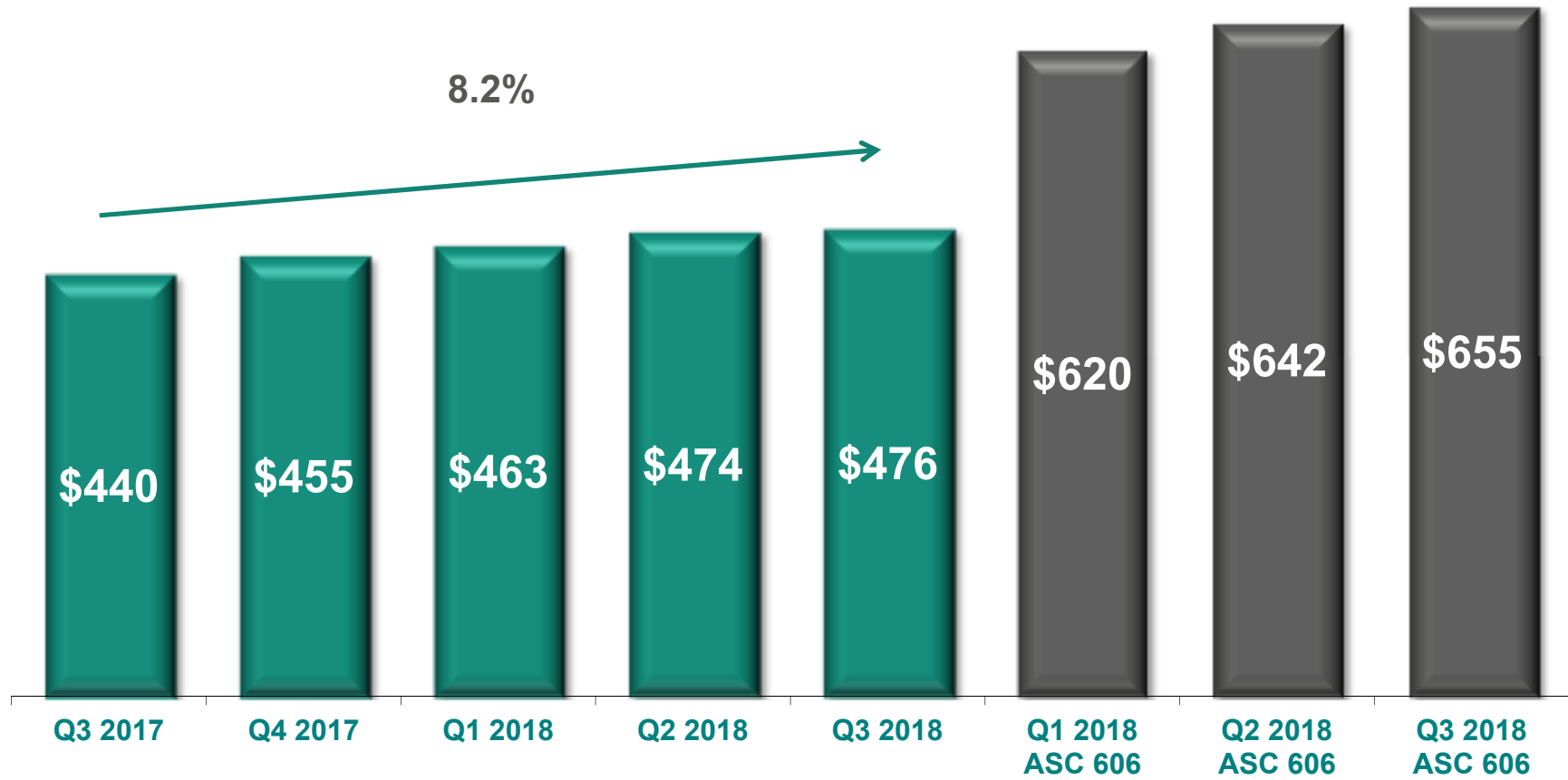
\$bn



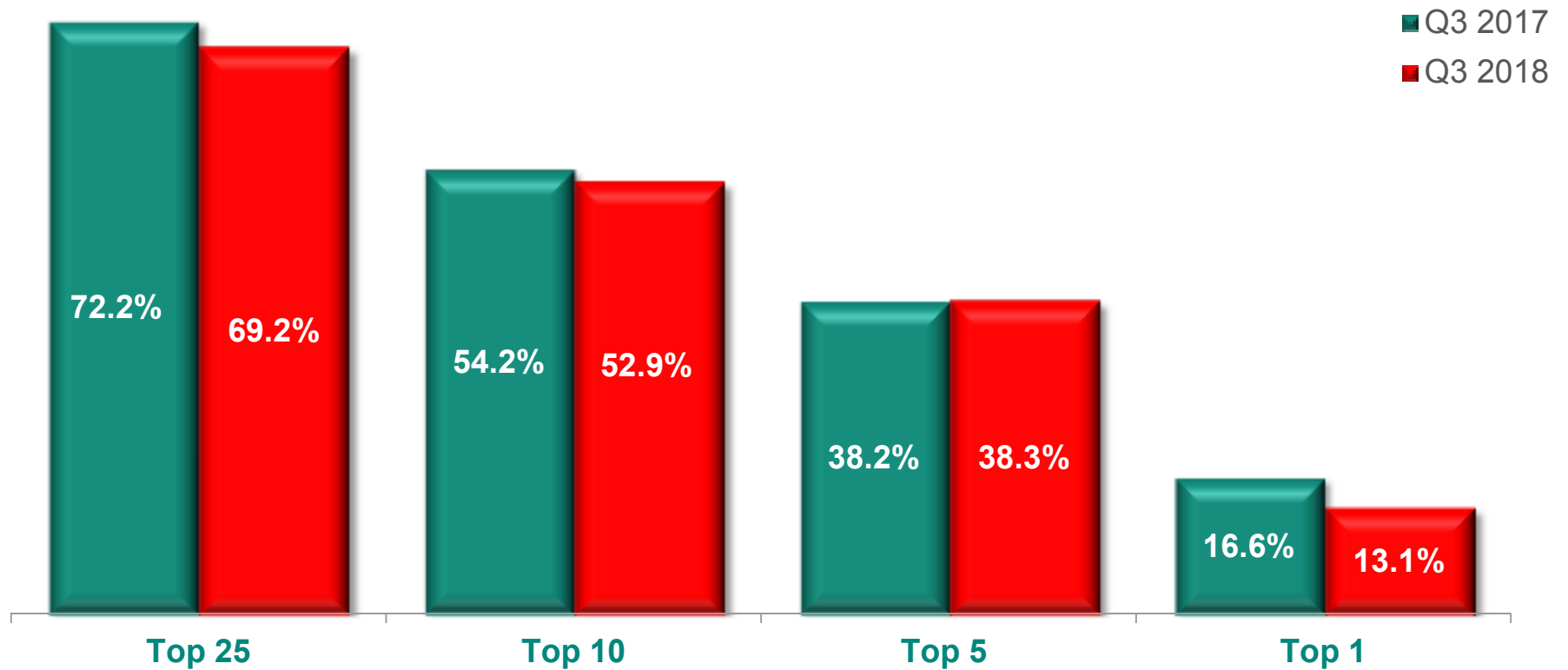
## Revenue – impact of adoption of ASC 606

USD \$m	As Reported 30 <sup>th</sup> Sep 2018	ASC 606 Adjustments	30 <sup>th</sup> Sep 2018 without adoption of ASC 606	As reported 30 <sup>th</sup> Sep 2017
<b>Revenue:</b>				
Revenue	655,017	1,022	656,039	596,169
Reimbursable expenses	-	(179,642)	(179,642)	(155,846)
<b>Total Revenue</b>	<b>655,017</b>	<b>(178,620)</b>	<b>476,397</b>	<b>440,323</b>

## Quarterly Revenue

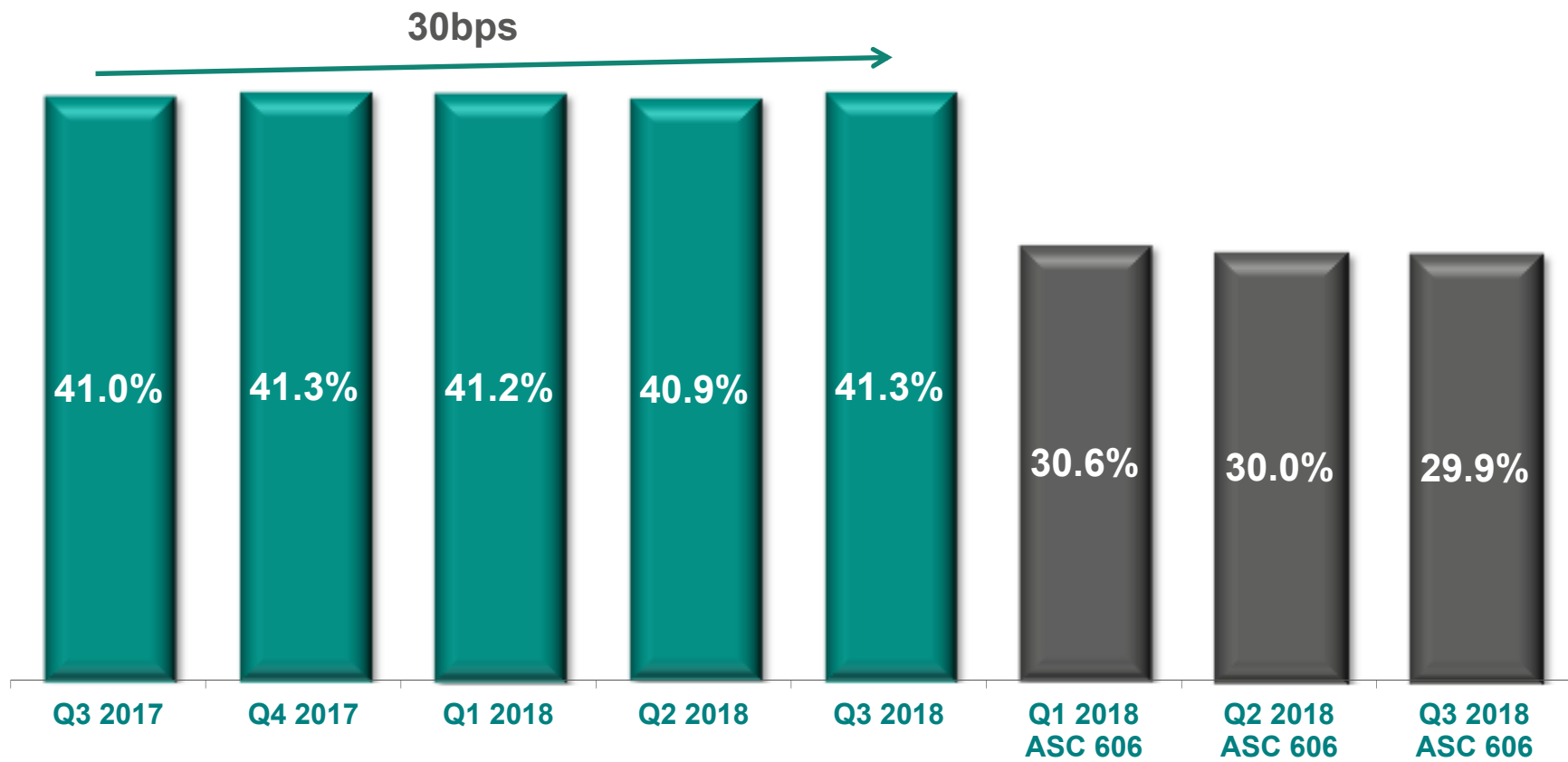


## Client Concentration: % Revenue (excluding impact of ASC 606)

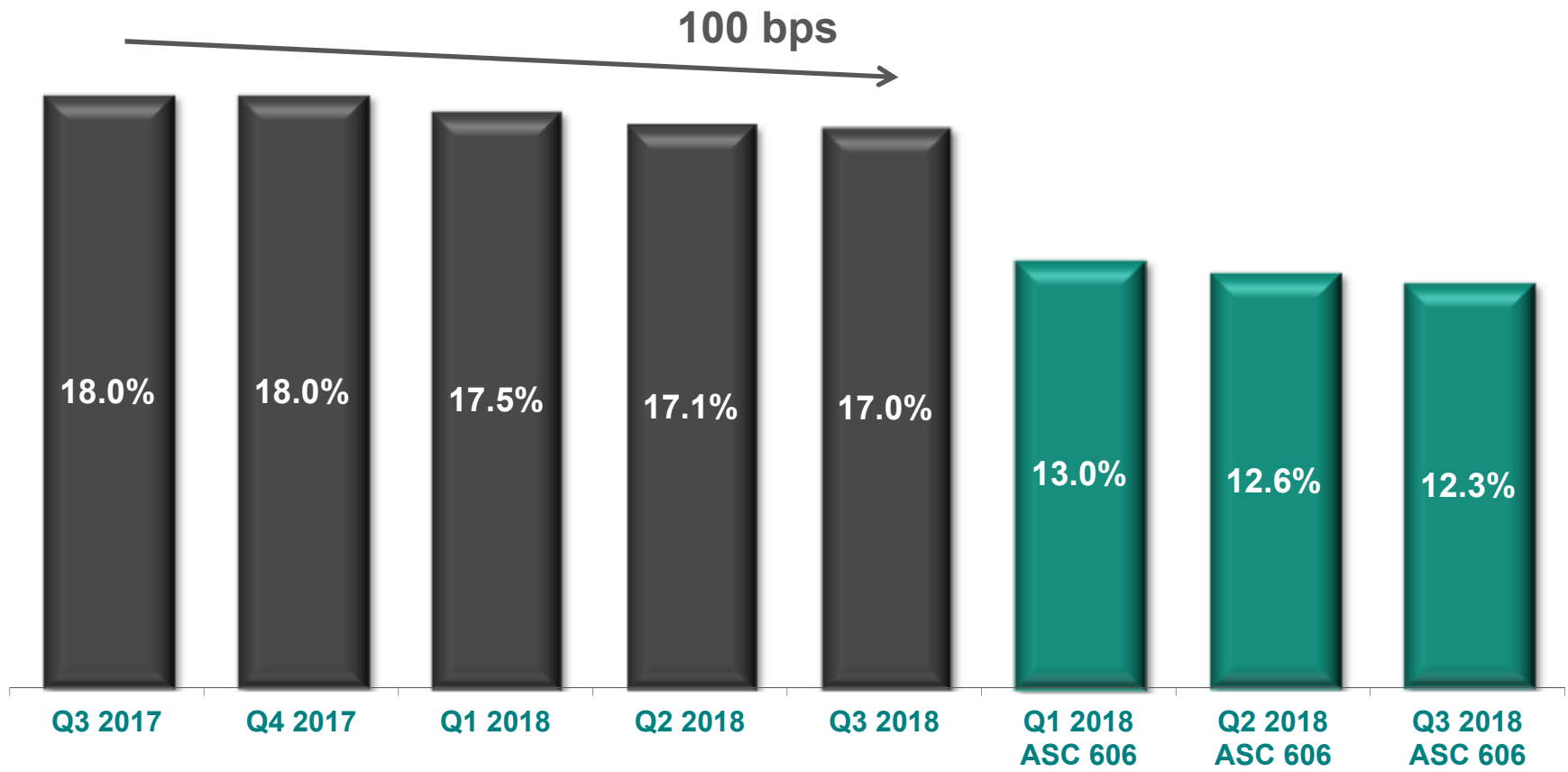




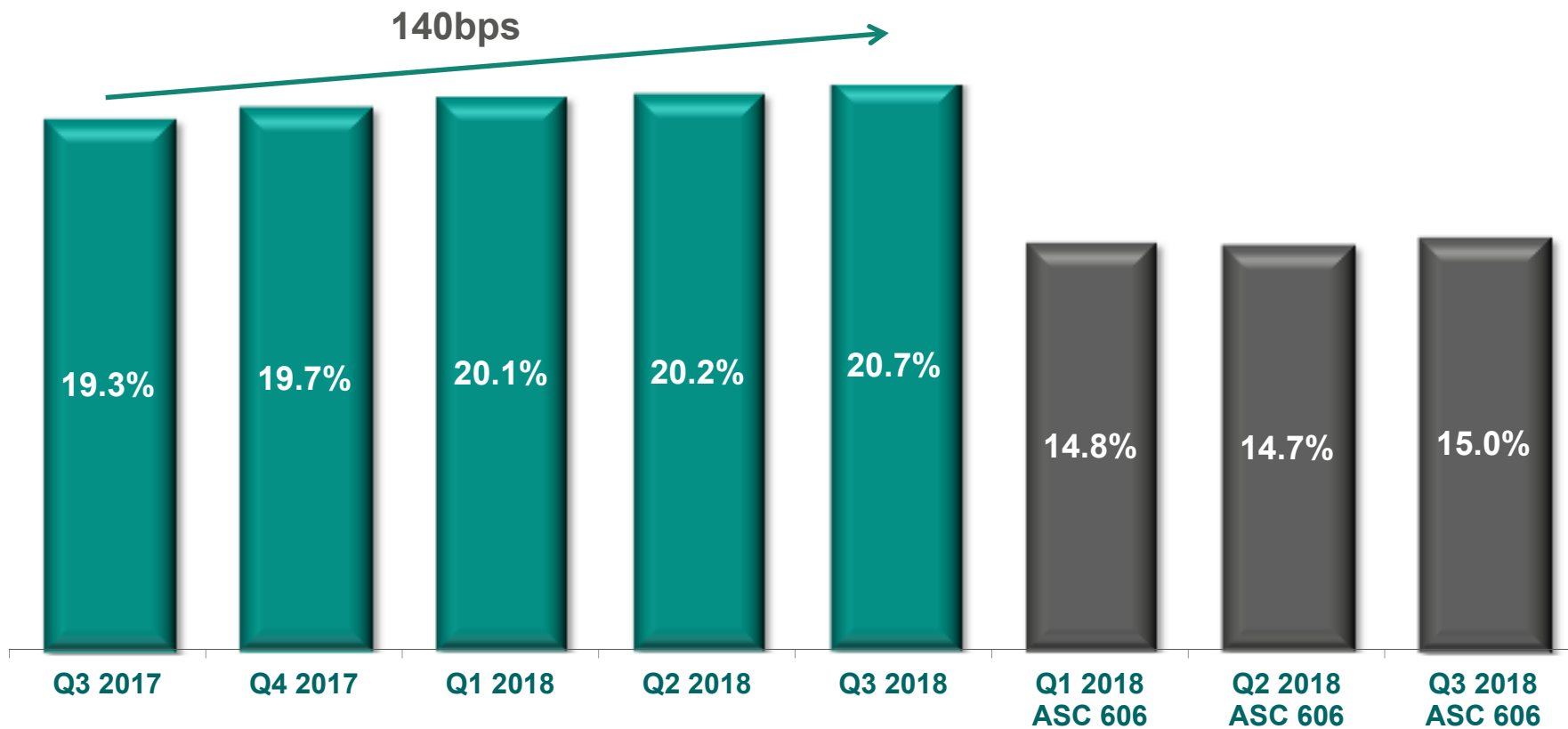
## Quarterly Gross Margin



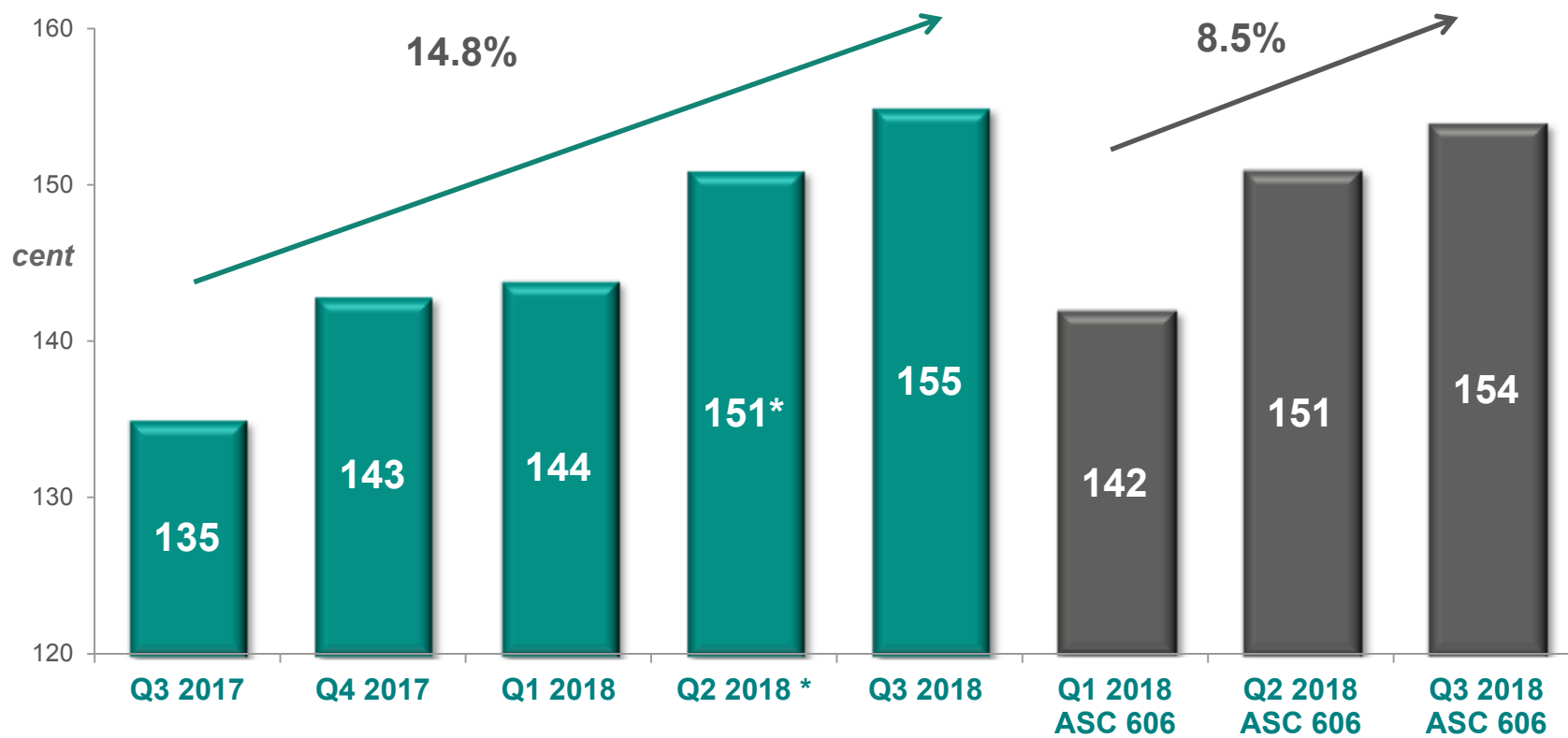
## SG&A : % of revenue



## Quarterly Operating Margin



## Earnings per share



\* Excludes 3c tax upside in Q2 2018

## Balance Sheet

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	<u>Q3 2018</u> 30-Sep-18	<u>Q2 2018</u> 30-Jun-18	<u>Q3 2017</u> 30-Sep-17
DSO	49	49	50
Capital Expenditure	\$11.2m	\$8.9m	\$8.5m
Net Cash Balance	\$142.3m	\$23.9m	(\$56.3m)



## **ICON's Strategy**

# ICON's Strategy: We Focus on Four Key Areas

Partnership, Customer & Market Focus

Operational Excellence & Quality

Enhanced Capabilities & Expertise

Talent, Leadership Development & Culture

ICON Strategic Pillars

Accountability & Delivery | Collaboration | Partnership | Integrity

# ICON's Site & Patient Strategy

TriNetX

Saama

ICHOM

EHR4CR

One Search



## ICON's Differentiated Data Partnership and Site Network Strategy



Healthcare Alliances

Integrated Site Network



## Core Areas of Focus

- Partnerships
- Relentless focus on execution
- Sustainable growth

## Quarterly YOY Comparison Summary

	Q3 2018 ASC 606	Q3 2018 (excl. ASC 606)	Q3 2017	Variance (excl. ASC 606)
Revenue	\$655m	\$476m	\$440m	↑ 8.2% +8.3% constant currency
Gross Margin	29.9%	41.3%	41.0%	↑ 30 bps
SG&A (% of revenue)	12.3%	17.0%	18.0%	↓ 100 bps
Operating Margin	15.0%	20.7%	19.3%	↑ 140 bps
Net Income Margin	12.9%	17.9%	16.8%	↑ 110 bps
EPS	154c	155c	135c	↑ 15%

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