



## **FOR IMMEDIATE RELEASE**

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## **PERFICIENT, INC. REPORTS RECORD 2000 REVENUES, UP 138%** *Annual revenues exceed \$23 million as quarterly cash profits continue*

**AUSTIN, Texas – Jan. 30, 2001** – Perficient, Inc. (NASDAQ: PRFT), an Internet services firm that uses emerging technologies to web-enable complex enterprise systems, today reported financial results for the year and quarter ended December 31, 2000.

### **Financial Highlights**

For the year ended December 31, 2000:

- Revenue, including the effect of significant acquisitions, increased 138% to \$23,111,000 compared with \$9,711,000 in 1999.
- Pro forma net income was \$298,000 or \$.04 diluted earnings per share compared to a net loss of \$8,000 or \$0.00 loss per share in 1999.
- Gross margin as a percentage of revenue was 50.6%.

For the fourth quarter ending December 31, 2000:

- Revenue increased 112% to \$6,746,000 versus \$3,187,000 in the same period in 1999 and represented Perficient's ninth consecutive quarter of sequential revenue growth.
- Pro forma net income was \$177,000 or \$.03 diluted earnings per share compared to net income of \$22,000 or \$0.00 earnings per share in 1999.
- Gross margin as a percentage of revenue was 51.1%.
- Perficient's dot-com exposure was nominal (with less than 1% of accounts receivable as of December 31, 2000 representing dot-com clients).

Operating results include the effect of the acquisitions of Compete, Inc. and LoreData, Inc. as of the beginning of the period discussed. Pro forma net income and pro forma net income per share excludes the impact of goodwill amortization, depreciation, stock compensation, and one time acquisition related charges.

"These results demonstrate that our focus on Java 2 Enterprise Edition (J2EE) and high growth segments of the enterprise market continues to be a winning strategy," said Jack McDonald, CEO of Perficient. "We're well positioned for growth in 2001 through our VSO (Virtual Service Organizations) outsourcing partnerships, which enable us to cost-effectively source business from the Global 2000. Our recently announced three-year agreement with IBM to provide WebSphere™ consulting services is a powerful example of how well our VSO model can work."

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### **Other 2000 Highlights**

Perficient's revenue growth in 2000 can be traced to its expertise in three rapidly growing segments of the Internet software market - middleware, content management and enterprise portal software - and its VSO outsourcing partnerships, which enable Perficient to leverage the sales forces of its partners and provide an effective sales channel into the Global 2000. Among other achievements in 2000, Perficient:

- Completed technology design and implementation for more than 200 clients, such as Ariba, Citibank, Kemper Insurance, Key Bank, MCI WorldCom, Nokia, Penguin and The Associates.
- Signed a three-year services agreement with IBM, to provide deployment integration and training services for their WebSphere™ software platform customers.
- Completed and integrated two significant acquisitions.
- Increased employee base to 202 currently from 115 through year-end 1999.
- Launched its Java Bootcamp immersion training program to educate its new and existing consulting staff on the latest J2EE technologies.
- Was named to *Computerworld's* prestigious list of 100 Emerging Companies To Watch in 2001 and was recognized by LocalBusiness.com, formerly dbusiness.com, as a company to watch.

### **About Perficient**

Perficient (NASDAQ: PRFT) is a leading Internet services firm that uses emerging technologies to web-enable complex enterprise systems. Perficient builds deep expertise around a targeted set of core technologies through unique outsourcing partnerships with leading Internet software makers (called "Virtual Services Organizations" or "VSOs"). Perficient's VSOs enable its software company partners to focus on their core business of improving and selling their software by outsourcing services delivery to Perficient teams that function as an extension of the partner's organization. Perficient partners are leading Internet commerce "enablers" that provide the software platform for building the e-business infrastructure, such as Vignette Corporation, IBM and Plumtree Software. For more information, visit Perficient's Web site at [www.perficient.com](http://www.perficient.com).

### **Safe Harbor Statement**

"Safe Harbor" statement under the Private Securities Litigation Reform Act of 1995: This news release contains forward-looking statements, particularly with respect to our focus on Java 2 Enterprise Edition, our position for growth and the effectiveness of our model, 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 and other risks detailed from time to time in the Company's filings with the Securities and Exchange Commission. Our reported results may be subject to adjustments, reserves, and other items that may be identified during the normal year-end audit process.



**Perficient, Inc.**  
**Pro Forma Consolidated Statements of Operations Including the Effect of Significant Acquisitions**

	Year Ended December 31,		Three Months Ended December 31,	
	1999	2000	1999	2000
	(unaudited)		(unaudited)	
Consulting revenues	\$ 9,710,818	\$ 23,110,578	\$ 3,186,698	\$ 6,746,145
Cost of consulting revenues	<u>5,160,861</u>	<u>11,421,371</u>	<u>1,544,139</u>	<u>3,299,188</u>
Gross margin	4,549,957	11,689,207	1,642,559	3,446,957
Selling, general and administrative	<u>4,508,162</u>	<u>11,311,092</u>	<u>1,677,913</u>	<u>3,147,336</u>
Total pro forma operating income (1)	41,795	378,115	(35,354)	299,621
Interest income (expense), net	(54,631)	94,239	70,551	(18,738)
Pro forma provision (benefit) for income taxes (2)	<u>(4,749)</u>	<u>174,771</u>	<u>13,023</u>	<u>103,927</u>
Pro forma net income (loss) (1)	<u>\$ (8,087)</u>	<u>\$ 297,583</u>	<u>\$ 22,174</u>	<u>\$ 176,956</u>
Pro forma net income (loss) per share (1):				
Basic	<u>\$ (0.00)</u>	<u>\$ 0.06</u>	<u>\$ 0.00</u>	<u>\$ 0.04</u>
Diluted	<u>\$ (0.00)</u>	<u>\$ 0.04</u>	<u>\$ 0.00</u>	<u>\$ 0.03</u>
Shares used in computing basic pro forma net income (loss) per share	<u>4,032,494</u>	<u>4,940,260</u>	<u>4,633,864</u>	<u>5,041,463</u>
Shares used in computing diluted pro forma net income (loss) per share	<u>4,032,494</u>	<u>6,855,105</u>	<u>6,490,149</u>	<u>6,889,006</u>

(1) Pro forma income (loss) from operations, pro forma net income (loss) and pro forma net income (loss) per share excludes the impact of goodwill amortization, depreciation, stock compensation, and one time acquisition related charges.

(2) Pro forma net income (loss) and pro forma net income (loss) per share includes a tax provision (benefit) at an assumed effective rate of 37%.

Pro forma results of operations include the results of Compete, Inc. and Lore Data, Inc. as if the acquisitions had occurred at the beginning of the periods presented. This information is not necessarily indicative of the pro forma results of operations we would have obtained had we owned and operated these businesses as of the beginning of these periods.



**Perficient, Inc.**  
**Consolidated Statements of Operations**

	<b>Year Ended</b>		<b>Three Months Ended</b>	
	<b>December 31,</b>		<b>December 31,</b>	
	<b>1999</b>	<b>2000</b>	<b>1999</b>	<b>2000</b>
	<b>(unaudited)</b>		<b>(unaudited)</b>	
Consulting revenues	\$ 2,647,878	\$ 19,963,759	\$ 1,051,305	\$ 6,746,145
Cost of consulting revenues	<u>1,034,331</u>	<u>9,931,064</u>	<u>411,881</u>	<u>3,299,188</u>
Gross margin	1,613,547	10,032,695	639,424	3,446,957
Selling, general and administrative	2,197,560	10,579,652	1,038,112	3,247,303
Stock compensation	956,000	76,000	19,000	19,000
Intangibles amortization	<u>-</u>	<u>12,941,570</u>	<u>-</u>	<u>4,801,403</u>
Loss from operations	(1,540,013)	(13,564,527)	(417,688)	(4,620,749)
Interest income (expense), net	<u>114,138</u>	<u>112,177</u>	<u>77,685</u>	<u>(18,738)</u>
Loss before income taxes	(1,425,875)	(13,452,350)	(340,003)	(4,639,487)
Provision (benefit) for income taxes	<u>(20,912)</u>	<u>175,000</u>	<u>(16,577)</u>	<u>175,000</u>
Net loss	<u>\$ (1,404,963)</u>	<u>\$ (13,627,350)</u>	<u>\$ (323,426)</u>	<u>\$ (4,814,487)</u>
Net loss per share:				
Basic and diluted	<u>\$ (0.47)</u>	<u>\$ (2.96)</u>	<u>\$ (0.09)</u>	<u>\$ (0.95)</u>
Shares used in computing basic net loss per share	<u>3,000,556</u>	<u>4,606,283</u>	<u>3,502,222</u>	<u>5,041,463</u>



**Perficient, Inc.**  
**Consolidated Balance Sheets**

	<b>December 31,</b>	
	<b>1999</b>	<b>2000</b>
		<b>(unaudited)</b>
<b>Assets</b>		
Current assets:		
Cash	\$ 5,818,918	\$ 842,481
Accounts receivable, net	560,149	7,038,794
Other receivable	3,185	-
Income tax receivable	10,916	10,916
Other current assets	68,479	42,400
Total current assets	6,461,647	7,934,591
Property and equipment, net	80,827	804,406
Goodwill, net	-	45,558,173
Other noncurrent assets	73,943	317,772
Total assets	<u>\$ 6,616,417</u>	<u>\$ 54,614,942</u>
<b>Liabilities and stockholders' equity</b>		
Liabilities		
Current liabilities:		
Accounts payable	\$ 165,176	\$ 358,779
Note payable to related party	-	224,969
Line of credit	-	1,500,000
Current portion of note payable	-	3,338
Current portion of capital lease obligation	-	81,415
Other current liabilities	199,150	2,392,568
Total current liabilities	364,326	4,561,069
Note payable, less current portion	-	7,232
Capital lease obligation, less current portion	-	72,694
Total liabilities	364,326	4,640,995
Stockholders' equity:		
Common Stock	3,503	6,252
Additional paid-in capital	7,777,392	65,049,514
Unearned stock compensation	(152,000)	(76,000)
Accumulated other comprehensive loss	-	(1,665)
Retained deficit	(1,376,804)	(15,004,154)
Total stockholders' equity	6,252,091	49,973,947
Total liabilities and stockholders' equity	<u>\$ 6,616,417</u>	<u>\$ 54,614,942</u>