PERFICIENT 02 2019

PERFORMANCE HIGHLIGHTS

SERVICES REVENUE



ADJUSTED EARNINGS PER SHARE



SERVICES GROSS MARGIN

(Excluding reimbursable expenses and stock compensation)

39.1%

36.4% in Q2 '18

UTILIZATION



vs. 77% in Q2 '18

NORTH AMERICAN ABR



vs. \$146 in Q2 '18

ENDING HEADCOUNT



vs. 3,114 in Q2 '18

M & A



ACQUIRED MAY 22, 2019

- \$14 million annual revenue marketing consultancy
- Strengthens our Salesforce consulting and digital marketing capabilities
- Brings strategic client relationships with F1000 manufacturing firms
- Adds ~100 colleagues

NEW RELATIONSHIPS AND FOLLOW-ON WORK AT CLIENTS INCLUDING:

























