



INVESTOR PRESENTATION

Leading **Digital Change** Driving **Real Results**

March 2024

PRFT
NASDAQ
GLOBAL SELECT

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 2024. 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, 2023. 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 Depth

Perficient is the **ONLY** digital consultancy that can provide **GREAT** teams and talent sourced globally, providing our clients a seamless business partner.

“ I just want the best resources and talent. I don't care where they are in the world. ”

- Fortune 1000 CIO

Our Talent

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

**~7,000
Colleagues**

North America

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

South America

Bogotá, Colombia	Medellín, Colombia
Buenos Aires, Argentina	Montevideo, Uruguay
Cali, Colombia	Santiago, Chile
Córdoba, Argentina	

Europe

London, UK
Novi Sad, Serbia
Cluj-Napoca, Romania

India

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

China

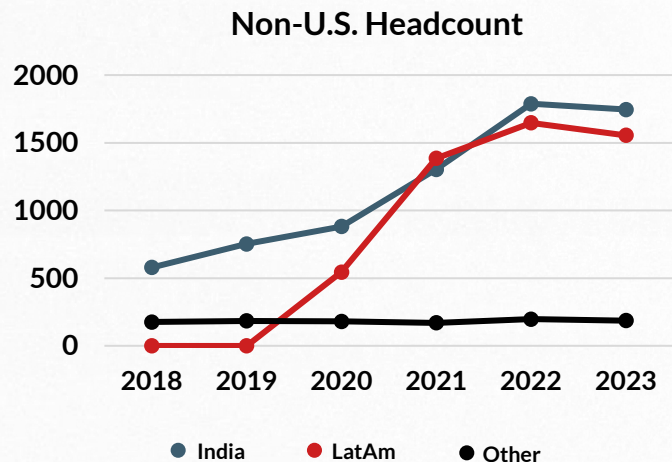
Hangzhou, China



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 long term to drive continuous top and bottom-line growth



Non U.S. Revenue

2013

\$12.7M

2023

\$249.0M

CAGR

34.7%

The Digital Opportunity is Huge

(All data - IDC)



Spending on digital technology by organizations will grow at

7x

the economy in 2024

Worldwide artificial intelligence (AI) services spending will increase to **\$75.6 billion** in 2027



By 2025, Global 2000 (G2000) organizations will allocate over

40% of their core IT spend to AI

related activities, leading to a double-digit increase in the rate of product and process innovations.









Worldwide spending on public cloud services is forecast to reach **\$1.35 trillion** in 2027



Worldwide digital transformation spending is forecast to reach nearly **\$3.9 trillion** in 2027

WE BRING

End-to-End Results to Digital Transformation

	 Strategy + Transformation	 Customer Experience + Digital Marketing	 Innovation + Product Development	 Platforms + Technology	 Data + Intelligence	
	STRATEGY FOR THE REAL WORLD	BE CUSTOMER OBSESSED	BUILD YOUR FUTURE	FUTURE-PROOF YOUR INVESTMENT	MAKE BETTER DECISIONS	
SERVICE AREAS	<ul style="list-style-type: none">• Digital Business Transformation• Technology Transformation• Organizational Change• Business Velocity and Growth	<ul style="list-style-type: none">• Journey Science• Human-centered Design• Intelligent Marketing• Integrated Customer Care	<ul style="list-style-type: none">• Product Strategy• Product Design• Product Engineering• Product Launch• Product Evolution	<ul style="list-style-type: none">• Technology Foundations• Platform Solutions• Application Development• Channel Solutions• Data Platforms	<ul style="list-style-type: none">• Strategy and Enablement• Platform Modernization• Data Fabric• Intelligent Insights• Artificial Intelligence	
OUTCOMES	<ul style="list-style-type: none">• Customer Engagement• Operational Improvement• Organizational Alignment• Technical Agility	<ul style="list-style-type: none">• Know Your Customers• Drive Engagement• Foster Loyalty & Growth• Activate Your Brand	<ul style="list-style-type: none">• Consumer Products• B2B Products• B2E Products• Product Enablement	<ul style="list-style-type: none">• IT Modernization• Scalability and Reliability• Dev and App Velocity• Operational Productivity	<ul style="list-style-type: none">• Discoverable Data• Available Data• Trustable Data• Valuable Data	
DIFFERENTIATORS	<ul style="list-style-type: none">• Pragmatic and informed by execution• Lean approach powered by strategy IP• Industry focused	<ul style="list-style-type: none">• Action-oriented insights• Focus on measurable ROI• Specialized domain expertise	<ul style="list-style-type: none">• Outcome-oriented development• Vendor knowledge and partnerships• Right-sized	<ul style="list-style-type: none">• Any platform, stack, or cloud• Depth of partner experience• Maximize ROI on tech spend	<ul style="list-style-type: none">• Enterprise transformation experience• Platform range and depth• Outcomes-focused capabilities	
	 Optimized Global Delivery	Offshore, Nearshore and U.S. Delivery Centers	Managed Services	Low attrition; leadership and colleagues with long tenure	Agile-based processes for higher quality, trusted results	End-to-end solution skillsets

STRENGTHENED BY

Our Partnerships

Acquia

Adobe

appian

aws

boomi
A Dell Technologies Business

coveo™

databricks

Google

HCL

IBM
Platinum Partner

Red Hat

Informatica

Microsoft

OneStream™

Optimizely

ORACLE®

PEGA

salesforce
PARTNER

SAP
Partner

servicenow

SITECORE®

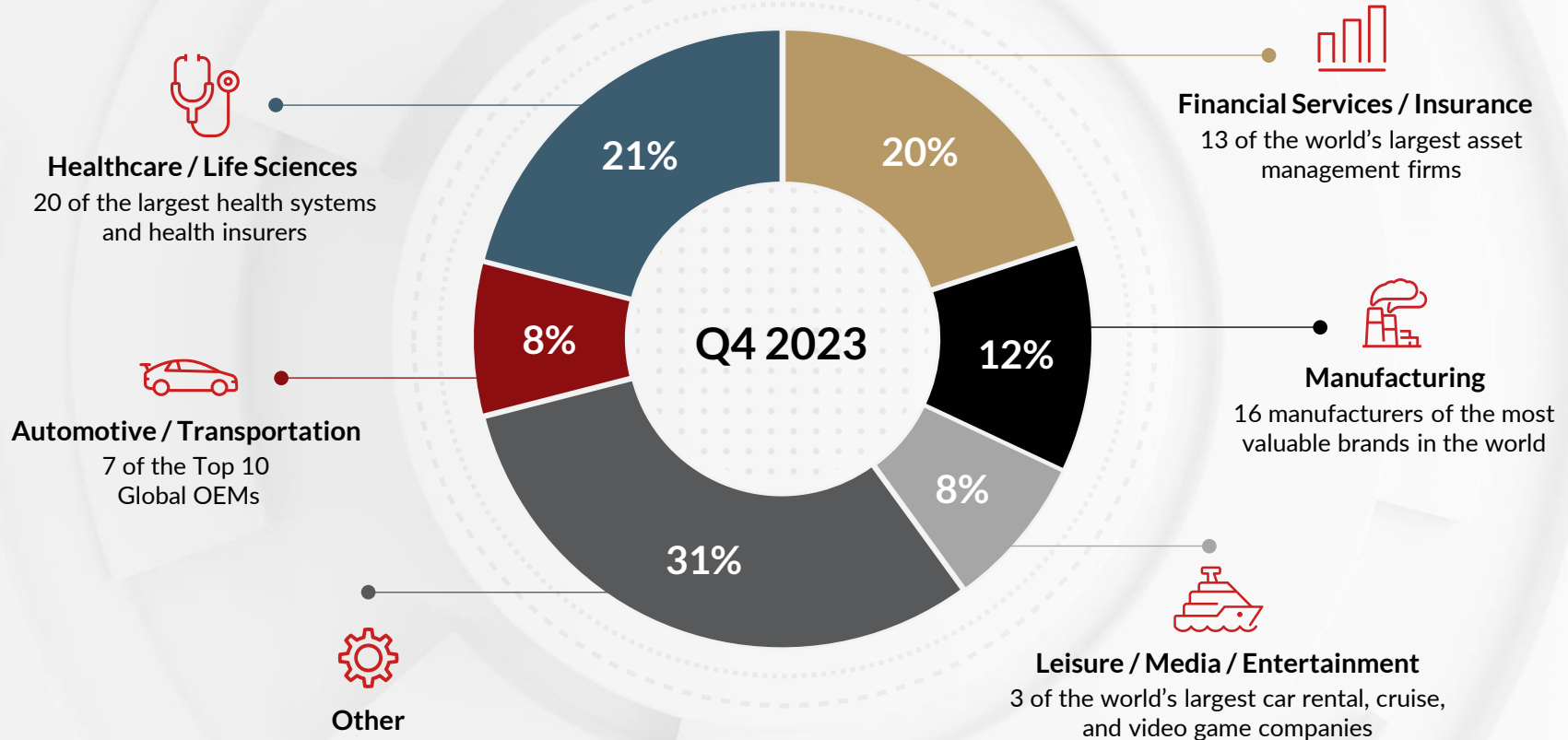
snowflake

twilio

vmware®

STRONG

Vertical Expertise



THE Alternative to the Majors

PERFICIENT™



Project Teams of 25 - 500



Multi - Month / Multi - Year



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



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Compete and Thrive

The Majors



Large Project Teams
of 100s – 1000s



Multi-Year / Decade+
Initiatives



Full Function Outsourcing



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



Departmental / Process
“Replace And Run”

Top 50 Clients

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



Our Clients Include



REVAMPING DIGITAL TRANSFORMATION

Throughout our partnership spanning over 15 years, we have evolved into a leading global supplier of innovative solutions. Our solutions extend across digital showrooms, dealer platforms, subscription services, and product development, underscoring our commitment to advancing the industry.

CATERPILLAR®

25-year partnership focused on expanding its global footprint and enhancing digital commerce capabilities, resulting in an enriched experience for customers and distributors.



Johnson & Johnson

Launched scalable clinical data solutions that provide global teams with real-time visibility and valuable insights, significantly accelerating the speed and precision of clinical trials.



HYUNDAI

Enhanced the customer experience with Generative AI-powered virtual agent.



Our management consulting and solutions in supply chain, cloud, and application development helped it improve its operating model and become the 4th nationwide U.S. wireless carrier.

dish



MASSACHUSETTS

Developed and modernized technology products, enhancing scalability, streamlining operations, and elevating the experience for over 2.9 million members.



BUILDING A BIGGER BUSINESS AND

A Better World For

Our Colleagues

Employee Resource Groups
(Women In Technology, Giving, Cultural
Connections, Live Well, '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

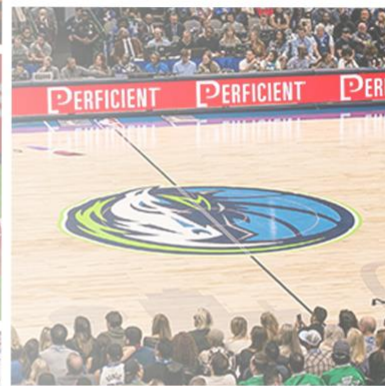


Building a BIG Brand

Creative and experiential brand ambassador partnerships help us entertain prospects and clients and grow awareness as we compete and win against much larger competitors.



**FORMULA
SAE®**



Growing and Sustained Client Relationships

CLIENT TENURE

\$1M+ Clients → **7.5 Years**

Top 50 Clients → **9.4 Years**

~95%
Customer
Satisfaction

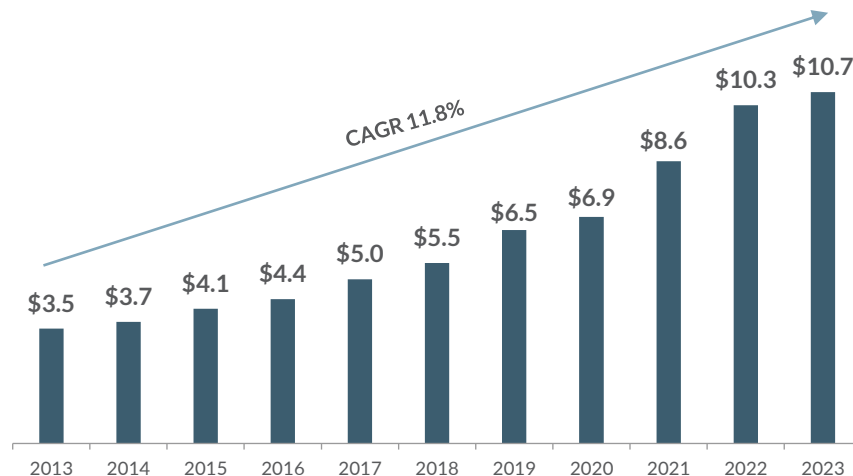
Nearly 95% of more than 500 respondents¹ expressed satisfaction with Perficient delivery performance

~93%
Repeat
Business

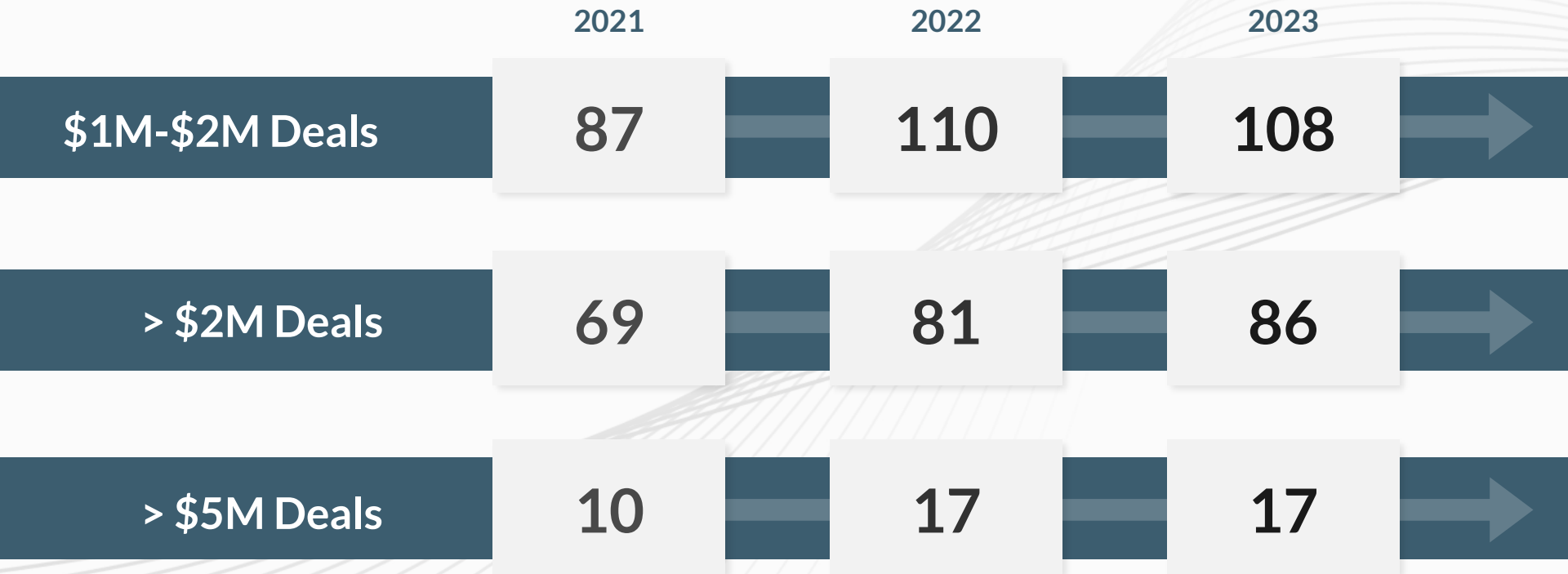
~93% of revenues in 2023 were generated from accounts that were clients in either of the previous two years²

(1) 2022 results from Perficient's 'Instant Insights' Customer Experience Feedback program
(2) Represents repeat business in 2023 from clients having revenue in 2022 and/or 2021

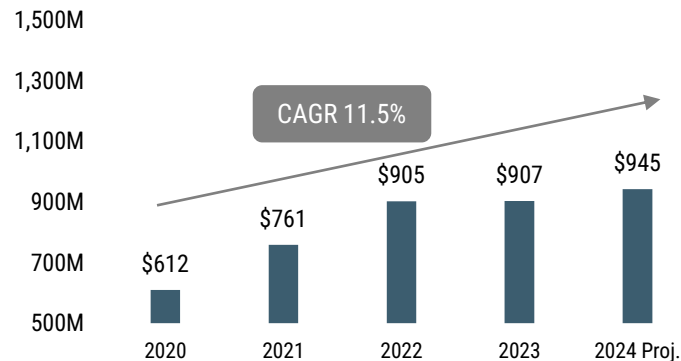
Top 50 Accounts – Revenue Average (\$ in M)



Large Deal Wins

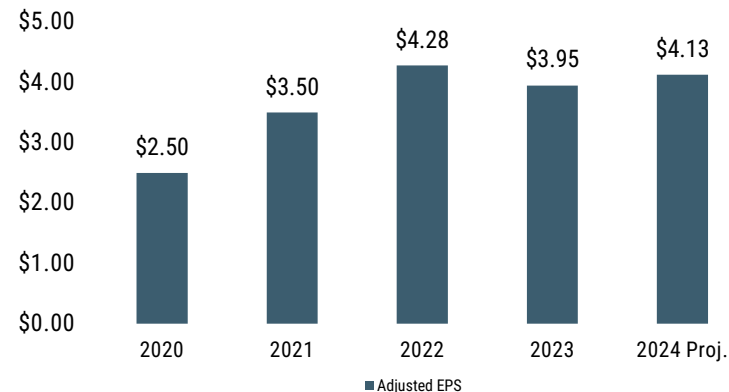


Total Revenue Growth

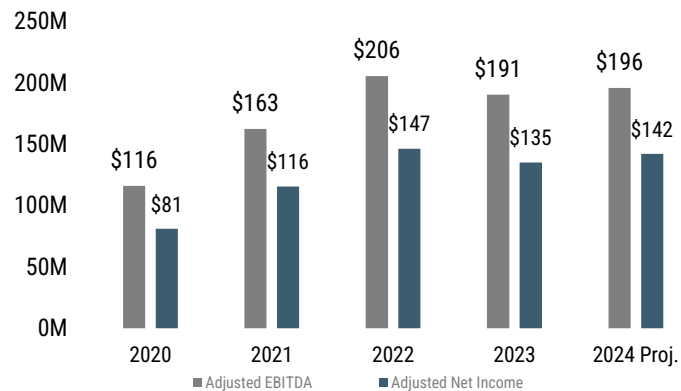


Source: Company data. 2024 projections represent the midpoint of guidance.

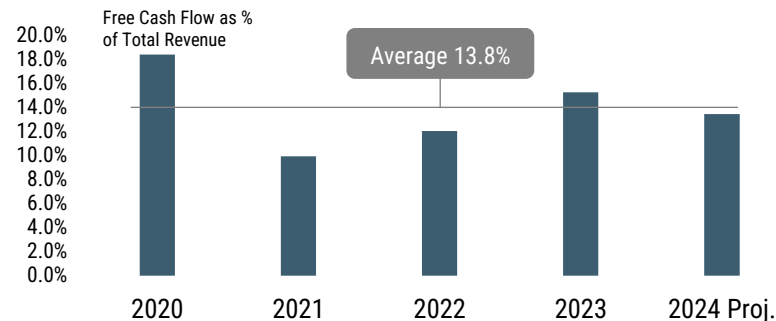
AEPS Performance



Profitability












Strong Free Cash Flow



An Industry Leading M&A Program

~\$50m per year, focused on depth, breadth and geographic expansion

			
DATE	October 2023	October 2022	September 2022
REVENUE	\$12 Million	\$19 Million	\$15 Million
GEOGRAPHIES	California and Romania	Chennai, India	Monterrey, Mexico
TOP CLIENTS	 	 	 

Q1 and Full Year 2024 Outlook

Q1

Q1 Revenue Guidance

\$212M - \$218M

▼ 7% YoY

Q1 Adjusted EPS Guidance

\$0.74 - \$0.79

▼ 26% YoY

2024

2024 Full-Year Revenue Guidance

\$925M - \$965M

▲ 4% YoY

2024 Full-Year Adjusted EPS Guidance

\$4.05 - \$4.20

▲ 4% YoY

Nasdaq: **PRFT**



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



Common shares outstanding*:
35.0m



Market capitalization*:
~\$2.27B



Recent price*:
\$64.87



52-week range*:
\$51.23/ \$96.93



Analyst Consensus:
\$72.86



Top Holders**:
WELLINGTON,
CONGRESS ASSET,
STATE STREET



Average daily volume*:
~171,000
(trailing 3 mo.)

*As of February 29, 2024

**Excludes ETF Holdings

