

The Hackett Group, Inc.**Supplemental Data Discussed During Q4 2018 Earnings Conference Call**

Q4 2018 year over year Hackett Group U.S. net revenue increase	3%
Q4 2018 year over year international net revenue decline, primarily in Europe	6%
Q4 2018 year over year US Strategy and Business Transformation Group net revenue increase	15%
Q4 2018 year over year ERP EPM and Analytics Oracle Group net revenue decrease	10%
Q4 2018 US Oracle cloud revenue exceeded our Oracle US on-premise revenue	
Q4 2018 Impact of Oracle US on-premise revenue decline on total Company revenue	8%
Q4 2018 Continued improvement of the cloud to on-premise revenue	approximately 65%
Q4 2018 year over year growth of cloud revenue in excess	50%
Q4 2018 total international net revenue as a % of total Company revenue	16%
Q4 2017 total international net revenue as a % of total Company revenue	16%
Q4 2018 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	21%
Q4 2018 % of recurring net revenue (AMS and Executive Advisory) to total Company pre-tax practice profitability	29%
Q4 2018 Hackett Group pro forma gross margin as % of net revenue	40.1%
Q4 2017 Hackett Group pro forma gross margin as % of net revenue	42.0%
Q4 2018 SAP Solutions pro forma gross margin as a percentage of net revenue	45.9%
Q4 2017 SAP Solutions pro forma gross margin as a percentage of net revenue	44.8%
Q4 2018 capital expenditures	\$2.4 million
2018 Dividend payments	\$10 million
Q4 2018 Dept repayments	\$5.0 million
Executive Advisory:	
Client counts as of Q4 2018	289
Member counts as of Q4 2018	972
Q4 2017 Tax benefit on EPS due to the impact of the revaluation of deferred tax liabilities	\$0.12