

The Hackett Group, Inc.
Supplemental Data Discussed During Q4 2019 Earnings Conference Call

Q4 2019 Impact of Oracle Implementation Practices cloud growth year over year	excess of 30%
Q4 2019 continued improvement in Oracle implementation of the cloud to on-premise revenue mix	approximately 75%
Q4 2019 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	approx. 20%
Q4 2019 % of recurring net revenue (AMS and Executive Advisory) to total Company pre-tax practice profitability	approx. 29%
Q4 2019 S&BT pro forma gross margin as % of net revenue	49.1%
Q4 2018 S&BT pro forma gross margin as % of net revenue	48.2%
Q4 2019 EEA Solutions pro forma gross margin as a percentage of net revenue	33.4%
Q4 2018 EEA Solutions pro forma gross margin as a percentage of net revenue	37.6%
Q4 2019 International pro forma gross margin as % of net revenue	30.6%
Q4 2018 International pro forma gross margin as % of net revenue	36.0%
Q4 2019 GAAP EPS results impacted by restructuring charge	\$0.09 per share
Q4 2019 GAAP EPS results impacted by impairment of assets	\$0.03 per share
Q4 2019 capital expenditures	\$0.8 million
Q4 2019 Debt repayments (full payoff of the debt)	\$2.5 million
Q4 2019 Client access to IP platforms across Executive Advisory and Benchmark platform, Quantum Leap	nearly 1,000