This presentation and the accompanying oral statements may contain forward-looking statements within the meaning of the federal securities laws. Statements regarding future events, developments, the Company's future performance, as well as management's expectations, beliefs, intentions, plans, estimates or projections relating to the future (including, without limitation, statements concerning revenue and net income), are forward-looking statements within the meaning of these laws and involve a number of risks and uncertainties. Management believes that these forward looking statements are reasonable and are based on reasonable assumptions and forecasts, however, undue reliance should not be placed on such statements that speak only as of the date hereof. Moreover, these forward-looking statements are subject to a number of risks and uncertainties, some of which are outlined below. As a result, actual results may vary materially from those anticipated by the forward-looking statements. Among the important factors that could cause actual results to differ materially from those indicated by such forward-looking statements are: the volume and timing of systems sales and installations; length of sales cycles and the installation process; the possibility that products will not achieve or sustain market acceptance; seasonal patterns of sales and customer buying behavior; impact of incentive payments under The American Recovery and Reinvestment Act on sales and the ability of the Company to meet continued certification requirements; the development by competitors of new or superior technologies; the timing, cost and success or failure of new product and service introductions, development and product upgrade releases; undetected errors or bugs in software; product liability; changing economic, political or regulatory influences in the health-care industry; the effectiveness of M&A strategies and integration efforts; changes in product-pricing policies; availability of third-party products and components; competitive pressures including product offerings, pricing and promotional activities; the Company's ability or inability to attract and retain qualified personnel; disruptions caused by corporate restructuring plans and business strategy shifts; possible regulation of the Company's software by the U.S. Food and Drug Administration; uncertainties concerning threatened, pending and new litigation against the Company including related professional services fees; uncertainties concerning the amount and timing of professional fees incurred by the Company generally; changes of accounting estimates and assumptions used to prepare the prior periods' financial statements; general economic conditions; and the risk factors detailed from time to time in the Company's periodic reports and registration statements filed with the Securities and Exchange Commission.
Empowering the Transformation of Ambulatory Care

Who We Are
A leading provider of ambulatory-focused technology solutions partnering with medical, behavioral and dental providers in their journey to value-based care.

- Improve the quality and efficiency of care delivery
- Drive healthy, predictable financial outcomes
- Engage patients in their care and foster loyalty
- Orchestrate delivery to manage risk
- Participate in frictionless interoperability

Where We’re Going
Becoming the preferred solutions partner and trusted advisor for risk-bearing entities.

We Believe in Better.
Investment Highlights

1. Leading Integrated Ambulatory Care Platform consisting of both software and services, creating long-term cross-sell and expansion opportunity.

2. Large and engaged client base, resulting in strong and highly profitable recurring revenue.

3. Capitalizing on emerging fee-for-value trends with a market leading population health and analytics platform, recent acquisition of patient engagement capabilities, and a robust modern technology platform.

4. Executing on a multi-year strategic plan, showing bookings growth and poised for revenue and earnings growth.

5. Investments will position us well for future growth as we become the preferred solutions provider and trusted advisor for risk-bearing entities.
One integrated solution platform across the enterprise

Engaged, Productive Clinicians
- Clinical Analytics
- Mobile
- Scribe & Transcription
- Adaptable Workflows

Healthy, Predictable Financial Outcomes
- Financial Analytics
- Denial Management
- Contract Management
- Managed Services

Loyal, Engaged Patients
- Enhanced Portal
- Prior Authorization
- Patient Estimates
- Virtual Visits

Predict & Prioritize for Better Outcomes
- Risk Stratification
- Patient Outreach
- Practice Performance
- Network Design

Connectivity Everywhere
- Direct Messaging
- Referral Exchange
- Chart Exchange
- FHIR APIs

Clinical Care

Financial Management

Patient Access

Population Health

Connected Health

Client Engagement, Education, Adoption, & Optimization

API & Interoperability

Analytics

Automation & Workflow Management

Integrated Care Platform

© Copyright 2020, NextGen Healthcare, Inc. All rights reserved.
Highly engaged & satisfied client base

90,000+
Providers

7,000+
Clients

We are becoming the Partner and Trusted Advisor to a highly engaged base. Clients are all-in.

Source: KLAS Research 2019, as of October 2019
© Copyright 2020, NextGen Healthcare, Inc. All rights reserved.
# Experienced executive leadership team

<table>
<thead>
<tr>
<th>Executive</th>
<th>Title</th>
<th>Joined</th>
<th>Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rusty Frantz</td>
<td>CEO</td>
<td>Jun 2015</td>
<td>CareFusion, Omnicell, PYxis, OutPurchase</td>
</tr>
<tr>
<td>Jamie Arnold</td>
<td>CFO</td>
<td>Mar 2016</td>
<td>KOFAX, NUANCE, cadence, Informix</td>
</tr>
<tr>
<td>David Metcalfe</td>
<td>CTO</td>
<td>Feb 2016</td>
<td>CareFusion, Allscripts, Hill-Rom</td>
</tr>
<tr>
<td>John Beck</td>
<td>CSO</td>
<td>July 2016</td>
<td>Connexa, Allscripts, A+ Health Systems</td>
</tr>
<tr>
<td>Donna Greene</td>
<td>EVP, HR</td>
<td>Nov 2011</td>
<td>Alliance Healthcare Services, Target</td>
</tr>
<tr>
<td>Jeff Linton</td>
<td>EVP, GC</td>
<td>Dec 2017</td>
<td>sequenom, Beckman Coulter, Serologicals</td>
</tr>
<tr>
<td>Betty Rabinowitz</td>
<td>CMO</td>
<td>Apr 2018</td>
<td>EagleDream Health, University of Rochester Medical Center</td>
</tr>
</tbody>
</table>
The inflection point of risk is upon us

**Capabilities required to take on risk**

**Full Risk**
- Clinical Cost Drivers
- Practice Pattern Variations
- Patient Engagement
- High Cost Claim Management
- Actuarial Services

**Partial Risk**
- Pre-visit Planning
- Risk Stratification
- Predictive Analytics
- Patient Cohorts
- Resource Utilization
- Care Management
- Transitions of Care
- Network Design & Management

**Quality Incentive**
- Measures
- Performance to Targets
- Trending
- Gaps in Care
- Patients Not Seen
Market Evolution has Accelerated.

Our Clients Face New Challenges

- Consumerism & Focus on Wellness
- Delivery Model Innovation
- Payment Innovation & Risk Reallocation
- Digital Health & Tech Utilization
- Widespread Data Availability
We’ve gained new capabilities, advancing our position

**Organic**

Care Management

Advanced SOAP Notes

**Inorganic**

Next Generation Portal

Embedded Virtual Visits

Patient Self-Scheduling & Intake

Patient Payments

© Copyright 2020, NextGen Healthcare, Inc. All rights reserved.
A platform for the future, accelerating innovation & scale

Modern Microservices Platform
Common Data Model & Highly Efficient Data Toolset

NextGen Share
Data Exchange with the Rest of the World

Payors  EMRs  ...

Investment in our new underlying platform will accelerate innovation & scale
Unlocking the potential for accelerated growth
## Revenue Trends

<table>
<thead>
<tr>
<th>Revenue Type</th>
<th>FY19 Q2</th>
<th>FY19 Q3</th>
<th>FY19 Q4</th>
<th>FY20 Q1</th>
<th>FY20 Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subscription Services</td>
<td>$29.3</td>
<td>$30.0</td>
<td>$29.9</td>
<td>$30.1</td>
<td>$31.4</td>
</tr>
<tr>
<td>Support and Maintenance</td>
<td>39.6</td>
<td>39.7</td>
<td>40.2</td>
<td>39.7</td>
<td>39.4</td>
</tr>
<tr>
<td>Managed Services</td>
<td>23.5</td>
<td>24.3</td>
<td>24.2</td>
<td>25.7</td>
<td>25.2</td>
</tr>
<tr>
<td>EDI and Data Services</td>
<td>23.9</td>
<td>23.5</td>
<td>25.9</td>
<td>24.0</td>
<td>24.6</td>
</tr>
<tr>
<td><strong>Total Recurring Services</strong></td>
<td>116.3</td>
<td>117.5</td>
<td>120.2</td>
<td>119.5</td>
<td>120.6</td>
</tr>
<tr>
<td>SW License and Hardware</td>
<td>9.4</td>
<td>9.2</td>
<td>9.1</td>
<td>7.1</td>
<td>8.3</td>
</tr>
<tr>
<td>Other Non-Recur. Services</td>
<td>4.6</td>
<td>4.2</td>
<td>5.5</td>
<td>5.3</td>
<td>5.4</td>
</tr>
<tr>
<td><strong>Total Non-Recurring</strong></td>
<td>14.0</td>
<td>13.4</td>
<td>14.6</td>
<td>12.4</td>
<td>13.7</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>$130.3</td>
<td>$130.9</td>
<td>$134.8</td>
<td>$131.9</td>
<td>$134.3</td>
</tr>
</tbody>
</table>

**Commentary**

- Long term growth driver based on new offerings
- Low single-digit decline
- Consistent mid single digit growth
- Steady, modest increase
- Decline due to market saturation and change of preferences
- Modest growth tied to subscription growth
Recurring Revenue as a Percentage of Total

- Recurring service revenue, consisting of software related subscription services, support and maintenance, managed services, and EDI and data services
Bookings Growth

<table>
<thead>
<tr>
<th>Quarter</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q3</td>
<td>$36.0</td>
<td>$33.1</td>
<td>$30.5</td>
<td>$32.8</td>
<td>$39.8</td>
</tr>
<tr>
<td>Q4</td>
<td>$34.7</td>
<td>$36.8</td>
<td>$35.4</td>
<td>$25.1</td>
<td>$31.7</td>
</tr>
<tr>
<td>Q1</td>
<td>$29.1</td>
<td>$23.7</td>
<td>$25.9</td>
<td>$34.1</td>
<td>$34.4</td>
</tr>
<tr>
<td>Q2</td>
<td>$36.1</td>
<td>$36.6</td>
<td>$36.1</td>
<td>$36.1</td>
<td>$36.1</td>
</tr>
</tbody>
</table>

© Copyright 2020, NextGen Healthcare, Inc. All rights reserved.
## FY20 Guidance

<table>
<thead>
<tr>
<th></th>
<th>FY19 Actual</th>
<th>Previous FY20 Range</th>
<th>Updated FY20 Range</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>$529M</td>
<td>$536 - 550M</td>
<td>$540 - $550M</td>
</tr>
<tr>
<td><strong>Non-GAAP EPS</strong></td>
<td>$0.86</td>
<td>$0.82 - $0.90</td>
<td>$0.79 - $0.85</td>
</tr>
</tbody>
</table>

**Long Term Outlook:**

- Revenue will grow at increasing pace from mid to high single digits by 2023
- Earnings will be relatively flat until FY2023 due to the increased investment
Path to Operating Margin Expansion

• **Revenue will grow** at mid to high single digit rate.

• **Gross Margin will moderate slightly** as we work through shift to more subscription and services business but we will drive gross profit growth through revenue expansion

• **Net R&D will first increase and then moderate** both in nominal value as well as percentage of revenue. We will continue to invest in legacy product lines but at a lower rate as tech deficiencies have been remediated
  
  • Ability to increase funding for faster growing new offerings
  
  • Invest in the new Microservices Platform

• **SG&A will start to moderate** as % of revenue as we move into FY21 and beyond as revenue growth exceeds expense expansion
Closing Summary

- We have expanded our solution, become a partner to our clients, and built organizational capabilities
- We have recently stepped back and refreshed our strategy in light of quickening pace of healthcare transformation
- We will expand investment to capitalize on this transformation and deliver accelerated growth

These activities and investments will position us well for future growth as we become the preferred solutions provider and trusted advisor for risk-bearing entities.
Thank You