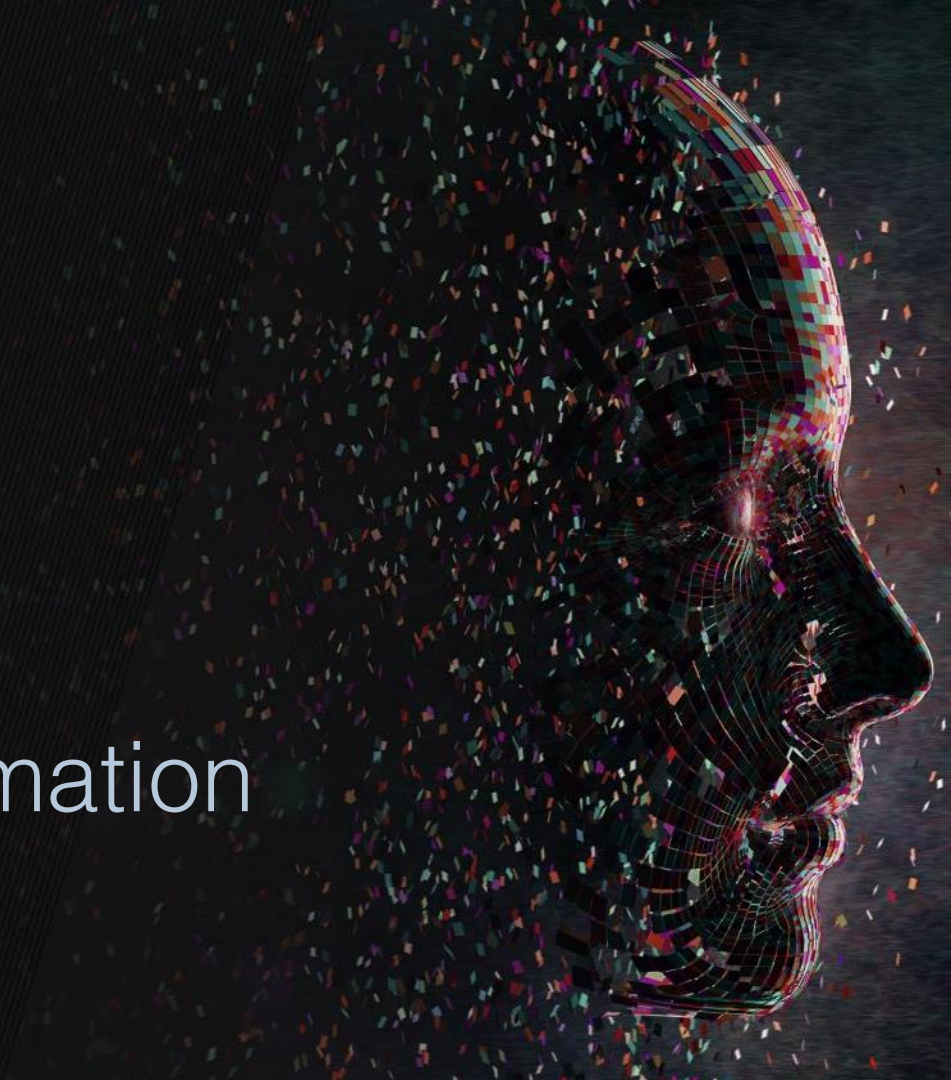




Leading Digital Transformation

August 2019





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 2019. 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, 2018. 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.



Global Presence

NORTH AMERICA

CANADA

Toronto, ON

U.S.

Allentown, PA	Fargo, ND
Ann Arbor, MI	Houston, TX
Atlanta, GA	Irvine, CA
Boston, MA	Phoenix, AZ
Bozeman, MT	Lafayette, LA
Charlotte, NC	Milwaukee, WI
Chicago, IL	Minneapolis, MN
Cincinnati, OH	New York, NY
Columbus, OH	San Francisco, CA
Dallas, TX	Seattle, WA
Denver, CO	St. Louis, MO
Detroit, MI	Washington D.C.

MEXICO

Mexico City



EUROPE

UNITED KINGDOM

Oxford

ASIA

INDIA

Chennai, India
Bangalore, India
Nagpur, MS, India

CHINA

Hangzhou, China

3500+ Employees

Enterprise Partners

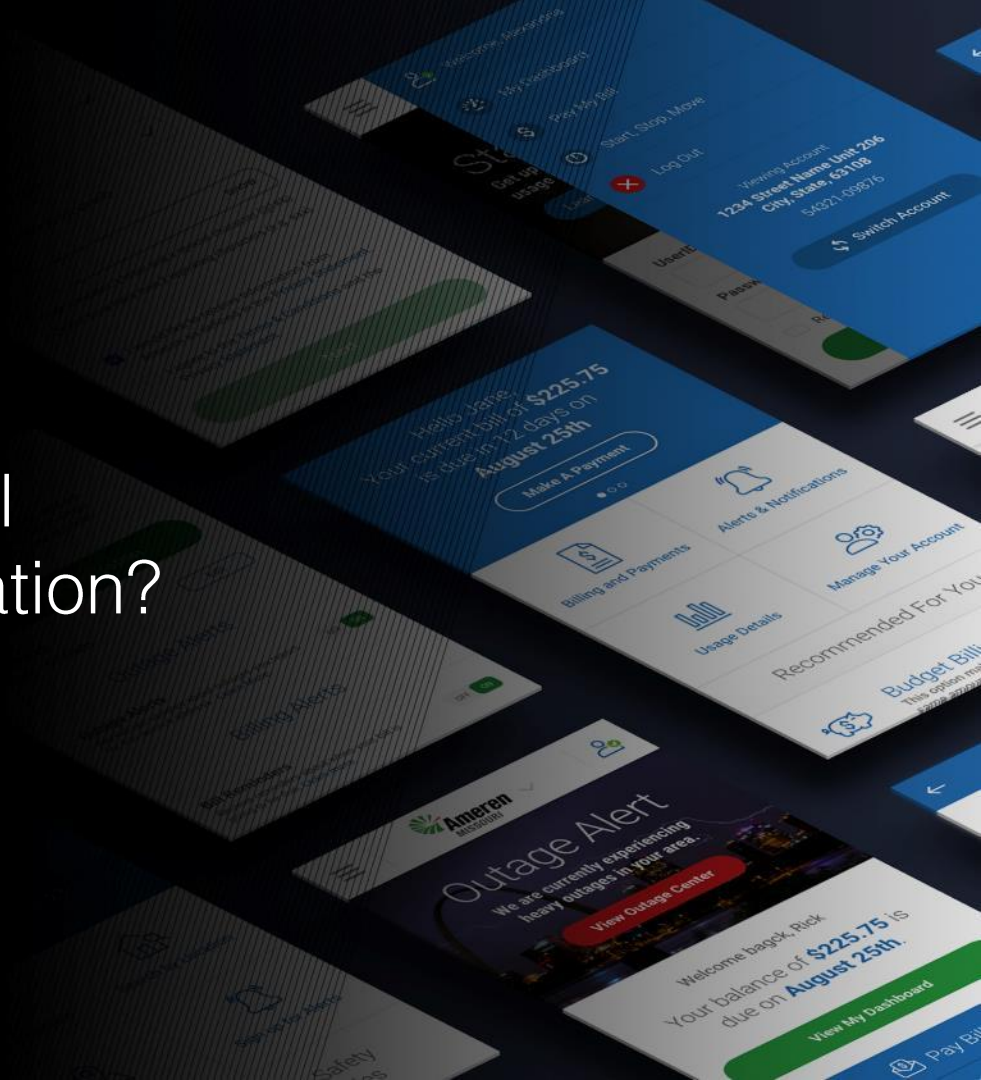


Strategic Partners



Our
Partners

Why Digital Transformation?



The 'Digital' Opportunity is Huge

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

\$1.25T In 2019

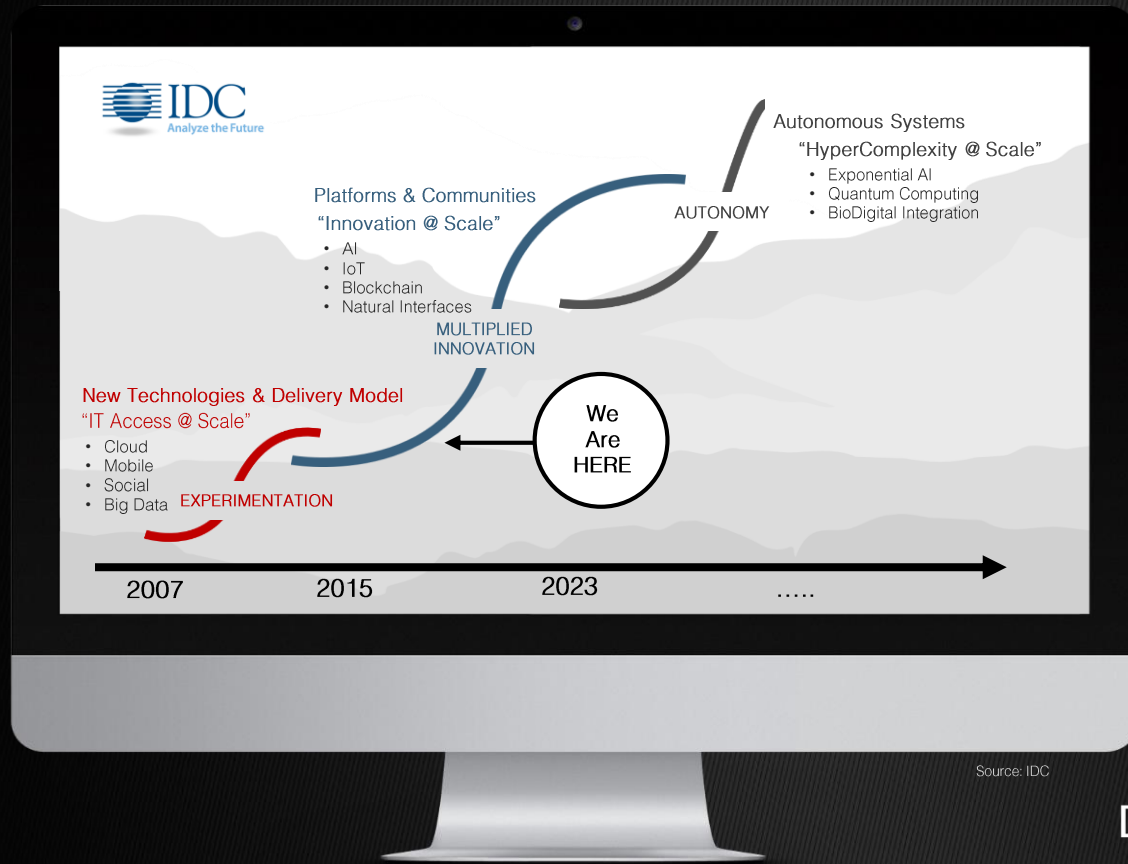
GROWING TO NEARLY

\$2T In 2022

CAGR - **16.6%**

Source: IDC

The 'Digital Disruption' will only accelerate



Digital Disruption in 2019

EXPERIENCE



Frictionless
Service



Smart
Personalization



Consumerism



Unique and
Ownable



Digital
Responsibility

EXECUTION



Organizational
Alignment



Brand-Owned
Data Loop



Emerging
Business Models



Grounded in
the Mission



Lean
Transformation

TECHNOLOGY



Mobile
Evolution



Product-as-
Channel



Artificial
Intelligence

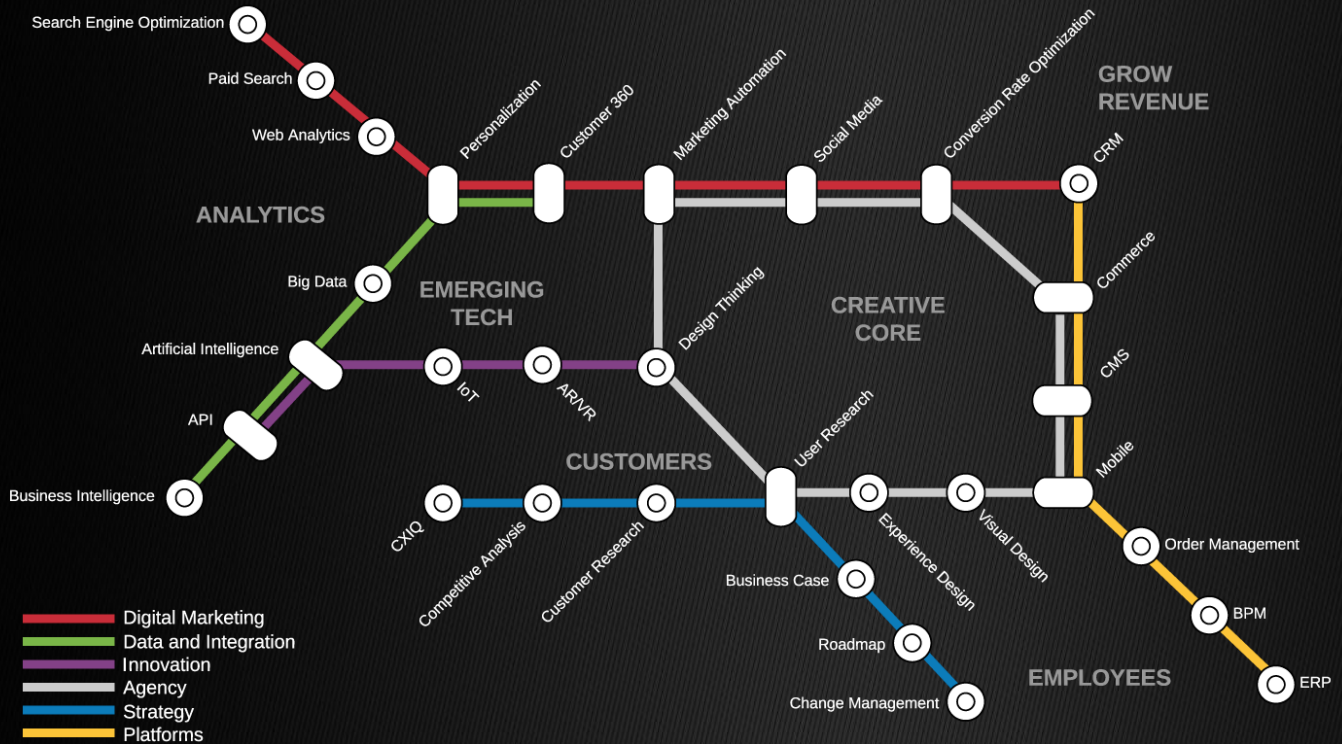


Cloud
Computing

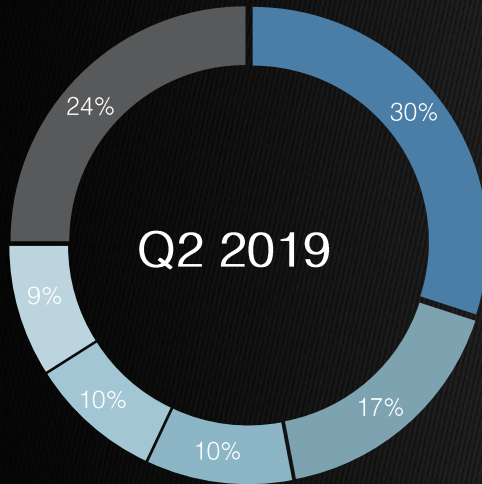


Zero UI

THE 'End-to-End' Digital Provider



Meaningful Vertical Expertise



% Significant Industry Revenue

- 30% Healthcare / Pharma / Life Sciences
- 17% Financial Services / Banking / Insurance
- 10% Automotive and Transport Products
- 10% Manufacturing
- 9% Retail and Consumer Goods
- 24% Other

Health Sciences

WHO WE WORK WITH



6 of the Top U.S.
Health Systems (Providers)



14 of the 40 BCBS
(and their affiliates)



EXPERTISE INCLUDES

DIGITAL HEALTH

PATIENT JOURNEY

TELEMEDICINE

Financial Services

WHO WE WORK WITH



13 of the world's largest
public banks



50 of the world's largest
public financial services
companies

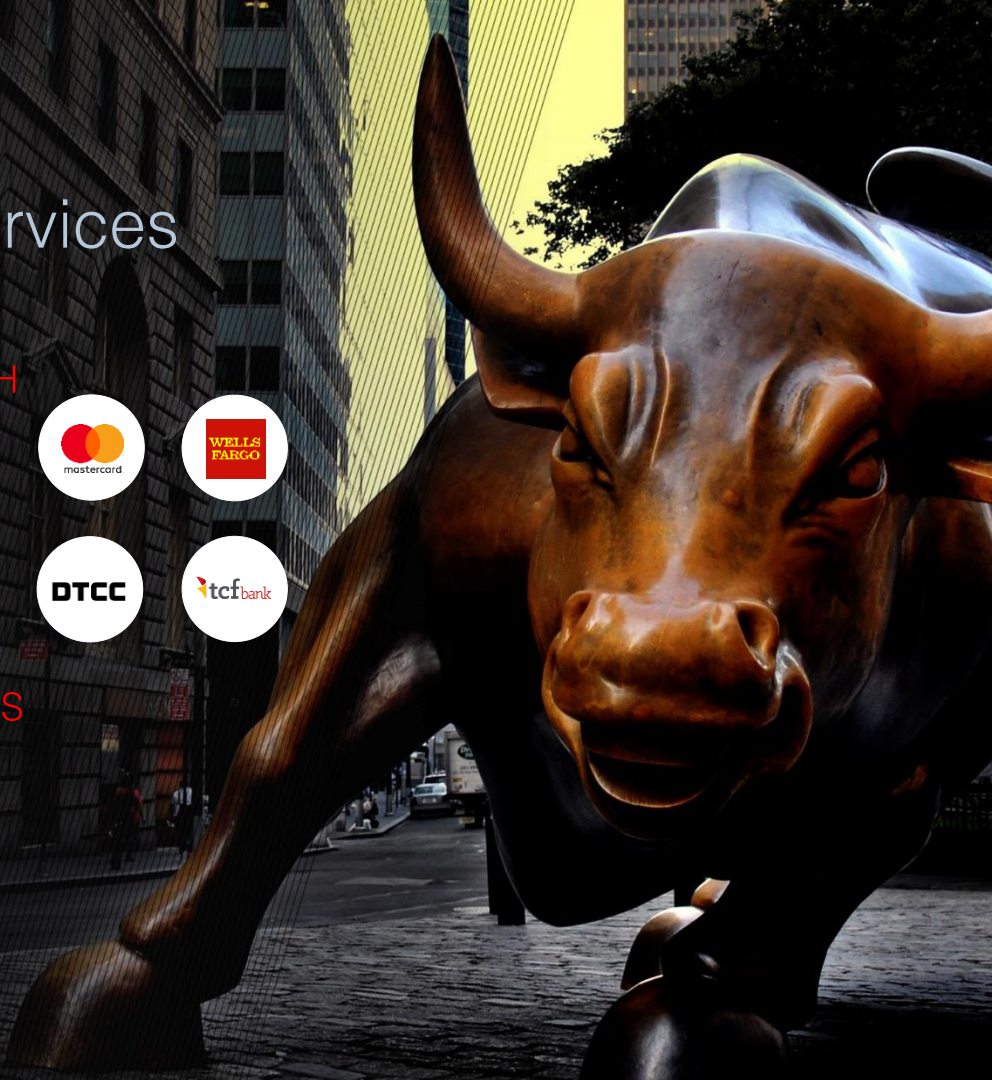


EXPERTISE INCLUDES

MOBILE BANKING

DATA & ANALYTICS

CUSTOMER STRATEGY



Automotive

WHO WE WORK WITH



16 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



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



12 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



71 of the world's largest
manufacturing
companies



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



EXPERTISE INCLUDES

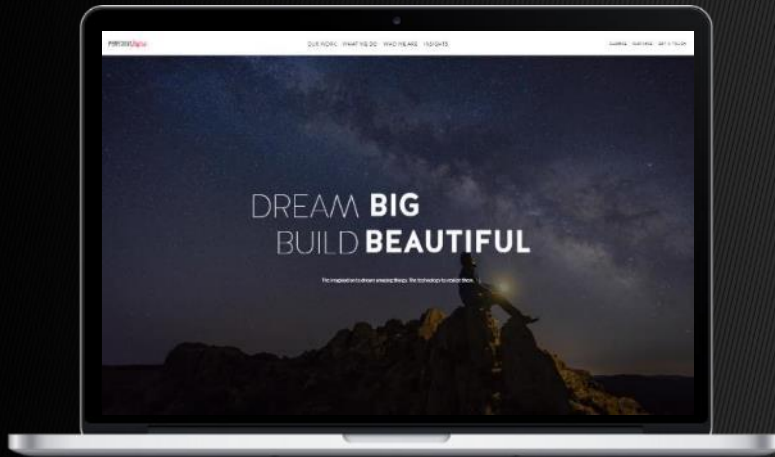
END-TO-END CUSTOMER EXPERIENCE

BIG DATA & ANALYTICS

MOBILE & CLOUD BASED SYSTEMS



Our Digital Agency



PERFICIENT/digital

End-to-end is just the beginning

STRATEGY + PLANNING

DIGITAL MARKETING / AUTOMATION + ANALYTICS

EXPERIENCE DESIGN

MOBILE + EMERGING TECH (IoT, AR)

CONTENT STUDIO

DIGITAL EXPERIENCE PLATFORMS

COMMERCE

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 10 - 100



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"

Industry Data

Revenue by Industry (Top 10)	Q2 2019	Q1 2019	Q2 2018
Healthcare/Pharma/Life Sciences	30%	30%	27%
Financial Services/Banking/Insurance	17%	17%	14%
Automotive and Transport Products	10%	10%	9%
Manufacturing	10%	9%	10%
Retail and Consumer Goods	9%	9%	11%
Telecommunications	5%	6%	6%
Electronics and Computer Hardware	5%	5%	8%
Business Services	5%	5%	5%
Energy and Utilities	3%	3%	4%
Leisure, Media and Entertainment	3%	3%	3%

Solution Data

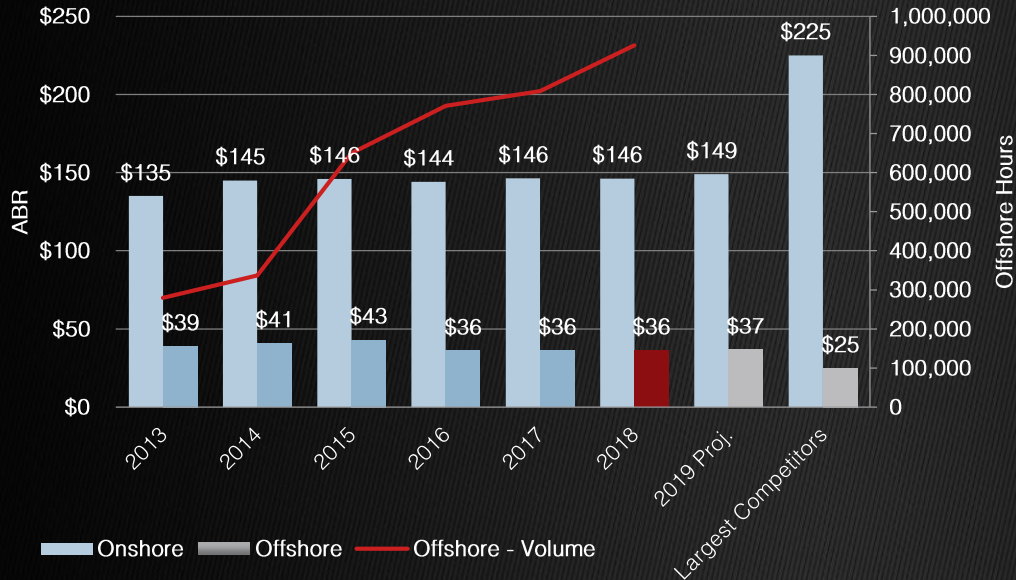
Revenue by Solution (Top 10)	Q2 2019	Q1 2019	Q2 2018
Analytics	17%	16%	12%
Custom Applications	14%	15%	15%
Management Consulting	14%	14%	16%
Commerce	8%	9%	10%
Business Integration	8%	7%	8%
Portals/Collaboration	8%	8%	6%
Content Management	7%	8%	8%
Customer Relationship Management	4%	3%	5%
Business Process Management	3%	3%	3%
Platform	2%	2%	3%

Platform Data

Revenue by Platform	Q2 2019	Q1 2019	Q2 2018
IBM/Redhat	22%	21%	25%
Microsoft	15%	16%	15%
Adobe/Magento/Marketo	14%	15%	10%
Oracle	7%	6%	8%
Sitecore	4%	4%	4%
Pivotal	4%	4%	3%
Salesforce	3%	3%	2%
Other Technologies	26%	26%	28%
Management Consulting*	5%	5%	5%

*Platform independent

ABR – Progress & Potential



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

Client Relationships Growing

CLIENT TENURE

\$1M+
CLIENTS

88
MONTHS

Top 50
CLIENTS

77
MONTHS

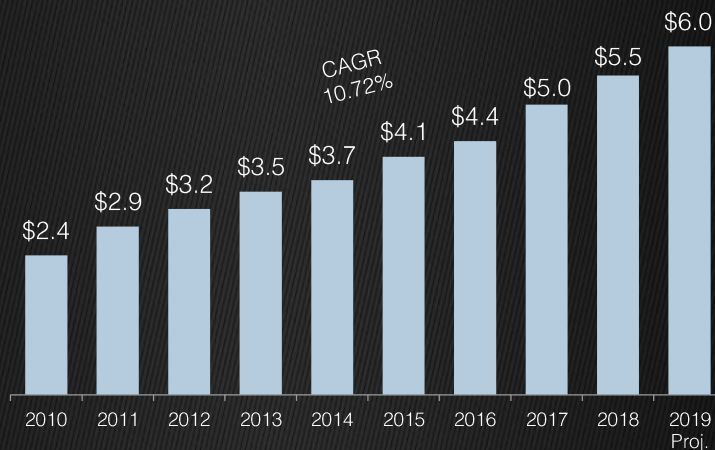
> 90%
Customer
Satisfaction

>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 2018 were generated from accounts that were clients in either of the previous two years²

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



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

(2) Represents repeat business in 2018 from clients having revenue in 2016 and/or 2017

Who we work with





Top 50 Clients

Lids®

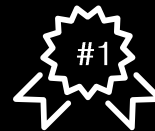
Equipping millions of sports fans to cheer with the right gear



We created a game plan to upgrade every way they connect with the customer.



Just in time for the holiday rush, the solution helped Lids achieve **record revenue** for the period.



Lids has been named **Total Retail's #1 omnichannel retailer** among publicly traded companies for two years running.



Revolutionizing bank lending with artificial intelligence



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

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.



GEICO handles **millions** of claims and other documents every year, and processing them rapidly is critical to ensuring customer satisfaction.

We updated the insurer's document management systems migrating more than **450 million documents** to the new system at a rate of more than **29 million documents per day**.

AVERAGE CLAIM TIME IMPROVED FROM

3
WEEKS
Before

→

1
WEEK
After

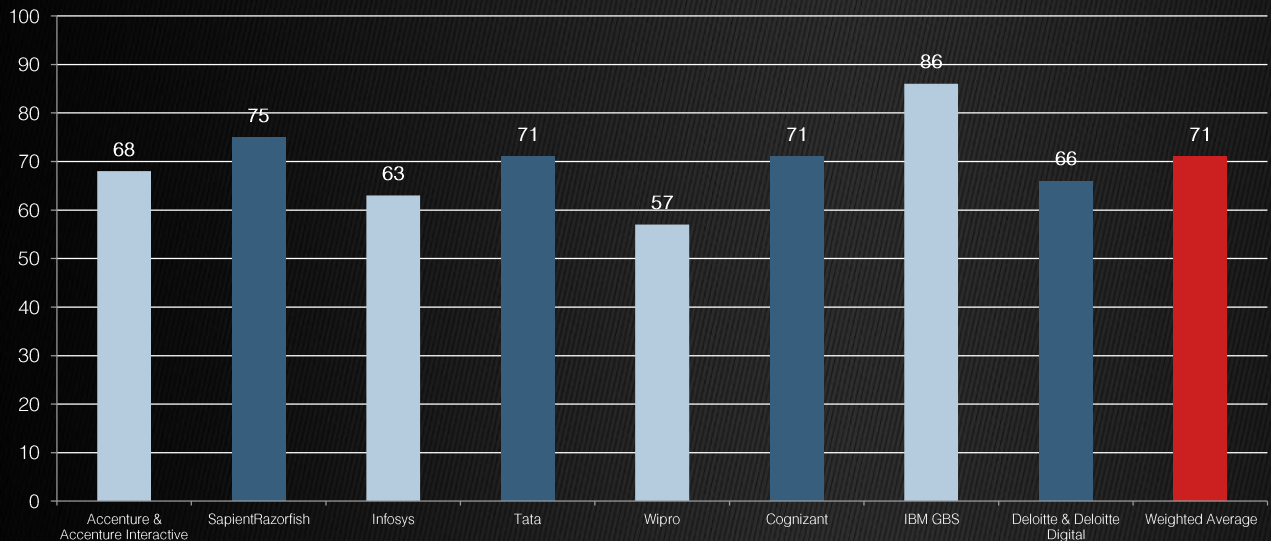
With the new system moving like a well-oiled machine, **GEICO** now can pay its customers even **faster than they expected**, no matter how busy it gets.



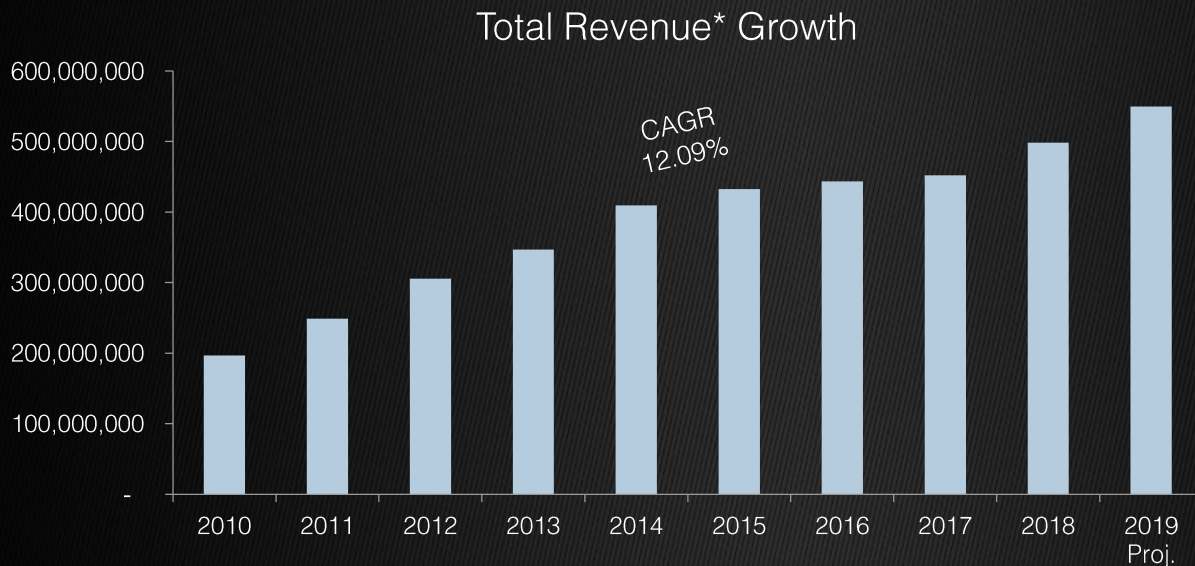
Improved response times mean **more efficient claims processing and happier customers.**

Our Competitive Success

BEAT THE BOUTIQUES EASILY AND WE CONTINUE TO ROUTINELY BEAT THE BIG FIRMS



Revenue



*Pro-forma revenue based on recent accounting changes governing HW/SW revenue recognition

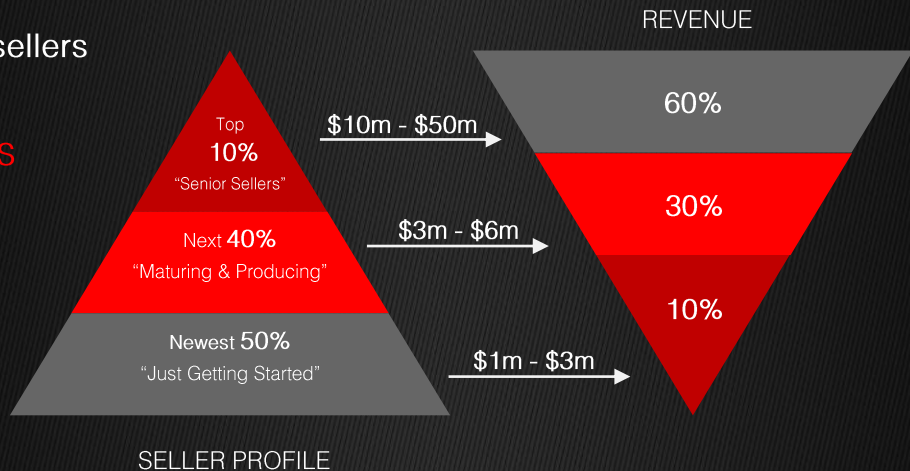
Sustainable Sales Performance

SALES ORGANIZATION EXPANSION

2012 → 2019
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'

High-Leverage Model

2019 Projections

12% Topline (Growth):

25% AEPS

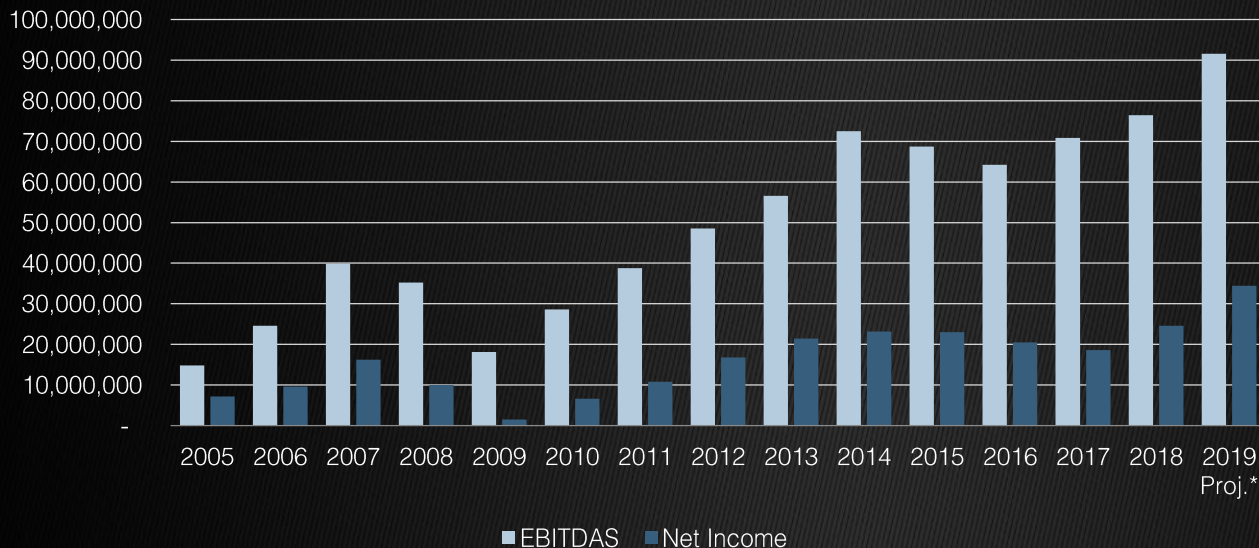
22% EBITDA

40% Net Income

	2018	2019	GROWTH
Topline (Revenue)	498,375	560,500	12%
AEPS	1.59	1.99	25%
EBITDA	60,060	73,467	22%
Net Income	24,559	34,446	40%

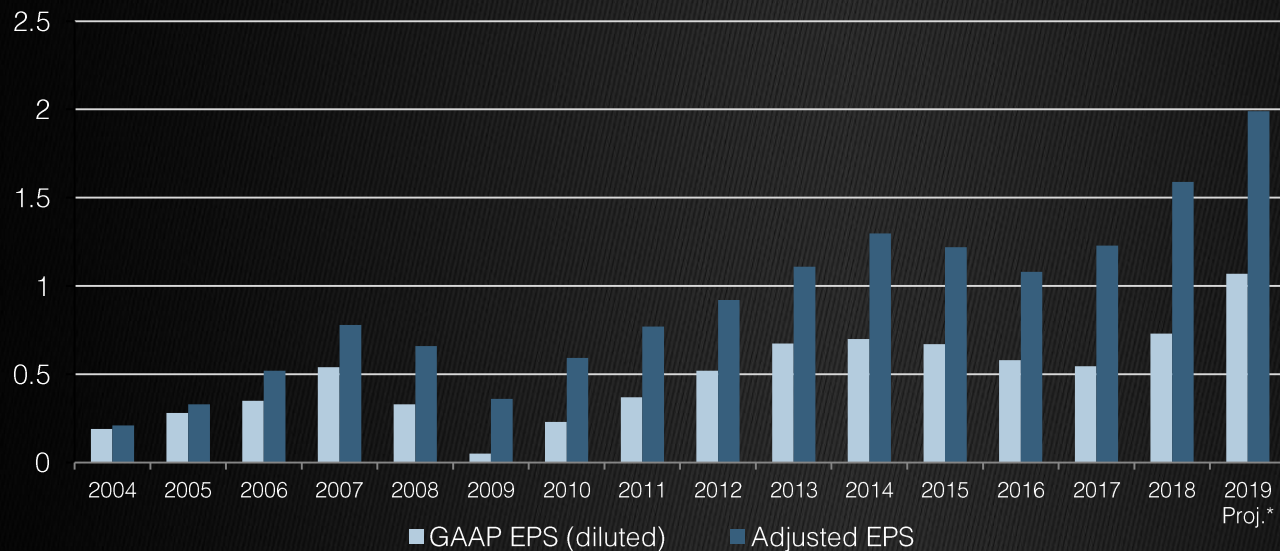
Profitability

Profitability Growth



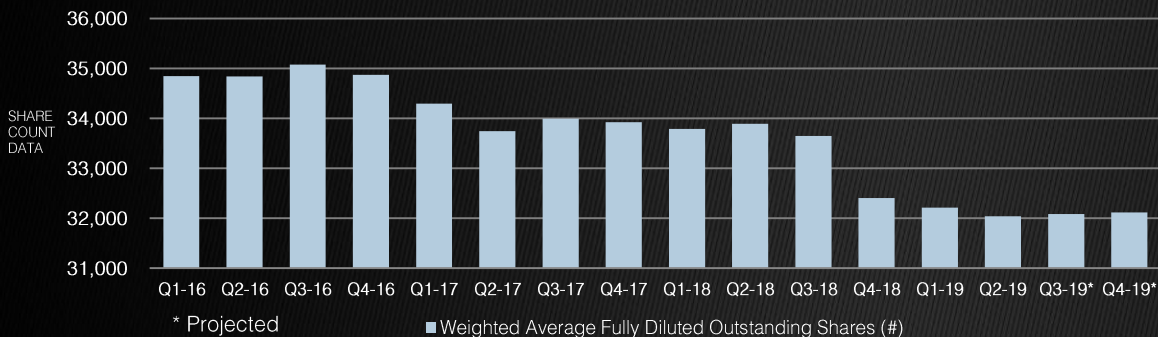
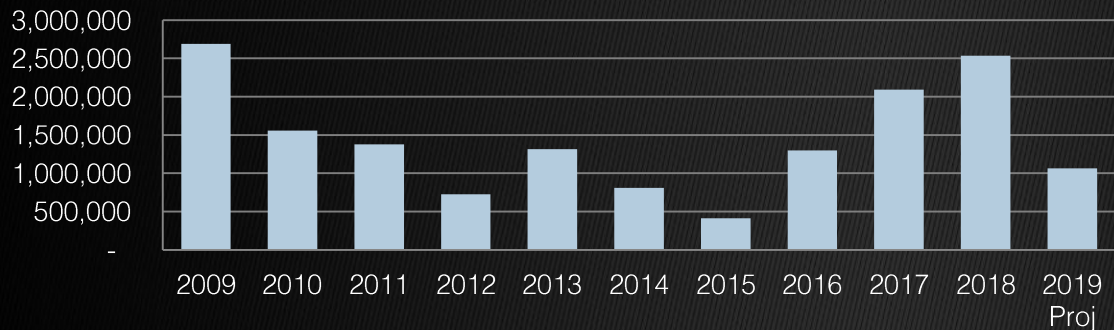
* 2019 projections represent the midpoint of guidance

GAAP and AEPS Performance



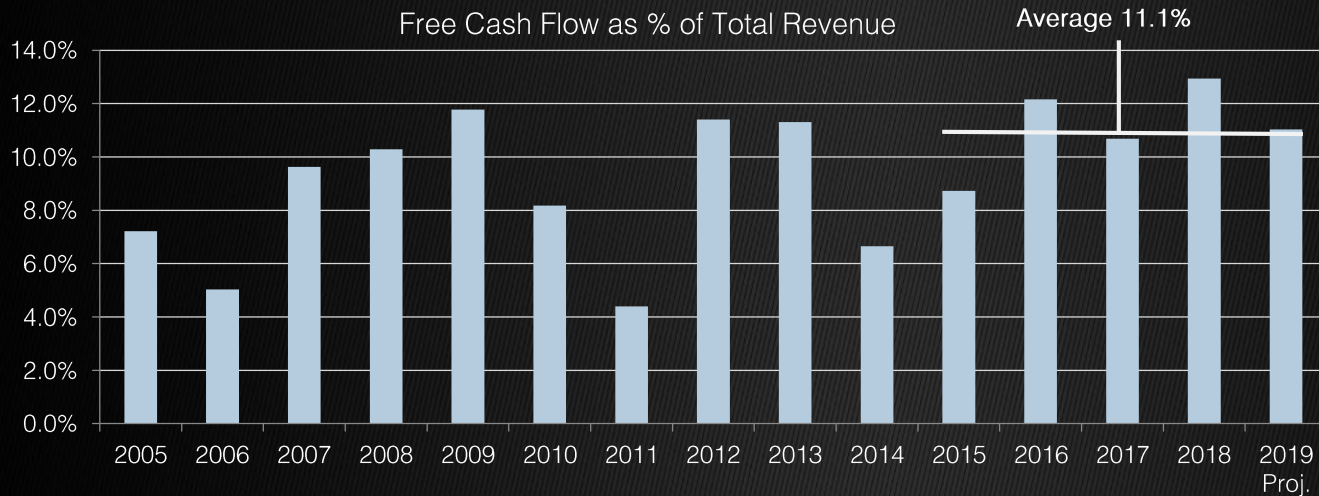
* 2019 projections represent the midpoint of guidance

Share Repurchase












As of June 30, 2019:
\$19.3m remains
under \$235m
repurchase
program.
(Expires 12/31/2019)

Free Cash Flow Schedule



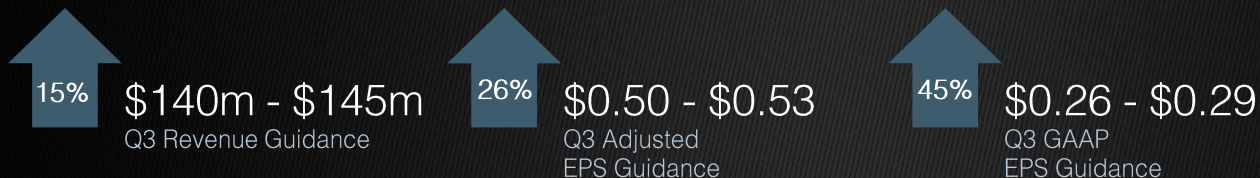
Free cash flow is equal to net cash provided by operating activities less purchases of property and equipment

Recent Acquisitions

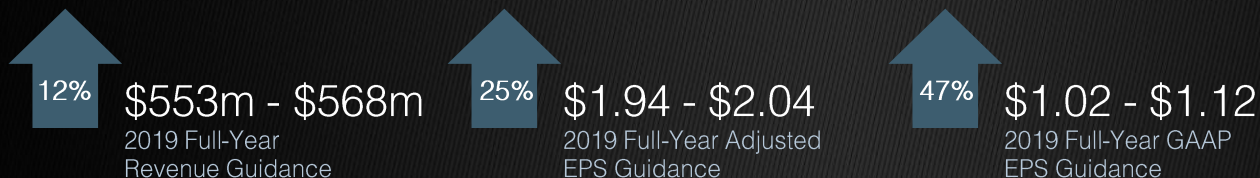
	 SUNDOG	 elixiter	 STONE TEMPLE
DATE	May 2019	October 2018	July 2018
REVENUE	\$14 Million	\$6 Million	\$9 Million
PRIMARY PARTNER	Salesforce	Marketo	Perficient Digital
FOCUS	Marketing Automation	Marketing Automation	Digital Marketing / SEO
GEOGRAPHIES	Fargo, Minneapolis	Pacific Northwest	Boston
TOP CLIENTS INCLUDE	 Bobcat 	 	 COMCAST 

Q3 and Full Year 2019 Outlook

Q3



2019



Nasdaq: PRFT



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



Common shares outstanding*:
32.8m



Market capitalization*:
~\$1.18B



Recent price*:
\$35.99
Analyst Consensus:
\$43.50



52-week range*:
\$ 38.80 / \$ 20.92



Average daily volume*:
~343,000
(trailing 3mo.)



Top Holders:
DIMENSIONAL FUND,
STATE STREET,
INVESTMENT COUNSELERS
OF MARYLAND



Institutional
Ownership:
93%

*As of August 8th, 2019



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 17+% EBITDAS margin

Strong cash flow, balance sheet and access to capital

Thank You!

