

The Hackett Group, Inc.
Supplemental Data Discussed During Q1 2020 Earnings Conference Call

Q1 2020 Impact of Oracle Implementation Practices cloud growth year over year	excess of 15%
Q1 2020 continued improvement in Oracle implementation of the cloud to on-premise revenue mix	approximately 75%
Q1 2020 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	approx. 20%
Q1 2020 % of recurring net revenue (AMS and Executive Advisory) to total Company pre-tax practice profitability	approx. 30%
Q1 2020 S&BT pro forma gross margin as % of net revenue	44.1%
Q1 2019 S&BT pro forma gross margin as % of net revenue	46.8%
Q1 2020 EEA Solutions pro forma gross margin as a percentage of net revenue	32.9%
Q1 2019 EEA Solutions pro forma gross margin as a percentage of net revenue	32.9%
Q1 2020 International pro forma gross margin as % of net revenue	31.0%
Q1 2019 International pro forma gross margin as % of net revenue	27.8%
Q1 2019 GAAP EPS results impacted by adjustments to contingent earnout liabilities and lower income tax expense	\$0.05 per share
Q1 2020 capital expenditures	\$0.5 million