

The Hackett Group, Inc.
Supplemental Data Discussed During Q3 2019 Earnings Conference Call

Q3 2019 International revenue decrease year over year	31%
Q3 2019 Impact of Oracle Implementation Practices cloud growth year over year	excess of 30%
Q3 2019 continued improvement in Oracle implementation of the cloud to on-premise revenue mix	approximately 71%
Q3 2019 total international net revenue as a % of total Company revenue	13%
Q3 2018 total international net revenue as a % of total Company revenue	18%
Q3 2019 Amount of international net revenue variance to guidance that related to a large client being acquired	\$0.02
Q3 2019 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	approx. 19%
Q3 2019 % of recurring net revenue (AMS and Executive Advisory) to total Company pre-tax practice profitability	approx. 26%
Q3 2019 S&BT pro forma gross margin as % of net revenue	48.4%
Q3 2018 S&BT pro forma gross margin as % of net revenue	45.6%
Q3 2019 EEA Solutions pro forma gross margin as a percentage of net revenue	33.8%
Q3 2018 EEA Solutions pro forma gross margin as a percentage of net revenue	35.7%
Q3 2019 International pro forma gross margin as % of net revenue	23.5%
Q3 2018 International pro forma gross margin as % of net revenue	38.7%
Q3 2018 GAAP EPS results impacted by contingent earnout liability benefit	\$0.02 per share
Q3 2018 GAAP EPS results impacted by discontinued operations	\$0.02 per share
Q3 2019 capital expenditures	\$0.9 million
Q3 2019 Debt repayments	\$2.0 million
Q4 2019 Debt repayments (full payoff of the debt)	\$2.5 million
Q3 2019 Client access to IP platforms across Executive Advisory and Benchmark platform, Quantum Leap	nearly 1,000