

The Hackett Group, Inc.
Supplemental Data Discussed During Q2 2017 Earnings Conference Call

Q2 2017 year over year Hackett Group U.S net revenue decline	12%
Q2 2017 year over year Hackett Group net revenue growth in constant currency	down 2%
Q2 2017 acquisition-related net revenue	\$4 million
Q2 2017 year over year international net revenue growth, primarily in Europe	41%
Q2 2017 year over year international net revenue growth, primarily in Europe (excluding Aecus)	28%
Q2 2017 international net revenue % of total company net revenue	21%
Q2 2016 international net revenue % of total company revenue	14%
Q2 2017 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	20%
Q2 2017 % of recurring net revenue (AMS and Executive Advisory) to total company pre-tax practice profitability	27%
Q2 2017 Hackett Group pro forma gross margin as % of net revenue	40.2%
Q2 2016 Hackett Group pro forma gross margin as % of net revenue	39.2%
Q2 2017 ERP Solutions pro forma gross margin as a percentage of net revenue	35.7%
Q2 2016 ERP Solutions pro forma gross margin as a percentage of net revenue	30.7%
2016 % of revenue from former clients and users	85%
Q2 2017 cash flows - net income adjusted for noncash items	\$9.5 million
Q2 2017 cash utilized for purchase consideration on the two acquisitions	\$9.3 million
Executive Advisory:	
Gross membership counts as of Q2 2017	1,110
Client counts as of Q2 2017	330
Companies using the Certified GBS Program	166