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.
WE ARE

Global in Our Delivery

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

<table>
<thead>
<tr>
<th>North America</th>
<th>South America</th>
<th>Europe</th>
<th>China</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allentown, PA</td>
<td>Houston, TX</td>
<td>London, UK</td>
<td>Hangzhou, China</td>
</tr>
<tr>
<td>Atlanta, GA</td>
<td>Irvine, CA</td>
<td>Novi Sad, Serbia</td>
<td></td>
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<tr>
<td>Boston, MA</td>
<td>Lafayette, LA</td>
<td>Oxford, UK</td>
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<tr>
<td>Chicago, IL</td>
<td>Minneapolis, MN</td>
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<tr>
<td>Columbia, MD</td>
<td>Monterey, Mexico</td>
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<tr>
<td>Columbus, OH</td>
<td>New York, NY</td>
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<tr>
<td>Dallas, TX</td>
<td>Oakland, CA</td>
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<tr>
<td>Denver, CO</td>
<td>San Juan, PR</td>
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<tr>
<td>Detroit, MI</td>
<td>St. Louis, MO</td>
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<tr>
<td>Fairfax, VA</td>
<td>Toronto, ON</td>
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<tr>
<td>Fargo, ND</td>
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</tbody>
</table>

~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

<table>
<thead>
<tr>
<th>Onshore</th>
<th>Offshore</th>
<th>Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>24</td>
<td>14</td>
<td>11</td>
</tr>
</tbody>
</table>

Offshore Revenue

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

CAGR: 36.9%
Our Partnerships

Enterprise Partners

Strategic Partners

STRENGTHENED BY
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
An End-to-End Approach to Digital Transformation
An End-to-End Approach to Digital Transformation
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.

**Industries We Serve**
- Healthcare
- Financial Services
- Automotive
- Retail & Consumer Markets
- Energy / Oil & Gas
- Pharmaceutical

**Solution Expertise**
- Machine Learning
- Natural Language
- Conversational AI
- Signal Services
- Generative AI
- Strategy & Roadmaps

2019 Gold DotCOMM Award

30+ Consultants

50+ Implementations

Microsoft Azure

Google Cloud

OpenAI

Databricks

AWS
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
Healthcare/Pharma/Life 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
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

- Customer Strategy
- Data & Analytics
- Mobile Banking
Expertise Includes
Commerce
Commercial
Dealer
Owner
Sales and Marketing

Who We Work With
18 of the world's largest public automotive companies
7 of the world's largest public auto & truck manufacturers
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  Digital Marketing
Commerce   Digital Strategy
Customer Experience  Personalization
Expertise Includes
Commerce
Connected Data
Sales and Marketing
Supply Chain

Who We Work With
97 of the world’s largest manufacturing companies
6 of the world’s largest aerospace and defense manufacturing companies

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

#### ~95% Customer Satisfaction

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

#### ~95% 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
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 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
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.

- **3.8M** FILES MIGRATED
- **450+** SHAREPOINT SITES MIGRATED
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.
Manual, error-prone bank reconciliation processes negatively impacted monthly financial close processes. We applied Kyriba's GL Reconciliation engine and Cash Accounting module to align data fields and streamline reconciliation efforts.
Continued Competitive Success

<table>
<thead>
<tr>
<th>Large Healthcare Payor</th>
<th>Leading Fashion Designer Brand</th>
<th>Global Equipment Manufacturer</th>
<th>Leading Financial Services Company</th>
</tr>
</thead>
<tbody>
<tr>
<td>HC insurance portal</td>
<td>Commerce, Data and Analytics w/ MSO coming</td>
<td>Smart CRS Blueprint/POC for Manufacturer Rental</td>
<td>System of record for licensing and registration</td>
</tr>
<tr>
<td>new platform</td>
<td>Competitors we beat</td>
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<td>Competitors we beat</td>
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<tr>
<td></td>
<td></td>
<td>Competitors we beat</td>
<td></td>
</tr>
</tbody>
</table>

*Infosys*
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)

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

(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.
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. 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>DATE</th>
<th>REVENUE</th>
<th>FOCUS</th>
<th>GEOGRAPHIES</th>
<th>TOP CLIENTS INCLUDE</th>
</tr>
</thead>
<tbody>
<tr>
<td>October 2022</td>
<td>$19 Million</td>
<td>Offshore Delivery</td>
<td>Chennai, India</td>
<td>Reckitt Benckiser, Kering, XPO Logistics, evertec</td>
</tr>
<tr>
<td>September 2022</td>
<td>$15 Million</td>
<td>Nearshore Delivery</td>
<td>Monterrey, Mexico</td>
<td>XPO Logistics, evertec</td>
</tr>
<tr>
<td>October 2021</td>
<td>$40 Million</td>
<td>Nearshore Delivery</td>
<td>Latin America (Uruguay, Argentina, Colombia and Chile)</td>
<td>Knesso, Splunk</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
- Revenue: $231.1 Million
- YoY Growth: 4%

Services Gross Margin
- (Excludes reimbursed expenses and stock comp)
- Gross Margin: 38.1%
- YoY Growth: 6% vs. 40.0% in Q2 '22
- BPS: 190

Adjusted Earnings per Share
- FYE: $1.00
- YoY Growth: 6%

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

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

Large Deal Wins
- ($1M or Greater)
- Wins: 38
- YoY Growth: 20% vs. 45 in Q2 '22
Q3 and Full Year 2023 Outlook

**Q3**
- **Q3 Adjusted EPS Guidance**: $0.89 - $0.94
- **Q3 Revenue Guidance**: $220M - $226M (18%)

**2023**
- **2023 Full-Year Adjusted EPS Guidance**: $3.93 - $4.05 (7%)
- **2023 Full-Year Revenue Guidance**: $900M - $916M (0.3%)
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

Common shares outstanding*: 34.8m

Market capitalization*: ~$2.2B

Recent price*: $63.79

52-week range*: $59.79/ $110.28

Analyst Consensus: $76.43

Top Holders**: WELLINGTON, STATE STREET, VICTORY CAPITAL

Average daily volume*: ~294,000 (trailing 3 mo.)

*As of July 31, 2023

**Excludes ETF Holdings