

The Hackett Group, Inc.
Supplemental Data Discussed During Q3 2017 Earnings Conference Call

Q3 2017 Hackett Group net revenue	\$56.1 million
Q3 2017 year over year Hackett Group net revenue decline	less than 1%
Q3 2017 year over year Hackett Group U.S net revenue decline	7%
Q3 2017 year over year international net revenue growth, primarily in Europe	36%
Q3 2017 year over year organic international net revenue growth, primarily in Europe (Int'l net of Aecus acquisition)	excess of 20%
Q3 2017 international net revenue % of total company net revenue	19%
Q3 2016 international net revenue % of total company revenue	13%
Q3 2017 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	20%
Q3 2017 % of recurring net revenue (AMS and Executive Advisory) to total company pre-tax practice profitability	27%
Q3 2017 Hackett Group pro forma gross margin as % of net revenue	39.7%
Q3 2016 Hackett Group pro forma gross margin as % of net revenue	39.1%
Q3 2017 SAP Solutions pro forma gross margin as a percentage of net revenue	39.3%
Q3 2016 SAP Solutions pro forma gross margin as a percentage of net revenue	39.6%
Q3 2017 cash flows - net income adjusted for noncash items	\$9.1 million
Executive Advisory:	
Gross membership counts as of Q3 2017	1,070
Client counts as of Q3 2017	327
Companies using the Certified GBS Program	over 175
Q3 2017 capital expenditures	\$1.9 million