







John Wasson Chair and CEO

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 government clients with social & environmental missions, energy utilities & other commercial clients

Deliver implementation capabilities in technology, engagement, workforce, program management

Leverage deep domain expertise to achieve superior results for clients

Benefit from visibility of a substantial backlog & commercial growth

A growth platform combining organic initiatives & acquisitions



A look back: 2019 Investor Day

Four major catalysts for long-term growth



Digital transformation/
IT modernization



Federal health



Disaster management



Energy efficiency & utility consulting

Mid-single digit revenue growth



Since 2019—strengthening our position in high-growth markets

Climate, Environment & Infrastructure added as 5th growth catalyst





Organic investments



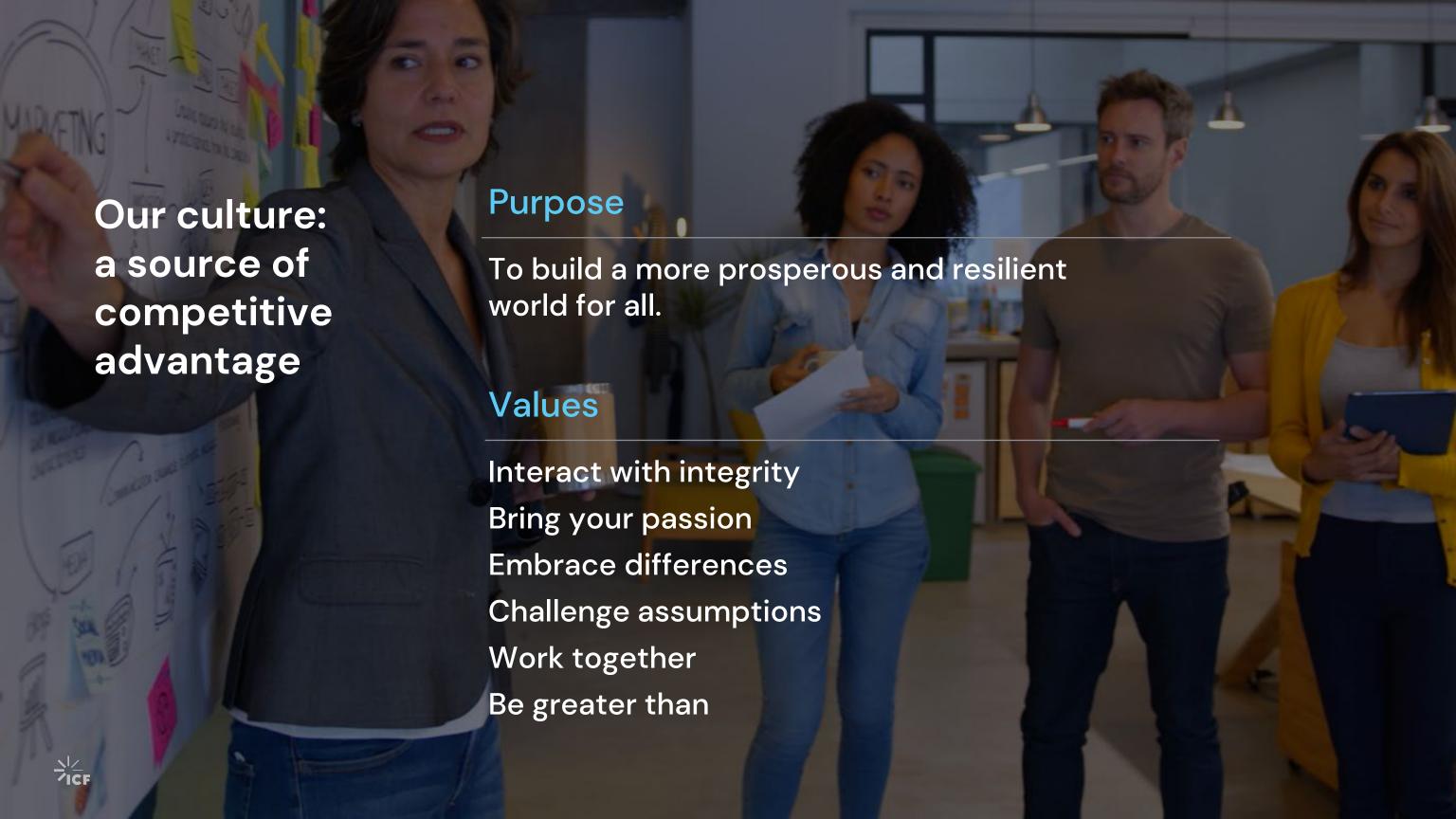


Acquisitions

High single digit organic service revenue growth

Enhanced margins





Agenda

2:40 PM	U.S. Federal Government Market Overview			
	Digital Transformation/IT Modernization & Federal Health Panel			
	Disaster Management, Climate & Energy Overview			
	Disaster Management Panel			
3:45 PM	Break			
4:00 PM	Climate & Infrastructure Panel			
	Commercial Energy Panel			
	Corporate Citizenship & Impact			
	Business Operations & M&A Financial Overview			
	Roadmap & Closing			
	Q&A			
5:30 PM	Breakout Sessions			







U.S. Federal Government Market



Mark Lee

Executive Vice President & Group Lead, Public Sector

Market opportunity

\$200B+

addressable federal civilian market

8.9%

increase in federal civilian budget, YoY

\$160B

projected federal IT spending by '25

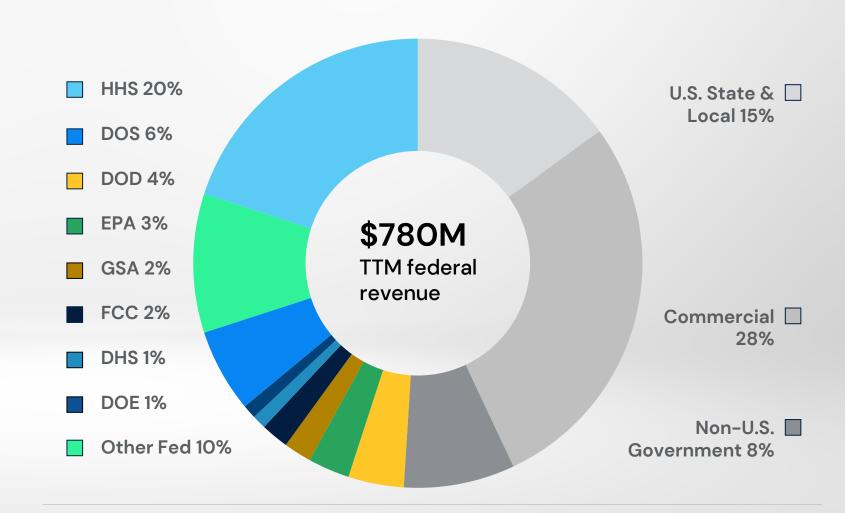
376% ↑

federal spending on low code platforms, last 5 years

11% 🕈

HHS FY 22 discretionary budget (\$108B) Strong partnerships with nearly every federal agency

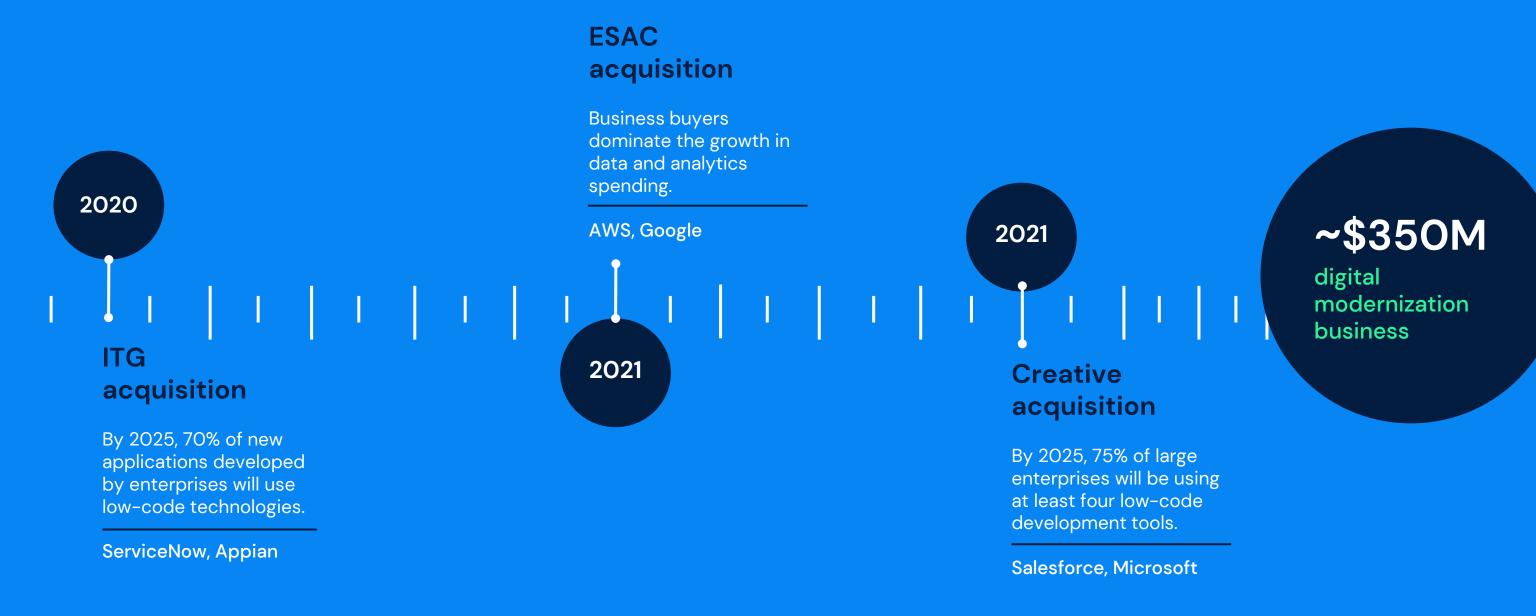
49% of ICF's total revenue



% of ICF revenue by agency



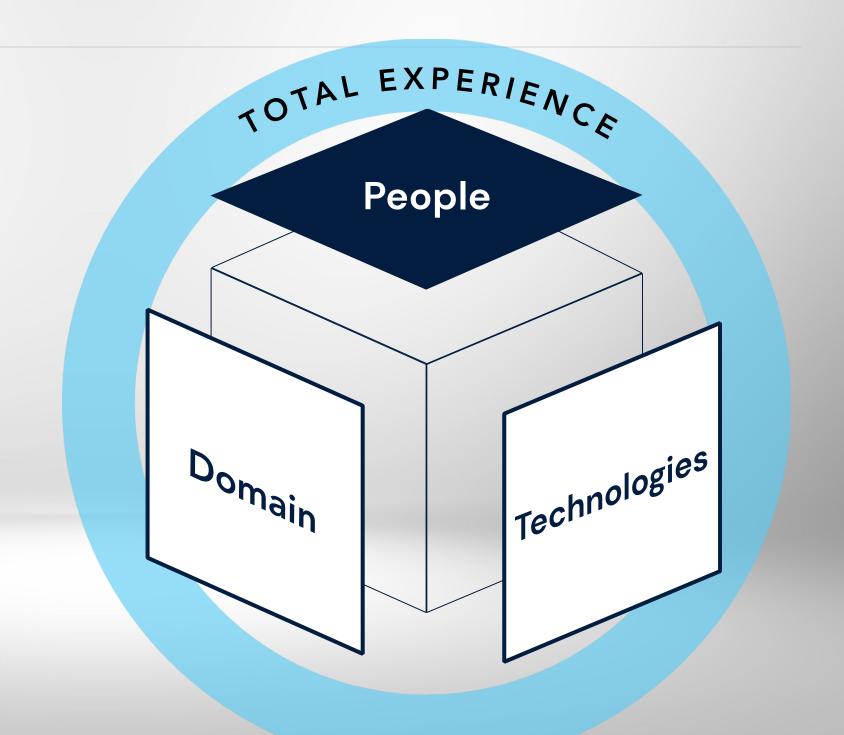
Expanding our technology and health IT capabilities



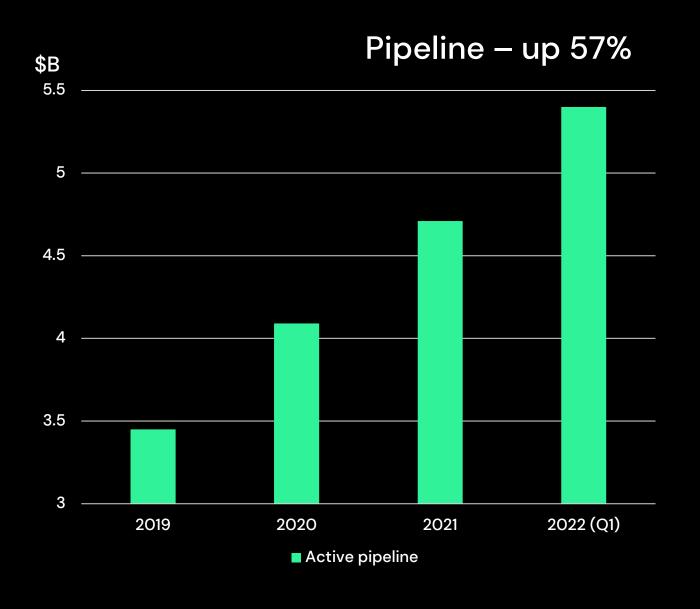


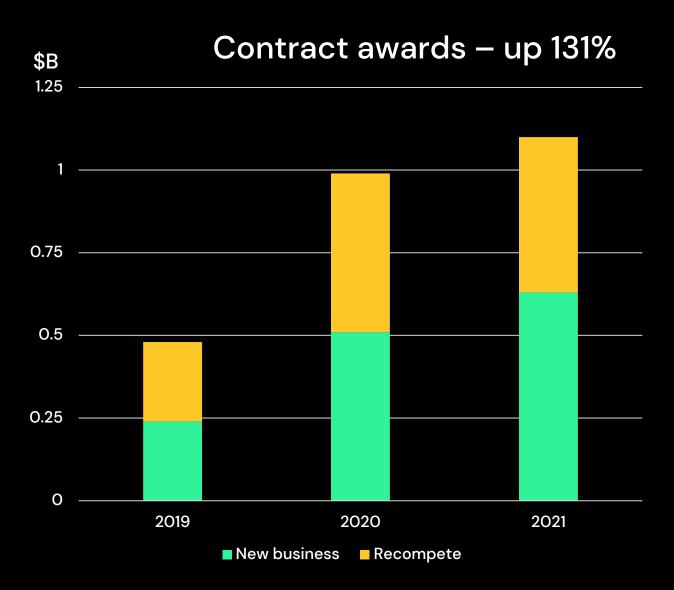
A refreshed strategy

Our focus is driving successful outcomes for our clients by leveraging technology, domain expertise, and an in-depth understanding of how people ultimately drive the outcomes.



Robust federal pipeline and contract awards growth

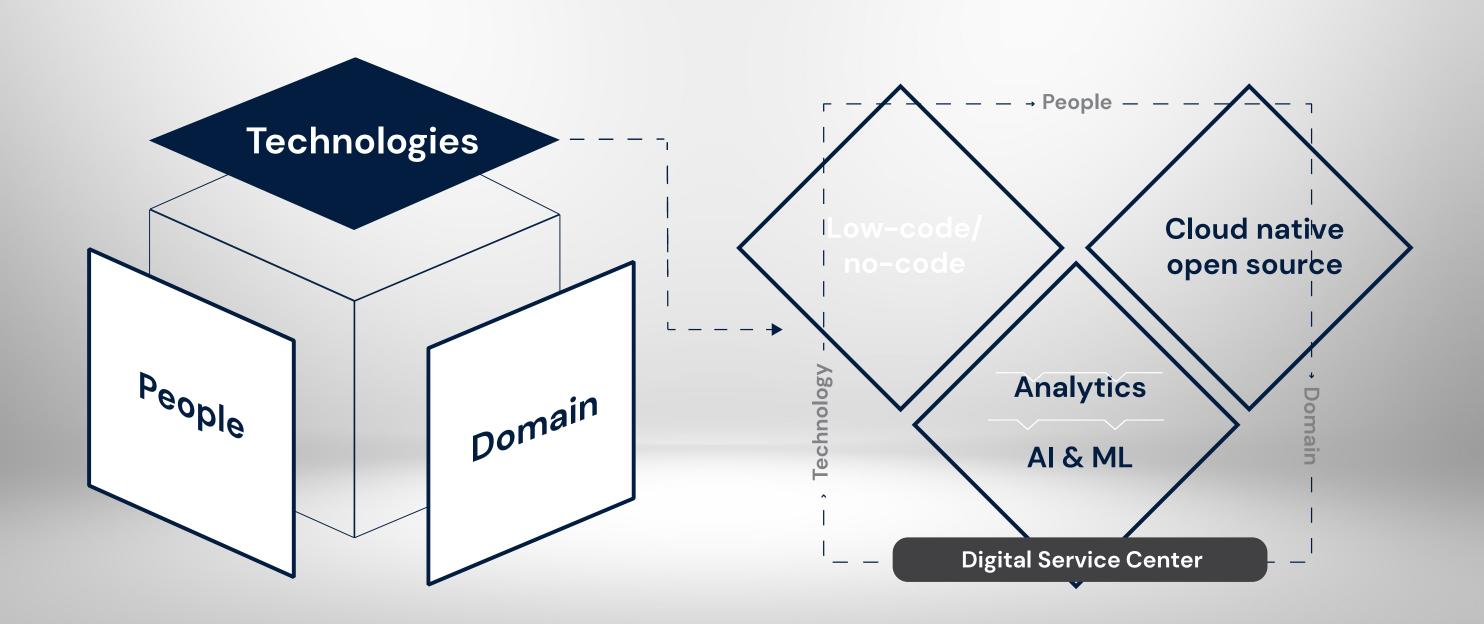




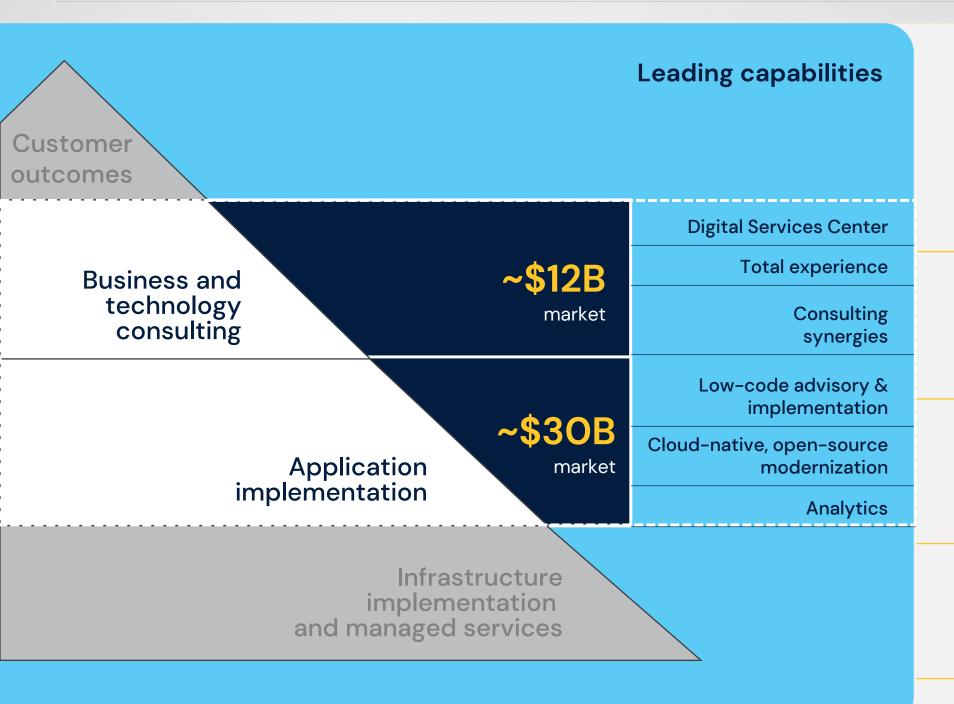




Our digital modernization business



Digital modernization market



Market trends

Shift to mission-based solutions

Convergence of platform and low-code solutions, democratization of IT, and zero trust driving more mission focus.

Total experience

By 2026, 60% of large organizations will use total experience to transform citizen services and internal operations.

Digital platforms

By 2025, 70% of new applications will be delivered using low-code platforms, such as ServiceNow, Salesforce, and Appian.

Cloud-first

By 2025 cloud-native solutions will serve as the foundation for more than 95% of new digital initiatives.

ICF's digital modernization business

1,000 technologists

\$350M annual revenue

100% client retention

\$150M annual open source solutions revenue







The new low-code platform leader in U.S. federal market

Core markets

Health & Social Services
HHS HQ, FDA, CDC, NIH, ASFR, IHS, OIG,
ASH, ACF, CMS

Infrastructure GSA, USDA, DOT, DOE Regulatory
Treasury, FDIC,
SEC, OCC, DOC

Telecom FCC, USAC Other

DOL, DOS, NASA

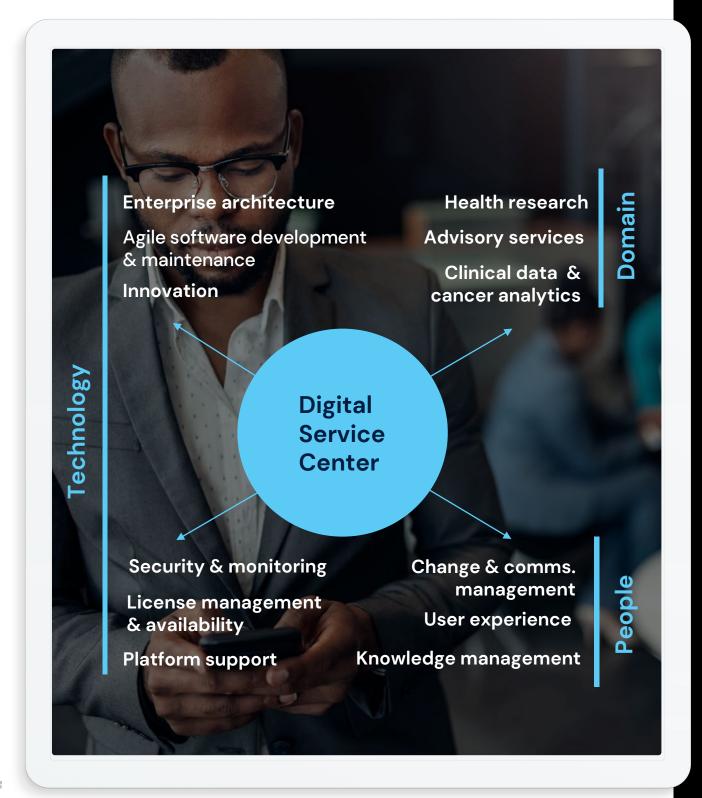
Opportunistic
Partner-driven referrals



Key spending trends

- HHS tech spending has grown annually by 26.3% CAGR (2018–2021) – \$7.5B FY 2021
- IIJA \$1.2T (\$550B in new federal spending over the next 5 years)
- FY 22 Treasury to spend \$275M on digital mod. (\$115M low code)
- \$65B broadband spending over next 5 years





Digital Service Center:

Transforming the National Cancer Institute



"Accelerated the pace of modernization, maximized staff productivity, minimized O&M costs, and achieved business convergence"

-Chief Information Officer (CIO), National Cancer Institute

75+

Modernized systems

100+

Releases per year

5 Days

Rapid App Dev Success COVIDCode, Exposure Notification & other critical apps 10

Platforms onboarded

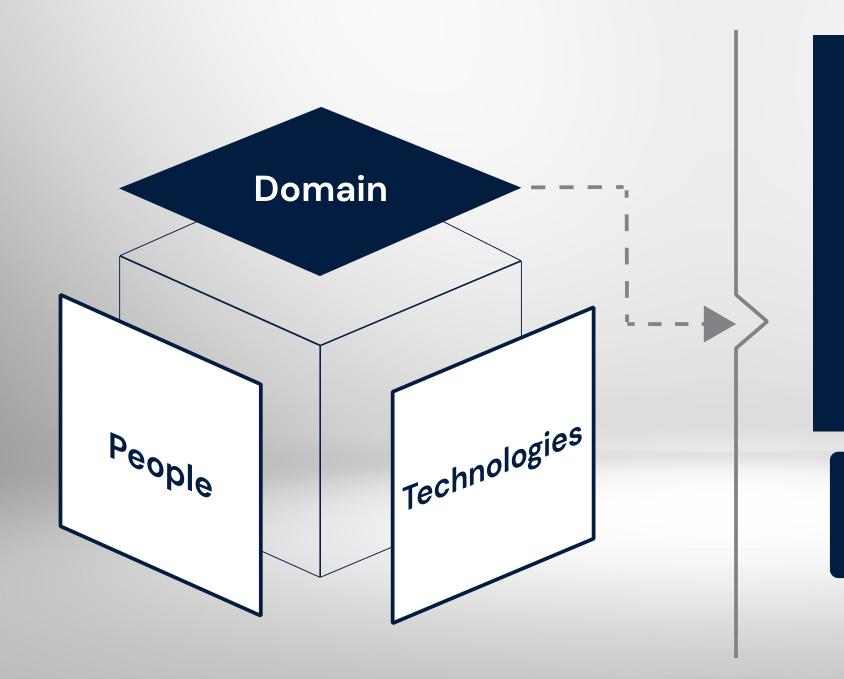
11,000

Employees, partners & researchers





Our federal health business



Key offerings

Data management, analysis & dissemination

Health surveillance

Research & evaluation

~\$350M annual revenue

Training & technical assistance

Health communications

Our people

2K+ health professionals

Epidemiologists

Microbiologists

Psychologists

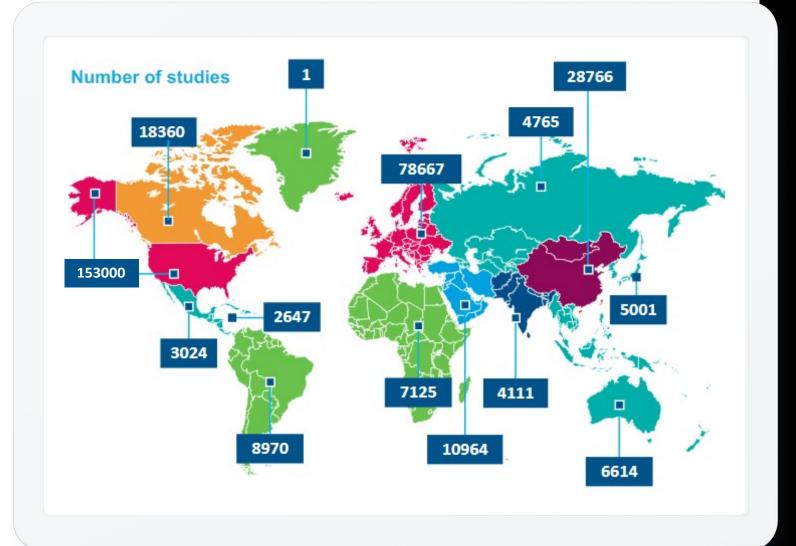
Toxicologists

Geneticists

Biostatisticians

Federal health market

	Addressable civilian market	Target agencies	Budget trends	Market trends
Public health &	~\$9B	CDC, USAID,	FY 2022: 11% increase in HHS discretionary funding	Emphasis on social determinants of health & health equity
social services	J. W. D.	ACF, SAMHSA		Demand for
Health IT &		CDC, NIH, FDA	FY 2023	trustworthy, accessible data
scientific support	~\$5B		(proposed): 27% increase in HHS discretionary funding	Use of clinical quality measures to improve healthcare outcomes
Federal healthcare services	~\$5.5B	CMS, AHRQ	Mandatory spending to prepare for future pandemics	Focus on post- pandemic recovery, emerging threats, modernizing systems, improving surveillance



ClinicalTrials.gov



Providing easy access to public health data

Uses advanced data and statistical techniques to catalog and provide information from

390K+

studies across all

50

states and

220

countries

Makes clinical trial research and results accessible to everyone who needs it, including the

100K+

researchers, patients, and families who use the site every day









Disaster Management, Climate & Energy



Anne Choate

Executive Vice President and Group Lead, Energy, Environment & Infrastructure

Market opportunities in Disaster, Climate & Energy

\$3B

addressable disaster response, recovery, and mitigation spend

\$1.5-3B

addressable climate-related spend

\$1B

addressable utility spend on energy efficiency/DR

\$550B

IIJA funding

>\$200B

annual power sector capex

+300%

projected renewable and storage capacity

\$130B

at EPA & DOE

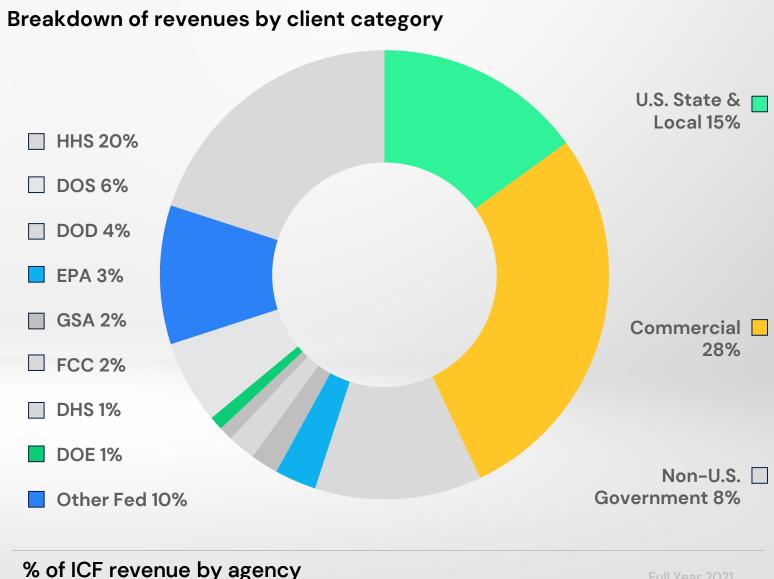
\$500B

investment gap for utility resilience

+35%

market growth in nontraditional utility programs (v. 2-5% for traditional)

Disaster/Climate/Energy Opportunities **Transcend Markets**





A global moment of challenge & opportunity

Market shaping forces

Climate change & Extreme weather Aging infrastructure

Client categories

U.S. Federal

State & local

Utilities & other energy

International

Other commercial

Priority investment areas

Infrastructure

Decarbonization

Disaster response & recovery

Resilience & reliability

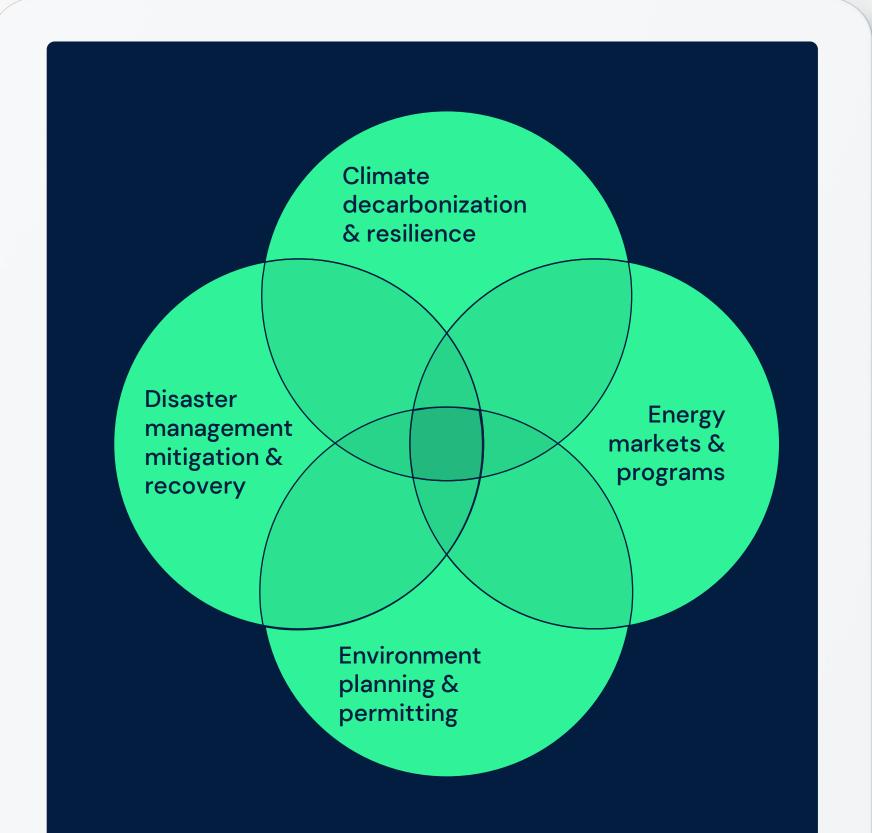
Sustainability & environmental justice



ICF's strategic advantage

Our unique solution set

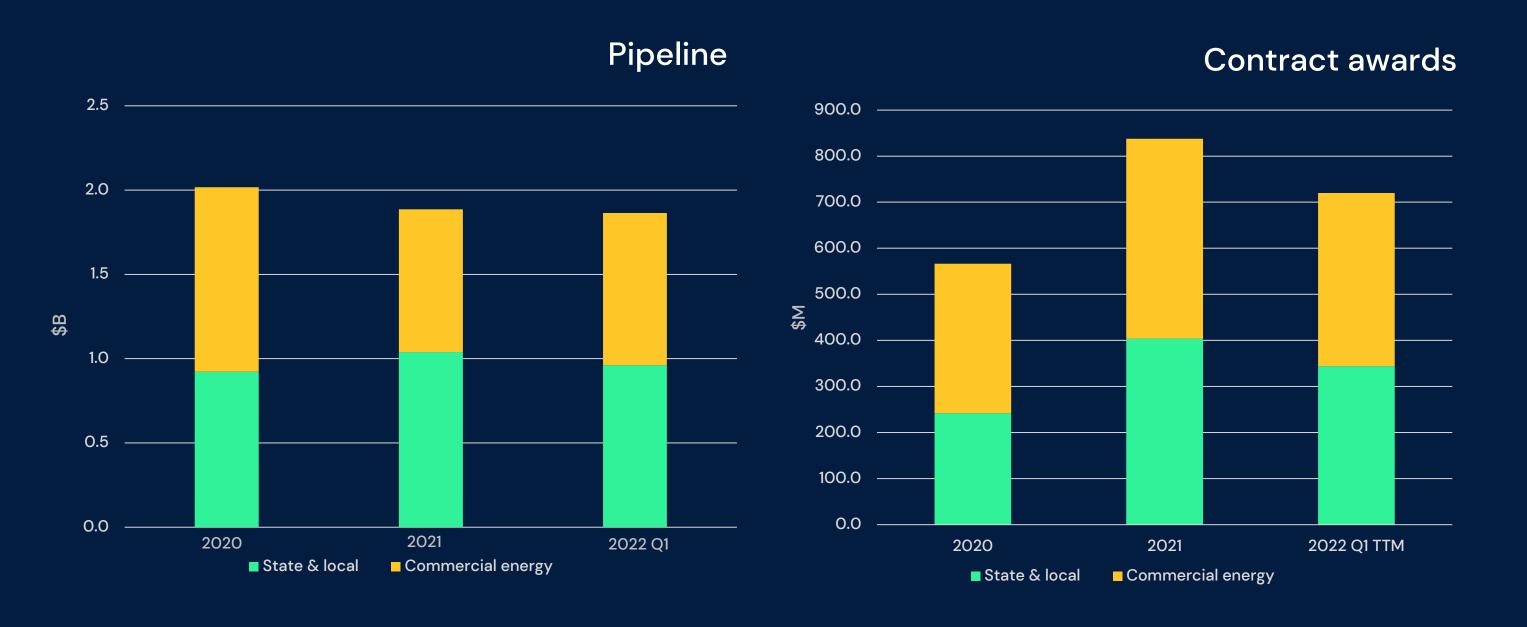
- Strategy development
- Planning & permitting
- Financing
- Modeling
- Stakeholder engagement
- Siting
- Behavioral analysis & incentive optimization
- Workforce development
- Affordability reviews
- Monitoring





Stable pipeline & steadily increasing contract awards

State & local government & commercial energy







Market opportunity

FEMA Public Assistance

\$1.9B

addressable market

\$66B program value

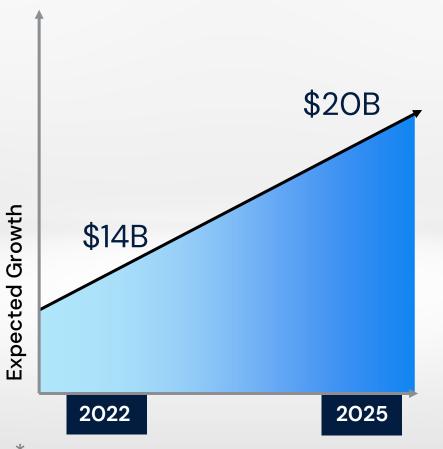
DRF Appropriations (\$B) 80 70 60 50 40 30 20 10 2016 2017 2018 2019 2020 2021 Supplemental Annual

Mitigation (FEMA + HUD)

\$717M

addressable market

\$14.3B program value



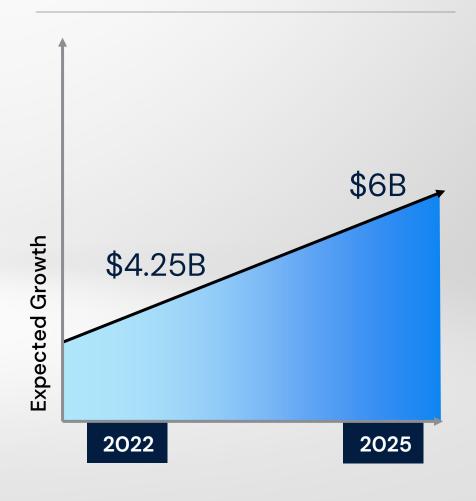
*HUD 2020 & 2021 grants allocated 15% of total award for mitigation

HUD CDBG-DR

\$212M

addressable market

\$4.25B program value





Disaster management market & our growth drivers



Coastal migration



III-adapted



Stretched state & local workforce

More damaging

incidents



infrastructure



Technology needs



Federal, state and local grant and financial management

Mitigation and resilience in all relevant sectors

Apply technology to disaster response and recovery

Training and technical assistance to build client capacity

Integrity

Growth accelerators



Workforce development



Resilience planning and mitigation funding



Technology platforms



Texas General Land Office

Addressing state & local disaster recovery



"2,020 families in 2020 with 3 months to spare. As the program historian, I can confirm we have never been this fast before.

HUD also just reached out for data because we are the fastest in the '2017 Class' as well.

Everything you do on a daily basis makes the world of difference to each and every family we serve."

-Deputy Director, CDBG-DR, TX General Land Office

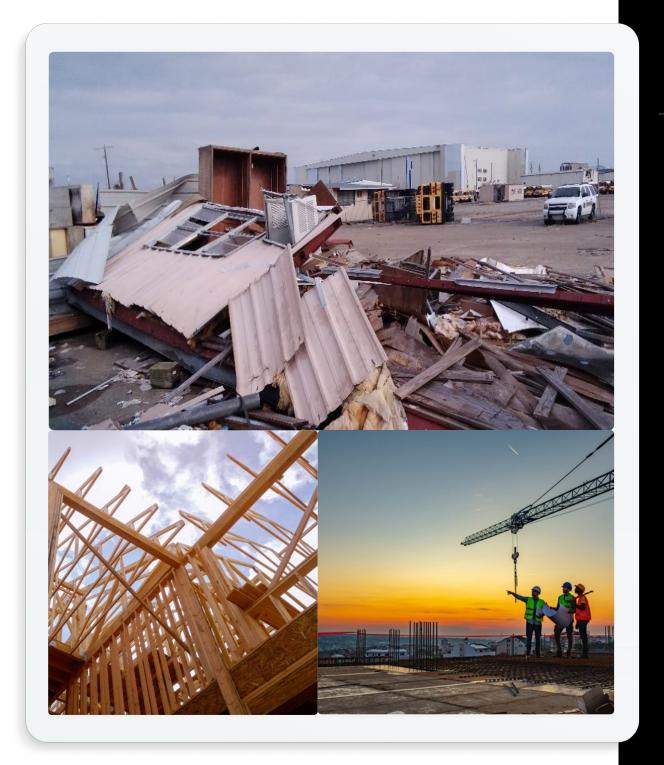
4.8K

homes rehabilitated

\$1.3B

Federal mitigation funds managed to date





Calcasieu Parish School Board Addressing state & local disaster recovery



Team on ground 72 hours after the disaster

Providing procurement, contracting, debris management and monitoring, accounting, finance, audits, appeals, hazard mitigation and more

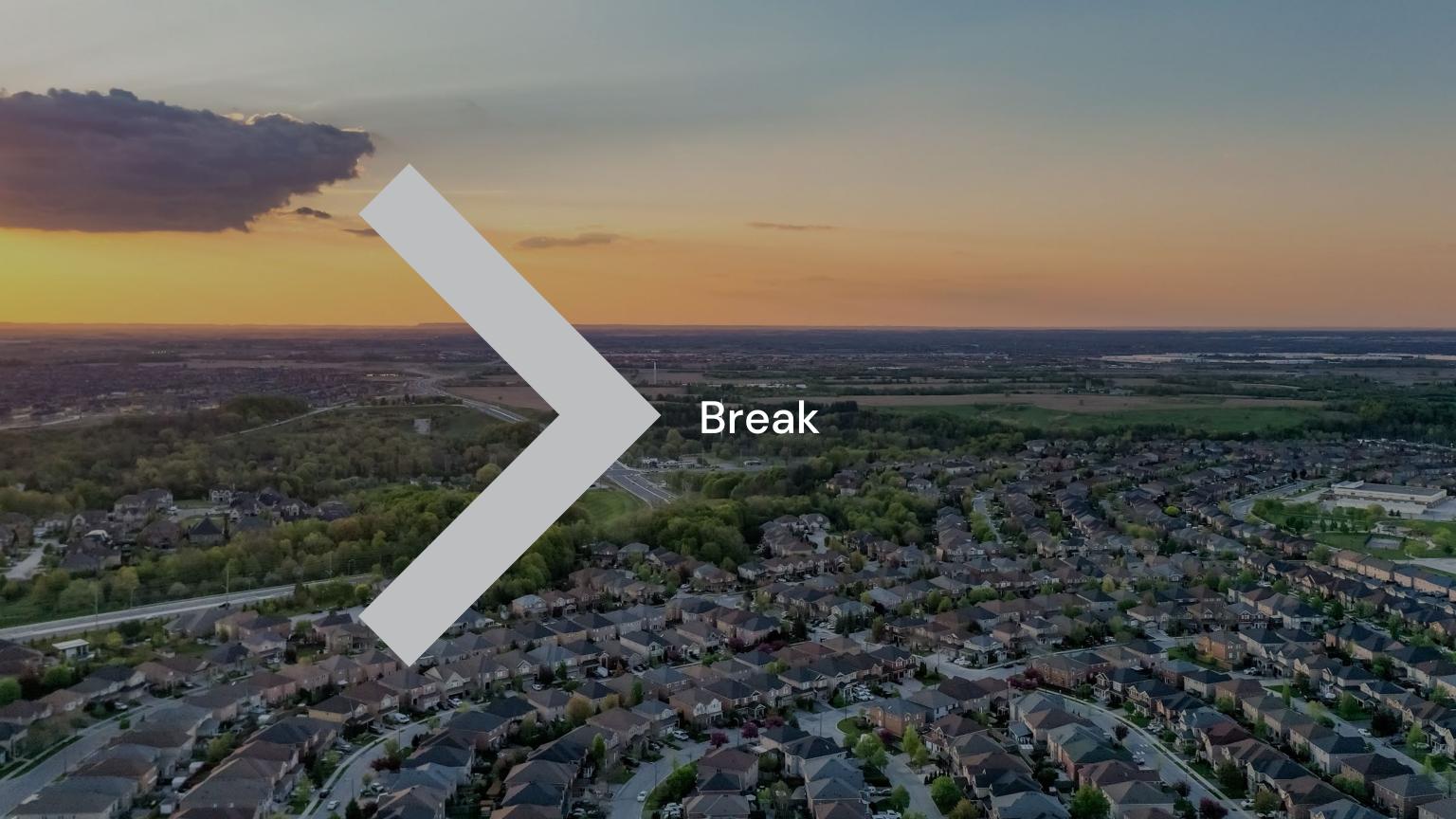
\$320 75

million in total damages

campuses operational in 60 days









IIJA money is flowing to deeply-rooted ICF client sectors

Addressable market size from IIJA opportunities at \$1-2B/year over 5+ years

U.S. Federal Government

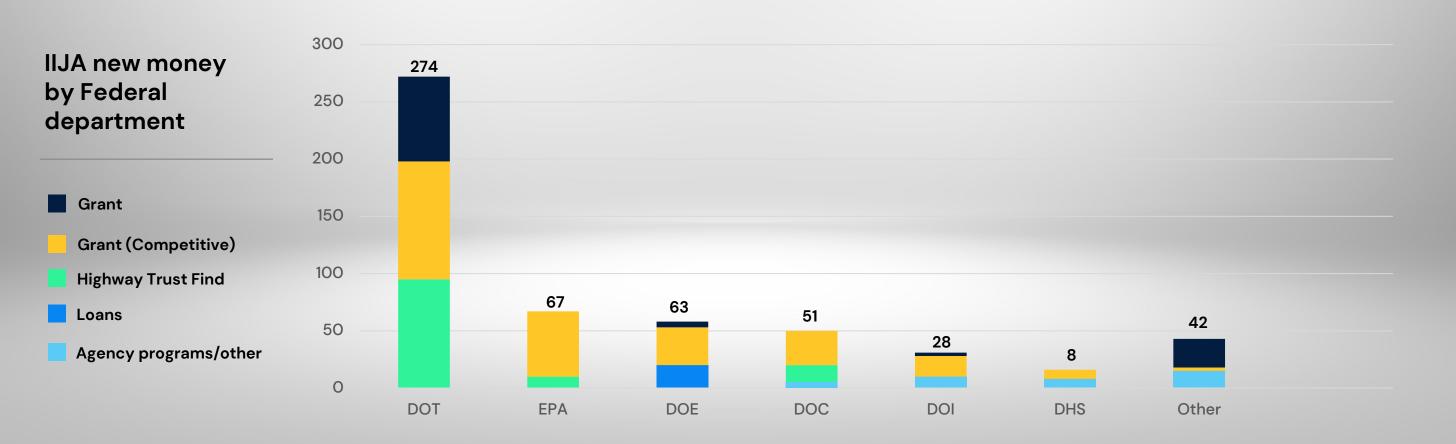
- Significant presence in all major funding agencies
- Full capabilities to support programs

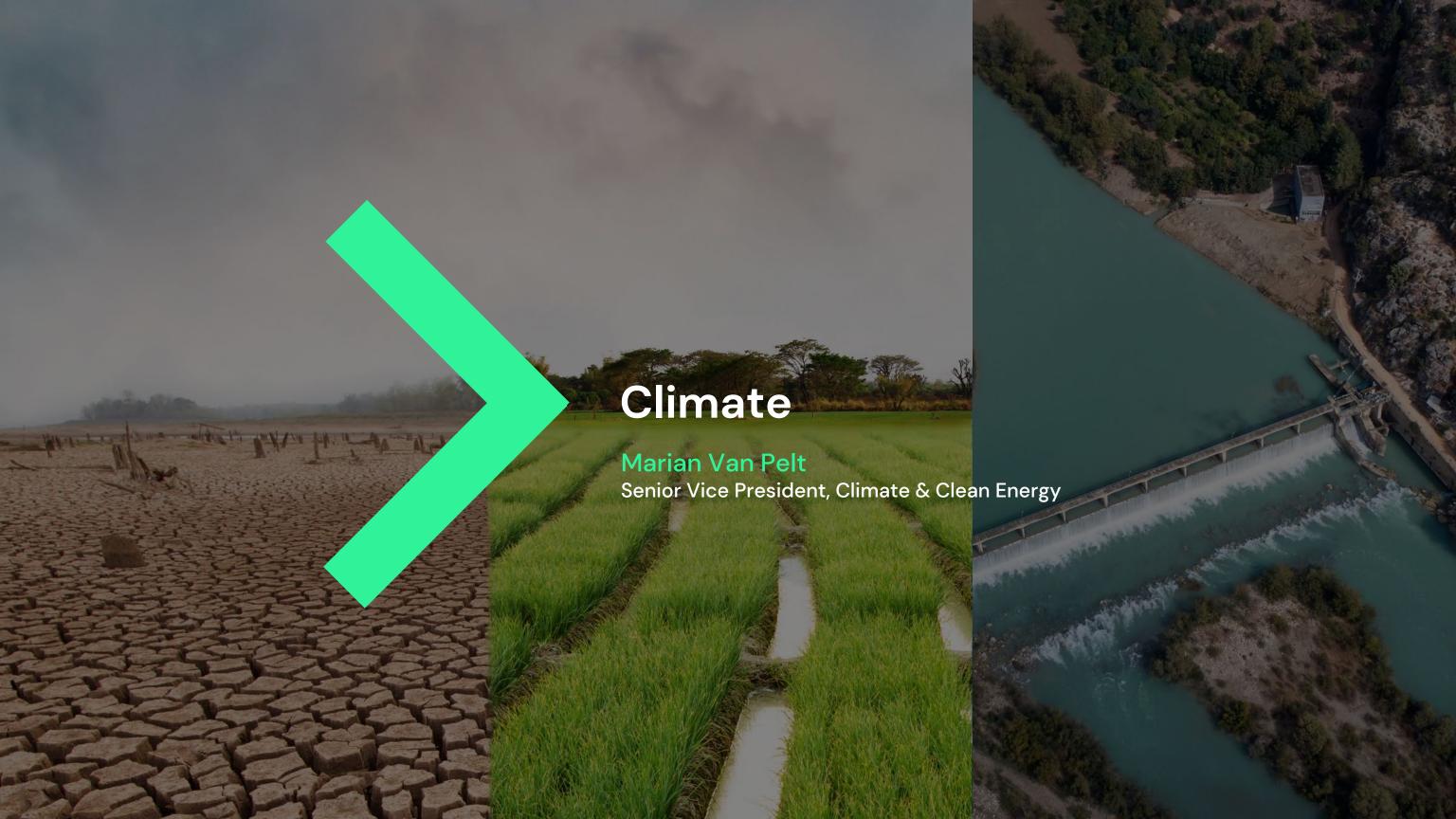
State & Local Government

 Positioned to assist grantees in project planning and execution

Industry

 Major provider of clean energy, climate, resiliency and environmental services to the private sector





Climate market

Carbon accounting, disclosure & target setting

U.S. federal
State & local
Commercial (non-energy)
Utility & non-energy
International

Cost/benefit/ vulnerability assessments

U.S. federal Utility & non-energy

Decarbonization pathways design

State & local

\$1.5-3B

addressable market growing at high single digits annually

Policy/program support

U.S. federal International

Infrastructure planning

>

Commercial (non-energy)
Utility & non-energy

Market trends

FY23 proposed budget requests \$45B in new funding (60%+ over FY21)

\$1.2-1.6T needed to decarbonize the electric sector

\$500B resilience investment gap for investorowned utilities by 2050 SEC proposed rule requires climate disclosure, which would increase reporting by >3X

25 states & 300 municipalities adopting new emission reduction targets

ICF's climate business

Poised to inform policy, investments and implementation











The New York Times

The Washington Post

Forbes



Capabilities



Policy and planning



Risk assessments



Industry standards, protocols and frameworks



Resource modeling and benchmarking



Energy efficiency specification



Environmental justice and equity



GHG monitoring, reporting and verification



Impact monitoring



Resilient infrastructure planning



Decarbonization



Transportation electrification



Carbon trading platforms





Climate Change Resilience and Adaptation

Summary of 2020 Activities

January 2021



Supporting decarbonization and resilience



"The Con Ed Climate Study is widely regarded as the gold standard for climate resilience planning in the electric utility sector."

-Columbia Law School & EDF 2020

Carbon

neutral

goal by 2050





Carbon-Neutral NYC:

MODERNIZE, REIMAGINE, REACH

APRIL 2021

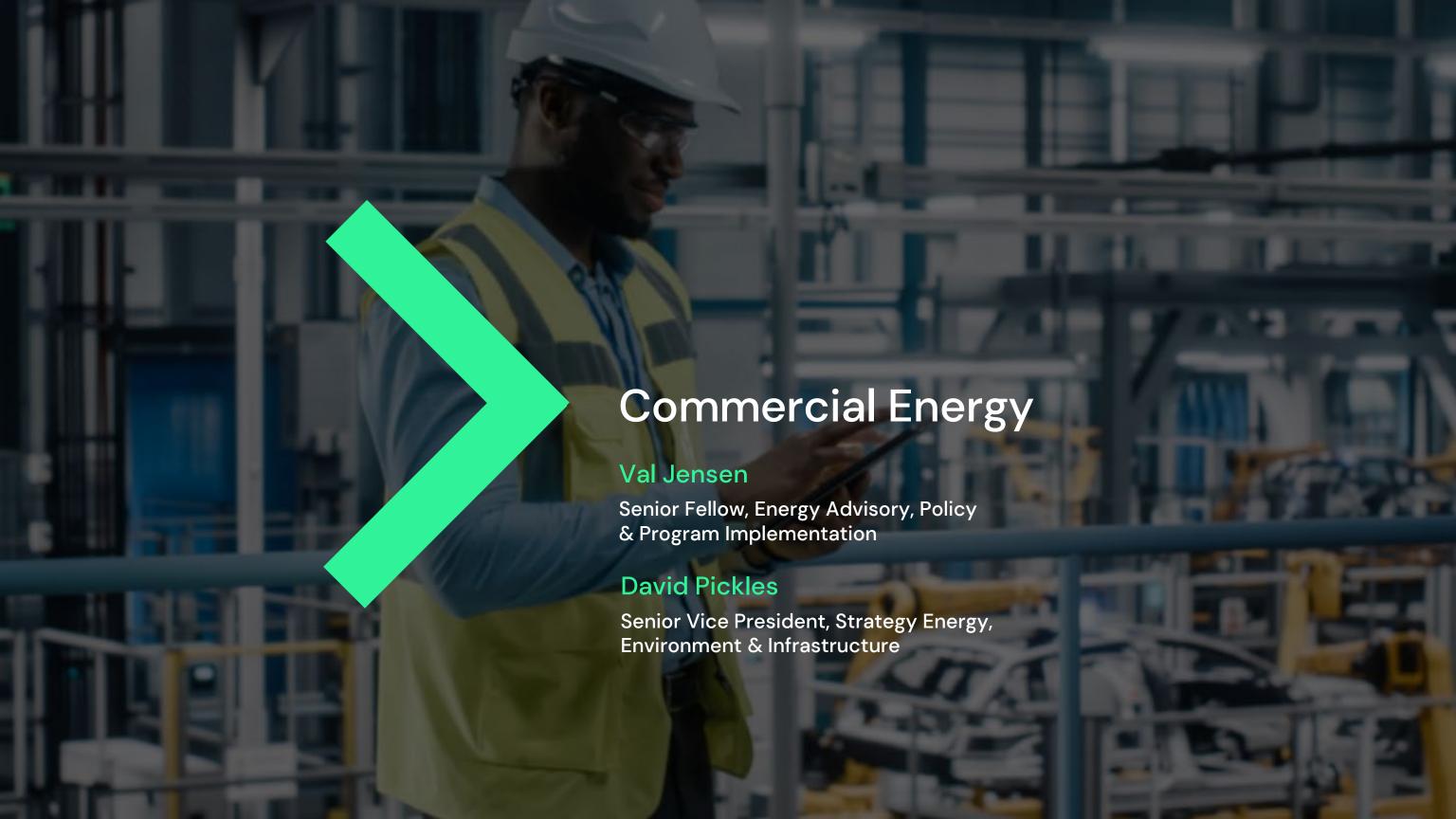












These changes create opportunity



Decarbonization

Federal, state and local decarbonization policy has reset the utility industry's strategic environment



Customer awakening

- Real recognition that the longterm viability of the monopoly is not guaranteed
- Regulators have grown much less tolerant of lackluster customer service



Adaptation & resilience

The dimension of the climate challenge that dominates c-suite discussion

- Near the top of most utilities' risk inventory
- Represents a huge capital investment opportunity



Justice imperative

- The industry's fortunes rise and fall with those of the places it serves
- Policy demands + self interest dictate that utilities be part of the solutions to historic inequities.



Rise of distributed energy resources

Impacts every facet of a utility's business from grid design and operation to billing systems, customer programs, call centers, regulatory policy, IT and finance



These changes create opportunity



Decarbonization

- Carbon inventories and accounting
- Pathways
- Program design and implementation
- Green asset assessment



Adaptation & resilience

- Vulnerability assessments
- Investment planning
- Program design and implementation



Rise of distributed energy resources

- Grid analytics
- Market analysis
- Asset valuation
- Program design and implementation



Customer awakening

- Behavioral analysis
- Customer experience strategy
- Program design and implementation



Justice imperative

- Situation assessment
- Community engagement and facilitation
- Program design and implementation
- Integration with non-utility programs



ICF's commercial energy business

Sectors







Renewables



Electrification

Climate change

Clients

Gas & electric utilities

Developers

Investors

Owners

Regional transmission organizations

Selected services

Program planning & delivery

Energy efficiency

Electrification

Flexible Load Management

Marketing & IT

Innovative rates

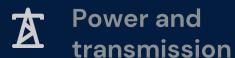
Unregulated services

Advisory

- Decarbonization pathways
- Integrated resource planning
- Grid planning & modernization
- Transmission planning
- Market & technology planning
- Resiliency & vulnerability planning
- Asset valuation & management
- Project development, siting, engineering & financing

ICF's commercial energy business: utility programs

Sectors



Oil & gas

Distributed resources

Renewables

Energy efficiency

Electrification

Climate change

Clients

Gas & electric utilities

Developers

Investors

Owners

Regional transmission organizations

Selected services

Program planning & delivery

Energy efficiency

Electrification

Flexible Load Management

Marketing & IT

Innovative rates

Unregulated services

~\$220M

Advisory

- Decarbonization pathways
- Integrated resource planning
- Grid planning & modernization
- Transmission planning
- Market & technology planning
- Resiliency & vulnerability planning
- Asset valuation & management
- Project development, siting, engineering & financing

Growing opportunities in utility program planning & delivery

Traditional energy efficiency market (85%) anticipated to grow annually

~5%

\$1.2B addressable



Non-traditional (15%) (electrification, flexible load, decarbonization, equity) anticipated to grow at

40% per year

\$0.2B addressable

Market share*

Residential 25%
Non-residential 10%

Market share*

Electrification 10%-40% FLM <5%

Mid singledigit to low double-digit growth over the next 5 years



ICF: uniquely qualified to address and integrate these issues



NO.



Decarbonization

- > 110 plans for utilities, states, cities, counties, & federal agency operations
- CO₂Sight® analytics framework
- ICF Climate Center

Adaptation & resilience

- "Gold Standard" provider of resilience & vulnerability plans for large utilities
- Marquee clients including Con Edison, Duke, SDG&E
- 🖟 ClimateSight®

Rise of distributed energy resources

- Implemented >400 energy efficiency, electrification & DER programs
- Supported >\$20B in transactions
- Among Top 3 bankable market & grid analytics firms



Customer awakening

- Customer Engagement platforms
- Behavioral Economics team
- Proprietary insights & incentives data



Justice imperative

- Decades providing justice planning & analytics to EPA, DOE, FHWA, DOT, VA, S&Ls
- Nations largest utility EE workforce development program
- Community & multi-cultural engagement leadership



BUILDING A BETTER NYC WITH ENERGY UPGRADES **GET STARTED WITH NYC ACCELERATOR** Free Expert Guidance ₩ NYC Building Laws | | Financing Opportunities

Mayor's Office of Climate & Environmental Justice



Technical assistance, training, benchmarking, contractor and financing referrals for buildings in NYC that must comply with Local Law 97 requiring buildings to improve efficiency

Includes a focus on building electrification with heat pumps and incorporation of renewables

70 dedicated team members

6K+
buildings









"Entergy envisions a future where the company not only accelerates our own portfolio transformation, but also partners with customers and other sectors of the economy to help them use energy more efficiently and electrify their operations."

-Entergy Climate Scenario Analysis & Evaluation of Risks & Opportunities

Incentives, marketing, and technical training in support of a broad range of electric technologies across 4 states

5.5K

electric conversions

Full suite

of services including business planning, regulatory filing, marketing and in-field customer engagement

















Executive Vice President, Corporate Strategy

At ICF, our business, environmental + social responsibilities are intertwined:

We create impact both in the way we operate and through our client work.



ESG summary

ICF is proud of how we operate in our communities and in society

Environment

Carbon neutral since 2006 – high quality RECs & offsets

CDP "A" list

CDP Climate Leadership Award

Total & per-employee emissions declining since 2013



Social

Forbes list for "Best Employers for Diversity" 2021 and 2022

ICF philanthropy driven primarily by employee giving choices – 100% match and cash support for volunteer efforts

8 Employee Community Networks

- BlackEmployees
- Women
- LGBTQIA+
- First Nation & Indigenous

- Veteran
- Asian
- Hispanic
- Different abilities

Governance

Strong Lead Independent Director with clearly articulated responsibilities

33% female Directors

33% minority Directors

Board oversees

- Enterprise risk management process
- Management succession planning and development

Regular executive sessions of independent directors

For more complete ESG information

About ICF

Our corporate citizenship approach

Founded in 1969 as the Inner City Fund to finance minority-owned businesses, we were built to be a different kind of company—one with a strong culture, filled with smart people making a difference. Then and today, we balance profitability with social responsibility, ambition with compassion, and individual success with teamwork.

Our approach to corporate citizenship focuses on environmental, social, and governance (ESG) issues that are most relevant to our people, our stakeholders, and our operations—and that inform our strategy, targets, and reporting.

This report addresses our corporate citizenship performance during calendar year 2020. It is organized by our key responsibilities: our employees, the planet, our communities, and governance. It also aligns with the following reporting frameworks: Sustainability Accounting Standards Board, Task Force on Climate-Related Financial Disclosure, and the UN Global Compact. A summary of each of these frameworks is at the end of this report.

We use materiality assessments to identify key issues through our ongoing engagements with stakeholders and sustainability reporting frameworks recognized by leading organizations globally. Here are some of the ways we engaged with our stakeholders in 2020, as well as the frameworks we used to identify and report on material issues.

Corporate citizenship mission

- Invest in our employees and ensure a diverse workplace where we can all do our best work
- Serve our clients and manage suppliers with integrity, while contributing to a low-carbon value chain
- Minimize our impact on the planet by reducing our carbon footprint and growing our leading climate consultancy
- Give back to our communities and society, both philanthropically and through innovative service to social agencies
- Create long-term value for our shareholders through solid management, including managing climate risks and opportunities

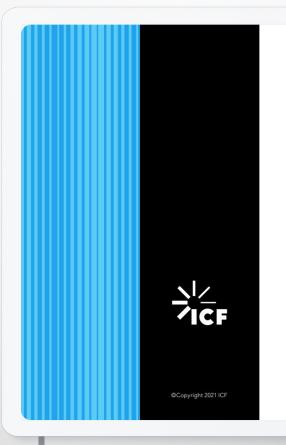
How we engage our stakeholders

Stakeholders Engagement channels Examples of ESG information shared Employees All-hands meetings, listening sessions with Employee engagement was a critical piece

All-hands meetings, listening sessions with the CEO and other senior leaders, employee community networks, a collection of well-being resources and tools, COVID-19 resource hub, learning and development programs, mentoring programs, recognition programs, newsletters, social media, blogs, volunteer organizations (e.g., Green Team and GiveForward), engagement survey

Employee engagement was a critical piece of our diversity and inclusion (D&I) strategy. A listening tour with 20+ large town halls and smaller focus groups helped us better understand employee needs. We then accelerated our D&I plan, bolstered recruiting for diverse candidates, launched a diversity metrics dashboard for transparency and accountability, and launched seven employee community networks.

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For more detailed data, information, and the complete narrative of ICF's Corporate Citizenship and ESG posture, please see our Corporate Citizenship Report and our Shareholder Proxy.



We create impact through our client work

Enterprise Support



- Enterprise IT systems
- Workforce strategy
- Policy analysis
- Organizational support
- Strategic analysis

Program Support/ Execution



- Program technology implementation
- Training & technical assistance
- Data analytics & management
- Strategic communications

Direct Delivery



Full program execution

All our programs have



Some are easier to quantify!

Impact through enterprise support





Social Security Administration



USAID

Department of Agriculture



Department of Health and Human Services

USAID



USAID



13 CLIMATE ACTION



Environmental Protection Agency

Department of Interior



Department of Energy



Department of Commerce

European Commission



Department of Energy

Department of Transportation



European Commission

USAID



Department of Housing and Urban Development



Department of

Education

Environmental Protection Agency

NASA



Department of Interior

15 LIFE ON LAND

US Army Corps of Engineers



Department of Justice

Department of Homeland Security



European Commission



Impact through program support/execution



ENERGY STAR® (2020 data)

520 billion

Kilowatt-hours of electricity saved

400 million

Metric tons of greenhouse gas reduction

\$42 billion

Energy costs avoided



5%

of total U.S. emissions of greenhouse gases

BioSense

5,800+

Health care facilities nationwide contribute data

75%+

Emergency department visits reported

1 day

Data available within 24 hours of patient visits

6-8 million

Electronic health messages processed daily



Smokefree.gov

213,000

American subscribers to the service

14%

Quit rate that's double the national average of 7%

Head Start

1 million+

children and families from lowincome households enrolled

6

Regions served by ICF, including 40 states, the District of Columbia, and 140 tribes

Disaster Management Programs

\$63 billion+

disaster recovery funds managed

100,000

homeowners helped



Impact through delivery of key energy efficiency programs



160 individual programs we delivered in 2020



Annualized MWh saved*

5.1 million MWh (5.1 Terawatt hours)



Lifetime customer bill savings***

Lifetime tons CO₂ avoided**

12.1 million metric tons CO₂

Total financial impact generated

\$3.4 billion



^{*} Sum total of individual program savings over all 160 programs ICF implemented in 2020

^{**} Via grid region carbon intensity; derived from MWh savings by multiplication of measure life and carbon intensity by state/utility as per EIA

^{***} After subtracting ~\$500 million of customer incentives and ICF revenue; derived from multiplying energy savings in each program by avg rates for retail, commercial, and industrial customers by state as appropriate to program type; demand reduction that yields capacity investment savings adds additional impact





Business Operations & M&A



James Morgan Chief of Business Operations

Operational focus driving improved margins

Visibility to continued 10-20 bps/year organic margin improvement

Operational focus areas

Utilization

Systems & process maturation

Scale economies

Real estate consolidation

Drive organic margin improvement

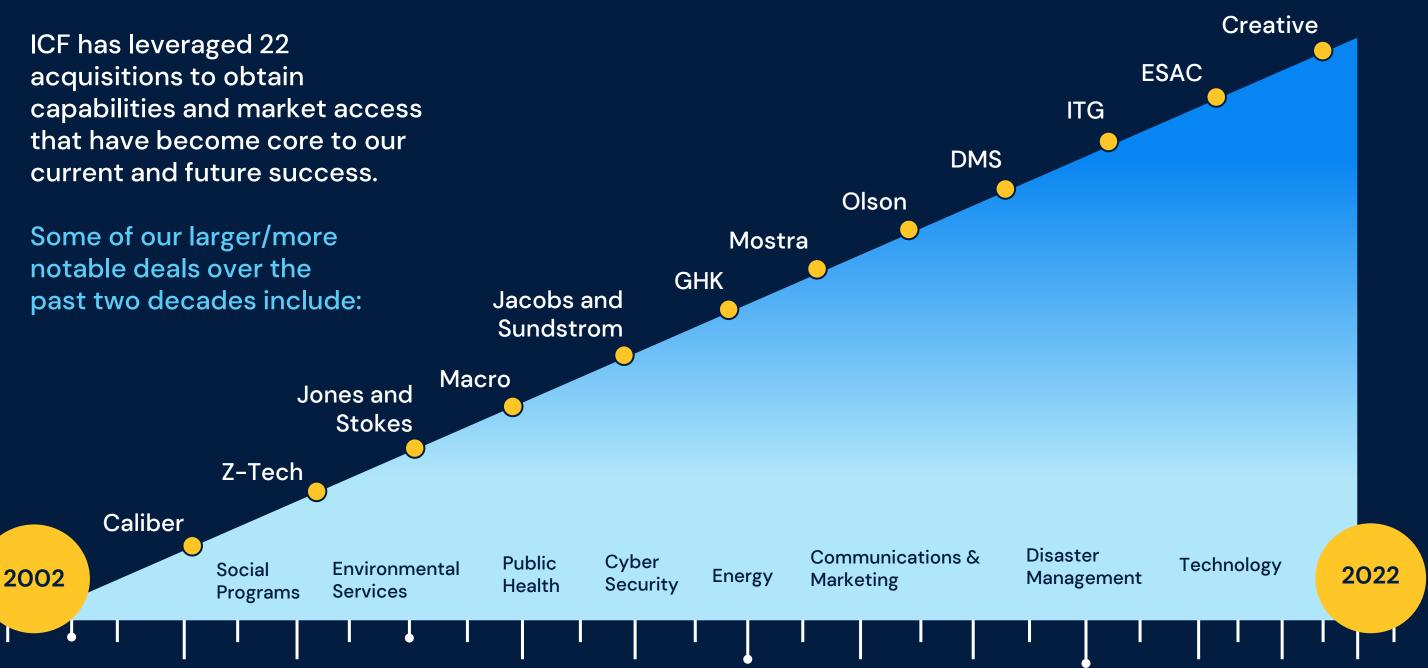


Accretive strategic acquisitions

Continued investments in growth initiatives and margin expansion



Acquisitions form integral part of our performance





M&A going forward

Strategy

Grow capabilities & revenue synergies in key growth markets

Acquirer of choice due to culture– targets come to us, valuations reflect

Capability to convert SB/set-aside to full & open

Generate additional capacity through continued strong cash flow

Filters

- Expands our addressable market
- Strengthens domain/technical expertise
- Good cultural fit with ICF
- Good performers—no fixer-uppers
- Familiar/compatible business models
- Accretive & IRR>WACC

Disciplined process



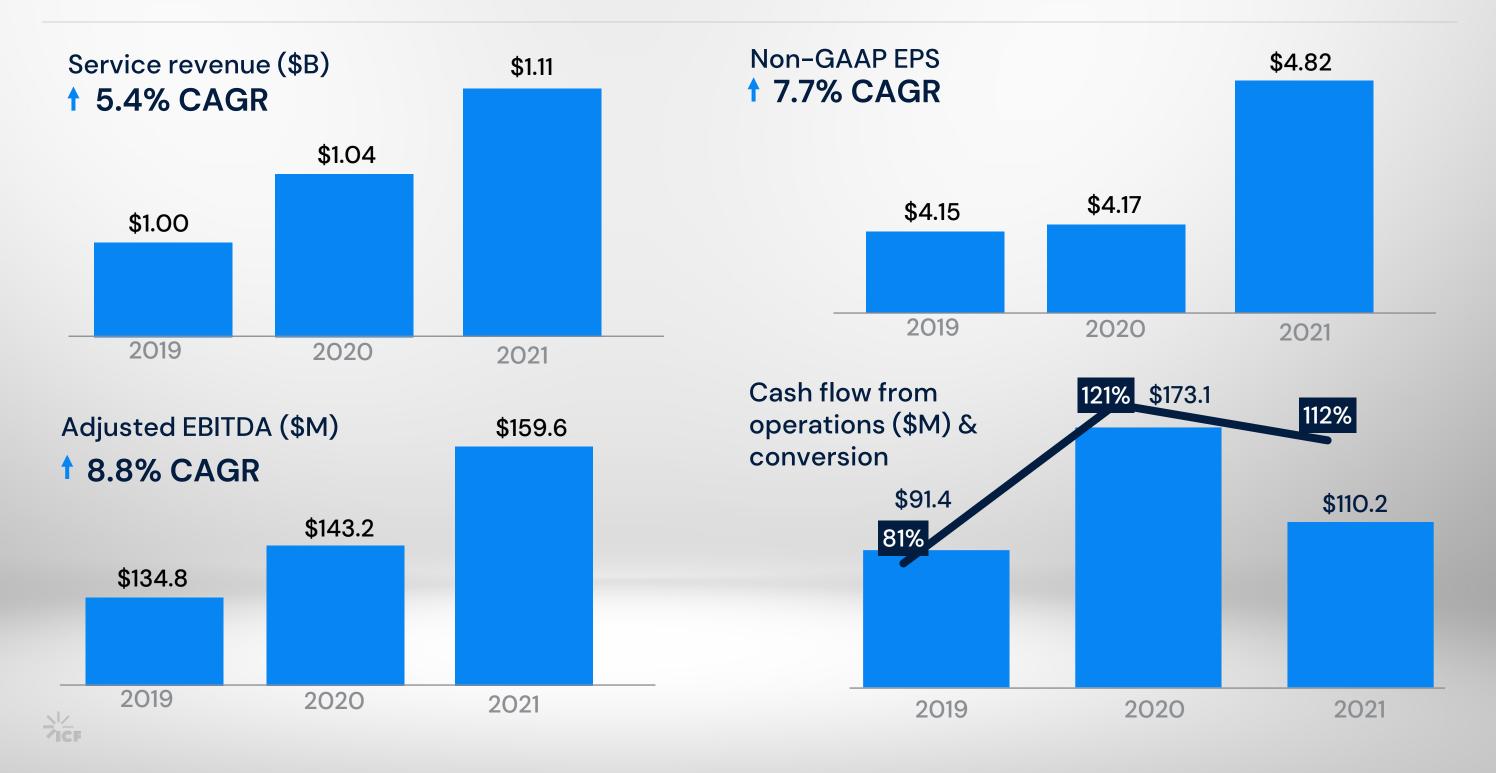


Financial Overview

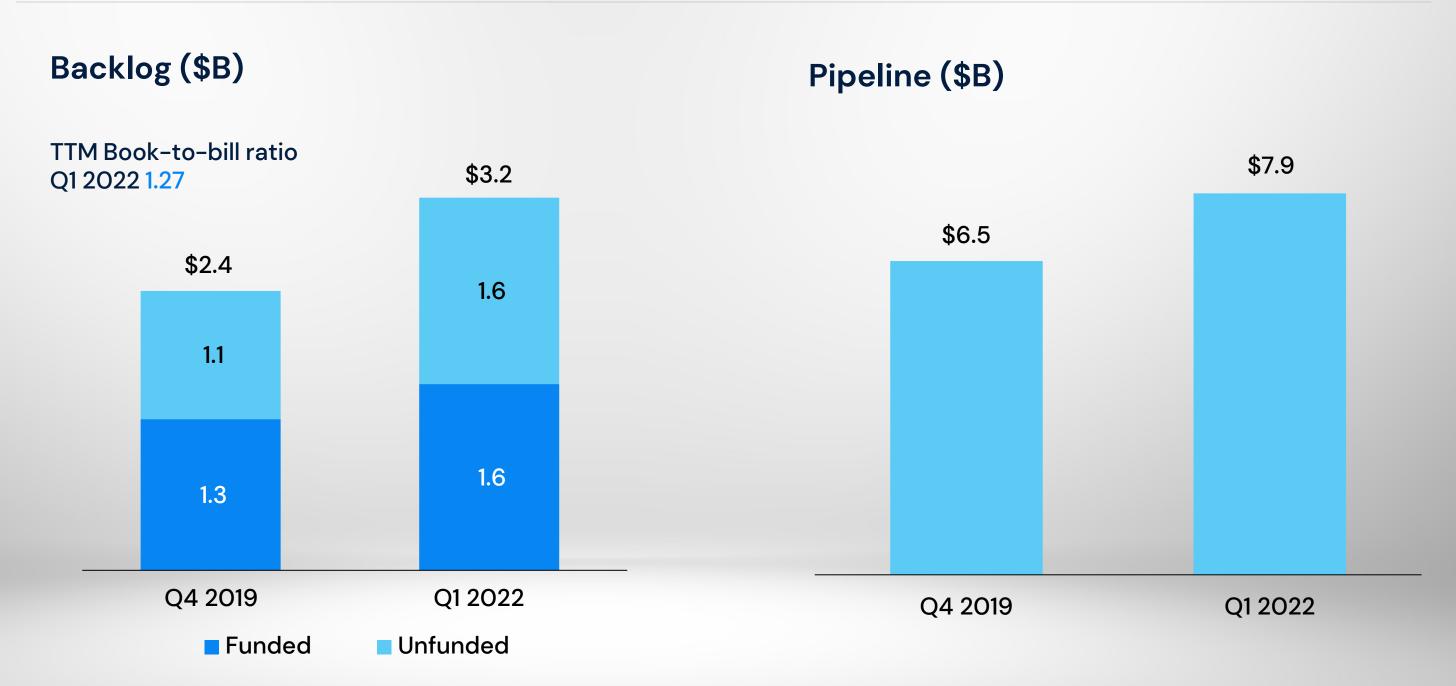


Barry Broadus Chief Financial Officer

Track record of strong financial performance



Strong backlog and pipeline – foundation for growth





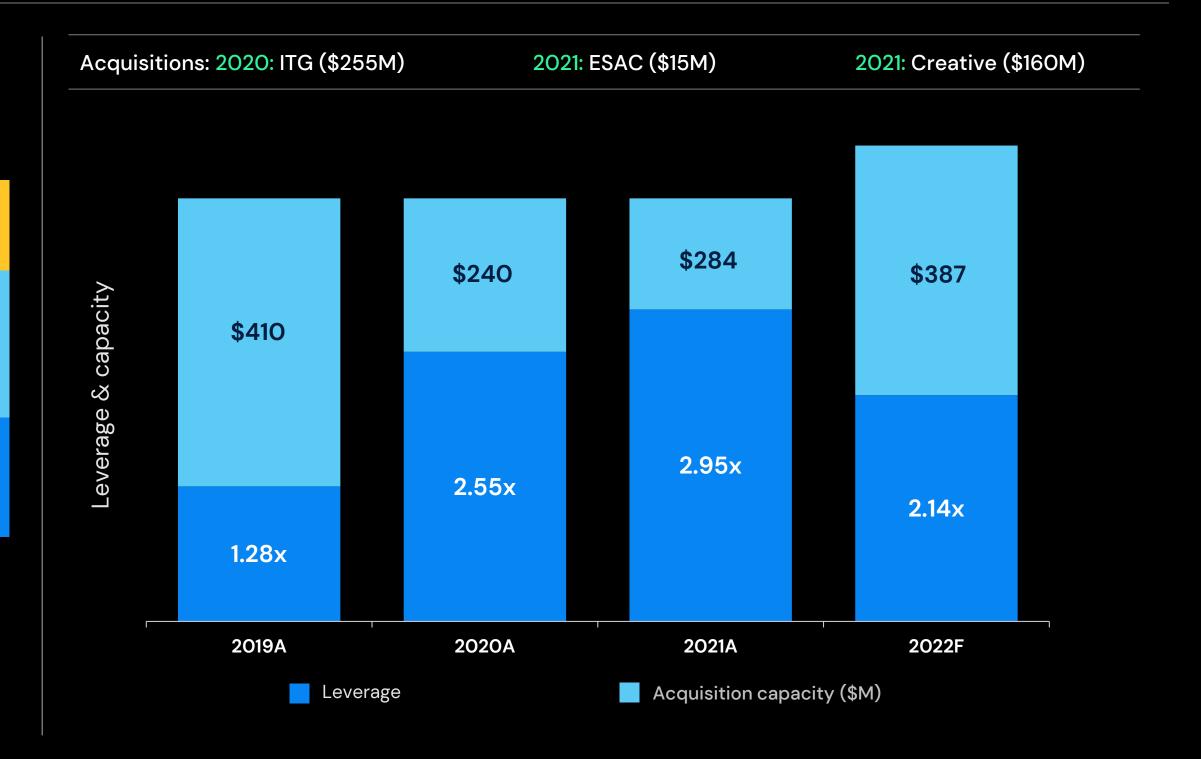
Capital deployment and capacity

New Credit Agreement \$1.3B

Term A \$300M

Revolver \$600M

DDTL \$400M





2022 guidance

Strong Q1
performance
reinforces our
2022 guidance*

Service revenue \$1.225B-\$1.275B Non-GAAP EPS \$5.15-\$5.45

Adjusted EBITDA \$168M-\$180M

Operating cash flow ~\$130M







Roadmap & Closing



John Wasson Chair and CEO

Our roadmap for long-term value creation

Capture organic growth enabled by strong positions in high growth markets and expanded addressable market

Drive revenue synergies and larger contract wins through ability to execute at scale

Make strategic and accretive acquisitions in areas we know

Gain operating efficiencies

Continue to invest in our people

Uniquely positive impact

A unique company driving shareholder value

High single digit organic service revenue growth



Active and disciplined M&A

- Deals we are uniquely positioned for
- Capacity to deploy significant additional capital



Continued EBITDA margin expansion

By the end of 2024, EBITDA growth of 65% to 75% from 2021's \$143M





