

**The Hackett Group, Inc.**  
**Supplemental Data Discussed During Q2 2019 Earnings Conference Call**

Q2 2019 International revenue decrease year over year	21%
Q2 2019 Impact of Oracle Implementation Practices cloud growth year over year	excess of 30%
Q2 2019 continued improvement in Oracle implementation of the cloud to on-premise revenue mix	approximately 69%
Q2 2019 % of Oracle net revenue in EEA	70%
Q2 2019 % of SAP net revenue in EEA	30%
Q2 2019 total international net revenue as a % of total Company revenue	16%
Q2 2018 total international net revenue as a % of total Company revenue	19%
Q2 2019 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	approx. 19%
Q2 2019 % of recurring net revenue (AMS and Executive Advisory) to total Company pre-tax practice profitability	approx. 25%
Q2 2019 S&BT pro forma gross margin as % of net revenue	44.0%
Q2 2018 S&BT pro forma gross margin as % of net revenue	44.7%
Q2 2019 EEA Solutions pro forma gross margin as a percentage of net revenue	35.4%
Q2 2018 EEA Solutions pro forma gross margin as a percentage of net revenue	31.3%
Q2 2018 GAAP EPS results impacted by contingent earnout liability benefit	\$0.14 per share
Q2 2019 capital expenditures	\$1.3 million
Q2 2019 Debt repayments	\$3.0 million