

**The Hackett Group, Inc.**  
**Supplemental Data Discussed During Q4 2017 Earnings Conference Call**

Year to date Q4 2017 year over year Hackett Group U.S net revenue decline	4%
Year to date Q4 2017 year to date year over year international net revenue growth, primarily in Europe	36%
Q4 2017 year over year international net revenue growth, primarily in Europe	28%
Q4 2017 total total international net revenue as a % of total Company revenue	19%
Q4 2016 total total international net revenue as a % of total Company revenue	15%
Q4 2017 year over year Hackett Group net revenue	\$54.6 million
Q4 2017 year over year increase in Hackett Group net revenue	1.5%
Q4 2017 decrease in on-premise revenue	approximately 60%
Q4 2017 on premise revenue stabilized approximately \$1 million quarterly on where we expected	\$1 million
Q4 2017 cloud revenue growing in excess year over year	100%
Q4 SAP Solutions Group net revenue	\$9.9 million
Q4 SAP Solutions Group net revenue growth year over year	8.0%
Q4 2016 international net revenue % of total company revenue	15%
Q4 2017 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	20%
Q4 2017 % of recurring net revenue (AMS and Executive Advisory) to total Company pre-tax practice profitability	27%
Q4 2017 Hackett Group pro forma gross margin as % of net revenue	42.5%
Q4 2016 Hackett Group pro forma gross margin as % of net revenue	42.4%
Q4 2017 SAP Solutions pro forma gross margin as a percentage of net revenue	45.1%
Q4 2016 SAP Solutions pro forma gross margin as a percentage of net revenue	38.0%
Q4 2017 GAAP diluted earnings per share benefitted from the impact of the revaluation of deferred tax liabilities as a result of the new legislation and new GAAP guidance	\$0.12
Q4 2017 cash flows - net income adjusted for noncash items	\$9.2 million
Q4 2017 cash paid for the buyout of the Company's joint venture interest in the CGBS Training and Certification Programs	\$2.0 million
Q4 2017 paydown on the credit facility	\$3.0 million
Fiscal 2017 dividends paid	\$9.3 million
Executive Advisory: Client counts as of Q4 2017	300