



# **ICON**

#### Quarter 3, 2010 Results ended September 30, 2010

Mr. Peter Gray, CEO

Mr. Ciaran Murray, CFO

Mr. Brendan Brennan VP Corporate Finance

### Forward Looking Statement



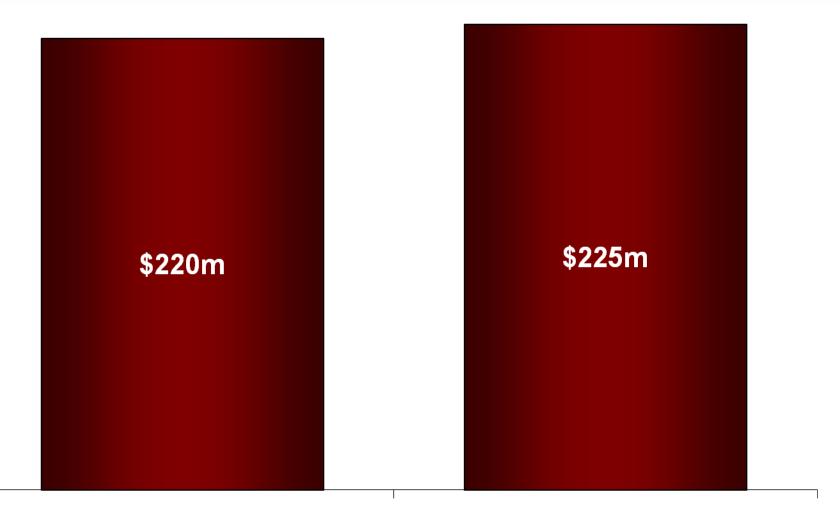
Certain statements contained herein including, without limitation, statements containing the words "believes," "anticipates," "intends," "expects" and words of similar import, constitute or may constitute forward-looking statements concerning the Group's operations, performance, financial condition and prospects. Because such statements involve known and unknown risks and uncertainties and depend on circumstances and events that may or may not occur in the future, actual results may differ materially from those expressed or implied by such forward-looking statements. Given these uncertainties and as forward looking statements are not guarantees of future performance, investors and prospective investors are cautioned not to place undue reliance on such forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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 consolidated income statement headed Consolidated Income Statements

(Unaudited) (US GAAP)

# **Quarterly Net Revenue**

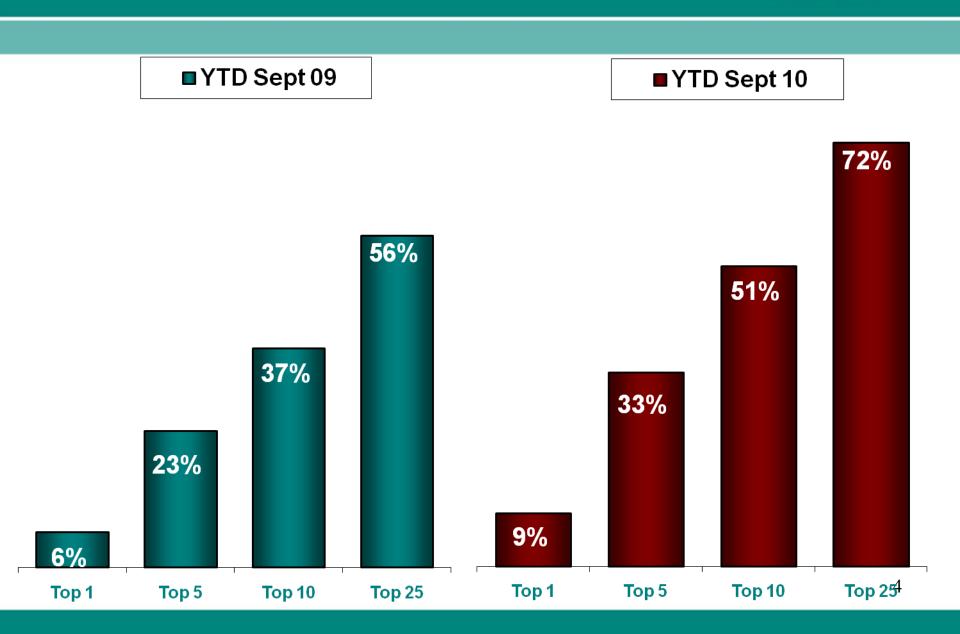




Q3 2009 Q3 2010

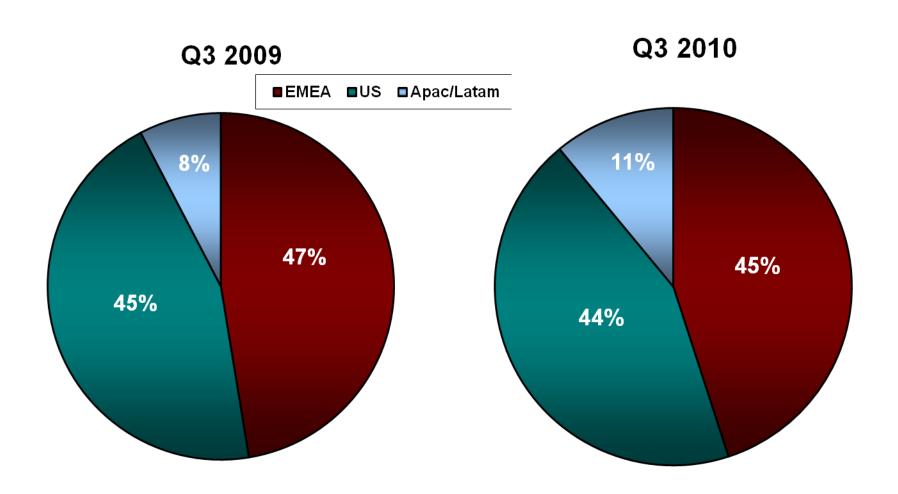
#### Client Concentration in Revenue





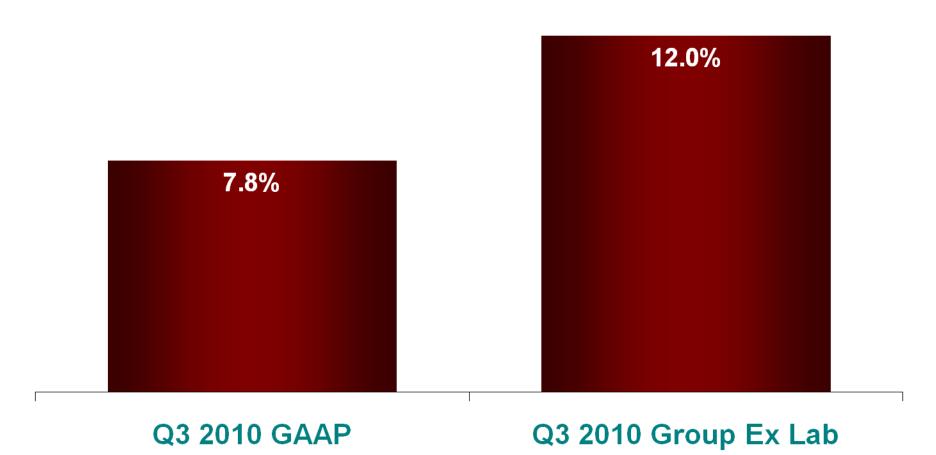
# Net Revenue By Geography





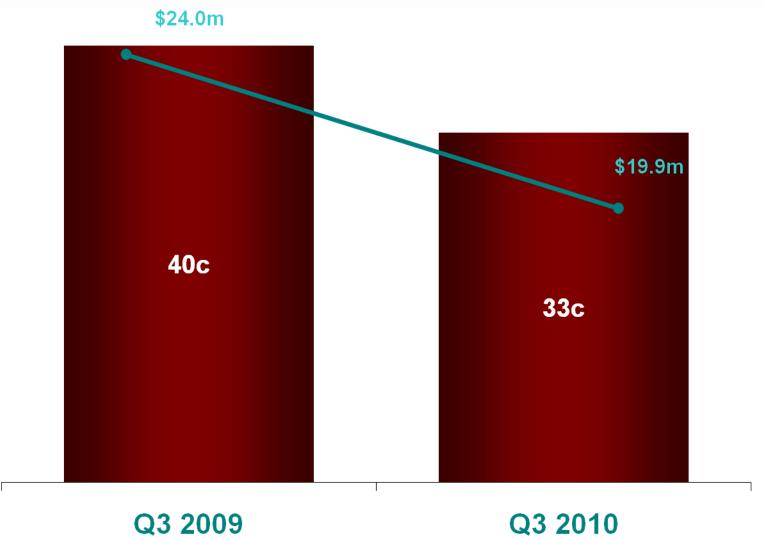
# Quarterly Operating Income Margin







### Quarterly Earnings per Share and Net Income



Q3 2010

# Balance Sheet/Cash Flow \$ million



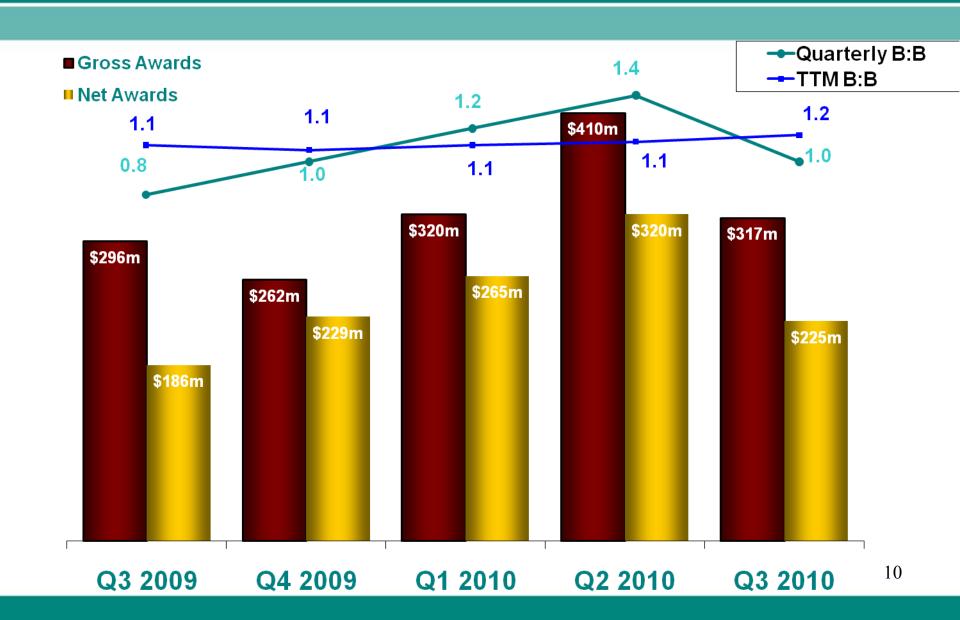
	<b>Quarter ended</b>	Year ended
	<u>September 30,</u> <u>2010</u>	Dec 31, 2009
Capital Expenditure	6.9	33.8
Net Cash	231	194
DSOs	36 Days	33 Days



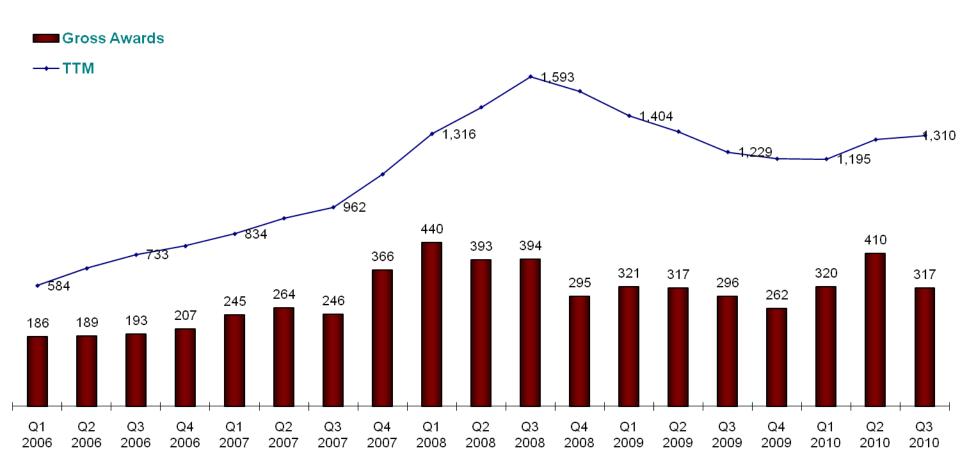
# Outlook

#### **Business Wins**



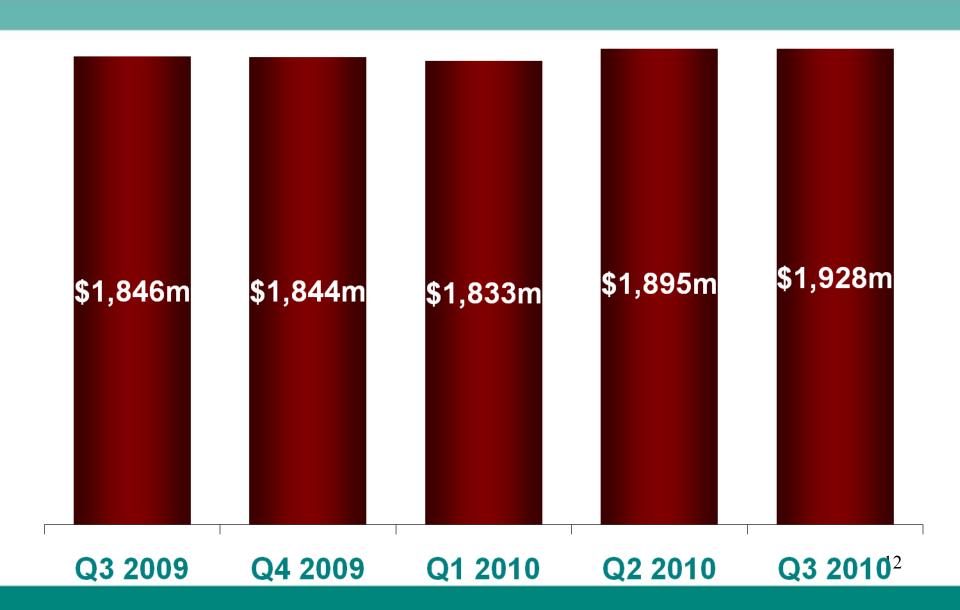


# Gross Awards – Green Shoots of Demand Recovery A Symbol of Excellence



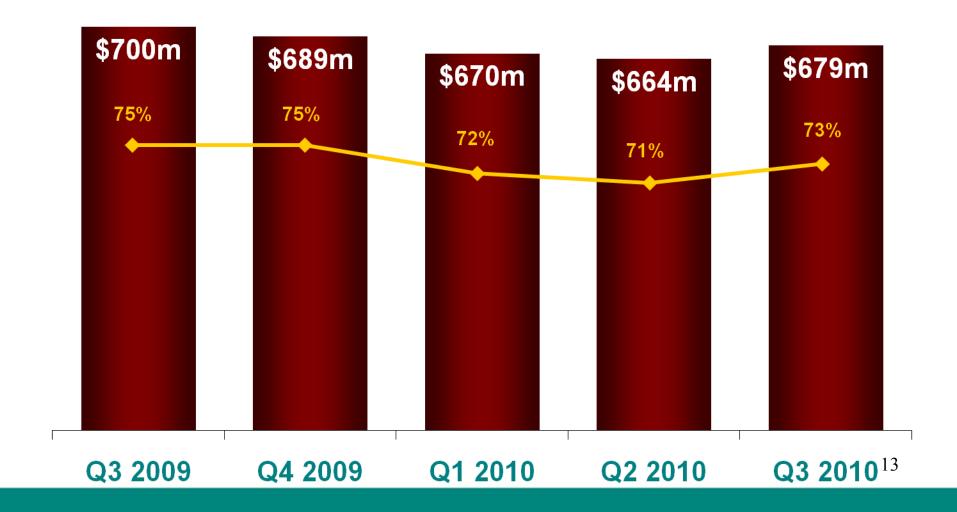
### **Total Backlog**





# Backlog forecast to be earned in the next 12 months (US\$ & % of total forecasts)







# Questions & Answers

Mr Peter Gray, CEO
Mr Ciaran Murray, CFO

### Summary Q3 10



Net revenues Q3 10 \$225 million

Income from operations Q3 10 \$17.6 million

**Operating margin Q3 Ex Lab 12%** 

Operating margin Q3 10 7.8%

Net Income margin Q3 10 8.8%

**EPS Q3 10 33c** 

Book-to-bill ratio Q3 10 1.0