

The Hackett Group, Inc.
Supplemental Data Discussed During Q3 2018 Earnings Conference Call

Q3 2018 year over year Hackett Group U.S. net revenue increase	9%
Q3 2018 year over year international net revenue growth, primarily in Europe	Flat
Q3 2018 year over year international net revenue growth, primarily in Europe, excluding Working Capital	up over 20%
Q3 2018 pro forma EPS excluding Working Capital	up \$0.01 to \$0.02 per dilutive share
Q3 2018 year over year Strategy and Business Transformation Group net revenue increase	25%
Q2 2018 and Q3 2018 year over year Strategy and Business Transformation Group net revenue increase	over 20%
Q3 2018 year over year ERP EPM and Analytics Oracle Group net revenue increase	1%
Q2 2018 year over year ERP EPM and Analytics Oracle Group net revenue decrease	5%
Q3 2018 year over year ERP EPM and Analytics Oracle Group first net revenue growth since Q1 2017	
Q3 2018 US Oracle cloud revenue exceeded our Oracle US on-premise revenue	
Q3 2018 year over year growth of cloud revenue in excess	60%
Q3 2018 total international net revenue as a % of total Company revenue	18%
Q3 2017 total international net revenue as a % of total Company revenue	19%
Q3 2018 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	18%
Q3 2018 % of recurring net revenue (AMS and Executive Advisory) to total Company pre-tax practice profitability	26%
Q3 2018 Hackett Group pro forma gross margin as % of net revenue	40.1%
Q3 2017 Hackett Group pro forma gross margin as % of net revenue	39.7%
Q3 2018 SAP Solutions pro forma gross margin as a percentage of net revenue	34.7%
Q3 2017 SAP Solutions pro forma gross margin as a percentage of net revenue	39.1%
Q3 2018 capital expenditures	\$2.1 million
Executive Advisory:	
Client counts as of Q3 2018	289
Member counts as of Q3 2018	990
Hackett Institute:	
Clients included in pilot that have used the training courses	over 300
Students that have worked with the e-learning solutions	over 4,500