

The Hackett Group, Inc.
Supplemental Data Discussed During Q4 2016 Earnings Conference Call

Q4 2016 available days decrease	8%
YTD 2016 year over year North America revenue growth	13%
YTD 2016 year over year international revenue decline	3%
YTD 2016 year over year international revenue growth in constant currency	Flat
Q4 2016 year over year North America revenue growth, excluding ERP Solutions	6.5%
Q4 2016 year over year international revenue growth	14%
Q4 2016 year over year international revenue growth in constant currency	21%
Q4 2016 international revenue % of total company revenue	15%
Q4 2015 international revenue % of total company revenue	14%
Q4 2016 Hackett Group pro forma gross margin as % of net revenue	42.4%
Q4 2015 Hackett Group pro forma gross margin as % of net revenue	39.6%
Q4 2016 % of recurring revenue (AMS and Executive Advisory) to total company revenue	17%
Q4 2016 % of recurring practice contribution margin (AMS and Executive Advisory) to total practice contribution margin	21%
Q4 2016 ERP Solutions pro forma gross margin as a percentage of net revenue	38.3%
Q4 2015 ERP Solutions pro forma gross margin as a percentage of net revenue	49.5%
Q4 2016 Debt facility pay down	\$6 million
Q4 2016 Capital expenditures	\$1.1 million
Executive Advisory:	
Gross membership counts as of Q4 2016	1075
Client counts as of Q4 2016	330
Companies using the Certified GBS Program	125
Percentage of total Hackett sales from total client base in YTD 2016	over 85%
Percentage of total Hackett sales from advisory client base in Q4 2016	over 60%
Percentage of Business Analytics from total Hackett US revenue in Q4 2016	Nearly 50%
Percentage of Business Analytics from total Hackett global revenue in Q4 2016	44%