



ICF International, Inc.

Credit Suisse 13th Annual Global Services Conference

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President & Chief Operating Officer

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Cautionary Statement



Certain statements made by us in this presentation that are not historical facts or that relate to future plans, events, or performances are forward-looking statements within the meaning of the federal securities laws. Our actual results may differ materially from those expressed in any forward-looking statements made by us. All statements made by us in this presentation are qualified in all respects by the information disclosed in our filings with the Securities and Exchange Commission and specifically, the risks described therein under the heading “Risk Factors.” We are under no duty to update or revise any forward-looking statements pursuant to actual results or events, and do not intend to do so.

ICF is the “Go-To” Firm for Domain-Driven Advisory and Implementation Work

- Leading provider of advisory and program management services to government and commercial clients
- Domain driven government services firm with significant commercial business
- Leading position in each of our markets
 - Energy, environment, and transportation
 - Health, education, and social programs
 - Homeland security and defense
- More than 3,700 employees across North America, U.K., and the ‘BRIC’ countries
- Track record of strong organic growth

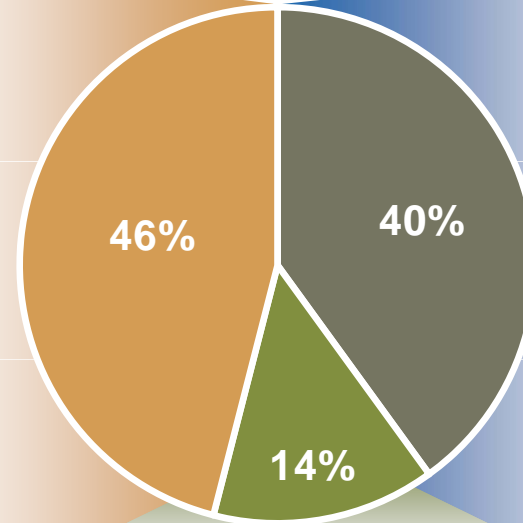
Leadership in our Core Markets



Revenue for year ended 12/31/2010

Health, Education, and Social Programs [Government]

- Health Informatics
- Health Surveys
- Public Health Research and Evaluation
- Housing and Education Studies/Technical Assistance
- Social Program Marketing and Communications



Energy, Environment, and Transportation [Commercial & Government]

- Power & Fuels Markets Assessment
- Alternative Energy
- Energy Efficiency Program Management
- Environmental Policy and Planning
- Natural Resource Management
- Transportation Planning

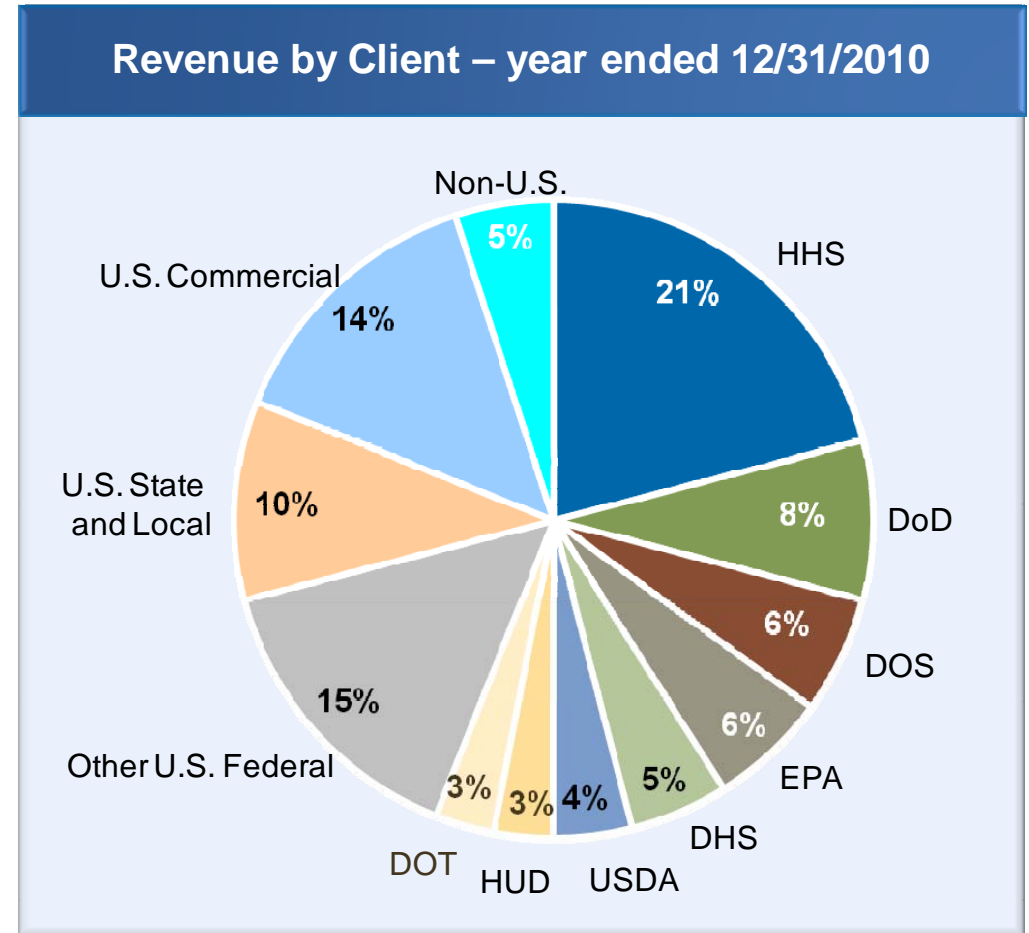
Homeland Security and Defense [Government]

- Homeland Security Program Development
- Emergency Management
- Critical Infrastructure Protection
- Logistics Program Support
- Modeling and Simulation

ICF's Business Advantages



- Recognized leadership in high growth markets
- Diversified client base
- Multi-year backlog with high funded percentage; no single contract exceeds 4% of revenue
- Substantial opportunities to maintain industry leading organic growth rates
- Track record of successful acquisitions



Market Growth Drivers



Energy, Environment, and Transportation

- Focus on alternative fuels, new power infrastructure
- Energy efficiency programs
- \$2 trillion needed to revitalize energy, transportation and water infrastructure
- Environmental regulation reengineering – hazardous pollutants, ash, drilling, carbon, etc.

Health, Education, and Social Programs

- Public health: focus on health, disease prevention, substance abuse
- Education: emphasis on outcomes and accountability
- Veterans: health, housing, job needs as they reenter the civilian world
- Increased government focus on efficiency and measuring outcomes

Homeland Security and Defense

- Cybersecurity: massive needs in government and commercial sectors
- Resilience: ability to prepare and *recover* from attacks
- Retooling: doing more with less
- Heightened demand for security and sustainability in all sectors

Our Strategy for Sustainable Growth



1 ■ Leverage advisory work into implementation and full life-cycle solutions

2 ■ Pursue larger contract opportunities

3 ■ Build scale and win larger implementation contracts

4 ■ Expand our commercial business

5 ■ Replicate our business model geographically

6 ■ Pursue strategic acquisitions

Strategy: Leverage Advisory Work to Win Implementation and Provide Life-Cycle Solution



Client Mission and Needs

Advise

>

Implement

>

Improve

Energy,
Environment, and
Transportation

- Economic + Financial Analysis
- Management Consulting
- Modeling + Simulation
- Regulatory Development, Analysis + Review
- Scientific + Engineering Analysis
- Strategy, Planning + Policy Analysis

Health, Education,
and Social
Programs

Homeland
Security and
Defense

- Business Process Operations + Optimization
- Information + Data Management
- IT Management + Solutions
- Organization Learning + Performance
- Program Management
- Strategic Communications + Marketing
- Surveys
- Training + Technical Assistance

- Benchmarking
- Customer Satisfaction
- Performance Management
- Research + Evaluation

Strategy: Win Larger Implementation Contracts



Recent Wins:

- CDC Information Management Services (CDC CIMS)
 - Consolidates all IT and management consulting at CDC
 - Potential value \$4 billion over 10 years

- EPA Information Technology (ITS-BISS II)
 - Consolidates support for Office of Environmental Information
 - Potential value \$108 million over 5 years

Strategy: Expand our Commercial Business



- Power and Fuel Markets
 - Market and Fleet Analysis
 - Renewables Planning
 - Reliability Compliance
 - Cyber Protection
 - Environmental Management
- Energy Efficiency Programs
- Sustainability Strategy
- Aviation



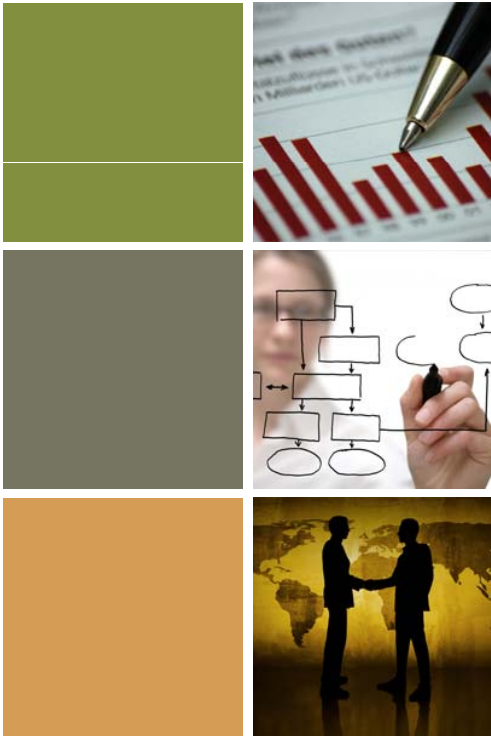
Strategy: Expand our Commercial Business



Pursue Strategic Acquisitions

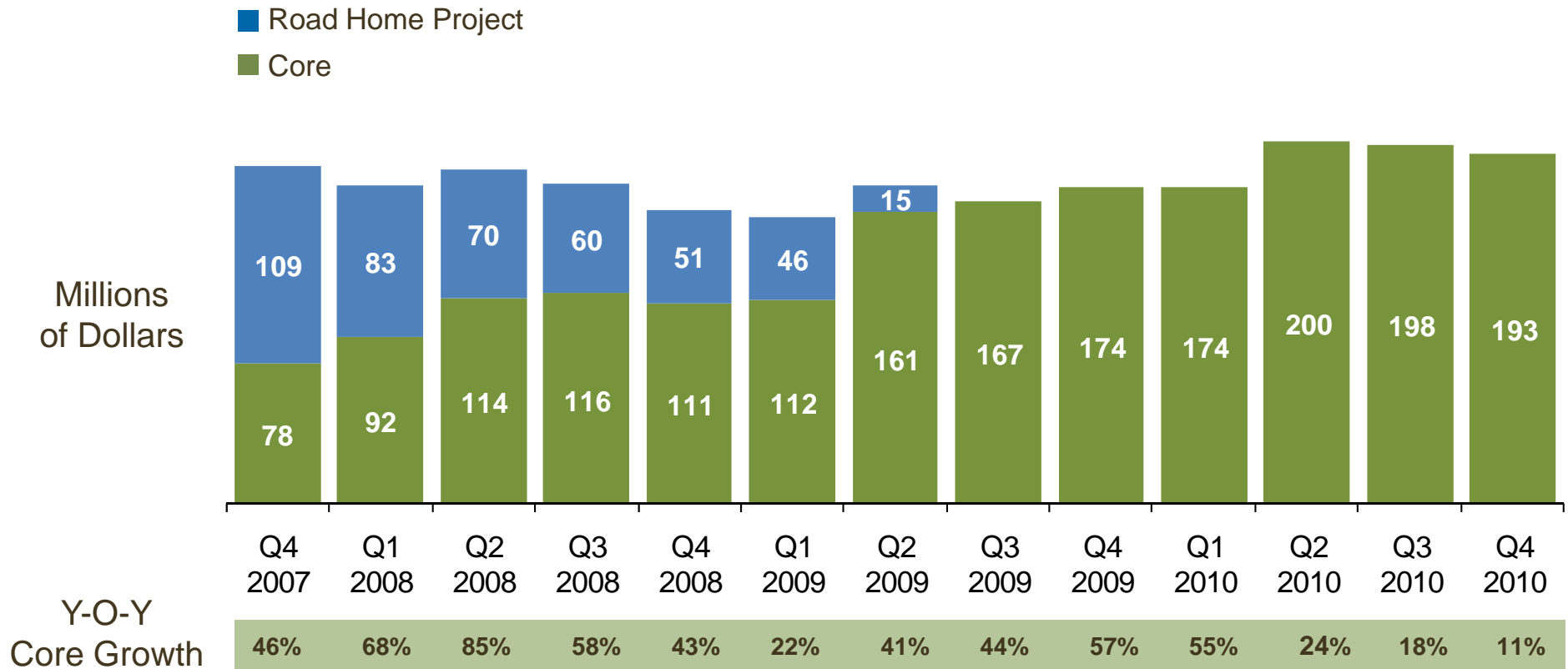


Date	Target	Key Market(s)	Advise	Implement	Improve
Jan 2005	Synergy, Inc.	<ul style="list-style-type: none"> Homeland Security and Defense 			
Oct 2005	Caliber Associates	<ul style="list-style-type: none"> Health, Education, and Social Programs 			
Jan 2007	Advanced Performance Consulting Group	<ul style="list-style-type: none"> Homeland Security and Defense 			
Jan 2007	Energy & Environmental Analysis, Inc.	<ul style="list-style-type: none"> Energy, Environment, and Transportation 			
June 2007	Z-Tech	<ul style="list-style-type: none"> Health, Education, and Social Programs 			
Dec 2007	SH&E	<ul style="list-style-type: none"> Energy, Environment, and Transportation 			
Feb 2008	Jones & Stokes	<ul style="list-style-type: none"> Energy, Environment, and Transportation 			
March 2009	Macro International	<ul style="list-style-type: none"> Health, Education, and Social Programs 			
Dec 2009	Jacob & Sundstrom, Inc.	<ul style="list-style-type: none"> All three key markets 			
Jan 2011	Marbek	<ul style="list-style-type: none"> Energy, Environment, and Transportation 			



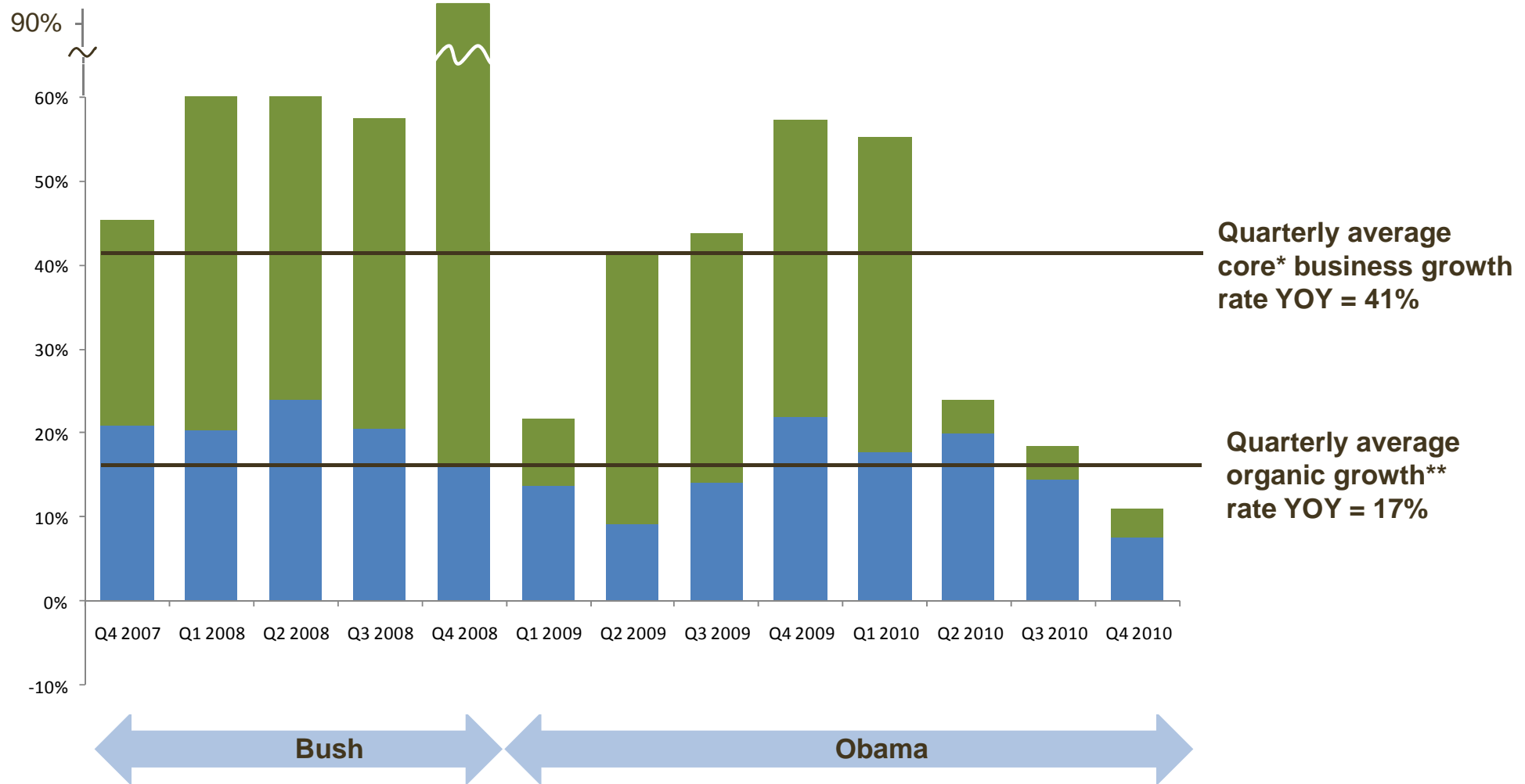
Financial Performance

Revenue Trends Q4 2007 – Q4 2010



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Strong Organic Growth across two Administrations



* Core revenue excludes Road Home project revenue

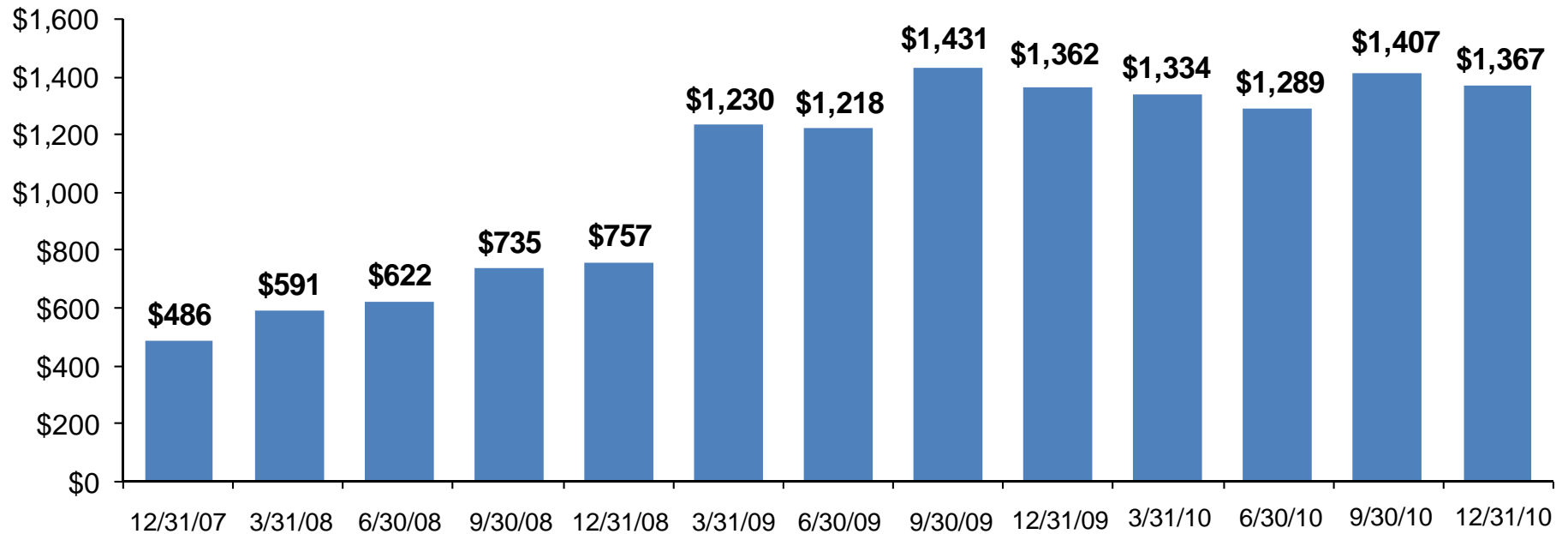
** Organic growth excludes acquisitions within 12 months and Road Home project

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Backlog Trends



(in Millions)



- Total backlog at 12/31/10: \$1.4 billion
- Funded backlog at 12/31/10: \$649 million
- New business pipeline: \$2.7 billion (March 2011)

Note: Backlog in graph excludes Road Home

Balance Sheet Highlights



(000s)	12/31/2010 Actual	12/31/2009 Actual
Cash and Equivalents	\$3,301	\$2,353
Working Capital	\$77,688	\$88,364
Total Assets	\$572,819	\$582,227
Long-term Debt	\$85,000	\$145,000
Stockholders' Equity	\$352,733	\$317,560

P & L Highlights



	Q4 12/31/2010	Q4 12/31/2009	Q4 YTD 2010	Q4 YTD 2009
Revenues (in millions)	\$192.9	\$174.1	\$764.7	\$674.4
EBITDA (in millions)	\$17.5	\$15.8*	\$70.0	\$61.0*
EBITDA Margin	9.1%	9.1%*	9.2%	9.0%*
Diluted EPS	\$0.36	\$0.37	\$1.38	\$1.40

* Adjusted to exclude \$0.4 million for the quarter and \$1.4 million of transaction related expenses for the year 2009

- First quarter 2011 revenue expected to be \$192 million to \$197 million, and diluted EPS to range from \$0.34 to \$0.38
- 2011 revenue expected to be \$830 million to \$865 million, and diluted EPS to range from \$1.63 to \$1.73

Summary



Unique Position	<ul style="list-style-type: none">▪ Professional services firm with large government/commercial client base focused on domain areas—not generic IT services
Balanced Portfolio	<ul style="list-style-type: none">▪ Diversity of clients (public/private; all federal agencies; federal/state; domestic/international) minimizes dependency
Substantial Financial Momentum	<ul style="list-style-type: none">▪ 17% average quarterly organic revenue growth last 13 quarters▪ Excellent revenue visibility based on \$1.4 billion of contracted backlog
High Barriers to Entry	<ul style="list-style-type: none">▪ Driven by significant intellectual property, long-standing relationships, highly credentialed and loyal consultant base, and institutional knowledge
Proven Consolidation Platform	<ul style="list-style-type: none">▪ Record of successful integration and employee retention



Thank You