



# BUSINESS OVERVIEW

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JUNE 2019

# Safe Harbor Statement



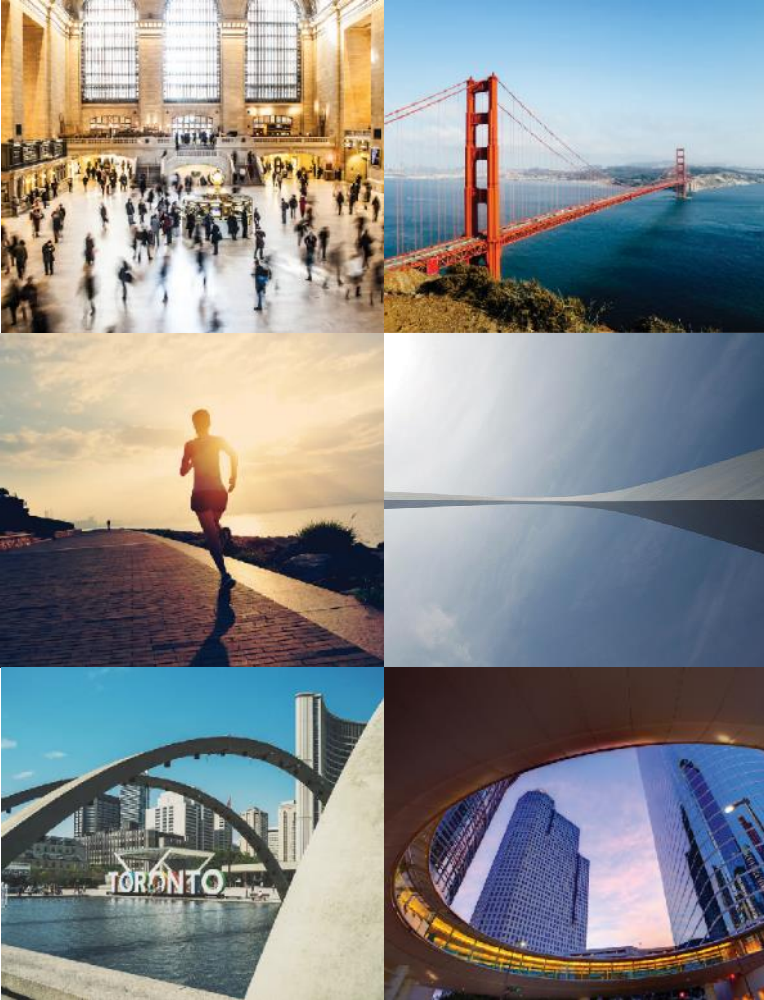
Some of the statements contained in this presentation that are not purely historical statements discuss future expectations or state other forward-looking information related to financial results and business outlook for 2019. Those statements are subject to known and unknown risks, uncertainties and 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, 2018. 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.



Perficient is the leading  
***digital transformation consulting firm***  
serving Global 2000 and enterprise  
customers throughout North America.

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With unparalleled information technology, management consulting, and creative capabilities, Perficient and its Perficient Digital agency deliver vision, execution, and value with outstanding digital experience, business optimization, and industry solutions.



# Our Locations



## U.S.

Allentown, PA  
Ann Arbor, MI  
Atlanta, GA  
Boston, MA  
Bozeman, MT  
Charlotte, NC  
Chicago, IL  
Cincinnati, OH  
Columbus, OH  
Dallas, TX  
Denver, CO  
Detroit, MI

Houston, TX  
Irvine, CA  
Phoenix, AZ  
Lafayette, LA  
Milwaukee, WI  
Minneapolis, MN  
New York, NY  
San Francisco, CA  
Seattle, WA  
St. Louis, MO  
Washington D.C.

## CANADA

Toronto, ON

## ASIA

Hangzhou, China

## INDIA

Chennai, India  
Bangalore, India  
Nagpur, MS, India

## UNITED KINGDOM

Oxford

## MEXICO

Mexico City

# Enterprise Partners



# Strategic Partners



# Strategic Growth Drivers



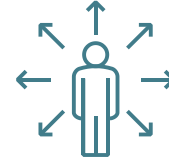
Portfolio  
Expansion



Increased  
Offshore



Strategic Account  
Development



M&A

# Focus and Expertise



## INDUSTRY SOLUTIONS

Perficient's Industry Solutions enable clients to grow market share, ensure regulatory compliance and stand out as an industry innovator through industry-centric business strategy, process and technology expertise.



## BUSINESS OPTIMIZATION

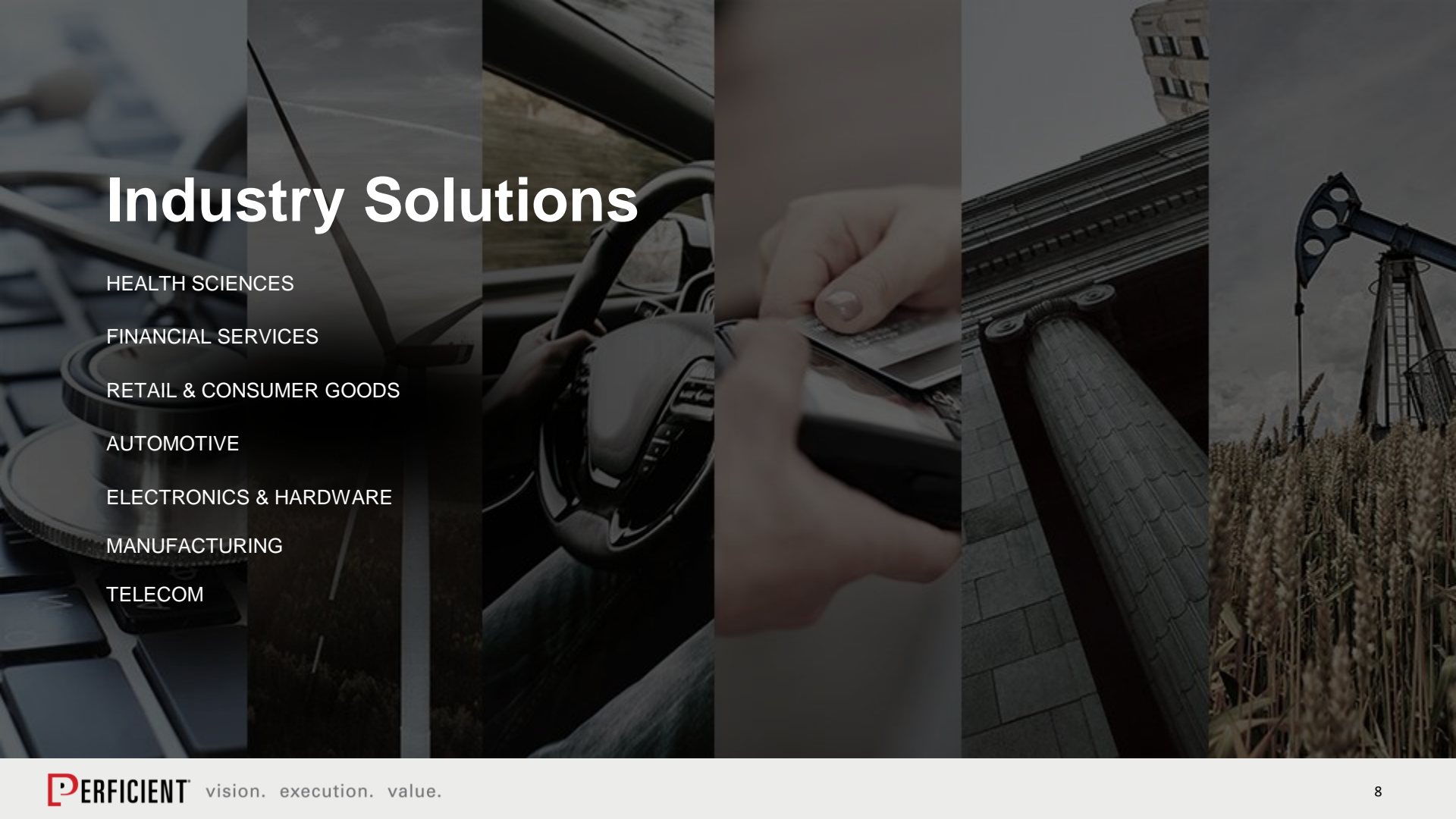
Gain competitive advantage through enhanced process, performance, and data-driven solutions that reduce cost, drive efficiency and productivity, and grow revenue.



## DIGITAL EXPERIENCE

Map and follow the customer journey, leverage data to predict behavior, and react and respond to deliver outstanding customer experiences across the channel.





# Industry Solutions

HEALTH SCIENCES

FINANCIAL SERVICES

RETAIL & CONSUMER GOODS

AUTOMOTIVE

ELECTRONICS & HARDWARE

MANUFACTURING

TELECOM



# Health Sciences Clients



**6** of the Top 10 U.S.  
Health Systems  
(Providers)



**14** of the 40 BCBS  
(and their affiliates)



**7** of the world's  
largest public  
biotech companies



**16** of the world's  
largest public  
pharmaceutical  
companies



**7** of the world's largest  
public medical equipment  
and supplies companies

## Expertise Includes:

- Strategy and Advisory Services
- Digital Health
- Enterprise Data and Analytics
- Clinical Trial, Data, and Safety Solutions

Source: Forbes Global 2000 and HIMSS 2018 Top Health Systems rankings

# Financial Services Clients



**50** of the world's largest public financial services companies



**13** of the world's largest public banks



**7** of the world's largest public diversified insurance companies



**7** of the world's largest public investment services companies



**5** of the world's largest public consumer financial services companies

## Expertise Includes:

- Strategy and Technology
- Program / Project Management
- Requirements Management
- Finance Transformation
- Risk and Compliance
- Data Management and Analytics
- Digital Experience

Source: Perficient client data and Forbes 2018 Global 2000 rankings

# Automotive Clients



**16** of the world's largest public automotive companies



**7** of the world's largest public auto & truck manufacturers



**5** of the world's largest public auto & truck parts companies



**3** of the world's largest public rental & leasing companies



**1** of the world's largest public trucking companies

## Expertise Includes:

- Big Data and Analytics
- Business Process Optimization
- Customer 360/CRM
- Digital Transformation / IT Implementations
- Order Management Systems
- Portals
- Program and Project Management
- Strategy
- Supply chain

Source: Forbes Global 2000

# Retail and Consumer Goods Clients



**50** of the world's largest public retail and consumer goods companies



**14** of the world's largest public electronics & computer hardware companies



**12** of the world's largest public discount, home improvement, internet, specialty, food, and drug retailers



**9** of the world's largest public food and beverage manufacturers



**6** of the world's largest public household/personal care companies



**5** of the world's largest public apparel and department stores

## Expertise Includes:

- Customer and Brand Experience
- Digital Marketing and Analytics
- Commerce and Order Management
- Product Information Management
- Operational Excellence
- Strategy Assessment

Source: Forbes Global 2000

# Business Optimization

CLOUD

DEVOPS

BUSINESS PROCESS MANAGEMENT

CORPORATE PERFORMANCE MANAGEMENT

ENTERPRISE DATA AND BUSINESS

INTELLIGENCE

ENTERPRISE RESOURCE PLANNING

OPTIMIZED GLOBAL DELIVERY

# Digital Experience

BIG DATA AND ANALYTICS

CLOUD

COMMERCE

CONTENT MANAGEMENT

CUSTOMER RELATIONSHIP MANAGEMENT

DIGITAL MARKETING

DIGITAL STRATEGY

EXPERIENCE DESIGN

ENTERPRISE SOCIAL

INTERNET OF THINGS (IOT)

ENTERPRISE MOBILE

PORTALS



# PERFICIENT/digital

## Our Digital Agency

### Practices and Capabilities

STRATEGY + PLANNING

DIGITAL MARKETING, AUTOMATION + ANALYTICS

EXPERIENCE DESIGN

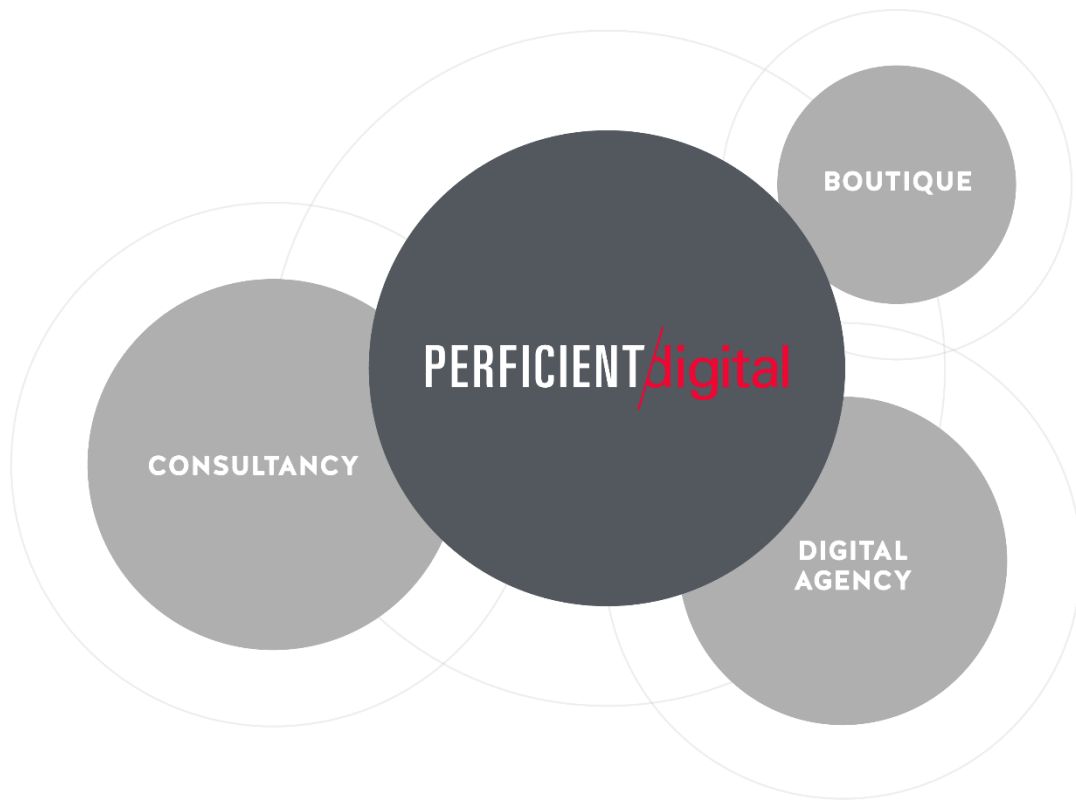
MOBILE + EMERGING TECH (IoT, AR)

CONTENT STUDIO

DIGITAL EXPERIENCE PLATFORMS

COMMERCE





PERFICIENT/digital

BROADER.  
DEEPER.  
BOLDER.

**BOUTIQUES**

Can be great at delivering creative point solutions but often unable to scale across the complexity of your business.

**DIGITAL AGENCIES**

Can be great at articulating digital experience but often unable to deliver on the vision once it cuts deeper into the enterprise.

**CONSULTANCIES**

Can be great at strategic vision but a large, institutional mindset often unable to craft nimble, differentiated solutions.

# CONSULTING SERVICES UNIVERSE

## THE MAJORS



LARGE PROJECT TEAMS  
OF 100s-1000s



MULTI-YEAR/DECADE+  
INITIATIVES



FULL FUNCTION  
OUTSOURCING



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



DEPARTMENTAL/  
PROCESS "REPLACE  
AND RUN"

## PERFICIENT



PROJECT TEAMS OF 10-100



MULTI-MONTH,  
MULTI-YEAR



STRATEGIC,  
MISSION-CRITICAL,  
INTEGRATED, HIGH ROI  
DIGITAL TRANSFORMATION  
INITIATIVES



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



COMPETE AND THRIVE

## BOUTIQUE



INDIVIDUALS OR SMALL  
TEAMS <10



DAYS/WEEKS/MONTHS



POINT SOLUTIONS &  
ISOLATED INSTALLS

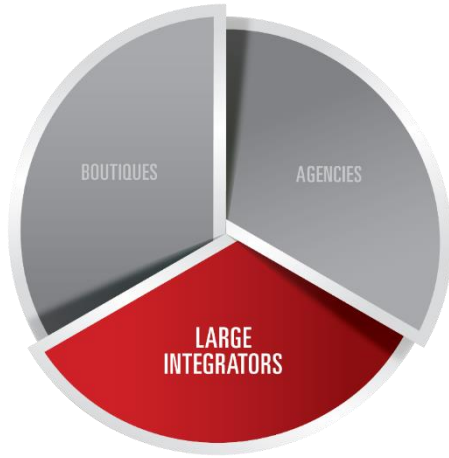


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"FIX IT OR TRY IT"

# Our Competitors



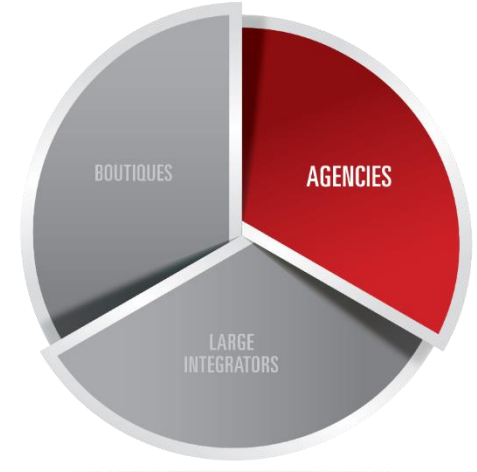
## LARGE INTEGRATORS

- More breadth than depth
- More expensive
- Prescriptive, not collaborative
- Struggle with creative



## BOUTIQUES

- No breadth
- No scale to handle larger projects
- Limited integration capabilities
- Limited industry expertise
- Point solutions, not strategic vision



## AGENCIES

- Sizzle without substance
- Struggle with technology – implementation and integration
- Myopic with no strategic vision

# Perficient

## The Premier Provider

- Breadth and Depth
- Integrated Creative and Technology Skills
- Collaborative Approach  
(First a partner, *then* an advisor)
- Vision, Execution and Value



# INDUSTRY DATA

Revenue by Industry (Top 10)	Q1 2019	Q4 2018	Q1 2018
Healthcare/Pharma/Life Sciences	30%	30%	26%
Financial Services/Banking/Insurance	17%	15%	14%
Automotive and Transport Products	10%	10%	10%
Retail and Consumer Goods	9%	11%	10%
Manufacturing	9%	10%	10%
Telecommunications	6%	6%	6%
Electronics and Computer Hardware	5%	5%	8%
Business Services	5%	4%	4%
Energy and Utilities	3%	4%	3%
Leisure, Media and Entertainment	3%	3%	3%



# SOLUTION DATA

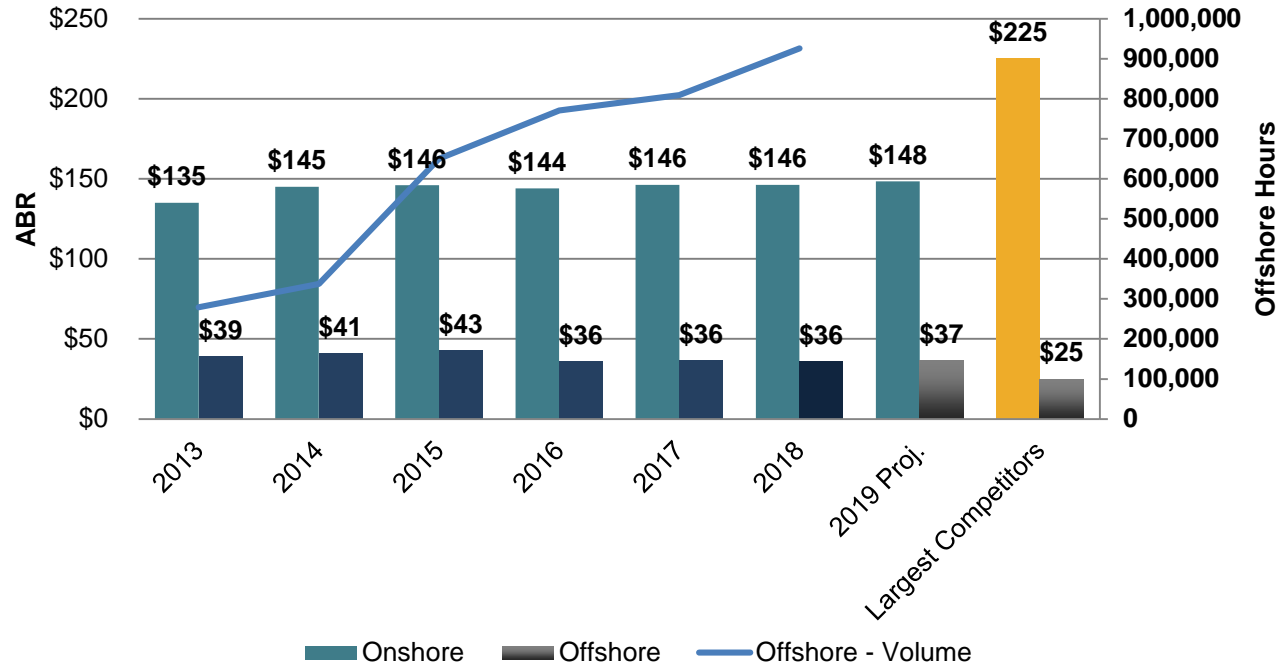
Revenue by Solution (Top 10)	Q1 2019	Q4 2018	Q1 2018
Analytics	16%	12%	10%
Custom Applications	15%	16%	15%
Management Consulting	14%	15%	14%
Commerce	9%	10%	11%
Content Management	8%	8%	10%
Portals/Collaboration	8%	9%	6%
Business Integration	7%	7%	7%
Customer Relationship Management	3%	4%	5%
Business Process Management	3%	3%	4%
Platform	2%	2%	3%

# PLATFORM DATA

Revenue by Platform	Q1 2019	Q4 2018	Q1 2018
IBM/Redhat	21%	21%	25%
Microsoft	16%	16%	18%
Adobe/Magento/Marketo	15%	13%	11%
Oracle	6%	6%	10%
Sitecore	4%	5%	2%
Pivotal	4%	4%	2%
Salesforce	3%	3%	3%
Other Technologies	26%	27%	23%
Management Consulting*	5%	5%	6%

\*Platform independent

# ABR – progress & potential



Messaging “up market”, building brand awareness and growing mindshare = continued opportunity to close a still significant domestic rate gap going forward.

# Client Relationships Growing

>90%  
Customer  
Satisfaction

>90% of respondents<sup>1</sup>  
indicated they would use  
Perficient again and  
recommend PRFT to other  
colleagues in their  
organization or industry

~90% Repeat  
Business

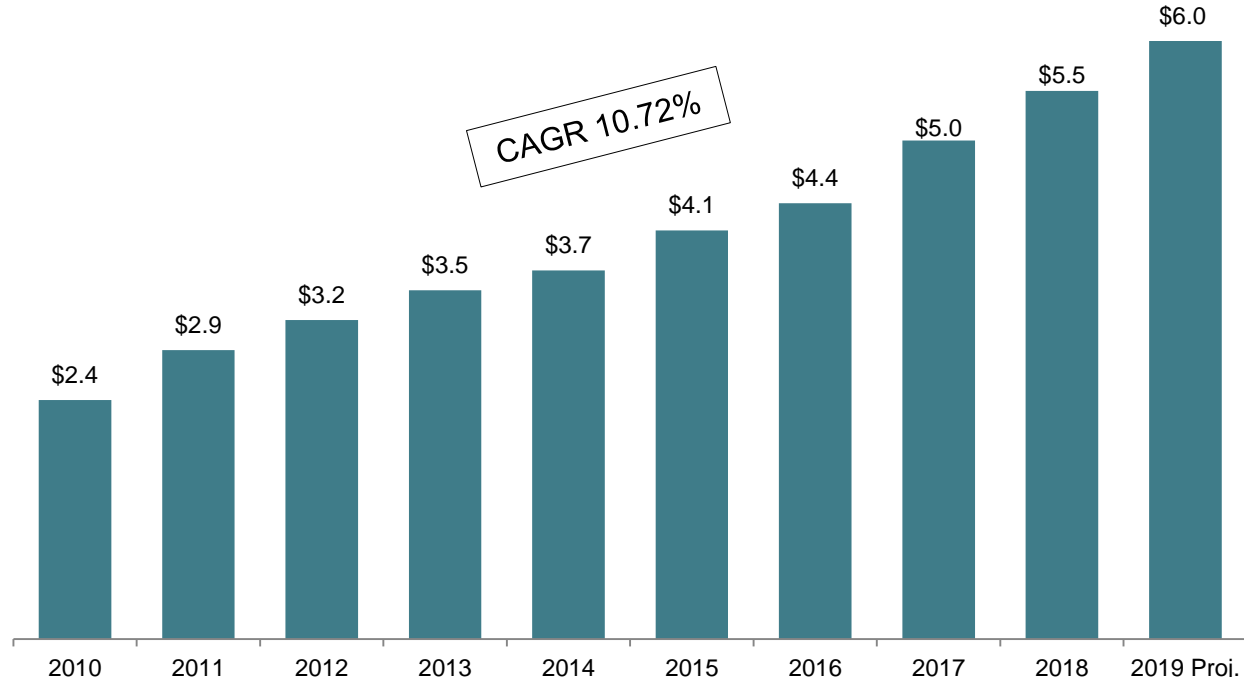
~90% of revenues in 2018  
were generated from  
accounts that were clients in  
either of the previous two  
years<sup>2</sup>

Client Tenure

\$1m+ Clients  
88 months

Top 50 clients  
77 months

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



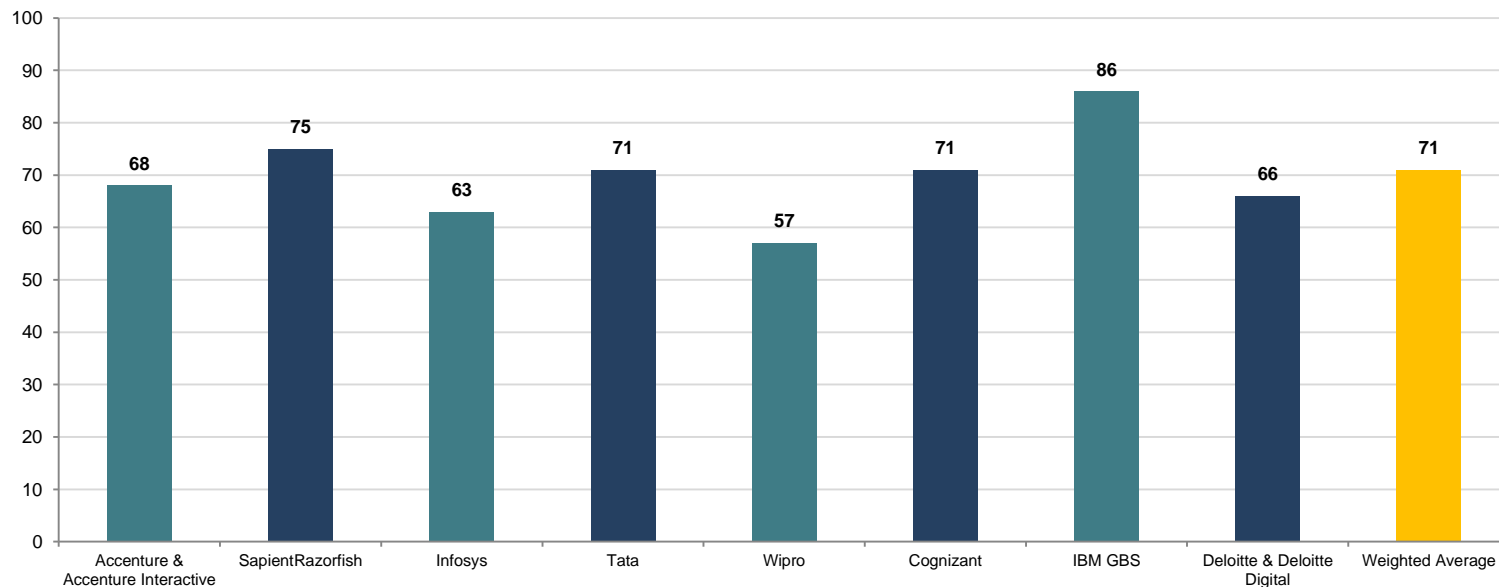
# 2018 Top 50 Clients



# Our Competitive Success

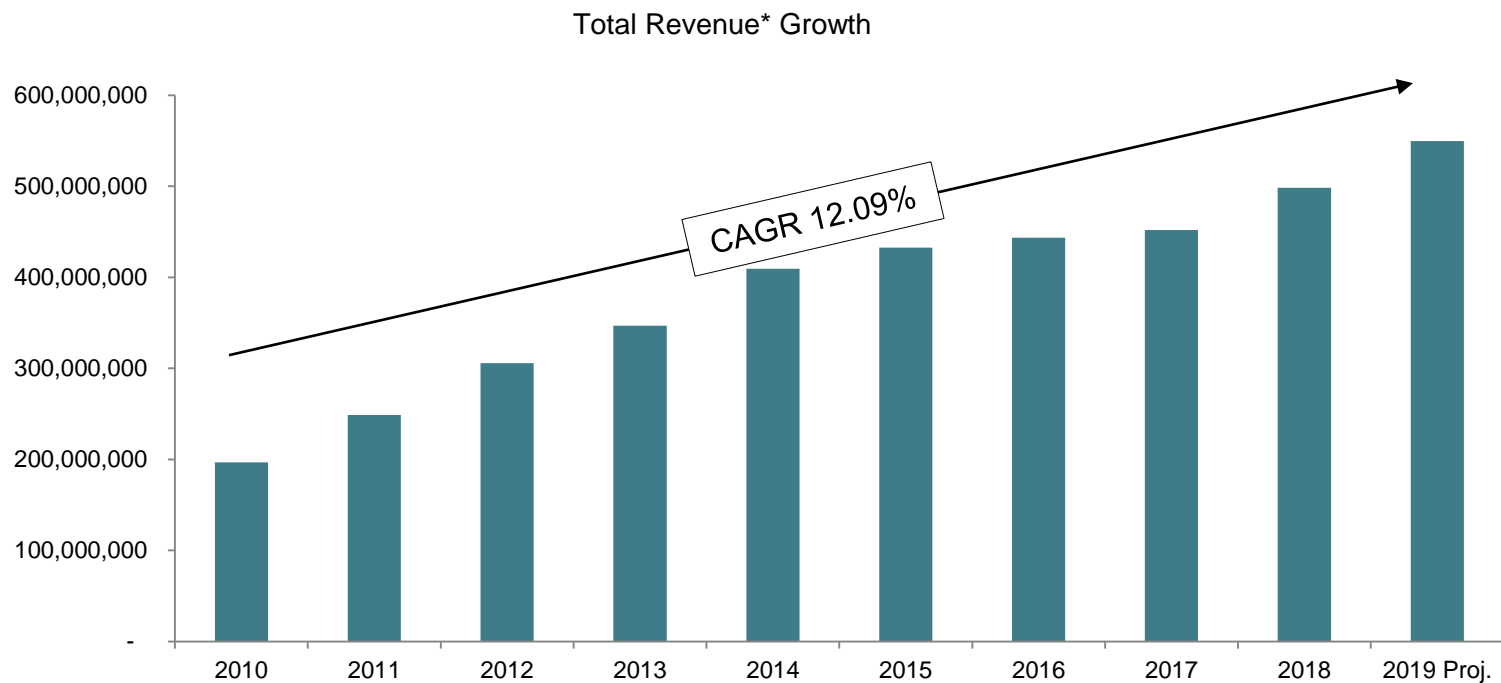
BEAT THE BOUTIQUES EASILY AND WE CONTINUE TO ROUTINELY BEAT THE BIG FIRMS

*2018 win% rates vs.*



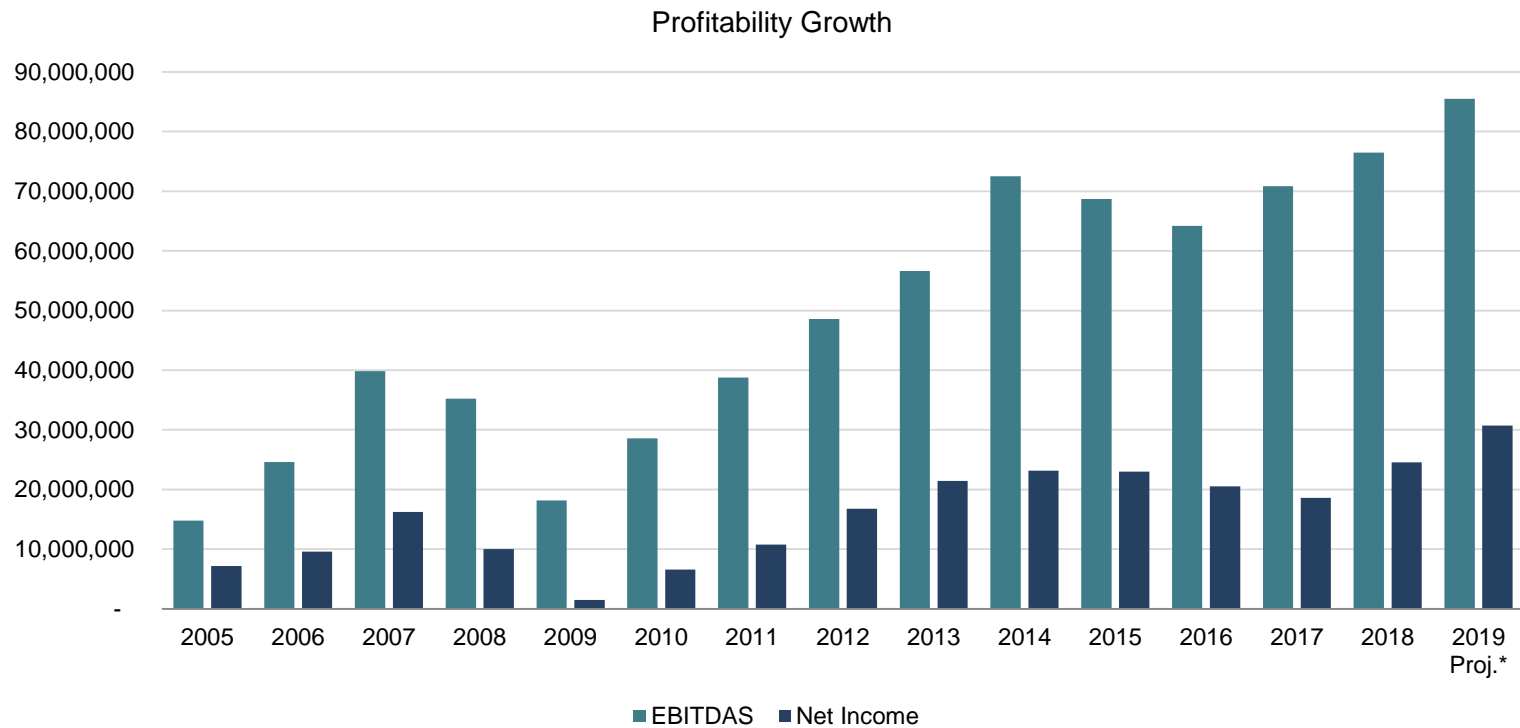


# Revenue



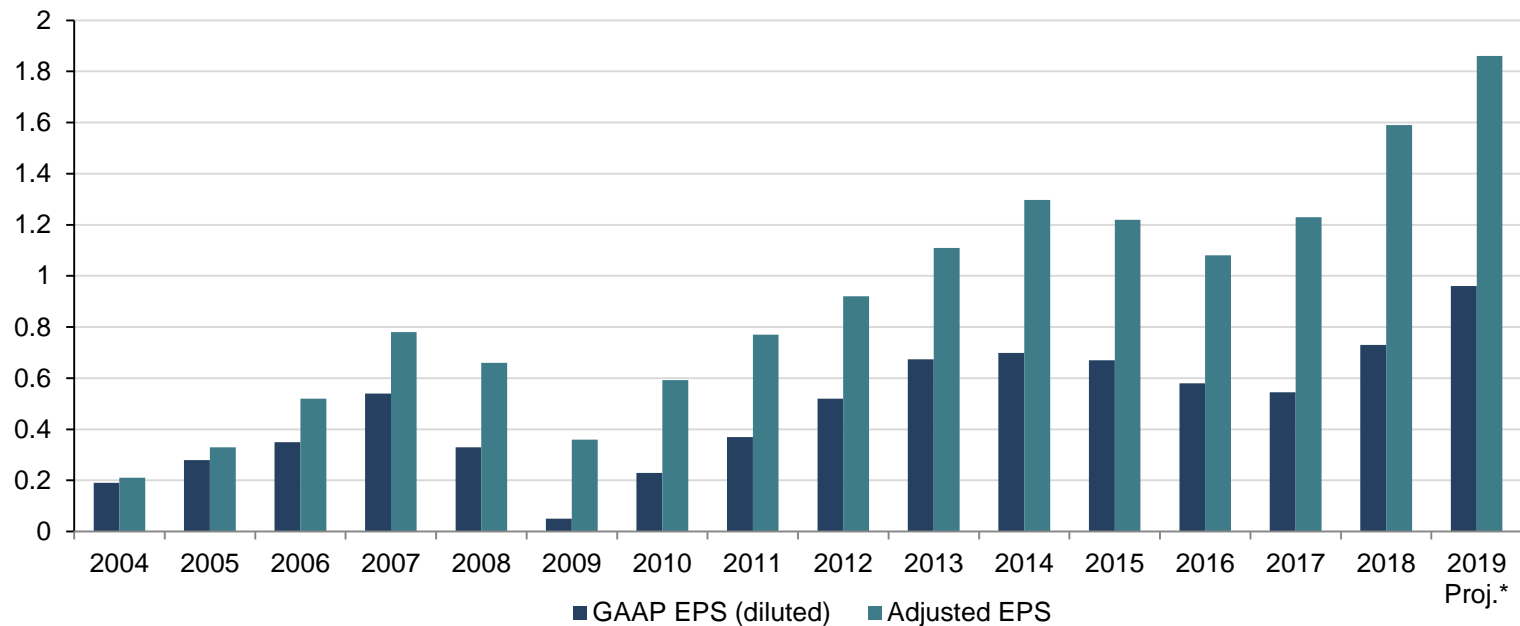
\*Pro-forma revenue based on recent accounting changes governing HW/SW revenue recognition

# Profitability



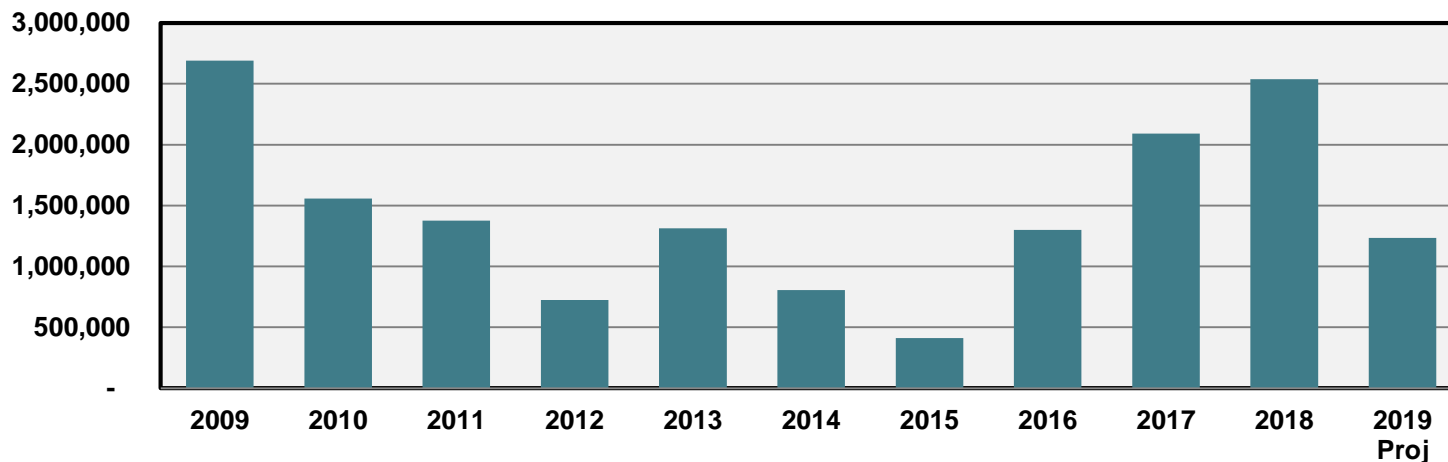
\* 2019 projections represent the midpoint of guidance

# GAAP and AEPS Performance

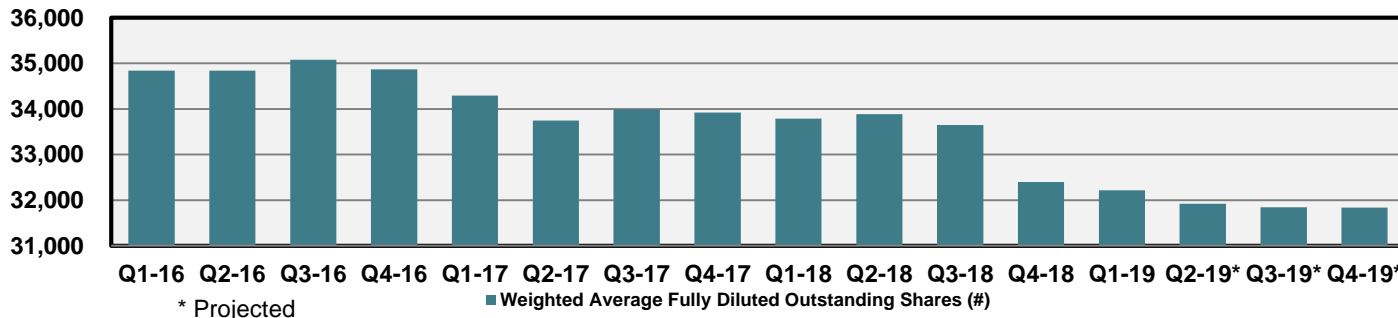


\* 2019 projections represent the midpoint of guidance

# Share Repurchase

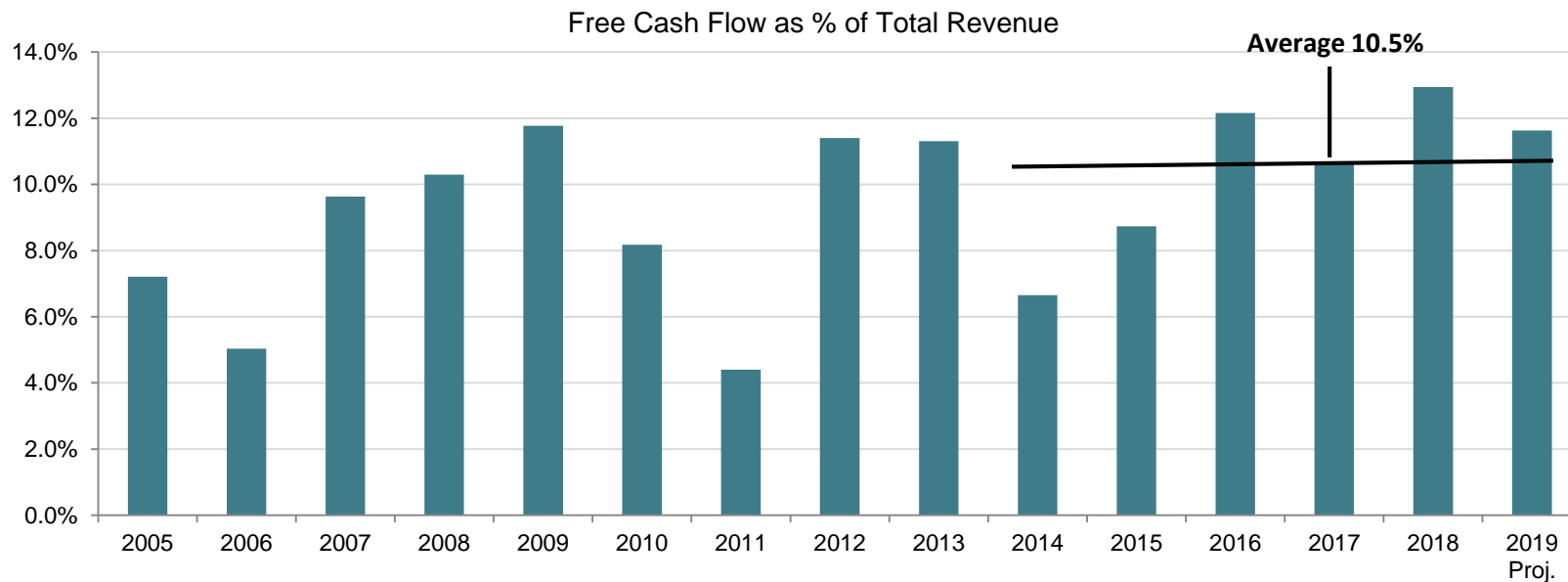


SHARE  
COUNT  
DATA



As of Mar. 31, 2019:  
\$24.1m remains  
under \$235m  
repurchase program.  
(Expires 12/31/2019)

# Free Cash Flow Schedule



Free cash flow is equal to net cash provided by operating activities less purchases of property and equipment

# M&A GROWTH STRATEGY



## RECENT ACQUISITIONS

- Sundog Interactive (\$14m annual revenues)
- Elixir (\$6m annual revenues)
- Stone Temple (\$9m annual revenues)

## DISCIPLINED APPROACH

- \$10-\$40+ million firms
- 5 - 7X EBITDA
- Blend of cash / restricted stock
- Use scale and focus on costs to increase EBITDA margins
- Leverage client base, office network and vendor relationships to cross-sell, increase rates and decrease sales costs

## PROVEN TRACK RECORD

- Well-defined integration methodology
- Retained key operating management
- Complete integration: one brand, common systems, standardized comp plans & methodology

# Recent Acquisitions



DATE	MAY 2019	OCTOBER 2018	JULY 2018
REVENUE	\$14 Million	\$6 Million	\$9 Million
PRIMARY PARTNER	Salesforce	Marketo	Perficient Digital
FOCUS	Marketing Automation	Marketing Automation	Digital Marketing/SEO
GEOGRAPHIES	Fargo, Minneapolis	Pacific Northwest	Boston

# Q2 AND FULL YEAR 2019 OUTLOOK

## Q2

\$135m - \$140m

Q2 Revenue Guidance

\$0.46 - \$0.49

Q2 Adjusted EPS Guidance

\$0.21 - \$0.24

Q2 GAAP EPS Guidance

## 2019

\$545m - \$570m

2019 Full-Year Revenue Guidance

\$1.82 - \$1.94

2019 Full-Year Adjusted EPS Guidance

\$0.90 - \$1.02

2019 Full-Year GAAP EPS Guidance



# NASDAQ: PRFT



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



Common shares  
outstanding\*:  
**33.2m**



Market  
capitalization\*:  
**~\$1.05B**



Recent price\*:  
**\$32.00**



52-week range\*:  
**\$20.92-  
\$32.92**



Average daily  
volume\*:  
**~246,000**  
(trailing 3 mo.)



Top Holders:  
**VANGUARD,  
STATE STREET,  
INVESTMENT  
COUNSELORS  
OF MARYLAND**



Institutional  
Ownership:  
**93%**

\*As of May 6th, 2019



# Summary

Growing margins and consistent, dependable, profitable growth over time

Tenured management team; proven track record of success in all market environments

Mission to be one of the world's leading consulting firms

Goals of 40% net services GM (excluding stock comp) and 17+% EBITDAS margin

Strong cash flow, balance sheet and access to capital

# Thank You!

