



J.P. Morgan 2018 Healthcare Conference | January 9, 2018

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# Allscripts Healthcare Solutions Investor Presentation

# Disclaimer

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including the statements under “Affirming 2017 Outlook”. These forward-looking statements are based on the current beliefs and expectations of Allscripts management, only speak as of the date that they are made (or any other specified date), and are subject to significant risks and uncertainties. Such statements can be identified by the use of words such as “future,” “anticipates,” “believes,” “estimates,” “expects,” “intends,” “plans,” “predicts,” “will,” “would,” “could,” “can,” “may,” and similar terms. Actual results could differ significantly from those set forth in the forward-looking statements and reported results should not be considered an indication of future performance. Certain factors that could cause Allscripts actual results to differ materially from those described in the forward-looking statements include, but are not limited to: the expected financial contribution and results of the Netsmart joint business entity (including consolidation for financial reporting purposes), the provider/patient solutions business acquired from NantHealth, and the hospital and health systems business acquired from McKesson Corporation (the “Enterprise Information Solutions Business”); the timing and ultimate closing of the Practice Fusion acquisition; the successful integration of businesses acquired by Allscripts; the anticipated and unanticipated expenses and liabilities related to the businesses acquired by Allscripts; Allscripts failure to compete successfully; consolidation in Allscripts industry; current and future laws, regulations and industry initiatives; increased government involvement in Allscripts industry; the failure of markets in which Allscripts operates to develop as quickly as expected; Allscripts or its customers’ failure to see the benefits of government programs; changes in interoperability or other regulatory standards; the effects of the realignment of Allscripts sales, services and support organizations; market acceptance of Allscripts products and services; the unpredictability of the sales and implementation cycles for Allscripts products and services; Allscripts ability to manage future growth; Allscripts ability to introduce new products and services; Allscripts ability to establish and maintain strategic relationships; risks related to the acquisition of new companies or technologies; the performance of Allscripts products; Allscripts ability to protect its intellectual property rights; the outcome of legal proceedings involving Allscripts; Allscripts ability to hire, retain and motivate key personnel; performance by Allscripts content and service providers; liability for use of content; security breaches; price reductions; Allscripts ability to license and integrate third party technologies; Allscripts ability to maintain or expand its business with existing customers; risks related to international operations; changes in tax rates or laws; business disruptions; Allscripts ability to maintain proper and effective internal controls; and asset and long-term investment impairment charges. Additional information about these and other risks, uncertainties, and factors affecting Allscripts business is contained in Allscripts filings with the Securities and Exchange Commission, including under the caption “Risk Factors” in the most recent Allscripts Annual Report on Form 10-K and subsequent Form 10-Qs. Allscripts does not undertake to update forward-looking statements to reflect changed assumptions, the impact of circumstances or events that may arise after the date of the forward-looking statements, or other changes in its business, financial condition or operating results over time.

# Non-GAAP Financial Measures

This presentation includes references to non-GAAP revenue, gross profit, gross margin, and Adjusted EBITDA, which are considered non-GAAP financial measures under Section 101 of Regulation G under the Securities Exchange Act of 1934, as amended. Each of these measures adjusts for certain items and are not considered financial measures under generally accepted accounting principles in the United States (“GAAP”).

- Non-GAAP revenue consists of GAAP revenue and adds back deferred revenue from the Netsmart transaction that is eliminated for GAAP purposes due to purchase accounting adjustments.
- Non-GAAP gross profit consists of GAAP gross profit, as reported, and excludes acquisition-related deferred revenue adjustments, acquisition-related amortization, stock-based compensation expense and transaction-related and other costs.
- Non-GAAP gross margin consists of non-GAAP gross profit as a percentage of GAAP revenue in the applicable period, as defined above.
- Adjusted EBITDA is a non-GAAP measure and consists of GAAP net income (loss) as reported and adjusts for: acquisition-related deferred revenue adjustments; depreciation and amortization; stock-based compensation expense; transaction-related and other costs; non-cash asset impairment charges; interest expense and other, net; equity in net earnings of unconsolidated investments; and tax provision (benefit).

Management also believes that non-GAAP measures provide useful supplemental information to management and investors regarding the underlying performance of Allscripts business operations. Acquisition accounting adjustments made in accordance with GAAP can make it difficult to make meaningful comparisons of the underlying operations of the business without considering the non-GAAP adjustments provided and discussed herein. Management also uses this information internally for forecasting and budgeting, as it believes that these measures are indicative of core operating results. In addition, management may use non-GAAP measures to measure achievement under Allscripts stock and cash incentive compensation plans. Note, however, that non-GAAP revenue, gross profit, and gross margin are performance measures only, and they do not provide any measure of cash flow or liquidity. Non-GAAP financial measures are not in accordance with, or an alternative for, measures of financial performance prepared in accordance with GAAP and may be different from non-GAAP measures used by other companies. Non-GAAP measures have limitations in that they do not reflect all of the amounts associated with Allscripts results of operations as determined in accordance with GAAP. Investors and potential investors are encouraged to review the reconciliation of non-GAAP financial measures with GAAP financial measures contained in the Appendix to this presentation. For the purpose of providing financial guidance, the company does not reconcile non-GAAP revenue, non-GAAP earnings, Adjusted net EBITDA or non-GAAP earnings per share guidance to the corresponding GAAP financial measures. Allscripts does not provide guidance for the various reconciling items since certain items that impact GAAP revenue and net income are either outside of its control and/or cannot be reasonably predicted. These are available on Allscripts investor relations website (<http://www.investor.Allscripts.com>).

# Investment Considerations

1. Allscripts offers a robust and diversified solutions portfolio
2. Supported by a high recurring revenue model
3. Significant operating leverage
4. Double digit non-GAAP earnings growth and strong free cash flow
5. Secular shift to value-based care drives global investment in IT

***We enable providers to optimize value at the point of care***

# A Global Leader in Healthcare Technology

## Our Company



NASDAQ: MDRX  
Public since 1999

Global HQ: Chicago, IL

Non-GAAP Revenue<sup>1</sup>: ~\$2.2B  
~77% recurring

## Our Team



~8,900 team associates globally

Veteran executive leadership

Clients, team members in 13  
countries incl. Australia, Canada,  
Israel & UK

<sup>1</sup>Annualized 2017 non-GAAP revenue based on mid-point of calculated Q4 2017 guidance, multiplied by four, to arrive at full year revenue (to be inclusive of the Enterprise Information Solutions business) plus pro forma Practice Fusion

# A Complete and Diverse Portfolio

## Precision Medicine & Consumer Solutions

Integrated, actionable genomic information delivered directly into clinical workflow.

## Electronic Health Record

The power of Allscripts EHRs extends across the continuum, connecting healthcare communities.



## Population Health Management

CareInMotion™ addresses every element of the population health equation.

## Financial Management

Management and operational efficiency.

# Breadth and Network Connectivity



**3,400**

HOSPITALS



**75K+**

PHYSICIAN PRACTICES  
Including Practice Fusion



**3.1B+**

OPEN API  
DATA SHARES



**14M+**

COORDINATED COMMUNITY  
CARE REFERRALS



**100K+**

COORDINATED COMMUNITY  
CARE ORGANIZATIONS



**13M+**

CONNECTED CONSUMERS

# Industry & Innovation Recognition



- **2017 #1 Population Health Management Solution:** for Top Core EHR
- **2017, 2016, 2015, 2014 #1 Inpatient EHR:** Large Hospitals & Academic Medical Centers (+200 beds)
- **2016, 2015, 2014 Top Ambulatory EHR:** Large Group Practices



- **Peer60 2016:** Mindshare Leader in Revenue Cycle Management
- **Peer60 2016:** Mindshare Leader in Patient Engagement



- **2015 Perfect Scores:** Best practices for User-Centered Design from the American Medical Association and MedStar Health



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# Growth Opportunity

# Future Growth Streams



Organic growth  
in traditional  
markets



Post-acute  
growth



Growth as  
an industry  
consolidator

***Our unique growth opportunities—unmatched by any HIT provider***

# Organic growth in traditional healthcare



## Recurring Services

- Professional Services
- Hosting
- Managed Services
- Revenue Cycle Management Services

## Value-based Care Tools

- Connects & aggregates community data to create harmonized view of patient
- Care coordination sets clinical interventions into action
- Financial performance management & decision support
- Precision Medicine
- Comprehensive solutions including risk analytics, content and service offerings

## Global Markets

- Outstanding reputation and presence in English speaking countries
- Leverage single Sunrise™ platform
- Complete solution: clinical/financial + value-based care
- U.K., Australia, others lag in healthcare digital automation

# Post-acute growth - Netsmart



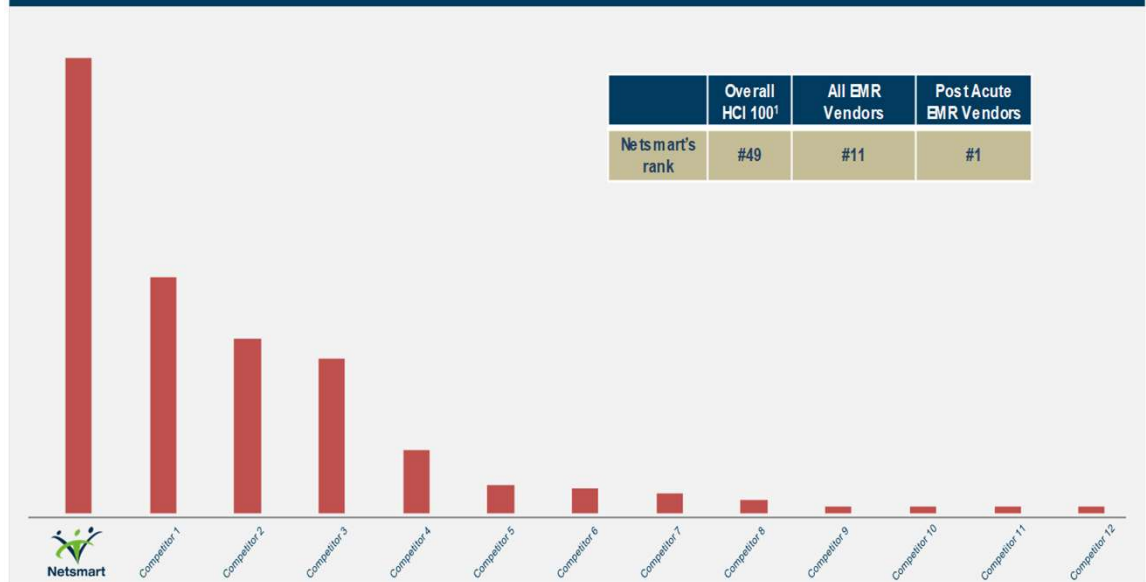
## Largest Provider

Netsmart the largest provider of post-acute medical/behavioral digital solutions

## Chronic Illness

Chronic illness are 2-3x more costly with behavioral comorbidity

Estimated Annual Revenue (\$M)<sup>1</sup>



***Post-acute care integration critical for value-based care models***

# Growth as an industry consolidator



## Revenue Based HIT Vendor Share

NO.	VENDOR	2016 REVENUE (000s)	% SHARE
1	Cerner	\$4,800	36.42%
2	Epic*	~ \$2,700	20.49%
3	<b>Allscripts **</b>	<b>\$2,200</b>	<b>16.69%</b>
4	athenahealth	\$1,100	8.35%
5	NextGen	\$492	3.73%
6	GE	\$475	3.60%
7	MEDITECH	\$462	3.51%
8	eClinicalWorks	\$444	3.37%
9	Greenway	\$350	2.66%
10	MEDHOST	\$155	1.18%

Source: <https://www.healthcare-informatics.com/hci100/2017-hci-100-list>

- \* Approximate revenue, numbers are not publicly available
- \*\* 2017 Annualized Revenue, assuming Q4'17 midpoint of guidance (to be inclusive of the Enterprise Information Solutions business), plus Practice Fusion

# Growth as an industry consolidator



## Enterprise Information Solutions

- Strengthens Allscripts community hospital offering (Paragon)
- Doubles Allscripts base of core EHR and RCMS hospitals
- Adds incremental, high-margin ancillary solutions
- Opens incremental cross-selling opportunities
- Attractive valuation; expect to be accretive in year 1

## Practice Fusion Transaction

- Expands Allscripts addressable market
- Expands Allscripts market leadership in Payer & Life Sciences
- Allscripts to become the largest EHR provider to physicians \*
- Cloud based technology
- Attractive valuation; expect to be accretive in year 1

\* Source: SK&A market share analysis March, 2017

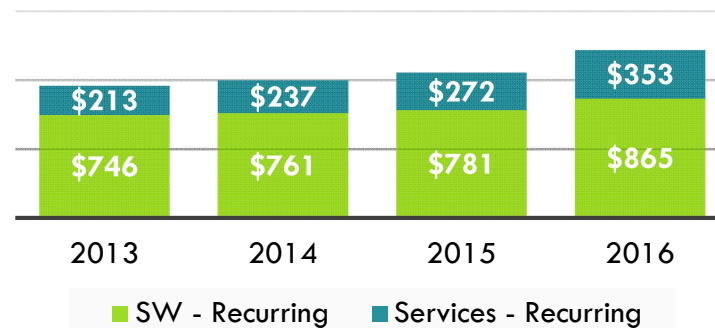
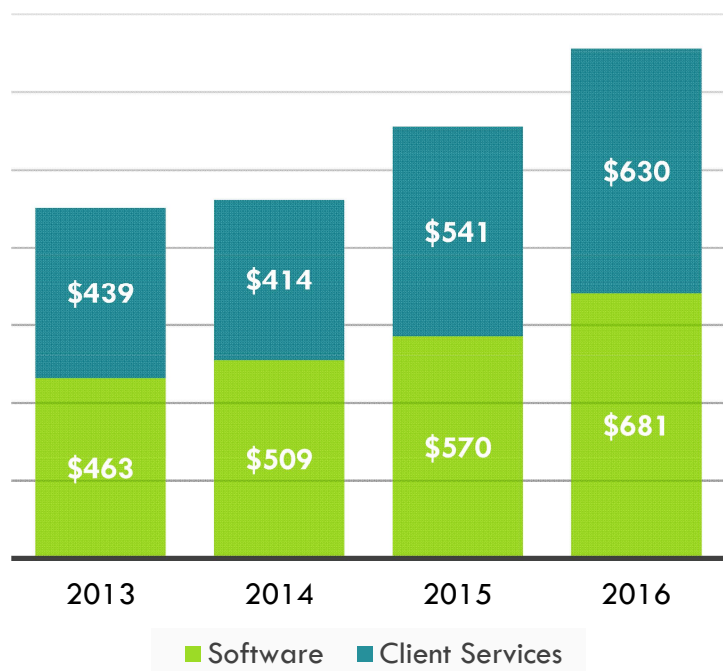
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# Financial Model

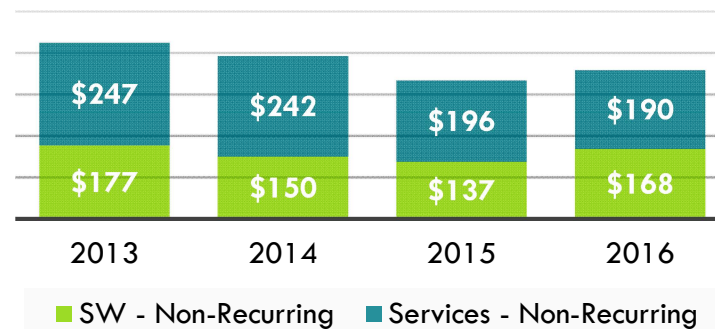
# Strong Annual Sales Trends

## Recurring Revenue

### Bookings



### Non-Recurring Revenue

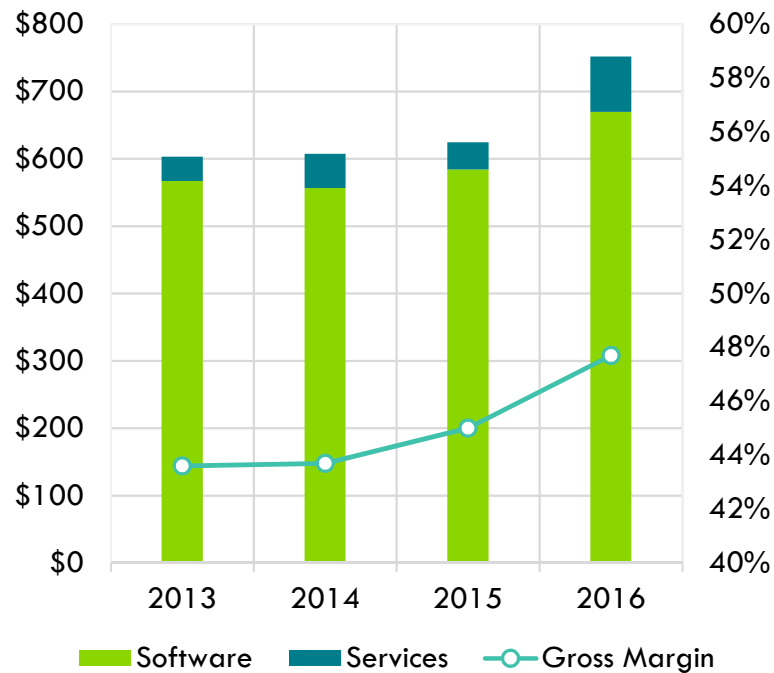


Dollars in millions. See reconciliation of non-GAAP metrics in the appendix of this presentation.

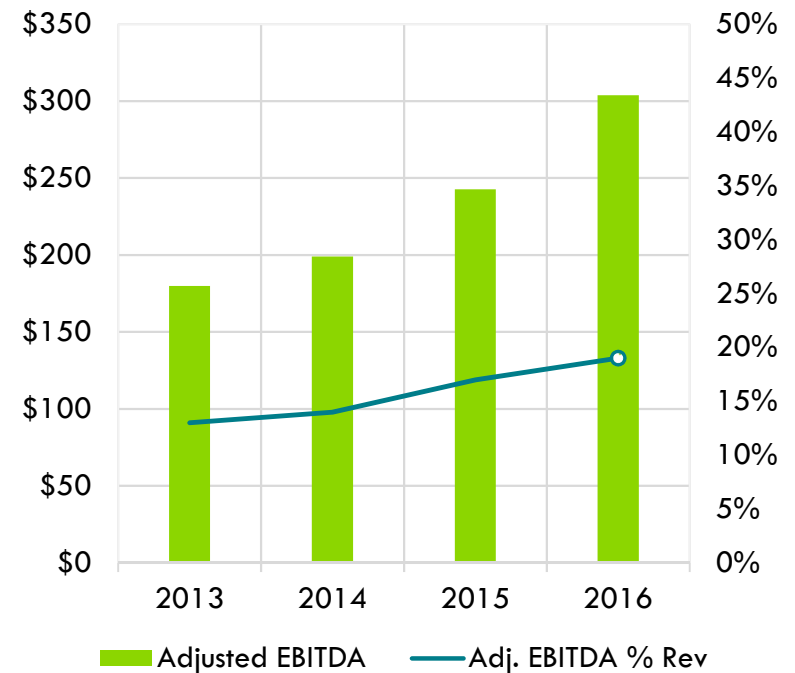


# Expanding Margins

## Gross Profit & Margin






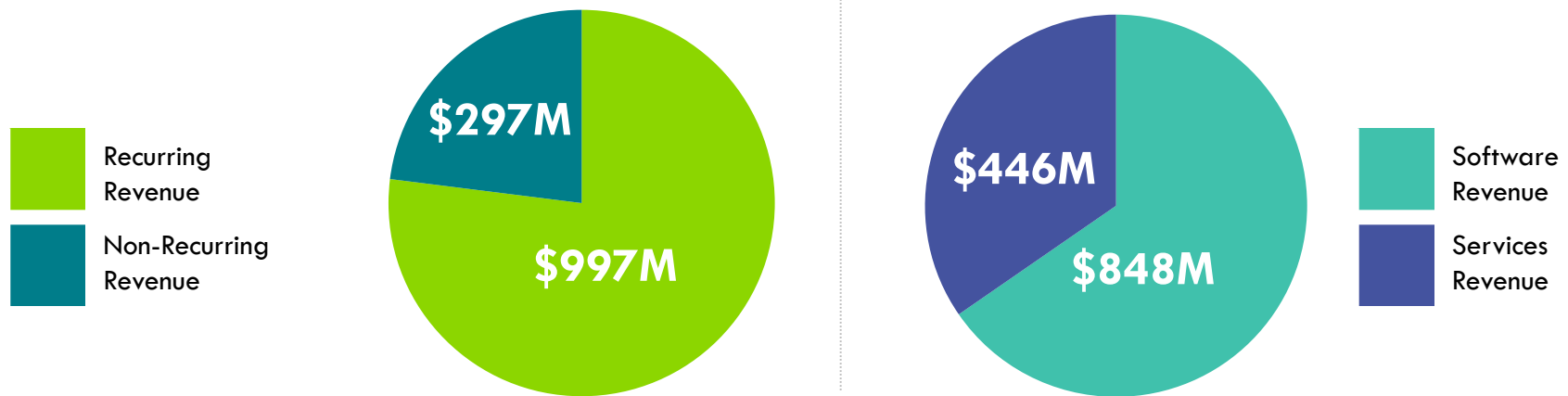
## Adjusted EBITDA & Margin



Dollars in millions. See reconciliation of non-GAAP metrics in the appendix of this presentation.

# Results: Nine Months Ending 9/30/17

<b>Bookings</b>	<b>\$997M</b>		<b>10%</b>
<b>Backlog</b>	<b>\$4.1B</b>		<b>5%</b>
<b>Non-GAAP Revenue</b>	<b>\$1.3B</b>		<b>13%</b>



Dollars in millions. See reconciliation of non-GAAP metrics in the appendix of this presentation.

# Strong Cash Generation Enabling Balanced Approach to Value Creation



1. Invest to accelerate growth
  - Continue to innovate across our growth pillars
  - Gross R&D spend
    - +15% 9.30.17 YTD 2017
    - ~16% of non-GAAP revenue<sup>1</sup>
2. M&A
  - Broaden portfolio with opportunistic M&A
    - Enterprise Information Solutions (new core segment – small hospitals)
    - Practice Fusion (expand addressable market)
    - Core Medical Solutions (global – new geography)
    - Careport (value-based care innovation)
3. Share repurchase
  - \$176M remaining under current authorization through 2019
  - In 2016, repurchases totaled \$121M
  - 2017 YTD (through 9.30.17) repurchased 1.0 million shares for \$12.1 million
4. Maintain balance sheet flexibility

<sup>1</sup>Annualized 2017 non-GAAP revenue based on mid-point of calculated Q4 2017 guidance, multiplied by four, to arrive at full year revenue (to be inclusive of the Enterprise Information Solutions business) plus pro forma Practice Fusion

# Affirming 2017 Outlook:

- Non-GAAP revenue at high end of \$1.79 billion and \$1.82 billion
- Adjusted EBITDA at high end of \$345 million and \$365 million, consisting of:
- Non-GAAP earnings per share growth of between 10 to 15 percent (\$0.61-\$0.63)

Note: Based on original disclosure of November 2, 2017.



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# Allscripts Healthcare Solutions Investor Presentation

## Appendix: Non-GAAP Reconciliations

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# Reconciliations: Rec/Non-Rec and SW/Services

Allscripts Healthcare Solutions, Inc.

Non-GAAP Financial Information

(In millions)

(unaudited)

	2013	2014	2015	2016
	Total	Total	Total	Total
<b>Non-GAAP Revenue</b>				
<b>Software Delivery, Support &amp; Maintenance</b>				
Recurring revenue	745.6	760.8	781.0	864.7
Non-recurring revenue	176.7	150.1	137.4	168.2
<b>Total Software Delivery, Support &amp; Maintenance</b>	<b>922.3</b>	<b>910.9</b>	<b>918.4</b>	<b>1,032.9</b>
<b>Client Services</b>				
Recurring revenue	213.1	236.5	271.8	352.5
Non-recurring revenue	247.4	242.2	196.2	190.3
<b>Total Client Services</b>	<b>460.5</b>	<b>478.7</b>	<b>468.0</b>	<b>542.8</b>
<b>Total non-GAAP revenue</b>	<b>1,382.8</b>	<b>1,389.5</b>	<b>1,386.4</b>	<b>1,575.7</b>
<b>Acquisition-related deferred revenue adjustments</b>	<b>9.8</b>	<b>11.6</b>	<b>0.0</b>	<b>25.8</b>
<b>Total revenue, as reported</b>	<b>1,373.0</b>	<b>1,377.9</b>	<b>1,386.4</b>	<b>1,549.9</b>

# Reconciliations: Adjusted EBITDA & Margins ('15-16)

Allscripts Healthcare Solutions, Inc.  
**Non-GAAP Financial Information - Adjusted EBITDA**  
(In millions, except percentages)  
(Unaudited)

	Year Ended December 31,	
	2016	2015
Total revenue, as reported	\$1,549.9	\$1,386.4
Acquisition-related deferred revenue adjustments	25.8	-
<b>Total non-GAAP revenue</b>	<b>\$1,575.7</b>	<b>\$1,386.4</b>
Net income (loss), as reported	3.0	(\$2.0)
Acquisition-related deferred revenue adjustments	25.8	-
Depreciation and amortization	172.4	161.0
Stock-based compensation expense	44.2	36.6
Non-recurring expenses and transaction-related costs	13.4	23.4
Non-cash asset impairment charges	4.7	1.5
Interest expense and other, net (a)	50.5	17.4
Equity in net earnings of unconsolidated investments	7.5	2.1
Tax (benefit)/provision	(17.8)	2.6
<b>Adjusted EBITDA</b>	<b>\$303.7</b>	<b>\$242.6</b>
<i>Adjusted EBITDA margin (b)</i>	<i>19%</i>	<i>17%</i>

(a) Interest expense and other, net has been adjusted from the amounts presented in the statements of operations in order to remove the amortization of the fair value of the cash conversion option embedded in the 1.25% Cash Convertible Notes and deferred debt issuance costs from interest expense since such amortization is also included in depreciation and amortization.

(b) Adjusted EBITDA margin is calculated by dividing adjusted EBITDA by non-GAAP revenue.



# Reconciliations: Adjusted EBITDA & Margins ('13-14)

Allscripts Healthcare Solutions, Inc.

## Non-GAAP Financial Information - Adjusted EBITDA

(In millions, except percentages)

(Unaudited)

	Year Ended December 31,	
	2014	2013
Total revenue, as reported	\$1,377.9	\$1,373.1
Deferred revenue and other adjustments	11.6	9.8
<b>Total non-GAAP revenue</b>	<b>\$1,389.5</b>	<b>\$1,382.9</b>
Net loss, as reported	(\$66.5)	(\$104.0)
Deferred revenue and other adjustments	11.6	9.8
Depreciation and amortization	174.3	178.8
Stock-based compensation expense	39.3	37.0
Non-recurring expenses and transaction-related costs (a)	24.2	71.5
Non-cash asset impairment charges	2.4	11.5
Interest expense and other income net (b)	15.3	19.5
Tax provision/(benefit)	(1.6)	(44.3)
<b>Adjusted EBITDA</b>	<b>\$199.0</b>	<b>\$179.8</b>
<i>Adjusted EBITDA margin (c)</i>	<i>14%</i>	<i>13%</i>

(a) Depreciation expense totaling \$0.0 million and \$1.3 million has been excluded from non-recurring expenses for the three months ended December 31, 2014 and 2013, respectively, and \$0.9 million and \$2.5 million for the year ended December 31, 2014 and 2013, respectively, since these amounts are also included in depreciation and amortization.

(b) Interest expense (income) and other (income) expense has been adjusted from the amounts presented in the statements of operations in order to remove the amortization of the fair value of the cash conversion option embedded in the 1.25% Cash Convertible Notes and deferred debt issuance costs from interest expense since such amortization is also included in depreciation and amortization.

(c) Adjusted EBITDA margin is calculated by dividing adjusted EBITDA by total non-GAAP revenue.

# Reconciliations: Non-GAAP Gross Profit and Margin

Allscripts Healthcare Solutions, Inc.  
Non-GAAP Financial Information  
(In millions)  
(unaudited)

	2013	2014	2015	2016
	Total	Total	Total	Total
<b>Software Delivery, Support &amp; Maintenance</b>				
<b>Revenue, as reported</b>	918.7	907.3	918.4	1,012.4
Acquisition-related deferred revenue and other adjustments	3.6	3.6	0.0	20.5
<b>Total non-GAAP revenue</b>	<b>922.3</b>	<b>910.9</b>	<b>918.4</b>	<b>1,032.9</b>
<b>Gross profit, as reported</b>	508.0	513.0	544.4	599.5
Acquisition-related deferred revenue and other adjustments	3.6	3.6	0.0	20.5
Acquisition-related amortization	41.1	35.1	35.1	45.3
Stock-based compensation expense	1.7	1.5	4.2	4.3
Non-recurring expenses and transaction-related costs	12.2	3.5	0.0	0.0
<b>Non-GAAP gross profit</b>	<b>566.6</b>	<b>556.6</b>	<b>583.7</b>	<b>669.6</b>

**Client Services**

<b>Revenue, as reported</b>	454.4	470.5	468.0	537.5
Acquisition-related deferred revenue and other adjustments	6.1	8.1	0.0	5.3
<b>Total non-GAAP revenue</b>	<b>460.5</b>	<b>478.6</b>	<b>468.0</b>	<b>542.8</b>
<b>Gross profit, as reported</b>	26.4	33.1	36.2	71.5
Acquisition-related deferred revenue and other adjustments	6.1	8.1	0.0	5.3
Stock-based compensation expense	3.9	4.4	4.5	4.5
Non-recurring expenses and transaction-related costs	0.0	5.0	0.0	0.6
<b>Non-GAAP gross profit</b>	<b>36.5</b>	<b>50.6</b>	<b>40.7</b>	<b>81.9</b>

Allscripts Healthcare Solutions, Inc.  
Non-GAAP Financial Information  
(In millions)  
(unaudited)

**Total non-GAAP gross margin**

2013	2014	2015	2016
Total	Total	Total	Total
43.6%	43.7%	45.0%	47.7%

# Reconciliations: Rec/Non-Rec and SW/Services

Allscripts Healthcare Solutions, Inc.  
**Non-GAAP Financial Information**  
(In millions)  
(unaudited)

	<b>YTD</b>
	<b>9.30.17</b>
<b>Non-GAAP Revenue</b>	<b>Total</b>
<b>Software Delivery, Support &amp; Maintenance</b>	
Recurring revenue	696.4
Non-recurring revenue	151.7
<b>Total Software Delivery, Support &amp; Maintenance</b>	<b>848.1</b>
<b>Client Services</b>	
Recurring revenue	300.6
Non-recurring revenue	145.3
<b>Total Client Services</b>	<b>445.9</b>
<b>Total non-GAAP revenue</b>	<b>1,294.0</b>
<b>Acquisition-related deferred revenue adjustments</b>	<b>5.0</b>
<b>Total revenue, as reported</b>	<b>1,289.0</b>