INVESTOR PRESENTATION

Leading Digital Change
Driving Real Results

March 2024
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.

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

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

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

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

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**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$12.7M</td>
</tr>
<tr>
<td>2023</td>
<td>$249.0M</td>
</tr>
</tbody>
</table>

**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
**End-to-End Results to Digital Transformation**

### We Bring

#### Strategy + Transformation

<table>
<thead>
<tr>
<th>STRATEGY FOR THE REAL WORLD</th>
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<tbody>
<tr>
<td>• Digital Business Transformation</td>
</tr>
<tr>
<td>• Technology Transformation</td>
</tr>
<tr>
<td>• Organizational Change</td>
</tr>
<tr>
<td>• Business Velocity and Growth</td>
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</table>

#### Customer Experience + Digital Marketing

<table>
<thead>
<tr>
<th>BE CUSTOMER OBSESSED</th>
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<tbody>
<tr>
<td>• Journey Science</td>
</tr>
<tr>
<td>• Human-centered Design</td>
</tr>
<tr>
<td>• Intelligent Marketing</td>
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<tr>
<td>• Integrated Customer Care</td>
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#### Innovation + Product Development

<table>
<thead>
<tr>
<th>BUILD YOUR FUTURE</th>
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<tbody>
<tr>
<td>• Product Strategy</td>
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<tr>
<td>• Product Design</td>
</tr>
<tr>
<td>• Product Engineering</td>
</tr>
<tr>
<td>• Product Launch</td>
</tr>
<tr>
<td>• Product Evolution</td>
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</table>

#### Platforms + Technology

<table>
<thead>
<tr>
<th>FUTURE-PROOF YOUR INVESTMENT</th>
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<tbody>
<tr>
<td>• Technology Foundations</td>
</tr>
<tr>
<td>• Platform Solutions</td>
</tr>
<tr>
<td>• Application Development</td>
</tr>
<tr>
<td>• Channel Solutions</td>
</tr>
<tr>
<td>• Data Platforms</td>
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</table>

#### Data + Intelligence

<table>
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<tr>
<th>MAKE BETTER DECISIONS</th>
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<tbody>
<tr>
<td>• Strategy and Enablement</td>
</tr>
<tr>
<td>• Platform Modernization</td>
</tr>
<tr>
<td>• Data Fabric</td>
</tr>
<tr>
<td>• Intelligent Insights</td>
</tr>
<tr>
<td>• Artificial Intelligence</td>
</tr>
</tbody>
</table>

### Service Areas

- **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**

### Outcomes

- **Differentiators**
  - Pragmatic and informed by execution
  - Lean approach powered by strategy IP
  - Industry focused

- **Outcomes**
  - Action-oriented insights
  - Focus on measurable ROI
  - Specialized domain expertise
  - Outcome-oriented development
  - Vendor knowledge and partnerships
  - Right-sized
  - Any platform, stack, or cloud
  - Depth of partner experience
  - Maximize ROI on tech spend
  - Enterprise transformation experience
  - Platform range and depth
  - Outcomes-focused capabilities

### Agile

Agile-based processes for higher quality, trusted results.
Our Partnerships

Acquia  Adobe  Appian  AWS  boomi

coveo™  databricks  Google  HCL  IBM

Informatica  Microsoft  OneStream™  Optimizely  Oracle

PEGA  Salesforce Partner  SAP Partner  ServiceNow  Sitecore

Snowflake  Twilio  VMware
Vertical Expertise

- **Healthcare / Life Sciences**
  20 of the largest health systems and health insurers

- **Automotive / Transportation**
  7 of the Top 10 Global OEMs

- **Leisure / Media / Entertainment**
  3 of the world’s largest car rental, cruise, and video game companies

- **Manufacturing**
  16 manufacturers of the most valuable brands in the world

- **Financial Services / Insurance**
  13 of the world’s largest asset management firms

- **Other**

Q4 2023
# THE Alternative to the Majors

<table>
<thead>
<tr>
<th>Project Teams of 25 - 500</th>
<th>Large Project Teams of 100s – 1000s</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multi-Month / Multi-Year</td>
<td>Multi-Year / Decade+ Initiatives</td>
</tr>
<tr>
<td>Strategic, Mission – Critical, Integrated, High ROI, Digital Transformation Initiatives</td>
<td>Full Function Outsourcing</td>
</tr>
<tr>
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<td>$ $ $ $ $ $ $ $ $ $ $ $ $ $ $ $ $ $</td>
</tr>
<tr>
<td>Compete and Thrive</td>
<td>Departmental / Process “Replace And Run”</td>
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</table>
Top 50 Clients

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

Note: represents top 50 clients by 2023 revenue
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.

- **Our Clients Include**

  - **Ford**
  - **Dish**
  - **Caterpillar**
  - **Johnson & Johnson**
  - **Hyundai**

**Our Clients Include**

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

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

- **Ford**
  - 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.
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.
Growing and Sustained Client Relationships

CLIENT TENURE

|$1M+ Clients $\rightarrow$ 7.5 Years
|Top 50 Clients $\rightarrow$ 9.4 Years

~95% Customer Satisfaction

Nearly 95% of more than 500 respondents\(^1\) 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 years\(^2\)

Top 50 Accounts – Revenue Average ($ in M)

CAGR 11.8%

Source: Company data.

\(^1\) 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
# Large Deal Wins

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1M-$2M Deals</td>
<td>87</td>
<td>110</td>
<td>108</td>
</tr>
<tr>
<td>&gt; $2M Deals</td>
<td>69</td>
<td>81</td>
<td>86</td>
</tr>
<tr>
<td>&gt; $5M Deals</td>
<td>10</td>
<td>17</td>
<td>17</td>
</tr>
</tbody>
</table>
Total Revenue Growth

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

Profitability

Strong Free Cash Flow

AEPS Performance

Adjusted EBITDA
Adjusted Net Income

Free Cash Flow as % of Total Revenue

Average 13.8%

Source: Company data. 2024 projections represent the midpoint of guidance.
An Industry Leading **M&A Program**

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

<table>
<thead>
<tr>
<th>DATE</th>
<th>REVENUE</th>
<th>GEOGRAPHIES</th>
<th>TOP CLIENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>October 2023</td>
<td>$12 Million</td>
<td>California and Romania</td>
<td>Roche, illumina</td>
</tr>
<tr>
<td>October 2022</td>
<td>$19 Million</td>
<td>Chennai, India</td>
<td>Reckitt Benckiser, KERING</td>
</tr>
<tr>
<td>September 2022</td>
<td>$15 Million</td>
<td>Monterey, Mexico</td>
<td>XPO Logistics, evertec</td>
</tr>
</tbody>
</table>
Q1 and Full Year 2024 Outlook

**Q1 Revenue Guidance**
$212M - $218M
\(-7\%\) YoY

**Q1 Adjusted EPS Guidance**
$0.74 - $0.79
\(-26\%\) YoY

**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