

The Hackett Group, Inc.
Supplemental Data Discussed During Q1 2019 Earnings Conference Call

Q1 2019 International revenue decrease	10%
Q1 2019 Impact of Oracle Implementation Practices cloud growth year over year	40%
Q1 2019 continued improvement in Oracle implementation of the cloud to on-premise revenue mix	approaching 70%
Q1 2019 year over year decline in on-premise revenue	over 50%
Q1 2019 total international net revenue as a % of total Company revenue	17%
Q1 2018 total international net revenue as a % of total Company revenue	17%
Q1 2019 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	20%
Q1 2019 % of recurring net revenue (AMS and Executive Advisory) to total Company pre-tax practice profitability	approx. 30%
Q1 2019 S&BT pro forma gross margin as % of net revenue	41.7%
Q1 2018 S&BT pro forma gross margin as % of net revenue	43.6%
Q1 2019 EEA Solutions pro forma gross margin as a percentage of net revenue	32.9%
Q1 2018 EEA Solutions pro forma gross margin as a percentage of net revenue	32.8%
Q1 2019 GAAP EPS results impacted by contingent earnout liability benefit	\$0.02 per share
Q1 2019 GAAP EPS results impacted by higher income tax expense as compared to prior year	\$0.02 per share
Q1 2019 net income adjusted for non-cash items	\$11.9 million
Q1 2019 capital expenditures	\$1.5 million
2019 Dividend payments	\$5.4 million
Q1 2019 Debt borrowings	\$1.0 million