INVESTOR RELATIONS

Leading Digital Change
Driving Real Results

Q3 2021
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 2021. 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, 2020. 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
- Ann Arbor, MI
- Atlanta, GA
- Boston, MA
- Bozeman, MT
- Cedar Rapids, IA
- Charlotte, NC
- Chicago, IL
- Columbus, OH
- Dallas, TX
- Denver, CO
- Detroit, MI
- Fairfax, VA
- Fargo, ND
- Houston, TX
- Irvine, CA
- Lafayette, LA
- Milwaukee, WI
- Minneapolis, MN
- New York, NY
- Oakland, CA
- Seattle, WA
- St. Louis, MO
- Toronto, ON
- Washington, D.C.

Latin America
- Medellín, Colombia
- Bogotá, Colombia
- Cali, Colombia

Europe
- Oxford, UK
- Novi Sad, Serbia

India
- Chennai, India
- Nagpur, India
- Bangalore, India

China
- Hangzhou, China

WE ARE
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>25</td>
<td>9</td>
<td>6</td>
</tr>
</tbody>
</table>

Offshore Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>$12.7M</td>
</tr>
<tr>
<td>2020</td>
<td>$63.3M</td>
</tr>
</tbody>
</table>

CAGR: 25.8%
STRENGTHENED BY

Our Partnerships

Enterprise Partners

Strategic Partners
WHY Digital Transformation?
The ‘Digital’ Opportunity is Huge

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

$6.8T Spend
Between 2020 & 2023
CAGR – 15.5%

Source: IDC
Diverse & Specialized in a Range of Capabilities

- Strategy + Consulting
- Customer Experience + Digital Marketing
- Innovation + Product Development
- Platforms + Technology
- Data + Intelligence
- Optimized Global Delivery
Services

Strategy + Consulting
- Digital Strategy
- Technology Strategy
- Management Consulting

Customer Experience + Digital Marketing
- Marketing Automation
- Conversion Rate Optimization
- SEO Services

Innovation + Product Development
- Our IP Portfolio
- Product Development Services
- Digital Labs

Platforms + Technology
- Cloud
- Commerce
- DevOps
- Enterprise Resource Planning
- Integration and APIs

Data + Intelligence
- Analytics
- Artificial Intelligence
- Business Intelligence

Optimized Global Delivery
- Offshore Delivery
- Nearshore Delivery
- Domestic Delivery
- Custom Software Development
- Quality Assurance and Test Automation
Strong Vertical Expertise

% Significant Industry Revenue

- 31% Healthcare / Pharma / Life Sciences
- 18% Financial Services / Banking / Insurance
- 10% Automotive and Transport Goods
- 9% Manufacturing
- 9% Retail and Consumer Goods
- 23% Other
Health 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
Financial Services

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

- Mobile Banking
- Data & Analytics
- Customer Strategy
Automotive

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

- Connected Car
- Customer 360 CRM
- Customer Strategy
Retail and 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

- Digital Marketing
- Customer Experience
- Analytics
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

- End-to-end Customer Experience
- Big Data & Analytics
- Mobile & Cloud Based Systems
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>Tier</th>
<th>Clients</th>
<th>Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1M+</td>
<td>96</td>
<td>112</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$2.4</td>
</tr>
<tr>
<td>2011</td>
<td>$2.9</td>
</tr>
<tr>
<td>2012</td>
<td>$3.2</td>
</tr>
<tr>
<td>2013</td>
<td>$3.5</td>
</tr>
<tr>
<td>2014</td>
<td>$3.7</td>
</tr>
<tr>
<td>2015</td>
<td>$4.1</td>
</tr>
<tr>
<td>2016</td>
<td>$4.4</td>
</tr>
<tr>
<td>2017</td>
<td>$5.0</td>
</tr>
<tr>
<td>2018</td>
<td>$5.5</td>
</tr>
<tr>
<td>2019</td>
<td>$6.5</td>
</tr>
<tr>
<td>2020</td>
<td>$6.9</td>
</tr>
</tbody>
</table>

CAGR 12.5%

### Customer Satisfaction

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

### Repeat Business

~90% of revenues in 2020 were generated from accounts that were clients in either of the previous two years.

1. 2020 results from Perficient’s ‘Instant Insights’ Customer Experience Feedback program
2. Represents repeat business in 2020 from clients having revenue in 2019 and/or 2018

Source: Company data.
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 1H 2021 revenue.
Helping to Bring Back the Bronco

To meet anticipated demand, Ford wanted to enable customers to build, reserve, and purchase its re-booted Bronco online.

We built and launched the customer's journey, starting with the vehicle configurator and ending with the purchase on Ford.com.

Our work has tremendously impacted Ford's revitalization and product positioning in the marketplace.
Overhauling Development to Meet Customer Needs

CAT began developing My Equipment to address customer difficulties with finding parts on its commerce site.

When development stalled, we took over and successfully brought it to production in six months.

One week post-launch:

- 10% INCREASED USE OF MY EQUIPMENT
- 6.5% SEARCHES BY SERIAL NUMBER
- 2.8% SEARCHES BY MODEL
Charging Up a Stable DevOps Environment

Developers chose CloudBees Jenkins as a continuous improvement platform and needed help implementing it.

We implemented the platform and established best practices that allow developers to efficiently deliver high-quality code.

Mastercard’s dev team saw rapid results

98% stability in 2 months

100% uptime in 5 months
Prescribing a Personalized Patient Experience

We helped meet the needs of individual patients with a new MyHome portal, Find-a-Doctor tool, self-service features, and tailored content. Improved data capture and analysis enables a highly personalized patient experience.

Because of our work, Dignity Health saw year-over-year results that included:

- **162%** Increase in providers enrolled in online booking
- **81%** Increase in patient online booking
- **116%** Increase in select patients acquired via online booking

Sitecore recognized our work with a Sitecore Experience Award for best-in-class use of its digital experience platform.
The app enhances the patient and visitor experience with easy navigation of more than five million square feet. Our mobile wayfinding app navigates nearly 400 points of interest on the Cedars campus including eight buildings, gift shops, parking lots, and cafes. The app was an instant hit in its first year:

- 40,000 opens for walking directions
- 26,000 terms searched
- 10,000 routes built
We’re transforming M&T Bank’s loan processing unit into a lending powerhouse with AI.

Our natural language processing, DPA, and document capture solutions help M&T Bank route, validate, and fund their loans faster than ever before.

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

We updated GEICO’s document management system to process claims faster and ensure customers are paid quickly.

We migrated more than 450 million documents to the new system.

+450M DOCUMENTS MIGRATED

Improved response times mean more efficient claims processing and happier customers.
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
Consistent and Robust Revenue Growth Over Time

Total Revenue Growth

CAGR 12.8%

Source: Company data. 2021 projections represent the midpoint of guidance.
High-Leverage Model

2021 Projections

19% Topline (Growth)*

30% AEPS
30% Adjusted EBITDA
114% GAAP EPS

* includes ~50% offshore organic growth
Sustainable Sales Performance

Sales Organization Expansion

2012 2021
50 sellers 150 sellers

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

Results
Taking Share
Winning New Logos
High Demand for ‘Digital’

Seller Profile

Top 10% “Senior Sellers”
Next 40% “Maturing & Producing”
Newest 50% “Just Getting Started”

Revenue

60%
30%
10%

10m+
3m - 6m
1m - 3m

Source: Company data.
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. 2021 projections represent the midpoint of guidance.
GAAP and 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. 2021 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.

Average 13.2%
# Recent Acquisitions

<table>
<thead>
<tr>
<th>DATE</th>
<th>LTM REVENUE</th>
<th>PRIMARY PARTNER</th>
<th>FOCUS</th>
<th>GEOGRAPHIES</th>
<th>TOP CLIENTS INCLUDE</th>
</tr>
</thead>
<tbody>
<tr>
<td>June 2020</td>
<td>$33 Million</td>
<td>Microsoft</td>
<td>Nearshore Delivery</td>
<td>Latin America (Colombia)</td>
<td>Kinesso, Splunk, P&amp;G, Sage</td>
</tr>
<tr>
<td>March 2020</td>
<td>$13 Million</td>
<td>Sitecore</td>
<td>Web and Content Management</td>
<td>Atlanta, Serbia</td>
<td>MedTouch</td>
</tr>
<tr>
<td>January 2020</td>
<td>$13 Million</td>
<td>Sitecore</td>
<td>Digital Healthcare</td>
<td>Boston, Cedar Rapids</td>
<td></td>
</tr>
</tbody>
</table>
Share Repurchase

As of July 29, 2021:
$63.6m remains under $315m repurchase program.

(Expires 12/31/2022)
Q2 2021 Performance Highlights

- **Revenue**: $184.1 Million, 26% YoY
- **Services Gross Margin**: 40.2% vs. 39.3% in Q2 ‘20
- **Adjusted Earnings per Share**: $0.84, 47% YoY
- **Adjusted EBITDA**: $39.0M vs. 26.4M in Q2 ‘20
- **Offshore Revenue**: Total 124% YoY, Organic 75% YoY
- **Large Deal Wins**: 89 vs. 66 in Q2 ‘20
Q3 and Full Year 2021 Outlook

**Q3**

- **Q3 Revenue Guidance**: $186m - $191m (20%)
- **Q3 Adjusted EPS Guidance**: $0.83 - $0.86 (26%)
- **Q3 GAAP EPS Guidance**: $0.49 - $0.52 (166%)

**2021**

- **2021 Full-Year Revenue Guidance**: $723m - $738m (19%)
- **2021 Full-Year Adjusted EPS Guidance**: $3.20 - $3.30 (30%)
- **2021 Full-Year GAAP EPS Guidance**: $1.93 - $2.05 (114%)
BUILDING A BIGGER BUSINESS AND

A Better World For

Our Colleagues
Employee Resource Groups (Women In Technology, etc) 
Colleague Giving Matching Programs and Initiatives

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

Our Communities
Perficient's 'Bright Paths' Program – STEM Diversity
Investments of Time, Energy and $$ in All Local Markets
Perficient's 2020 "December Difference"
Nasdaq: PRFT

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

Common shares outstanding*: 33.0m

Market capitalization*: ~$3.1B

Recent price*: $94.51

52-week range*: $37.42 / $95.40

Analyst Consensus: $109.83

Top Holders**: WELLINGTON, DIMENSIONAL FUND, SILVERCREST

Average daily volume*: ~331,000 (trailing 3 mo.)

*As of July 29th, 2021

**Excludes EFT Holdings