FOR IMMEDIATE RELEASE Contact: Bill Davis Perficient, Inc. 314-995-8822 bill.davis@perficient.com

# PERFICIENT REPORTS SECOND QUARTER 2005 RESULTS

AUSTIN, Texas – Aug 3, 2005 – Perficient, Inc. (NASDAQ: PRFT) a leading information technology consulting firm in the central United States, today reported financial results for the quarter ended June 30, 2005.

# **Financial Highlights**

For the second quarter ended June 30, 2005:

- Total revenue, including reimbursed expenses, was up 91% to \$21.7 million compared to \$11.3 million during the second quarter of 2004.
- Net income was up 101% to \$1.6 million compared to \$810 thousand during the second quarter of 2004.
- Diluted earnings per share were up 75% to \$0.07 compared to \$0.04 per share during the second quarter of 2004.
- Diluted cash earnings per share<sup>1</sup> were up 40% to \$0.07 compared to \$0.05 per share during the second quarter of 2004.
- Gross margin for services revenue was 36.9% compared to 38.7% in the second quarter of 2004.
   Gross margin for software revenue was 14.0%, compared to 22.5% in the second quarter of 2004.
- EBITDA<sup>2</sup> was up 96% to 3.2 million versus 1.6 million during the second quarter of 2004.

"Q2 was another great performance by Perficient," said Jack McDonald, Perficient's chairman and chief executive. "We continued to drive strong organic growth in services, which increased 23.9% on an annualized basis," he added. "This was our ninth consecutive quarter of positive, growing EPS and our tenth consecutive quarter of positive, growing EBITDA. Demand for our services is strengthening and we're adding sales and consulting resources in several major markets to capitalize on increasing opportunities."

# Other Q2 Highlights

Among other achievements in Q2 2005, Perficient:

-- Completed the acquisition of iPath Solutions, Ltd., a Houston-based information technology consulting firm with approximately \$8 million in annual revenues. The transaction increased Perficient's headcount to more than 510 consulting, technology, sales and support professionals in 11 offices in the central US. (iPath contributed \$470 thousand to Q2 revenues);

-- Added new customer relationships with leading companies including: Agriliance, BHP, BMC, Centene, CenterPoint Energy, Department of Defense, Dynegy, Halliburton, HealthLink, Highmark, H&R Block, ISO New England, Marathon Oil, National Instruments, NCAA, New York Power Authority, Sysco Foods, The Ewing Marion Kauffman Foundation, Whole Foods Markets and many others;

<sup>&</sup>lt;sup>1</sup> Diluted cash earnings per share (CEPS) is a non-GAAP performance measure and is not intended to be a performance measure that should be regarded as an alternative to or more meaningful than GAAP diluted earnings per share. CEPS measures presented may not be comparable to similarly titled measures presented by other companies. CEPS is defined as net income plus amortization of intangibles and stock compensation divided by shares used in computing diluted net income per share.

<sup>&</sup>lt;sup>2</sup> EBITDA is a non-GAAP performance measure and is not intended to be a performance measure that should be regarded as an alternative to or more meaningful than either GAAP operating income or GAAP net income. EBITDA measures presented may not be comparable to similarly titled measures presented by other companies. EBITDA is defined as earnings before interest, taxes, depreciation and amortization.

-- Received the Outstanding Revenue Growth Award from VARBusiness magazine as the fastest-growing solutions provider in North America in our size category;

-- Secured a \$28.5 million credit facility with Silicon Valley Bank and Key Bank to be used primarily to fund accretive acquisitions;

-- Was selected to join the The Russell Microcap Index, an equity index comprised of the smallest 1,000 securities in the small-cap Russell 2000<sup>®</sup> Index plus the next 1,000 companies, based on a ranking of all U.S. equities by market capitalization; and

-- Perficient chairman and chief executive Jack McDonald won the central Texas Ernst and Young Entrepreneur of the Year Award.

# **Business Outlook**

The following statements are based on current expectations. These statements are forward-looking and actual results may differ materially.

The Company expects its Q3 2005 total revenue, including reimbursed expenses, to be in the range of \$22.5 million to \$24.0 million, comprised of \$21.8 million to \$23.0 million in services revenue, including reimbursed expenses, and \$700 thousand to \$1 million in revenue from sales of software. The Q3 2005 forecast range of services revenue would represent services revenue growth, including reimbursed expenses, of approximately 54% to 63% over the third quarter of 2004.

# **Conference Call Details**

Perficient will host a conference call regarding second quarter 2005 financial results today at 4:30 p.m. Eastern.

WHAT: Perficient Second Quarter 2005 Results
WHEN: Wednesday, August 3, 2005, at 4:30 p.m. Eastern
CONFERENCE CALL NUMBERS: 866-700-0161 (U.S. and Canada) 617.213.8832 (International)
PARTICIPANT PASSCODE: 19460906
REPLAY TIMES: Wednesday, August 3, 2005, at 6:30 p.m. Eastern, through Wednesday, August 10, 2005
REPLAY NUMBER: 888-286-8010 (U.S. and Canada) 617-801-6888 (International)
REPLAY PASSCODE: 34244926

#### **About Perficient**

Perficient is a leading information technology consulting firm serving Global 2000 and midsize companies in the central United States. Perficient helps clients gain competitive advantage by using Internet-based technologies to make their businesses more responsive to market opportunities and threats, strengthen relationships with customers, suppliers and partners, improve productivity and reduce information technology costs. Our solutions enable our clients to operate a real-time enterprise that dynamically adapts business processes and the systems that support them to the changing demands of an increasingly global, Internet-driven and competitive marketplace. Perficient is an award-winning "Premier Level" IBM business partner, a TeamTIBCO partner and a Microsoft Gold Certified Partner. For more information about Perficient, which has more than 510 professionals in the central United States and Canada, please visit www.perficient.com. IBM is a trademark of International Business Machines Corporation in the United States, other countries, or both.

#### Safe Harbor Statement

Safe Harbor Statement "Safe Harbor" statement under the Private Securities Litigation Reform Act of 1995: This news release contains forward-looking statements that are subject to risk and uncertainties, including, but not limited to, the impact of competitive services, demand for services like those provided by the

company and market acceptance risks, fluctuations in operating results, cyclical market pressures on the technology industry, the ability to manage strains associated with the company's growth, credit risks associated with the company's accounts receivable, the company's ability to continue to attract and retain high quality employees, accurately set fees for and timely complete its current and future client projects, and other risks detailed from time to time in the company's filings with Securities and Exchange Commission, including the most recent Form 10-KSB and Form 10-Q.

### **Use of Non-GAAP Financial Information**

To supplement our unaudited consolidated financial statements presented in accordance with generally accepted accounting principles ("GAAP"), Perficient uses non-GAAP measures, such as EBITDA and CEPS, which are adjusted from results based on GAAP to exclude certain expenses. Perficient believes these non-GAAP financial measures are important representations of a company's financial performance and uses such non-GAAP information internally to evaluate and manage its operations. Management has provided information regarding EBITDA and CEPS to assist investors in analyzing Perficient's financial position and results of operations. These non-GAAP measures are provided to enhance the users' overall understanding of our financial performance, but are not intended to be regarded as an alternative to or more meaningful than GAAP measures. These non-GAAP measures presented may not be comparable to similarly titled measures presented by other companies. A reconciliation of EBITDA to income from operations and net income and a reconciliation of net income to adjusted net income for CEPS are included in the unaudited consolidated statements of operations attached to this release.

#### PERFICIENT, INC. CONSOLIDATED STATEMENTS OF OPERATIONS

2004         2005         2004         2005           Revenue         (unaudited)         (unaudited)         (unaudited)           Services         \$ 9,653,450         \$ 19,233,997         \$ 16,317,236         \$ 36,891,098           Software         (b) 171,766         1,393,302 $2,402,242$ $2,800,158$ Reimbursable expenses $602,928$ $1.033,485$ $981,093$ $1.693,678$ Cost of revenue         (excludes depreciation shown separately below) $Project personnel costs$ $831,082$ $1.198,393$ $1.693,678$ Otal cost of revenue $7.254,889$ $14.377,670$ $12.691,823$ $27.37,333$ $2.547,278$ Gross margin $3.73255$ $7.283,114$ $7.008,748$ $1.693,678$ Total cost of revenue $7.254,889$ $14.377,670$ $12.691,823$ $27.378,357$ Gross margin $3.973,255$ $7.283,114$ $7.008,748$ $14.003,362$ Selling, general and administrative $2.341,285$ $4.090,638$ $4.193,956$ $7.824,821$ Incorme from operations $123,753$ $132,288$ $2.377,138$ $5.267,631$			Three Months Ended June 30,		Six Months Ended June 30,	
Revenue         \$ 9,653,450         \$ 1,071,766         \$ 1,393,302         \$ 2,402,242         \$ 2,800,158           Reimbursable expenses $002,028$ $1,033,485$ $981,093$ $1,093,678$ Total revenue $11328,144$ $21,660,784$ $19,700,571$ $41,384,934$ Cost of revenue (excludes depreciation shown separately below)         Project personnel costs $81,082$ $1,984,435$ $2,377,933$ Reimbursable expenses $602,028$ $1,033,485$ $91,693,678$ $10,693,678$ Other project personnel costs $81,082$ $1,984,435$ $2,377,933$ $1,693,678$ Other project related expenses $52,025$ $510,010$ $162,298$ $72,281,779$ Total cost of revenue $7,354,889$ $14,377,670$ $112,291,823$ $14,003,362$ Selling, general and administrative $2,2341,285$ $4,000,638$ $4,193,956$ $7,824,821$ EBITDA <sup>1</sup> $1,631,726$ $319,22,476$ $2,814,792$ $6,178,541$ Depreciation $123,753$ $132,885$ $224,771,138$ $5,287,681$ Interest income $539$		2004	2005	2004	2005	
$ \begin{array}{llllllllllllllllllllllllllllllllllll$		(unau	udited)	(unau	(unaudited)	
Software Reimbursable expenses         1.071,766         1.393,302         2.402,242         2.800,158           Cost of revenue         11,328,144         21,660,784         19,00,971         41,384,934           Cost of revenue (excludes depreciation shown separately below) Project personnel costs         5.868,854         11,626,782         9,563,997         22,547,278           Software costs         831,082         1,938,439         1,984,435         2,377,933         Reimbursable expenses         060,228         1003,3485         981,093         1,693,678           Otat cost of revenue         7,354,889         14,377,670         12,691,873         2,377,933         Reimbursable expenses         7,238,1717         12,691,873         1,693,678           Total cost of revenue         7,354,889         14,377,670         12,691,873         7,284,871         1,693,678           Gross margin         3,973,255         7,283,114         7,008,748         14,003,362         7,281,517           Selling, general and administrative         2,341,285         4,090,638         4,193,956         7,824,821           EBITDA <sup>1</sup> 1,631,970         3,192,476         2,814,792         6,178,541           Depreciation         123,753         132,885         21,24,875         310,221           <		\$ 9 653 450	\$10 233 007	\$16 317 236	\$36 801 008	
Reinbursable expenses Total revenue $602,928$ $1.033,485$ $981,093$ $1.692,678$ Cost of revenue         (excludes depreciation shown separately below)         project personnel costs $831,082$ $11,626,782$ $9,563,997$ $22,547,278$ Software costs $831,082$ $11,984,345$ $2,377,933$ $162,298$ $762,298$ $762,298$ $762,298$ $762,683$ $72,254,829$ $762,683$ $72,381,572$ $70,334,85$ $981,093$ $1,693,678$ $72,254,829$ $722,581,572$ $70,087,488$ $14,033,662$ $72,381,572$ $70,387,7500$ $12,209,1823$ $22,7381,572$ $70,387,785$ $72,831,572$ $70,087,748$ $14,003,362$ $22,381,572$ $70,387,7500$ $12,209,1823$ $22,7381,572$ $70,087,748$ $14,003,362$ $22,381,572$ $70,87,848$ $14,003,362$ $12,381,572$ $70,87,848$ $14,003,362$ $22,381,572$ $70,87,848$ $14,003,362$ $22,781,572$ $82,578,688$ $12,779$ $580,639$ $162,778$ $30,763$ $212,779$ $580,639$ Income from operations $1,345,439$ $2,555,828$		. , ,			. , ,	
Total revenue       11,328,144       21,660,784       19,700,571       41,384,934         Cost of revenue (excludes depreciation shown separately below)       Project personnel costs       5,868,854       11,626,782       9,563,997       22,547,278         Software costs       831,082       1,198,333       1.984,435       2,377,933       Reimbursable expenses       602,928       1,033,485       981,093       1,693,678         Total cost of revenue       7,354,889       14,377,670       12,691,823       27,381,513       14,003,362         Selling, general and administrative       2,341,285       4,090,638       4,193,956       7,824,821         EBITDA <sup>1</sup> 1,62,778       303,763       212,779       310,221         Amortization of intangibles       162,778       132,485       224,875       310,221         Income from operations       1,331,023       2,755,828       2,377,138       5,287,681         Interest expense       (14,762)       (12,12,64)       (29,133)       (23,37,68)         Other       (193)       9,292       1,899       8,129         Income from operations       1,314,323       5,266,011       5,230,541       5,069,961         Provision for income taxes       7,000       1,023,301       9,2000 <td< td=""><td></td><td>· · ·</td><td>, ,</td><td>, ,</td><td></td></td<>		· · ·	, ,	, ,		
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Software costs $831,082$ $1,98,393$ $1,984,435$ $2,377,933$ Reimbursable expenses $602,928$ $1,033,485$ $981,093$ $1,693,678$ Other project related expenses $602,928$ $1,033,485$ $981,093$ $1,693,678$ Total cost of revenue $7,354,889$ $14,377,670$ $12,691,823$ $27,381,572$ Gross margin $3,973,255$ $7,283,114$ $7,008,748$ $14,003,362$ Selling, general and administrative $2,341,285$ $4.090,638$ $4,193,956$ $7,824,821$ EBITDA <sup>1</sup> $1,631,970$ $3,192,476$ $2,814,792$ $6,178,541$ Depreciation $123,753$ $132,885$ $224,875$ $310,221$ Amortization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Income from operations $1,345,439$ $2,755,828$ $2,377,138$ $5,287,681$ Income from operations $1,331,023$ $2,650,112$ $2,350,541$ $5,069,961$ Provision for income taxes $52,1000$ $1,023,301$ $920,000$ $1,954,847$	Cost of revenue (excludes depreciation shown separately below)					
Reimbursable expenses Other project related expenses $602,928$ $1,033,485$ $981,093$ $1,693,678$ $762,6683$ Other project related expenses Total cost of revenue $7,353,4859$ $14,377,670$ $12,2691,823$ $72,2681,727$ Gross margin $3,973,255$ $7,283,114$ $7,008,748$ $14,003,362$ Selling, general and administrative EBITDA1 $2,341,285$ $4,090,638$ $4,193,956$ $7,824,821$ EBITDA1 $1,631,970$ $3,192,476$ $2,814,792$ $6,178,541$ Depreciation Amortization of intangibles Interest income $123,753$ $132,885$ $224,875$ $310,221$ Amortization of intangibles Interest income $1,345,439$ $2,755,828$ $2,377,138$ $5,287,681$ Interest income $539$ $6,256$ $637$ $7,919$ Income before income taxes $1,331,023$ $2,c50,112$ $2,350,541$ $5,069,961$ Provision for income taxes $521,000$ $1,023,301$ $920,000$ $1.954,847$ Net income\$ $$0,05$ \$ $0,08$ \$ $0,09$ \$ $0,15$ Diluted net income per share\$ $$0,05$ \$ $0,08$ \$ $0,09$ \$ $0,15$ Diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of GAAP diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Stares used in computing diluted net income per share $20,234,707$ $24,794,723$ <	Project personnel costs	5,868,854	11,626,782	9,563,997	22,547,278	
Other project related expenses $52,025$ $519,010$ $162,298$ $762,683$ Total cost of revenue $7,354,889$ $14,377,670$ $12,691,823$ $27,381,572$ Gross margin $3,973,255$ $7,283,114$ $7,008,748$ $41,003,362$ Selling, general and administrative $2,341,285$ $4.090,638$ $4,193,956$ $7,824,821$ EBITDA <sup>1</sup> $1,631,970$ $3,192,476$ $2,814,992$ $6,178,541$ Depreciation $123,753$ $132,885$ $224,875$ $310,221$ Amorization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Income from operations $1.437,670$ $(121,264)$ $(29,133)$ $(233,768)$ Interest expense $(14,762)$ $(121,264)$ $(29,133)$ $(233,768)$ Other $(193)$ $9,292$ $1,899$ $8,129$ Income before income taxes $521,000$ $1,023,301$ $920,000$ $1.954,847$ Net income         \$ $80,025$ \$ $0.08$ \$ $0.09$ \$ $0.15$ Diluted net	Software costs	831,082	1,198,393	1,984,435	2,377,933	
Total cost of revenue Gross margin $\overline{7,354,889}$ $\overline{14,377,670}$ $\overline{12,691,823}$ $\overline{27,381,572}$ Gross margin $\overline{3,973,255}$ $\overline{7,283,114}$ $\overline{7,008,748}$ $\overline{14,003,362}$ Selling, general and administrative EBITDA1 $2,341,285$ $4,090,638$ $4,193,956$ $7,824,821$ EBITDA1 $1,631,970$ $\overline{3,192,476}$ $2,814,792$ $6,178,541$ Depreciation Amortization of intangibles Incerest income Interest income $123,753$ $132,885$ $224,875$ $310,221$ Amortization of intangibles Interest income Income from operations Income before income taxes $6,256$ $637$ $7,919$ Income before income taxes $1,331,023$ $2,2650,112$ $2,350,541$ $5,069,961$ Provision for income taxes $521,000$ $1,023,301$ $920,000$ $1,954,847$ Net income $$ 0.05 $ 0.08 $ 0.09 $ 0.15$ Diluted net income per share $$ 0.05 $ 0.08 $ 0.09 $ 0.15$ Diluted net income per share $$ 0.05 $ 0.08 $ 0.09 $ 0.13$ Shares used in computing basic net income per share $20,234,707 $ 24,794,723 $ 18,928,871 $ 24,799,587 $Reconciliation of GAAP diluted net income per share to CEPS4:Net income$ 810,023 $ 1,626,811 $ 1,430,541 $ 3,115,114 $Amortization of intangibles12,778 $ 303,763 $ 212,779 $ 580,639 $Shares used in computing basic net income per share$ 0.07 $ 24,794,723 $ 18,928,871 $ 24,799,587 $Reconciliation of GAAP diluted net income per share to CEPS4:Net income$ 810,023 $ 1,626,811 $ 1,430,541 $ 3,115,114 $Amortization of intangibl$	Reimbursable expenses	602,928	1,033,485	981,093	1,693,678	
Gross margin $3,973,255$ $7,283,114$ $7,008,748$ $14,003,362$ Selling, general and administrative $2,341,285$ $4,090,638$ $4,193,956$ $7,824,821$ EBITDA <sup>1</sup> $1,631,970$ $3,192,476$ $2,814,792$ $6,178,541$ Depreciation $123,753$ $132,885$ $224,875$ $310,221$ Amortization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Interest expense $(14,762)$ $(121,264)$ $(29,133)$ $(233,768)$ Other $(193)$ $9,292$ $1,889$ $8,129$ Income before income taxes $521,000$ $1.023,301$ $20,000$ $1.954,841$ Basic net income per share $$50,055$ $$0.08$ $$0.09$ $$0.15$ Diluted net income per share $$$0.05$ $$0.08$ $$0.09$ $$0.15$ Shares used in computing basic net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of GAAP diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of intangibles $12,370$	Other project related expenses	52,025	519,010	162,298	762,683	
Selling, general and administrative $2,341,285$ $4,090,638$ $4,193,956$ $7,824,821$ EBITDA1 $1,631,970$ $3,192,476$ $2,814,792$ $6,178,541$ Depreciation $123,753$ $132,885$ $224,875$ $310,221$ Amortization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Income from operations $1,345,439$ $2,755,828$ $2,377,118$ $5,287,681$ Interest income $1,345,439$ $2,755,828$ $2,377,118$ $5,287,681$ Interest expense $(14,762)$ $(121,264)$ $(29,133)$ $(233,768)$ Other $(193)$ $9,292$ $1.899$ $8,129$ Income before income taxes $1,331,023$ $2,650,112$ $2,350,541$ $5,069,961$ Provision for income taxes $521,000$ $1,023,301$ $920,000$ $1.954,847$ Net income\$ $$0.05$ \$ $0.08$ \$ $0.09$ \$ $0.15$ Diluted net income per share\$ $$0.05$ \$ $0.08$ \$ $0.09$ \$ $0.15$ Diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Shares used in computing diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Stares used in computing diluted net income per share to CEPS <sup>2</sup> :Net income\$ $810,023$ \$ $1,626,811$ \$ $1,430,541$ \$ $3,115,114$ <td>Total cost of revenue</td> <td>7,354,889</td> <td>14,377,670</td> <td>12,691,823</td> <td>27,381,572</td>	Total cost of revenue	7,354,889	14,377,670	12,691,823	27,381,572	
EBITDA <sup>1</sup> 1,631,970       3,192,476       2,814,792       6,178,541         Depreciation       123,753       132,885       224,875       310,221         Amortization of intangibles       162,778       303,763       212,779       580,639         Income from operations       1,345,439       2,755,828       2,377,138       5,287,681         Interest income       539       6,256       637       7,919         Interest expense       (14,762)       (21,1264)       (29,133)       (233,768)         Other       (193)       9,292       1,899       8,129         Income before income taxes       521,000       1,023,301       920,000       1,954,847         Net income       \$ 810,023       \$ 1,626,811       \$ 1,430,541       \$ 3,115,114         Basic net income per share       \$ 0.05       \$ 0.08       \$ 0.09       \$ 0.15         Diluted net income per share       \$ 0.04       \$ 0.07       \$ 0.08       \$ 0.13         Shares used in computing diluted net income per share       20,234,707       24,794,723       18,928,871       24,799,587         Reconciliation of GAAP diluted net income per share       20,234,707       24,794,723       18,928,871       24,799,587         Net income       \$	Gross margin	3,973,255	7,283,114	7,008,748	14,003,362	
Depreciation       123,753       132,885       224,875       310,221         Amorization of intagibles       162,778       303,763       212,779       580,639         Increme from operations       1,345,439       2,755,828       2,377,138       5,287,681         Interest income       539       6,256       637       7,919         Interest expense       (14,762)       (121,264)       (29,133)       (233,768)         Other       (193)       9,292       1,899       8,129         Income before income taxes       521,000       1,023,301       920,000       1,954,847         Net income       \$ 810,023       \$ 1,626,811       \$ 1,430,541       \$ 3,115,114         Basic net income per share       \$ 0.05       \$ 0.08       \$ 0.09       \$ 0.15         Diluted net income per share       \$ 0.05       \$ 0.08       \$ 0.09       \$ 0.13         Shares used in computing basic net income per share       20,234,707       24,794,723       18,928,871       24,799,587         Reconciliation of GAAP diluted net income per share       \$ 810,023       \$ 1,626,811       \$ 1,430,541       \$ 3,115,114         Amorization of intagibles       162,778       303,763       212,779       580,639         Stock compensation </td <td>Selling, general and administrative</td> <td>2,341,285</td> <td>4,090,638</td> <td>4,193,956</td> <td>7,824,821</td>	Selling, general and administrative	2,341,285	4,090,638	4,193,956	7,824,821	
Amortization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Income from operations $1,345,439$ $2,755,828$ $2,377,138$ $5,287,681$ Interest income $539$ $6,256$ $637$ $7,919$ Interest expense $(14,762)$ $(121,264)$ $(29,133)$ $(223,768)$ Other $(193)$ $9,292$ $1,899$ $8,129$ Income before income taxes $1,331,023$ $2,650,112$ $2,350,541$ $5,069,961$ Provision for income taxes $521,000$ $1,023,301$ $920,000$ $1,954,847$ Net income $$810,023$ $$1,626,811$ $$1,430,541$ $$3,115,114$ Basic net income per share $$0.05$ $$0.08$ $$0.09$ $$0.15$ Diluted net income per share $$0.04$ $$0.07$ $$0.08$ $$0.09$ Shares used in computing basic net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of GAAP diluted net income per share $$162,778$ $303,763$ $212,779$ $$80,639$ Stock compensation $12,300$ $$9,157$ $$4,768$ $$18,14$ Amortization of intangibles $162,778$ $303,763$ $212,779$ $$80,639$ Stock compensation $12,300$ $$9,157$ $$4,768$ $$18,14$ Algusted net income for CEPS $$916,571$ $$1,849,595$ $$1,575,112$ $$3,544,569$	EBITDA <sup>1</sup>	1,631,970	3,192,476	2,814,792	6,178,541	
Amortization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Income from operations $1,345,439$ $2,755,828$ $2,377,138$ $5,287,681$ Interest income $539$ $6,256$ $637$ $7,919$ Interest expense $(14,762)$ $(121,264)$ $(29,133)$ $(223,768)$ Other $(193)$ $9,292$ $1,899$ $8,129$ Income before income taxes $1,331,023$ $2,650,112$ $2,350,541$ $5,069,961$ Provision for income taxes $521,000$ $1,023,301$ $920,000$ $1,954,847$ Net income $$810,023$ $$1,626,811$ $$1,430,541$ $$3,115,114$ Basic net income per share $$0.05$ $$0.08$ $$0.09$ $$0.15$ Diluted net income per share $$0.04$ $$0.07$ $$0.08$ $$0.09$ Shares used in computing basic net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of GAAP diluted net income per share $$162,778$ $303,763$ $212,779$ $$80,639$ Stock compensation $12,300$ $$9,157$ $$4,768$ $$18,14$ Amortization of intangibles $162,778$ $303,763$ $212,779$ $$80,639$ Stock compensation $12,300$ $$9,157$ $$4,768$ $$18,14$ Algusted net income for CEPS $$916,571$ $$1,849,595$ $$1,575,112$ $$3,544,569$	Depreciation	123,753	132,885	224,875	310,221	
Interest income539 $6,256$ $637$ $7,919$ Interest expense $(14,762)$ $(121,264)$ $(29,133)$ $(233,768)$ Other $(193)$ $9,292$ $1,899$ $8,129$ Income before income taxes $1,331,023$ $2,650,112$ $2,350,541$ $5,069,961$ Provision for income taxes $1,023,301$ $920,000$ $1.954,847$ Net income $$1,626,811$ $$1,430,541$ $$3,115,114$ Basic net income per share $$0.05$ $$0.08$ $$0.09$ $$0.15$ Diluted net income per share $$0.07$ $$0.08$ $$0.13$ Shares used in computing basic net income per share $20,234,707$ $24,794,723$ $18,928,871$ Shares used in computing diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of GAAP diluted net income per share to CEPS <sup>2</sup> : $$1,626,811$ $$1,430,541$ $$3,115,114$ Net income $$1,2300$ $$1,626,811$ $$1,430,541$ $$3,115,114$ Amortization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Stock compensation $12,300$ $59,157$ $24,768$ $118,314$ Related tax effect $(68,530)$ $(140,136)$ $(92,976)$ $(269,498)$ Adjusted net income for CEPS $$5,916,571$ $$1,849,595$ $$1,575,112$ $$3,544,569$	Amortization of intangibles	162,778	303,763	212,779		
Interest expense $(14,762)$ $(121,264)$ $(29,133)$ $(233,768)$ Other $(193)$ $9,292$ $1,899$ $8,129$ Income before income taxes $1,331,023$ $2,650,112$ $2,350,541$ $5,069,961$ Provision for income taxes $521,000$ $1,023,301$ $920,000$ $1,954,847$ Net income $$$0.05$$ $$0.08$$ $$0.09$$ $$0.15$$ Diluted net income per share $$$0.05$$ $$0.08$$ $$0.09$$ $$0.15$$ Diluted net income per share $$$0.04$$ $$0.07$$ $$0.08$$ $$0.09$$ $$0.13$$ Shares used in computing basic net income per share $$17,312,707$$ $$21,529,502$$ $15,906,432$$ $$21,345,581$$ Shares used in computing diluted net income per share $$20,234,707$$ $$24,794,723$$ $18,928,871$$ $$24,799,587$$ Reconciliation of GAAP diluted net income per share to CEPS <sup>2</sup> :Net income $$$810,023$$ $$1,626,811$ $$$1,430,541$$ $$3,115,114$Amortization of intangibles162,778$303,763$$212,779$$580,639$Stock compensation12,300$$9,157$$4,768$118,314$Related tax effect(68,530)(140,136)(92,976)(269,498)Adjusted net income for CEPS$$916,571$$1,849,595$$1,575,112$$3,544,569$$	Income from operations	1,345,439	2,755,828	2,377,138	5,287,681	
Other $(193)$ $9,292$ $1,899$ $8,129$ Income before income taxes $1,331,023$ $2,650,112$ $2,350,541$ $5,069,961$ Provision for income taxes $521,000$ $1,023,301$ $920,000$ $1,954,847$ Net income $$1,626,811$ $$1,430,541$ $$3,115,114$ Basic net income per share $$0.05$ $$0.08$ $$0.09$ $$0.15$ Diluted net income per share $$0.04$ $$0.07$ $$0.08$ $$0.09$ $$0.13$ Shares used in computing basic net income per share $$1,7312,707$ $21,529,502$ $15,906,432$ $21,345,581$ Shares used in computing diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of GAAP diluted net income per share to CEPS <sup>2</sup> :Net income $$810,023$ $$1,626,811$ $$1,430,541$ $$3,115,114$ Amortization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Stock compensation $12,300$ $59,157$ $24,768$ $118,314$ Related tax effect $(68,530)$ $(140,136)$ $(92,976)$ $(269,498)$ Adjusted net income for CEPS $$916,571$ $$1,849,595$ $$1,575,112$ $$3,544,569$	Interest income	539	6,256	637	7,919	
Income before income taxes $1,331,023$ $2,650,112$ $2,350,541$ $5,069,961$ Provision for income taxes $521,000$ $1,023,301$ $920,000$ $1,954,847$ Net income $$1,626,811$ $$1,430,541$ $$3,115,114$ Basic net income per share $$0.05$ $$0.08$ $$0.09$ $$0.15$ Diluted net income per share $$0.04$ $$0.07$ $$0.08$ $$0.13$ Shares used in computing basic net income per share $$17,312,707$ $$21,529,502$ $15,906,432$ $$21,345,581$ Shares used in computing diluted net income per share $$20,234,707$ $$24,794,723$ $18,928,871$ $$24,799,587$ Reconciliation of GAAP diluted net income per share to CEPS': $$810,023$ $$1,626,811$ $$1,430,541$ $$3,115,114$ Amortization of intangibles $$1,627,78$ $$303,763$ $$212,779$ $$80,639$ Stock compensation $$12,300$ $$9,157$ $$24,768$ $$118,314$ Related tax effect $(68,530)$ $(140,136)$ $(92,976)$ $(269,498)$ Adjusted net income for CEPS $$916,571$ $$1,849,595$ $$1,575,112$ $$3,544,569$	Interest expense	(14,762)	(121,264)	(29,133)	(233,768)	
Provision for income taxes $521,000$ $1,023,301$ $920,000$ $1,954,847$ Net income\$ 810,023\$ $1,626,811$ \$ $1,430,541$ \$ $3,115,114$ Basic net income per share\$ 0.05\$ 0.08\$ 0.09\$ 0.15Diluted net income per share\$ 0.04\$ 0.07\$ 0.08\$ 0.13Shares used in computing basic net income per share $17,312,707$ $21,529,502$ $15,906,432$ $21,345,581$ Shares used in computing diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of GAAP diluted net income per share to CEPS <sup>2</sup> :Net income\$ $810,023$ \$ $1,626,811$ \$ $1,430,541$ \$ $3,115,114$ Amortization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Stock compensation $12,300$ $59,157$ $24,768$ $118,314$ Related tax effect $(68,530)$ $(140,136)$ $(92,976)$ $(269,498)$ Adjusted net income for CEPS $$ 916,571$ $$ 1,849,595$ $$ 1,575,112$ $$ 3,544,569$	Other	(193)	9,292	1,899	8,129	
Net income       \$ 810,023       \$ 1,626,811       \$ 1,430,541       \$ 3,115,114         Basic net income per share       \$ 0.05       \$ 0.08       \$ 0.09       \$ 0.15         Diluted net income per share       \$ 0.04       \$ 0.07       \$ 0.08       \$ 0.13         Shares used in computing basic net income per share $17,312,707$ $21,529,502$ $15,906,432$ $21,345,581$ Shares used in computing diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of GAAP diluted net income per share to CEPS <sup>2</sup> :       Net income       \$ 810,023       \$ 1,626,811       \$ 1,430,541       \$ 3,115,114         Amortization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Stock compensation $12,300$ $59,157$ $24,768$ $118,314$ Related tax effect $(68,530)$ $(140,136)$ $(92,976)$ $(269,498)$ Adjusted net income for CEPS $$ 3,544,569$ $$ 3,544,569$ $$ 3,544,569$	Income before income taxes	1,331,023	2,650,112	2,350,541	5,069,961	
Basic net income per share $\$$ $0.05$ $\$$ $0.08$ $\$$ $0.09$ $\$$ $0.15$ Diluted net income per share $\$$ $0.04$ $\$$ $0.07$ $\$$ $0.08$ $\$$ $0.13$ Shares used in computing basic net income per share $17,312,707$ $21,529,502$ $15,906,432$ $21,345,581$ Shares used in computing diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of GAAP diluted net income per share to CEPS <sup>2</sup> :Net income $\$$ $$1,626,811$ $\$$ $1,430,541$ $\$$ $$3,115,114$ Amortization of intangibles $162,778$ $303,763$ $212,779$ $580,639$ Stock compensation $12,300$ $59,157$ $24,768$ $118,314$ Related tax effect $(68,530)$ $(140,136)$ $(92,976)$ $(269,498)$ Adjusted net income for CEPS $\$$ $916,571$ $\$$ $1,849,595$ $\$$ $1,575,112$ $\$$ $3,544,569$	Provision for income taxes	521,000	1,023,301	920,000	1,954,847	
Diluted net income per share\$ 0.04\$ 0.07\$ 0.08\$ 0.13Shares used in computing basic net income per share $17,312,707$ $21,529,502$ $15,906,432$ $21,345,581$ Shares used in computing diluted net income per share $20,234,707$ $24,794,723$ $18,928,871$ $24,799,587$ Reconciliation of GAAP diluted net income per share to CEPS <sup>2</sup> :Net income\$ 810,023\$ 1,626,811\$ 1,430,541\$ 3,115,114Amortization of intangibles162,778303,763212,779580,639Stock compensation12,30059,15724,768118,314Related tax effect(68,530)(140,136)(92,976)(269,498)Adjusted net income for CEPS $$ 916,571$ $$ 1,849,595$ $$ 1,575,112$ $$ 3,544,569$	Net income	\$ 810,023	\$ 1,626,811	\$ 1,430,541	\$ 3,115,114	
Shares used in computing basic net income per share       17,312,707       21,529,502       15,906,432       21,345,581         Shares used in computing diluted net income per share       20,234,707       24,794,723       18,928,871       24,799,587         Reconciliation of GAAP diluted net income per share to CEPS <sup>2</sup> :       Net income       \$ 810,023       \$ 1,626,811       \$ 1,430,541       \$ 3,115,114         Amortization of intangibles       162,778       303,763       212,779       580,639         Stock compensation       12,300       59,157       24,768       118,314         Related tax effect       (68,530)       (140,136)       (92,976)       (269,498)         Adjusted net income for CEPS       \$ 916,571       \$ 1,849,595       \$ 1,575,112       \$ 3,544,569	Basic net income per share	\$ 0.05	\$ 0.08	\$ 0.09	\$ 0.15	
Shares used in computing diluted net income per share       20,234,707       24,794,723       18,928,871       24,799,587         Reconciliation of GAAP diluted net income per share to CEPS <sup>2</sup> :       Net income       \$ 810,023       \$ 1,626,811       \$ 1,430,541       \$ 3,115,114         Amortization of intangibles       162,778       303,763       212,779       580,639         Stock compensation       12,300       59,157       24,768       118,314         Related tax effect       (68,530)       (140,136)       (92,976)       (269,498)         Adjusted net income for CEPS       \$ 916,571       \$ 1,849,595       \$ 1,575,112       \$ 3,544,569	Diluted net income per share	\$ 0.04	\$ 0.07	\$ 0.08	\$ 0.13	
Reconciliation of GAAP diluted net income per share to CEPS <sup>2</sup> :           Net income         \$ 810,023         \$ 1,626,811         \$ 1,430,541         \$ 3,115,114           Amortization of intangibles         162,778         303,763         212,779         580,639           Stock compensation         12,300         59,157         24,768         118,314           Related tax effect         (68,530)         (140,136)         (92,976)         (269,498)           Adjusted net income for CEPS         \$ 916,571         \$ 1,849,595         \$ 1,575,112         \$ 3,544,569	Shares used in computing basic net income per share	17,312,707	21,529,502	15,906,432	21,345,581	
Net income       \$ 810,023       \$ 1,626,811       \$ 1,430,541       \$ 3,115,114         Amortization of intangibles       162,778       303,763       212,779       580,639         Stock compensation       12,300       59,157       24,768       118,314         Related tax effect       (68,530)       (140,136)       (92,976)       (269,498)         Adjusted net income for CEPS       \$ 916,571       \$ 1,849,595       \$ 1,575,112       \$ 3,544,569	Shares used in computing diluted net income per share	20,234,707	24,794,723	18,928,871	24,799,587	
Net income       \$ 810,023       \$ 1,626,811       \$ 1,430,541       \$ 3,115,114         Amortization of intangibles       162,778       303,763       212,779       580,639         Stock compensation       12,300       59,157       24,768       118,314         Related tax effect       (68,530)       (140,136)       (92,976)       (269,498)         Adjusted net income for CEPS       \$ 916,571       \$ 1,849,595       \$ 1,575,112       \$ 3,544,569						
Amortization of intangibles       162,778       303,763       212,779       580,639         Stock compensation       12,300       59,157       24,768       118,314         Related tax effect       (68,530)       (140,136)       (92,976)       (269,498)         Adjusted net income for CEPS       \$ 916,571       \$ 1,849,595       \$ 1,575,112       \$ 3,544,569	· · · · · · · · · · · · · · · · · · ·					
Stock compensation         12,300         59,157         24,768         118,314           Related tax effect         (68,530)         (140,136)         (92,976)         (269,498)           Adjusted net income for CEPS         \$ 916,571         \$ 1,849,595         \$ 1,575,112         \$ 3,544,569		\$ 810,023	\$ 1,626,811	\$ 1,430,541	\$ 3,115,114	
Related tax effect         (68,530)         (140,136)         (92,976)         (269,498)           Adjusted net income for CEPS         \$ 916,571         \$ 1,849,595         \$ 1,575,112         \$ 3,544,569	Amortization of intangibles	162,778	303,763	212,779	580,639	
Adjusted net income for CEPS         \$ 916,571         \$ 1,849,595         \$ 1,575,112         \$ 3,544,569	Stock compensation	12,300	59,157	24,768	118,314	
Adjusted net income for CEPS         \$ 916,571         \$ 1,849,595         \$ 1,575,112         \$ 3,544,569	Related tax effect	(68,530)	(140,136)	(92,976)	(269,498)	
	Adjusted net income for CEPS	\$ 916,571	\$ 1,849,595		\$ 3,544,569	
	CEPS <sup>2</sup>	\$ 0.05		\$ 0.08	\$ 0.14	

<sup>1</sup> EBITDA is a non-GAAP performance measure and is not intended to be a performance measure that should be regarded as an alternative to or more meaningful than either GAAP operating income or GAAP net income. EBITDA measures presented may not be comparable to similarly titled measures presented by other companies.

<sup>2</sup> Diluted cash earnings per share (CEPS) is a non-GAAP performance measure and is not intended to be a performance measure that should be regarded as an alternative to or more meaningful than GAAP diluted earnings per share. CEPS measures presented may not be comparable to similarly titled measures presented by other companies. CEPS is defined as net income plus amortization of intangibles and stock compensation divided by shares used in computing diluted net income per share.

# PERFICIENT, INC. CONSOLIDATED BALANCE SHEETS

	December 31,	June 30,	
	2004	2005	
ASSETS		(unaudited)	
Current assets:			
Cash	\$ 3,905,460	\$ 2,029,511	
Accounts receivable, net	20,049,500	22,348,345	
Other current assets	336,309	438,732	
Total current assets	24,291,269	24,816,588	
Net property and equipment	805,831	894,740	
Net intangible assets	37,339,891	44,232,951	
Other noncurrent assets	145,374	1,475,324	
Total assets	\$ 62,582,365	\$ 71,419,603	
LIABILITIES AND STOCKHOLDERS' EQUITY Current liabilities: Accounts payable Current portion of long term debt Other current liabilities Current portion of notes payable to related parties Total current liabilities Long term debt, net of current portion Notes payable to related parties, net of current portion Total liabilities	\$ 6,927,523 1,135,354 6,750,968 243,847 15,057,692 2,676,027 226,279 17,959,998	\$ 1,614,770 1,291,431 6,212,760 234,899 9,353,860 8,019,032 - 17,372,892	
Stockholders' equity:			
Common stock	20,914	22,083	
Additional paid-in capital	102,637,699	108,856,983	
Deferred stock compensation	(1,656,375)	(1,538,063)	
Accumulated other comprehensive loss	(57,837)	(87,372)	
Accumulated deficit	(56,322,034)	(53,206,920)	
Total stockholders' equity	44,622,367	54,046,711	
Total liabilities and stockholders' equity	\$ 62,582,365	\$ 71,419,603	