

The Hackett Group, Inc.
Supplemental Data Discussed During Q1 2018 Earnings Conference Call

Q1 2018 year over year Hackett Group U.S net revenue increase	6%
Q1 2018 year over year international net revenue growth, primarily in Europe	13%
Q1 2018 total international net revenue as a % of total Company revenue	19%
Q1 2017 total international net revenue as a % of total Company revenue	18%
Q1 2018 ratio of EPM Technology revenue to Oracle ERP Cloud revenue	2 to 1
Q1 2018 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	20%
Q1 2018 % of recurring net revenue (AMS and Executive Advisory) to total Company pre-tax practice profitability	27%
Q1 2018 Hackett Group pro forma gross margin as % of net revenue	38%
Q1 2017 Hackett Group pro forma gross margin as % of net revenue	39%
Q1 2018 SAP Solutions pro forma gross margin as a percentage of net revenue	34%
Q1 2017 SAP Solutions pro forma gross margin as a percentage of net revenue	38%
Annual Pro Forma EPS impact of the loss of a significant SAP client	\$0.025
Q1 2018 GAAP diluted earnings per share unfavorable impact when compared to Q1 2017 due to tax provision	\$0.02
Q1 2018 cash flows - net income adjusted for noncash items	\$12.9 million
Second annual 2017 dividends paid in January 2018	\$4.8 million
Executive Advisory:	
Client counts as of Q1 2018	300