

ICF Fireside Chat Presentation

Canaccord Genuity 41st Annual Growth Conference



John Wasson – Chairman, President and CEO Bettina Welsh – CFO August 11, 2021

#### **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: A professional + technology services firm

Serve a roster of government clients with social + environmental missions, energy utilities + commercial clients

Leverage deep domain expertise to achieve superior results for clients

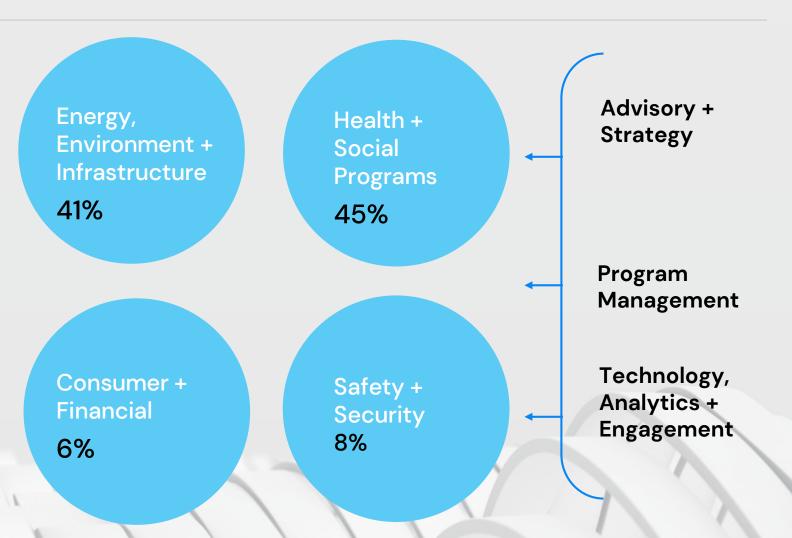
Deliver strong crosscutting capabilities in technology + engagement

Benefit from visibility of a substantial backlog + growth profile of commercial revenues A growth platform combining organic initiatives + acquisitions



# Synergy in markets + capabilities

ICF's work across core service areas including climate, energy efficiency, disaster management, public health and social programs addresses environmental and social issues





## Highlights from Q2 2021 Results

### Strong financial performance

- Organic growth of 7.7% in service revenue; 11% total revenue
  - Government and Commercial Energy had double-digit growth and accounted for 87% of total revenue
- EPS and Non-GAAP EPS up 49% and 34%, respectively

### Positive momentum heading into future periods

- Expect Q3 and Q4 2021 performance to be similar to Q2
- 60% of H1 2021 service revenue derived from ICF's work in markets expected to grow at least 10% in aggregate
  - IT Modernization, Public Health, Disaster Management, Utility Consulting and Climate, Energy & Infrastructure
- ICF's domain expertise closely aligned with Biden Administration priorities
- TTM book-to-bill of 1.48, highest in recent memory
- Record business development pipeline of \$7.2 billion (up \$1 billion from end Q1 2021)

