



Allscripts Healthcare Solutions

January 2020

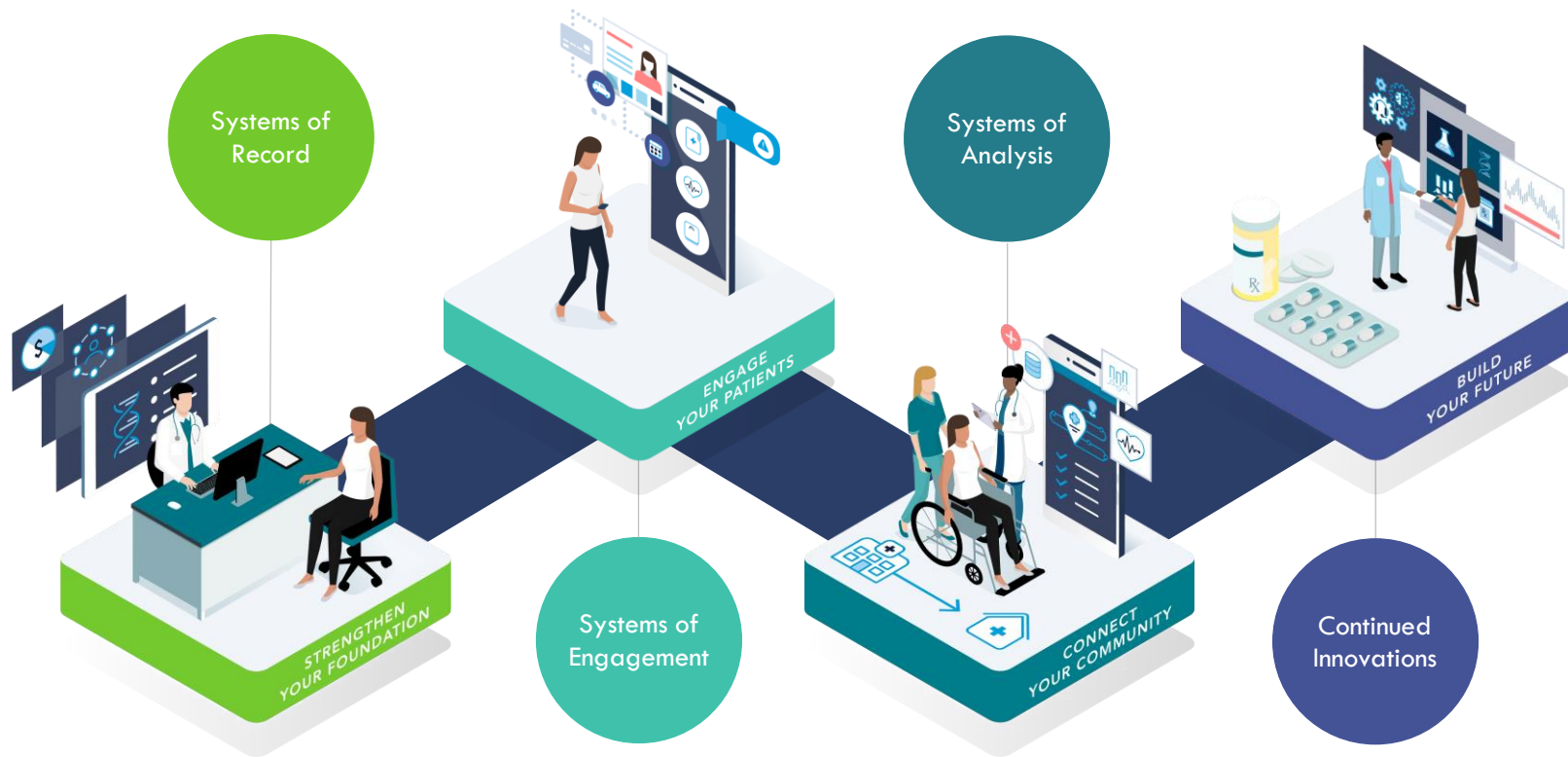
**J.P. Morgan
Healthcare Conference**

Disclaimer

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A Vision for Our Clients for Today and Tomorrow



Solidified Long Term Relationship with Northwell Health



2018

2H19

2H19

2H19



Renewed Touchworks Platform for an additional 5 years

Innovative Agreement to Create Next Generation EHR

Renewed Sunrise Platform Through 2027

Renewed Managed Services Agreement Through 2026



Largest client



23 Hospitals



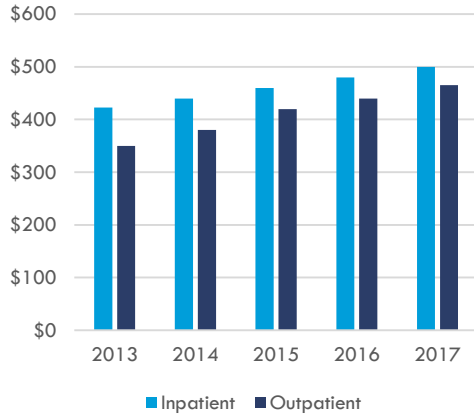
700+ outpatient practices

Managed Services renewal expected to add approximately \$500M to backlog as of 12/31/19



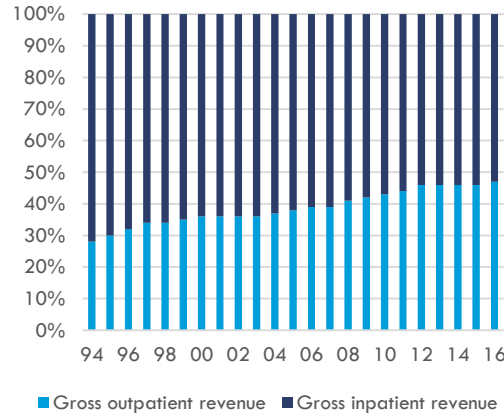
Leading Ambulatory Share Positions Allscripts to Benefit from Shift to Outpatient

Outpatient net revenue at hospitals is close to eclipsing inpatient net revenue (billions)



Source: 2019 American Hospital Association Hospital Statistics

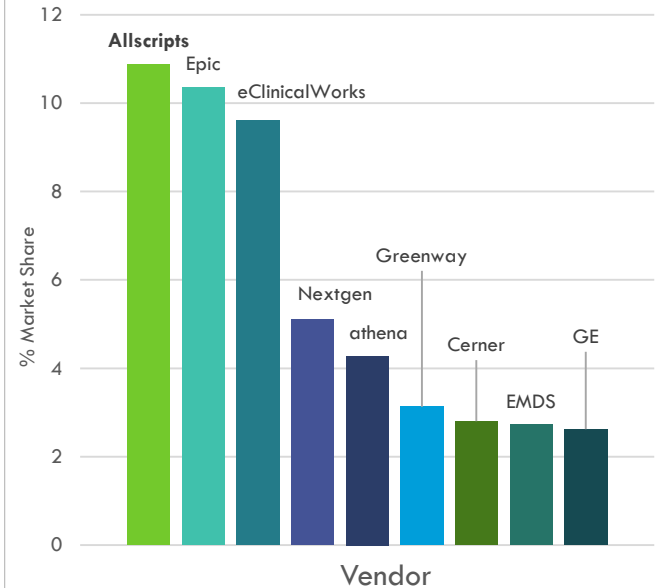
Outpatient services as part of overall hospital revenue grew between 1994 and 2016



Share of outpatient services in hospital revenue has almost doubled between 1994 and 2016.

Source: Deloitte analysis using data from AHA annual survey and Medicare cost reports (via Truven Health Analytics)

Ambulatory EHR Vendor Market Share



Source: IQVIA EHR market share data as of June 2019



EHRs are a Mature Market

What is the market demanding?



01

Consumer/Patient
Engagement Solutions

02

Financial Decision Support
Systems, Real-Time
Resource Allocation

03

Care Coordination
between Traditional and
Post-Acute Care

04

Personalized
Medicine Solutions

05

Predictive Analytics and
Optimization Solutions

06

Revenue Cycle Solutions
and Services

07

Basic Clinical and Practice
Management Solutions
outside the U.S.

08

Data Driven Solutions at the
Point of Care for Payer and
Life Science companies



Our Investments in New Platforms Allow Us to Meet These New Demand Drivers



Machine Learning & Cloud

Next Generation EHR with Northwell



Consumer/Care Coordination

FollowMyHealth, HealthGrid, Careport



Open Application Ecosystem

Allscripts Developer Program



Precision Medicine

2bPrecise



Interoperability

dbMotion



Data and Analytics

Veradigm



EHR Adjacent Platforms Provide Multiple Streams of High Margin Growth Opportunities



FollowMyHealth®

Patient engagement

Serving the ambulatory and acute care environments, FollowMyHealth is a customizable patient engagement platform that improves the quality of care, outcomes and patient satisfaction



Care coordination

Increase of risk-based contracting raising the importance of care coordination between traditional health care and post-acute



Personalized medicine

Continued push of personalized medicine into mainstream clinical care boosting need to bridge between lab testing and clinical care



Payer and life sciences

Largest source of deidentified patient data and unique portfolio provides data-driven actionable insights, derived from best-in-class analytics, and integrated with point of care technology solutions

Growing faster than clinical EHR systems

Recurring revenue with high margins





EHR agnostic

Sold inside and outside the Allscripts EHR installed base

Cloud based tech stack

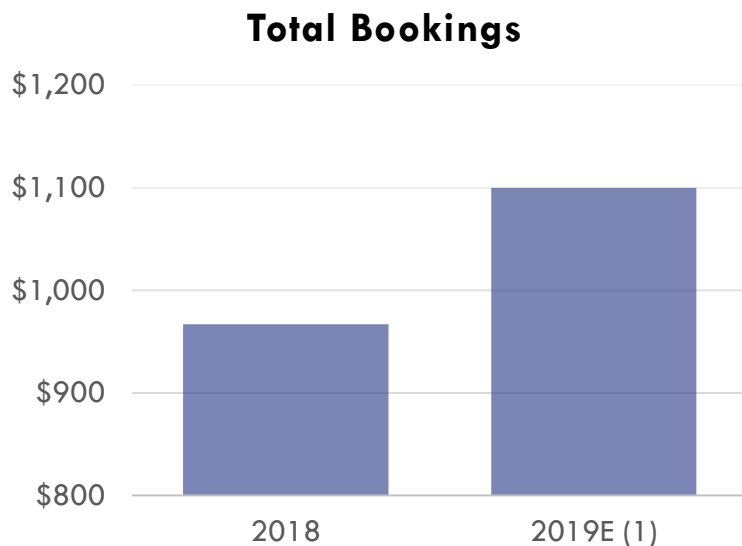


Veradigm Solutions Address Key Needs for Payer & Life Sciences Companies

Business	Health Plans	Clinical Workflow	Life Sciences	Practice Fusion
Addressable Market	~\$5B	~\$8B	~\$20B	~\$3B
Customers	Regional & National Payers, PBMs (MA, Medicaid, ACA, Commercial)	Providers, Life Sciences, HCIT partners	Life Sciences Data, Real World Evidence, Clinical Research and Emerging Data Markets	Independent Practices (1-10 segment)
Core Products	<ul style="list-style-type: none"> • Risk Adjustment Analytics • Data Exchange • Chart Retrieval • Provider Messaging 	<ul style="list-style-type: none"> • ePrescribe/EPCS • Messaging Solutions • Price Transparency • Rx Specialty Hub 	<ul style="list-style-type: none"> • Integrated Data • Advanced Analytics • Research Network • Health Economic Studies 	<ul style="list-style-type: none"> • Cloud based Ambulatory EHR • +23,000 Practices
Veradigm Advantage	<ul style="list-style-type: none"> • Close Gaps in Care • Bi-directional data connectivity • Enterprise risk adjustment • Quality platform 	<ul style="list-style-type: none"> • Streamline clinical workflows • Improve outcomes • Reduce patients' out-of-pocket 	<ul style="list-style-type: none"> • Data Asset (+150M Patients) • Acute and Ambulatory Footprint • Point of Care Access to Providers • NextGen Partnership 	<ul style="list-style-type: none"> • Scalable, value based EHR platform
Competition				



Strong Bookings Provide the Foundation for Top Line Growth



(1) Reflects midpoint of 2019 guidance of \$1,090 to \$1,110 million.
Dollars in millions.



~14% Growth



Momentum broad-based and balanced across inpatient, outpatient and Veradigm



Pipeline of new deals remains strong heading into 2020



Indicator of improved revenue growth



Investment Considerations

We enable providers, payers and life science companies to optimize value at the point of care



Robust, diversified
and award-winning
solutions portfolio



High recurring
revenue model



Future growth
opportunities
distinguishes from
EHR peers



Flexible balance
sheet with capacity
for investment and
capital returns



Significant operating
leverage



Track record of
successful
capital deployment



Culture – Giving Back

Annual Global Impact Day



18

participating offices



59,071

meals prepared



30

nonprofits supported



35,000

pounds of food salvaged

Countless lives impacted

Major Partnerships



Appendix: Non-GAAP Financial Measures

Non-GAAP Financial Measures

This presentation includes references to non-GAAP revenue, non-GAAP earnings per share, Adjusted EBITDA, and free cash flow, 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 are not considered financial measures under generally accepted accounting principles in the United States (“GAAP”). The definitions of these non-GAAP financial measures are as follows:

- Non-GAAP revenue consists of GAAP revenue, as reported, and adds back recognized deferred revenue from acquired businesses and non-material consolidated affiliates that is eliminated for GAAP purposes due to purchase accounting adjustments.
- Adjusted EBITDA 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 and long-term investment impairment charges; gain on sale of business, net; interest expense and other, net; equity in net earnings of unconsolidated investments; and tax (benefit) provision.
- Non-GAAP net income consists of GAAP net income/(loss), as reported, and adds back: acquisition-related deferred revenue adjustments; acquisition-related amortization; stock-based compensation expense; transaction-related and other costs; non-cash asset and long-term investment impairment charges; non-cash charges to interest expense and other; gain on sale of business, net; equity in net earnings of unconsolidated investments; and the related tax effect of the aforementioned adjustments. Non-GAAP net income also includes a tax rate alignment adjustment.
- Non-GAAP earnings per share consist of non-GAAP net income, as defined above, divided by weighted average diluted shares outstanding in the applicable period.
- Free cash flow consists of GAAP cash flows provided by operating activities in the applicable period, net of capital expenditures and capitalized software costs.

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, non-GAAP earnings per share, and Adjusted EBITDA are performance measures only, and they do not provide any measure of cash flow or liquidity. Allscripts considers free cash flow to be a liquidity measure that provides useful information to management and investors about the amount of cash generated by the business after capital expenditures and capitalized software costs. Free cash flow provides management and investors a valuable measure to determine the quantity of capital generated that can be deployed to create additional shareholder value by a variety of means. 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 definitions and reconciliations 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 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://investor.allscripts.com>).

