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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549**

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**FORM 8-K**

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**CURRENT REPORT  
Pursuant to Section 13 or 15(d)  
of the Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): January 9, 2017**

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**ALLSCRIPTS HEALTHCARE SOLUTIONS, INC.**

(Exact name of Registrant as Specified in Its Charter)

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**Delaware**  
(State or Other Jurisdiction  
of Incorporation)

**001-35547**  
(Commission  
File Number)

**36-4392754**  
(IRS Employer  
Identification No.)

**222 Merchandise Mart Plaza, Suite 2024,  
Chicago, Illinois 60654**  
(Address of Principal Executive Offices) (Zip Code)

**Registrant's Telephone Number, Including Area Code: (312) 506-1200**

**Not Applicable**  
(Former Name or Former Address, if Changed Since Last Report)

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instructions A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 2.02. Results of Operations and Financial Condition**

On January 9, 2017, Allscripts Healthcare Solutions, Inc. (the “Company”) issued a press release regarding the Company’s preliminary financial results for the fourth quarter ended December 31, 2016. A copy of the Company’s press release is attached hereto as Exhibit 99.1.

The information furnished pursuant to this Item shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act.

**Item 7.01. Regulation FD Disclosure**

On January 10, 2017, the Company will present at the 35th Annual J.P. Morgan Healthcare Conference in San Francisco, California. A copy of the Company’s presentation is furnished as Exhibit 99.2. The Company intends to use this presentation at other investor conferences.

The information furnished pursuant to this Item shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act.

**Item 9.01. Financial Statements and Exhibits.**

(d) *Exhibits.*

<u>Exhibit No.</u>	<u>Description</u>
99.1	Press release issued by Allscripts Healthcare Solutions, Inc. on January 9, 2017
99.2	Copy of Allscripts Healthcare Solutions, Inc. presentation slides

**SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: January 9, 2017

ALLSCRIPTS HEALTHCARE SOLUTIONS, INC.

By: /s/ Brian P. Farley

Brian P. Farley

Senior Vice President and General Counsel

## EXHIBIT INDEX

<b>Exhibit No.</b>	<b>Description</b>
99.1	Press release issued by Allscripts Healthcare Solutions, Inc. on January 9, 2017
99.2	Copy of Allscripts Healthcare Solutions, Inc. presentation slides

## Allscripts announces record fourth quarter bookings and strong finish to 2016

*Company provides initial outlook for 2017 of double-digit non-GAAP revenue and earnings growth;  
Management to present at 35th Annual J.P. Morgan Healthcare Conference;  
Announces fourth quarter earnings call date and New York Investor Day*

**CHICAGO – January 9, 2017** – Allscripts Healthcare Solutions, Inc. (NASDAQ:MDRX) today announced preliminary financial results for the fourth quarter ended Dec. 31, 2016.

### **Preliminary Fourth Quarter 2016 Financial Results and 2017 Financial Guidance**

The company anticipates consolidated bookings<sup>(1)</sup> for the fourth quarter of 2016 to exceed \$400 million, a fourth-quarter record. This result implies annual bookings growth of over 17 percent.

Allscripts also affirmed its financial guidance for the fourth quarter of 2016, originally provided on November 3, 2016. Additionally, the company provided initial financial guidance for 2017 consisting of non-GAAP revenue of between \$1.71 to \$1.74 billion; consolidated Adjusted EBITDA of \$345 to \$365 million; and Non-GAAP EPS growth of 10 to 15 percent.<sup>(2)</sup>

"I am proud of the strong financial and operational results we achieved in 2016," said Paul M. Black, Allscripts Chief Executive Officer. "Our investments in our solutions continue to increase our competitiveness, reflected in signed agreements which added the largest number of new Sunrise facilities in our history. Our initial outlook for 2017 illustrates confidence this growth momentum will continue this year across Allscripts comprehensive offerings to payers and providers globally."

The preliminary financial information presented in this press release is based on expectations and may be adjusted as a result of, among other things, completion of customary quarterly review and audit procedures.

Period-over-period comparability is affected by the inclusion of Netsmart in consolidated results beginning April 19, 2016.

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.

### **Management to Present at 35<sup>th</sup> Annual J.P. Morgan Healthcare Conference**

Mr. Black, Melinda Whittington, Allscripts Chief Financial Officer, and Rick Poulton, Allscripts President, will conduct a presentation for investors tomorrow, Jan. 10, 2017, at 2:30 p.m. PT during the 35<sup>th</sup> Annual J.P. Morgan Healthcare Conference in San Francisco. A webcast link to this event and a presentation will be available at Allscripts investor relations website.

### **Fourth Quarter and Full-Year 2016 Financial Results Call**

Allscripts will report its financial results for the three months and year ended Dec. 31, 2016, after the close of regular stock market hours on Thursday, Feb. 16, 2017. The announcement will be available at [Allscripts investor relations website](#). Allscripts management plans to host a conference call and webcast to discuss the company's earnings at 4:30 p.m. ET that day.

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To listen to the conference call, participants may log onto the Allscripts Investor Relations website. Participants also may access the conference call by dialing (877) 269-7756 or 201-689-7817 (international) and requesting Conference ID # 13652687.

A replay of the call will be available approximately two hours after the conclusion of the call, for a period of four weeks, on the Allscripts investor relations website or by calling (877) 660-6853 or (201) 612-7415, Conference ID # 13652687.

### **Upcoming Investor Event**

Members of Allscripts management team will host an Investor Day for the financial community, to be held Tuesday, March 21, 2017, in New York City. The event is scheduled to begin at approximately 8:00 a.m. ET and will conclude after lunch. Additional details and invitations will be available soon.

This event will also be live webcasted and presentation materials will be available at [Allscripts investor relations website](#).

### **About Allscripts**

Allscripts (NASDAQ: MDRX) is a leader in healthcare information technology solutions that advance clinical, financial and operational results. Our innovative solutions connect people, places and data across an Open, Connected Community of Health™. Connectivity empowers caregivers to make better decisions and deliver better care for healthier populations. To learn more, visit [www.allscripts.com](http://www.allscripts.com), [Twitter](#), [YouTube](#) and [It Takes A Community: The Allscripts Blog](#).

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### **For more information contact:**

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#### Media:

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**Footnotes**

(1) Bookings reflect the value of executed contracts for software, hardware, other client services, remote hosting, outsourcing and subscription-based services.

(2) Non-GAAP revenue consists of GAAP revenue and adds back recognized deferred revenue from the Netsmart transaction that is eliminated for GAAP purposes due to purchase accounting adjustments.

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; non-recurring expenses and transaction-related costs; non-cash asset impairment charges; interest expense and other, net; equity in net earnings of unconsolidated investments; and tax provision (benefit). Adjusted net EBITDA, net of non-controlling interest, is a non-GAAP measure and consists of Adjusted EBITDA as described above, with an adjustment to reduce Adjusted EBITDA for the percentage of non-controlling interest in consolidated subsidiaries. For this presentation, Netsmart preferred stock is treated as if it was converted to common stock.

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, non-recurring expenses and transaction-related costs, non-cash charges to interest expense and other, non-cash asset impairment charges, and 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 consists of non-GAAP net income, as defined above, divided by weighted shares outstanding – diluted in the applicable period.

Management believes that these 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 net income and/or Adjusted EBITDA to measure achievement under Allscripts stock and cash incentive compensation plans. Note, however, that non-GAAP net income and non-GAAP net income on a per share basis and Adjusted EBITDA 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.

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## Forward-Looking Statements

*This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. 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, 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 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 response of customers and competitors to the Netsmart joint business entity; the expected financial contribution and results of the Netsmart joint business entity, including consolidation for financial reporting purposes; 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 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.*



January 10, 2017

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# **Allscripts Investor Presentation**

## **J.P. Morgan 2017 Healthcare Conference**

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# Disclaimer

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# Non-GAAP Financial Measures

This presentation includes references to non-GAAP gross margin, selling, general and administrative expenses (SG&A), non-GAAP earning per share, Adjusted EBITDA and Adjusted EBITDA, net of non-controlling interest which are also 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 margin consists of non-GAAP gross profit as a percentage of GAAP revenue in the applicable period, as defined above.
- Non-GAAP selling, general and administrative expenses, as reported, and excludes non-recurring expenses and transaction-related costs and stock-based compensation expense recorded to SG&A.
- 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; non-recurring expenses and transaction-related costs; non-cash asset impairment charges; interest expense and other, net; equity in net earnings of unconsolidated investments; and tax provision (benefit).
- Adjusted EBITDA, net of non-controlling interest, is a non-GAAP measure and consists of Adjusted EBITDA as described above, with an adjustment to reduce Adjusted EBITDA for the percentage of non-controlling interest in consolidated subsidiaries. For this presentation, Netsmart preferred stock is treated as if it was converted to common stock.
- Non-GAAP net income attributable to Allscripts Healthcare Solutions, Inc. is a non-GAAP measure and consists of Non-GAAP net income as described above, with an adjustment to reduce Non-GAAP net income for the percentage of non-controlling interest outside Allscripts ownership position. For this presentation, Netsmart preferred stock is treated as if it was converted to common stock.
- Non-GAAP earnings per share consists of non-GAAP net income, as defined above, divided by weighted shares outstanding – diluted in the applicable period.

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 measures 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 releases dated November 3, 2016 and February 18, 2016. 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>).

WHO WE ARE

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# A Global Leader in Healthcare Technology

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# The Midcap Leader in Healthcare IT

## Our Company



NASDAQ: MDRX  
Public since 1999

Global HQ: Chicago, IL

2016E Non-GAAP Revenue:  
~\$1.6B  
~78% recurring

## Our Team



7,300 team associates globally

Veteran executive leadership

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

Note: Revenue based on anticipated 2016 non-GAAP revenue results consisting of 9 month actuals and fourth quarter 2016 guidance range. See reconciliation of non-GAAP metrics in the appendix of this presentation.

# Comprehensive IT Portfolio: Healthcare Providers and Payers



*...meeting the complex needs of healthcare globally today and tomorrow*

# Unrivaled connectivity, network and data potential across healthcare



**~2,500**  
HOSPITALS



**45K+**  
PHYSICIAN  
PRACTICES



**~180K**  
PHYSICIANS



**2B+**  
OPEN API DATA SHARES



**~14M**  
POST-ACUTE  
REFERRALS



**10M+**  
CONNECTED  
CONSUMERS



**45K+**  
POST-ACUTE  
NETWORK

***Building OPEN, Connected Communities of Health™***

# Demand Fundamentals Strong Amid Federal Uncertainty



- **Fundamentals transcend politics**
- **Specific Federal regulations could be moderated/slowed. But needs remain:**
  - increased efficiency;
  - tools to manage risk;
  - enabling technology to manage ever-more-complex reimbursement models;
  - new models required for coordinated care

**Value-Based  
Care Here to  
Stay**

***Evidence: Medicare Access and CHIP Reauthorization Act of 2015 (MACRA), enabling Federal physician payment reform, has strong bipartisan support***



# Momentum in Reputation and Recognition



- **HIT Loyalty Index 2016:** Allscripts recognized as a “Most Loyal” vendor by customers – the top tier rating
- **2016, 2015, 2014 Top Rated 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

# Strong finish to 2016



- Expected Q4 consolidated bookings >\$400M
  - **Record** fourth quarter bookings
- **Affirm fourth quarter guidance** range for all measures
- Implies **2016 double digit growth** –
  - **Bookings;**
  - **Non-GAAP revenue;**
  - **Adjusted Net EBITDA;**
  - **Non-GAAP EPS**

*See reconciliation of non-GAAP metrics in the appendix of this presentation. Guidance range as provided in Allscripts press release dated November 3, 2016. Period-over-period comparability is affected by the inclusion of Netsmart in consolidated results beginning April 19, 2016.*

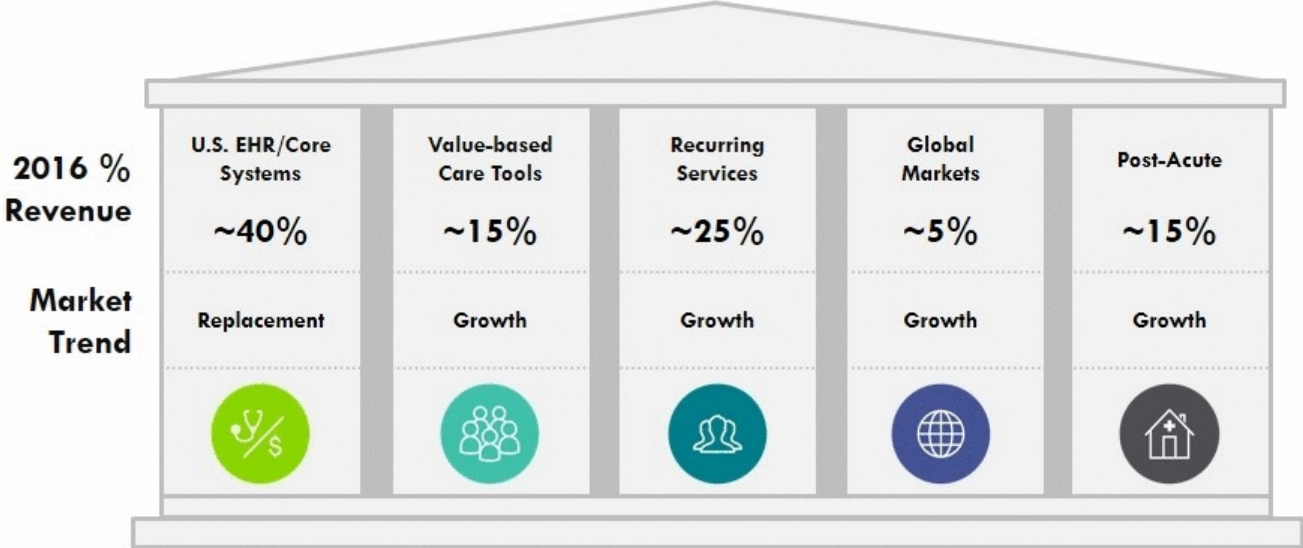
POSITION AND STRATEGY

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# Growth Opportunity

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# Diversified Growth Strategy



***Strong foundational core with multiple growth segments for the future***

# Domestic EHR/Core Systems

A Comprehensive Software Foundation



- Serving **all** market segments for integrated **clinical** and **revenue cycle management**
- Well positioned to be a net share-shift winner via industry consolidation/maturation

## **Evidence:**

- ✓ ***The largest Sunrise™ acute facilities expansion in corporate history during 2016***
- ✓ ***OptumCare™ to standardize core systems for employed/affiliated providers nationally w/Allscripts***

# Value-Based Care Tools



## Population Health Differentiators:

- Connects, aggregates community data to create a True Harmonized View of the patient
- Care coordination sets clinical interventions into action
- Patient-Centric engagement across all settings



## Financial Decision Support Differentiators:

- Enables Full Enterprise Financial Performance Management



## Precision Medicine Differentiators

- Bridging the chasm between the laboratory and care delivery



## Payer Analytics Differentiators:

- Comprehensive solutions including risk analytics and service offerings

# Recurring Services



## Opportunity Drivers

- Reimbursement complexity, cash flow challenges
- No scale for efficient technology deployment, staffing
- Revenue upside from risk-based reimbursement

## Allscripts Offering

- Revenue Cycle Services
- Managed IT/Private Cloud and Staff Outsourcing
- Financial/clinical decision support services

***Significant white space growth opportunity within Allscripts client base***

# Global Markets



## Key Advantages

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

## Allscripts 2016 Success

### Sales

- Several new government contracts/U.K. Trusts
  - Dudley Group NHS Trust, U.K.
  - Government of Bahamas

### Implementations

- Highly successful go-live at King's College Hospital NHS Foundation Trust, London
- Government of South Australia

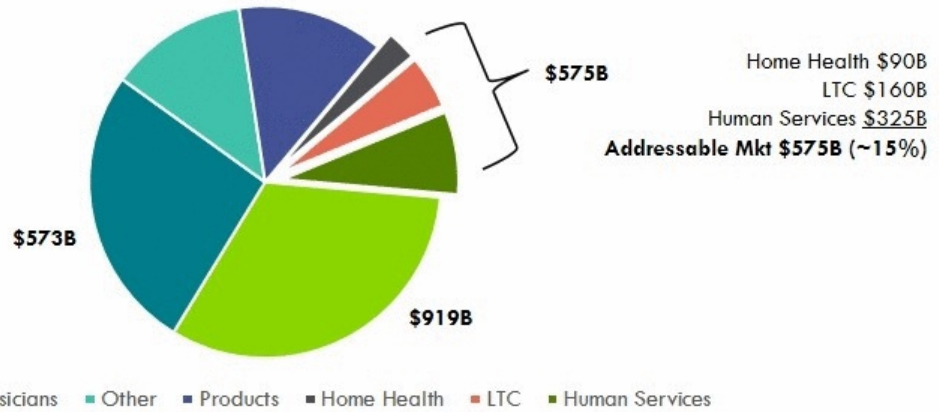
### Market Expansion

- Largest EHR provider in Singapore
- Geographic expansion acquisition in Australia



# Post-Acute Care: High Growth IT Potential

2015 National Health Expenditures = \$3.2T



**Large software/technology market: 3-5% spend (\$15~\$25B), growing double digits**

NME Source: CMS 2015 National Health Expenditures

# The Leading Growth Platform in Post-Acute Care



- ✓ Netsmart the **largest provider** of post-acute medical/behavioral digital solutions
- ✓ Chronic illness are 2-3x<sup>1</sup> more costly w/ behavioral comorbidity
- ✓ **CONCLUSION: Post-acute care *integration* critical for value-based care models**

<sup>1</sup>Economic Impact of Integrated Medical-Behavioral Healthcare. Milliman, Inc. April 2014.

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# Financial Model

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# Consistent Execution Since 2013



## Operating Playbook

Maximize client relation

Generate consistent results

Increase operational efficiency

New growth sources

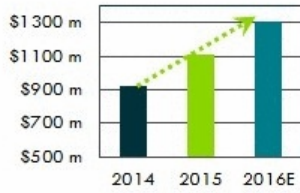


## Results

- Recurring revenue = 78%
- Bookings 17+% 2016E
- Margin expansion; expense leverage while increasing R&D to 17% of revenue
- Multiple growth pillars

*Note: Bookings based on anticipated actual provided January 9, 2017. Actuals subject to change. See reconciliation of non-GAAP metrics in the appendix of this presentation or Allscripts Investor Relations Website.*

# 2016 Metrics Demonstrate Healthy Growth



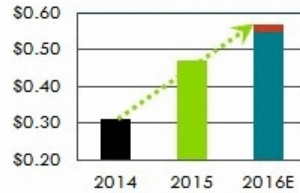
## Bookings

**17+%**  
Growth Y/Y



## Non-GAAP Revenue

**~13-14%**  
Growth Y/Y



## Non-GAAP EPS

**~17-21%**  
Growth Y/Y

Q4 Guidance Range ■

### Driving high recurring revenues, outsized non-GAAP EPS growth

Note: Growth based on anticipated Q4 actuals within guidance ranges provided November 3, 2016 and affirmed January 9, 2017 except Bookings. The latter is based on anticipated actual provided January 9, 2017. Actuals subject to change. See reconciliation of non-GAAP metrics in the appendix of this presentation. Period-over-period comparability is affected by the inclusion of Netsmart in consolidated results beginning April 19, 2016.

# Financial Model & Capital Deployment



- Excellent long-term revenue visibility **revenue backlog** of \$3.9B
- Expanding **gross margins** (up ~300bps Y/Y)
- Outstanding **discretionary expense management**
- **Repurchased ~\$100M of stock in 2016** through mid-November
  - New authorization for additional **\$200M** through 2019

***Deploy cash to innovate, drive top line and directly increase shareholder returns***

See reconciliation of non-GAAP metrics in the appendix of this presentation. Y/Y refers to nine months ended September 30<sup>th</sup>.

# Preliminary Growth Outlook for 2017



- Non-GAAP Revenue: \$1.71-\$1.74B
- Consolidated Adjusted EBITDA \$345-\$365M
  - Netsmart<sup>1</sup> Adjusted EBITDA between \$90-100M
  - Allscripts Excl. Netsmart Adjusted EBITDA between \$255-265M
- Non-GAAP EPS growth 10%-15%

<sup>1</sup>Netsmart Adjusted EBITDA contribution includes 100% of the former Allscripts Homecare business.  
Period-over-period comparability is affected by the inclusion of Netsmart in consolidated results beginning April 19, 2016.

# Attractive Long-Term Growth Investment



1. Large, diverse client base and mix drives sustainable, recurring revenue and cash flow
2. Beyond the EHR – high-value cross sale into expansive base
3. Well positioned for multiple growth opportunities including value-based care and post-acute
4. Strong momentum in global markets
5. Seasoned executive team focused on cash and consistent performance



# Upcoming Events



**Allscripts 4Q and 2016 Earnings Call**  
Thursday, February 16 4:30 pm ET



**HIMSS 2017**  
Orlando, February 19 - 23



**Allscripts Investor Day**  
New York City, March 21 8:00 am ET



**SunTrust HIT Summit**  
Park City, March 23

January 10 2017

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# Allscripts Investor Presentation

## J.P. Morgan 2017 Healthcare Conference

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## **APPENDIX – Non-GAAP Reconciliations**

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# Reconciliations: Recurring/Non-Recurring Revenue

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

Non-GAAP Revenue	2014					2015					2016		
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3
<b>Software Delivery, Support &amp; Maintenance</b>													
Recurring revenue	191.5	186.6	190.9	191.8	760.8	197.4	195.5	194.2	193.9	781.0	194.5	215.3	222.9
Non-recurring revenue	38.1	38.7	37.6	35.7	150.1	30.2	37.0	36.5	33.7	137.4	34.7	42.6	39.4
<b>Total Software Delivery, Support &amp; Maintenance</b>	<b>229.6</b>	<b>225.3</b>	<b>228.5</b>	<b>227.5</b>	<b>910.9</b>	<b>227.6</b>	<b>232.5</b>	<b>230.7</b>	<b>227.6</b>	<b>918.4</b>	<b>229.2</b>	<b>257.9</b>	<b>262.3</b>
<b>Client Services</b>													
Recurring revenue	58.7	57.8	58.8	61.3	236.5	60.1	67.8	71.0	72.9	271.8	73.5	88.7	93.9
Non-recurring revenue	56.5	70.7	60.4	54.5	242.2	46.9	51.4	52.8	45.1	196.2	42.9	50.0	47.9
<b>Total Client Services</b>	<b>115.2</b>	<b>128.5</b>	<b>119.2</b>	<b>115.8</b>	<b>478.7</b>	<b>107.0</b>	<b>119.2</b>	<b>123.8</b>	<b>118.0</b>	<b>468.0</b>	<b>116.4</b>	<b>138.7</b>	<b>141.8</b>
<b>Total non-GAAP revenue</b>	<b>344.8</b>	<b>353.8</b>	<b>347.7</b>	<b>343.2</b>	<b>1,389.5</b>	<b>334.6</b>	<b>351.7</b>	<b>354.5</b>	<b>345.6</b>	<b>1,386.4</b>	<b>345.6</b>	<b>396.6</b>	<b>404.1</b>
<b>Revenue Mix</b>													
Recurring revenue	73%	69%	72%	74%	72%	77%	75%	75%	77%	76%	78%	77%	78%
Non-recurring revenue	27%	31%	28%	26%	28%	23%	25%	25%	23%	24%	22%	23%	22%
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

# Reconciliations: Non-GAAP Net Income and EPS Q3'16

Allscripts Healthcare Solutions, Inc.  
Condensed Non-GAAP Financial Information  
(In millions, except per share amounts and percentages)  
(Unaudited)

	Nine Months Ended September 30,	
	2016	2015
Net loss attributable to Allscripts Healthcare Solutions, Inc. stockholders, as reported	(\$18.3)	(\$18.5)
Less: Net loss attributable to non-controlling interest	0.1	0.1
Less: Accretion of redemption preference on redeemable convertible non-controlling interest - Netamar	18.3	0.0
Net income (loss), as reported	\$0.1	(\$18.4)
Acquisition-related deferred revenue adjustments	21.8	0.0
Acquisition-related amortization	46.6	46.4
Stock-based compensation expense	30.9	28.7
Non-recurring expenses and transaction-related costs	6.8	23.4
Non-cash asset impairment charges	4.7	0.3
Non-cash charges to interest expense and other	8.5	9.5
Equity in net earnings of unconsolidated investments	7.5	1.7
Tax effect of adjustments to reconcile GAAP to non-GAAP net income	(44.4)	(38.4)
Tax rate alignment	(1.7)	9.2
<b>Total Non-GAAP net income</b>	<b>\$80.8</b>	<b>\$62.4</b>
Less: Non-GAAP net income attributable to non-controlling interest	(3.1)	(0.1)
<b>Non-GAAP net income attributable to Allscripts Healthcare Solutions, Inc.</b>	<b>\$77.7</b>	<b>\$62.3</b>
Non-GAAP effective tax rate	35%	35%
Weighted shares outstanding - diluted	189.3	185.1
Loss per share - basic and diluted, as reported	(\$0.10)	(\$0.10)
<b>Non-GAAP earnings per share attributable to Allscripts Healthcare Solutions, Inc. - diluted</b>	<b>\$0.41</b>	<b>\$0.34</b>

# Reconciliations: Non-GAAP Net Income and EPS 2015

Allscripts Healthcare Solutions, Inc.  
 Condensed Non-GAAP Financial Information  
 (In millions, except per share amounts and percentages)  
 (Unaudited)

	Year Ended December 31,	
	2015	2014
Net income (loss) attributable to Allscripts Healthcare Solutions, Inc. stockholders, as reported	(\$2.2)	(\$66.5)
Deferred revenue and other adjustments	-	7.6
Acquisition-related amortization	37.9	43.2
Stock-based compensation expense	23.8	25.6
Non-recurring expenses and transaction-related costs	15.1	16.1
Non-cash asset impairment charges	1.0	1.6
Non-cash charges to interest expense and other	7.8	6.5
Equity in net earnings of unconsolidated investments	2.1	-
Tax rate alignment	2.5	22.2
<b>Non-GAAP net income attributable to Allscripts Healthcare Solutions, Inc.</b>	<b>\$88.0</b>	<b>\$56.3</b>
Non-GAAP effective tax rate	35%	35%
Weighted shares outstanding - diluted	186.5	179.8
Earnings (loss) per share - basic and diluted, as reported	(\$0.01)	(\$0.37)
<b>Non-GAAP earnings per share - diluted</b>	<b>\$0.47</b>	<b>\$0.31</b>

January 10 2017

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# Allscripts Investor Presentation

## J.P. Morgan 2017 Healthcare Conference

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