

**The Hackett Group, Inc.**  
**Supplemental Data Discussed During Q1 2017 Earnings Conference Call**

|   |                       |
|---|-----------------------|
| Q1 2017 net revenue growth in constant currency   | 6%                    |
| Q1 2017 year over year U.S revenue decline  | down 2%               |
| Q1 2017 year over year Hackett Group gross revenue growth in constant currency                              | 5%                    |
| Q1 2017 year over year international revenue growth, primarily in Europe                                    | 38%                   |
| Q1 2017 international revenue % of total company revenue  | 17%                   |
| Q1 2016 international revenue % of total company revenue  | 13%                   |
| Q1 2017 % of recurring revenue (AMS and Executive Advisory) to total company revenue                        | 18%                   |
| Q1 2017 % of recurring revenue (AMS and Executive Advisory) to total company pre-tax practice profitability | 23%                   |
| Q1 2017 Hackett Group pro forma gross margin as % of net revenue  | 38.4%                 |
| Q1 2016 Hackett Group pro forma gross margin as % of net revenue  | 38.3%                 |
| Q1 2017 ERP Solutions pro forma gross margin as a percentage of net revenue                                 | 37.9%                 |
| Q1 2016 ERP Solutions pro forma gross margin as a percentage of net revenue                                 | 38.0%                 |
| Q1 2017 severance cost (dollar amount/EPS impact)   | \$0.5 million /\$0.01 |
| Q1 2017 current quarter tax benefit from new accounting pronouncement                                       | \$0.08                |
| Q1 2017 cash flows - net income adjusted for noncash items  | \$12.8 million        |
| Q1 2017 dividend payment  | \$4 million           |
| Q1 2017 net borrowings  | \$2 million           |
| Acquisition:  |                       |
| Cash consideration paid for Jibe Consulting acquisition   | \$5.4 million         |
| Restricted stock consideration for Jibe Consulting acquisition  | \$3.6 million         |
| Executive Advisory:   |                       |
| Gross membership counts as of Q1 2017   | 1098                  |
| Client counts as of Q1 2017   | 329                   |
| Companies using the Certified GBS Program   | 150                   |
| Percentage of Business Analytics from total Hackett US revenue in Q1 2017                                   | Nearly 50%            |
| Percentage of Business Analytics from total Hackett global revenue in Q1 2017                               | 40%                   |