

The Hackett Group, Inc.
Supplemental Data Discussed During Q2 2020 Earnings Conference Call

Q2 2020 % of US net revenue to total Company net revenue	92%
Q2 2020 % decrease of US net revenue year over year and sequentially	both periods 16%
Q2 2020 continued improvement in Oracle implementation of the cloud to on-premise revenue mix	in excess of 80%
Q2 2020 % of recurring net revenue (AMS and Executive Advisory) to total company net revenue	approx. 24%
Q2 2020 % of recurring net revenue (AMS and Executive Advisory) to total Company pre-tax practice profitability	approx. 62%
Q2 2020 S&BT pro forma gross margin as % of net revenue	26.4%
Q2 2019 S&BT pro forma gross margin as % of net revenue	48.7%
Q2 2020 EEA Solutions pro forma gross margin as a percentage of net revenue	29.7%
Q2 2019 EEA Solutions pro forma gross margin as a percentage of net revenue	35.1%
Q2 2020 International pro forma gross margin as % of net revenue	5.1%
Q2 2019 International pro forma gross margin as % of net revenue	32.5%
Q2 2020 GAAP EPS results impacted by a restructuring charge	\$0.13 per share
Q2 2020 restructuring charge regions impacted	50% US and 50% EU
Q2 2020 capital expenditures	\$0.8 million
Sales meeting counts - April, May and June	117, 129, and 181