INVESTOR RELATIONS

Leading Digital Change
Driving Real Results

August 2023
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 2023. 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, 2022. 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 in Our Delivery

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

North America

- Allentown, PA
- Atlanta, GA
- Boston, MA
- Chicago, IL
- Columbia, MD
- Columbus, OH
- Dallas, TX
- Denver, CO
- Detroit, MI
- Fairfax, VA
- Fargo, ND
- Houston, TX
- Irvine, CA
- Lafayette, LA
- Minneapolis, MN
- Monterrey, Mexico
- New York, NY
- Oakland, CA
- San Juan, PR
- St. Louis, MO
- Toronto, ON

South America

- Bogotá, Colombia
- Buenos Aires, Argentina
- Cali, Colombia
- Córdoba, Argentina

Europe

- London, UK
- Novi Sad, Serbia
- Oxford, UK

India

- Bangalore, India
- Chennai, India
- Hyderabad, India
- Nagpur, India
- Pune, India

China

- Hangzhou, China

~7,500 Colleagues
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 long term to drive continuous top and bottom-line growth

Offices
- 24 Onshore
- 14 Offshore
- 11 Countries

Offshore Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$12.7M</td>
<td></td>
</tr>
<tr>
<td>2022</td>
<td>$214.4M</td>
<td>36.9%</td>
</tr>
</tbody>
</table>

CAGR = 36.9%
STRENGTHENED BY

Our Partnerships

Enterprise Partners

- IBM
- Microsoft
- Oracle
- Adobe
- Sitecore
- AWS

Strategic Partners

- OneStream
- Google
- Appian
- Pega
- Twilio
- VMware
- Optimizely
- Informatica
- SAP
- HCL
WHY Digital Transformation?
The ‘Digital’ Opportunity is Huge

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

$6.3T Spend
Between 2022 & 2024
CAGR – 16.5%

Source: IDC
WE BRING

An End-to-End Approach to Digital Transformation

- Strategy + Transformation
- Customer Experience + Digital Marketing
- Innovation + Product Development
- Platforms + Technology
- Data + Intelligence
- Optimized Global Delivery
An End-to-End Approach to Digital Transformation

- Digital Business Transformation
- Organizational Change Management
- Technology Transformation
- Business Velocity and Growth
- Journey Science
- Human-Centered Design
- Intelligent Marketing
- Integrated Customer Care
- Product Strategy
- Product Design
- Product Engineering
- Product Launch
- Product Evolution
- Technology Foundations
- Platform Solutions
- Data Platforms
- Omnichannel Solutions
- Application Development
- Strategy and Enablement
- Platform Modernization
- Data Fabric
- Intelligent Insights
- Artificial Intelligence
- Offshore Delivery
- Nearshore Delivery
- Domestic Delivery
- Custom Software Development
- Quality Assurance and Test Automation
- Managed Service Support
Our AI practice specializes in delivering innovative end-to-end AI solutions. Our team of experts assists our customers through the entire journey from the strategic vision to development and support.
Generative AI

Generative AI is a rapidly evolving area of artificial intelligence that's driving a new wave of digital transformation. From image and video synthesis to natural language processing and beyond, Generative AI solutions are becoming an essential part of business.
Strong Vertical Expertise

% Significant Industry Revenue

- 23% Financial Services/Banking/Insurance
- 21% Healthcare/Pharma/Life Sciences
- 10% Manufacturing
- 8% Leisure/Media/Entertainment
- 8% Automotive/Transportation
- 30% Other
Expertise Includes

Digital Health
Patient Journey
Telemedicine

Who We Work With

9 of the 10 largest health systems in America
14 of the 40 BCBS (and their affiliates)
Financial Services/ Banking/Insurance

Who We Work With

1. 16 of the world’s largest public major and regional banks
2. 56 of the world’s largest public financial services companies

Expertise Includes

Customer Strategy
Data & Analytics
Mobile Banking
Automotive/Transportation

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

- Commerce
- Commercial
- Dealer
- Owner
- Sales and Marketing
Retail/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

- Analytics
- Commerce
- Customer Experience
- Digital Marketing
- Digital Strategy
- Personalization
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

- Commerce
- Connected Data
- Sales and Marketing
- Supply Chain
Consulting Services Universe

The Majors
- Large Project Teams of 100s – 1000s
- Multi - Year / Decade+
- Initiatives
- Full Function
- Outsourcing
- $$$$$$$$$$ $$$$$$$$
- Departmental / Process
  “Replace And Run”

Boutique
- Individuals Or Small teams <10
- Days / Weeks / Months
- Point Solutions & Isolated Installs
- $$$
- “Fix It or Try It”

Project Teams Of 25 - 500
- Multi - Month / Multi - Year
- Strategic, Mission – Critical, Integrated, High ROI, Digital Transformation Initiatives
- $$$$$$$$
- Compete and Thrive
Growing and Sustained Client Relationships

### Client Tenure

<table>
<thead>
<tr>
<th>$1M+ Clients</th>
<th>Top 50 Clients</th>
</tr>
</thead>
<tbody>
<tr>
<td>82 Months</td>
<td>110 Months</td>
</tr>
</tbody>
</table>

### Customer Satisfaction

~95% of more than 500 respondents expressed satisfaction with Perficient delivery performance.

### Repeat Business

~95% of revenues in 2022 were generated from accounts that were clients in either of the previous two years.

Source: Company data.

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

- **2012**: $3.2
- **2013**: $3.5
- **2014**: $3.7
- **2015**: $4.1
- **2016**: $4.4
- **2017**: $5.0
- **2018**: $5.5
- **2019**: $6.5
- **2020**: $6.9
- **2021**: $8.6
- **2022**: $10.3

CAGR 12.4%

(1) 2022 results from Perficient’s ‘Instant Insights’ Customer Experience Feedback program

(2) Represents repeat business in 2022 from clients having revenue in 2021 and/or 2020
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 2022 revenue
Hyundai wanted to enhance their digital customer experience with an AI-powered virtual agent.

We developed a cognitive virtual agent solution that leverages thousands of data points to help customers find the right vehicle based on their specific needs.

The virtual agent drove results:

- **5,000+ Conversations Per Day**
- **76% More Time Spent on the Site**
- **28% Increase in Site Engagement**
Cooking Up Better Marketing Campaigns

Panera needed a modern marketing solution to efficiently roll out new campaigns, increase customer activity, and actively measure results.

We integrated Salesforce and Customer Hub into the legacy platform and added Marketo using MuleSoft APIs to streamline campaigns and improve analytics.
THR struggled to measure marketing campaign effectiveness, which led to wasted spend and investing in tactics with no ROI.

We outlined best practices and process improvements to Datorama and developed ROI dashboards that enabled marketers to make more-informed decisions.
Polaris Australia and New Zealand needed a new dealer portal to act as a single source of truth to align its commerce and ERP integrations.

Our Optimizely B2B Commerce headless solution streamlined the purchasing journey, provided new features and functionality, and modernized accessibility.
Customizing Credit Card Offers

The bank wanted to integrate its plug-and-play services into partner environments to expand the ways its partners offer credit cards.

We designed, developed, and tested a cloud-native API platform focused on offer management, account origination, and account servicing.

The bank now offers automated, customized embedded finance functions to its partners, increasing loyalty and improving ROI.
The cruise line wanted to decommission on-premises servers to enable mobile content access, foster collaboration, and reduce costs.

We migrated files and SharePoint sites to Microsoft 365 to give employees access to content anywhere, at any time.
Charging-up the Support Experience

Customers faced long call center wait times and agents lacked a historical customer database, which made for a poor all-around experience.

We built a solution strategy utilizing AI, NLP, and automation to improve digital and in-person support channels.

Duke's roadmap to streamlined and automated service will improve both customer and agent satisfaction.

We applied Kyriba’s GL Reconciliation engine and Cash Accounting module to align data fields and streamline reconciliation efforts.
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

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
Sustainable Sales Performance

Sales Organization Expansion

2012 → 2023
50 sellers → 185 sellers

Other Key Improvements
Sales Management Infrastructure Introduced
Compensation Plan Revisions
Marketing Investment Expansion

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

Source: Company data.
# Large Deal Wins

<table>
<thead>
<tr>
<th>DEAL SIZE</th>
<th>Q2 2023</th>
<th>Q1 2023</th>
<th>Q4 2022</th>
<th>Q3 2022</th>
<th>Q2 2022</th>
<th>Q1 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>$500K – $1M</td>
<td>48</td>
<td>78</td>
<td>54</td>
<td>48</td>
<td>62</td>
<td>71</td>
</tr>
<tr>
<td>&gt; $1M</td>
<td>38</td>
<td>63</td>
<td>56</td>
<td>37</td>
<td>45</td>
<td>53</td>
</tr>
</tbody>
</table>
Consistent and Robust Revenue Growth Over Time

($ Millions)

2019: $566  
2020: $612  
2021: $761  
2022: $905  
2023 Proj.: $908

CAGR 12.6%

Source: Company data. 2023 projections represent the midpoint of guidance.
Profitability

($ Millions)

250M
200M
150M
100M
50M
0M

---|---|---|---|---
Adjusted EBITDA | $95 | $116 | $163 | $206 | $193
Adjusted Net Income | $67 | $81 | $116 | $147 | $137

(1) Adjusted EBITDA and Adjusted Net Income are non-GAAP financial metrics. For a reconciliation of Adjusted EBITDA and Adjusted Net Income to GAAP Net Income, see press releases.

Source: Company data. 2023 projections represent the midpoint of guidance.
Adjusted EPS is a non-GAAP financial metric. For a reconciliation of Adjusted EPS to GAAP EPS, see press releases.

Source: Company data. 2023 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.
# Recent Acquisitions

<table>
<thead>
<tr>
<th></th>
<th>Ameex</th>
<th>Inflection Point</th>
<th>Overactive</th>
</tr>
</thead>
<tbody>
<tr>
<td>DATE</td>
<td>October 2022</td>
<td>September 2022</td>
<td>October 2021</td>
</tr>
<tr>
<td>REVENUE</td>
<td>$19 Million</td>
<td>$15 Million</td>
<td>$40 Million</td>
</tr>
<tr>
<td>FOCUS</td>
<td>Offshore Delivery</td>
<td>Nearshore Delivery</td>
<td>Nearshore Delivery</td>
</tr>
<tr>
<td>GEOGRAPHIES</td>
<td>Chennai, India</td>
<td>Monterrey, Mexico</td>
<td>Latin America (Uruguay, Argentina, Colombia and Chile)</td>
</tr>
<tr>
<td>TOP CLIENTS</td>
<td><img src="image" alt="Reckitt Benckiser" /></td>
<td><img src="image" alt="Kering" /></td>
<td><img src="image" alt="Kinesso" /> <img src="image" alt="Splunk" /></td>
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<tr>
<td>INCLUDE</td>
<td><img src="image" alt="XPO Logistics" /> <img src="image" alt="evertec" /></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
As of June 30, 2023:

$90.2M remains under $375M repurchase program.

(Expires 12/31/2024)
Q2 2023 Performance Metrics

**Revenue**
- $231.1 Million
- 4% YoY

**Services Gross Margin**
- 38.1% vs. 40.0% in Q2 '22
- 190 BPS

**Adjusted Earnings per Share**
- $1.00
- 6% YoY

**Average Bill Rate**
- $99 vs. $94 in Q2 '22
- 5% YoY

**Offshore/ Nearshore Revenue**
- Total 20% YoY
- Organic 6% YoY

**Large Deal Wins**
- ($1M or Greater)
- 38 vs. 45 in Q2 '22
Q3 and Full Year 2023 Outlook

Q3

- (2\%) Revenue Guidance: $220M - $226M
- (18\%) Adjusted EPS Guidance: $0.89 - $0.94

2023

- 0.3\% Revenue Guidance: $900M - $916M
- (7\%) Full-Year Adjusted EPS Guidance: $3.93 - $4.05
BUILDING A BIGGER BUSINESS AND

A Better World For

Our Colleagues

Employee Resource Groups
(Women In Technology, Giving, Cultural Connections)
‘PRFT Gives’ Charity Donation Matching Program

Our Customers

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

Our Communities

Perficient's 'Bright Paths' Program – STEM Diversity
Mark Cuban Foundation AI Bootcamps Partner
Investments of Time, Energy and $$ in All Local Markets
Nasdaq: PRFT

- Member of Russell 2000 and S&P 600 Small-Cap Indices
- Market capitalization*: ~$2.2B
- 52-week range*: $59.79/ $110.28
- Top Holders**: WELLINGTON, STATE STREET, VICTORY CAPITAL
- Common shares outstanding*: 34.8m
- Recent price*: $63.79
- Analyst Consensus: $76.43
- Average daily volume*: ~294,000 (trailing 3 mo.)

*As of July 31, 2023

**Excludes ETF Holdings