



ICF International

June 10, 2015

The background features a dark blue grid pattern. Overlaid on this are several white line graphs showing fluctuating trends. In the foreground, there are several 3D arrows pointing upwards, rendered in a light beige or tan color, creating a sense of growth and upward movement.

William Blair 35th Annual Growth Stock Conference

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.

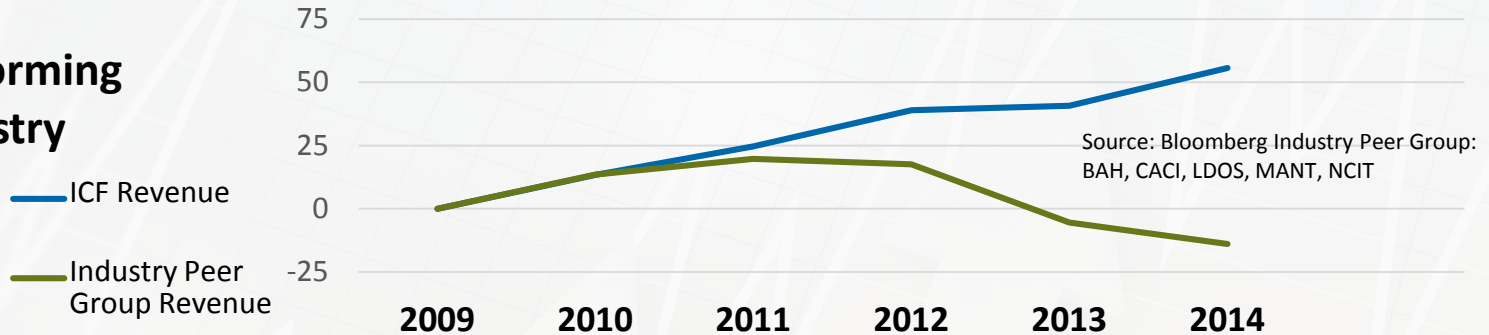
Introducing ICF

A Business Services firm focused on:

- Specialty consulting
- Digital marketing, communications, and IT services
- Business process and operations management

ICF's Track Record

Outperforming the industry

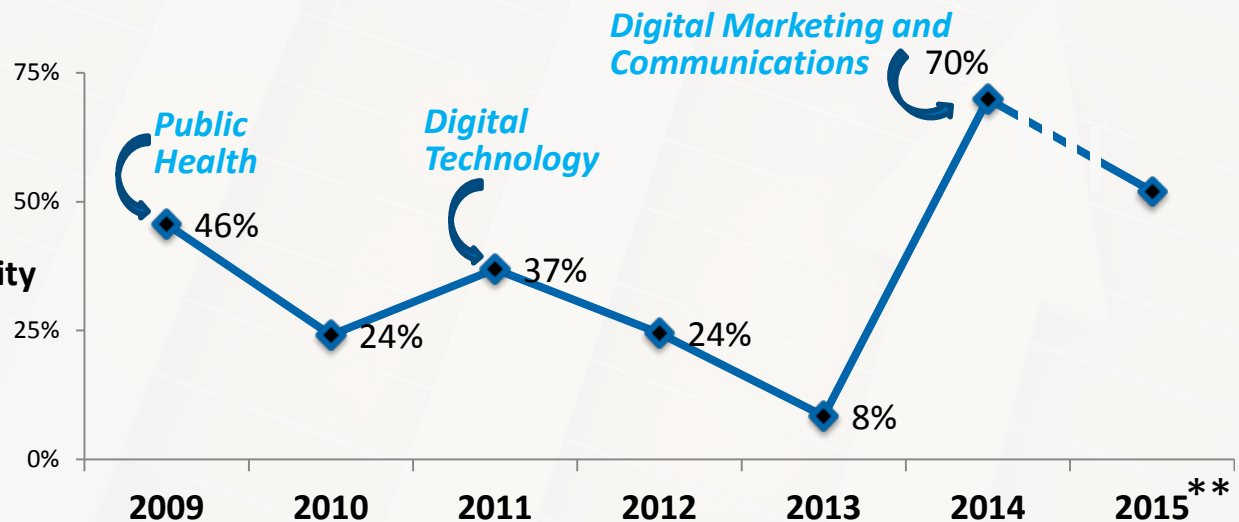


Driving free cash flow generation

Year	2010	2011	2012	2013	2014	2015(F)*
FCF per share	\$3.10	\$2.47	\$3.69	\$3.30	\$3.31	\$3.80*

Using periodic leverage to drive the corporation into new markets

Debt-to-Equity (percent)



*Midpoint of revised guidance as provided on 5/7/15 earnings call

**Assuming majority of FCF used to pay down debt

Competitive Strengths Provide a Unique Business Advantage...

Deep Domain Expertise

Recognized subject matter experts on critical long-term issues and trends in key markets of health, energy, environment, and consumer engagement

Balanced Portfolio

Increasing mix of higher margin commercial business while retaining visibility of a \$1.8 billion backlog

Engagement

Competitive scale in IT and digital engagement services to implement client programs and drive customer and stakeholder engagement

Agile Leadership Team

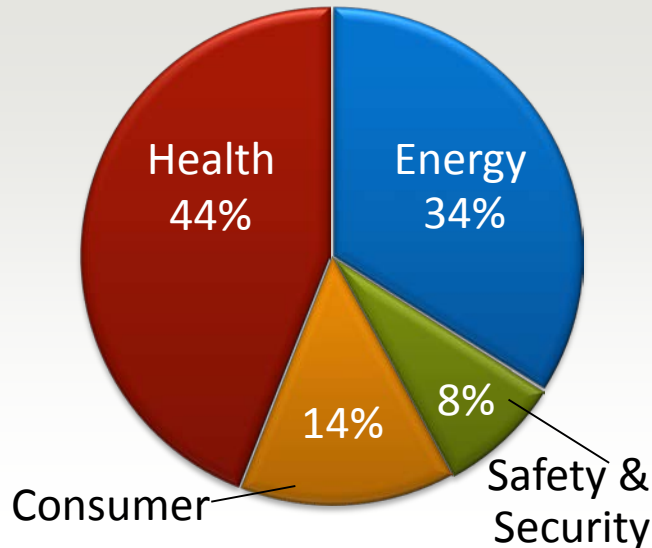
Demonstrated track record of anticipating and responding to market conditions and creating value as an acquisition platform

...Thanks to a Balanced Portfolio by Market...

Health and Social Programs

- Federal Health Departments and Agencies
- Federal Civilian Departments
- European Commission
- Commercial Healthcare Payers and Providers

Revenue Sources by Market Q1 2015



Energy, Environment, and Infrastructure

- Utilities
- Amtrak
- Federal & State Transportation Agencies
- Federal Energy and Environment
- Airlines and Airports
- UK Government
- European Commission

Consumer/ Financial

- Retail and consumer goods
- Travel and Hospitality
- Food and Personal Care
- Financial services

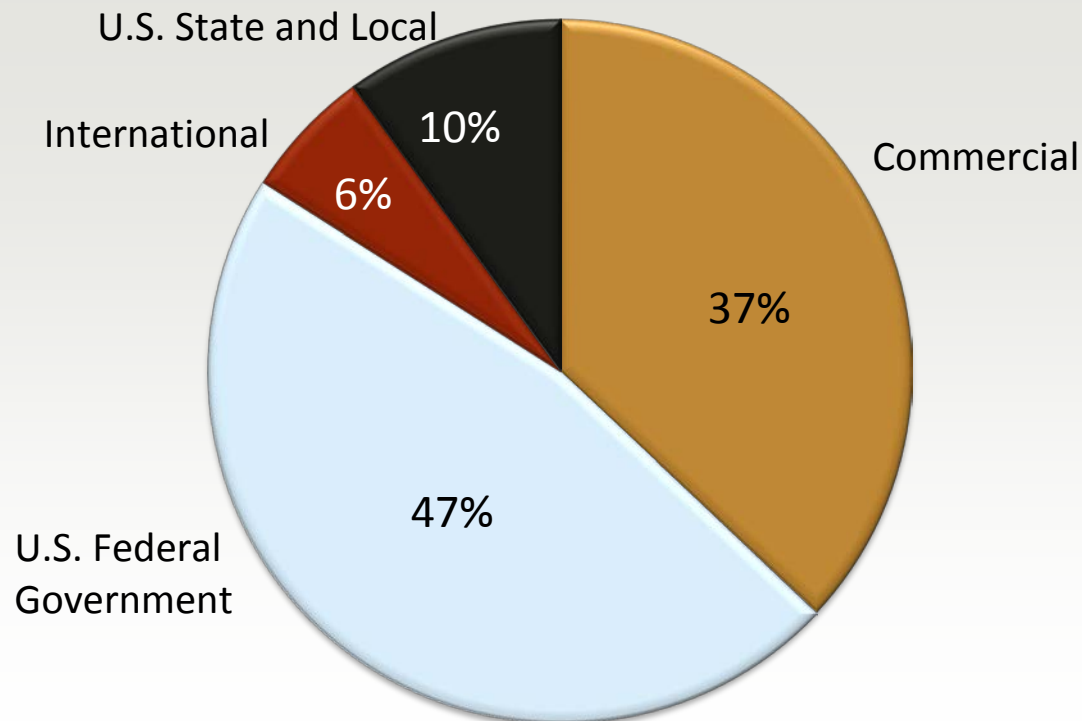
Safety and Security

- Federal Civilian and Defense Departments
- European Commission

...And By Client Category

Revenue by Client

Q1 2015



Minimal client concentration – largest contract accounted for <3% of 2014 revenue

Primary commercial sectors:

- Energy
- Aviation
- Digital marketing and communications
- Healthcare

Our Strategy...



Expand our commercial businesses



Continue to leverage advisory work into full lifecycle solutions



Make engagement and technology integral across businesses



Replicate our business model geographically



Pursue strategic acquisitions

...Leverages Long-Term Growth Drivers...

Technology Revolutions

Analytics, Data Management,
Interactive and Cloud Applications,
Cybersecurity

Marketing Revolutions

Individual Tailoring/Targeting,
Multichannel Communications

Health and Social Programs

- Disease prevention, obesity, mental health
- Healthcare reform, patient engagement
- Immigration
- Education reform

Consumer/ Financial

- Digital commerce
- Social media
- Mobile engagement
- ROI-driven marketing

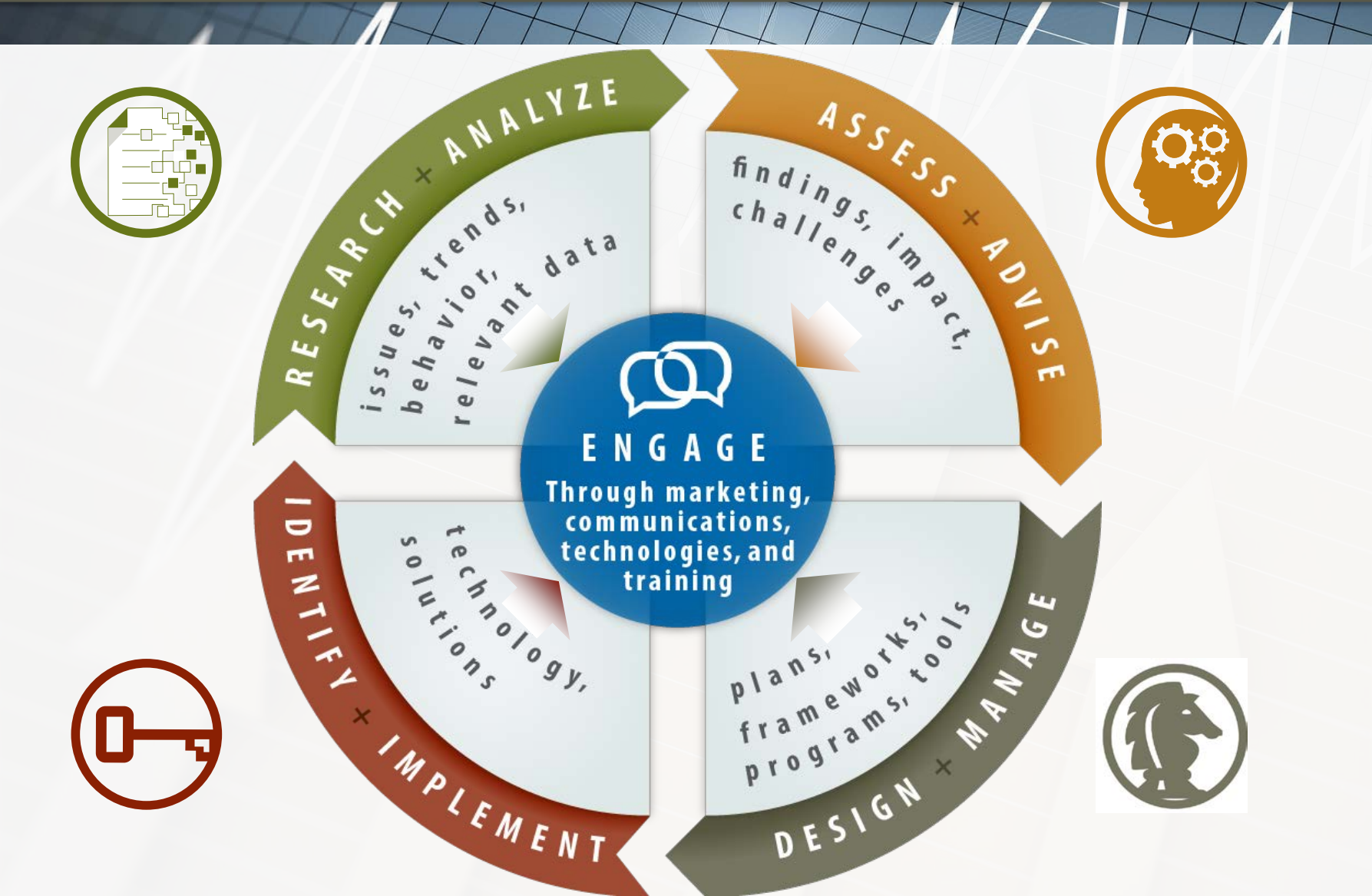
Energy, Environment, and Infrastructure

- Efficiency and clean power
- Consumerization of energy
- Climate change
- Infrastructure needs
- Natural gas/ tight oil

Safety and Security

- Cybersecurity
- Critical infrastructure protection
- Disaster recovery
- Reputation management

...And Symbiotic Offerings To Create Value



ICF's Growing International Presence

75+ Offices Worldwide

North America

- Fairfax, VA
- New York, NY
- Atlanta, GA
- San Francisco, CA
- Chicago, IL
- Minneapolis, MN
- Toronto, ON
- Austin, TX
- Richmond, VA
- Cambridge, MA

Europe and Asia

- London
- Brussels
- Birmingham
- Hong Kong
- Beijing
- New Delhi
- Bangalore

Replicating our
business model
geographically in
similar markets

Recent Strategic Acquisitions

Date	Rev* (yr)	Target	Digital Marketing & Communications	European Presence
Dec 2011	\$60M (2011)	Ironworks Consulting	<ul style="list-style-type: none"> • Customer engagement solutions • Next generation media platforms 	
Mar 2012	\$30M (2011)	GHK Holdings Ltd.		<ul style="list-style-type: none"> • Strengthen ICF's European presence • Services similar to ICF US
Feb 2014	\$40M (2013)	Mostra S.A.	<ul style="list-style-type: none"> • Leading European Commission communications provider • Full service strategic communications 	<ul style="list-style-type: none"> • Strengthens European offerings • Services in 24 languages and all 28 EU countries
Mar 2014	\$15M (2013)	CITYTECH, Inc.	<ul style="list-style-type: none"> • Enhance ICF's content management and managed services offerings 	
Nov 2014	\$125M (2013)	Olson	<ul style="list-style-type: none"> • Award-winning digital marketing with advisory/creative services and technology solutions 	

*Rounded to nearest \$5 million

ICF's Acquisition Program Has Been Highly Targeted

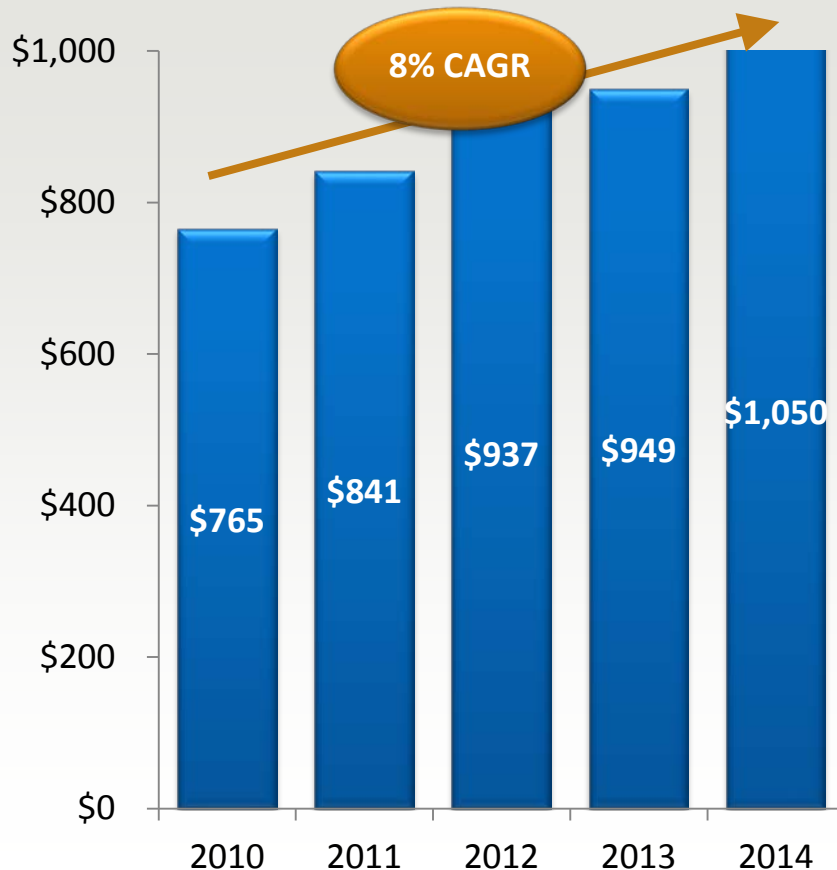


The background of the slide is a 3D-rendered graphic. It features a dark blue grid pattern at the top, transitioning into a lighter blue and white grid. Several white, jagged lines resembling stock market trends are overlaid on the grid. In the foreground, there are several large, 3D, light-colored arrows pointing upwards and to the right, set against a background of horizontal lines. The overall theme is financial growth and performance.

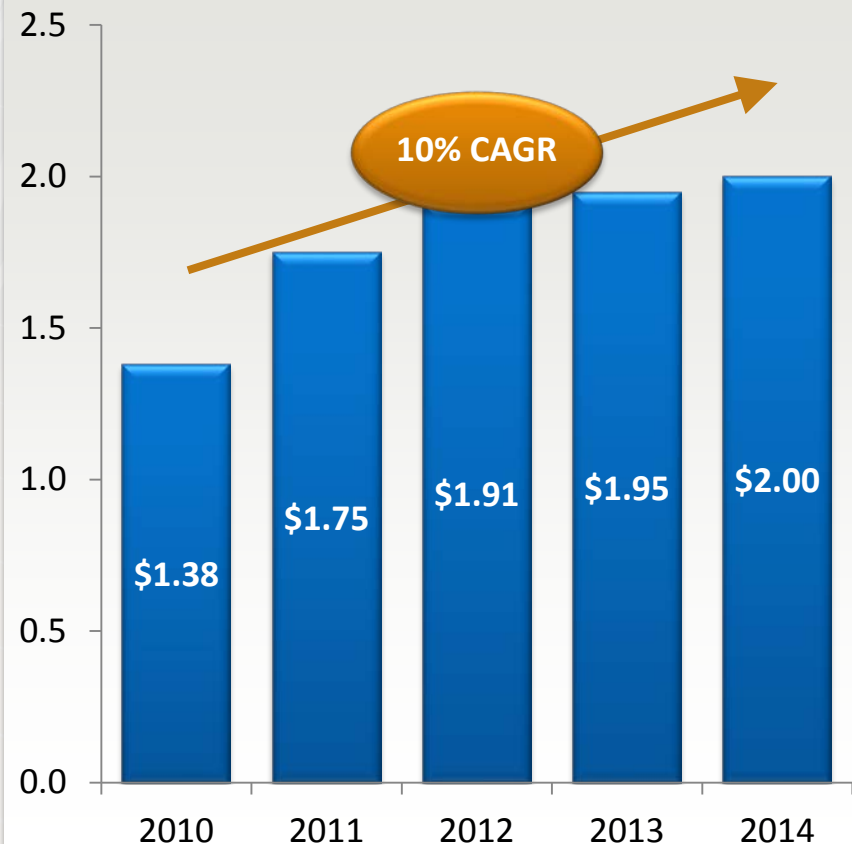
Financial Performance

EPS Growth Has Outperformed Revenue Growth

Revenue (\$ Millions)



EPS



Balance Sheet Highlights

(\$ Millions)	12/31/2011 Actual	12/31/2012 Actual	12/31/2013 Actual	12/31/2014 Actual
Total Assets	\$694.6	\$709.7	\$700.9	\$1,110.3
Long-Term Debt	\$145.0	\$105.0	\$40.0	\$350.1
Operating Cash Flow	\$59.5	\$87.2	\$80.8	\$79.2

Q1 Highlights and 2015 Guidance

Q1 Highlights

- Revenue \$273.5M, 11.6% growth
- Adjusted EBITDA \$24.5M
- Contract awards \$266M, 46% increase over Q1 2014

Adjusted 2015 Guidance (as of and provided on 5/7/15 earnings call)

- Full year revenue¹ **\$1.16 - \$1.21 Billion (13% growth³)**
- Non-GAAP Diluted Adjusted EPS² **\$2.68 - \$2.83 (10% growth³)**
- GAAP Diluted EPS **\$2.15 - \$2.30 (11% growth³)**
- Cash Flow From Operations **\$90 - \$100 Million**

1. Includes estimated impact of foreign exchange translations and revenues lost as a result of international office closures of approximately \$20 million.
2. Excludes \$17 million amortization of intangibles, which equates to \$0.53 of diluted earnings per share.
3. Growth reflects midpoint of guidance range.

In Summary – Business Services For the 21st Century

Deep Domain Expertise

Recognized subject matter experts on critical long-term issues and trends in key markets of health, energy, environment, and consumer engagement

Balanced Portfolio

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