

**The Hackett Group, Inc.**  
**Supplemental Data Discussed During Q2 2021 Earnings Conference Call**

Revenue related to the SAP software sale transaction	\$5.3M
EPS impact of SAP software sale transaction	\$0.09
Company net revenue excluding the SAP software sale	\$67.7M
Q2 2021 US net revenue sequential growth	16%
Q2 2021 US net revenue year over year growth	39%
Q2 2021 US net revenue sequential growth, excluding the software sale transaction	7%
Q2 2021 US net revenue year over year growth, excluding the software sale transaction	28%
Q2 2021 US net revenue as % of total net revenue	92%
Q2 2021 EEA net revenue sequential growth, excluding the software sale transaction	10%
Q2 2021 EEA net revenue year over year growth, excluding the software sale transaction	15%
Q2 2021 international net revenue as % of total net revenue	8%
Q1 2021 international net revenue as % of total net revenue	9%
Q2 2020 international net revenue as % of total net revenue	8%
Q2 2021 % of recurring net revenue to total company net revenue, excluding the software sale transaction	approx. 19%
Q2 2021 % of recurring net revenue to total Company pre-tax practice profitability, excluding the software sale transaction	approx. 22%
Q2 2021 Company pro forma gross margin on net revenue, excluding the software sale transaction	39%
Q2 2021 S&BT pro forma gross margin as % of net revenue	45%
Q1 2021 S&BT pro forma gross margin as % of net revenue	46.5%
Q2 2020 S&BT pro forma gross margin as % of net revenue	25.3%
Q2 2021 EEA Solutions pro forma gross margin as a percentage of net revenue	42%
Q2 2021 EEA Solutions pro forma gross margin as a percentage of net revenue, excluding the software sale transaction	33.5%
Q1 2021 EEA Solutions pro forma gross margin as a percentage of net revenue	31.2%
Q2 2020 EEA Solutions pro forma gross margin as a percentage of net revenue	30.4%
Q2 2021 International pro forma gross margin as % of net revenue	42.2%
Q1 2021 International pro forma gross margin as % of net revenue	38.2%
Q2 2020 International pro forma gross margin as % of net revenue	5.1%