

**The Hackett Group, Inc.**  
**Supplemental Data Discussed During Q1 2021 Earnings Conference Call**

Q1 2021 US net revenue sequential growth	8%
Q1 2021 US net revenue year over year growth	Flat
Q1 2021 US net revenue as % of total net revenue	91%
Q1 2021 international net revenue as % of total net revenue	9%
Q4 2020 international net revenue as % of total net revenue	10%
Q1 2020 international net revenue as % of total net revenue	12%
Q1 2021 % of recurring net revenue to total company net revenue	approx. 21%
Q1 2021 % of recurring net revenue to total Company pre-tax practice profitability	approx. 26%
Q1 2021 S&BT pro forma gross margin as % of net revenue	46.5%
Q4 2020 S&BT pro forma gross margin as % of net revenue	44.8%
Q1 2020 S&BT pro forma gross margin as % of net revenue	44.5%
Q1 2021 EEA Solutions pro forma gross margin as a percentage of net revenue	31.2%
Q4 2020 EEA Solutions pro forma gross margin as a percentage of net revenue	31.7%
Q1 2020 EEA Solutions pro forma gross margin as a percentage of net revenue	32.5%
Q1 2021 International pro forma gross margin as % of net revenue	38.2%
Q4 2020 International pro forma gross margin as % of net revenue	42.7%
Q1 2020 International pro forma gross margin as % of net revenue	30.0%