



Allscripts™

Supplemental Financial Data Workbook

Second Quarter 2016

August 4, 2016

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Explanation of Non-GAAP Financial Measures

Allscripts reports its financial results in accordance with U.S. generally accepted accounting principles, or GAAP. To supplement this information, Allscripts presents in this supplemental data package non-GAAP revenue, non-GAAP gross profit and non-GAAP gross margin, which are non-GAAP financial measures under Section 101 of Regulation G under the Securities Exchange Act of 1934, as amended.

- Non-GAAP revenue consists of GAAP revenue as reported and adds back deferred revenue and other adjustments recorded for GAAP purposes.
- Non-GAAP gross profit consists of GAAP gross profit as reported and adds back deferred revenue and other adjustments booked for GAAP purposes and excludes acquisition-related amortization, stock-based compensation expense, and non-recurring expenses and transaction-related costs. Non-GAAP gross margin consists of non-GAAP gross profit as a percentage of non-GAAP revenue, as defined above.

Management also believes that non-GAAP revenue, gross profit and gross margin 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 revenue, gross profit and gross margin 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 within the company's press release dated August 4, 2016.

Table 1
Allscripts Healthcare Solutions, Inc.
Bookings, Contract Backlog and Other Metrics
(In millions)
(unaudited)

	2013				2014				2015				2016		YTD		Pct Change
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	2015	2016	2016/2015
Bookings:																	
Software Delivery	72	104	123	164	120	136	115	138	148	148	120	154	110	221	296	331	49%
Client Services	106	110	113	110	103	98	107	106	88	112	152	189	142	141	200	283	26%
Total Bookings	178	214	236	274	223	233	223	244	236	260	272	343	252	362	496	614	39%

Contract Backlog:																	
Software Delivery, Support & Maintenance	1,735	1,762	1,809	1,855	1,888	1,921	1,962	1,999	2,044	2,114	2,119	2,151	2,148	2,342	2,114	2,342	11%
Client Services	1,009	1,435	1,502	1,551	1,554	1,417	1,452	1,433	1,418	1,419	1,445	1,500	1,506	1,634	1,419	1,634	15%
Total Contract Backlog	2,744	3,196	3,312	3,407	3,442	3,338	3,415	3,432	3,462	3,533	3,564	3,651	3,654	3,976	3,533	3,976	13%

	2013				2014				2015				2016		YTD		2016/2015
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	2015	2016	Q2
Other Metrics:																	
(A) Gross research and development expenses (includes stock comp expense)	59.5	62.8	60.3	59.4	61.4	61.9	56.2	53.9	56.0	56.8	58.7	62.6	62.1	69.9	112.8	132.0	23%
(B) Capitalized software development costs	(8.5)	(11.0)	(10.9)	(11.6)	(9.1)	(8.8)	(10.3)	(12.3)	(9.3)	(12.4)	(11.0)	(16.6)	(15.1)	(22.0)	(21.7)	(37.1)	77%
Research and development expenses on GAAP Income Statement	51.0	51.8	49.4	47.9	52.3	53.1	45.9	41.5	46.7	44.4	47.7	46.0	47.0	47.9	91.1	94.9	
(C) Capitalized software amortization included in cost of revenue	10.9	10.6	11.3	11.4	12.2	11.3	11.6	11.0	11.8	11.6	12.2	11.3	10.2	10.4	23.4	20.6	-10%
Gross Capitalization Rate (-B/A)	14%	18%	18%	19%	15%	14%	18%	23%	17%	22%	19%	26%	24%	31%	19%	28%	41%
Net Capitalization -(B+C)	(2.4)	0.4	(0.4)	0.2	(3.1)	(2.4)	(1.4)	1.3	(2.5)	0.8	(1.2)	5.3	4.9	11.6	(1.7)	16.5	1350%
Net Capitalization Rate -(B+C)/A	-4%	1%	-1%	0%	-5%	-4%	-2%	2%	-4%	1%	-2%	8%	8%	17%	-2%	13%	1600%
Net Capitalization as percentage of total revenue	-1%	0%	0%	0%	-1%	-1%	0%	0%	-1%	0%	0%	2%	1%	3%	-1%	0.0	1400%
Stock-based compensation expense included in statement of operations line items:																	
Cost of revenue:																	
Software Delivery, Support and Maintenance	0.5	0.5	0.4	0.3	0.4	0.6	0.3	0.2	1.1	1.2	1.0	0.9	1.2	1.1	2.3	2.3	-8%
Client Services	0.9	1.1	0.9	1.0	0.9	1.5	1.0	1.0	1.4	1.3	0.8	1.0	1.5	1.1	2.7	2.6	-15%
Total stock-based compensation expense included in cost of revenue	1.4	1.6	1.3	1.3	1.3	2.1	1.3	1.2	2.5	2.5	1.8	1.9	2.7	2.2	5.0	4.9	-12%
Selling, general and administrative expenses	4.7	6.1	6.6	5.6	6.2	6.9	7.9	4.4	5.0	5.2	5.6	4.2	5.2	6.3	10.2	11.5	21%
Research and development	1.9	2.4	1.8	2.3	2.6	3.1	0.8	1.5	2.0	2.3	1.8	1.8	2.5	2.1	4.3	4.6	-9%
Total stock-based compensation expense	8.0	10.1	9.7	9.2	10.1	12.1	10.0	7.1	9.5	10.0	9.2	7.9	10.4	10.7	19.5	21.1	7%
Accounts receivable	352	346	322	313	342	337	341	332	325	323	325	328	340	396	323	396	22%
A/R days sales outstanding	92	91	88	81	90	87	89	88	89	84	85	87	90	91	84	91	8%

Table 2
Allscripts Healthcare Solutions, Inc.
Non-GAAP Financial Information
(In millions)
(unaudited)

	2013					2014					2015					2016		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Total
Non-GAAP Revenue																		
Software Delivery, Support & Maintenance																		
Recurring revenue	183.3	183.0	187.2	192.1	745.6	191.5	186.6	190.9	191.8	760.8	197.4	195.5	194.2	193.9	781.0	194.5	215.3	409.8
Non-recurring revenue	42.6	48.8	41.0	44.3	176.7	38.1	38.7	37.6	35.7	150.1	30.2	37.0	36.5	33.7	137.4	34.7	42.6	77.3
Total Software Delivery, Support & Maintenance	225.9	231.8	228.3	236.4	922.3	229.6	225.3	228.5	227.5	910.9	227.6	232.5	230.7	227.6	918.4	229.2	257.9	487.1
Client Services																		
Recurring revenue	56.3	51.0	51.2	54.5	213.1	58.7	57.8	58.8	61.3	236.5	60.1	67.8	71.0	72.9	271.8	73.5	88.6	162.2
Non-recurring revenue	65.8	64.3	54.7	62.7	247.4	56.5	70.7	60.4	54.5	242.2	46.9	51.4	52.8	45.1	196.2	42.9	50.0	92.9
Total Client Services	122.1	115.4	105.9	117.2	460.5	115.2	128.5	119.2	115.8	478.7	107.0	119.2	123.8	118.0	468.0	116.4	138.7	255.1
Total non-GAAP revenue	348.0	347.1	334.2	353.5	1,382.8	344.8	353.8	347.7	343.2	1,389.5	334.6	351.7	354.5	345.6	1,386.4	345.6	396.6	742.2
Revenue Mix																		
Recurring revenue	69%	67%	71%	70%	69%	73%	69%	72%	74%	72%	77%	75%	75%	77%	76%	78%	77%	77%
Non-recurring revenue	31%	33%	29%	30%	31%	27%	31%	28%	26%	28%	23%	25%	25%	23%	24%	22%	23%	23%
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Non-GAAP Gross Profit																		
Software Delivery, Support & Maintenance	137.6	144.9	137.9	146.3	566.6	144.4	132.3	140.5	139.4	556.6	140.8	145.6	148.7	148.6	583.7	144.8	171.3	316.1
Client Services	10.3	7.9	7.7	10.6	36.5	10.2	22.5	6.4	11.5	50.6	0.6	9.7	15.6	14.8	40.7	17.2	19.3	36.5
Total non-GAAP gross profit	147.9	152.8	145.6	156.9	603.1	154.6	154.8	146.9	150.9	607.2	141.4	155.3	164.3	163.4	624.4	162.0	190.6	352.6
Non-GAAP Gross Margin																		
Software Delivery, Support & Maintenance	60.9%	62.5%	60.4%	61.9%	61.4%	62.9%	58.7%	61.5%	61.3%	61.1%	61.9%	62.6%	64.5%	65.3%	63.6%	63.2%	66.4%	64.9%
Client Services	8.5%	6.9%	7.2%	9.0%	7.9%	8.9%	17.5%	5.4%	9.9%	10.6%	0.6%	8.2%	12.6%	12.5%	8.7%	14.8%	13.9%	14.3%
Total non-GAAP gross margin	42.5%	44.0%	43.6%	44.4%	43.6%	44.8%	43.8%	42.3%	44.0%	43.7%	42.3%	44.2%	46.4%	47.3%	45.0%	46.9%	48.1%	47.5%

Note: Please refer to Table 3 within this Supplemental Financial Data Workbook for a reconciliation of GAAP and non-GAAP revenue and gross profit.

Table 3
Allscripts Healthcare Solutions, Inc.
Non-GAAP Financial Information
(In millions)
(unaudited)

	2013					2014					2015					2016		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Total
Software Delivery, Support & Maintenance																		
Revenue, as reported	225.8	231.4	228.0	233.5	918.7	227.4	225.0	228.0	226.9	907.3	227.6	232.5	230.7	227.6	918.4	229.2	249.8	479.0
Acquisition-related deferred revenue and other adjustments	0.1	0.4	0.2	2.9	3.6	2.2	0.3	0.4	0.6	3.6	0.0	0.0	0.0	0.0	0.0	0.0	8.1	8.1
Total non-GAAP revenue	225.9	231.8	228.3	236.4	922.3	229.6	225.3	228.5	227.5	910.9	227.6	232.5	230.7	227.6	918.4	229.2	257.9	487.1
Gross profit, as reported	125.8	131.3	122.6	128.3	508.0	131.2	121.9	129.9	130.0	513.0	130.6	135.2	138.6	140.0	544.4	136.2	150.5	286.7
Acquisition-related deferred revenue and other adjustments	0.1	0.4	0.2	2.9	3.6	2.2	0.3	0.4	0.6	3.6	0.0	0.0	0.0	0.0	0.0	0.0	8.1	8.1
Acquisition-related amortization	8.7	9.4	11.7	11.3	41.1	8.8	8.6	9.0	8.7	35.1	9.1	9.2	9.1	7.7	35.1	7.4	11.6	19.0
Stock-based compensation expense	0.5	0.5	0.4	0.3	1.7	0.4	0.6	0.3	0.2	1.5	1.1	1.2	1.0	0.9	4.2	1.2	1.1	2.3
Non-recurring expenses and transaction-related costs	2.5	3.2	3.0	3.5	12.2	1.9	0.9	0.8	(0.1)	3.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-GAAP gross profit	137.6	144.9	137.9	146.3	566.6	144.4	132.3	140.5	139.4	556.6	140.8	145.6	148.7	148.6	583.7	144.8	171.3	316.1
Client Services																		
Revenue, as reported	121.3	113.5	102.1	117.5	454.4	112.9	126.3	117.3	114.0	470.5	107.0	119.2	123.8	118.0	468.0	116.4	136.7	253.1
Acquisition-related deferred revenue and other adjustments	0.8	1.9	3.7	(0.3)	6.1	2.3	2.2	1.9	1.8	8.1	0.0	0.0	0.0	0.0	0.0	0.0	2.0	2.0
Total non-GAAP revenue	122.1	115.4	105.9	117.2	460.5	115.2	128.5	119.2	115.8	478.6	107.0	119.2	123.8	118.0	468.0	116.4	138.7	255.1
Gross profit, as reported	8.6	4.9	3.0	9.9	26.4	7.0	18.1	1.5	6.5	33.1	(0.8)	8.4	14.8	13.8	36.2	15.7	16.2	31.8
Acquisition-related deferred revenue and other adjustments	0.8	1.9	3.7	(0.3)	6.1	2.3	2.2	1.9	1.8	8.1	0.0	0.0	0.0	0.0	0.0	0.0	2.0	2.0
Stock-based compensation expense	0.9	1.1	0.9	1.0	3.9	0.9	1.5	1.0	1.0	4.4	1.4	1.3	0.8	1.0	4.5	1.5	1.1	2.6
Non-recurring expenses and transaction-related costs	0.0	0.0	0.0	0.0	0.0	0.0	0.7	2.0	2.3	5.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-GAAP gross profit	10.3	7.9	7.7	10.6	36.5	10.2	22.5	6.4	11.5	50.6	0.6	9.7	15.6	14.8	40.7	17.2	19.3	36.5
Consolidated																		
Revenue, as reported	347.1	344.8	330.2	351.0	1,373.1	340.3	351.3	345.4	340.9	1,377.9	334.6	351.7	354.5	345.6	1,386.4	345.6	386.5	732.1
Acquisition-related deferred revenue and other adjustments	0.9	2.3	4.0	2.6	9.8	4.5	2.5	2.3	2.4	11.7	0.0	0.0	0.0	0.0	0.0	0.0	10.1	10.1
Total non-GAAP revenue	348.0	347.1	334.2	353.6	1,382.9	344.8	353.8	347.7	343.3	1,389.6	334.6	351.7	354.5	345.6	1,386.4	345.6	396.6	742.2
Gross profit, as reported	134.4	136.3	125.5	138.2	534.5	138.2	140.0	131.4	136.5	546.1	129.8	143.6	153.4	153.8	580.6	151.9	166.7	318.6
Acquisition-related deferred revenue and other adjustments	0.9	2.3	4.0	2.6	9.8	4.5	2.5	2.3	2.4	11.7	0.0	0.0	0.0	0.0	0.0	0.0	10.1	10.1
Acquisition-related amortization	8.7	9.4	11.7	11.3	41.1	8.8	8.6	9.0	8.7	35.1	9.1	9.2	9.1	7.7	35.1	7.4	11.6	19.0
Stock-based compensation expense	1.4	1.6	1.3	1.3	5.6	1.3	2.0	1.3	1.2	5.9	2.5	2.5	1.8	1.9	8.7	2.7	2.2	4.9
Non-recurring expenses and transaction-related costs	2.5	3.2	3.0	3.5	12.2	1.9	1.6	2.9	2.2	8.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-GAAP gross profit	147.9	152.8	145.6	156.9	603.1	154.7	154.8	146.9	150.9	607.2	141.4	155.3	164.3	163.4	624.4	162.0	190.6	352.6