

**The Hackett Group, Inc.**  
**Supplemental Data Discussed During Q2 2022 Earnings Conference Call**

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|---|-----------------------|
| Q2 2022 increase in total revenue, excluding the Q2 2021 software sales transaction   | 12%                   |
| Q2 2022 increase in revenue before reimbursements, excluding the Q2 2021 software sales transaction   | 10%                   |
| Q2 2022 US revenue before reimbursements year over year growth  | 3%                    |
| Q2 2022 increase in revenue before reimbursements, excluding the Q2 2021 software sales transaction   | 12%                   |
| Q2 2022 US revenue before reimbursements as % of total revenue before reimbursements  | 92%                   |
| Q2 2022 increase in EEA Solutions revenue before reimbursements, excluding the Q2 2021 software sales transaction                             | 2.5%                  |
| Q2 2022 international revenue before reimbursements as % of Company revenue before reimbursements   | 8%                    |
| Q2 2021 international revenue before reimbursements as % of Company revenue before reimbursements   | 8%                    |
| Q2 2022 % of recurring revenue before reimbursements to total Company revenue before reimbursements   | approx. 20%           |
| Q2 2022 total Company adjusted cost of sales  | \$43.2M               |
| Q2 2022 total Company adjusted cost of sales as % of revenue before reimbursements  | 57.8%                 |
| Q2 2021 total Company adjusted cost of sales  | \$41.4M               |
| Q2 2021 total Company adjusted cost of sales as % of revenue before reimbursements  | 56.8%                 |
| Q2 2021 total Company adjusted cost of sales as % of revenue before reimbursements, excluding the Q2 2021 software sales transaction          | 61.1%                 |
| Q2 2022 total Company adjusted gross margin as % of revenue before reimbursements   | 42.2%                 |
| Q2 2021 total Company adjusted gross margin as % of revenue before reimbursements   | 43.2%                 |
| Q2 2021 total Company adjusted gross margin as % of revenue before reimbursements, excluding the Q2 2021 software sales transaction           | 38.9%                 |
| Q2 2022 SBT margin improvement from prior year  | over 450 basis points |
| Q2 2022 total Company adjusted SGA  | \$14.8M               |
| Q2 2022 total Company adjusted SGA as % of revenue before reimbursements  | 19.7%                 |
| Q2 2021 total Company adjusted SGA  | \$13.3M               |
| Q2 2021 total Company adjusted SGA as % of total revenue  | 19.6%                 |
| Q2 2022 total Company adjusted EBITDA   | \$17.6M               |
| Q2 2022 total Company adjusted EBITDA as % of total revenue   | 23.6%                 |
| Q2 2021 total Company adjusted EBITDA   | \$18.00               |
| Q2 2021 total Company adjusted EBITDA as % of total revenue   | 24.6%                 |
| Q2 2021 total Company adjusted EBITDA, excluding the Q2 2021 software sales transaction   | \$13.9M               |
| Q2 2021 total Company adjusted EBITDA as % of total revenue, excluding the Q2 2021 software sales transaction                                 | 20.5%                 |
| Q2 2022 increase in adjusted diluted net income per common share, excluding the Q2 2021 software sales transaction                            | 27%                   |
| Q2 2022 favorable impact on adjusted diluted net income per common share from foreign currency movements                                      | \$0.015 cents         |
| Q2 2022 unfavorable impact on adjusted diluted net income per common share from increase in tax rate from 25.0% to 27.5%                      | \$0.01 cent           |
| Q1 2022 favorable impact would have had if the GAAP tax rate was utilized on adjusted diluted net income per common share from 25.0% to 21.5% | \$0.01 cent           |
| Q2 2021 favorable impact on adjusted diluted net income per common share from the Q2 2021 software sales transaction                          | \$0.09 cents          |