Perficient®

Business Overview

May 2014

S&P SmallCap 600 | PRFT NASDAQ GLOBAL SELECT | Russell 2000® INDEX

Experts in delivering business-driven **technology solutions**

Safe Harbor Statement

Some of the statements contained in this news release that are not purely historical statements discuss future expectations or state other forward-looking information related to financial results and business outlook for 2014. 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, 2013. 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.

PRFT Profile

- **Leading IT management consultancy in US**
- **~90% repeat business rate**
- **Own the sweet spot between mega firms and boutiques**
- **Addressing a ~$200 billion market***
- **Strong revenue, EBITDA and profitability since startup**
- **Proven M&A success**

*Source: Forrester Research: "US Tech Market Outlook For 2013 And 2014: Better Times Ahead" April 25, 2013

Strategic Alliances

Top Partners

Premier Business Partner IBM

Microsoft

ORACLE Platinum Partner

TIBCO® TeamTIBCO

salesforce.com

EMC²

Additional Valued Partners Include

Google

Adobe SOLUTION PARTNER

Pega Pegasystems Inc.

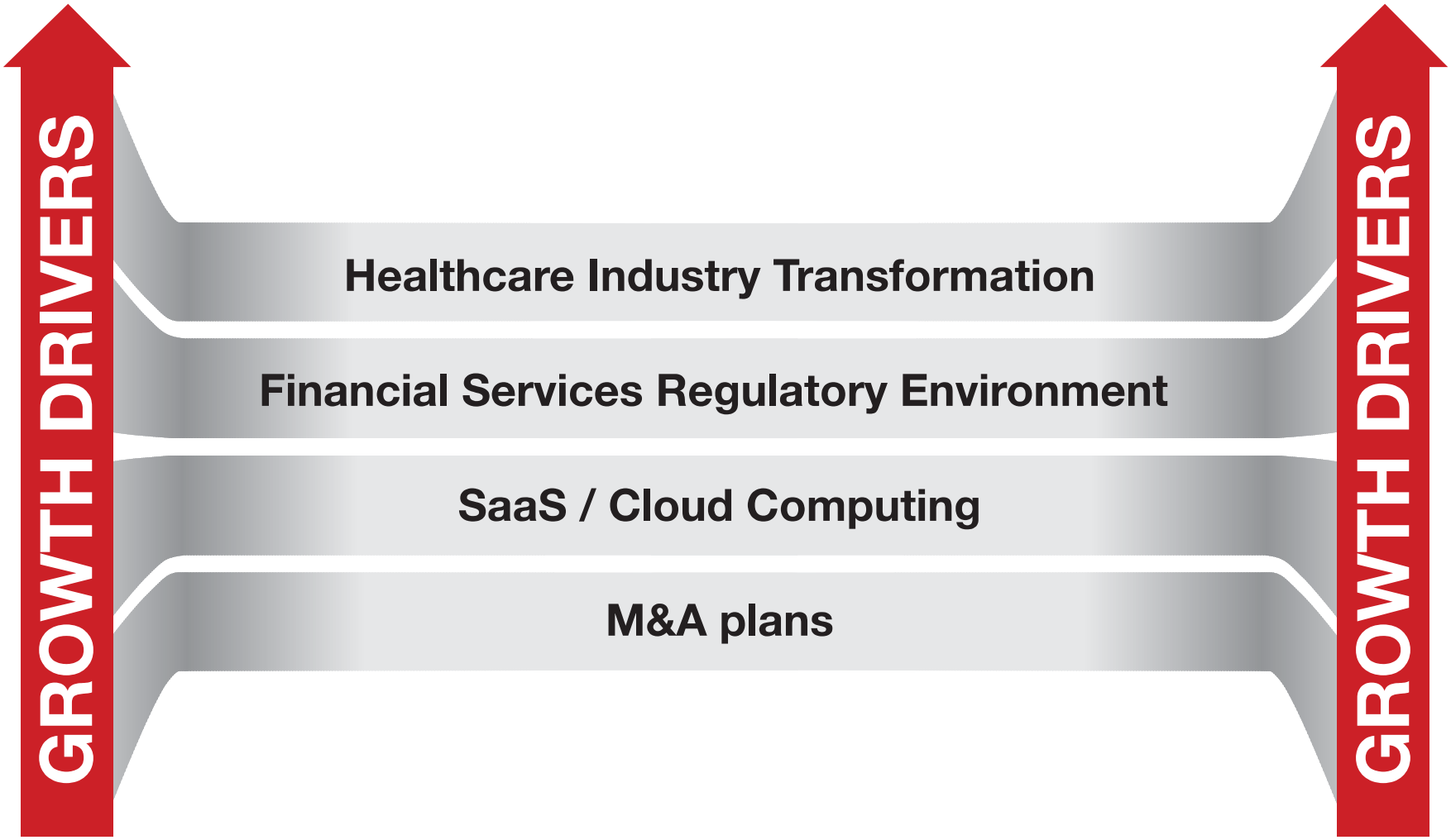
sitecore® Certified Solution Partner

rackspace

INFORMATICA® The Data Integration Company™

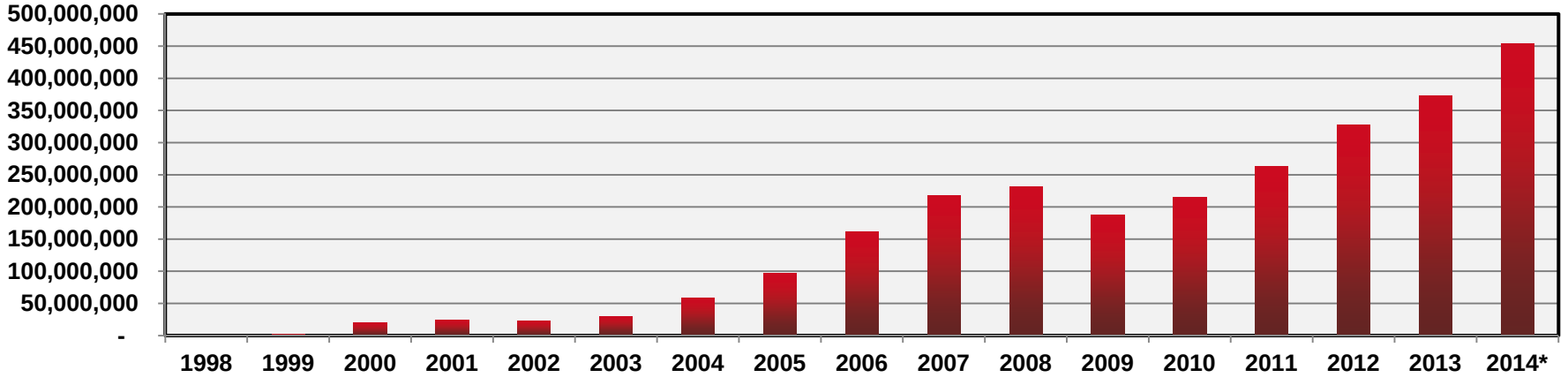
splunk>

Growth Drivers



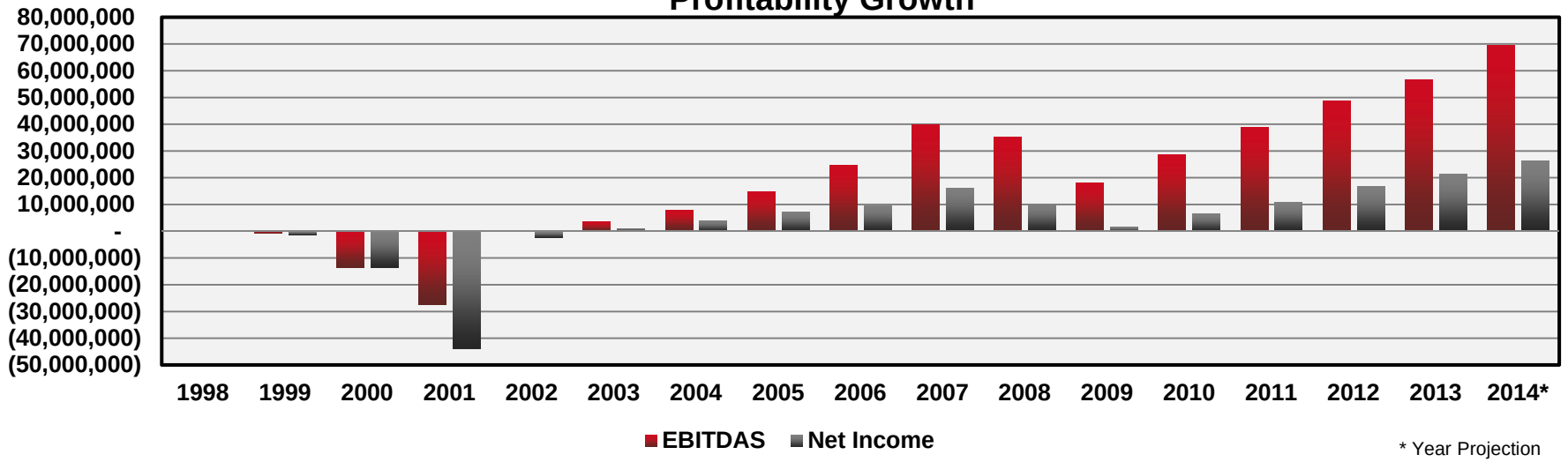
Revenue & Profitability

Total Revenue Growth



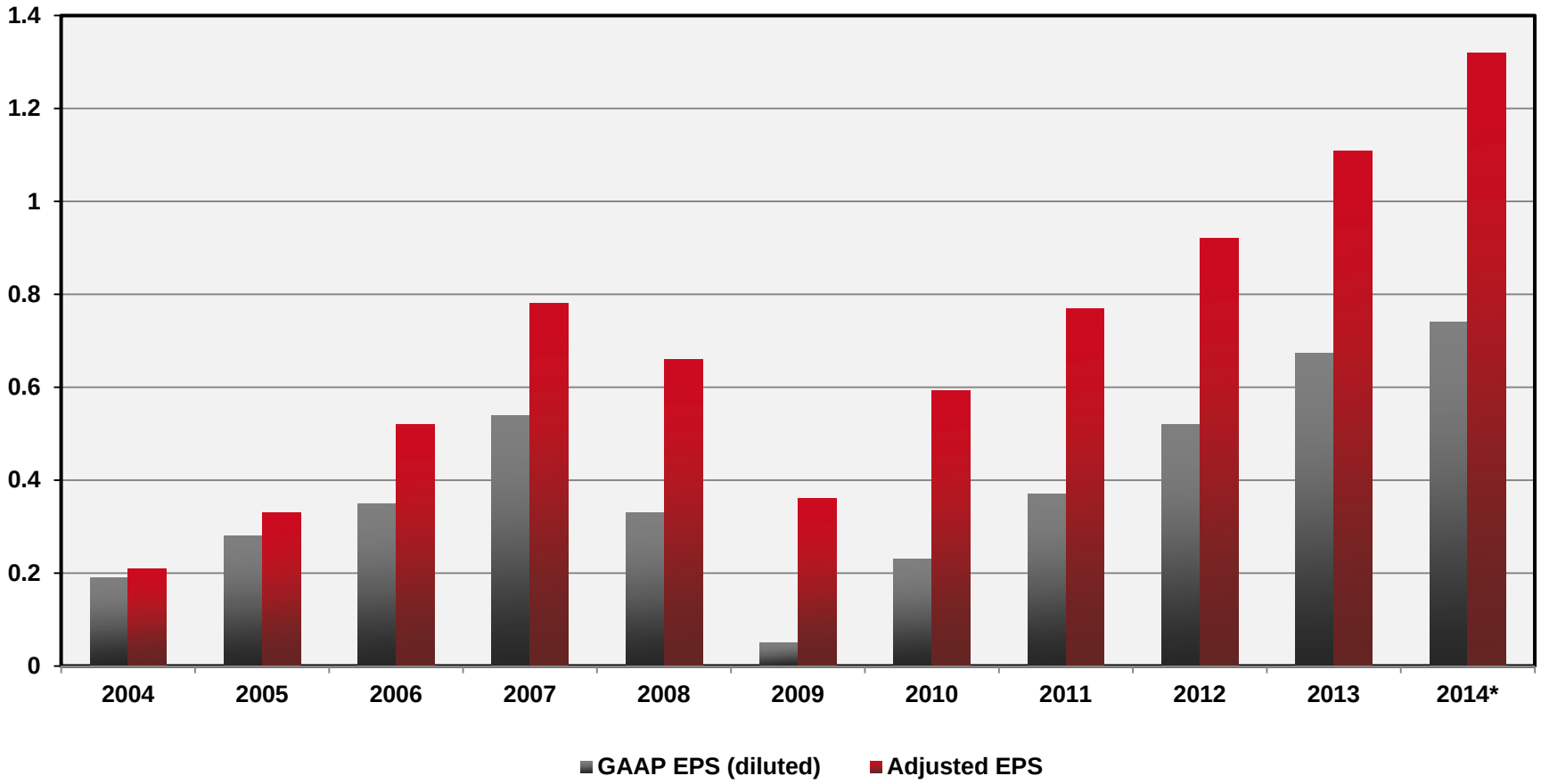
* Year Projection

Profitability Growth



* Year Projection

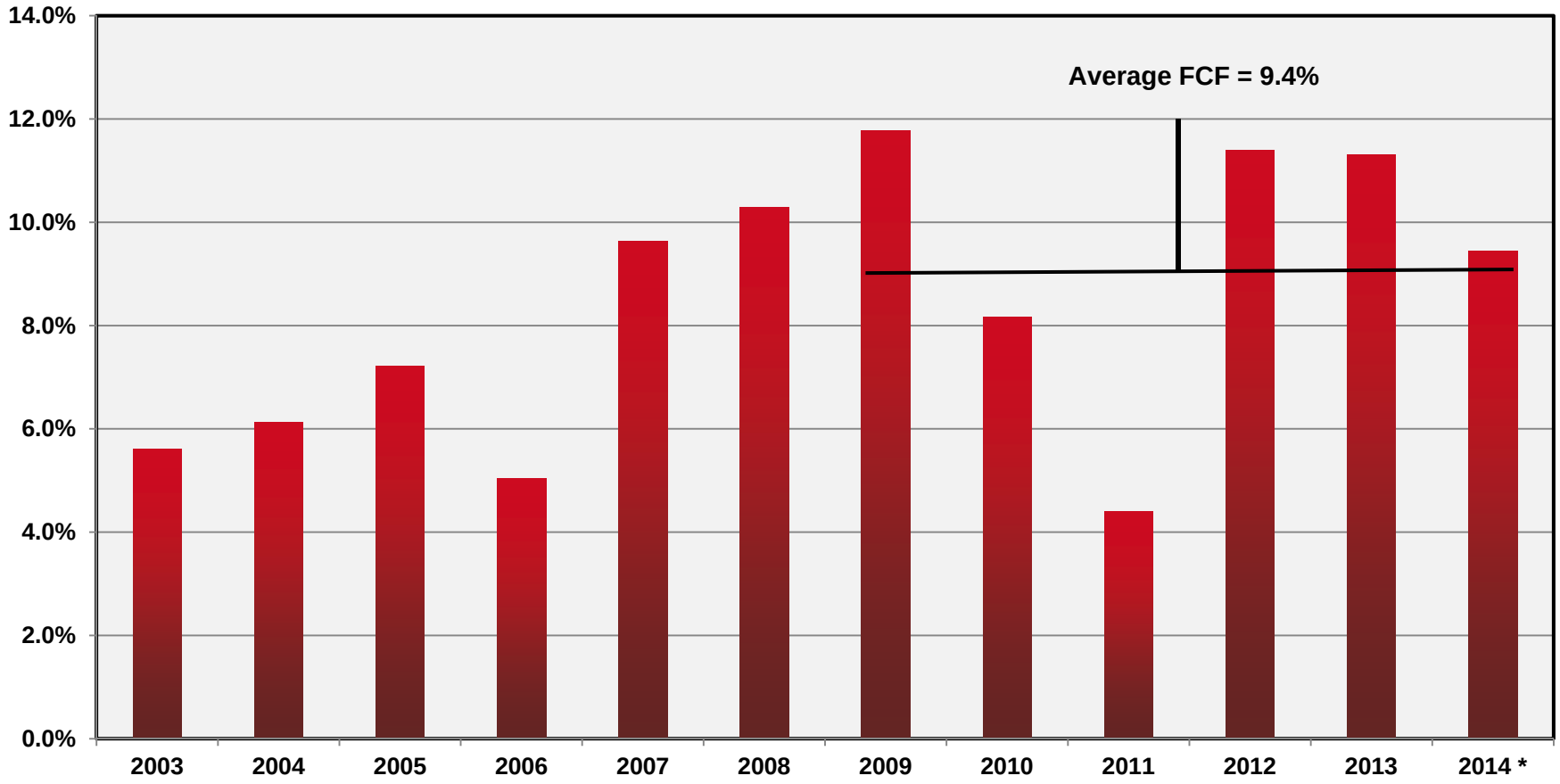
GAAP and CEPS Performance



* Year Projection

Free Cash Flow Schedule

Free Cash Flow as % of Total Revenue



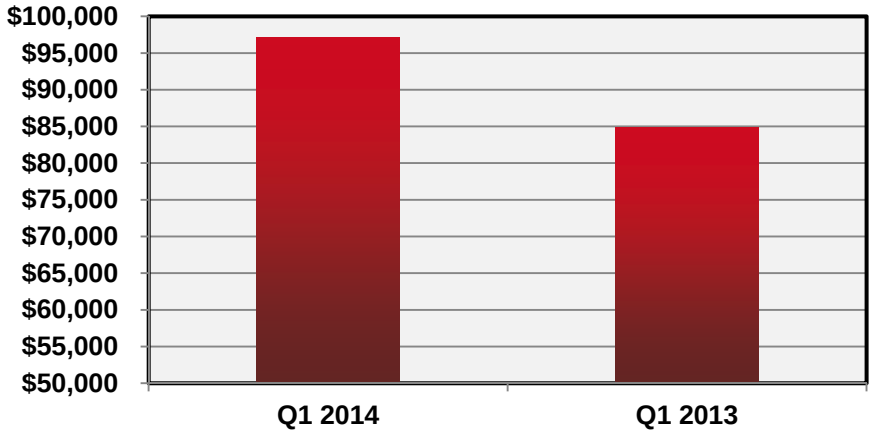
* Year Projection

Operating Metrics

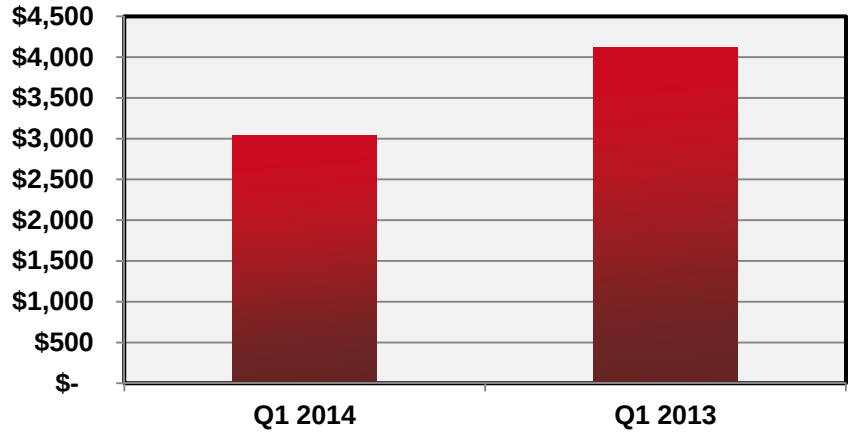
(In thousands)	THREE MONTHS ENDED MARCH 31			TWELVE MONTHS ENDED DECEMBER 31		
	2014	2013	% Change	2013	2012	% Change
Revenues	$97,170	$84,935	14%	$373,325	$327,096	14%
Gross Profit Margin	$31,459 32.4%	$25,514 30.0%	23%	$123,099 33.0%	$103,403 31.6%	19%
Services Gross Margin Excluding Stock Compensation & Reimbursable Expenses Margin	$32,040 36.2%	$25,713 35.0%	25%	$122,756 37.6%	$102,378 35.7%	20%
EBITDA Excluding Stock Compensation % of Revenue	$13,973 14.4%	$10,277 12.1%	36%	$56,626 15.2%	$48,192 14.7%	18%
Income from Operations % of Revenue	$5,421 5.6%	$5,208 6.1%	4%	$31,678 8.5%	$26,084 8.0%	21%
Net Income % of Revenue	$3,045 3.1%	$4,123 4.9%	-26%	$21,432 5.7%	$16,107 4.9%	33%
Adjusted Net Income % of Revenue	$9,539 9.8%	$6,889 8.1%	38%	$35,260 9.4%	$28,605 8.7%	23%
GAAP EPS	$0.09	$0.13	-29%	$0.67	$0.52	30%
Amortization less tax effect	0.06	0.04		0.16	0.16	
Stock compensation less tax effect	0.07	0.05		0.23	0.19	
Acq costs/Accr earnout less tax effect	0.03	-		0.05	0.05	
Adjusted EPS	$0.25	$0.22	13%	$1.11	$0.92	21%

Quarterly Comparison

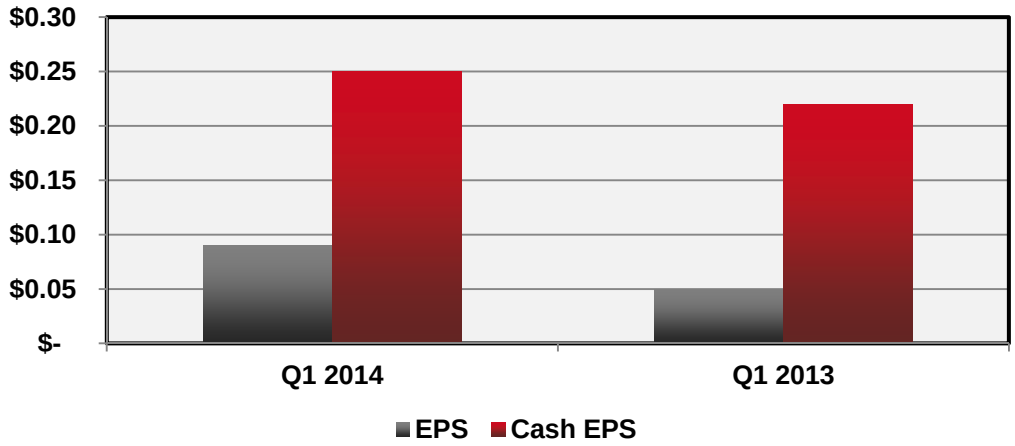
Revenue



Net Income



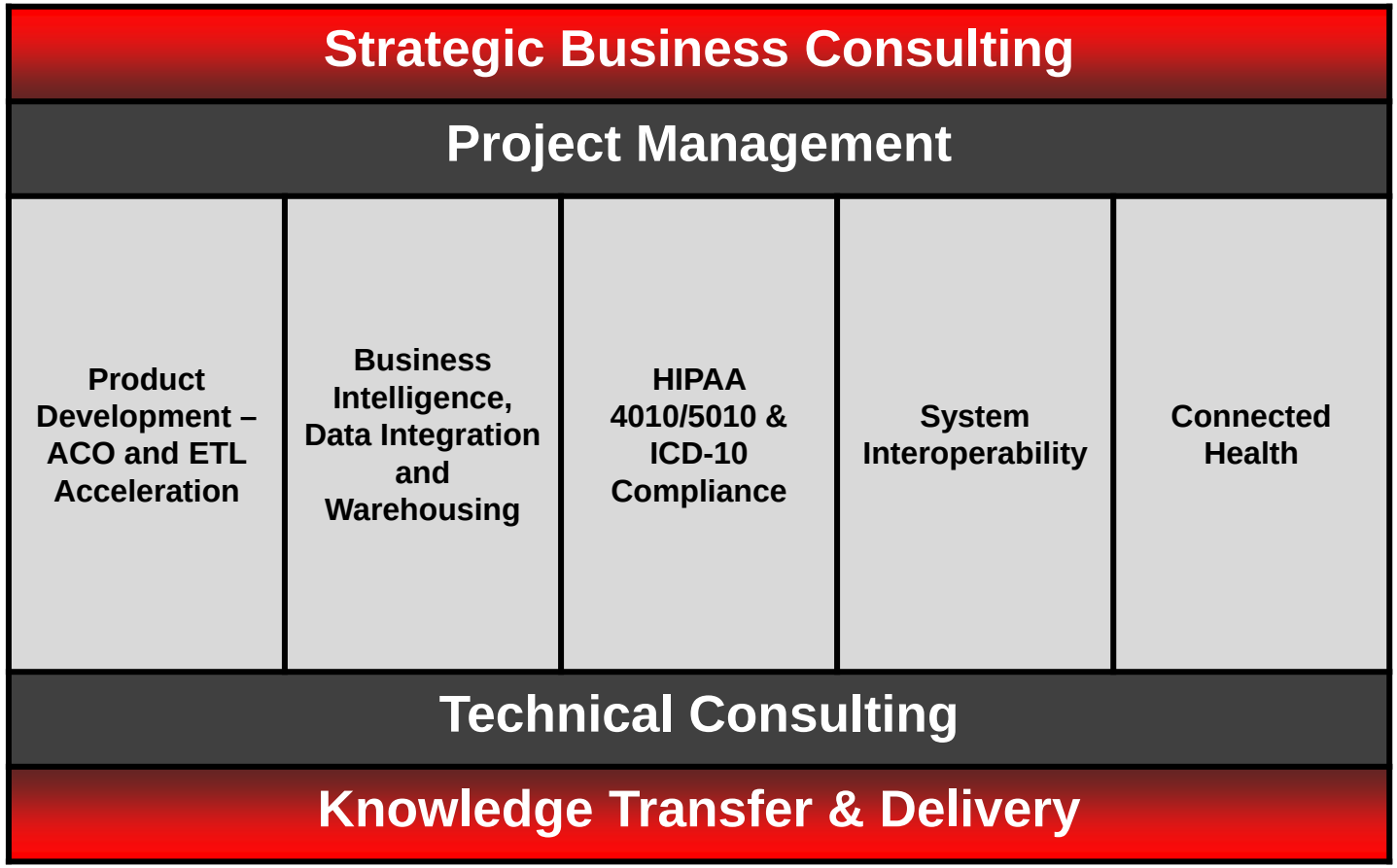
Earnings Per Share



Industry Data

Revenue by Industry (Top 10)	Q1 14	Q4 13	Q1 13
Healthcare Products & Services	**23%**	27%	24%
Financial Services/Banking/Insurance	**18%**	14%	13%
Energy and Utilities	**8%**	9%	9%
Electronics & Computer Hardware	**7%**	6%	7%
Automotive & Transport Products	**7%**	7%	8%
Manufacturing	**7%**	7%	4%
Retail	**6%**	7%	10%
Telecommunications	**6%**	6%	7%
Business Services	**5%**	4%	4%
Leisure, Media and Entertainment	**3%**	2%	2%

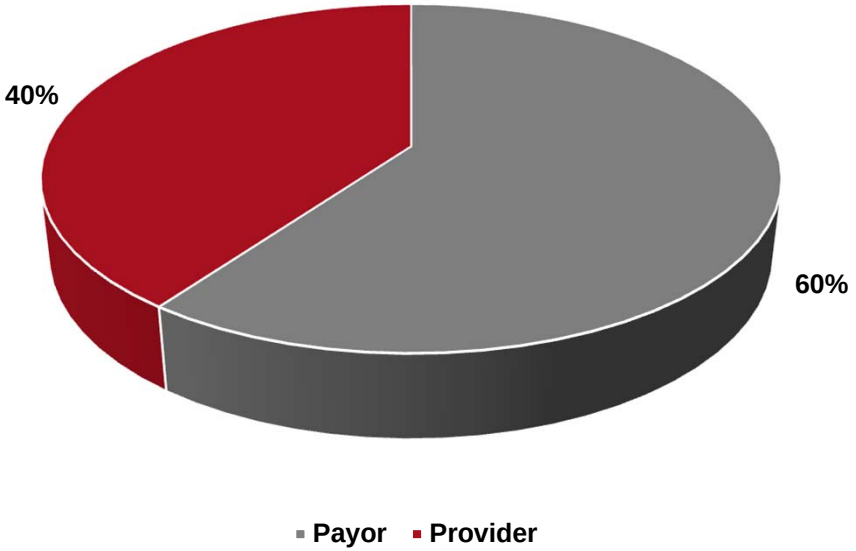
Healthcare Offerings



Payors and Providers

Payors:

- Considerable traction with ‘Blues’
- Dedicated BluePrint practice
- First-mover advantage, leveraging existing relationships
- Key relationships include BCBSMA, Blue Shield CA, Blue Shield FL, BCBSMI



Providers:

- Premier – Largest HC GPO in country
- Data Model Partnership and PRFT Asset Development
- Engaged with Premier + 10 accounts today, expect more
- Multi-million dollar accounts/opportunities
- Not dependent on AHCA
- Assets represent multi-million $$ and nearly 100% margin

Solution Data

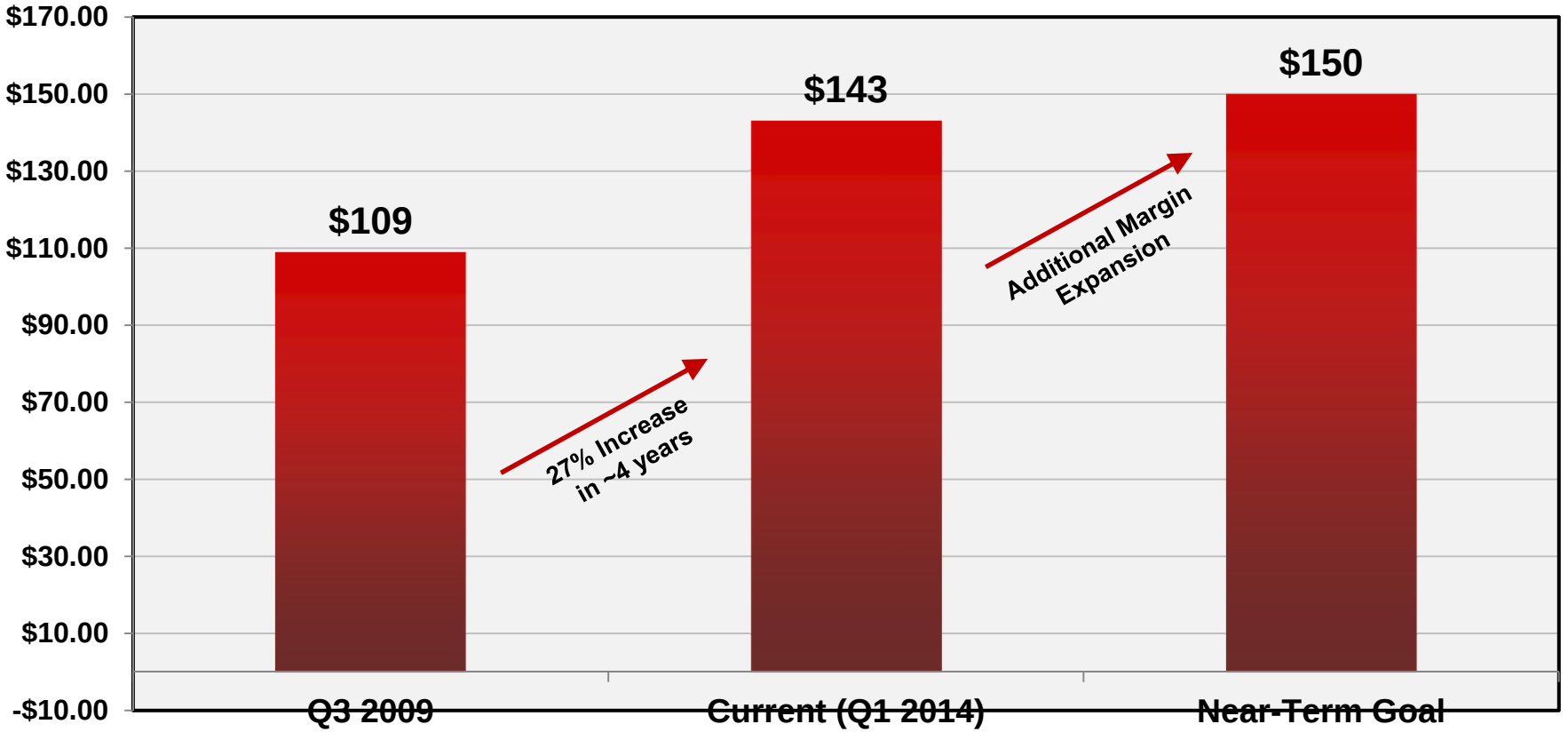
Revenue by Solution (Top 10)	Q1 14	Q4 13	Q1 13
Business Integration	**14%**	16%	21%
Portals/Collaboration	**14%**	14%	11%
Custom Applications	**12%**	16%	20%
Platforms	**12%**	8%	6%
Business Analytics	**11%**	12%	15%
Content Management	**9%**	9%	4%
Management Consulting	**8%**	3%	4%
CRM	**5%**	5%	3%
Commerce	**4%**	5%	4%
ERP	**4%**	4%	4%

Platform Data

Revenue by Platform	Q1 14	Q4 13	Q1 13
IBM	**41%**	46%	42%
Microsoft	**18%**	21%	23%
Oracle	**10%**	11%	13%
Salesforce	**6%**	2%	2%
Open Source	**3%**	2%	0%
Other	**22%**	18%	20%

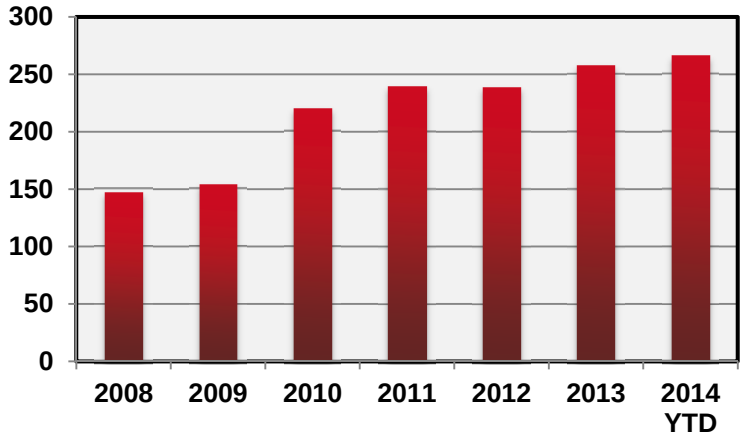
Average Bill Rate

ABR – North American Employees

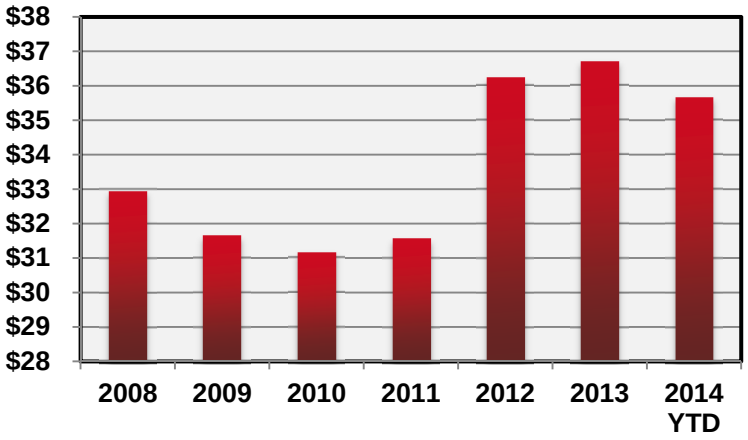


Global Delivery

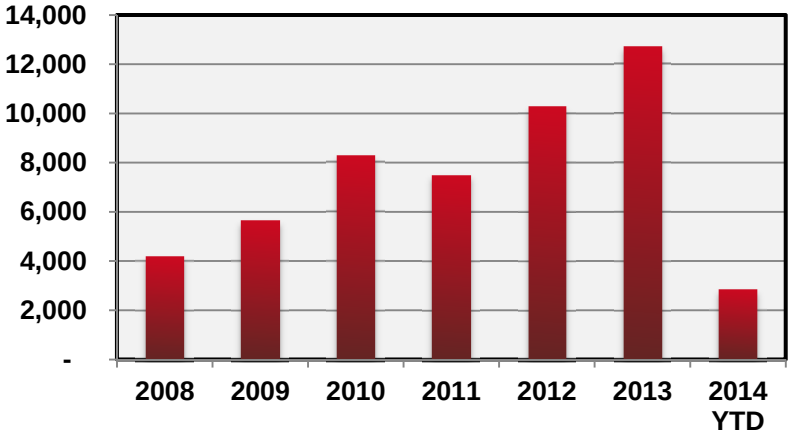
Headcount



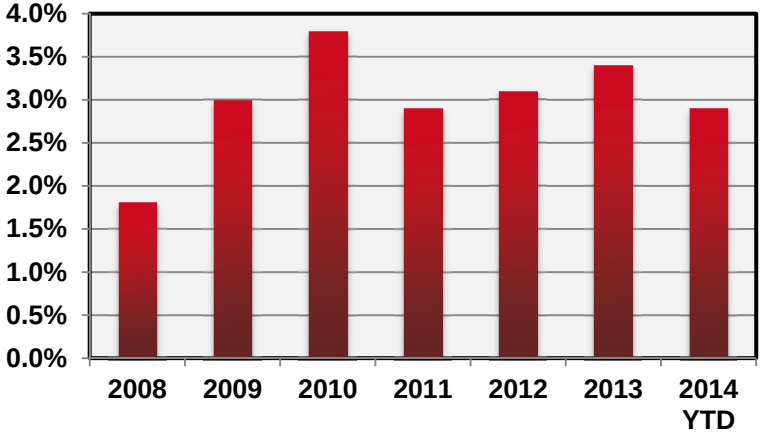
ABR



Revenue



% Revenue



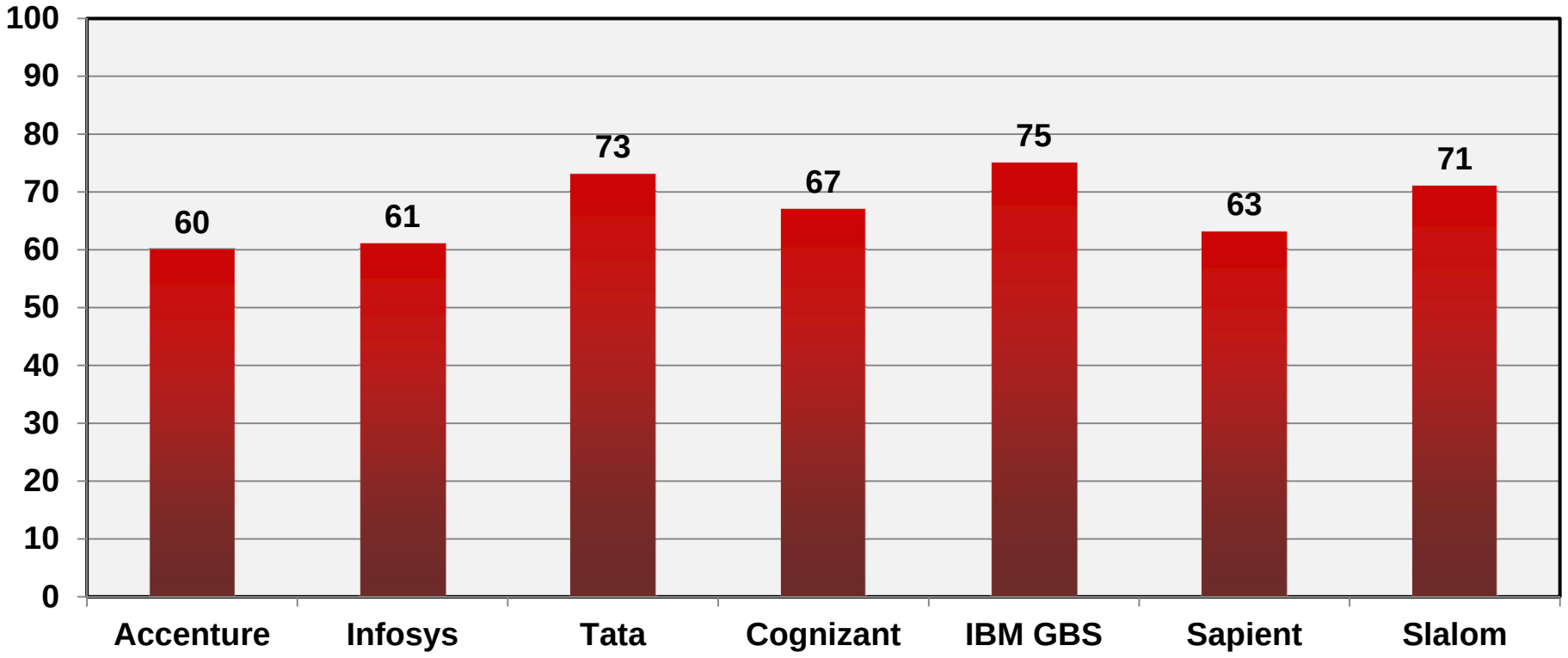
Perficient

2013 $1M+ Clients

Our Competitive Success

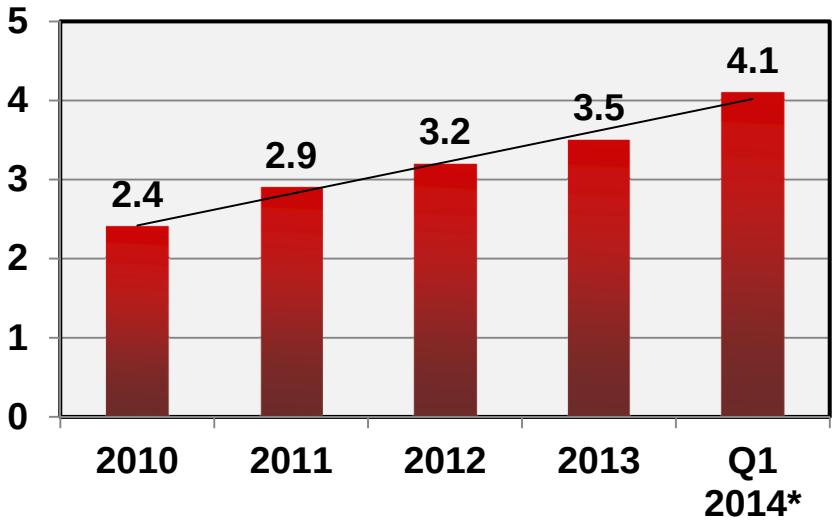
Beat the boutiques easily
and we continue to ***routinely*** beat the big firms

2013 Win Rates vs.

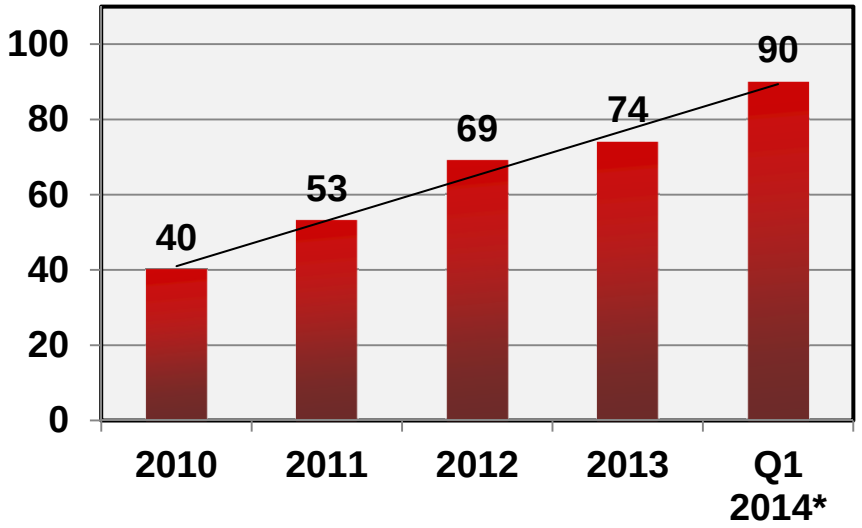


Client Relationships Growing

Top 50 Accounts – Revenue Average ($m)



$1m+ Accounts



* Annualized

M&A Growth Strategy

Acquisitions

- **2014:** Trifecta Commerce ($8m)
  BioPharm Systems ($15m)
  ForwardThink ($30m)
- **2013:** CoreMatrix ($15m)
  TriTek Solutions ($19m)
  Clear Task ($8m)
- **2012:** Northridge ($12m), Nascent ($17m), PointBridge ($17m)
- **2011:** Exervio ($13m),
  JCB Partners ($15m)

Disciplined Approach

- $10-$30+ million shops
- **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

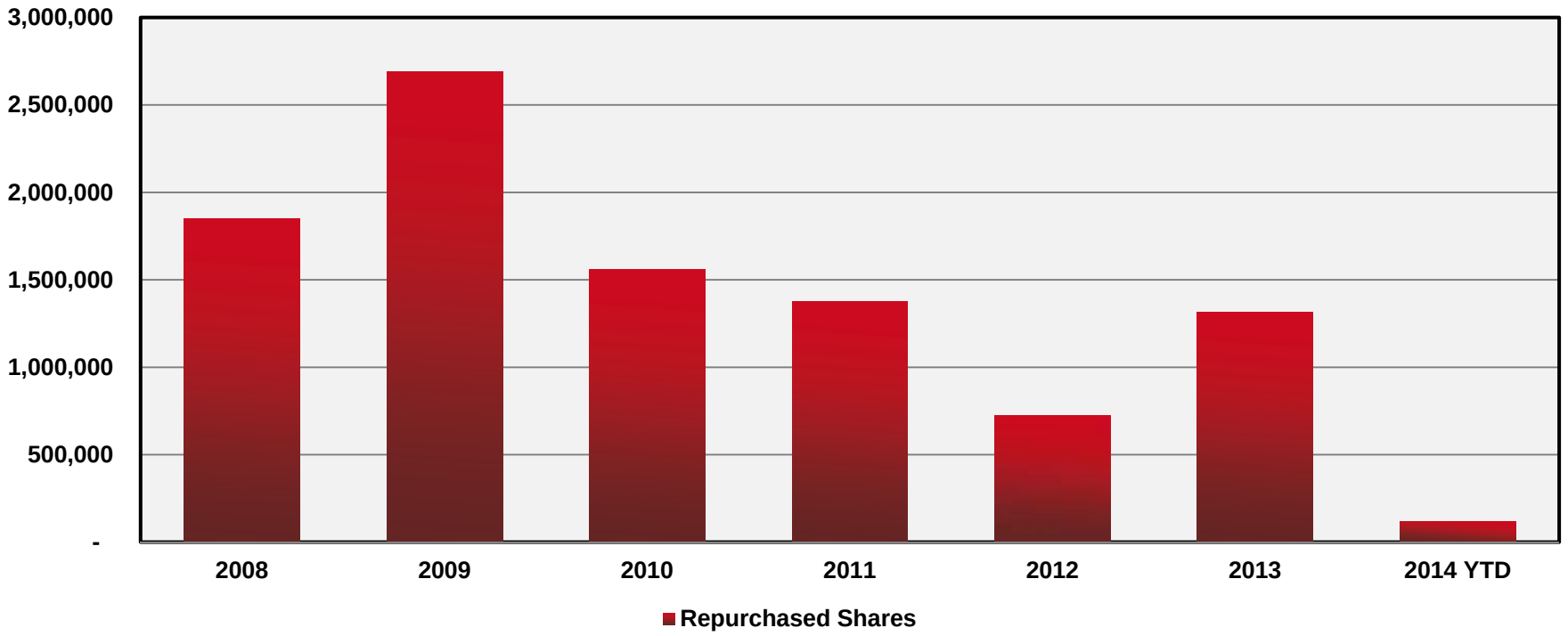
Proven Track Record

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

Recent Acquisitions

	TriTek Solutions	cleartask	CoreMatrix	ForwardThink Group Inc.	BioPharm Systems	Trifecta Technologies
	May 2013	May 2013	October 2013	February 2014	April 2014	May 2014
Revenues	$19 Million	$8 Million	$15 Million	$30 Million	$15 Million	$8 Million
Primary Partner	Premier Business Partner IBM	salesforce.com	salesforce.com	Management Consultancy	ORACLE Platinum Partner	Premier Business Partner IBM
Focus	ECM, BPM	Cloud	Cloud	Financial Services & Management Consulting	Healthcare and Life Sciences	Commerce
Geographies	Washington DC, Boston and New York City	San Francisco	East Coast	East Coast	West Coast	Pennsylvania and Toronto

Share Repurchase



As of March 31, 2014, we have $16 million remaining (under $90m authorization)
Program initiated in March 2008

Customer Satisfaction and Retention

Customer Feedback

>95%

- >95% of respondents indicated they would use Perficient again and recommend PRFT to other colleagues in their organization or industry

Customer Retention*

>90%

- ~90% of revenues annually are generated from accounts that were clients in either of the previous two years

Q2 and Full Year 2014 Outlook

- Q2 Revenue Guidance of $108.1m - $117.5m
- Full-Year Revenue Guidance: $444m - $464m
- Full-Year Adjusted EPS Guidance of $1.27 - $1.37
  - 2013 actuals 1.11
- Full-Year GAAP EPS Guidance of $.65 - $.77
  - 2013 actuals .67
- Continued improvements to key operating metrics and profitability

Thank You!

NASDAQ: PRFT
Member of Russell 2000 and S&P 600 Small-Cap Indices
Common shares outstanding*: 33m
Market capitalization*: ~$580m
Recent price*: $16.89
52-week range*: $11.99 - $24.11
Average daily volume*: ~197,000 (trailing 3 mo.)
Institutional Ownership: 63%
Top three holders: Blackrock, FMR and Dimensional Fund

*As of May 16th, 2014

In Summary:

- Best of breed margins and consistent, dependable, profitable growth over time
- Tenured management team; proven track record of success in all market environments
- Goal to build the premier IT management consulting firm in the country
- Targeting $500 million run-rate revenues in 2014
- Goals of 40% net services GM (excluding stock comp) and 20% EBITDAS margin
- Strong cash flow, balance sheet and access to capital

Investor Relations: 314-529-3555