



INVESTOR RELATIONS

Leading Digital Change Driving Real Results

February 2021



Safe Harbor Statement

Some of the statements contained in this presentation that are not purely historical statements discuss future expectations or state other forward-looking information related to financial results and business outlook for 2020. Those statements are subject to known and unknown risks, uncertainties and other factors that could cause the actual results to differ materially from those contemplated by the statements. The “forward-looking” information is based on management’s current intent, belief, expectations, estimates, and projections regarding our company and our industry. You should be aware that those statements only reflect our predictions. Actual events or results may differ substantially. Important factors that could cause our actual results to be materially different from the forward-looking statements are disclosed under the heading “Risk Factors” in our annual report on Form 10-K for the year ended December 31, 2019, as supplemented by the Risk Factors contained in Part II, Item 1A of our Quarterly Reports on Form 10-Q for the quarters ended March 31, 2020, June 30, 2020 and September 30, 2020. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance, or achievements. This cautionary statement is provided pursuant to Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. The forward-looking statements in this release are made only as of the date hereof and we undertake no obligation to update publicly any forward-looking statement for any reason, even if new information becomes available or other events occur in the future.



WE ARE

Global in Our Delivery

We have office locations across North America and fully owned global and domestic delivery centers around the world.

~4500
Colleagues

North America

Allentown, PA	Fargo, ND
Ann Arbor, MI	Houston, TX
Atlanta, GA	Irvine, CA
Boston, MA	Lafayette, LA
Bozeman, MT	Milwaukee, WI
Cedar Rapids, IA	Minneapolis, MN
Charlotte, NC	New York, NY
Chicago, IL	Oakland, CA
Columbus, OH	Seattle, WA
Dallas, TX	St. Louis, MO
Denver, CO	Toronto, ON
Detroit, MI	Washington, D.C.
Fairfax, VA	

Latin America

Medellín, Colombia
Bogotá, Colombia
Cali, Colombia

Europe

Oxford, UK
Novi Sad, Serbia

India

Chennai, India
Nagpur, India
Bangalore, India

China

Hangzhou, China

Our Global Presence

An ideal blend

- Expanding aggressively globally on top of solid onshore foundation
- Advantageous position relative to pure offshore competitors
- Mix shift to offshore strengthening margins
- Well-positioned longterm to drive continuous top and bottom-line growth

Offices



25

Onshore



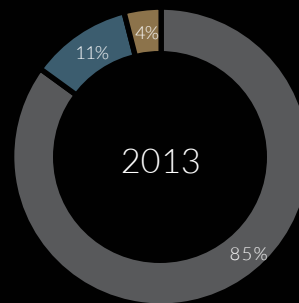
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Offshore



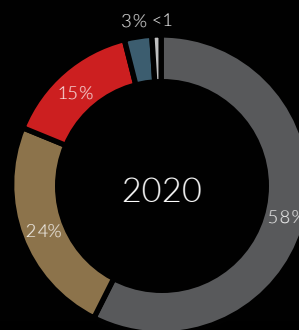
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Countries



2013 Billable Headcount Mix

- 85% North America
- 11% China
- 4% India



2020 Billable Headcount Mix

- 58% North America
- 24% India
- 15% Colombia
- 3% China
- <1% Eastern Europe

Offshore Headcount - **CAGR 30.8%**

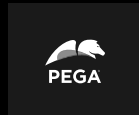
STRENGTHENED BY

Our Partnerships

Enterprise Partners



Strategic Partners



WHY

Digital Transformation?

The 'Digital' Opportunity is Huge

“Enterprises MUST invest
to Survive...and to Thrive”

\$1.25T In 2019

Growing To Nearly

\$2T In 2022

CAGR - 16.6%

Source: IDC

WE ARE

Diverse & Specialized in a Range of Capabilities



Strategy + Consulting



Customer Experience +
Digital Marketing



Innovation + Product
Development



Platforms + Technology



Data + Intelligence



Optimized
Global Delivery

Services



Strategy + Consulting

- Digital Strategy
- Technology Strategy
- Management Consulting
- Visioning and Roadmaps
- Organizational Change Management



Customer Experience + Digital Marketing

- Research
- Journey Sciences
- Content Architecture
- Creative Design
- Analytics
- Marketing Automation
- Email Marketing
- Conversion Rate Optimization
- Paid Media
- Paid Search
- SEO Services
- Social Media



Innovation + Product Development

- Our IP Portfolio
- Product Development Services
- Digital Labs



Platforms + Technology

- Blockchain
- Cloud
- Commerce
- Corporate Performance Management
- CRM
- CMS
- CX Platforms
- DevOps
- Enterprise Resource Planning
- Integration and APIs
- Intelligent Automation
- Internet of Things
- Mobile
- Portals
- Supply Chain



Data + Intelligence

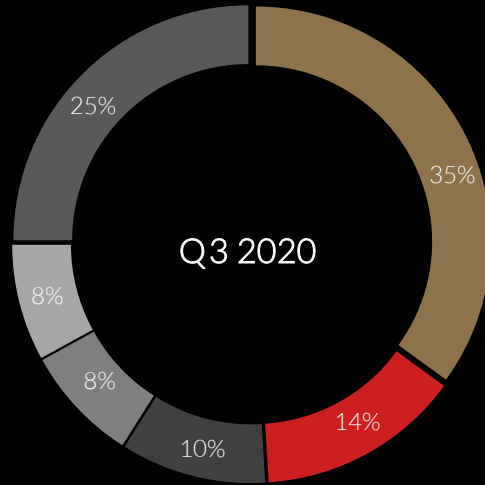
- Analytics
- Artificial Intelligence
- Big Data
- Business Intelligence
- Data Solutions Product Portfolio



Optimized Global Delivery

- Offshore Delivery
- Nearshore Delivery
- Domestic Delivery
- Custom Software Development
- Quality Assurance and Test Automation
- Managed Service Support

Meaningful Vertical Expertise



% Significant Industry Revenue

- 35% Healthcare / Pharma / Life Sciences
- 14% Financial Services / Banking / Insurance
- 10% Manufacturing
- 8% Automotive and Transport Goods
- 8% Retail and Consumer Goods
- 25% Other

Health Sciences

Who We Work With



9 of the 10 largest health systems in America



14 of the 40 BCBS (and their affiliates)



Expertise Includes

Digital Health

Patient Journey

Telemedicine

Financial Services

Who We Work With



16 of the world's largest public major and regional banks



56 of the world's largest public financial services companies



Expertise Includes

Mobile Banking

Data & Analytics

Customer Strategy



Automotive

Who We Work With



18 of the world's largest
public automotive companies



7 of the world's largest
public auto & truck
manufacturers



Expertise Includes

Connected Car

Customer 360 CRM

Customer Strategy

Retail and Consumer Goods

Who We Work With



58 of the world's largest public retail and consumer goods companies



14 of the world's largest public discount, home improvement, internet, specialty, food, and drug retailers



Expertise Includes

Digital Marketing

Customer Experience

Analytics



Manufacturing

Who We Work With



97 of the world's largest
manufacturing companies



6 of the world's largest
aerospace and defense
manufacturing companies



Expertise Includes

End-to-end Customer Experience

Big Data & Analytics

Mobile & Cloud Based Systems



Consulting Services Universe

The Majors



Large Project Teams
of 100s – 1000s



Multi - Year / Decade+
Initiatives



Full Function
Outsourcing



\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$\$



Departmental / Process
“Replace And Run”

PERFICIENT



Project Teams Of 25 - 500



Multi - Month / Multi - Year



Strategic, Mission – Critical,
Integrated, High Roi, Digital
Transformation Initiatives



\$\$\$\$\$\$\$\$



Compete And Thrive

Boutique



Individuals Or
Small teams <10



Days / Weeks / Months



Point Solutions &
Isolated Installs



\$\$\$



“Fix It Or Try It”

Growing and Sustained Client Relationships

Client Tenure

\$1M+ Clients	Top 50 Clients
100 Months	102 Months

> 90%
Customer
Satisfaction

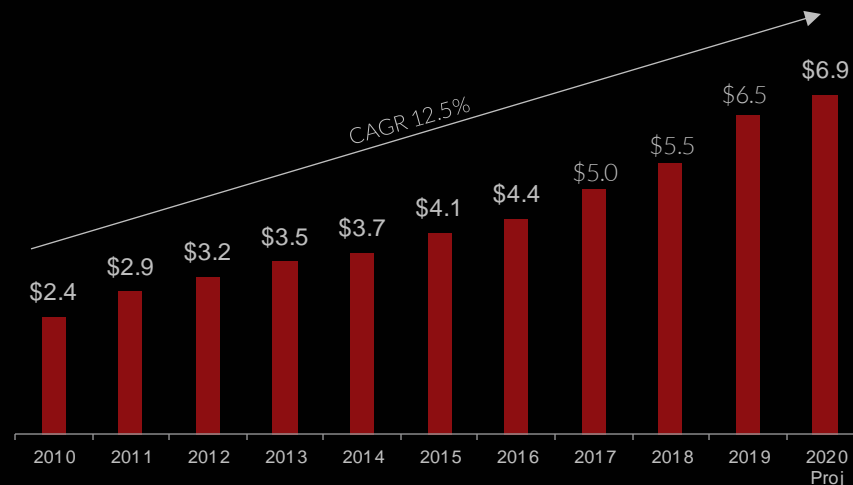
>90% of respondents¹ indicated they would use Perficient again and recommend PRFT to other colleagues in their organization or industry

~ 90%
Repeat
Business

~90% of revenues in 2019 were generated from accounts that were clients in either of the previous two years²

Source: Company data.

Top 50 Accounts – Revenue Average (\$ in M)



(1) Represents respondents to an online survey available on Company website

(2) Represents repeat business in 2019 from clients having revenue in 2017 and/or 2018

WHO

We work for

Top 50 Clients

Our top 50 clients represent a cross section of leading enterprises across industry verticals



Note: represents top 50 clients by 1H 2020 revenue.

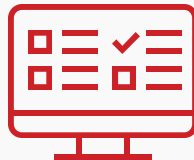


Helping to Bring Back the Bronco



To meet anticipated demand, Ford wanted to enable customers to build, reserve, and purchase its re-booted Bronco online.

We built and launched the customer's journey, starting with the vehicle configurator and ending with the purchase on Ford.com



Our work has tremendously impacted Ford's revitalization and product positioning in the marketplace.

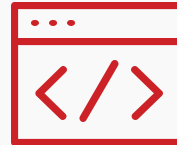


Overhauling Development to Meet Customer Needs



CAT began developing My Equipment to address customer difficulties with finding parts on its commerce site.

When development stalled, we took over and successfully brought it to production in six months.



One week post-launch:

10%

INCREASED USE
OF MY EQUIPMENT

6.5%

SEARCHES BY
SERIAL NUMBER

2.8%

SEARCHES
BY MODEL



Charging Up a Stable DevOps Environment



Developers chose CloudBees Jenkins as a continuous improvement platform and needed help implementing it.



We implemented the platform and established best practices that allow developers to efficiently deliver high-quality code.

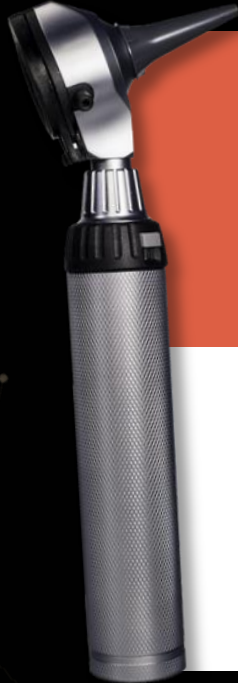
Mastercard's dev team saw rapid results

98%
STABILITY IN
2 MONTHS

100%
UPTIME IN
5 MONTHS



Prescribing a Personalized Patient Experience



We helped meet the needs of individual patients with a new MyHome portal, Find-a-Doctor tool, self-service features, and tailored content. Improved data capture and analysis enables a highly personalized patient experience.

Because of our work, Dignity Health saw year-over-year results that included:

162%

INCREASE IN
PROVIDERS ENROLLED
IN ONLINE BOOKING

81%

INCREASE IN PATIENT
ONLINE BOOKING

116%

INCREASE IN SELECT
PATIENTS ACQUIRED
VIA ONLINE BOOKING



Sitecore
recognized our
work with a
Sitecore
Experience Award
for best-in-class
use of its digital
experience
platform.



Helping Patients and Visitors Find Their Way



Our mobile wayfinding app **navigates nearly 400 points of interest** on the Cedars campus including eight buildings, gift shops, parking lots, and cafes.

The app was an instant hit in its first year:

40,000
OPENS FOR
WALKING DIRECTIONS

26,000
TERMS
SEARCHED

10,000
ROUTES
BUILT



The app enhances the patient and visitor experience with easy navigation of more than five million square feet.



We're transforming M&T Bank's loan processing unit into a lending powerhouse with AI.

Our natural language processing, DPA, and document capture solutions help M&T Bank route, validate, and fund their loans faster than ever before.



ROUTE



VALIDATE



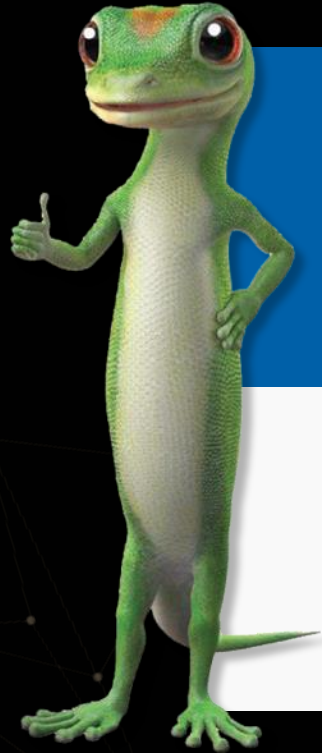
FUND



By getting smarter with AI this \$6 billion Fortune 500 financial institution can deliver a superior customer experience.



Ensuring the Insured Get Their Claims Paid Quickly



We updated GEICO's document management system to **process claims faster** and ensure customers are paid quickly.

+450M
DOCUMENTS
MIGRATED

We migrated more than 450 million documents to the new system.



Improved response times mean **more efficient** claims processing and **happier** customers.

Continued Competitive Success



Large
Healthcare Payor

HC insurance portal
new platform

Competitors we beat

Cognizant **Capgemini** 
MRM



Leading Fashion
Designer Brand

Commerce, Data and
Analytics w/ MSO coming

Competitors we beat

slalom **Deloitte.**
IBM Global
Business Services



Global Equipment
Manufacturer

Smart CRS Blueprint/POC
for Manufacturer Rental

Competitors we beat

accenture **ThoughtWorks**
Infosys



Leading Financial
Services Company

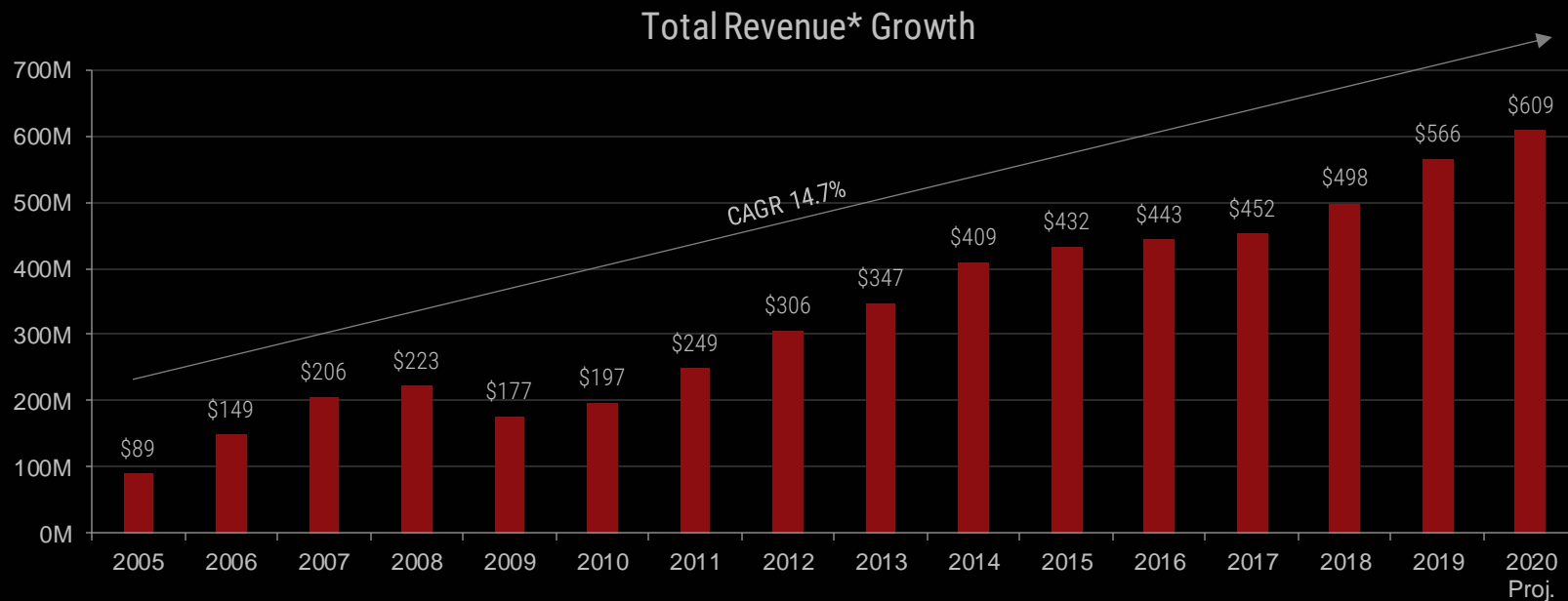
System of record for
licensing and registration

Competitors we beat

accenture **slalom**
Deloitte.

Consistent and Robust Revenue Growth Over Time

(\$ Millions)



*2017 and prior years reflect pro-forma revenue based on accounting changes governing SW/HW revenue recognition, effective 1/1/18

Source: Company data. 2020 projections represent the midpoint of guidance.

High-Leverage Model

2020
Projections

8%

Topline (Growth)

18%

AEPS

20%

Adjusted EBITDA

-10%

GAAP EPS

Sustainable Sales Performance

Sales Organization Expansion

2012 → 2020

50 sellers

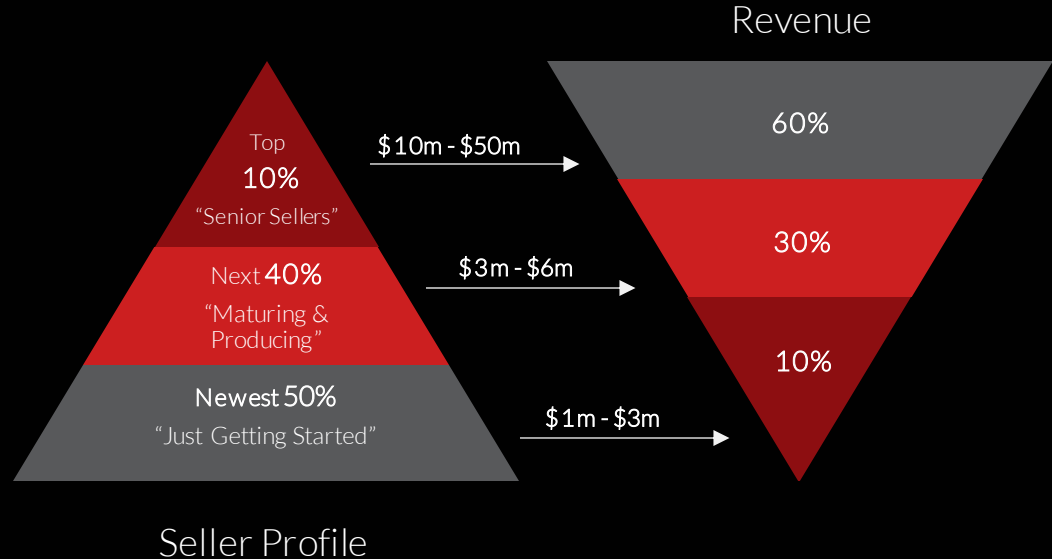
120 sellers

Other Key Improvements

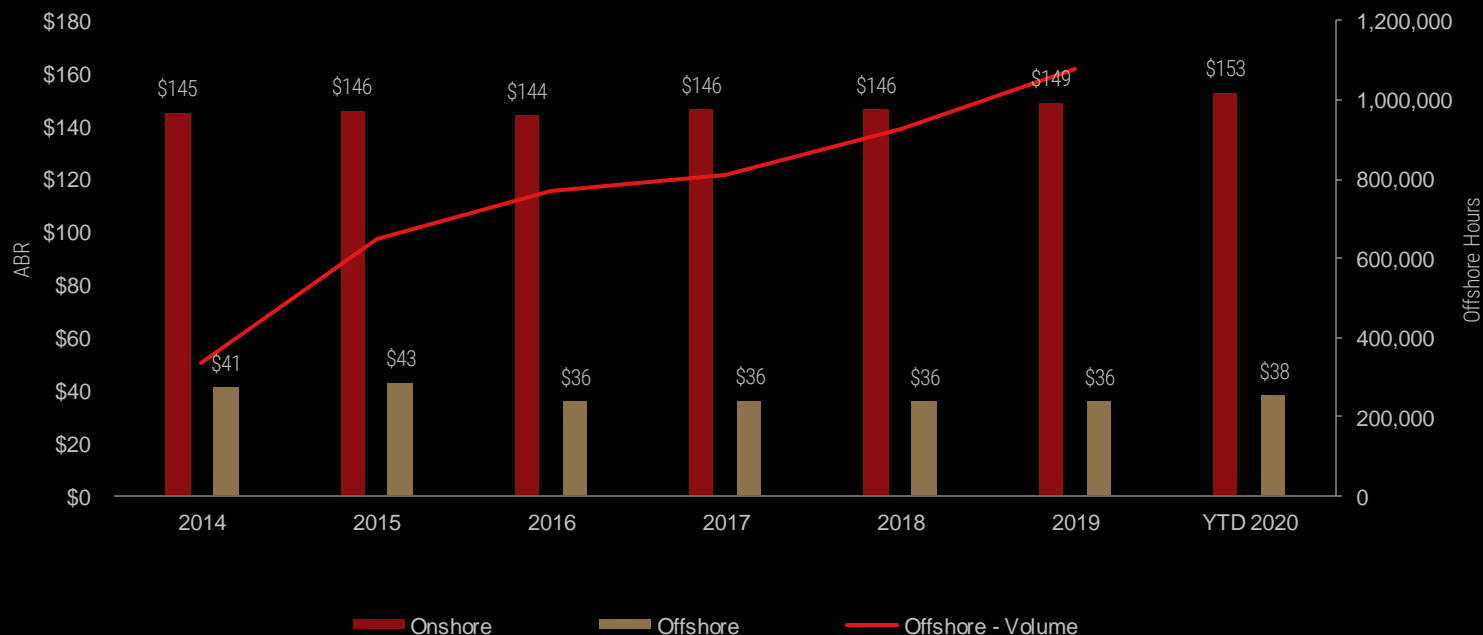
- Sales Management Infrastructure Introduced
- Compensation Plan Revisions
- Marketing Investment Expansion

Results

- Taking Share
- Winning New Logos
- High Demand for 'Digital'



Average Billable Rate – Progress & Potential

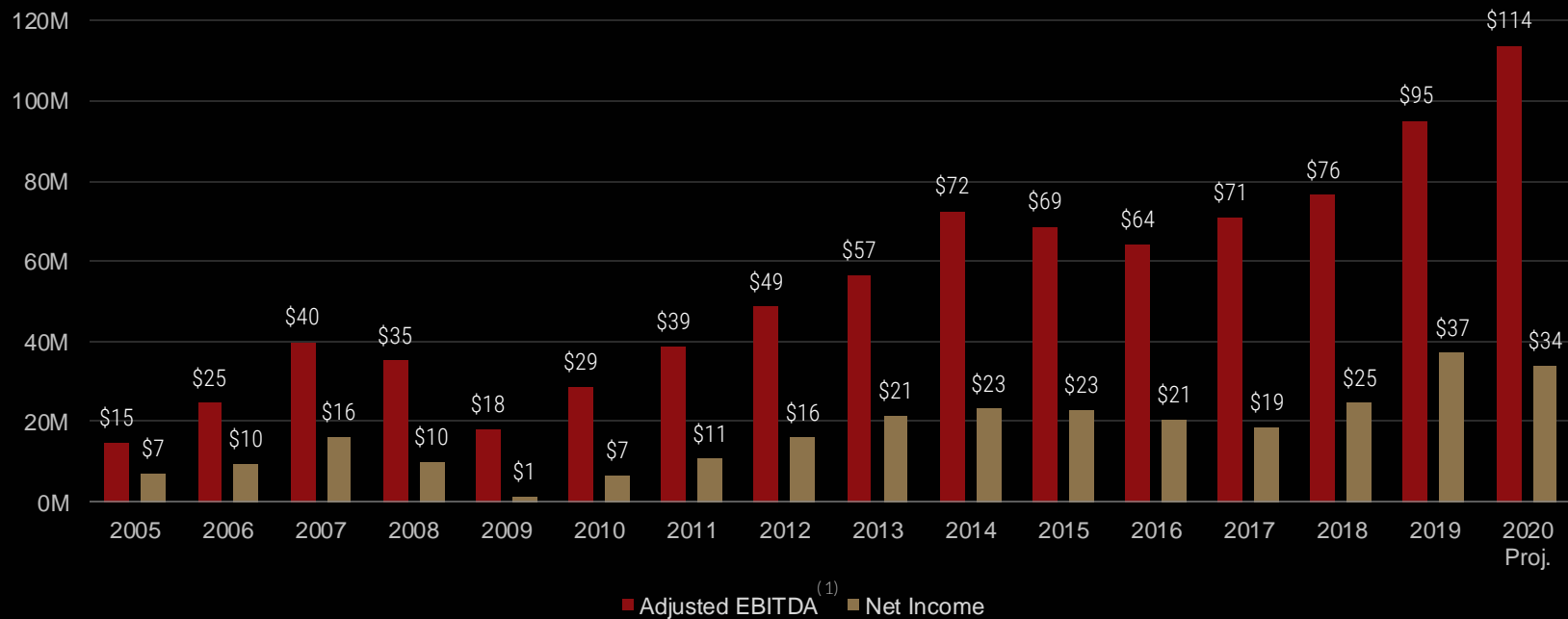


Messaging "up market", building brand awareness and growing mindshare = continued opportunity to close a still significant domestic rate gap going forward.

Source: Company data.

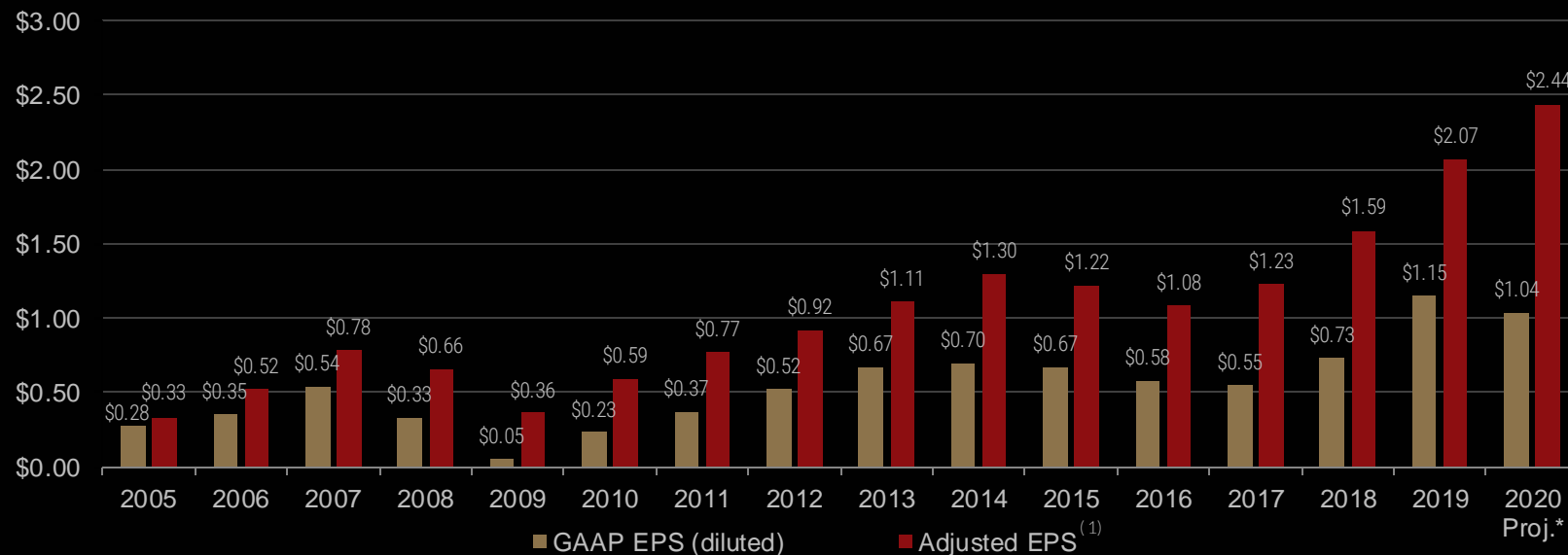
Profitability

(\$ Millions)



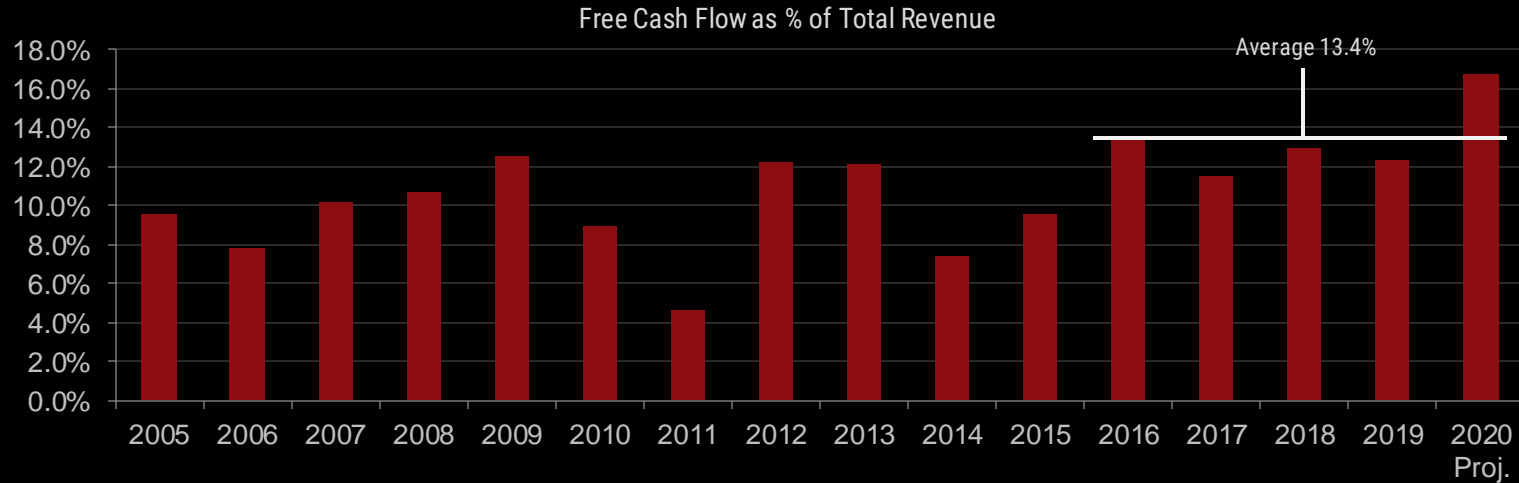
(1) Adjusted EBITDA is a Non-GAAP financial metric. For a reconciliation of Adjusted EBITDA to net income, see press releases.
Source: Company data. 2020 projections represent the midpoint of guidance.

GAAP and AEPS Performance



(1) Adjusted EPS is a Non-GAAP financial metric. For a reconciliation of Adjusted EPS to GAAP EPS, see press releases.
Source: Company data. 2020 projections represent the midpoint of guidance.

Strong Free Cash Flow



Free cash flow is equal to net cash provided by operating activities less purchases of property and equipment

Balance Sheet Positioned for Growth

\$50m	Cash on Hand*
\$125m	Line of Credit Available*
\$188m	Long-Term Debt, Net*

*As of September 30th, 2020

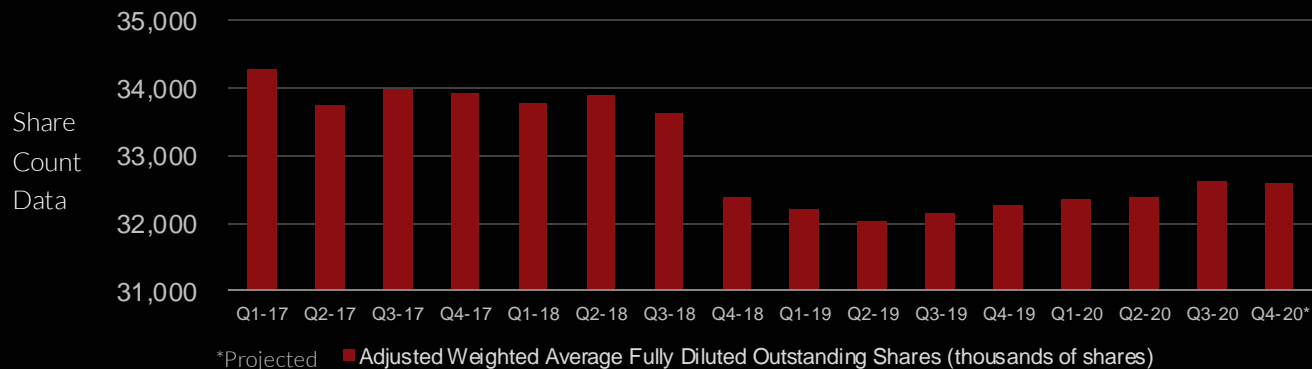
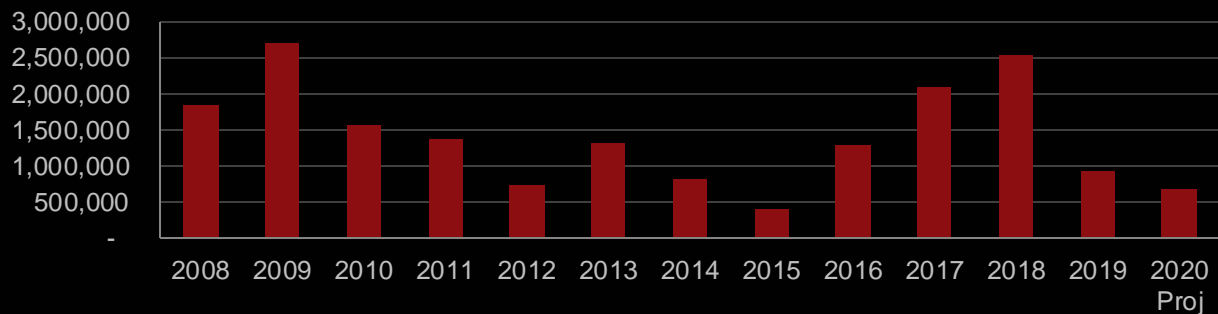
Convertible Debt

	2025 Notes	2023 Notes
Principal Amount Outstanding*	\$230m	\$12.5m
Coupon Rate	1.250%	2.375%
Issuance Date	August 14, 2020	September 11, 2018
Maturity Date	August 1, 2025	September 15, 2023
Conversion Price	\$51.67	\$37.60
Hedged Price	\$81.05	\$46.62

Recent Acquisitions

			 Discover Potential Deliver Results
DATE	June 2020	March 2020	January 2020
LTM REVENUE	\$33 Million	\$13 Million	\$13 Million
PRIMARY PARTNER	Microsoft	Sitecore	Sitecore
FOCUS	Nearshore Delivery	Web and Content Management	Digital Healthcare
GEOGRAPHIES	Latin America (Colombia)	Atlanta, Serbia	Boston, Cedar Rapids
TOP CLIENTS INCLUDE	 Kinesso  splunk>	 P&G  sage	 Henry Ford HEALTH SYSTEM  Essentia Health Here with you

Share Repurchase



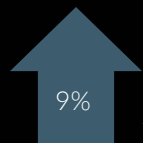
As of September 30, 2020:

\$33.9m remains under \$265m repurchase program.

(Expires 6/30/2021)

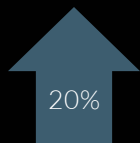
Q4 and Full Year 2020 Outlook

Q4



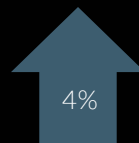
\$156m - \$161m

Q4 Revenue Guidance



\$0.68 - \$0.71

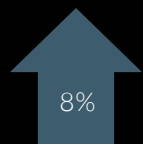
Q4 Adjusted EPS Guidance



\$0.36 - \$0.39

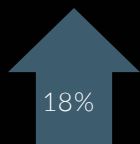
Q4 GAAP EPS Guidance

2020



\$606m - \$611m

2020 Full-Year Revenue Guidance



\$2.42 - \$2.45

2020 Full-Year Adjusted EPS
Guidance



\$1.02 - \$1.05

2020 Full-Year GAAP EPS Guidance

BUILDING A BIGGER BUSINESS AND

A Better World For

Our Colleagues

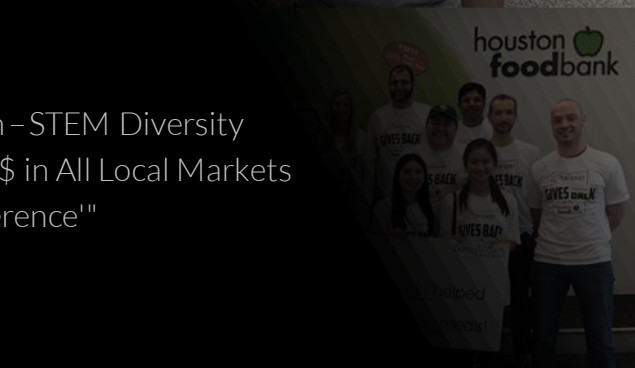
Employee Resource Groups (Women In Technology, etc)
Colleague Giving Matching Programs and Initiatives

Our Customers

Strong emphasis on security and sustainability
Financial support for client philanthropy initiatives

Our Communities

Perficient's 'Bright Paths' Program – STEM Diversity
Investments of Time, Energy and \$\$ in All Local Markets
Perficient's 2020 "December Difference"



Nasdaq: PRFT



Member of Russell
2000 and S&P 600
Small-Cap Indices



Common shares outstanding*:
33.0m



Market capitalization*:
~\$1.6B



Recent price*:
\$48.45



52-week range*:
\$ 18.88 / \$ 53.76



Analyst Consensus:
\$52.40



Top Holders:
DIMENSIONAL FUND,
STATE STREET,
ABERDEEN STANDARD
INVESTMENTS



Average daily volume*:
~203,000
(trailing 3 mo.)

*As of January 6th, 2021





Summary

Growing margins and consistent, dependable, profitable growth over time

Tenured management team; proven track record of success in all market environments

Mission to be one of the world's leading consulting firms

Goals of 40% net services GM (excluding stock comp) and 20% Adjusted EBITDA

Strong cash flow, balance sheet and access to capital

Thank You!