

---

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

---

**FORM 10-Q**

---

(Mark One)

☒ **QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended September 30, 2017

OR

☐ **TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the Transition Period From \_\_\_\_\_ to \_\_\_\_\_

Commission file number: 001-37792

---

**NantHealth, Inc.**

(Exact name of registrant as specified in its charter)

---

**Delaware**

(State or other jurisdiction of  
incorporation or organization)

**27-3019889**

(I.R.S. Employer  
Identification No.)

**9920 Jefferson Blvd  
Culver City, California**

(Address of principal executive offices)

**90232**

(Zip Code)

**(310) 883-1300**

(Registrant's telephone number, including area code)

---

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes ☒ No ☐

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company", and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☐

Accelerated filer ☐

Non-accelerated filer ☒ (Do not check if a smaller reporting company)

Smaller reporting company ☐

Emerging growth company ☒

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☒

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

As of November 10, 2017, the registrant had 108,329,668 shares of common stock, par value \$0.0001 per share, outstanding.

---



**NantHealth, Inc.**  
**Form 10-Q**  
**As of and for the quarterly period ended September 30, 2017**  
**Table of contents**

|   | <u>Page</u> |
|---|-------------|
| <b>PART I. FINANCIAL INFORMATION</b>  |             |
| Item 1. Financial Statements (Unaudited)  | 5           |
| Condensed Consolidated Balance Sheets   | 5           |
| Condensed Consolidated Statement of Operations  | 6           |
| Condensed Consolidated Statements of Comprehensive Loss                                       | 8           |
| Condensed Consolidated Statements of Cash Flows   | 9           |
| Notes to Condensed Consolidated Financial Statements  | 11          |
| Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations | 38          |
| Item 3. Quantitative and Qualitative Disclosures About Market Risk                            | 65          |
| Item 4. Controls and Procedures   | 66          |
| <br><b>PART II. OTHER INFORMATION</b>   |             |
| Item 1. Legal Proceedings   | 66          |
| Item 1A. Risk Factors   | 67          |
| Item 2. Unregistered Sales of Equity Securities and Use of Proceeds                           | 108         |
| Item 3. Defaults Upon Senior Securities   | 108         |
| Item 4. Mine Safety Disclosures   | 108         |
| Item 5. Other Information   | 108         |
| Item 6. Exhibits  | 109         |
| Signatures  | 110         |

We own or have rights to trademarks and service marks that we use in connection with the operation of our business. NantHealth, Inc. and our logo as well as other brands such as DeviceConX, GPS Cancer, HBox, Vitality, VitalsConX, NaviNet, eviti, eviti | Connect, and other marks relating to our eviti product line are used in this Quarterly Report on Form 10-Q. Solely for convenience, the trademarks and service marks referred to in this Quarterly Report on Form 10-Q are listed without the (sm) and (TM) symbols, but we will assert, to the fullest extent under applicable law, our rights or the rights of the applicable licensors to these trademarks, service marks and trade names. Additionally, we do not intend for our use or display of other companies' trade names, trademarks, or service marks to imply a relationship with, or endorsement or sponsorship of us by, these other companies.

## SPECIAL NOTE REGARDING FORWARD LOOKING STATEMENTS

This Quarterly Report on Form 10-Q, including without limitation the sections entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Risk Factors," contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases you can identify these statements by forward-looking words such as "believe," "may," "will," "might," "estimate," "continue," "anticipate," "intend," "could," "should," "would," "project," "plan," "outlook," "target," "expect," or similar expressions, or the negative or plural of these words or expressions. These forward-looking statements include, but are not limited to, statements concerning the following:

- the structural change in the market for healthcare in the United States, including uncertainty in the healthcare regulatory framework and regulatory developments in the United States and foreign countries;
- the evolving treatment paradigm for cancer, including physicians' use of molecular information and targeted oncology therapeutics and the market size for molecular information products;
- physicians' need for precision medicine products and any perceived advantage of our solutions over those of our competitors, including the ability of our comprehensive platform to help physicians treat their patients' cancers;
- our ability to generate revenue from sales of products enabled by our molecular and biometric information platforms to physicians in clinical settings;
- our ability to increase the commercial success of our sequencing and molecular analysis solution;
- our plans or ability to obtain reimbursement for our sequencing and molecular analysis solution, including expectations as to our ability or the amount of time it will take to achieve successful reimbursement from third-party payors, such as commercial insurance companies and health maintenance organizations, and government insurance programs, such as Medicare and Medicaid;
- our ability to effectively manage our growth, including the rate and degree of market acceptance of our solutions;
- our ability to offer new and innovative products and services;
- our ability to attract new partners and clients;
- our ability to estimate the size of our target market;
- our ability to maintain and enhance our reputation and brand recognition;
- consolidation in the healthcare industry;
- competition which could limit our ability to maintain or expand market share within our industry;
- restrictions and penalties as a result of privacy and data protection laws;
- our use of "open source" software;
- our ability to use, disclose, de-identify or license data and to integrate third-party technologies;
- data loss or corruption due to failures or errors in our systems and service disruptions at our data centers;
- breaches or failures of our security measures;
- our reliance on Internet infrastructure, bandwidth providers, data center providers, other third parties and our own systems for providing services to our users;
- risks related to future acquisition opportunities;
- the requirements of being a public company;
- our ability to attract and retain key personnel;
- our ability to obtain and maintain intellectual property protection for our solutions and not infringe upon the intellectual property of others;
- our ability to implement our comprehensive restructuring plan that includes a wide range of organizational efficiency initiatives and other cost reduction opportunities; and
- our financial performance expectations, including our expectations regarding our revenue, cost of revenue, gross profit or gross margin, operating expenses, including changes in research and development, sales and marketing and general and administrative expenses, and our ability to achieve and maintain future profitability.

We caution you that the foregoing list does not contain all of the forward-looking statements made in this Quarterly Report on Form 10-Q.

These forward-looking statements are based on current expectations and assumptions that are subject to risks and uncertainties, which could cause our actual results to differ materially from those reflected in the forward-looking statements. These statements appear throughout this Quarterly Report on Form 10-Q and are statements regarding our intent, belief, or current expectations, primarily based on our current assumptions, expectations and projections about future events and trends that we may affect our business, financial conditions, operating results, cash flows or prospects, as well as related industry developments. You should not place undue reliance on these forward-looking statements, which apply only as of the date of this Quarterly Report on Form 10-Q. Our actual results could differ materially from those anticipated in these forward-looking statements for many reasons, including the risks faced by us and described in Part II, Item 1A, entitled "Risk Factors," and in "Management's Discussion and Analysis of Financial Condition and Results of Operations" in Part I, Item 2 of this Quarterly Report on Form 10-Q. We undertake no obligation to update any forward-looking statements for any reason, or to conform these statements to actual results or to changes in our expectations.

## PART I — FINANCIAL INFORMATION

### Item 1. Financial Statements

**NantHealth, Inc.**  
**Condensed Consolidated Balance Sheets**  
(Dollars in thousands, except per share amounts)

|   | September 30,<br>2017 | December 31,<br>2016 |
|---|-----------------------|----------------------|
|   | (Unaudited)           |                      |
| <b>Assets</b>   |                       |                      |
| Current assets  |                       |                      |
| Cash and cash equivalents   | \$ 73,493             | \$ 157,573           |
| Accounts receivable, net  | 12,037                | 11,673               |
| Inventories   | 974                   | 1,685                |
| Deferred implementation costs   | 1,121                 | 606                  |
| Related party receivables, net  | 500                   | 693                  |
| Prepaid expenses and other current assets   | 4,224                 | 3,356                |
| Current assets of discontinued operations   | —                     | 9,992                |
| Total current assets  | 92,349                | 185,578              |
| Property, plant, and equipment, net   | 19,984                | 20,129               |
| Deferred implementation costs, net of current   | 4,374                 | 3,201                |
| Deferred income tax assets, net   | —                     | 84                   |
| Goodwill  | 114,625               | 114,625              |
| Intangible assets, net  | 71,621                | 78,812               |
| Investment in related party   | 160,542               | 207,197              |
| Related party receivable, net of current  | 1,798                 | 1,971                |
| Other assets  | 1,834                 | 2,111                |
| Noncurrent assets of discontinued operations  | —                     | 70,683               |
| Total assets  | \$ 467,127            | \$ 684,391           |
| <b>Liabilities and Stockholders' Equity</b>   |                       |                      |
| Current liabilities   |                       |                      |
| Accounts payable  | \$ 4,099              | \$ 6,039             |
| Accrued and other current liabilities   | 19,968                | 20,032               |
| Deferred revenue  | 9,200                 | 9,600                |
| Related party payables, net   | 5,502                 | 8,082                |
| Current liabilities of discontinued operations  | —                     | 13,496               |
| Total current liabilities   | 38,769                | 57,249               |
| Deferred revenue, net of current  | 6,807                 | 11,127               |
| Related party liabilities   | 10,011                | 5,612                |
| Related party promissory note   | 112,666               | 112,666              |
| Related party convertible note, net   | 7,847                 | 7,564                |
| Convertible notes, net  | 73,787                | 70,810               |
| Deferred income taxes, net  | 7,776                 | —                    |
| Other liabilities   | 719                   | 820                  |
| Noncurrent liabilities of discontinued operations   | —                     | 6,949                |
| Total liabilities   | 258,382               | 272,797              |
| Stockholders' equity  |                       |                      |
| Common stock, \$0.0001 par value per share, 750,000,000 shares authorized; 106,963,706 and 121,250,437 shares issued and outstanding at September 30, 2017 and December 31, 2016, respectively (Including 6,976 shares of restricted stock) | 11                    | 12                   |
| Additional paid-in capital  | 880,801               | 886,334              |
| Accumulated deficit   | (671,599)             | (475,273)            |
| Accumulated other comprehensive (loss) income   | (468)                 | 521                  |
| Total stockholders' equity  | 208,745               | 411,594              |
| Total liabilities and stockholders' equity  | \$ 467,127            | \$ 684,391           |

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.



**NantHealth, Inc.**  
**Condensed Consolidated Statements of Operations**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

|  | Three Months Ended<br>September 30, |                    | Nine Months Ended<br>September 30, |                     |
|--|-------------------------------------|--------------------|------------------------------------|---------------------|
|  | 2017                                | 2016               | 2017                               | 2016                |
| <b>Revenue:</b>  |                                     |                    |                                    |                     |
| Software and hardware  | \$ 1,162                            | \$ 2,065           | \$ 4,408                           | \$ 6,077            |
| Software-as-a-service  | 15,200                              | 14,000             | 44,863                             | 41,809              |
| Total software-related revenue   | 16,362                              | 16,065             | 49,271                             | 47,886              |
| Maintenance  | 2,696                               | 1,979              | 8,182                              | 6,979               |
| Sequencing and molecular analysis  | 1,025                               | 77                 | 1,985                              | 122                 |
| Other services   | 1,677                               | 2,541              | 4,940                              | 7,571               |
| Total net revenue  | 21,760                              | 20,662             | 64,378                             | 62,558              |
| <b>Cost of Revenue:</b>  |                                     |                    |                                    |                     |
| Software and hardware  | 443                                 | 528                | 596                                | 668                 |
| Software-as-a-service  | 5,859                               | 4,159              | 17,143                             | 14,791              |
| Total software-related cost of revenue                                     | 6,302                               | 4,687              | 17,739                             | 15,459              |
| Maintenance  | 274                                 | 112                | 564                                | 621                 |
| Sequencing and molecular analysis  | 1,757                               | 570                | 4,807                              | 929                 |
| Other services   | 1,996                               | 2,623              | 5,504                              | 9,309               |
| Amortization of developed technologies                                     | 1,143                               | 2,044              | 4,029                              | 6,896               |
| Total cost of revenue  | 11,472                              | 10,036             | 32,643                             | 33,214              |
| <b>Gross profit</b>  | 10,288                              | 10,626             | 31,735                             | 29,344              |
| <b>Operating Expenses:</b>   |                                     |                    |                                    |                     |
| Selling, general and administrative  | 17,521                              | 22,034             | 54,181                             | 88,860              |
| Research and development   | 7,749                               | 9,960              | 25,051                             | 36,519              |
| Amortization of acquisition-related assets                                 | 1,054                               | 1,054              | 3,163                              | 3,162               |
| Total operating expenses   | 26,324                              | 33,048             | 82,395                             | 128,541             |
| Loss from operations   | (16,036)                            | (22,422)           | (50,660)                           | (99,197)            |
| Interest expense, net  | (4,067)                             | (1,415)            | (12,049)                           | (4,760)             |
| Other income, net  | 60                                  | 104                | 308                                | 541                 |
| Loss from related party equity method investment including impairment loss | (2,942)                             | (2,604)            | (46,353)                           | (7,893)             |
| Loss from continuing operations before income taxes                        | (22,985)                            | (26,337)           | (108,754)                          | (111,309)           |
| Provision for (benefit from) income taxes                                  | 30                                  | 55                 | 85                                 | (19,203)            |
| Net loss from continuing operations  | (23,015)                            | (26,392)           | (108,839)                          | (92,106)            |
| Loss from discontinued operations, net of tax                              | (19,383)                            | (10,482)           | (44,738)                           | (32,045)            |
| Net loss   | <u>\$ (42,398)</u>                  | <u>\$ (36,874)</u> | <u>\$ (153,577)</u>                | <u>\$ (124,151)</u> |
| <b>Net income (loss) per share (1):</b>                                    |                                     |                    |                                    |                     |
| Continuing operations  |                                     |                    |                                    |                     |
| Basic and diluted - common stock   | <u>\$ (0.20)</u>                    | <u>\$ (0.22)</u>   | <u>\$ (0.91)</u>                   | <u>\$ (0.90)</u>    |
| Discontinued operations  |                                     |                    |                                    |                     |
| Basic and diluted - common stock   | <u>\$ (0.17)</u>                    | <u>\$ (0.08)</u>   | <u>\$ (0.37)</u>                   | <u>\$ (0.29)</u>    |
| Total net income (loss) per share  |                                     |                    |                                    |                     |



**NantHealth, Inc.**  
**Condensed Consolidated Statements of Operations**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

|   |           |           |           |           |
|---|-----------|-----------|-----------|-----------|
| Basic and diluted - common stock            | \$ (0.37) | \$ (0.30) | \$ (1.28) | \$ (1.19) |
| Basic and diluted - redeemable common stock | N/A       | N/A       | N/A       | \$ 0.74   |

**Weighted average shares outstanding (1):**

|   |             |             |             |             |
|---|-------------|-------------|-------------|-------------|
| Basic and diluted - common stock            | 115,924,122 | 121,245,440 | 119,745,231 | 108,359,973 |
| Basic and diluted - redeemable common stock | N/A         | N/A         | N/A         | 6,686,653   |

- (1) The net income (loss) per share and weighted average shares outstanding for the nine months ended September 30, 2016, have been computed to give effect to the LLC Conversion (See Note 16) that occurred on June 1, 2016, prior to the Company's initial public offering ("IPO"). In conjunction with the LLC Conversion, (a) all of the Company's outstanding units automatically converted into shares of common stock, based on the relative rights of the Company's pre-IPO equityholders as set forth in the Company's limited liability company agreement and (b) the Company adopted and filed a certificate of incorporation with the Secretary of State of the state of Delaware and adopted bylaws. The Company adopted and filed an amendment to its certificate of incorporation with the Secretary of State of the state of Delaware to effect a 1-for-5.5 reverse stock split of its common stock on June 1, 2016.

The net loss per share for the common stock for the nine months ended September 30, 2016 reflects \$4,958 in accretion value allocated to the redeemable common stock. The redeemable common stock contained a put right, which expired unexercised on June 20, 2016. As a result of and as of that date, the shares were no longer redeemable and were included in common stock. See Note 19 for the calculation of net loss per share for common stock and redeemable common stock for the nine months ended September 30, 2016.

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

**NantHealth, Inc.**  
**Condensed Consolidated Statements of Comprehensive Loss**  
(Dollars in thousands)  
(Unaudited)

|   | <b>Three Months Ended<br/>September 30,</b> |                    | <b>Nine Months Ended<br/>September 30,</b> |                     |
|---|---|--------------------|--|---------------------|
|   | <b>2017</b>                                 | <b>2016</b>        | <b>2017</b>                                | <b>2016</b>         |
| Net loss  | \$ (42,398)                                 | \$ (36,874)        | \$ (153,577)                               | \$ (124,151)        |
| Other comprehensive loss, net of reclassification adjustments and taxes |   |                    |  |                     |
| Share in related party equity investment - other comprehensive loss     | (302)                                       | —                  | (302)                                      | —                   |
| Amounts reclassified from accumulated other comprehensive income<br>(1) | (977)                                       | —                  | (977)                                      | —                   |
| Other comprehensive income from foreign currency translation gain       | 210   | 254                | 290  | 647                 |
| Comprehensive loss  | <u>\$ (43,467)</u>                          | <u>\$ (36,620)</u> | <u>\$ (154,566)</u>                        | <u>\$ (123,504)</u> |

(1) See Note 3, "Discontinued Operations," for a discussion of this reclass of foreign currency translation adjustment.

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

**NantHealth, Inc.**  
**Condensed Consolidated Statements of Cash Flows**  
(Dollars in thousands)  
(Unaudited)

|   | <b>Nine Months Ended<br/>September 30,</b> |              |
|---|--|--------------|
|   | <b>2017</b>                                | <b>2016</b>  |
| <b>Cash flows from operating activities:</b>  |  |              |
| Net loss  | \$ (153,577)                               | \$ (124,151) |
| Adjustments to reconcile net loss to net cash used in operating activities:                 |  |              |
| Depreciation and amortization   | 23,288                                     | 22,990       |
| Amortization of debt discounts and deferred financing offering cost                         | 3,260                                      | —            |
| Change in fair value of derivatives liability   | (245)                                      | —            |
| Unrealized changes in fair value of marketable securities                                   | —  | (49)         |
| Realized changes in fair value of marketable securities                                     | —  | 49           |
| Stock-based compensation  | (4,076)                                    | 48,982       |
| Deferred income taxes, net  | 6,988                                      | (18,752)     |
| Provision for bad debt expense  | 155  | 522          |
| Inventory provision   | 692  | 479          |
| Loss from related party equity method investment including impairment loss                  | 46,353                                     | 7,893        |
| Loss on sale of business and dissolution of a business component                            | 10,673                                     | —            |
| Other non-cash expense  | —  | 144          |
| Changes in operating assets and liabilities, net of business combinations and divestitures: |  |              |
| Accounts receivable, net  | (500)                                      | 8,950        |
| Inventories   | 61   | (135)        |
| Related party receivables, net  | 637  | (324)        |
| Prepaid expenses and other current assets   | (494)                                      | 4,883        |
| Deferred implementation costs   | (1,951)                                    | (6,695)      |
| Accounts payable  | (966)                                      | (4,315)      |
| Accrued and other current liabilities   | (4,127)                                    | 1,729        |
| Deferred revenue  | (2,053)                                    | 3,304        |
| Related party payables, net   | 2,108                                      | 2,278        |
| Other assets and liabilities  | 305  | 71           |
| Net cash used in operating activities   | (73,469)                                   | (52,147)     |
| <b>Cash flows from investing activities:</b>  |  |              |
| Purchase of property and equipment including internal use software                          | (12,556)                                   | (12,701)     |
| Proceeds from sale of business, net of cash disposed  | 1,721                                      | —            |
| Purchases of marketable securities  | —  | (31)         |
| Proceeds from sales of marketable securities  | —  | 1,275        |
| Proceeds from sales of property and equipment   | —  | 138          |
| Acquisitions of businesses, net of cash acquired  | —  | (79,423)     |
| Deferred consideration for acquisition  | —  | 1,949        |
| Net cash used in investing activities   | (10,835)                                   | (88,793)     |
| <b>Cash flows from financing activities:</b>  |  |              |
| Deemed capital contribution from Chairman and CEO   | —  | 3,420        |
| Payment of short-term notes payable   | —  | (23,324)     |
| Proceeds from related party promissory note   | —  | 152,666      |
| Proceeds from initial public offering, net of offering costs                                | —  | 83,566       |
| Tax payments related to stock issued, net of stock withheld, for vested phantom units       | (2,740)                                    | (5,822)      |
| Net cash provided by (used in) financing activities   | (2,740)                                    | 210,506      |
| Effect of exchange rate changes on cash and cash equivalents                                | 184  | 246          |
| Net increase (decrease) in cash and cash equivalents  | (86,860)                                   | 69,812       |
| Cash and cash equivalents, beginning of period (including cash of discontinued operations)  | 160,353                                    | 5,989        |
| Cash and cash equivalents, end of period  | \$ 73,493                                  | \$ 75,801    |

**NantHealth, Inc.**  
**Condensed Consolidated Statements of Cash Flows**  
(Dollars in thousands)  
(Unaudited)

|   | <b>Nine Months Ended<br/>September 30,</b> |             |
|---|--|-------------|
|   | <b>2017</b>                                | <b>2016</b> |
| <b>Supplemental disclosure of cash flow information:</b>  |  |             |
| Interest paid   | \$ (2,836)                                 | \$ (9)      |
| Interest received   | 62   | 108         |
| <b>Non-cash transactions:</b>   |  |             |
| Purchase of property and equipment (including internal use software)  | 811  | 967         |
| Non cash consideration (common stock) from sale of Business (see Note 3) and subsequent retirement of stock | 42,750                                     | —           |
| NaviNet escrow receivable   | —  | 1,678       |
| Accretion to redemption value of Series F units / redeemable common stock                                   | —  | 4,958       |
| Conversion of related party promissory note and interest payable to common stock                            | —  | 40,590      |
| Reclassification of redeemable common stock to common stock (former Series F units)                         | —  | 171,000     |

The accompanying notes are an integral part of these Condensed Consolidated Financial Statements.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

**Note 1. Description of Business and Basis of Presentation**

***Nature of Business***

Nant Health, LLC was formed on July 7, 2010, as a Delaware limited liability company. On June 1, 2016, Nant Health, LLC converted into a Delaware corporation (the "LLC Conversion") and changed its name to NantHealth, Inc. ("NantHealth"). NantHealth, together with its subsidiaries (the "Company"), is a healthcare IT company converging science and technology. The Company works to transform clinical delivery with actionable clinical intelligence at the moment of decision, enabling clinical discovery through real-time machine learning systems. The Company's technology empowers physicians, patients, payers and researchers to transcend genomics into the world of proteomics. NantHealth is a majority-owned subsidiary of NantWorks, LLC ("NantWorks"), which is a subsidiary of California Capital Equity, LLC ("Cal Cap"). The three companies were founded by and are led by Dr. Patrick Soon-Shiong.

On August 25, 2017, the Company sold substantially all of the assets of the Company's provider/patient engagement solutions business. The sale will enable the Company to focus on its core competencies of genomic sequencing, clinical decision support, connected care and payer engagement.

As of September 30, 2017, the Company conducted the majority of its operations in the United States, Canada, the United Kingdom, and Singapore.

***LLC Conversion and Initial Public Offering***

On June 1, 2016, immediately prior to the pricing of its initial public offering ("IPO") and in conjunction with the LLC Conversion, all outstanding units of Nant Health, LLC were automatically converted into shares of the Company's common stock. Immediately following the LLC Conversion, the Company effected a 1-for-5.5 reverse stock split of its common stock. All share and per share amounts in the Condensed Consolidated Financial Statements and notes thereto have been retroactively adjusted, where necessary, to give effect to this reverse stock split.

On June 7, 2016, the Company completed its IPO, whereby it sold 6,500,000 shares of common stock at a public offering price of \$14.00 per share. Additionally, on June 9, 2016, the underwriters partially exercised their over allotment option to purchase an additional 400,000 shares of common stock at \$14.00 per share.

The Company received a total of \$83,566 in proceeds from its IPO, after deducting underwriting discounts and commissions and offering costs of \$13,034. The offering was registered under the Securities Act of 1933, as amended, on a registration statement on Form S-1 (Registration No. 333-211196), as amended.

***Basis of Presentation***

The accompanying unaudited Condensed Consolidated Financial Statements include the accounts of NantHealth and its subsidiaries. All intercompany accounts and transactions have been eliminated in consolidation. These interim Condensed Consolidated Financial Statements have been prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP"). These Financial Statements have been prepared on the same basis as the audited Consolidated Financial Statements for the fiscal year ended December 31, 2016 and, in the opinion of management, include all adjustments, which are normal and recurring in nature, necessary for a fair presentation of the Company's financial position and results of operation. The results of operations of the entities disposed of are included in the unaudited condensed consolidated financial statements up to the date of disposal and, where appropriate, these operations have been reflected as discontinued operations. Certain reclassifications have been made to prior period amounts to conform to the current year presentation. The accompanying Condensed Consolidated Balance Sheet as of December 31, 2016 has been derived from the audited Consolidated Financial Statements at that date but does not include all of the disclosures required by GAAP. Assets and liabilities of the discontinued operations are presented separately in the asset and liability sections of the prior period balance sheet. Operating results for interim periods are not necessarily indicative of the results that may be expected for a full fiscal year.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

The Company believes its existing cash, cash equivalents and ability to borrow from affiliated entities under existing facilities will be sufficient to fund operations through at least the next 12 months. If these sources are insufficient to satisfy the Company's liquidity requirements, it may seek to sell additional equity, through one or more follow-on public offerings or in separate financings, or sell additional debt securities or obtain a credit facility. Further, because of the risk and uncertainties associated with the commercialization of the Company's existing products as well as products in development, the Company may need additional funds to meet its needs sooner than planned. To date, the Company's primary sources of capital were private placement of membership interests prior to its IPO, debt financing agreements, including the promissory note with NantCapital, LLC ("NantCapital"), convertible notes, and its IPO.

***Principles of Consolidation***

The accompanying Condensed Consolidated Financial Statements include the financial statements of the Company and its wholly owned subsidiaries. All intercompany balances and transactions with the Company's subsidiaries have been eliminated.

**Note 2. Summary of Significant Accounting Policies**

There have been no significant changes to the accounting policies as disclosed in the Company's Annual Report on Form 10-K. The accounting policies are described in the Company's Annual Report on Form 10-K.

***Use of Estimates***

The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the amounts reported in the Condensed Consolidated Financial Statements and accompanying notes. Actual results may differ from those estimates.

***Segment Reporting***

The chief operating decision maker for the Company is its Chief Executive Officer. The Chief Executive Officer reviews financial information presented on a Condensed Consolidated basis for purposes of allocating resources and evaluating financial performance. The Company has one business activity and there are no segment managers who are held accountable for operations, operating results, or plans for levels or components below the Condensed Consolidated unit level. Accordingly, management has determined that the Company operates in one reportable segment.

***Recent Accounting Pronouncements***

**Revenue from Contracts with Customers**

The new FASB Topic 606 standards commencing with Accounting Standard Update ("ASU") No. 2014-09 ("Topic 606"), *Revenue from Contracts with Customers* replace existing revenue recognition rules including industry-specific guidance. Topic 606 outlines a five-step process for revenue recognition that focuses on transfer of control, as opposed to transfer of risk and rewards, and also requires enhanced disclosures regarding the nature, amount, timing and uncertainty of revenues and cash flows from contracts with customers. Major provisions include determining which goods and services are distinct and require separate accounting (performance obligations), how variable consideration (which may include change orders and claims) is recognized, whether revenue should be recognized at a point in time or over time and ensuring the time value of money is considered in the transaction price. Revenue is recognized in an amount that reflects the consideration which the entity expects to receive in exchange for goods or services. The provisions of Topic 606 will become effective for annual reporting periods beginning after December 15, 2017. The FASB allows two adoption methods under Topic 606 standards. Under one method, a company will apply the rules to contracts in all reporting periods presented, subject to certain allowable exceptions. Under the other method, a company would apply the rules to all contracts existing as of January 1, 2018, recognizing in the opening balance of retained earnings an adjustment for the cumulative effect of the change and providing additional disclosures comparing results to previous rules.

As permitted under the standard, the Company plans to adopt ASU 2014-09 in the first quarter of 2018 using the modified retrospective approach and to recognize the cumulative effect of existing contracts in the opening balance of retained earnings on the effective date of January 1, 2018. The Company continues to assess the impact of the new revenue standard on the current business processes, systems and controls.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

Upon initial evaluation, the Company expects that one significant impact will likely be to its software arrangements due to the requirement to estimate the selling price for deliverables. Under current revenue accounting guidance, if VSOE does not exist for license and implementation fees, the Company recognizes those revenues over the post contract support period. Also, the principal versus agent analysis under Topic 606 focuses on whether the entity controls each specified good or service in an arrangement and the company is currently evaluating whether the guidance will have an impact on how the Company reports its sequencing and molecular analysis revenue. The Company is also assessing the impact of capitalizing costs associated with obtaining customer contracts, specifically commission and incentive payments. Currently, these payments are expensed in the period they are incurred. Under the updated guidance, certain of these payments may be deferred on the Company's Condensed Consolidated Balance Sheets and amortized over the expected life of the customer contract.

**Other accounting pronouncements**

In January 2017, the FASB issued ASU No. 2017-01, Business Combinations (Topic 805): *Clarifying the Definition of a Business*. This standard clarifies the definition of a business and provides a screen to determine if a set of inputs, processes and outputs is a business. The screen requires that when substantially all of the fair value of gross assets acquired (or disposed of) is concentrated in a single identifiable asset or a group of similar identifiable assets, the assets acquired would not be a business. Under the new guidance, in order to be considered a business, an acquisition must include, at a minimum, an input and a substantive process that together significantly contribute to the ability to create output. In addition, the standard narrows the definition of the term "output" so that it is consistent with how it is described in Topic 606 standards. This standard will be effective for annual periods beginning after December 15, 2017, including interim periods within that reporting period. The Company is currently evaluating the impact this guidance may have on its Condensed Consolidated Financial Statements.

In January 2017, the FASB issued ASU 2017-04, *Intangibles – Goodwill and Other* (Topic 350) to simplify the accounting for goodwill impairment. This guidance, among other things, removes step 2 of the goodwill impairment test thus eliminating the need to determine the fair value of individual assets and liabilities of the reporting unit. Upon adoption of this ASU, goodwill impairment will be the amount by which a reporting unit's carrying value exceeds its fair value, not to exceed the carrying amount of goodwill. This may result in more or less impairment being recognized than under current guidance. This update will become effective for the Corporation's annual and interim goodwill impairment tests beginning in the first quarter of 2020, and early adoption is permitted. The Company is still evaluating the impact of this standard update.

In February 2016, the FASB issued ASU No. 2016-02, "Leases (Topic 842)" ("ASU 2016-02"). The update is aimed at making leasing activities more transparent and comparable, and requires substantially all leases be recognized by lessees on their balance sheet as a right-of-use asset and corresponding lease liability, including leases currently accounted for as operating leases. This guidance will become effective for interim and annual reporting periods beginning with the year ending December 31, 2019. Early adoption is permitted. The Company is currently evaluating the impact that the adoption of this guidance will have on its Condensed Consolidated Financial Statements.

Other recent accounting pronouncements issued by the FASB (including its Emerging Issues Task Force), the American Institute of Certified Public Accountants, and the Securities and Exchange Commission ("SEC") did not have, or are not believed by management to have, a material impact on the Company's present or future Condensed Consolidated Financial Statements.

**Note 3. Discontinued Operations**

***Sale to Allscripts***

On August 3, 2017, the Company entered into an asset purchase agreement (the "APA") with Allscripts Healthcare Solutions, Inc. ("Allscripts"), pursuant to which the Company agreed to sell to Allscripts substantially all of the assets of the Company's provider/patient engagement solutions business, including the Company's FusionFX solution and components of its NantOS software connectivity solutions (the "Business"). On August 25, 2017, the Company and Allscripts completed the sale of the Business (the "Disposition") pursuant to the APA.

Allscripts conveyed to the Company 15,000,000 shares of Company's common stock at par value of \$0.0001 per share that were previously owned by Allscripts as consideration for the acquired Business upon Disposition. Allscripts paid the Company \$1,742 of cash consideration as an estimated working capital payment, and such amount was subject to adjustment based upon the final amount of working capital as of the closing date. The Company is also responsible for paying Allscripts for fulfilling certain customer service obligations of the Business post-closing, and the Company may be entitled to receive from Allscripts up to an additional \$1,110 cash consideration for the Business if Allscripts receives such amounts from certain customers after the Disposition.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

Concurrent with the closing of the Disposition and as contemplated by the APA, (a) the Company and Allscripts modified the amended and restated mutual license and reseller agreement dated June 26, 2015, as amended, such that, among other things, the Company committed to deliver a minimum dollar amount of total bookings over a ten year period; (b) the Company and Allscripts each licensed certain intellectual property to the other party pursuant to a cross license agreement; (c) the Company agreed to provide certain transition services to Allscripts pursuant to a transition services agreement; and (d) the Company licensed certain software and agreed to sell certain hardware to Allscripts pursuant to a software license and supply agreement.

The total loss on sale to Allscripts consisted of the following:

|  |             |
|--|-------------|
| Cash received as consideration   | \$ 1,742    |
| Estimated costs to be incurred by the Company to fulfill certain customer service obligations of the Business post-closing | (887)       |
| Fair value of common stock   | 42,750      |
| Net consideration received   | 43,605      |
| Less: Carrying value of net assets sold  | (55,255)    |
| Plus: Reclassification of cumulative translation adjustments of foreign subsidiaries                                       | 117         |
| Loss from sale of Business   | \$ (11,533) |

The sale of the Business qualified as a discontinued operations because it comprised operations and cash flows that could be distinguished, operationally and for financial reporting purposes, from the rest of the Company. The disposal of the Business represented a strategic shift in the Company's operations as the sale enables the Company to focus on genomic sequencing, clinical decision support, connected care and payer engagement.

The carrying amounts of the major classes of assets and liabilities of the Company's discontinued operations as of December 31, 2016 are as follows:

|   | <b>December 31,<br/>2016</b> |
|---|------------------------------|
| Cash and cash equivalents                       | \$ 2,780                     |
| Accounts receivable, net                        | 2,055                        |
| Inventories                                     | 532                          |
| Deferred implementation costs                   | 2,730                        |
| Related party receivables, net                  | 206                          |
| Prepaid expenses and other current assets       | 1,689                        |
| Current assets of discontinued operations       | 9,992                        |
| Property, plant, and equipment, net             | 9,010                        |
| Deferred implementation costs, net of current   | 4,709                        |
| Goodwill  | 16,444                       |
| Intangible assets, net                          | 40,314                       |
| Other assets                                    | 206                          |
| Total assets of discontinued operations         | \$ 80,675                    |
| Accounts payable                                | \$ 681                       |
| Accrued and other current liabilities           | 5,199                        |
| Deferred revenue                                | 7,616                        |
| Current liabilities of discontinued operations  | 13,496                       |
| Deferred revenue, net of current                | 6,111                        |
| Deferred income tax liabilities, net of current | 838                          |
| Total liabilities of discontinued operations    | \$ 20,445                    |

The operating results of the Company's discontinued operations are as follows:



**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

|  | Three Months Ended<br>September 30, |             | Nine Months Ended<br>September 30, |             |
|--|-------------------------------------|-------------|------------------------------------|-------------|
|  | 2017                                | 2016        | 2017                               | 2016        |
| <b>Major line items constituting income from discontinued operations</b> |                                     |             |                                    |             |
| Net revenue  | \$ 1,498                            | \$ 4,695    | \$ 7,619                           | \$ 13,740   |
| Cost of revenue  | 1,787                               | 7,200       | 16,318                             | 19,300      |
| Selling, general and administrative                                      | 1,515                               | 2,681       | 8,675                              | 10,476      |
| Research and development   | (372)                               | 3,895       | 7,571                              | 12,352      |
| Amortization of software license and acquisition-related assets          | 458                                 | 760         | 1,978                              | 2,280       |
| Other (income) expense   | 216                                 | 440         | 134                                | 527         |
| Loss from sale of Business   | 11,533                              | —           | 11,533                             | —           |
| Gain from dissolution of a business component                            | (860)                               | —           | (860)                              | —           |
| Loss from discontinued operations, before income taxes                   | (12,779)                            | (10,281)    | (37,730)                           | (31,195)    |
| Provision for income taxes   | 6,604                               | 201         | 7,008                              | 850         |
| Loss from discontinued operations, net of income taxes                   | \$ (19,383)                         | \$ (10,482) | \$ (44,738)                        | \$ (32,045) |

Cumulative translation adjustment gains or losses of foreign subsidiaries related to divested Business are reclassified into income once the liquidation of the respective foreign subsidiaries is substantially complete. At the completion of the sale of the Business, the Company reclassified \$117 of cumulative translation adjustment gains from accumulated comprehensive loss to the Company's loss from sale of Business.

The significant operating and investing cash and non-cash items of the discontinued operations included in the unaudited condensed consolidated statements of cash flows for the nine months ended September 30, 2017 and 2016 were as follows:

|  | Nine Months Ended<br>September 30, |          |
|--|------------------------------------|----------|
|  | 2017                               | 2016     |
| Depreciation and amortization from discontinued operations | \$ 8,829                           | \$ 8,645 |
| Loss from sale of Business                                 | 11,533                             | —        |
| Proceeds from sale of Business                             | 1,721                              | —        |
| Capital expenditures                                       | 4,668                              | 144      |

***Dissolution of Net.Orange Ltd***

On August 29, 2017, the Company dissolved its wholly-owned U.K. subsidiary, Net.Orange Ltd. The Company reclassified \$860 of cumulative translation adjustment gains from accumulated comprehensive loss to the Company's results of discontinued operations.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

**Note 4. Business Combinations**

***NaviNet, Inc. Acquisition in 2016***

On November 30, 2015, NantHealth entered into a definitive agreement with 3BE Holdings, LLC ("3BE") to acquire 100% of the outstanding equity interest of NaviNet, Inc. ("NaviNet") in exchange for \$83,529 in cash, subject to working capital adjustments, 15,513,726 newly issued Series H units with a fair value of \$52,500 and contingent arrangements or earnouts of up to \$12,250, which was effective on January 1, 2016 (See Note 7). The contingent arrangements or earnouts require the Company to pay up to a total of \$12,250 to certain of NaviNet's former shareholders if NaviNet's revenues to those former shareholders exceed certain thresholds during the years ended December 31, 2016 and 2017. These contingent amounts or earnouts have been excluded from the purchase price consideration and are accounted for as sales incentives as certain predefined targets are met and are reflected as contra revenue. The cash portion of the acquisition was financed through a promissory note with NantCapital, an affiliate of the Company (See Note 20). In June 2016, the Company paid an additional \$455 to 3BE as a working capital adjustment and accounted for the payment as an increase to the purchase price of NaviNet. In December 2016, and in accordance with the definitive agreements, the Company received \$2,409 out of the escrow account for the settlement of the final net working capital adjustment.

The following table summarizes the total purchase consideration for the acquisition:

|   | <b>Amounts</b>    |
|---|-------------------|
| Cash paid to 3BE at closing               | \$ 74,823         |
| Cash paid to option holders after closing | 2,580             |
| Cash paid to escrow account               | 6,126             |
| Working capital settlement payment        | 455               |
| Fair value of Series H units              | 52,500            |
| Total consideration                       | <u>\$ 136,484</u> |

The total consideration was allocated to the net assets acquired based upon their estimated fair values:

|   | <b>Amounts</b>    |
|---|-------------------|
| Cash and restricted cash                | \$ 4,804          |
| Accounts receivable, net                | 10,693            |
| Property, plant and equipment           | 5,044             |
| Other assets and liabilities, net       | 4,561             |
| Accounts payable                        | (4,585)           |
| Accrued and other current liabilities   | (3,674)           |
| Deferred revenue                        | (2,603)           |
| Deferred tax liability                  | (15,508)          |
| Assumed indebtedness                    | (23,324)          |
| Trade names                             | 3,000             |
| Developed technology                    | 32,000            |
| Customer relationships                  | 52,000            |
| Goodwill                                | 74,076            |
| Total fair value of net assets acquired | <u>\$ 136,484</u> |

The estimated life of the acquired trade names is four years, the estimated life of customer relationships is fifteen years and the estimated life of the developed technology is seven years, with these intangibles amortized on a straight-line basis. The excess of the purchase price over the net tangible and intangible assets of \$74,076 was recorded as goodwill, and considered non-deductible for income tax purpose.

At the closing of the acquisition, the Company repaid all \$23,324 of assumed indebtedness presented in the table above.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

During the year ended December 31, 2016, the Company recognized \$300 in measurement period adjustments, which reduced goodwill. The measurement period adjustments included a \$2,909 increase to goodwill related to a decrease in property and equipment; a \$697 decrease to goodwill related to an increase in research and development grant receivable; a \$955 decrease to goodwill related to a decrease in deferred revenue; a \$209 increase to goodwill related to a deferred tax liability increase due to various allocation adjustments; a \$455 increase to goodwill for working capital adjustments; a \$188 increase to goodwill related to an accrued sales tax liability increase; and, a \$2,409 decrease to goodwill, representing the Company's right to be reimbursed from 3BE for severance benefits if their employment is terminated by the Company without cause or by the employee for good reason within 12 months after the closing date, which was settled through the escrow account in December 2016.

**Note 5. Accounts Receivable, net**

Accounts receivable, net excludes amounts related to post contract client support ("PCS") and other services that were billed but not yet delivered at each period end. These undelivered services are also excluded from the deferred revenue balances on the accompanying Condensed Consolidated Balance Sheets. The amount of outstanding and unpaid invoices excluded from both the accounts receivable and deferred revenue balances as of September 30, 2017 and December 31, 2016 was \$5,676 and \$1,900, respectively.

Accounts receivable are included on the Condensed Consolidated Balance Sheets, net of the allowance for doubtful accounts. The allowance for doubtful accounts at September 30, 2017 and December 31, 2016 was \$148 and \$70, respectively.

**Note 6. Inventories**

Inventories as of September 30, 2017 and December 31, 2016 consisted of the following:

|                | September 30,<br>2017 | December 31,<br>2016 |
|----------------|-----------------------|----------------------|
| Finished goods | \$ 974                | \$ 1,308             |
| Raw materials  | —                     | 377                  |
| Inventories    | <u>\$ 974</u>         | <u>\$ 1,685</u>      |

**Note 7. Prepaid Expenses and Other Current Assets and Accrued and Other Current Liabilities**

Prepaid expenses and other current assets as of September 30, 2017 and December 31, 2016 consisted of the following:

|   | September 30,<br>2017 | December 31,<br>2016 |
|---|-----------------------|----------------------|
| Prepaid expenses                          | \$ 3,734              | \$ 3,083             |
| Restricted cash                           | 350                   | 100                  |
| Other current assets                      | 140                   | 173                  |
| Prepaid expenses and other current assets | <u>\$ 4,224</u>       | <u>\$ 3,356</u>      |

Accrued and other current liabilities of September 30, 2017 and December 31, 2016 consisted of the following:

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

|  | <b>September 30,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|--|-------------------------------|------------------------------|
| Payroll and related costs                        | \$ 8,109                      | \$ 9,821                     |
| NaviNet acquisition accrued earnout (See Note 4) | 4,736                         | 2,675                        |
| Other accrued and other current liabilities      | 7,123                         | 7,536                        |
| Accrued and other current liabilities            | <u>\$ 19,968</u>              | <u>\$ 20,032</u>             |

**Note 8. Property, Plant and Equipment, net**

Property, plant and equipment, net as of September 30, 2017 and December 31, 2016 consisted of the following:

|   | <b>September 30,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|---|-------------------------------|------------------------------|
| Computer equipment and software                 | \$ 13,956                     | \$ 13,391                    |
| Furniture and equipment                         | 3,198                         | 3,169                        |
| Leasehold and building improvements             | 4,230                         | 3,921                        |
| Internal use software                           | 15,853                        | 10,371                       |
| Construction in progress                        | 1,444                         | 1,090                        |
|   | <u>38,681</u>                 | <u>31,942</u>                |
| Less: accumulated depreciation and amortization | (18,697)                      | (11,813)                     |
| Property, plant and equipment, net              | <u>\$ 19,984</u>              | <u>\$ 20,129</u>             |

Depreciation and amortization expense from continuing and discontinued operations was \$3,197 for the three months ended September 30, 2017, of which \$1,546 related to internal use software costs. Depreciation and amortization expense from continuing and discontinued operations was \$1,995 for the three months ended September 30, 2016, of which \$410 related to internal use software costs.

Depreciation and amortization expense from continuing and discontinued operations was \$9,793 for the nine months ended September 30, 2017, of which \$4,402 related to internal use software costs. Depreciation and amortization expense from continuing and discontinued operations was \$5,664 for the nine months ended September 30, 2016, of which \$686 related to internal use software costs.

Amounts capitalized to internal use software for the three months ended September 30, 2017 and 2016 were \$976 and \$4,018, respectively. Amounts capitalized to internal use software for the nine months ended September 30, 2017 and 2016 were \$5,482 and \$6,271, respectively.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

**Note 9. Intangible Assets, net**

The Company's definite-lived intangible assets as of September 30, 2017 and December 31, 2016 consisted of the following:

|                                | <b>September 30,<br/>2017</b> | <b>December 31,<br/>2016</b> |
|--------------------------------|-------------------------------|------------------------------|
| Customer relationships         | \$ 52,400                     | \$ 52,400                    |
| Developed technologies         | 61,130                        | 61,130                       |
| Trade name                     | 3,000                         | 3,000                        |
|                                | 116,530                       | 116,530                      |
| Less: accumulated amortization | (44,909)                      | (37,718)                     |
| Intangible assets, net         | <u>\$ 71,621</u>              | <u>\$ 78,812</u>             |

Amortization of finite-lived intangible assets is provided over their estimated useful lives on a straight-line basis or the pattern in which economic benefits are consumed, if reliably determinable. The Company reviews its definite-lived intangible assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Amortization expense from continuing operations and discontinued operations was \$3,656 and \$5,520 for the three months ended September 30, 2017 and 2016, respectively. Amortization expense from continuing and discontinued operations was \$13,495 and \$17,326 for the nine months ended September 30, 2017 and 2016, respectively.

During the nine months ended September 30, 2016, the Company recorded \$87,000 of definite-lived intangible assets related to the acquisition of NaviNet (See Note 4). These intangibles are amortized over a period of four to fifteen years.

The estimated future amortization expense over the next five years and thereafter for the intangible assets that exist as of September 30, 2017 is as follows:

|  | <b>Amounts</b>   |
|--|------------------|
| Remainder of 2017                            | \$ 2,197         |
| 2018   | 8,788            |
| 2019   | 8,788            |
| 2020   | 8,038            |
| 2021   | 8,038            |
| Thereafter                                   | 35,772           |
| Total future intangible amortization expense | <u>\$ 71,621</u> |

**Note 10. Goodwill**

Goodwill as of September 30, 2017 and December 31, 2016 was \$114,625, net of goodwill allocated to discontinued operations of \$16,444. The value of goodwill associated with the discontinued operations was based on the relative fair value of the Business disposed to the total reporting unit as of August 25, 2017 (See Note 3).

On January 1, 2016 the Company added \$74,076 of goodwill related to the acquisition of NaviNet (See Note 4).

Measurement period adjustments during the three months ended September 30, 2016 resulted in a reduction of \$697 to goodwill, including \$697 reduction of goodwill related to the NaviNet acquisition (See Note 4). Measurement period adjustments during the nine months ended September 30, 2016 resulted in an increase of \$1,635 to goodwill, including an increase of \$1,361 related to the NaviNet acquisition, and an increase of \$274 related to the asset acquisition of Healthcare Solutions from Harris Corporation from 2015.

Goodwill acquired in a business combination and determined to have an indefinite useful life is not amortized but is tested for impairment annually as of October 1 or between annual tests when an impairment indicator exists.

**Note 11. Investments**

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

**Equity method investment**

**Investment in NantOmics**

In 2015 the Company purchased a total of 169,074,539 Series A-2 units of NantOmics, LLC ("NantOmics"), a related party of the Company, for an aggregate purchase price of \$250,774. The Series A-2 units do not have any voting rights and represent approximately 14.28% of NantOmics' issued and outstanding membership interests. NantOmics is majority owned by NantWorks and delivers molecular diagnostic capabilities with the intent of providing actionable intelligence and molecularly driven decision support for cancer patients and their providers at the point of care.

The Company applies the equity method to account for its investment in NantOmics as the interest in the equity is similar to a partnership interest. Further, the Company has the ability to exert significant influence over the operating and financial policies of the entity since NantWorks controls both NantHealth and NantOmics. The difference between the carrying amount of the investment in NantOmics and the Company's underlying equity in NantOmics' net assets relate to both definite and indefinite-lived intangible assets. The Company attributed \$28,195 and \$14,382 of these differences to NantOmics' developed technologies and its reseller agreement with the Company, respectively, prior to the application of developed technology intangibles included in NantOmics net assets, and the remaining basis differences were attributed to goodwill. The Company amortizes the basis differences related to the definite-lived intangible assets over the assets' estimated useful lives and records these amounts as a reduction in the carrying amount of its investment and an increase in its equity method loss.

The investment in related party is assessed for possible impairment when events indicate that the fair value of the investment may be below the carrying value. When such a condition is deemed to be other than temporary, the carrying value of the investment is written down to its fair value, and the amount of the write-down is included in net loss. In making the determination as to whether a decline is other than temporary, the Company considers such factors as the duration and extent of the decline, the investee's financial performance, and the Company's ability and intention to retain the investment for a period that will be sufficient to allow for any anticipated recovery in the investment's market value. The new cost basis of the investment is not changed for subsequent recoveries in fair value.

The fair value of the Company's equity method investment is determined using the income approach. The income approach utilizes a discounted cash flow model incorporating management's expectations for future revenue, operating expenses, and earnings before interest, taxes, depreciation and amortization, capital expenditures and an anticipated tax rate. The related cash flow forecasts are discounted using an estimated weighted-average cost of capital at the date of valuation. Differences between the carrying value of an equity investment and its underlying equity in the net assets of the related party are assigned to the extent practicable to specific assets and liabilities based on our analysis of the various factors giving rise to the difference. When appropriate, the Company's share of the related party's reported earnings is adjusted quarterly to reflect the difference between these allocated values and the related party's historical book values.

At June 30, 2017 and at December 31, 2016, the Company determined that other than temporary impairments of \$35,991 and \$29,816, respectively, in the value of the investment in NantOmics had occurred, predominantly attributed to declines in the value of goodwill. The declines in the fair value were primarily caused by delays in the Company's GPS revenue growth and changes in the risk profile of the financial projections for NantOmics. The Company based its financial projections on information that the Company believed were reasonable; however, actual results may differ materially from those projections. The other than temporary impairments were based on judgments and estimates that were forward looking in nature and it is reasonably possible that the estimate of the impairments of the equity method investment in NantOmics will change in the near term due to the following: actual NantOmics cash distribution is materially lower than expected, significant adverse changes in NantOmics's operating environment, increase in the discount rate, and changes in other key assumptions. Risks and uncertainties are related to assumptions regarding future financial performance, commercial acceptance of product and service offerings, risk of reimbursement for the Company's sequencing and molecular analysis solution, developments in the healthcare and molecular diagnostics industry, NantOmics' ability to integrate its business acquisitions, regulatory risks, and other general business risks including unanticipated adverse changes in NantOmics' operating environment.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

The Company reports its share of NantOmics' income or loss and the amortization of basis differences using a one quarter lag. For the three months ended September 30, 2017 and 2016, the Company recognized equity losses of \$2,942 and \$2,604, respectively. For the nine months ended September 30, 2017 and 2016, the Company recognized equity losses of \$46,353 and \$7,893, respectively.

The Company used the following summarized financial information for NantOmics for the nine months ended June 30, 2017 and 2016, respectively, to record its equity method losses for the nine months ended September 30, 2017 and 2016:

|                                    | <b>Trailing Nine Months Ended June 30,</b> |             |
|------------------------------------|--|-------------|
|                                    | <b>2017</b>                                | <b>2016</b> |
| Sales                              | \$ 5,294                                   | \$ 2,936    |
| Gross loss                         | (4,330)                                    | (3,113)     |
| Loss from operations               | (33,262)                                   | (25,693)    |
| Net loss                           | (41,420)                                   | (21,841)    |
| Net loss attributable to NantOmics | (39,088)                                   | (20,273)    |

**Cost method Investment**

**Investment in IOBS**

On June 16, 2015, the Company invested \$1,750 in Innovative Oncology Business Solutions, Inc. ("IOBS") in exchange for 1,750,000 shares of IOBS' Series A preferred stock. IOBS offers community oncology practices an alternative medical home model for oncology patients that improves health outcomes, enhances patient care experiences and significantly reduces costs of care. The shares of preferred stock represent 35.0% of the outstanding equity of IOBS on an as-converted basis. The Company applied the cost method to account for its investment because the preferred stock is not considered in-substance common stock, is not considered a debt instrument as the Company cannot unilaterally demand redemption of the preferred stock and the preferred stock does not have a readily determinable fair value.

As of September 30, 2017 and December 31, 2016, IOBS was considered a variable interest entity. The Company is not the primary beneficiary of IOBS because it only has the right to elect two of five directors. All major decisions of IOBS require the majority vote by the members of the board of directors, including decisions made to manage the business including hiring and firing of officers and other critical management functions. Therefore, the Company does not consolidate IOBS.

The Company's maximum exposure to loss as a result of its involvement with IOBS is approximately \$1,750, which is primarily composed of the original cost of the investment in IOBS' Series A preferred stock. No other arrangements exist that could require the Company to provide additional financial support or otherwise expose the Company to a loss.

**Note 12. Convertible Notes**

In December 2016, the Company entered into the Purchase Agreement with J.P. Morgan Securities LLC and Jefferies LLC, as representatives of the several initial purchasers named therein (collectively, the "Initial Purchasers"), to issue and sell \$90,000 in aggregate principal amount of its 5.50% senior convertible notes due 2021 ("Convertible Notes") in a private placement to qualified institutional buyers pursuant to Rule 144A under the Securities Act of 1933, as amended (the "Securities Act") and to non-U.S. persons pursuant to Regulation S under the Securities Act. In December 2016, the Company entered into a purchase agreement (the "Cambridge Purchase Agreement") with Cambridge Equities, L.P., an entity affiliated with Dr. Patrick Soon-Shiong, the Company's Chairman and Chief Executive Officer ("Cambridge"), to issue and sell \$10,000 in aggregate principal amount of the Convertible Notes in a private placement pursuant to an exemption from the registration requirements of the Securities Act afforded by Section 4(a)(2) of the Securities Act. In December 2016, pursuant to the exercise of the over-allotment by the Initial Purchasers, the Company issued an additional \$7,000 principal amount of the Convertible Notes. The total net proceeds from this offering were approximately \$102,714, \$9,917 from Cambridge and \$92,797 from the Initial Purchasers, after deducting of Initial Purchasers' discount and debt issuance costs of \$4,286 in connection with the Convertible Notes offering.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

On December 21, 2016, the Company entered into an Indenture, relating to the issuance of the Convertible Notes (the "Indenture"), by and between the Company and U.S. Bank National Association, as trustee (the "Trustee"). The interest rates are fixed at 5.50% per year, payable semi-annually on June 15 and December 15 of each year, beginning on June 15, 2017. The Convertible Notes will mature on December 15, 2021, unless earlier repurchased by the Company or converted pursuant to their terms.

In connection with the offering of the Convertible Notes, on December 15, 2016, the Company entered into a Second Amended and Restated Promissory Note which amended and restated the Amended and Restated Promissory Note, dated May 9, 2016, between the Company and NantCapital, to, among other things, extend the maturity date of the promissory note to June 30, 2022 and to subordinate such promissory note in right of payment to the Convertible Notes (See Note 20).

The initial conversion rate of the Convertible Notes is 82.3893 shares of common stock per \$1 principal amount of Convertible Notes (which is equivalent to an initial conversion price of approximately \$12.14 per share). Prior to the close of business on the business day immediately preceding September 15, 2021, the Convertible Notes will be convertible only under the following circumstances:

- (1) during any calendar quarter commencing after March 31, 2017 (and only during such calendar quarter), if, for at least 20 trading days (whether or not consecutive) during the 30 consecutive trading day period ending on the last trading day of the immediately preceding calendar quarter, the last reported sale price of the Company's common stock on such trading day is greater than or equal to 120% of the conversion price on such trading day;
- (2) during the five-business day period after any five consecutive trading day period in which, for each day of that period, the trading price per \$1 principal amount of the Convertible Notes for such trading day was less than 98% of the product of the last reported sale price of the Company's common stock and the conversion rate on such trading day; or
- (3) upon the occurrence of specified corporate transactions as described in the Indenture agreement.

Upon conversion, the Convertible Notes will be settled in cash, shares of the Company's common stock or any combination thereof at the Company's option.

Upon the occurrence of a fundamental change (as defined in the Indenture), holders may require the Company to purchase all or a portion of the Convertible Notes in principal amounts of \$1 or an integral multiple thereof, for cash at a price equal to 100% of the principal amount of the Convertible Notes to be purchased plus any accrued and unpaid interest to, but excluding, the fundamental change purchase date. The conversion rate will be subject to adjustment upon the occurrence of certain specified events.

On or after the date that is one year after the last date of original issuance of the Convertible Notes, if the last reported sale price of the Company's common stock for at least 20 trading days (whether or not consecutive) during the period of 30 consecutive trading days ending within the five trading days immediately preceding a conversion date is greater than or equal to 120% of the conversion price on each applicable trading day, the Company will make an interest make-whole payment to a converting holder (other than a conversion in connection with a make-whole fundamental change in which the conversion rate is adjusted) equal to the sum of the present values of the scheduled payments of interest that would have been made on the Convertible Notes to be converted had such Convertible Notes remained outstanding from the conversion date through the earlier of (i) the date that is three years after the conversion date and (ii) the maturity date if the Convertible Notes had not been so converted. The present values of the remaining interest payments will be computed using a discount rate equal to 2.0%. The Company may pay any interest make-whole payment either in cash or in shares of its common stock, at the Company's election as described in the Indenture.

The Company accounts for convertible debt instruments that may be settled in cash upon conversion (including partial cash settlement) by recording the liability and equity components of the convertible debt separately. The liability component is computed based on the fair value of a similar liability that does not include the conversion option. The liability component includes both the value of the embedded interest make-whole derivative and the carrying value of the Convertible Notes. The equity component is computed based on the total debt proceeds less the fair value of the liability component. The equity component is also recorded as debt discount and amortized as interest expense over the expected term of the Convertible Notes.

The liability component of the Convertible Notes on the date of issuance was computed as \$83,079, consisting of the value of the embedded interest make-whole derivative of \$1,499 and the carrying value of the Convertible Notes of \$81,580. Accordingly, the equity component on the date of issuance was \$23,921. If the debt will be considered current at the balance sheet date, the liability component of the convertible notes will be classified as current liabilities and presented in current portion of convertible notes debt and the equity component of the convertible debt will be considered a redeemable security and presented as redeemable equity on the Company's Condensed Consolidated Balance Sheet.



**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

Offering costs of \$4,286 related to the issuance of the Convertible Notes are allocated to the liability and equity components in proportion to the allocation of the proceeds and accounted for as deferred financing offering costs and equity issuance costs, respectively. Approximately \$972 of this amount was allocated to equity and the remaining \$3,314 were capitalized as deferred financing offering costs.

The debt discounts and deferred financing offering costs on the Convertible Notes are being amortized to interest expense over the contractual terms of the Convertible Notes, using the effective interest method at an effective interest rate of 12.82%.

As of September 30, 2017, the remaining life of the Convertible Notes is approximately 51 months.

The following table summarizes how the issuance of the Convertible Notes is reflected in the Company's Condensed Consolidated Balance Sheets as of September 30, 2017 and December 31, 2016.

|  | <u>Related party</u> | <u>Others</u>    | <u>Total</u>     |
|--|----------------------|------------------|------------------|
| <b>Balance as of September 30, 2017</b>                          |                      |                  |                  |
| Gross proceeds   | \$ 10,000            | \$ 97,000        | \$ 107,000       |
| Unamortized debt discounts and deferred financing offering costs | (2,153)              | (23,213)         | (25,366)         |
| Net carrying amount  | <u>\$ 7,847</u>      | <u>\$ 73,787</u> | <u>\$ 81,634</u> |
| <b>Balance as of December 31, 2016</b>                           |                      |                  |                  |
| Gross proceeds   | \$ 10,000            | \$ 97,000        | \$ 107,000       |
| Unamortized debt discounts and deferred financing offering costs | (2,436)              | (26,190)         | (28,626)         |
| Net carrying amount  | <u>\$ 7,564</u>      | <u>\$ 70,810</u> | <u>\$ 78,374</u> |

The following table sets forth the Company's interest expense recognized in the Company's Condensed Consolidated Statements of Operations:

|   | <b>Three Months Ended September 30,<br/>2017</b> |                 |                 | <b>Nine Months Ended September 30,<br/>2017</b> |                 |                 |
|---|--|-----------------|-----------------|---|-----------------|-----------------|
|   | <u>Related<br/>party</u>                         | <u>Others</u>   | <u>Total</u>    | <u>Related<br/>party</u>                        | <u>Others</u>   | <u>Total</u>    |
| Accrued coupon interest expense                   | \$ 137   | \$ 1,334        | \$ 1,471        | \$ 412  | \$ 4,001        | \$ 4,413        |
| Amortization of debt discounts                    | 94   | 897             | 991             | 275   | 2,608           | 2,883           |
| Amortization of deferred financing offering costs | 3  | 127             | 130             | 8   | 369             | 377             |
| Total convertible notes interest expense          | <u>\$ 234</u>                                    | <u>\$ 2,358</u> | <u>\$ 2,592</u> | <u>\$ 695</u>                                   | <u>\$ 6,978</u> | <u>\$ 7,673</u> |

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

**Note 13. Fair Value Measurements**

Assets and liabilities measured at fair value on a recurring basis as of September 30, 2017 and December 31, 2016 consisted of the following:

| <b>September 30, 2017</b>                           |                             |  |  |  |
|---|-----------------------------|--|--|--|
|   | <b>Total<br/>fair value</b> | <b>Quoted price in<br/>active markets for<br/>identical assets<br/>(Level 1)</b> | <b>Significant other<br/>observable inputs<br/>(Level 2)</b> | <b>Significant<br/>unobservable inputs<br/>(Level 3)</b>     |
| <b>Assets -</b> Cash equivalents                    | \$ 64,279                   | \$ 64,279  | \$ —   | \$ —   |
| <b>Liabilities -</b> Interest make-whole derivative | 26                          | —  | —  | 26   |
| <b>December 31, 2016</b>                            |                             |  |  |  |
|   | <b>Total<br/>fair value</b> | <b>Quoted price in<br/>active markets for<br/>identical assets<br/>(Level 1)</b> | <b>Significant other<br/>observable inputs<br/>(Level 2)</b> | <b>Significant<br/>unobservable<br/>inputs<br/>(Level 3)</b> |
| <b>Assets -</b> Cash equivalents                    | \$ 146,287                  | \$ 146,287   | \$ —   | \$ —   |
| <b>Liabilities -</b> Interest make-whole derivative | 271                         | —  | —  | 271  |

The Company's intangible assets and goodwill are initially measured at fair value and any subsequent adjustment to the initial fair value occurs only if an impairment charge is recognized. The fair values of the Company's marketable securities and cash equivalents (consisting of mainly money market accounts) are based on quoted market prices in active markets with no valuation adjustment.

**Level 3 Inputs**

In December 2016, the Company issued \$107,000 in aggregate principal amount of Convertible Notes due December 15, 2021, of which \$10,000 issued to a related party (See Note 12). The Convertible Notes include an interest make-whole feature whereby if a noteholder converts any of the Convertible Notes one year after the last date of original issuance of the Convertible Notes, they are entitled, in addition to the other consideration payable or deliverable in connection with such conversion, to an interest make-whole payment equal to the sum of the present values of the scheduled payments, computed using a discount rate equal to 2.0%, of interest that would have been made on the Convertible Notes to be converted had such Convertible Notes remained outstanding from the conversion date through the earlier of (i) the date that is three years after the conversion date and (ii) the maturity date if the Convertible Notes had not been so converted. The Company may pay any interest make-whole payment either in cash or in shares of its common stock, at the Company's election as described in the Indenture. The Company has determined that this feature is an embedded derivative and have recognized the fair value of this derivative as a liability in the Company's Condensed Consolidated Balance Sheets, with subsequent changes to fair value recorded through earnings at each reporting period as part of other income, net on the Company's Condensed Consolidated Statements of Operations as change in fair value of derivative liability.

The following tables set forth a summary of changes in the fair value of Level 3 liabilities for the three and nine months ended September 30, 2017:

|  | <b>June 30, 2017</b> | <b>Additions</b> | <b>Change in fair<br/>value</b> | <b>September 30,<br/>2017</b> |
|--|----------------------|------------------|---------------------------------|-------------------------------|
| <b>Interest make-whole derivative liability:</b> |                      |                  |                                 |                               |
| Related party                                    | \$ 3                 | \$ —             | \$ (1)                          | \$ 2                          |
| Others   | 29                   | —                | (5)                             | 24                            |
|  | <u>\$ 32</u>         | <u>\$ —</u>      | <u>\$ (6)</u>                   | <u>\$ 26</u>                  |

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

|  | <u>December 31, 2016</u> | <u>Additions</u> | <u>Change in<br/>fair value</u> | <u>September 30,<br/>2017</u> |
|--|--------------------------|------------------|---------------------------------|-------------------------------|
| <b>Interest make-whole derivative liability:</b> |                          |                  |                                 |                               |
| Related party                                    | \$ 25                    | \$ —             | \$ (23)                         | \$ 2                          |
| Others   | 246                      | —                | (222)                           | 24                            |
|  | <u>\$ 271</u>            | <u>\$ —</u>      | <u>\$ (245)</u>                 | <u>\$ 26</u>                  |

As of September 30, 2017 and December 31, 2016, the fair value and carrying value of the Company's Convertible Notes were:

|   | <u>Fair value</u> | <u>Carrying<br/>value</u> | <u>Face value</u> |
|---|-------------------|---------------------------|-------------------|
| <b>5.5% convertible senior notes due December 15, 2021:</b> |                   |                           |                   |
| <b>Balance as of September 30, 2017</b>                     |                   |                           |                   |
| Related party   | \$ 7,140          | \$ 7,847                  | \$ 10,000         |
| Others  | 69,254            | 73,787                    | 97,000            |
|   | <u>\$ 76,394</u>  | <u>\$ 81,634</u>          | <u>\$ 107,000</u> |
| <b>Balance as of December 31, 2016</b>                      |                   |                           |                   |
| Related party   | \$ 11,081         | \$ 7,564                  | \$ 10,000         |
| Others  | 107,491           | 70,810                    | 97,000            |
|   | <u>\$ 118,572</u> | <u>\$ 78,374</u>          | <u>\$ 107,000</u> |

The fair value shown above represents the fair value of the debt instrument, inclusive of both the debt and equity components, but excluding the derivative liability. The carrying value represents only the carrying value of the debt component.

#### **Note 14. Commitments and Contingencies**

The Company's principal commitments consist of obligations under its outstanding debt obligations, non-cancelable leases for its office space and certain equipment and vendor contracts to provide research services, and purchase obligations under license agreements and reseller agreements.

##### ***Lease Arrangements***

The Company leases both real estate and equipment used in its operations and classifies those leases as either operating or capital leases for accounting purposes. As of September 30, 2017 and December 31, 2016, the Company had no material capital leases and the remaining lives of its operating leases ranged from one to five years.

Rental expense associated with operating leases is charged to expense in the year incurred and is included in the Condensed Consolidated Statements of Operations. For the three months ended September 30, 2017 and 2016, the rental expense was charged to selling, general and administrative expense in the amount of \$1,062 and \$1,111, respectively. For the nine months ended September 30, 2017 and 2016, the rental expense was charged to selling, general and administrative expense in the amount of \$3,577 and \$3,351, respectively.

##### ***Related Party Promissory Note***

On January 4, 2016, the Company executed a \$112,666 demand promissory note in favor of NantCapital to fund the acquisition of NaviNet. On May 9, 2016 and December 15, 2016, the promissory note with NantCapital was amended to provide that all outstanding principal and accrued interest is due and payable on June 30, 2022 and not on demand, and the Promissory Note was subordinated in right of payment to the Convertible Notes (See Note 13).

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

***Indenture obligations under Convertible Notes***

On December 21, 2016, the Company entered into the Indenture relating to the issuance of the \$107,000 Convertible Notes, by and between the Company and U.S. Bank National Association the Trustee. The interest rates are fixed at 5.50% per year, payable semi-annually on June 15 and December 15 of each year, beginning on June 15, 2017. The Convertible Notes will mature on December 15, 2021, unless earlier repurchased by the Company or converted pursuant to their terms (See Note 12).

***Purchase obligations Under License Agreements and Reseller Agreements***

In September 2016, the Company entered into a Second Amended and Restated Reseller Agreement for genomic and proteomic sequencing services and related bioinformatics and analysis services with NantOmics, with an effective date of June 19, 2015 (See Note 20).

In August 2017, the Company and Allscripts modified the amended and restated mutual license and reseller agreement dated June 26, 2015, as amended, such that, among other things, the Company committed to deliver a minimum dollar amount of total bookings over a ten year period (See Note 3).

***Regulatory Matters***

The Company is subject to regulatory oversight by the U.S. Food and Drug Administration and other regulatory authorities with respect to the development, manufacturing, and sale of some of the solutions. In addition, the Company is subject to the Health Insurance Portability and Accountability Act ("HIPAA"), the Health Information Technology for Economic and Clinical Health Act and related patient confidentiality laws and regulations with respect to patient information. The Company reviews the applicable laws and regulations regarding effects of such laws and regulations on its operations on an on-going basis and modifies operations as appropriate. The Company believes it is in substantial compliance with all applicable laws and regulations. Failure to comply with regulatory requirements could have a significant adverse effect on the Company's business and operations.

***Legal Matters***

The Company is, from time to time, subject to claims and litigation that arise in the ordinary course of its business. The Company intends to defend vigorously any such litigation that may arise under all defenses that would be available. Except as discussed below, in the opinion of management, the ultimate outcome of proceedings of which management is aware, even if adverse to them, would not have a material adverse effect on the Company's Condensed Consolidated Financial Condition or Results Of Operations. Regardless of the outcome, litigation can have an adverse impact on the Company because of defense and settlement costs, diversion of management resources and other factors.

***Securities Litigation***

In March 2017, a number of putative class action securities complaints were filed in U.S. District Court for the Central District of California, naming as defendants the Company and certain of its executive officers and directors. These complaints have been consolidated with the lead case captioned *Deora v. NantHealth, Inc.*, 2:17-cv-01825. In June 2017, the lead plaintiffs filed an amended consolidated complaint, which generally alleges that defendants violated federal securities laws by making material misrepresentations in NantHealth's initial public offering registration statement and in subsequent public statements. In particular, the complaint refers to various third-party articles in alleging that defendants misrepresented NantHealth's business with the University of Utah, donations to the university by non-profit entities associated with the Company's founder Dr. Soon-Shiong, and orders for GPS Cancer. The lead plaintiffs seek unspecified damages and other relief on behalf of putative classes of persons who purchased or acquired NantHealth securities in the IPO or on the open market from June 1, 2016 through May 1, 2017. Defendants have filed a motion to dismiss. The Company believes that the claims lack merit and intend to vigorously defend the litigation.

In May 2017, a putative class action complaint was filed in California Superior Court, Los Angeles County, asserting claims for violations of the Securities Act based on allegations similar to those in *Deora*. That case is captioned *Bucks County Employees Retirement Fund v. NantHealth, Inc.*, BC 662330. The parties have agreed to a stay of the case pending resolution of the motion to motion to dismiss in the federal *Deora* case. The Company believes that the claims lack merit and intend to vigorously defend the litigation.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

In August 2017, a putative shareholder derivative action was filed in California Superior Court, Los Angeles County, captioned Engleman v. Soon-Shiong, et al., BC 671261. The complaint contains allegations similar to those in Deora, but asserts causes of action on behalf of NantHealth against various of the Company's current or former directors and officers for alleged breaches of fiduciary duty, abuse of control, gross mismanagement, and unjust enrichment. The Company is named solely as a nominal defendant. The Company has filed a motion to dismiss the case based on a provision in the Company's corporate charter requiring derivative actions to be brought in Delaware. The Company believes that the claims lack merit and intend to vigorously defend the litigation.

The monetary and other impact of these actions may remain unknown for substantial periods of time. The cost to defend, settle or otherwise resolve these matters may be significant and divert management's attention. The Company cannot assure you that it will prevail in these lawsuits. If the Company is ultimately unsuccessful in these matters, the Company could be required to pay substantial amounts which might materially adversely affect its business, operating results and financial condition.

**Note 15. Income Taxes**

The provision for income taxes for the three months ended September 30, 2017 and 2016 in continuing operations was \$30 and \$55, respectively. The provision for income taxes for the nine months ended September 30, 2017 was \$85 and the benefit from income taxes for nine months ended September 30, 2016 was \$19,203, in continuing operations. The tax provision for income taxes for the three and nine months ended September 30, 2017 and September 30, 2016 in continuing operations included an income tax provision for the consolidated group based on an estimated annual effective tax rate. Prior to June 1, 2016 the provision for income taxes consisted of income tax provision for the corporate subsidiaries of NantHealth. For the three and nine months ended September 30, 2016, the tax benefit was mostly attributed to the reduction of deferred tax liability as a result of the amortization of NaviNet's purchase accounting intangibles and the conversion of NantHealth from an LLC to a C corporation.

The effective tax rates for the three months ended September 30, 2017 and 2016 were a provision of 0.13% and 0.21% in continuing operations, respectively. The effective tax rates for the nine months ended September 30, 2017 and 2016 were a provision of 0.08% and a benefit of 17.25% in continuing operations, respectively. The effective tax rate for the three and nine months ended September 30, 2017 differed from the U.S. federal statutory rate of 34% primarily as a result of nondeductible expenses, state income taxes, foreign income tax rate differential and the impact of a full valuation allowance on its net deferred tax assets. The effective tax rate for the three and nine months ended September 30, 2016 differed from the federal statutory rate primarily due to the fact that Nant Health, LLC was a limited liability company during most of that period. It converted from a pass-through entity to a C corporation, NantHealth, Inc., on June 1, 2016. Prior to the LLC Conversion, the tax provision represented that of Nant Health, LLC's corporate subsidiaries.

The Company has evaluated all available evidences supporting the realization of its deferred tax assets, including the amount and timing of future taxable income, and has determined that it is more likely than not that its net deferred tax assets will not be realized in the U.S. and certain foreign jurisdictions. Due to uncertainties surrounding the realization of the deferred tax assets, the Company maintains a full valuation allowance against substantially all deferred tax assets. If/when the Company determines that it will be able to realize some portion or all of its deferred tax assets, an adjustment to its valuation allowance on its deferred tax assets would have the effect of increasing net income in the period(s) such determination is made. The Company files income tax returns in the U.S. Federal jurisdiction, various U.S. state jurisdictions and certain foreign jurisdictions. One of the Company's corporate subsidiary, Assisteo Holding, Inc, has recently completed an IRS audit for the tax year 2014 with no significant adjustments. The Company is no longer subject to income tax examination by the U.S. federal, state or local tax authorities for years ended December 31, 2012 or prior, however, its tax attributes, such as net operating loss ("NOL") carryforwards and tax credits, are still subject to examination in the year they are used.

**Note 16. Stockholders' Equity**

***Allscripts Stock***

As discussed in Note 3, Allscripts conveyed to the Company 15,000,000 shares of Company's common stock at par value of \$0.0001 per share that were previously owned by Allscripts as consideration for the acquired Business upon Disposition.

***Initial Public Offering***

On June 7, 2016, the Company completed its IPO of 6,500,000 shares of common stock at a public offering price of \$14.00 per share. Additionally, on June 9, 2016, the underwriters partially exercised their overallotment option to purchase an additional 400,000 shares of the common stock at \$14.00 per share. The Company received \$83,566 in proceeds from its IPO, after deducting underwriting discounts and commissions and offering costs of \$13,034.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

In connection with the pricing of the Company's IPO on June 1, 2016, \$40,590 of principal and accrued interest on the Company's related party promissory notes with NantOmics was converted into 2,899,297 shares of the Company's common stock.

On July 25, 2016, the Company issued 1,056,689 shares of common stock, after withholding approximately 538,794 shares to satisfy tax withholding obligations, to participants of the Phantom Unit Plan based in the United States whose phantom units vested as a result of the IPO. The Company made a cash payment of \$5,738 to cover employee withholding taxes upon the settlement of these vested phantom units. The Company also paid \$235 on August 9, 2016 to cash-settle 16,818 vested phantom units held by participants of the Phantom Unit Plan at the time of the IPO who were based outside of the United States.

**LLC Conversion and Reverse Split**

Upon completion of the LLC Conversion on June 1, 2016, (a) all of the Company's outstanding units automatically converted into shares of common stock, based on the relative rights of the Company's pre-IPO equityholders as set forth in the Company's limited liability company agreement (the "LLC Agreement") and (b) the Company adopted and filed a certificate of incorporation with the Secretary of State of the state of Delaware and adopted bylaws. The Company adopted and filed an amendment to its certificate of incorporation (the "Amended Certificate of Incorporation") with the Secretary of State of the state of Delaware to effect a 1-for-5.5 reverse stock split of its common stock on June 1, 2016.

Below is a summary of the number of member units pre LLC Conversion as converted into common shares:

|                              | <b>Pre Conversion<br/>(Units)</b> |
|------------------------------|-----------------------------------|
| Former Series A Unit Holders | 420,255,676                       |
| Former Series B Unit Holders | 19,109,603                        |
| Former Series C Unit Holders | 3,470,254                         |
| Former Series D Unit Holders | 3,572,066                         |
| Former Series E Unit Holders | 35,720,664                        |
| Former Series G Unit Holders | 59,099,908                        |
| Former Series H Unit Holders | 15,513,726                        |
| Total Member Units           | <u>556,741,897</u>                |

The units in the table above were converted to 99,661,906 shares of common stock, of which 10,462 shares of restricted stock. The members' equity balance of \$525,388 was reclassified into common stock and additional paid-in capital in the Condensed Consolidated Balance Sheet as of June 1, 2016.

**LLC Agreement and Amended Certificate of Incorporation**

Prior to the LLC Conversion, the Company's operations were governed by its LLC Agreement. Upon the consummation of the LLC Conversion, the Company converted into a corporation, and the LLC Agreement no longer governs the Company's operations or the rights of its equityholders.

The LLC Agreement provided that the board of directors had the power and discretion to manage and control the business, property and affairs of the company, but that certain actions required the consent of certain of the Company's former members. Under the LLC Agreement, the Company had units authorized, including Series A through H units. Each equityholder holding Series A, B, D, E, F, G or H units had one vote for each unit held. Profits interests units awarded under the Nant Health, LLC Profits Interests Plan (the "Profits Interests Plan") took the form of Series C units of the Company. Holders of Series C units did not have the right to vote. The LLC Agreement also set forth the rights of and restrictions on unitholders, including certain rights of first refusal and preemptive and co-sale rights. The LLC Agreement also provided that, upon the LLC Conversion, the allocation of shares of the Company's common stock among the pre-IPO equityholders was dependent upon the IPO price of its common stock, based on the relative rights of the pre-IPO equityholders as set forth in the LLC Agreement. As a result, as part of the LLC Conversion, the Company set the actual allocation of shares among its pre-IPO equityholders based upon the IPO price of its common stock.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

Concurrently with the consummation of the LLC Conversion, the LLC Agreement was terminated, other than certain provisions relating to certain pre-termination tax matters and certain liabilities.

In accordance with the Company's amended and restated certificate of incorporation, which was filed immediately following the closing of its IPO, the Company is authorized to issue 750,000,000 shares of common stock, with a par value of \$0.0001 per share, and 20,000,000 shares of undesignated preferred stock, with a par value of \$0.0001 per share. Holders of the Company's common stock are entitled to one vote for each share held on all matters submitted to a vote of its stockholders. Holders of the Company's common stock have no cumulative voting rights. Further, as of September 30, 2017 and December 31, 2016, holders of the Company's common stock have no preemptive, conversion, redemption or subscription rights and there are no sinking fund provisions applicable to the Company's common stock. Upon liquidation, dissolution or winding-up of the Company, holders of the Company's common stock are entitled to share ratably in all assets remaining after payment of all liabilities and the liquidation preferences of any outstanding shares of preferred stock. Subject to preferences that may be applicable to any outstanding shares of preferred stock, holders of the Company's common stock are entitled to receive dividends, if any, as may be declared from time to time by the Company's board of directors. As of September 30, 2017 and December 31, 2016, there were no outstanding shares of preferred stock.

#### **2016 NaviNet Equity Issuances**

On January 1, 2016, the Company issued 15,513,726 Series H units to 3BE Holdings, LLC for the acquisition of NaviNet at a purchase price of \$3.3841 per unit for an aggregate amount of \$52,500. The Series H units had substantially the same rights and preferences as the former Series B, D, E, F and G units that were outstanding at the time. On June 1, 2016, the Series H units issued to 3BE Holdings, LLC were converted into 3,749,998 shares of the Company's common stock.

#### **Other Equity Contributions**

In January 2015, the Company entered into an agreement to provide certain research related sequencing services to a research institution. The agreement provides that the institution pay the Company \$10,000 in exchange for the Company providing sequencing services. Certain public and private charitable 501(c)(3) non-profit organizations provided partial funding for the sequencing and related bioinformatics costs associated with the project. The Company's Chairman and CEO serves as the CEO and a member of the board of directors of each of the non-profit organizations and by virtue of these positions he may have influence or control over these organizations. The institution was not contractually or otherwise required to use the Company's molecular profiling solutions or any of the Company's other products or services as part of the charitable gift, however, the institution did not have a requirement to order or pay for the services unless it first received private donor funding for the project. As a result, the Company does not classify the fees related to this project as revenue but instead classifies the amounts as deemed capital contributions from the Company's Chairman and CEO. During the three and nine months ended September 30, 2016, \$1,800 and \$3,420, respectively was recorded as a deemed capital contribution within members' equity or stockholders' equity, and through December 31, 2016 the total \$10,000 amount was recorded as a deemed capital contribution within members' equity or stockholders' equity. During the three and nine months ended September 30, 2016, \$1,080 and \$2,052, respectively of costs were recorded as other services cost of revenue related to the service performed.

In December 2016, the Company entered into an agreement to provide genomic and proteomic sequencing and related bioinformatics services to an institution related to cancer research. The agreement provides that the institution pay the Company a fixed per-test fee in exchange for the services to be provided by the Company. A private charitable 501(c)(3) non-profit organization controlled by the Company's Chairman and CEO also made a charitable gift to the institution in December 2016. The gift does not contractually or otherwise require the institution to use the Company's molecular profiling solutions or any of the Company's other products or services. No amounts related to this arrangement have been recognized in the Company's Condensed Consolidated Balance Sheets or Statements of Operations as of or for the three and nine months ended September 30, 2017. During July 2017, the agreement with the institution was canceled.

#### **Redeemable Series F Units / Common Stock**

On June 20, 2014, the Kuwait Investment Office ("KIO") purchased 53,580,996 Series F units of the Company through a Delaware blocker corporation, KHealth Holdings, Inc. ("KHealth"), at a purchase price of \$2.7995 per unit for an aggregate amount of \$150,000. KIO is the London Office of the Kuwait Investment Authority ("KIA"). As part of the investment, KIO had the right and option, but not the obligation, to require NantHealth to redeem 100% of the outstanding shares of KHealth at an amount equal to the original purchase price of \$150,000 plus accrued annual interest of 7.0% if the Company had not (i) filed a registration statement on Form S-1 with the Securities and Exchange Commission on or before December 20, 2015 or (ii) had not completed a qualified initial public offering on or before June 20, 2016 (the "Put Right"). KIO did not exercise the Put Right, and it expired as of June 20, 2016.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

As of December 31, 2015, the Company determined that the redemption of the Series F units was probable due to the uncertainty of completing a qualified initial public offering under prong (ii) and, as such, accrued \$16,042 of interest as a reduction to members' equity. Prior to December 31, 2015, the Company had concluded that redemption was not probable and had not adjusted the carrying value of such units to redemption value. The Series F units were classified in the Condensed Consolidated balance sheet as of December 31, 2015 as temporary equity as a result of the contingent redemption feature.

As part of the LLC Conversion, the Series F units converted to 10,714,285 shares of redeemable common stock as of June 1, 2016. Since the Put Right expired unexercised on June 20, 2016, the shares of common stock owned by KIO are no longer redeemable and are included in Stockholders' equity.

**Letter Agreement with NantWorks**

On May 22, 2016, the Company signed a letter agreement with NantWorks whereby NantWorks agreed to purchase directly from KIO all of the outstanding shares of KHealth if KIO had elected to exercise its Put Right. KIO did not exercise its Put Right (which expired by its terms on June 20, 2016) and NantWorks, therefore did not purchase these shares.

The change in net carrying amount of the Series F units and common stock owned by KIO through June 20, 2016 consisted of the following:

|   | Redeemable<br>Series F Units | Redeemable<br>Common Stock | Common<br>Stock and<br>Additional-<br>Paid-in-Capital |
|---|------------------------------|----------------------------|---|
| Balance at December 31, 2015                          | \$ 166,042                   | \$ —                       | \$ —  |
| Accretion to redemption value                         | 2,625                        | —                          | —   |
| Balance at March 31, 2016                             | 168,667                      | —                          | —   |
| Accretion to redemption value                         | 1,750                        | —                          | —   |
| Balance at June 1, 2016 pre-LLC Conversion            | 170,417                      | —                          | —   |
| LLC Conversion  | (170,417)                    | 170,417                    | —   |
| Balance at June 1, 2016 post-LLC Conversion           | —                            | 170,417                    | —   |
| Accretion to redemption value                         | —                            | 583                        | —   |
| Balance at June 20, 2016 pre expiration of Put Right  | —                            | 171,000                    | —   |
| Expiration of Put Right at June 20, 2016              | —                            | (171,000)                  | 171,000   |
| Balance at June 20, 2016 post expiration of Put Right | \$ —                         | \$ —                       | \$ 171,000  |



**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

**Note 17. Stock Based Compensation**

The following table reflects the components of stock-based compensation expense recognized in the Company's Condensed Consolidated Statements of Operations:

|  | Three Months Ended<br>September 30, |                 | Nine Months Ended<br>September 30, |                  |
|--|-------------------------------------|-----------------|------------------------------------|------------------|
|  | 2017                                | 2016            | 2017                               | 2016             |
| <b>Series C / Restricted Stock -</b>   |                                     |                 |                                    |                  |
| Research and development   | \$ 34                               | \$ 45           | \$ 80                              | \$ (225)         |
| <b>Phantom units:</b>  |                                     |                 |                                    |                  |
| Cost of revenue  | (239)                               | (122)           | 247                                | 4,613            |
| Selling, general and administrative  | (11)                                | 2,433           | (655)                              | 24,288           |
| Research and development   | 44                                  | 1,220           | (110)                              | 11,779           |
| Discontinued operations  | (4,792)                             | 1,618           | (3,591)                            | 8,527            |
| Total phantom units stock-based compensation expense                                 | (4,998)                             | 5,149           | (4,109)                            | 49,207           |
| <b>Stock options -</b>   |                                     |                 |                                    |                  |
| Selling, general and administrative  | 2                                   | —               | (47)                               | —                |
| <b>Total stock based compensation expense</b>  | (4,962)                             | 5,194           | (4,076)                            | 48,982           |
| <b>Amount capitalized to internal-use software and deferred implementation costs</b> | (68)                                | 1,594           | 661                                | 1,594            |
| <b>Total stock-based compensation cost</b>   | <u>\$ (5,030)</u>                   | <u>\$ 6,788</u> | <u>\$ (3,415)</u>                  | <u>\$ 50,576</u> |

**Retired Profits Interests Plan**

On December 3, 2013, the Company adopted the Profits Interests Plan under which it had reserved an aggregate of 63,750,000 Series C units for issuance to associates, consultants and contractors of the Company in consideration for bona fide services provided to the Company.

The Series C units were considered profits interests of the Company and did not entitle their holders (the "Series C Members") to receive distributions if the Company were liquidated immediately after the grant. Instead, the Series C Members were entitled to receive an allocation of a portion of the profit and loss of the Company arising after the date of the grant and, subject to vesting conditions, distributions made out of a portion of the profits of the Company arising after the grant date of the Series C units. Grants of the Series C units were either fully vested, partially vested, or entirely unvested at the time of the grant as determined by the Board.

Series C Members were not entitled to receive any distributions until the aggregate distributions made by the Company exceeded a hurdle amount applicable to those Series C units. The hurdle amount for each grant was determined by the Board at the date of issuance of such units. After all other members received their applicable hurdle amount, the Series C Members were entitled to receive their percentage interest of such excess distributions.

As of December 31, 2015 and through the date of the LLC Conversion, the Company had 3,470,254 Series C units outstanding.

Upon the LLC Conversion (See Note 16) on June 1, 2016, the Company issued 28,973 shares of common stock to holders of vested Series C units and 10,462 shares of restricted stock to holders of unvested Series C units. The shares of restricted stock issued to holders of unvested profits interests are subject to forfeiture until becoming fully vested in accordance with the terms of the original Series C unit grant agreements (See Restricted Stock below).

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

**Phantom Unit Plan**

On March 31, 2015, the Company approved the Nant Health, LLC Phantom Unit Plan (the "Phantom Unit Plan"). The maximum number of phantom units that may be issued under the Phantom Plan is equal to 11,590,909 minus the number of issued and outstanding Series C units of the Company. As of September 30, 2017, there were 1,651,090 phantom units outstanding under the Phantom Unit Plan, after giving effect to the 1-for-5.5 reverse stock split. Each grant of phantom units made to a participant under the Phantom Unit Plan vests over a defined service period, subject to completion of a liquidity event. The Company's IPO satisfied the liquidity event condition and the phantom units now entitle their holders to cash or non-cash payments in an amount equal to the number of vested units held by that participant multiplied by the fair market value of one share of the Company's common stock on the date each phantom unit vests. After the Company's IPO, the Company will no longer issue any units under the Phantom Unit Plan.

The Company intends to settle all vested phantom unit payments held by United States-based participants in shares of the Company's common stock and classifies these awards as equity awards in its Condensed Consolidated Balance Sheet. Awards held by participants who are based outside of the United States will be settled in cash and are classified within accrued and other current liabilities on the Condensed Consolidated Balance Sheet as of September 30, 2017 and December 31, 2016.

The following table summarizes the activity related to the unvested phantom units during the nine months ended September 30, 2017:

|   | Number of<br>Units | Weighted<br>Average Grant<br>date value per<br>phantom unit |
|---|--------------------|---|
| Unvested phantom units outstanding - December 31, 2016  | 4,322,080          | \$ 14.95  |
| Granted   | 113,656            | \$ 4.75   |
| Vested  | (1,153,593)        | \$ 14.57  |
| Forfeited   | (692,334)          | \$ 14.79  |
| Unvested phantom units outstanding - June 30, 2017      | 2,589,809          | \$ 14.66  |
| Granted   | —                  | \$ —  |
| Vested  | (21,651)           | \$ 15.86  |
| Forfeited   | (917,068)          | \$ 14.84  |
| Unvested phantom units outstanding - September 30, 2017 | 1,651,090          | \$ 14.56  |

During the three and nine months ended September 30, 2016, the Company granted 995,364 phantom units to employees of related companies who are providing services to the Company under the shared services agreement with NantWorks (See Note 20) as well as certain consultants of the Company. Stock compensation expense for the phantom units issued to these participants is re-measured at the end of each reporting period until the awards vest. All other grants of phantom units have been made to employees of the Company. The Company uses the accelerated attribution method to recognize expense for all phantom units since the awards' vesting was subject to the completion of a liquidity event. The grant date fair value of the phantom units granted prior to LLC Conversion was estimated using both an option pricing method and a probability weighted expected return method.

As of September 30, 2017, the Company had \$6,547 of unrecognized stock based compensation expense related to phantom units which will be recognized over a weighted-average period of 1.6 years. Of that amount, \$5,853 of unrecognized expense is related to employee grants with a weighted-average period of 1.5 years and \$694 of unrecognized expense is related to non-employee grants with a weighted-average period of 1.7 years.

During the three and nine months ended September 30, 2017, the Company issued 9,906 and 713,269 shares, respectively, of common stock to participants of the Phantom Unit Plan based in the United States, after withholding approximately 6,796 and 397,752 shares, respectively, to satisfy tax withholding obligations. The Company made a cash payment of \$29 and \$2,739 to cover employee withholding taxes upon the settlement of these vested phantom units during the three and nine months ended September 30, 2017, respectively. During the three and nine months ended September 30, 2017 the Company also paid \$0 and \$300, respectively, to cash-settle 2 and 59,276 vested phantom units, respectively, held by participants of the Phantom Unit Plan based outside of the United States, and to pay cash in lieu of fractional shares for vested units held by participants based in the United States.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

**2016 Equity Incentive Plan**

In May and June of 2016, the Company's Board of Directors adopted and the Company's stockholders approved the 2016 Equity Incentive Plan ("the 2016 Plan") in connection with the Company's IPO. The 2016 Plan provides for the grant of incentive stock options, non-statutory stock options, restricted stock, restricted stock units, stock appreciation rights, performance units and performance shares to employees, directors and consultants. A total of 6,000,000 shares of common stock were reserved for issuance pursuant to the 2016 Plan.

**Restricted Stock**

The Company issued 10,462 shares of restricted stock under the 2016 Plan on June 1, 2016, in connection with the conversion of the Series C units, of which 3,486 were vested and converted into unrestricted common stock during 2016, and as of September 30, 2017 and December 31, 2016 there were 6,976 shares of restricted stock.

Total stock-based compensation expense of \$145 is expected to be recognized on a straight-line basis over approximately the next 1.1 years for the unvested restricted stock outstanding as of September 30, 2017. The unrecognized stock compensation relates to nonemployees and the awards are being accounted for pursuant to ASC 505-50. Stock compensation expense for the Series C units/restricted stock issued to the nonemployees is calculated based on the fair value of the award on each balance sheet date and the attribution of that cost is being recognized ratably over the vesting period.

**Stock Options**

During the year ended December 31, 2016, the Company issued 500,000 stock options under the 2016 equity incentive plan to Mark Burnett, who is a non-employee member of the Company's Board of Directors, with exercise price of \$14.00. The award is being accounted for pursuant to ASC 505-50. Stock compensation expense issued to the nonemployees is calculated based on the fair value of the award on each balance sheet date and the attribution of that cost is being recognized ratably over the vesting period. The Company has utilized the Black-Scholes option-pricing model to determine the fair value of the stock options.

As of September 30, 2017, the Company had \$21 of unrecognized stock based compensation expense related to the stock options. This cost is expected to be recognized over a weighted-average period of 2.65 years.

**Note 18. Restructuring**

Concurrent with the sale to Allscripts (See Note 3), the Company performed a reorganization of its operations intended to improve efficiency and better align the Company's costs and employment structure with its strategic plans. The reorganization includes a workforce reduction. Upon signing release agreements, impacted employees were eligible to receive severance payments in specified amounts, and general benefits for specified periods in accordance with our policies and local requirements.

In the three and nine months ended September 30, 2017, the Company recorded restructuring charges of approximately \$1,340 associated with the termination of the employees. In connection with the termination, the Company reversed previously estimated stock based compensation of \$1,549 as a result of the forfeiture of unvested awards. The Company recorded these charges in cost of revenue, general and administrative, and research and development expenses based on responsibilities of the impacted employees.

The Company recorded \$362 and \$2,298 of restructuring charges related to reduction in employees in the three months and nine months ended September 30, 2016, respectively.

The Company's restructuring accrual activity for the nine months ended September 30, 2017 is summarized as follows:

|   | Balance as of December<br>31, 2016 | Expenses, Net | Cash       | Balance as of September<br>30, 2017 |
|---|------------------------------------|---------------|------------|-------------------------------------|
| Employee severance and other personnel benefits liability | \$ —                               | \$ 1,340      | \$ (1,028) | \$ 312                              |

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

**Note 19. Net Income (Loss) Per Share**

The following table sets forth reconciliations of the numerators and denominators used to compute basic and diluted net income (loss) per share of common stock and redeemable common stock for the three and nine months ended September 30, 2017 and 2016:

|   | Three Months Ended<br>September 30, |                    |                            | Nine Months Ended<br>September 30, |                     |                            |
|---|-------------------------------------|--------------------|----------------------------|------------------------------------|---------------------|----------------------------|
|   | 2017                                | 2016               |                            | 2017                               | 2016                |                            |
|   | Common<br>Stock                     | Common<br>Stock    | Redeemable<br>Common Stock | Common<br>Stock                    | Common<br>Stock     | Redeemable<br>Common Stock |
| Net income (loss) per share numerator:                              |                                     |                    |                            |                                    |                     |                            |
| Net loss from continuing operations                                 | \$ (23,015)                         | \$ (26,392)        | \$ —                       | \$ (108,839)                       | \$ (92,106)         | \$ —                       |
| Net loss from discontinued operations                               | (19,383)                            | (10,482)           | —                          | (44,738)                           | (32,045)            | —                          |
| Total net loss  | \$ (42,398)                         | \$ (36,874)        | \$ —                       | \$ (153,577)                       | \$ (124,151)        | \$ —                       |
| Accretion to redemption value of series F/redeemable common stock   | —                                   | —                  | —                          | —                                  | (4,958)             | 4,958                      |
| Net income (loss) for basic and diluted net income (loss) per share | <u>\$ (42,398)</u>                  | <u>\$ (36,874)</u> | <u>\$ —</u>                | <u>\$ (153,577)</u>                | <u>\$ (129,109)</u> | <u>\$ 4,958</u>            |
| Net income (loss) per share denominator:                            |                                     |                    |                            |                                    |                     |                            |
| Weighted-average shares for basic net loss per share                | 115,924,122                         | 121,245,440        | —                          | 119,745,231                        | 108,359,973         | 6,686,653                  |
| Effect of dilutive securities                                       | —                                   | —                  | —                          | —                                  | —                   | —                          |
| Weighted-average shares for dilutive net income (loss) per share    | <u>115,924,122</u>                  | <u>121,245,440</u> | <u>—</u>                   | <u>119,745,231</u>                 | <u>108,359,973</u>  | <u>6,686,653</u>           |
| Basic and diluted net loss per share from continuing operations     | <u>\$ (0.20)</u>                    | <u>\$ (0.22)</u>   | <u>\$ —</u>                | <u>\$ (0.91)</u>                   | <u>\$ (0.90)</u>    | <u>N/A</u>                 |
| Basic and diluted net loss per share from discontinued operations   | <u>\$ (0.17)</u>                    | <u>\$ (0.08)</u>   | <u>\$ —</u>                | <u>\$ (0.37)</u>                   | <u>\$ (0.29)</u>    | <u>N/A</u>                 |
| Basic and diluted total net loss per share                          | <u>\$ (0.37)</u>                    | <u>\$ (0.30)</u>   | <u>\$ —</u>                | <u>\$ (1.28)</u>                   | <u>\$ (1.19)</u>    | <u>\$ 0.74</u>             |

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

The net income (loss) per share and weighted-average shares outstanding have been computed to give effect to the LLC Conversion (See Note 16) that occurred June 1, 2016 prior to the Company's initial public offering. In conjunction with the LLC Conversion, (a) all of the Company's outstanding units automatically converted into shares of common stock, based on the relative rights of the Company's pre-IPO equityholders as set forth in the limited liability company agreement and (b) the Company adopted and filed a certificate of incorporation with the Secretary of State of the state of Delaware and adopted bylaws. The Company filed an amended certificate of incorporation to effect a 1-for-5.5 reverse stock split of its common stock on June 1, 2016.

As of December 31, 2015, the Company determined that the redemption of the Series F units was probable due to the uncertainty of completing a qualified initial public offering and, as such, accrued interest as a reduction to members' equity. Prior to December 31, 2015, the Company had concluded that redemption was not probable and had not adjusted the carrying value of such units to redemption value. As of June 1, 2016 as part of the LLC Conversion, the Series F units converted to shares of redeemable common stock. The Put Right on redeemable common stock expired unexercised on June 20, 2016, and as of that date, the shares of common stock owned by KIO are no longer redeemable and are included in common shares (See Note 16).

The following number of potential common shares at the end of each period were excluded from the calculation of diluted net loss per share attributable to common stockholders because their effect would have been anti-dilutive for the periods presented:

|                           | <b>Three and Nine Months Ended<br/>September 30,</b> |             |
|---------------------------|--|-------------|
|                           | <b>2017</b>  | <b>2016</b> |
| Unvested restricted stock | 6,976  | 10,462      |
| Unvested phantom units    | 1,651,090  | 4,561,255   |
| Stock options             | 500,000  | —           |
| Convertible notes         | 8,815,655  | —           |

**Note 20. Related Party Transactions**

***NantWorks Shared Services Agreement***

In October 2012, the Company entered into a shared services agreement with NantWorks that provides for ongoing services from NantWorks in areas such as public relations, information technology and cloud services, human resources and administration management, finance and risk management, environmental health and safety, sales and marketing services, facilities, procurement and travel, and corporate development and strategy (the "Shared Services Agreement"). The Company is billed quarterly for such services at cost, without mark-up or profit for NantWorks, but including reasonable allocations of employee benefits, facilities and other direct or fairly allocated indirect costs that relate to the associates providing the services. During the three and nine months ended September 30, 2017, the Company incurred \$961 and \$4,026 of expenses, respectively, related to selling, general and administrative services provided to the Company by NantWorks and affiliates, net of services provided to NantWorks and affiliates. During the three and nine months ended September 30, 2016, the Company incurred \$2,106 and \$7,692 of expenses, respectively, related to selling, general and administrative services provided to the Company by NantWorks and affiliates, net of services provided to NantWorks and affiliates. Additionally, the Company incurred \$0 and \$239 of expenses during the three and nine months ended September 30, 2017, respectively related to research and development services provided by NantWorks and its subsidiaries and incurred \$204 and \$414 of expenses during the three and nine months ended September 30, 2016, related to research and development services provided by NantWorks and its subsidiaries.

***Related Party Receivables and Payables***

As of September 30, 2017 and December 31, 2016, the Company had related party receivables, net of related party payables of \$2,298 and \$2,664, respectively, primarily consisting of a receivable from Ziosoft KK of \$2,082 and \$2,126, respectively, which was related to the sale of Qi Imaging. As of September 30, 2017 and December 31, 2016 the Company had related party payables, net of receivables balances, and related party liabilities of \$15,513 and \$13,694, respectively, which primarily relate to amounts owed to NantWorks pursuant to the Shared Services Agreement, amounts owed to NantOmics under the Second Amended Reseller Agreement (defined below) and interest payable. The balance of the related party receivables and payables represent amounts paid by affiliates on behalf of the Company or vice versa.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

***Amended Reseller Agreement***

On June 19, 2015, the Company entered into a five and a half year exclusive Reseller Agreement with NantOmics for sequencing and bioinformatics services (the "Original Reseller Agreement"). NantOmics is a majority owned subsidiary of NantWorks and is controlled by the Company's Chairman and CEO. On May 9, 2016, the Company and NantOmics executed an Amended and Restated Reseller Agreement (the "Amended Reseller Agreement"), pursuant to which the Company received the worldwide, exclusive right to resell NantOmics' quantitative proteomic analysis services, as well as related consulting and other professional services, to institutional customers (including insurers and self-insured healthcare providers) throughout the world. The Company retained its existing rights to resell NantOmics' genomic sequencing and bioinformatics services. Under the Amended Reseller Agreement, the Company is responsible for various aspects of delivering its sequencing and molecular analysis solutions, including patient engagement and communications with providers such as providing interpretations of the reports delivered to the physicians and resolving any disputes, ensuring customer satisfaction, and managing billing and collections. On September 20, 2016, the Company and NantOmics further amended the Reseller Agreement (the "Second Amended Reseller Agreement"). The Second Amended Reseller Agreement permits the Company to use vendors other than NantOmics to provide any or all of the services that are currently being provided by NantOmics and clarifies that the Company is responsible for order fulfillment and branding.

The Second Amended Reseller Agreement grants to the Company the right to renew the agreement (with exclusivity) for up to three renewal terms, each lasting three years, if the Company achieves projected volume thresholds, as follows: (i) the first renewal option can be exercised if the Company completes at least 300,000 tests between June 19, 2015 and June 30, 2020; (ii) the second renewal option can be exercised if the Company completes at least 570,000 tests between July 1, 2020 and June 30, 2023; and (iii) the third renewal option can be exercised if the Company completes at least 760,000 tests between July 1, 2023 and June 30, 2026. If the Company does not meet the applicable volume threshold during the initial term or the first or second exclusive renewal terms, the Company can renew for a single additional three year term, but only on a non-exclusive basis.

The Company agreed to pay NantOmics non-cancellable annual minimum fees of \$2,000 per year for each of the calendar years from 2016 through 2020 and, subject to the Company exercising at least one of its renewal options described above, the Company is required to pay annual minimum fees to NantOmics of at least \$25,000 per year for each of the calendar years from 2021 through 2023 and \$50,000 per year for each of the calendar years from 2024 through 2029.

As of September 30, 2017 and December 31, 2016, the Company has \$1,083 and \$1,950, respectively, of outstanding related party payables under the Second Amended Reseller Agreement. During the three and nine months ended September 30, 2017, \$1,549 and \$3,937, respectively of direct costs were recorded as cost of revenue related to the Second Amended Reseller Agreement. During the three and nine months ended September 30, 2016, \$1,651 and \$2,982, respectively of direct costs were recorded as cost of revenue related to the Second Amended Reseller Agreement.

***Cambridge Purchase Agreement***

On December 15, 2016, the Company entered into a purchase agreement (the "Cambridge Purchase Agreement") with Cambridge Equities, L.P., an entity affiliated with the Company's Chairman and CEO Dr. Patrick Soon-Shiong ("Cambridge"), to issue and sell \$10,000 in aggregate principal amount of the Convertible Notes in a private placement pursuant to an exemption from the registration requirements of the Securities Act afforded by Section 4(a)(2) of the Securities Act. The Cambridge Purchase Agreement includes customary representations, warranties and covenants by the Company and customary closing conditions (See Note 12). The accrued and unpaid interest on the convertible notes was \$162 and \$15 at September 30, 2017 and December 31, 2016, as part of current related party liabilities on the Condensed Consolidated Balance Sheet.

**NantHealth, Inc.**  
**Notes to Condensed Consolidated Financial Statements**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

***Related Party Promissory Notes***

On January 4, 2016, the Company executed a \$112,666 demand promissory note in favor of NantCapital to fund the acquisition of NaviNet. The note bears interest at a per annum rate of 5.0%, compounded annually and computed on the basis of the actual number of days elapsed and a year of 365 or 366 days, as the case may be. The unpaid principal and any accrued and unpaid interest on the note was originally due and payable on demand in either (i) cash, (ii) shares of the Company's common stock based on per share price of \$18.6126, (iii) Series A-2 units of NantOmics based on a per unit price of \$1.484 to the extent such equity is owned by the Company or (iv) any combination of the foregoing, all at the option of NantCapital. Subject to the preceding sentence, the Company may prepay the outstanding amount at any time, either in whole or in part, without premium or penalty and without the prior consent of NantCapital. On May 9, 2016, the promissory note with NantCapital was amended to provide that all outstanding principal and accrued interest is due and payable on June 30, 2021, and not on demand. On December 15, 2016, in connection with the offering of the Convertible Notes, the Company entered into a Second Amended and Restated Promissory Note which amends and restates the Amended and Restated Promissory Note, dated May 9, 2016, between the Company and NantCapital, to, among other things, extend the maturity date of the Promissory Note to June 30, 2022 and to subordinate the Promissory Note in right of payment to the Convertible Notes (See Note 12). No other terms of the promissory note were changed. As of September 30, 2017 and December 31, 2016, the total principal and interest outstanding on the note amounted to \$122,675 and \$118,253, respectively. The accrued and unpaid interest on the note was \$10,009 and \$5,587, respectively as of September 30, 2017 and December 31, 2016, as part of non current related party liabilities on the Condensed Consolidated Balance Sheets. The Company can request additional advances subject to NantCapital approval. The NantCapital Note bears interest at a per annum rate of 5.0% compounded annually and computed on the basis of the actual number of days in the year. NantCapital has the option, but not the obligation, to require us to repay any such amount in cash, Series A-2 units of NantOmics (based on a per unit price of \$1.484) held by us, shares of the Company's common stock based on a per share price of \$18.6126 (if such equity exists at the time of repayment), or any combination of the foregoing at the sole discretion of NantCapital.

On January 22, 2016, the Company executed a demand promissory note in favor of NantOmics. The principal amount of the initial advance totaled \$20,000. On March 8, 2016, NantOmics made a second advance to the Company for \$20,000. The note bears interest at a per annum rate is 5.0% and is compounded annually. In May and June of 2016, the Company executed amendments to the demand promissory note with NantOmics, which provide that all unpaid principal of each advance owed to NantOmics and any accrued and unpaid interest would convert automatically into shares of the Company's common stock after pricing of the Company's IPO and immediately after conversion of the Company from a limited liability company to a corporation. On June 1, 2016, approximately \$40,590 of principal and accrued interest under the promissory note with NantOmics was converted into 2,899,297 shares of the Company's common stock in connection with the IPO. The Company can request additional advances subject to NantOmics approval, and as of September 30, 2017, there was no outstanding balance on the promissory note.

## Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

*The following is a discussion and analysis of our financial condition and the results of operations as of and for the periods presented below. The following discussion and analysis should be read in conjunction with the "Condensed Consolidated Financial Statements" and notes thereto included elsewhere in this Quarterly Report on Form 10-Q, or Quarterly Report. This discussion contains forward-looking statements that are based on the beliefs, assumptions, and information currently available to our management, and are subject to known and unknown risks, uncertainties, and other factors that may cause our actual results to differ materially from those expressed or implied by such forward-looking statements. These risks, uncertainties, and other factors include, among others, those described in greater detail elsewhere in this Quarterly Report and in our Annual Report on Form 10-K, particularly in Item 1A, "Risk Factors".*

### Overview

We are a leading next-generation, evidence-based, personalized healthcare company focused on enabling our clients to fundamentally change the diagnosis, treatment and pharmacoeconomics of cancer and other critical illnesses. We believe a molecular-driven, systems-based approach to making clinical treatment decisions based on large-scale, real time biometric and phenotypical data will become the standard of care initially for patients with cancer and, ultimately, other critical illnesses. We derive revenue from selling GPS Cancer (our Genomic Proteomic Spectrometry Cancer test, a unique, comprehensive molecular test and decision support solution that measures the proteins present in the patient's tumor tissue, combined with whole genomic and transcriptomic sequencing of tumor & normal samples), to which we obtained exclusive access from an affiliate, and from selling software solutions to healthcare payors, self-insured employers and healthcare systems.

We market certain of our solutions as a comprehensive integrated solution that includes GPS Cancer, Clinical Decision Support, and Payer Engagement solutions. We also market our GPS Cancer, Clinical Decision Support, Payer Engagement and Connected Care solutions on a stand-alone basis. To accelerate our commercial growth and enhance our competitive advantage, we intend to continue to:

- introduce new marketing, education and engagement efforts and foster relationships across the oncology community to drive adoption of GPS Cancer;
- pursue reimbursement of GPS Cancer from regional and national third-party payors and government payors;
- publish scientific and medical advances;
- strengthen our commercial organization to increase our NantHealth solutions client base and to broaden usage of our solutions by existing clients; and
- develop new features and functionality for NantHealth solutions to address the needs of current and future healthcare provider and payor, self-insured employer and biopharmaceutical company clients.

Since our inception, we have devoted substantially all of our resources to the development and commercialization of NantHealth solutions, as well as the commercial launch of our GPS Cancer business. To complement our internal growth and expertise, we have made several strategic acquisitions of companies, products and technologies. We have incurred significant losses since our inception, and as of September 30, 2017 our accumulated deficit was approximately \$671.6 million. We expect to continue to incur operating losses over the near term as we drive adoption of GPS Cancer, expand our commercial operations, and invest further in NantHealth solutions.

We plan to (i) continue investing in our infrastructure, including but not limited to solution development, sales and marketing, implementation and support, (ii) continue efforts to make infrastructure investments within an overall context of maintaining reasonable expense discipline, (iii) add new clients through maintaining and expanding sales, marketing and solution development activities, (iv) expand our relationships with existing clients through delivery of add-on and complementary solutions and services and (v) continue our commitment of service in support of our client satisfaction programs.

### 2017 Asset Purchase Agreement with Allscripts

On August 3, 2017, we entered into an asset purchase agreement, which we refer to as the "APA," with Allscripts Healthcare Solutions, Inc., or "Allscripts", pursuant to which we agreed to sell to Allscripts substantially all of the assets of our provider/patient engagement solutions business, including our FusionFX solution and components of its NantOS software connectivity solutions (the "Business"). On August 25, 2017, we and Allscripts completed the sale pursuant to the APA.



Allscripts conveyed to us 15,000,000 shares of our common stock at par value of \$0.0001 per share that were previously owned by Allscripts as consideration for the transaction. We retired the shares of stock. Allscripts also paid \$1.7 million of cash consideration to us as an estimated working capital payment, and such amount is subject to adjustment based upon the final amount of working capital as of the closing date. We are responsible for paying Allscripts for fulfilling certain customer service obligations of the business post-closing, and we may be entitled to receive from Allscripts up to an additional \$1.1 million cash consideration if Allscripts receives such amounts from certain customers.

Concurrent with the closing, (a) we and Allscripts modified the amended and restated mutual license and reseller agreement dated June 26, 2015, as amended, such that, among other things, we committed to deliver a minimum dollar amount of total bookings over a ten year period; (b) we and Allscripts each licensed certain intellectual property to the other party pursuant to a cross license agreement; (c) we agreed to provide certain transition services to Allscripts pursuant to a transition services agreement; and (d) we licensed certain software and agreed to sell certain hardware to Allscripts pursuant to a software license and supply agreement.

The sale of the Business qualified as a discontinued operations because it comprised operations and cash flows that could be distinguished, operationally and for financial reporting purposes, from the rest of the Company. The disposal of the Business represented a strategic shift in the Company's operations as the sale enables the Company to focus on genomic sequencing, clinical decision support, connected care and payer engagement.

The consummation of the transactions contemplated by the APA is reflected in the Condensed Consolidated Financial Statements.

### ***2017 Corporate Restructuring Plan***

In August 2017, we committed to and began implementation of a comprehensive restructuring plan that includes a wide range of organizational efficiency initiatives and other cost reduction opportunities. The plan will allow us to focus on our core competencies of genomic sequencing, clinical decision support, connected care and payer engagement. We incurred charges from this restructuring related to severance and other cash expenditures and recognized the majority of the expenses related to this restructuring in the quarter ended September 30, 2017.

### ***2016 Developments and Acquisition***

On June 7, 2016, we completed our IPO, whereby we sold 6,500,000 shares of our common stock at a public offering price of \$14.00 per share. Additionally, on June 9, 2016, the underwriters partially exercised their overallotment option to purchase an additional 400,000 shares of our common stock at \$14.00 per share.

We received a total of \$83.6 million in net proceeds from our IPO, after deducting underwriting discounts and commissions and offering costs of \$13.0 million. The offering was registered under the Securities Act of 1933, as amended, on a registration statement on Form S-1 (Registration No. 333-211196), as amended.

In December 2016, we issued convertible notes to a related party and others for net proceeds of \$9.9 million and \$92.8 million, respectively, after deducting underwriting discounts and commissions and other offering costs of \$4.3 million. Please see Note 12 of the Notes to accompanying Condensed Consolidated Financial Statements for further discussion of these convertible notes.

We made a significant acquisition in 2016, which has expanded the features and functionality of NantHealth solutions. In January 2016 we acquired NaviNet, which provides a secure collaboration network connecting approximately 36 health plans and which is estimated to be utilized in more than 70% of the nation's physicians' offices during the fourth quarter of 2016. NaviNet Open will serve as a nationwide scalable and secure web-based portal for patients and providers.

## **Non-GAAP Net Loss from Continuing Operations and Non-GAAP Net Loss Per Share from Continuing Operations**

Adjusted net loss from continuing operations and adjusted net loss per share from continuing operations are financial measures that are not prepared in conformity with United States generally accepted accounting principles (U.S. GAAP). Our management believes that the presentation of Non-GAAP financial measures provides useful supplementary information regarding operational performance, because it enhances an investor's overall understanding of the financial results for our core business. Additionally, it provides a basis for the comparison of the financial results for our core business between current, past and future periods. Other companies may define these measures in different ways. Non-GAAP financial measures should be considered only as a supplement to, and not as a substitute for or as a superior measure to, financial measures prepared in accordance with U.S. GAAP.

Non-GAAP net loss from continuing operations excludes the effects of (1) loss from equity method investments, (2) stock based compensation expense, (3) intangible amortization, (4) corporate restructuring expenses, (5) acquisition related compensation expense (6) acquisition related sales incentives, which have been recorded as contra revenue, (7) change in fair value of derivatives liability, (8) non-cash interest expense related to convertible notes, (9) securities litigation costs, and (10) the impacts of the conversion from a limited liability corporation to a corporation on provision for (benefit from) income taxes.

Non-GAAP shares outstanding include Series F redeemable units as if converted to non-redeemable common stock on January 1, 2016. These units were converted to common stock in conjunction with the LLC conversion on June 1, 2016. The put right held by KIO expired on June 20, 2016, and the shares of common stock owned by KIO are no longer redeemable. See Note 16 to the accompanying Condensed Consolidated Financial Statements for further discussion of the put right.

The following table reconciles Net loss from continuing operations to Net loss from continuing operations - Non-GAAP and Shares outstanding to Shares outstanding - Non-GAAP for the three and nine months ended September 30, 2017 and 2016 (Unaudited):

| (Dollars in thousands, except per share amounts)   | Three Months Ended<br>September 30, |             | Nine Months Ended<br>September 30, |             |
|--|-------------------------------------|-------------|------------------------------------|-------------|
|  | 2017                                | 2016        | 2017                               | 2016        |
| Net loss from continuing operations  | \$ (23,015)                         | \$ (26,392) | \$ (108,839)                       | \$ (92,106) |
| Adjustments to GAAP net loss:  |                                     |             |                                    |             |
| Loss from related party equity method investment including impairment loss                               | 2,942                               | 2,604       | 46,353                             | 7,893       |
| Stock-based compensation expense from continuing operations  | (170)                               | 3,576       | (485)                              | 40,455      |
| Corporate restructuring from continuing operations (3)   | 807                                 | 362         | 2,396                              | 2,298       |
| Acquisition related compensation expense   | —                                   | —           | —                                  | 4,814       |
| Acquisition related sales incentive  | 727                                 | 567         | 2,061                              | 2,027       |
| Change in fair value of derivatives liability  | (6)                                 | —           | (245)                              | —           |
| Non-cash interest expense related to convertible notes   | 1,121                               | —           | 3,260                              | —           |
| Intangible amortization from continuing operations   | 2,197                               | 3,098       | 7,192                              | 10,058      |
| Securities litigation costs  | 500                                 | —           | 685                                | —           |
| Impacts of the conversion from a limited liability company to a corporation on benefit from income taxes | —                                   | —           | —                                  | (19,533)    |
| Total adjustments to GAAP net loss from continuing operations  | 8,118                               | 10,207      | 61,217                             | 48,012      |
| Net loss - Non-GAAP from continuing operations   | \$ (14,897)                         | \$ (16,185) | \$ (47,622)                        | \$ (44,094) |
| Weighted average shares outstanding (1)  | 115,924,122                         | 121,245,440 | 119,745,231                        | 108,359,973 |
| Weighted average Series F/redeemable stock (1)(2)  | N/A                                 | N/A         | N/A                                | 6,686,653   |
| Shares outstanding - Non-GAAP (1)  | 115,924,122                         | 121,245,440 | 119,745,231                        | 115,046,626 |
| Net loss per share from continuing operations - Non-GAAP (1)   | \$ (0.13)                           | \$ (0.13)   | \$ (0.40)                          | \$ (0.38)   |

The following table reconciles Net loss from continuing operations per common share to Net loss per common share from continuing operations - Non-GAAP for the three and nine months ended September 30, 2017 and 2016 (Unaudited):

|  | Three Months Ended<br>September 30, |                  | Nine Months Ended<br>September 30, |                  |
|--|-------------------------------------|------------------|------------------------------------|------------------|
|  | 2017                                | 2016             | 2017                               | 2016             |
| Net loss per common share from continuing operations - GAAP  | \$ (0.20)                           | \$ (0.22)        | \$ (0.91)                          | \$ (0.9)         |
| Adjustments to GAAP net loss per common share from continuing operations:                                |                                     |                  |                                    |                  |
| Loss from related party equity method investment including impairment loss                               | 0.03                                | 0.02             | 0.39                               | 0.07             |
| Stock-based compensation expense from continuing operations  | —                                   | 0.03             | —                                  | 0.37             |
| Corporate restructuring from continuing operations <sup>(3)</sup>  | 0.01                                | —                | 0.02                               | 0.02             |
| Acquisition related compensation expense   | —                                   | —                | —                                  | 0.04             |
| Acquisition related sales incentive  | 0.01                                | —                | 0.02                               | 0.02             |
| Change in fair value of derivatives liability  | —                                   | —                | —                                  | —                |
| Non-cash interest expense related to convertible notes   | 0.01                                | —                | 0.03                               | —                |
| Intangible amortization from continuing operations   | 0.01                                | 0.04             | 0.04                               | 0.10             |
| Securities litigation costs  | —                                   | —                | 0.01                               | —                |
| Impacts of the conversion from a limited liability company to a corporation on benefit from income taxes | —                                   | —                | —                                  | (0.18)           |
| Accretion to redemption value of Series F/redeemable common stock  | —                                   | —                | —                                  | 0.05             |
| Dilution from Series F/redeemable common stock   | —                                   | —                | —                                  | 0.03             |
| Total adjustments to GAAP net loss per common share from continuing operations                           | 0.07                                | 0.09             | 0.51                               | 0.52             |
| <b>Net loss per common share from continuing operations - Non-GAAP <sup>(1)</sup></b>                    | <b>\$ (0.13)</b>                    | <b>\$ (0.13)</b> | <b>\$ (0.40)</b>                   | <b>\$ (0.38)</b> |

- (1) The net loss per common share from continuing operations - non-GAAP, weighted average shares outstanding, weighted average Series F units/redeemable stock, and shares outstanding - non-GAAP have been computed to give effect to the LLC conversion that occurred June 1, 2016 prior to our IPO. In conjunction with the LLC Conversion, (a) all of our outstanding units automatically converted into shares of common stock, based on the relative rights of our pre-IPO equityholders as set forth in the limited liability company agreement and (b) we adopted and filed a certificate of incorporation with the Secretary of State of the state of Delaware and adopted bylaws. We filed an amended certificate of incorporation to effect a 1-for-5.5 reverse stock split of our common stock on June 1, 2016.
- (2) The weighted average shares outstanding have been further adjusted to account for the redeemable Series F units (converted to common stock in conjunction with the LLC conversion), whose Put Right expired on June 20, 2016. Prior to June 20, 2016, these units/shares of common stock were classified as redeemable members'/stockholders' equity in the balance sheet, and as such, were not included in the weighted-average shares outstanding prior to June 20, 2016. The Put Right expired June 20, 2016, and the shares were no longer redeemable and are included in shareholders' equity following that day. The weighted-average shares are adjusted to include the redeemable common stock in the weighted average shares outstanding for the entire period.
- (3) Corporate restructuring includes accrued bonus reversal of \$0.5 million for the three and nine months ended September 30, 2017.

## Components of Our Results of Operations

### Revenue

We generate our revenue from the sale of software-as-a-service, software licenses, maintenance, hardware and services. Our systems infrastructure and platforms support the delivery of both personalized comprehensive sequencing and molecular analysis and the implementation of value-based care models across the healthcare continuum. We generate revenue from the following sources:

**Software and hardware** - Software and hardware revenue is generated from the sale of software licenses on either a perpetual or term license basis, and the sale of our hardware. The software is installed on the client's site or the client's designated vendor's site and is not hosted by us or by a vendor contracted by us. We also generate revenue from the resale of third-party software and hardware to our clients. Our software license and hardware solutions include DeviceConX software and HBox.

**Software-as-a-service** - Software-as-a-service, or SaaS, revenue is generated from our clients' access to and usage of our hosted software solutions on a subscription basis for a specified contract term, which is typically annually. In our SaaS arrangements, the client cannot take possession of the software during the term of the contract and generally only has the right to access and use the software and receive any software upgrades published during the subscription period. Solutions sold under a SaaS model include our eviti platform solutions and NaviNet.

**Maintenance** - Maintenance revenue includes ongoing post-contract client support ("PCS") or maintenance, during the paid PCS term. Additionally, PCS includes ongoing development of software updates and upgrades provided to the client on a when and if available basis. We sell our DeviceConX solution with maintenance contracts.

**Sequencing and molecular analysis** - Sequencing and molecular analysis revenue is generated by the process of performing sequencing and analysis of whole genome DNA, RNA and proteomic results, including GPS Cancer. We recognize revenue upon the delivery of the analysis and reporting of the results to the client or on a cash basis when we cannot conclude that the fees are fixed and determinable and collectability is reasonably assured.

**Other services** - Other services revenue includes revenue from professional services we provide that are generally complementary to our software solutions and may or may not be required for the solution to function as desired by the client. When associated with software, there services are generally provided in the form of training and implementation services during the software license period and do not include PCS. Other services revenue also includes revenue related to nursing and therapy services provided to patients in a home care setting and any other services not included in the preceding revenue sources.

We have established VSOE for PCS on certain of our software solutions. We have not yet established VSOE of fair value for any element other than PCS for a portion of our arrangements. In situations where VSOE of fair value exists for PCS but not a delivered element, the residual method is used to allocate revenue to the undelivered element equal to our VSOE value with the remainder allocated to the delivered elements. In situations where our services are essential to the functionality of our software and VSOE of fair value for PCS does not exist, we defer revenue and costs until we have delivered all elements of the arrangement and amortize revenue and costs over the initial PCS period. For our contracts with multiple elements, we defer revenue until only one undelivered element remains and then recognize the revenue following the pattern of delivery of the final undelivered element. The timing and pattern of this revenue recognition can cause variations in revenue from period-to-period.

### Cost of Revenue

Cost of revenue consists primarily of personnel-related costs for associates providing services to our clients and supporting our revenue-generating platform infrastructure, including salaries, benefits and bonuses. Additional expenses include consultant costs, direct reimbursable travel expenses and other direct engagement costs associated with the design, development, sale and installation of our solutions, including system support and maintenance services. Our cost of revenue associated with each of our revenue sources is as follows:

- **Software and hardware** - Software and hardware cost of revenue includes third-party software and hardware costs directly associated with our solutions.

- **Software-as-a-service** - SaaS cost of revenue includes personnel-related, amortization of deferred implementation costs, depreciation of internal use software and other direct costs associated with the delivery and hosting of eviti, our cancer-decision support solution, and NaviNet on a subscription basis.
- **Maintenance** - Maintenance cost of revenue includes personnel-related and other direct costs associated with the ongoing support or maintenance we provide for our clients.
- **Sequencing and molecular analysis** - Sequencing and molecular analysis cost of revenue includes internal costs associated with these services and amounts due to NantOmics under our Reseller Agreement for the sequencing and analysis of whole genome, DNA, RNA and proteomic results.
- **Other services** - Other services cost of revenue includes personnel-related costs, amortization of deferred implementation costs, depreciation of internal use software and other direct costs associated with software training and implementation services provided to our clients as well as direct expenses relating to our nursing and therapy services provided to patients in a home care setting.

Cost of revenue also includes amortization of our developed technologies used to generate revenue. We plan to continue to expand our capacity to support our growth, which will result in higher cost of revenue in absolute dollars. We expect cost of revenue to decrease as a percentage of revenue over time as we expand NantHealth solutions and realize economies of scale.

### **Operating Expenses**

Our operating expenses consist of selling, general and administrative, research and development, and amortization of acquisition-related assets.

#### **Selling, general and administrative**

Selling, general and administrative expense consists primarily of shared service fees from NantWorks, personnel-related expenses for our sales and marketing, finance, legal, human resources, and administrative associates, stock based compensation, and advertising and marketing promotions of NantHealth solutions. It also includes trade show and event costs, sponsorship costs, point of purchase display expenses and related amortization as well as legal costs, facility costs, consulting and professional fees, insurance and other corporate and administrative costs.

We expect to continue to grow our investment in selling and other related expenses supporting future growth in GPS as well as expanding our brand. We are reviewing our other selling, general and administrative investments and expect to drive cost savings through greater efficiencies and synergies across our company. Additionally, we expect to continue to incur additional costs for legal, accounting, insurance, investor relations and other costs associated with operating as a public company. These increases include additional costs we expect to incur associated with compliance with the Sarbanes-Oxley Act and other regulations governing public companies as well as increased costs for directors' and officers' liability insurance and an enhanced investor relations function. However, we expect our selling, general and administrative expense to decrease as a percentage of revenue over the long term as our revenue increases and we realize economies of scale.

#### **Research and development**

Research and development expenses consist primarily of personnel-related costs for associates working on development of solutions, including salaries, benefits and stock based compensation. Also included are non-personnel costs such as consulting and professional fees to third-party development resources.

Substantially all of our research and development expenses are related to developing new software solutions and improving our existing software solutions. To date, research and development expenses have been expensed as incurred as the period between achieving technological feasibility and the release of software solutions for sale has been short and development costs qualifying for capitalization have been insignificant.

With the exception of stock based compensation, we expect our research and development expenses to continue to increase in absolute dollars and as a percentage of revenue as we continue to make significant investments in developing new solutions and enhancing the functionality of our existing solutions with a focus on cancer care. However, we expect our research and development expenses to decrease as a percentage of revenue over the long term as we realize economies of scale from our developed technology.

#### **Amortization of Acquisition Related Assets**

Amortization of acquisition related assets consists of non-cash amortization expense related to our non-revenue generating technology as well as amortization expense that we recognize on intangible assets that we acquired through our investments.

#### ***Interest Expense, net***

Interest expense, net primarily consists of interest expense associated with our outstanding borrowings, including coupon interest expense, amortization of debt discounts and amortization of deferred financing offering cost, offset by interest income earned on our cash and cash equivalents and marketable securities.

#### ***Other Income (expense), net***

Other income (expense), net consists primarily of unrealized and realized gains (losses), dividends received from our marketable securities, change in fair value of derivative liability and other non-recurring items.

#### ***Loss from Equity Method Investment Including Impairment Loss***

Loss from equity method investment consists of our pro rata share of losses of a company that we own an ownership interest in and account for under the equity method of accounting including impairment loss. We regularly evaluate our investments, which are not carried at fair value, for other than temporary impairment in accordance with U.S. GAAP.

#### ***Provision for (Benefit from) Income Taxes***

Provision for income taxes consists of U.S. federal and state and foreign income taxes. We are required to allocate the provision for income taxes between continuing operations and other categories of earnings, such as discontinued operations. To date, we have no significant U.S. federal, state and foreign cash income taxes because of our LLC status prior to June 1, 2016 and current and accumulated net operating losses.

We record a valuation allowance when it is more likely than not that some portion or all of a deferred tax asset will not be realized. In making such a determination, we consider all the available positive and negative evidence, including future reversals of existing taxable temporary differences, projected future taxable income, and ongoing prudent and feasible tax planning strategies in assessing the amount of the valuation allowance. When we establish or reduce the valuation allowance against the deferred tax assets, our provision for income taxes will increase or decrease, respectively, in the period such determination is made.

#### **Results of Operations**

The following table sets forth our Condensed Consolidated Statements of Operations data for each of the periods indicated (Unaudited):

| (Dollars in thousands, except per share amounts) | Three Months Ended<br>September 30, |          | Nine Months Ended<br>September 30, |          |
|--|-------------------------------------|----------|------------------------------------|----------|
|  | 2017                                | 2016     | 2017                               | 2016     |
| <b>Revenue:</b>                                  |                                     |          |                                    |          |
| Software and hardware                            | \$ 1,162                            | \$ 2,065 | \$ 4,408                           | \$ 6,077 |
| Software-as-a-service                            | 15,200                              | 14,000   | 44,863                             | 41,809   |
| Total software-related revenue                   | 16,362                              | 16,065   | 49,271                             | 47,886   |
| Maintenance                                      | 2,696                               | 1,979    | 8,182                              | 6,979    |
| Sequencing and molecular analysis                | 1,025                               | 77       | 1,985                              | 122      |
| Other services                                   | 1,677                               | 2,541    | 4,940                              | 7,571    |
| Total net revenue                                | 21,760                              | 20,662   | 64,378                             | 62,558   |
| <b>Cost of Revenue:</b>                          |                                     |          |                                    |          |
| Software and hardware                            | 443                                 | 528      | 596                                | 668      |
| Software-as-a-service                            | 5,859                               | 4,159    | 17,143                             | 14,791   |
| Total software-related cost of revenue           | 6,302                               | 4,687    | 17,739                             | 15,459   |
| Maintenance                                      | 274                                 | 112      | 564                                | 621      |
| Sequencing and molecular analysis                | 1,757                               | 570      | 4,807                              | 929      |

|  |                           |                           |                            |                            |
|--|---------------------------|---------------------------|----------------------------|----------------------------|
| Other services   | 1,996                     | 2,623                     | 5,504                      | 9,309                      |
| Amortization of developed technologies                                     | 1,143                     | 2,044                     | 4,029                      | 6,896                      |
| Total cost of revenue  | 11,472                    | 10,036                    | 32,643                     | 33,214                     |
| <b>Gross profit</b>  | <b>10,288</b>             | <b>10,626</b>             | <b>31,735</b>              | <b>29,344</b>              |
| <b>Operating Expenses:</b>   |                           |                           |                            |                            |
| Selling, general and administrative  | 17,521                    | 22,034                    | 54,181                     | 88,860                     |
| Research and development   | 7,749                     | 9,960                     | 25,051                     | 36,519                     |
| Amortization of acquisition-related assets                                 | 1,054                     | 1,054                     | 3,163                      | 3,162                      |
| Total operating expenses   | 26,324                    | 33,048                    | 82,395                     | 128,541                    |
| Loss from operations   | (16,036)                  | (22,422)                  | (50,660)                   | (99,197)                   |
| Interest expense, net  | (4,067)                   | (1,415)                   | (12,049)                   | (4,760)                    |
| Other income, net  | 60                        | 104                       | 308                        | 541                        |
| Loss from related party equity method investment including impairment loss | (2,942)                   | (2,604)                   | (46,353)                   | (7,893)                    |
| Loss from continuing operations before income taxes                        | (22,985)                  | (26,337)                  | (108,754)                  | (111,309)                  |
| Provision for (benefit from) income taxes                                  | 30                        | 55                        | 85                         | (19,203)                   |
| Net loss from continuing operations  | (23,015)                  | (26,392)                  | (108,839)                  | (92,106)                   |
| Loss from discontinued operations, net of tax                              | (19,383)                  | (10,482)                  | (44,738)                   | (32,045)                   |
| Net loss   | <u><u>\$ (42,398)</u></u> | <u><u>\$ (36,874)</u></u> | <u><u>\$ (153,577)</u></u> | <u><u>\$ (124,151)</u></u> |
| <b>Net income (loss) per share (1):</b>                                    |                           |                           |                            |                            |
| Continuing operations  |                           |                           |                            |                            |
| Basic and diluted - common stock   | <u><u>\$ (0.20)</u></u>   | <u><u>\$ (0.22)</u></u>   | <u><u>\$ (0.91)</u></u>    | <u><u>\$ (0.90)</u></u>    |
| Discontinued operations  |                           |                           |                            |                            |
| Basic and diluted - common stock   | <u><u>\$ (0.17)</u></u>   | <u><u>\$ (0.08)</u></u>   | <u><u>\$ (0.37)</u></u>    | <u><u>\$ (0.29)</u></u>    |
| Total net income (loss) per share  |                           |                           |                            |                            |
| Basic and diluted - common stock   | <u><u>\$ (0.37)</u></u>   | <u><u>\$ (0.30)</u></u>   | <u><u>\$ (1.28)</u></u>    | <u><u>\$ (1.19)</u></u>    |
| Basic and diluted - redeemable common stock                                | <u><u>N/A</u></u>         | <u><u>N/A</u></u>         | <u><u>N/A</u></u>          | <u><u>\$ 0.74</u></u>      |
| <b>Weighted average shares outstanding (1):</b>                            |                           |                           |                            |                            |
| Basic and diluted - common stock   | <u><u>115,924,122</u></u> | <u><u>121,245,440</u></u> | <u><u>119,745,231</u></u>  | <u><u>108,359,973</u></u>  |
| Basic and diluted - redeemable common stock                                | <u><u>N/A</u></u>         | <u><u>N/A</u></u>         | <u><u>N/A</u></u>          | <u><u>6,686,653</u></u>    |

- (1) The net income (loss) per share and weighted average shares outstanding for the nine months ended September 30, 2016, have been computed to give effect to the LLC Conversion (See Note 16 of the accompanying Condensed Consolidated Financial Statements) that occurred on June 1, 2016, prior to our IPO. In conjunction with the LLC Conversion, (a) all of our outstanding units automatically converted into shares of common stock, based on the relative rights of our pre-IPO equityholders as set forth in our limited liability company agreement and (b) we adopted and filed a certificate of incorporation with the Secretary of State of the state of Delaware and adopted bylaws. The Company adopted and filed an amendment to its certificate of incorporation with the Secretary of State of the state of Delaware to effect a 1-for-5.5 reverse stock split of its common stock on June 1, 2016.



The net loss per share for the common stock for the nine months ended September 30, 2016 reflects \$5.0 million in accretion value allocated to the redeemable common stock. The redeemable common stock contained a put right, which expired unexercised on June 20, 2016. As a result of and as of that date, the shares were no longer redeemable and were included in common stock. See Note 19 of the accompanying Condensed Consolidated Financial Statements for the calculation of net loss per share for common stock and redeemable common stock for the three and nine months ended September 30, 2016.

The following table sets forth our Condensed Consolidated Statements of Operations data as a percentage of revenue for each of the periods indicated (Unaudited):

|  | Three Months Ended<br>September 30, |              | Nine Months Ended<br>September 30, |              |
|--|-------------------------------------|--------------|------------------------------------|--------------|
|  | 2017                                | 2016         | 2017                               | 2016         |
| <b>Revenue:</b>  |                                     |              |                                    |              |
| Software and hardware  | 5.3%                                | 10.0%        | 6.8%                               | 9.7%         |
| Software-as-a-service  | 69.9%                               | 67.8%        | 69.7%                              | 66.8%        |
| Total software-related revenue   | 75.2%                               | 77.8%        | 76.5%                              | 76.5%        |
| Maintenance  | 12.4%                               | 9.6%         | 12.7%                              | 11.2%        |
| Sequencing and molecular analysis  | 4.7%                                | 0.4%         | 3.1%                               | 0.2%         |
| Other services   | 7.7%                                | 12.2%        | 7.7%                               | 12.1%        |
| Total net revenue  | 100.0%                              | 100.0%       | 100.0%                             | 100.0%       |
| <b>Cost of Revenue:</b>  |                                     |              |                                    |              |
| Software and hardware  | 2.0%                                | 2.6%         | 0.9%                               | 1.1%         |
| Software-as-a-service  | 27.0%                               | 20.1%        | 26.7%                              | 23.6%        |
| Total software-related cost of revenue                                     | 29.0%                               | 22.7%        | 27.6%                              | 24.7%        |
| Maintenance  | 1.3%                                | 0.5%         | 0.9%                               | 1.0%         |
| Sequencing and molecular analysis  | 8.1%                                | 2.8%         | 7.5%                               | 1.5%         |
| Other services   | 9.2%                                | 12.7%        | 8.5%                               | 14.9%        |
| Amortization of developed technologies                                     | 5.1%                                | 9.9%         | 6.2%                               | 11.0%        |
| Total cost of revenue  | 52.7%                               | 48.6%        | 50.7%                              | 53.1%        |
| <b>Gross profit</b>  | <b>47.3%</b>                        | <b>51.4%</b> | <b>49.3%</b>                       | <b>46.9%</b> |
| <b>Operating Expenses:</b>   |                                     |              |                                    |              |
| Selling, general and administrative  | 80.6%                               | 106.6%       | 84.2%                              | 142.0%       |
| Research and development   | 35.6%                               | 48.2%        | 38.9%                              | 58.4%        |
| Amortization of acquisition-related assets                                 | 4.8%                                | 5.1%         | 4.9%                               | 5.1%         |
| Total operating expenses   | 121.0%                              | 159.9%       | 128.0%                             | 205.5%       |
| Loss from operations   | (73.7%)                             | (108.5%)     | (78.7%)                            | (158.6%)     |
| Interest expense, net  | (18.7%)                             | (6.8%)       | (18.7%)                            | (7.6%)       |
| Other income, net  | 0.3%                                | 0.5%         | 0.5%                               | 0.9%         |
| Loss from related party equity method investment including impairment loss | (13.5%)                             | (12.7%)      | (72.0%)                            | (12.6%)      |
| Loss from continuing operations before income taxes                        | (105.6%)                            | (127.5%)     | (168.9%)                           | (177.9%)     |
| Provision for (benefit from) income taxes                                  | 0.1%                                | 0.3%         | 0.2%                               | (30.6%)      |
| Net loss from continuing operations  | (105.7%)                            | (127.8%)     | (169.1%)                           | (147.3%)     |
| Loss from discontinued operations, net of tax                              | (89.1%)                             | (50.7%)      | (69.5%)                            | (51.2%)      |
| Net loss   | (194.8%)                            | (178.5%)     | (238.6%)                           | (198.5%)     |

**Comparison of Three and Nine Months Ended September 30, 2016 and 2017 (Unaudited)**

**Revenue**

| (Dollars in thousands)            | Three Months Ended<br>September 30, |                  | Nine Months Ended<br>September 30, |                  | Period-To-Period Change             |              |                                    |              |
|-----------------------------------|-------------------------------------|------------------|------------------------------------|------------------|-------------------------------------|--------------|------------------------------------|--------------|
|                                   | 2017                                |                  | 2016                               |                  | Three Months Ended<br>September 30, |              | Nine Months Ended<br>September 30, |              |
|                                   | Amount                              | Amount           | Amount                             | Amount           | Amount                              | Percentage   | Amount                             | Percentage   |
| Software and hardware             | \$ 1,162                            | \$ 2,065         | \$ 4,408                           | \$ 6,077         | \$ (903)                            | (43.7)%      | \$ (1,669)                         | (27.5)%      |
| Software-as-a-service             | 15,200                              | 14,000           | 44,863                             | 41,809           | 1,200                               | 8.6 %        | 3,054                              | 7.3 %        |
| Total software-related revenues   | 16,362                              | 16,065           | 49,271                             | 47,886           | 297                                 | 1.8 %        | 1,385                              | 2.9 %        |
| Maintenance                       | 2,696                               | 1,979            | 8,182                              | 6,979            | 717                                 | 36.2 %       | 1,203                              | 17.2 %       |
| Sequencing and molecular analysis | 1,025                               | 77               | 1,985                              | 122              | 948                                 | 1,231.2 %    | 1,863                              | 1,527.0 %    |
| Other services                    | 1,677                               | 2,541            | 4,940                              | 7,571            | (864)                               | (34.0)%      | (2,631)                            | (34.8)%      |
| Total net revenue                 | <u>\$ 21,760</u>                    | <u>\$ 20,662</u> | <u>\$ 64,378</u>                   | <u>\$ 62,558</u> | <u>\$ 1,098</u>                     | <u>5.3 %</u> | <u>\$ 1,820</u>                    | <u>2.9 %</u> |

**Comparison of the three month periods ended September 30, 2016 versus 2017**

Total revenue increased \$1.1 million, or 5.3%, from \$20.7 million to \$21.8 million for the three months ended September 30, 2016 and September 30, 2017, respectively. The primary driver of this increase was a \$0.9 million increase in our sequencing and molecular analysis business.

Our total software-related revenues (including software and hardware and SaaS) was \$16.4 million for the three months ended September 30, 2017 compared to \$16.1 million for the three months ended September 30, 2016, an increase of \$0.3 million or 1.8%. The increase in this business was primarily driven by SaaS revenue from our NaviNet and eviti solutions. This increase was partially offset by a decrease in our software and hardware line of business because of the timing of completed implementations as compared to the same period in the prior year.

Software and hardware revenue decreased from \$2.1 million to \$1.2 million for the three months ended September 30, 2016 and September 30, 2017, respectively. The primary driver of the decrease was related to \$0.9 million lower revenue from completed implementations of DeviceConX compared to the same period in the prior year. Our software and hardware revenue results experience fluctuations due to the timing of implementation completions for our DeviceConX customers and our revenue recognition for those arrangements.

SaaS revenue increased \$1.2 million, or 8.6%, from \$14.0 million to \$15.2 million for the three months ended September 30, 2016 and September 30, 2017, respectively. This increase was primarily driven by a \$0.6 million increase from our eviti cancer decision support platform solutions due to an increase in covered lives, as well as a \$0.6 million increase from NaviNet SaaS revenue.

Maintenance revenue increased from \$2.0 million to \$2.7 million for the three months ended September 30, 2016 and September 30, 2017, respectively. This increase was primarily driven by a \$0.7 million increase in DeviceConX post contract support maintenance.

Sequencing and molecular analysis revenue increased from \$77 thousand to \$1.0 million for the three months ended September 30, 2016 and September 30, 2017, respectively. Currently, we recognize revenue from clients with executed contracts, from signed single case agreements, from pending EOB payments, and from clients without a contractual agreement where we recognize revenue on a cash basis given the uncertainty over reimbursement. As the Company gains additional insurance coverage and reimbursement experience, we expect to be able to reduce the portion of GPS revenue which is recognized on a cash basis.

We have significantly expanded our sales efforts by adding seasoned sales and account management professionals in 2017. In the first three quarters of 2017, we grew our GPS sales team from 5 to 13 professionals, including an international sales professional in the second quarter of 2017. With the growth of the sales team, we expect to continue to gain traction with physicians in new areas of the US and have seen continued growth in the inception-to-date number of physicians now totaling 518 through September 30, 2017.

The commercial team's efforts are focused on increasing reimbursement of the GPS Cancer profile by developing partnerships, which include pilot arrangements with commercial insurance and self-insured employers, expanding physician relationships, and enhancing operational performance and efficiencies. The partnership strategy that we developed for commercial health plans supports an alignment with designated provider/oncology groups within the health plan's network. We work directly with the physician groups to support education of test ordering and interpretation and enable aggregate review of results with the plans. In the initial pilot arrangement that we have with commercial health plan, reimbursement is recognized for each test order throughout the pilot arrangement and the GPS Cancer profile value is assessed by the plan with the goal of full medical policy adoption at pilot end.

We have grown the number of payers and self-insured employers covering our GPS Cancer test and have added a national self-insured employer in October of this year. We will continue to invest resources in this area and expect growth as a result of our efforts. Our pipeline includes several national and regional health plans and we expect to announce additional pilot contracts before year end. The self-insured employer pipeline includes opportunities with many companies listed on Fortune's 100 list.

Finally, we are pursuing international opportunities via partnerships with locally based resellers around the world. During the quarter, we entered into a reseller agreement for GPS Cancer with a large Singapore-based reseller. Under this agreement, the reseller will distribute GPS Cancer to physicians in Singapore, Malaysia, Thailand, Vietnam, and the Philippines. This new contract expands GPS Cancer beyond our existing international coverage in Israel, Italy, Mexico, and the Middle East.

We have also continued focused efforts to enhance reimbursement from plans when profiles are ordered and there is no payer contract in place. We are actively engaging plans with detail which supports a physician's reason for ordering. Our utilization of pre-authorizations and supporting documentation assists in the overall billing and appeal process; optimizing payment with payers, who do not have a formal agreement with us. The GPS Cancer profile provides all information that can be found in other market molecular tests that physicians deem necessary for treatment recommendation and expands insight for the oncologist with the comprehensive information available on each patient tested.

Other services revenue decreased \$0.9 million, or 34.0%, from \$2.5 million to \$1.7 million for the three months ended September 30, 2016 and September 30, 2017, respectively. This was primarily driven by a \$0.6 million decrease in our home health care business as well as a \$0.2 million decrease with our DeviceConX non PCS service revenue.

#### **Comparison of the nine month periods ended September 30, 2016 versus 2017**

Total revenue increased \$1.8 million, or 2.9%, from \$62.6 million to \$64.4 million for the nine months ended September 30, 2016 and September 30, 2017, respectively. Our total revenue increase was driven primarily by a \$1.9 million increase in revenue from our sequencing and molecular analysis line of business.

Our total software-related revenues (including software and hardware and SaaS) was \$49.3 million for the nine months ended September 30, 2017 compared to \$47.9 million for the nine months ended September 30, 2016, an increase of \$1.4 million or 2.9%. The growth in software-related revenue was primarily driven by SaaS revenue from our NaviNet and eviti solutions. The \$3.0 million increase in SaaS revenue was partially offset by a \$1.7 million decrease in our software and hardware line of business due to the timing of completed implementations as compared to the same period in the prior year.

Software and hardware revenue decreased \$1.7 million, or 27.5%, from \$6.1 million to \$4.4 million for the nine months ended September 30, 2017 compared to the nine months ended September 30, 2016. The primary driver of the decrease was related to \$1.7 million lower revenue from completed implementations of DeviceConX compared to the same period in the prior year. Our software and hardware revenue results experience fluctuations due to the timing of implementation completions for our DeviceConX customers and our revenue recognition for those arrangements.

SaaS revenue increased \$3.1 million, or 7.3%, from \$41.8 million to \$44.9 million for the nine months ended September 30, 2016 and September 30, 2017, respectively. This increase was primarily driven by a \$1.7 million increase of NaviNet revenue and an increase in eviti cancer decision support solutions of \$1.4 million due to an increase in covered lives.

Maintenance revenue increased from \$7.0 million to \$8.2 million or 17.2% for the nine months ended September 30, 2016 and September 30, 2017, respectively. This increase was primarily driven by a \$1.2 million increase in DeviceConX maintenance revenue as a result of ongoing post go-live support.

Sequencing and molecular analysis revenue increased from \$122 thousand to \$2.0 million for the nine months ended September 30, 2016 and September 30, 2017, respectively. Currently, we recognize revenue from clients with executed contracts, from signed single case agreements, from pending EOB payments, and from clients without a contractual agreement where we recognize revenue on a cash basis given the uncertainty over reimbursement. As the Company gains additional insurance coverage and reimbursement experience, we expect to be able to reduce the portion of GPS revenue which is recognized on a cash basis.

Other services revenue decreased \$2.6 million, or 34.8%, from \$7.6 million to \$4.9 million for the nine months ended September 30, 2016 and September 30, 2017, respectively. This was primarily driven by a \$1.7 million decrease in home health services as well as a \$0.8 million decrease in our Device ConX non-PCS service revenue.

We believe that significant opportunities exist for expanded cross-sell opportunities of our suite of solutions across our existing customer base, including eviti and NaviNet customer bases. We also believe that our customer base and our product solutions provide unique opportunities to expand the volume of GPS sequencing analysis reporting to our customer base. Maintaining our current customer base will be important to our future maintenance and SaaS recurring revenue streams.

## Cost of Revenue

| (Dollars in thousands)                 | Three Months Ended<br>September 30, |           | Nine Months Ended<br>September 30, |           | Period-To-Period Change             |            |                                    |            |
|--|-------------------------------------|-----------|------------------------------------|-----------|-------------------------------------|------------|------------------------------------|------------|
|  |                                     |           |                                    |           | Three Months Ended<br>September 30, |            | Nine Months Ended<br>September 30, |            |
|  | 2017                                | 2016      | 2017                               | 2016      | Amount                              | Percentage | Amount                             | Percentage |
| Software and hardware                  | \$ 443                              | \$ 528    | \$ 596                             | \$ 668    | \$ (85)                             | (16.1)%    | \$ (72)                            | (10.8)%    |
| Software-as-a-service                  | 5,859                               | 4,159     | 17,143                             | 14,791    | 1,700                               | 40.9 %     | 2,352                              | 15.9 %     |
| Total software-related cost of revenue | 6,302                               | 4,687     | 17,739                             | 15,459    | 1,615                               | 34.5 %     | 2,280                              | 14.7 %     |
| Maintenance                            | 274                                 | 112       | 564                                | 621       | 162                                 | 144.6 %    | (57)                               | (9.2)%     |
| Sequencing and molecular analysis      | 1,757                               | 570       | 4,807                              | 929       | 1,187                               | 208.2 %    | 3,878                              | 417.4 %    |
| Other services                         | 1,996                               | 2,623     | 5,504                              | 9,309     | (627)                               | (23.9)%    | (3,805)                            | (40.9)%    |
| Amortization of developed technologies | 1,143                               | 2,044     | 4,029                              | 6,896     | (901)                               | (44.1)%    | (2,867)                            | (41.6)%    |
| Total cost of revenue                  | \$ 11,472                           | \$ 10,036 | \$ 32,643                          | \$ 33,214 | \$ 1,436                            | 14.3 %     | \$ (571)                           | (1.7)%     |

## Comparison of the three month periods ended September 30, 2016 versus 2017

Cost of revenue increased \$1.4 million or 14.3% from \$10.0 million to \$11.5 million for the three months ended September 30, 2016 and September 30, 2017, respectively. The increase in cost of revenue was driven primarily by increases in sequencing and molecular analysis cost of revenue and maintenance cost of revenue. The increase in sequencing and molecular analysis cost of revenue was driven primarily by the increase in volume of samples sequenced compared with the prior year quarter.

Total software-related cost of revenue increased \$1.6 million from \$4.7 million to \$6.3 million or 34.5% for the three months ended September 30, 2016 and September 30, 2017, respectively. SaaS cost of revenue in particular increased \$1.7 million or 40.9%. The main driver of this increase was a \$1.3 million increase in the amortization of capitalized internal use software.

Maintenance cost of revenue increased \$0.2 million for the three months ended September 30, 2016 compared to September 30, 2017 or 144.6%. The main driver of this increase was due primarily to increased personnel related expenses.

Sequencing and molecular analysis cost of revenue increased \$1.2 million from \$0.6 million to \$1.8 million for three months ended September 30, 2016 and September 30, 2017, respectively. The primary driver was due to the increased volume of GPS samples sequenced compared with the prior year quarter. The cost of revenue is recorded as defined by the contract with the clients and as outlined in the amended and restated Reseller Agreement for genomic and proteomic sequencing services and related bioinformatics and analysis services with NantOmics.

Other services cost of revenue decreased \$0.6 million from \$2.6 million to \$2.0 million or 23.9% for the three months ended September 30, 2016 and September 30, 2017, respectively. The main driver of this decrease was \$0.6 million in cost of revenue associated with sequencing services provided to a major research institution since the project was completed in December 2016.

Amortization expenses related to developed technologies decreased \$0.9 million, or 44.1%, from \$2.0 million to \$1.1 million for the three months ended September 30, 2016 and September 30, 2017, respectively. This variance is attributable to an intangible asset being fully amortized in the first quarter of 2017.

#### Comparison of the nine month periods ended September 30, 2016 versus 2017

Cost of revenue decreased \$0.6 million or 1.7% from \$33.2 million to \$32.6 million for the nine months ended September 30, 2016 and September 30, 2017, respectively. Decreases in cost of revenue were driven primarily by a decrease in other services cost of revenue and in amortization of developed technologies. These decreases were partially offset by an increase in sequencing and molecular analysis cost of revenue.

Total software-related cost of revenue increased \$2.3 million or 14.7% from \$15.5 million to \$17.7 million for the nine months ended September 30, 2016 and September 30, 2017, respectively. SaaS cost of revenue increased \$2.4 million, partially offset by a \$0.1 million decrease in software and hardware cost of revenue. The main driver of the SaaS cost of revenue increase was a \$3.3 million increase in the amortization of capitalized internal use software partially offset by a \$1.6 million decrease in the deferral of costs related to customer implementations of SaaS software. This increase was partially offset by a decrease in stock compensation of \$2.3 million due to the timing of stock compensation expenses recorded in connection with the vesting of phantom units upon the consummation of our IPO in June 2016.

Sequencing and molecular analysis cost of revenue increased \$3.9 million from \$0.9 million to \$4.8 million for the nine months ended September 30, 2016 and September 30, 2017, respectively. The primary driver was due to the increased volume of GPS samples sequenced compared with the prior year. The cost of revenue is recorded as defined by the contract with the clients and as outlined in the amended and restated Reseller Agreement for genomic and proteomic sequencing services and related bioinformatics and analysis services with NantOmics.

Amortization expenses related to developed technologies decreased \$2.9 million or 41.6%, from \$6.9 million to \$4.0 million for the nine months ended September 30, 2016 and September 30, 2017, respectively. This variance is attributable to an intangible asset being fully amortized in the first quarter of 2017.

#### Selling, General and Administrative

| (Dollars in thousands)              | Three Months Ended<br>September 30, |           | Nine Months Ended<br>September 30, |           | Period-To-Period Change             |            |                                    |            |
|-------------------------------------|-------------------------------------|-----------|------------------------------------|-----------|-------------------------------------|------------|------------------------------------|------------|
|                                     | 2017                                |           | 2016                               |           | Three Months Ended<br>September 30, |            | Nine Months Ended<br>September 30, |            |
|                                     | Amount                              | Amount    | Amount                             | Amount    | Amount                              | Percentage | Amount                             | Percentage |
| Selling, general and administrative | \$ 17,521                           | \$ 22,034 | \$ 54,181                          | \$ 88,860 | \$ (4,513)                          | (20.5)%    | \$ (34,679)                        | (39.0)%    |

### Comparison of the three month periods ended September 30, 2016 versus 2017

Selling, general and administrative expenses decreased from \$22.0 million to \$17.5 million, a decrease of \$4.5 million, or 20.5%, for the three months ended September 30, 2016 and September 30, 2017, respectively. The primary driver of this variance was a \$2.4 million decrease in stock compensation expense compared to the prior year. Stock based compensation is amortized using an accelerated graded method with large tranches that vested in January and June 2017. The decrease in amortization expense resulted from a lower balance of deferred stock based compensation being amortized in the third quarter of 2017 vs the third quarter of 2016. This combined with a \$0.6 million in reversals of stock compensation due to forfeitures as a result of company restructuring led to the decrease in stock compensation. Also, there was a \$0.2 million decline in personnel expenses as a result of the corporate restructuring plan. Certain corporate shared services expenses declined \$1.1 million compared to the prior year quarter and a \$0.8 million decrease in general travel expenses, achieved as a result of cost saving measures. These decreases were partially offset by an increase of \$1.3 million in professional services expenses, most notably legal and insurance fees as a result of operating as a publicly traded company.

### Comparison of the nine month periods ended September 30, 2016 versus 2017

Selling, general and administrative expenses decreased from \$88.9 million to \$54.2 million, a decrease of \$34.7 million or 39.0%, for the nine months ended September 30, 2016 and September 30, 2017, respectively. The primary driver of this variance was a \$29.8 million reduction in stock compensation expense from the prior year in connection with the vesting of phantom units upon consummation of our IPO, as well as the accelerated graded methodology used to record stock compensation as well as forfeitures related to the corporate restructuring. Also, corporate shared services expenses decreased \$3.8 million and personnel related expenses declined by \$1.8 million as a result of the corporate restructuring plan.

### Research and Development

| (Dollars in thousands)   | Period-To-Period Change          |          |                                 |           |                                  |            |                                 |            |
|--------------------------|----------------------------------|----------|---------------------------------|-----------|----------------------------------|------------|---------------------------------|------------|
|                          | Three Months Ended September 30, |          | Nine Months Ended September 30, |           | Three Months Ended September 30, |            | Nine Months Ended September 30, |            |
|                          | 2017                             | 2016     | 2017                            | 2016      |                                  |            |                                 |            |
|                          | Amount                           | Amount   | Amount                          | Amount    | Amount                           | Percentage | Amount                          | Percentage |
| Research and development | \$ 7,749                         | \$ 9,960 | \$ 25,051                       | \$ 36,519 | \$ (2,211)                       | (22.2)%    | \$ (11,468)                     | (31.4)%    |

### Comparison of the three month periods ended September 30, 2016 versus 2017

Research and development expenses decreased \$2.2 million or 22.2%, from \$10.0 million to \$7.7 million for the three months ended September 30, 2016 and September 30, 2017, respectively. The primary driver of this variance was a \$1.2 million decrease in stock compensation expense from the prior year. Stock based compensation is amortized using an accelerated graded method with large tranches that vested in January and June 2017. The decrease in amortization expense resulted from a lower balance of deferred stock based compensation being amortized in the third quarter of 2017 vs the third quarter of 2016. This combined with a \$0.4 million in reversals of stock compensation due to forfeitures as a result of company restructuring led to the decrease in stock compensation. Additionally, there was a \$0.6 million reduction in IT related expenses and a \$0.3 million reduction in professional services, and a \$0.1 million reduction in external R&D resources achieved as a result of cost saving measures.

### Comparison of the nine month periods ended September 30, 2016 versus 2017

Research and development expenses decreased \$11.5 million or 31.4%, from \$36.5 million for the nine months ended September 30, 2016 to \$25.1 million for the nine months ended September 30, 2017. The primary driver of this variance was a \$11.2 million reduction in stock compensation expense from the prior year in connection with the vesting of phantom units upon consummation of our IPO, as well as the accelerated graded methodology used to record stock compensation. In addition, the decrease was also attributable to a \$1.8 million reduction in IT related expenses, professional services, and external R&D resources achieved as a result of cost saving measures.

The decrease was partially offset by an increase in personnel related expenses of \$1.6 million due to severance and bonus reversals stemming from company restructuring as well as the change in mix of personnel hired.

## Interest Expense, net

| (Dollars in thousands) | Three Months Ended<br>September 30, |          | Nine Months Ended<br>September 30, |          | Period-To-Period Change             |            |                                    |            |
|------------------------|-------------------------------------|----------|------------------------------------|----------|-------------------------------------|------------|------------------------------------|------------|
|                        |                                     |          |                                    |          | Three Months Ended<br>September 30, |            | Nine Months Ended<br>September 30, |            |
|                        | 2017                                | 2016     | 2017                               | 2016     | Amount                              | Percentage | Amount                             | Percentage |
|                        | Amount                              | Amount   | Amount                             | Amount   |                                     |            |                                    |            |
| Interest expense, net  | \$ 4,067                            | \$ 1,415 | \$ 12,049                          | \$ 4,760 | \$ 2,652                            | 187.4%     | \$ 7,289                           | 153.1%     |

In December 2016, we issued an aggregate principal amount of \$107 million of our 5.5% convertible senior notes due 2021 (the "Convertible Notes") in a private placement offering to qualified institutional buyers pursuant to Rule 144A under the Securities Act of 1933, as amended and to non-U.S. persons pursuant to Regulation S under the Securities Act, of which \$10 million were issued to a related party. The Convertible Notes will mature on December 15, 2021 unless earlier converted, redeemed or repurchased in accordance with the terms of the Convertible Notes. Please see the section entitled "Liquidity and Capital Resources" below and Note 12 to the accompanying Condensed Consolidated Financial Statements for further discussion of the Convertible Notes.

In January 2016, we executed a demand promissory note with NantCapital (the "NantCapital Note"), a personal investment vehicle for Dr. Patrick Soon-Shiong, our Chairman and Chief Executive Officer, and a promissory note with NantOmics (the "NantOmics Note"). Through September 30, 2017, the total advances made by NantCapital and NantOmics to us pursuant to each applicable note amounted to approximately \$112.7 million and \$40.0 million, respectively. We can request additional advances subject to NantCapital and NantOmics approval. Each note bears interest at a per annum rate of 5.0% compounded annually and computed on the basis of the actual number of days in the year.

In May 2016, the NantCapital Note was amended and restated to provide that all outstanding principal and accrued and unpaid interest was due and payable on June 30, 2021, and not on demand. On December 15, 2016, in connection with the offering of the Convertible Notes, we entered into a Second Amended and Restated Promissory Note which amended and restated the Amended and Restated Promissory Note, dated May 9, 2016, between us and NantCapital, to extend the maturity date of the Promissory Note to June 30, 2022 and to subordinate the Promissory Note in right of payment to the Convertible Notes. In addition, in May 2016, the NantOmics Note was amended and restated to provide that all outstanding principal and accrued and unpaid interest would be converted into shares of our common stock at the IPO price at the time of pricing of the IPO. Later in May 2016, the NantOmics Note was further amended and restated to remove the automatic conversion feature and to provide that all outstanding principal and accrued and unpaid interest is due and payable on June 30, 2021, and not on demand. In June 2016, the NantOmics Note was further amended and restated to provide that all outstanding principal and accrued and unpaid interest will be converted into shares of our common stock at the IPO price after the pricing of the IPO and after the LLC Conversion. The NantOmics Note and all related accrued interest was converted on June 1, 2016 into 2,899,297 shares of our common stock in connection with our IPO. As a result, as of September 30, 2017 and December 31, 2016, there were no unpaid amounts related to the advances on the NantOmics Note. Please see Note 19 to the accompanying Condensed Consolidated Financial Statements for further discussion of these notes.

### Comparison of the three month periods ended September 30, 2016 versus 2017

Interest expense, net increased by \$2.7 million, from \$1.4 million to \$4.1 million for the three months ended September 30, 2016 and September 30, 2017, respectively. This increase was primarily attributable to the \$2.6 million interest expense related to the Convertible Notes that were issued in December 2016, including coupon interest expense, amortization of debt discounts and amortization of deferred financing offering costs, partially offset by a \$0.1 million decrease in interest on related party notes with NantOmics and NantCapital.

### Comparison of the nine month periods ended September 30, 2016 versus 2017

Interest expense, net, increased by \$7.3 million, from \$4.8 million to \$12.0 million for the nine months ended September 30, 2016 and September 30, 2017, respectively. This increase was primarily attributable to the \$7.7 million interest expense related to the Convertible Notes that were issued in December 2016, including coupon interest expense, amortization of debt discounts and amortization of deferred financing offering costs, partially offset by a \$0.4 million decrease in interest on related party notes with NantOmics and NantCapital.

**Other Income (expense), net**

| (Dollars in thousands)      | Three Months Ended<br>September 30, |        | Nine Months Ended<br>September 30, |        | Period-To-Period Change             |            |                                    |            |
|-----------------------------|-------------------------------------|--------|------------------------------------|--------|-------------------------------------|------------|------------------------------------|------------|
|                             |                                     |        |                                    |        | Three Months Ended<br>September 30, |            | Nine Months Ended<br>September 30, |            |
|                             | 2017                                | 2016   | 2017                               | 2016   | Amount                              | Percentage | Amount                             | Percentage |
|                             | Amount                              | Amount | Amount                             | Amount |                                     |            |                                    |            |
| Other income (expense), net | \$ 60                               | \$ 104 | \$ 308                             | \$ 541 | \$ (44)                             | (42.3)%    | \$ (233)                           | (43.1)%    |

**Comparison of the three month periods ended September 30, 2016 versus 2017**

Other income, net decreased by \$44 thousand for the three months ended September 30, 2017 compared to the same period of the prior year primarily due to an increase in dividend income.

**Comparison of the nine month periods ended September 30, 2016 versus 2017**

Other income, net, decreased by \$233 thousand for the nine months ended September 30, 2017 compared to the same period of the prior year. For the nine months ended September 30, 2017, we recognized a \$0.2 million gain in unrealized fair value changes to the Convertible Notes bifurcated derivative. In addition, dividend income increased \$0.3 million, partially offset by foreign exchange losses increasing by \$0.1 million. For the nine months ended September 30, 2016, other income was primarily derived from a \$0.5 million payment received from Harris Corporation related to the early settlement of working capital.

**Loss from Related Party Equity Method Investment Including Impairment Loss**

| (Dollars in thousands)   | Three Months Ended<br>September 30, |          | Nine Months Ended<br>September 30, |          | Period-To-Period Change             |            |                                    |            |
|--|-------------------------------------|----------|------------------------------------|----------|-------------------------------------|------------|------------------------------------|------------|
|  |                                     |          |                                    |          | Three Months Ended<br>September 30, |            | Nine Months Ended<br>September 30, |            |
|  | 2017                                | 2016     | 2017                               | 2016     | Amount                              | Percentage | Amount                             | Percentage |
|  | Amount                              | Amount   | Amount                             | Amount   |                                     |            |                                    |            |
| Loss from related party equity method Investment including impairment loss | \$ 2,942                            | \$ 2,604 | \$ 46,353                          | \$ 7,893 | \$ 338                              | 13.0%      | \$ 38,460                          | 487.3%     |

The loss from related party equity method investment is related to our pro rata share of losses from our investment in NantOmics, an investment that was initially made in June 2015 and increased in September 2015, plus the amortization of the basis difference in the investment, and an impairment loss, if applicable. We report our share of NantOmics' loss and the amortization of basis difference using a one quarter lag.

**Comparison of the three month periods ended September 30, 2016 versus 2017**

Loss from equity method investment increased by \$0.3 million from a loss of \$2.6 million during the three months ended September 30, 2016 to a loss of \$2.9 million during the three months ended September 30, 2017. This increase was primarily due to an increase in our pro rate share of losses from our investment in NantOmics.



## Comparison of the nine month periods ended September 30, 2016 versus 2017

For the nine months ended September 30, 2017, loss from equity method Investment increased \$38.5 million, from \$7.9 million during the nine months ended September 30, 2016 to \$46.4 million during the nine months ended September 30, 2017 primarily due to a \$36.0 million non-cash impairment charge as a result of our determination that the fair value of our investment in NantOmics had declined below our carrying value as of June 30, 2017; and that this decline in value was other than temporary. The decline in the fair value of our investment in NantOmics was primarily caused by delays in our GPS revenue growth. The balance of this variance was due to an increase in our pro rata share of losses from our investment in NantOmics.

### Provision for (Benefits from) Income taxes

| (Dollars in thousands)                    | Three Months Ended<br>September 30, |        | Nine Months Ended<br>September 30, |             | Period-To-Period Change             |            |                                    |            |
|---|-------------------------------------|--------|------------------------------------|-------------|-------------------------------------|------------|------------------------------------|------------|
|   |                                     |        |                                    |             | Three Months Ended<br>September 30, |            | Nine Months Ended<br>September 30, |            |
|   | 2017                                | 2016   | 2017                               | 2016        |                                     |            |                                    |            |
|   | Amount                              | Amount | Amount                             | Amount      | Amount                              | Percentage | Amount                             | Percentage |
| Provision for (benefit from) income taxes | \$ 30                               | \$ 55  | \$ 85                              | \$ (19,203) | \$ (25)                             | (45.5)%    | \$ 19,288                          | (100.4)%   |

## Comparison of three month periods ended September 30, 2016 versus 2017

We are required to allocate the provision for income taxes between continuing operations and other categories of earnings, such as discontinued operations. During the three months ended September 30, 2017, the Company recorded income tax expense of \$6.6 million in the discontinued operations, which is included in net loss from discontinued operations in the consolidated statement of operations. This income tax expense is related to the book and tax basis difference in certain intangible assets sold to Allscripts.

For the three months ended September 30, 2016, the provision for income taxes in continuing operations was \$55 thousand, compared with a \$30 thousand provision for income taxes for the three months ended September 30, 2017. The tax provision for income taxes in continuing operations for the three and nine months ended September 30, 2017 included an income tax provision of the consolidated group based on an estimated annual effective tax rate. Prior to June 1, 2016 the provision for income taxes consisted of income tax provision for our corporate subsidiaries. For the three months ended September 30, 2016, the tax benefit was mostly attributed to the reduction of deferred tax liability as a result of the amortization of NaviNet's purchase accounting intangibles and the conversion of NantHealth from an LLC to a C corporation.

The effective tax rates for the three months ended September 30, 2017 and 2016 in continuing operations were a provision of 0.13% and a provision of 0.21%, respectively. The effective tax rate for the three months ended September 30, 2017 in continuing operations differed from the U.S. federal statutory rate of 34% primarily as a result of nondeductible expenses, state income taxes, foreign income taxes, and the impact of a full valuation allowance on its net deferred tax assets.

## Comparison of the nine month periods ended September 30, 2016 versus 2017

During the nine months ended September 30, 2017, the Company recorded income tax expense of \$7.0 million in the discontinued operations, which is included in net loss from discontinued operations in the consolidated statement of operations. The majority of this income tax expense is related to the book and tax basis difference in certain intangible assets sold to Allscripts.

For the nine months ended September 30, 2016, the benefit for income taxes in continuing operations was \$19.2 million, compared with a \$85 thousand provision for income taxes for the nine months ended September 30, 2017. The tax provision for the nine months ended September 30, 2017 in continuing operations included an income tax provision of the consolidated group based on an estimated annual effective tax rate. Prior to June 1, 2016, the provision for income taxes consisted of income tax provision for our corporate subsidiaries. For the nine months ended September 30, 2016, the tax benefit was mostly attributed to the reduction of deferred tax liability as a result of the amortization of NaviNet's purchase accounting intangibles and the conversion of NantHealth from an LLC to a C corporation.

The effective tax rates for the nine months ended September 30, 2017 and 2016 in continuing operations were a provision of 0.08% and a benefit of 17.25%, respectively. The effective tax rate for the nine months ended September 30, 2017 in continuing operations differed from the U.S. federal statutory rate of 34% primarily as a result of nondeductible expenses, state income taxes, foreign income taxes, and the impact of a full valuation allowance on its net deferred tax assets. The effective tax rate through June 1, 2016 differed from the federal statutory rate primarily due to the fact that Nant Health, LLC was a limited liability company during most of that period. We converted from a pass-through entity to a C corporation, NantHealth, Inc., on June 1, 2016. Prior to the LLC Conversion, the tax provision represents that of Nant Health, LLC's corporate subsidiaries (See Note 16 to the accompanying Condensed Consolidated Financial Statements for additional information on the LLC Conversion).

#### **Loss from Discontinued Operations, Net of Income Taxes**

| (Dollars in thousands)                        | Three Months Ended<br>September 30, |             | Nine Months Ended<br>September 30, |             | Period-To-Period Change             |            |                                    |            |
|---|-------------------------------------|-------------|------------------------------------|-------------|-------------------------------------|------------|------------------------------------|------------|
|   |                                     |             |                                    |             | Three Months Ended<br>September 30, |            | Nine Months Ended<br>September 30, |            |
|   | 2017                                | 2016        | 2017                               | 2016        | Amount                              | Percentage | Amount                             | Percentage |
|   | Amount                              | Amount      | Amount                             | Amount      |                                     |            |                                    |            |
| Loss from discontinued operations, net of tax | \$ (19,383)                         | \$ (10,482) | \$ (44,738)                        | \$ (32,045) | \$ (8,901)                          | 84.9%      | \$ (12,693)                        | 39.6%      |

#### **Comparison of three month periods ended September 30, 2016 versus 2017**

For the three months ended September 30, 2017, the loss from discontinued operations, net of tax increased by \$8.9 million or 84.9%. In the third quarter of 2017, we recorded a \$6.6 million income tax expense related to the difference between the book and tax basis of certain intangible assets sold to Allscripts. Additionally, the variance was also due to a one month cost savings of \$4 million as well as a reversal of bonus and stock compensation of \$5.8 million. These increases were offset by a loss on disposal of \$10.6 million as well as a decrease of expenses recorded to the P&L of \$2.0 million in the third quarter of 2016 due to deferral of costs for a major Wellness project and capitalized internal use software.

#### **Comparison of the nine month periods ended September 30, 2016 versus 2017**

For the nine months ended September 30, 2017, the loss from discontinued operations, net of tax increased by \$12.7 million or 39.6%. In the third quarter of 2017, we recorded a \$7.0 million income tax expense related to the difference between the book and tax basis of certain intangible assets sold to Allscripts. Additionally, this variance was due to a one month cost savings of \$4 million, reversal of bonus and stock compensation of \$5.8 million. These increases were offset by a loss on disposal of \$10.6 million as well as a decrease of expenses recorded to the P&L of \$2.0 million in Q3 2016 due to deferral of costs for a major Wellness project and capitalized internal use software. Also, there was a \$2.4 million reduction in revenue attributed to termination of a major contract in 2016 as well as a \$1.2 million decrease in COS.

### **Liquidity and Capital Resources**

#### **Sources of Liquidity**

As of September 30, 2017, we had cash and cash equivalents and marketable securities of \$73.5 million, compared to \$157.6 million as of December 31, 2016, of which \$0.2 million and \$3.0 million, respectively, related to foreign subsidiaries. We believe that our existing cash, cash equivalents and our ability to borrow from affiliated entities, will be sufficient to fund our operations through at least the next 12 months. If these sources are insufficient to satisfy our liquidity requirements, we may seek to sell additional equity, through one or more follow-on public offerings or in separate financings, or sell additional debt securities or obtain a credit facility. Further, because of the risk and uncertainties associated with the commercialization of our existing products as well as products in development, we may need additional funds to meet our needs sooner than planned. To date, our primary sources of capital were private placement of membership interests prior to the IPO, debt financing agreements, including the NantCapital Note and Convertible Notes, and our IPO.

## Convertible Notes

In December 2016, we entered into a purchase agreement (the "Purchase Agreement") with J.P. Morgan Securities LLC and Jefferies LLC, as representatives of the several initial purchasers named therein (collectively, the "Initial Purchasers"), to issue and sell \$90.0 million in aggregate principal amount of our 5.50% Convertible Senior Notes due 2021 (the "Convertible Notes") in a private placement to qualified institutional buyers pursuant to Rule 144A under the Securities Act of 1933, as amended (the "Securities Act") and to non-U.S. persons pursuant to Regulation S under the Securities Act. In December 2016, we entered into a purchase agreement (the "Cambridge Purchase Agreement") with Cambridge Equities, L.P., an entity affiliated with Dr. Patrick Soon-Shiong, our Chairman and Chief Executive Officer ("Cambridge"), to issue and sell \$10.0 million in aggregate principal amount of the Convertible Notes in a private placement pursuant to an exemption from the registration requirements of the Securities Act afforded by Section 4(a)(2) of the Securities Act. In December 2016, pursuant to the exercise of the overallotment by the Initial Purchasers, we issued an additional \$7.0 million principal amount of the Convertible Notes. The total net proceeds from this offering were approximately \$102.7 million, comprised of \$9.9 million from Cambridge and \$92.8 million from the Initial Purchasers, after deducting the Initial Purchasers' discount and debt issuance costs of \$4.3 million in connection with the Convertible Notes offering.

On December 21, 2016, we entered into an Indenture, relating to the issuance of the Convertible Notes (the "Indenture"), by and between us and U.S. Bank National Association as trustee (the "Trustee"). The interest rates are fixed at 5.50% per year, payable semi-annually on June 15 and December 15 of each year, beginning on June 15, 2017. The Convertible Notes will mature on December 15, 2021, unless earlier repurchased by us or converted pursuant to their terms. The initial conversion rate of the Convertible Notes is 82.3893 shares of common stock per \$1 thousand principal amount of Convertible Notes (which is equivalent to an initial conversion price of approximately \$12.14 per share). Prior to the close of business on the business day immediately preceding September 15, 2021, the Convertible Notes will be convertible only under the following circumstances: (1) during any calendar quarter commencing after March 31, 2017 (and only during such calendar quarter), if, for at least 20 trading days (whether or not consecutive) during the 30 consecutive trading day period ending on the last trading day of the immediately preceding calendar quarter, the last reported sales price of our common stock on such trading day is greater than or equal to 120% of the conversion price on such trading day; (2) during the five-business day period after any five consecutive trading day period in which, for each day of that period, the trading price per \$1 thousand principal amount of the Convertible Notes for such trading day was less than 98% of the product of the last reported sales price of the Company's common stock and the conversion rate on such trading day; or (3) upon the occurrence of specified corporate transactions. Upon conversion, the Convertible Notes will be settled in cash, shares of our common stock or any combination thereof at our option.

Upon the occurrence of a fundamental change (as defined in the Indenture), holders may require us to purchase all or a portion of the Convertible Notes in principal amounts of \$1 thousand or an integral multiple thereof, for cash at a price equal to 100% of the principal amount of the Convertible Notes to be purchased plus any accrued and unpaid interest to, but excluding, the fundamental change purchase date. The conversion rate will be subject to adjustment upon the occurrence of certain specified events.

## NantCapital Note

In January 2016, we issued the NantCapital Note to NantCapital, a personal investment vehicle for Dr. Patrick Soon-Shiong, our Chairman and CEO. As of September 30, 2017, the total advances made by NantCapital to us pursuant to the note was approximately \$112.7 million. In May 2016, the NantCapital Note was amended and restated to provide that all outstanding principal and accrued and unpaid interest is due and payable on June 30, 2021, and not on demand. On December 15, 2016, in connection with the offering of the Convertible Notes, we entered into a Second Amended and Restated Promissory Note which amended and restated the Amended and Restated Promissory Note, dated May 9, 2016, between us and NantCapital, to, among other things, extend the maturity date of the NantCapital Note and to subordinate the NantCapital Note in right of payment to the Convertible Notes. We can request additional advances subject to NantCapital approval, and the NantCapital Note bears interest at a per annum rate of 5.0% compounded annually and computed on the basis of the actual number of days in the year. NantCapital has the option, but not the obligation, to require us to repay any such amount in cash, Series A-2 units of NantOmics (based on a per unit price of \$1.484) held by us, shares of our common stock based on a per share price of \$18.6126 (if such equity exists at the time of repayment), or any combination of the foregoing at the sole discretion of NantCapital.

If we raise additional funds by issuing equity securities or securities convertible into equity, our stockholders could experience dilution. Additional debt financing, if available, may involve covenants restricting our operations or our ability to incur additional debt. Any additional debt financing or additional equity that we raise may contain terms that are not favorable to us or our stockholders and require significant debt service payments, which diverts resources from other activities. Additional financing may not be available at all, or in amounts or on terms acceptable to us. If we are unable to obtain additional financing, we may be required to delay the development, commercialization and marketing of our products and scale back our business and operations.

## Cash Flows

The following table sets forth our primary sources and uses of cash for periods indicated:

| (Dollars in thousands)                                       | Nine Months Ended<br>September 30, |             |
|--|------------------------------------|-------------|
|  | 2017                               | 2016        |
| Cash provided by (used in):                                  |                                    |             |
| Operating activities   | \$ (73,469)                        | \$ (52,147) |
| Investing activities   | (10,835)                           | (88,793)    |
| Financing activities   | (2,740)                            | 210,506     |
| Effect of exchange rate changes on cash and cash equivalents | 184                                | 246         |
| Net increase (decrease) in cash and cash equivalents         | \$ (86,860)                        | \$ 69,812   |

To date, our operations have been primarily financed through the proceeds from related party promissory notes, the Convertible Notes and through equity issuances, including net cash proceeds from our IPO. In June 2016, we sold 6,900,000 shares of common stock at a price of \$14.00 per share, which includes 400,000 shares sold to the underwriter upon exercise of their overallotment option to purchase additional shares of our Company. We raised net proceeds of \$83.6 million from our IPO, after underwriting fees, discounts and commissions of \$4.9 million and other offering costs of \$8.1 million. In December 2016 we issued Convertible Notes to related party and others for aggregate net proceeds of \$102.7 million, \$9.9 million from Cambridge and \$92.8 million from others, respectively, after deducting underwriting discounts and commissions and offering costs of \$4.3 million.

## Operating Activities

Our cash flows from operating activities have been driven by rate of revenue, billings, and collections, the timing and extent of spending to support product development efforts, and enhancements to existing services, and the timing of general and administrative expenses as we grow our administrative infrastructure, and the continuing market acceptance of our solution.

In addition, our net loss in the nine months ended September 30, 2017 has been significantly greater than our use of cash for operating activities due to the inclusion of substantial non-cash charges.

Cash used in operating activities of \$73.5 million in the nine months ended September 30, 2017 was a result of our continued significant investments in research and development, sales and marketing, and increased expenses incurred as we became a public company, including costs associated with public company reporting and corporate governance requirements. In the nine months ended September 30, 2017, \$87.1 million, or 56.7% of our net loss of \$153.6 million consisted of non-cash items, including \$23.3 million of depreciation and amortization, a \$46.4 million net loss on related party equity investment, \$10.7 million of loss on sale of business and dissolution of business component, \$7.0 million deferred income taxes, net expense, a \$0.2 million provision for accounts receivable bad debts, \$0.7 million of inventory provision, and \$3.3 million amortization of debt discounts and deferred financing offering costs, partially offset by a \$0.2 million decrease in fair value of derivatives liability and \$4.1 million decrease in stock-based compensation.

Changes in working capital reduced cash \$7.0 million in the nine months ended September 30, 2017. The decrease in cash was primarily attributable to a \$1.0 million reduction in accounts payable, a \$4.1 million reduction in accrued and other current liabilities, a reduction of \$2.1 million in deferred revenue, an increase of \$2.0 million in deferred implementation costs, and an increase in prepaid expenses and other current assets of \$0.5 million. This was partially offset by an increase of \$2.1 million in related party payables, net, and decrease \$0.6 million of related party receivables, net.

Our net loss in the nine months ended September 30, 2016 has been significantly greater than our use of cash for operating activities due to the inclusion of substantial non-cash charges. Cash used in operating activities of \$52.1 million in the nine months ended September 30, 2016 was a result of our continued significant investments in research and development, sales and marketing, and increased expenses incurred as we became a public company, including costs associated with public company reporting and corporate governance requirements, and other expenses incurred to grow our business. In the nine months ended September 30, 2016, \$62.3 million, or 50.1% of our net loss of \$124.2 million consisted of non-cash items, including a \$49.0 million in stock-based compensation, \$23.0 million of depreciation and amortization, a \$7.9 million equity in net loss of a related party investment, a \$0.5 million provision for accounts receivable bad debts, a \$0.5 million inventory provision, and other non-cash expenses of \$0.1 million. The non-cash expenses were partially offset by non-cash income related to a deferred income tax benefit of \$18.8 million.

Cash used in operating activities in the nine months ended September 30, 2016 included a \$6.7 million increase in deferred implementation costs due to an increase in business activity associated with the growth of our business, \$4.3 million in payments to vendors, and a \$0.3 million increase in related party receivables, net. The cash used in operating activities was offset by a \$9.0 million decrease in accounts receivable, net attributable to the receipt of payments from our clients, a decrease in prepaid expenses and other current assets of \$4.9 million, a \$3.3 million increase in deferred revenue due to increased billings during the nine months ended September 30, 2016, a \$1.7 million increase in accrued expenses, and an increase in \$2.3 million in related party payables, net.

### ***Investing Activities***

Our primary investing activities have consisted of acquisitions to expand our features and functionality of NantHealth solutions and capital expenditures to develop our software as well as to purchase computer equipment and furniture and fixtures in support of expanding our infrastructure.

We used \$10.8 million of cash in investing activities in the nine months ended September 30, 2017 primarily comprised of \$12.5 million of purchases of equipment offset by \$1.7 million of cash consideration as an estimated working capital payment related to the AllScripts sale.

We used \$88.8 million of cash in investing activities in the nine months ended September 30, 2016, primarily comprised of \$79.4 million related to our acquisition of NaviNet, \$12.7 million of purchases of equipment and investments in our capitalized software, partially offset by consideration received related to acquisitions of \$1.9 million and proceeds from sale of marketable securities of \$1.3 million.

### ***Financing Activities***

Cash used in financing activities in the nine months ended September 30, 2017 of \$2.7 million was due to payment to tax authorities on the employees' behalf to satisfy withholding requirements on income earned from vested shares of the phantom unit plan.

Cash provided by financing activities in the nine months ended September 30, 2016 of \$210.5 million was primarily due to \$152.7 million in proceeds from the issuance of related party promissory notes, as well as \$83.6 million of proceeds from our initial public offering, net of underwriting discounts and commissions and offering expenses. In addition, cash provided by financing activities was also due to \$3.4 million in deemed capital contribution from our Chairman and CEO. These proceeds were partially offset by \$23.3 million of reductions in notes payable related to the NaviNet acquisition, and \$5.8 million payment to tax authorities on the employee's behalf to satisfy withholding requirements on income earned from vested shares.

### **Contractual Obligations, Commitments and Contingencies**

Other than the assignment of certain operating leases and license agreement with NorthShore to Allscripts related to the APA disclosed in Note 3, there have been no material changes during the nine months ended September 30, 2017 to our contractual obligations disclosed in our "Management's Discussion and Analysis of Financial Condition and Results of Operations" included in our Annual Report on Form 10-K for the year ended December 31, 2016.

### **New Accounting Pronouncements**

See Note 2, "Summary of Significant Accounting Policies" of accompanying Notes to Condensed Consolidated Financial Statements for a discussion of new accounting standards.

### **Off-Balance Sheet Arrangements**

During the periods presented, we did not have any off-balance sheet arrangements.

## Related Party Transactions

See Note 20 of the accompanying Condensed Consolidated Financial Statements for a discussion of related party transactions.

## Critical Accounting Policies and Significant Judgments and Estimates

This Management's Discussion and Analysis of our Financial Condition and Results of Operations is based on our Condensed Consolidated Financial Statements, which we have prepared in accordance with accounting principles generally accepted in the United States. The preparation of our financial statements requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of our financial statements, as well as the reported revenues and expenses during the reported periods. We evaluate these estimates and judgments on an ongoing basis. We base our estimates on historical experience and on various other factors that we believe are reasonable under the circumstances, the results of which form the basis for making judgments about the carrying value of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions or conditions. Except for the accounting policy below, we believe the critical accounting policies and estimates discussed in the "Management's Discussion and Analysis of Financial Condition and Results of Operations" section of our Annual Report on 10-K that was filed with the SEC on March 31, 2017, reflect our more significant judgments and estimates used in the preparation of the Condensed Consolidated Financial Statements. There have been no significant changes to our critical accounting policies and estimates as disclosed in our 10-K.

### *Revenue Recognition*

Revenue is recognized when persuasive evidence of an arrangement exists, services or products have been provided to the client, fees are fixed or determinable, and collectability is reasonably assured. While most of our arrangements include short-term payment terms, we on occasion provide payment terms to clients in excess of one year from the date of contract signing. We do not recognize revenue for arrangements containing these extended payment terms until such payments become due. Certain of our customer arrangements allow for termination for convenience with advanced notice. Such termination rights do not allow for refunds other than prepaid PCS or other services. These provisions do not affect the recognition of revenue. We also have certain arrangements which allow for termination and refunds of fees in the event that software acceptance by the customer has not occurred. In these instances, we will defer all revenue until software acceptance has occurred.

The sequencing and molecular analysis revenue is primarily generated from payments received from commercial third-party payors, hospitals and other provider networks and patients. We report revenue from arrangements with these customers on a gross basis in accordance with FASB ASC No. 605-45, Principal Agent Considerations. We recognize revenue from these arrangements when all revenue recognition criteria have been met or on a cash basis when it cannot conclude that the fees are fixed or determinable and collectability is reasonably assured. We use judgment in our assessment of whether the fees are fixed or determinable and whether collectability is reasonably assured in determining when to recognize revenue in the future as it continues to gain payment experience with our customers. Accordingly, we expect to recognize revenue on a cash basis when we cannot conclude that the fees from a particular customer are fixed or determinable and collectability is reasonably assured until it has a sufficient history to reliably estimate payment patterns from such customer.

We engage in various multiple-element arrangements, which may generate revenue across any of the sources noted above. For multiple-element software arrangements that involve the sale of our proprietary software, PCS, and other software-related services, VSOE of fair value is required to allocate and recognize revenue for each element. VSOE of fair value is determined based on the price charged in which each deliverable is sold separately. We have established VSOE for PCS on certain of our software solutions using the Stated Renewal Method. In this instance, we have determined that our stated renewals are substantive and appropriate for use in the Stated Renewal Method. We have not yet established VSOE of fair value for any element other than PCS for our arrangements. In situations where VSOE of fair value exists for PCS but not a delivered element (typically the software license and services elements), the residual method is used to allocate revenue to the undelivered element equal to its VSOE value with the remainder allocated to the delivered elements. In situations in which VSOE of fair value does not exist for all of the undelivered software-related elements, revenue is deferred until only one undelivered element remains (typically the PCS element) and then recognized following the pattern of delivery of the final undelivered element. Our multiple element arrangements typically provide for renewal of PCS terms upon expiration of the original term. The amounts of these PCS renewals are recognized as revenue ratably over the specified PCS renewal period.

For non-software arrangements that include multiple elements, primarily consisting of our SaaS agreements, revenue recognition involves the identification of separate units of accounting after consideration of combining and/or segmenting contracts and allocation of the arrangement consideration to the units of accounting on the basis of their relative selling price. The selling price used for each deliverable is based on VSOE of fair value, if available, third party evidence, or TPE, of fair value if VSOE is not available, or our best estimate of selling price if neither VSOE nor TPE is available. In determining the units of accounting for these arrangements, we evaluate whether each deliverable has standalone value as defined in the Financial Accounting Standards Board's guidance. Our SaaS arrangements are treated as a single unit of accounting as the professional services do not have standalone value. As a result, we recognize initial system implementation and deployment fees ratably over a period of time from when the system implementation or deployment services are completed and accepted by the customer over the longer of the life of the agreement or the estimated customer life. SaaS revenue consists of revenue earned from clients (typically on a monthly basis) for use of our subscription or license-based solutions and services. We recognize revenue from such contracts ratably over the contract period.

If an arrangement to deliver software requires significant production, modification or customization of the licensed software, we account for the arrangement as a construction-type contract. Currently we recognize revenue for these arrangements using the completed-contract method as it does not currently have sufficient information to reliably estimate the percentage of completion for these projects. We consider these arrangements to be substantially complete upon the clients' acceptance of the software and related professional services and consistently apply this policy to all contract accounting arrangements.

Transaction processing fees are recognized on a monthly basis based on the number of transactions processed and the fee per transaction.

Revenue derived from reseller arrangements is recognized when the resellers, in turn, sell the software solution to their clients and installation of the software solution has occurred, provided all other revenue recognition criteria are met. This is commonly referred to as the sell-through method and we defer recognition until there is a sell-through by the reseller to an actual end user clients and acceptance by the end user has occurred.

### **Stock-Based Compensation**

We account for stock based compensation arrangements granted to employees in accordance with ASC 718 "*Compensation: Stock Compensation*", by measuring the grant date fair value of the award and recognizing the resulting expense over the period during which the employee is required to perform service in exchange for the award.

We account for stock based compensation arrangements issued to non-employees using the fair value approach prescribed by ASC 505-50 "*Equity-Based Payments to Non-Employees*". The value of non-employee stock based compensation is re-measured at the end of each reporting period until the award vests and is recognized as stock based compensation expense over the period during which the non-employee provides the services.

Stock based compensation expense for both employee and non-employee awards is recognized on a straight-line basis over the appropriate service period for awards that are only subject to service conditions and is recognized using the accelerated attribution method for awards that are subject to performance conditions. Stock based compensation expense is only recognized for awards subject to performance conditions if it is probable that the performance condition will be achieved.

All excess tax benefits and tax deficiencies are recognized as income tax benefit or expense in the income statement as discrete items in the reporting period in which they occur, and such tax benefits and tax deficiencies are not included in the estimate of an entity's annual effective tax rate, applied on a prospective basis. The recognition of excess tax benefits is not deferred until the benefit is realized through a reduction to taxes payable. When we apply the treasury stock method, in calculating diluted earnings per share, excess tax benefits, if applicable, are excluded and deficiencies from the calculation of assumed proceeds since such amounts are recognized in the income statement. Excess tax benefits if applicable, are classified as operating activities in the same manner as other cash flows related to income taxes on the statement of cash flows. We have elected to account for forfeitures when they occur. Cash paid by us when directly withholding shares for tax withholding purposes is classified as a financing activity in the Statement of Cash Flows.

### **Profits Interest Plan**

On December 3, 2013, we adopted the Profits Interests Plan and reserved an aggregate of 63.8 million Series C units for issuance to our associates, consultants and contractors in consideration for bona fide services provided.

The Series C units were considered profits interests of us and did not entitle their holders (the "Series C members") to receive distributions if we were liquidated immediately after the grant. Instead, the Series C members were entitled to receive an allocation of a portion of our profits and losses arising after the date of the grant and, subject to vesting conditions, distributions made of a portion of our profits arising after the grant date of the Series C units. Grants of the Series C units were either fully vested, partially vested, or entirely unvested at the time of the grant as determined by our Board of Directors.

Series C members will not be entitled to receive any distributions until our aggregate distributions exceeded a hurdle amount applicable to those Series C units. The hurdle amount for each grant was determined by the Board of Directors at the date of issuance of such units. After all other members received their applicable hurdle amount, the Series C members were entitled to receive their percentage interest of such excess distributions.

Prior to the LLC Conversion on June 1, 2016, we had 3.5 million Series C units outstanding. Upon the LLC Conversion on June 1, 2016, we issued 28,973 shares of common stock to holders of vested Series C units and 10,462 shares of restricted stock to holders of unvested Series C units. The shares of restricted stock issued to holders of unvested profits interest are subject to forfeiture until becoming fully vested in accordance with the terms of the original Series C unit grant agreements.

Stock compensation expense for the Series C units/restricted stock issued to the nonemployees is calculated based on the fair value of the award on each balance sheet date and the attribution of that cost is being recognized ratably over the vesting period.

### ***Phantom Unit Plan***

On March 31, 2015, we approved the Phantom Unit Plan. The maximum number of phantom units that may be issued under the Phantom Unit Plan is equal to 11.6 million minus the number of issued and outstanding Series C units. As of September 30, 2017, we had 1.7 million phantom units outstanding under the Phantom Unit Plan. Each grant of phantom units made to a participant under the Phantom Unit Plan vests over a defined service period, subject to completion of a liquidity event, and is subject to forfeiture upon termination of the participant's continuous service to us for any reason. Our IPO satisfied the liquidity event condition, and the phantom units now entitle their holders to cash or non-cash payments in an amount equal to the number of vested units held by that participant multiplied by the fair market value of our common stock, as determined by our board of directors.

We intend to settle all vested phantom unit payments held by United States-based participants in shares of our common stock and classified these awards as equity awards in our Condensed Consolidated Balance Sheet. Awards held by participants who are based outside of the United States will be settled in cash and are classified within accrued and other current liabilities on our Condensed Consolidated Balance Sheets as of September 30, 2017 and December 31, 2016. In order to satisfy payroll withholding tax obligations triggered by the issuance of shares of common stock to holders of vested phantom units, we issue recipients a net lower number of shares of common stock to satisfy tax withholding obligations, and remitted a cash payment for the related withholding taxes. During the nine months ended September 30, 2017, we issued 0.7 million shares of common stock, after withholding \$0.4 million shares to satisfy tax withholding obligations. We made a cash payment of \$2.7 million to cover employee withholding taxes and employer payroll taxes upon the settlement of these vested phantom units. We also paid \$0.3 million to cash-settle 59 thousand vested phantom units held by participants of the Phantom Unit Plan based outside of the United States.

### ***Change in fair value of derivative liability***

We have classified the interest make-whole provision of our convertible notes due 2021 issued in December 2016 as a derivative liability that is recorded at fair value. This derivative liability is subject to re-measurement at each balance sheet date and we recognize any change in fair value in our Condensed Consolidated Statements of Operations and Comprehensive Loss as a change in fair value of the derivative liability. The change in the fair value of this derivative liability of \$0.2 million for the nine months ended September 30, 2017 is due primarily to the change in the value of our common stock from December 31, 2016 to September 30, 2017.

### ***Income taxes***

We apply an estimated annual effective tax rate ("AETR") approach for calculating a tax provision for interim periods. Significant management judgment is required in determining our provision for income taxes, our deferred tax assets and liabilities, tax contingencies, unrecognized tax benefits, and any required valuation allowance, including taking into consideration the probability of the tax contingencies being incurred. Management assesses this probability based upon information provided to us by our tax advisers, our legal advisers and similar tax cases. If at a later time our assessment of the probability of these tax contingencies changes, our accrual for such tax uncertainties may increase or decrease.



### **Utilization of Net Operating Loss Carryforwards**

As of December 31, 2016 we had federal, state and foreign income tax NOL carryforwards of approximately \$238.9 million, \$169.8 million and \$2.6 million, respectively, available to offset taxable income in tax year 2017 and thereafter. The federal NOL's will start to expire in year 2023.

Under Sections 382 and 383 of the Code, if a corporation undergoes an "ownership change" (generally defined as a greater than 50% change (by value) in its equity ownership over a three-year period), the corporation's ability to use its pre-change net operating loss carry forwards and other pre-change tax attributes to offset its post-change income may be limited. We believe that we have recently undergone one or more ownership changes. The above NOL amounts do not include the NOLs expected to expire before they can be utilized under Section 382.

The occurrence of such ownership changes could limit our ability to utilize our NOLs and possibly other tax attributes. Limitations imposed on our ability to use NOLs and other tax attributes to offset future taxable income could cause us to pay U.S. federal income taxes earlier than we otherwise would if such limitations were not in effect. Any further ownership change also could cause such NOLs and other tax attributes to expire unused, thereby reducing or eliminating the benefit of such NOLs and other tax attributes to us and adversely affecting our future cash flows.

In addition, we may determine that varying state laws with respect to NOL utilization may result in lower limits, or an inability to utilize NOLs in some states altogether, which could result in us incurring additional state income taxes. In the event that state law results in lower limits, or an inability to utilize loss carryforwards, or we become subject to federal alternative minimum tax, this could adversely affect our future cash flows.

### **Business Combinations**

We account for business combinations using the acquisition method of accounting. Under the acquisition method, assets acquired and liabilities assumed are recorded at their respective fair values as of the acquisition date. Any excess of the purchase price over the estimated fair values of the net assets acquired is recorded as goodwill. We routinely monitor the factors impacting the acquired assets and liabilities. Transaction related costs are expensed as incurred. The operating results of the acquired business are reflected in our condensed consolidated financial statements as of the acquisition date.

### **Software Developed for Internal Use**

We account for the costs of computer software obtained or developed for internal use in accordance with FASB ASC 350, "*Intangibles — Goodwill and Other*" ("ASC 350"). Computer software development costs are expensed as incurred, except for internal use software that qualify for capitalization as described below, and include employee related expenses, including salaries, benefits and stock-based compensation expenses; costs of computer hardware and software; and costs incurred in developing features and functionality. These capitalized costs are included in property and equipment on the Condensed Consolidated Balance Sheets. We expense costs incurred in the preliminary project and post implementation stages of software development and capitalize costs incurred in the application development stage and costs associated with significant enhancements to existing internal use software applications. Software costs are amortized using the straight-line method over an estimated useful life of three years commencing when the software project is ready for its intended use.

### **Goodwill and Intangible Assets**

Goodwill acquired in a business combination and determined to have an indefinite useful life is not amortized but is tested for impairment annually as of October 1 or between annual tests when an impairment indicator exists. In the event there is a change in reporting units or segments, we will test for impairment at the reporting unit. A component of an operating segment is a reporting unit if the component constitutes a business for which discrete financial information is available and segment management regularly reviews the operating results of that component.

As part of the annual impairment test, we may conduct an assessment of qualitative factors to determine whether it is more likely than not that the fair value of a reporting unit is less than its carrying amount. In a qualitative assessment, we would consider the macroeconomic conditions, including any deterioration of general conditions, industry and market conditions, including any deterioration in the environment where the reporting unit operates, increased competition, changes in the products/services and regulator and political developments; cost of doing business; overall financial performance, including any declining cash flows and performance in relation to planned revenues and earnings in past periods; other relevant reporting unit specific facts, such as changes in management or key personnel or pending litigation, and events affecting the reporting unit, including changes in the carrying value of net assets.

If an optional qualitative goodwill impairment assessment is not performed, we are required to determine the fair value of each reporting unit. If a reporting unit's fair value is lower than its carrying value, we must determine the amount of implied goodwill that would be established if the reporting unit was hypothetically acquired on the impairment test date. If the carrying amount of a reporting unit's goodwill exceeds the amount of implied goodwill, we would record an impairment loss equal to the excess.

The determination of fair value of a reporting unit is based on a combination of a market approach that considers benchmark company market multiples and an income approach that uses discounted cash flows for each reporting unit utilizing Level 3 inputs. Under the income approach, we determine the fair value based on the present value of the most recent income projections for each reporting unit and calculates a terminal value utilizing a terminal growth rate. The significant assumptions under this approach include, among others: income projections, which are dependent on sales to new and existing clients, new solution introductions, client behavior, competitor pricing, operating expenses, the discount rate and the terminal growth rate. The cash flows used to determine fair value are dependent on a number of significant management assumptions based on historical experience, expectations of future performance, and the expected economic environment. Estimates are subject to change given the inherent uncertainty in predicting future results. Additionally, the discount rate and the terminal growth rate are based on judgment of the rates that would be utilized by a hypothetical market participant.

Accounting guidance requires that definite-lived intangible assets be amortized over their respective estimated useful lives and reviewed for impairment whenever events or changes in circumstances indicate that their carrying amounts may not be recoverable. We estimate the useful lives of the intangible assets and ratably amortize the value over the estimated useful lives of those assets. If the estimates of the useful lives change, we will amortize the remaining book value over the remaining useful lives or, if an asset is deemed to be impaired, a write-down of the value of the asset to its fair value may be required at such time.

### ***Investment in Related Party***

Investment in and advances to a related party in which we have a substantial ownership interest of approximately 20% to 50%, or for which we exercise significant influence but not control over policy decisions, are accounted for by the equity method. An investment in a limited liability company that is similar to a partnership is also accounted for under the equity method if more than minor influence over the operation of the investee exists (generally through more than 3-5% ownership). As part of that accounting, we recognize gains and losses that arise from the issuance of stock by a related party that results in changes in the proportionate share of the dollar amount of the related party's equity.

The investment in related party is assessed for possible impairment when events indicate that the fair value of the investment may be below the carrying value. When such a condition is deemed to be other than temporary, the carrying value of the investment is written down to its fair value, and the amount of the write-down is included in net loss. In making the determination as to whether a decline is other than temporary, we consider such factors as the duration and extent of the decline, the investee's financial performance, and our ability and intention to retain the investment for a period that will be sufficient to allow for any anticipated recovery in the investment's market value. The new cost basis of the investment is not changed for subsequent recoveries in fair value.

In the case of our related party investee, NantOmics, a privately held limited liability company, the fair value of our equity method investment is estimated using the income approach. The income approach utilizes a discounted cash flow model incorporating management's expectations of the investee's future revenue, operating expenses, and earnings before interest, taxes, depreciation and amortization, capital expenditures and an anticipated tax rate ("EBITDA"). The related cash flow forecasts are discounted using an estimated weighted average cost of capital ("WACC") at the date of valuation.

We base our assumptions on projected financial information that we believe is reasonable, but those assumptions require judgment and are forward looking in nature. However, actual results may differ materially from those projections. The most impactful assumptions would include estimated revenues, estimated EBITDA margins and the WACC. For example, if NantOmics' revenues were subsequently materially lower than expected, if significant adverse changes were to occur in its operating environment, if a significant increase in the discount rate were to be needed, and/or if changes in other assumptions were to happen, our estimate of the fair value of our equity investment in NantOmics could change materially.

Qualitative matters that may impact our estimates of the fair value of our equity investment in NantOmics include assumptions regarding the timing and ramp of provider, payer and pharma adoption of genomic and proteomic tests, accompanying market pricing pressures on our GPS Test and resultant impact on amounts owed by us under a reseller arrangement to NantOmics, potential success of alternate diagnostic testing solutions from competitors, regulatory impacts, technological shifts and advances in diagnostic testing for cancer, and laboratory operational matters that may impact NantOmics' ability to deliver its services in sufficient scale.

At June 30, 2017 and at December 31, 2016, as a result of our analysis of the estimated fair value of our investment, we recorded an other than temporary impairment on our equity method investment in NantOmics of \$36.0 million and \$29.8 million, respectively. We based our assumptions on projected financial information that we believe is reasonable; however, actual results may differ materially from those projections. It is reasonably possible that the estimate of the impairment will change in the near term if future NantOmics revenues are materially lower than expected; if future EBITDA margins are materially lower than expected; and/or, if we were to determine that the WACC used in a future discounted cash flow model would need to be significantly increased. These three estimates represent the most significant drivers of the estimated fair value of the discounted cash flow model. To demonstrate, as of June 30, 2017, while holding all other estimates in our estimated discounted cash flow model constant, a 100 basis point decline in our discrete and terminal period revenue growth rate and EBITDA margins, and a 100 basis point increase in the WACC used in the model would have resulted in respective increases in the other than temporary impairment of \$18.0 million, \$7.0 million, and \$20.0 million, respectively, on our equity method investment in NantOmics.

Differences between the carrying value of an equity investment and its underlying equity in the net assets of the related party are assigned to the extent practicable to specific assets and liabilities based on our analysis of the various factors giving rise to the difference. When appropriate, our share of the related party's reported earnings is adjusted quarterly to reflect the difference between these allocated values and the related party's historical book values.

#### ***JOBS Act***

On April 5, 2012, the Jumpstart Our Business Startups Act of 2012, or the JOBS Act, was enacted. Section 107 of the JOBS Act provides that an "emerging growth company" can take advantage of the extended transition period provided in Section 7(a)(2)(B) of the Securities Act for complying with new or revised accounting standards. In other words, an "emerging growth company" can delay the adoption of certain accounting standards until those standards would otherwise apply to private companies. We have irrevocably elected not to avail ourselves of this extended transition period and, as a result, we adopt new or revised accounting standards on the relevant dates on which adoption of such standards is required for other public companies. Subject to certain conditions set forth in the JOBS Act, as an "emerging growth company," we intend to rely on certain exemptions and reduced reporting requirements provided by the JOBS Act, including those relating to (i) providing an auditor's attestation report on our system of internal control over financial reporting pursuant to Section 404(b) of the Sarbanes-Oxley Act and (ii) complying with any requirement that may be adopted by the Public Company Accounting Oversight Board regarding mandatory audit firm rotation or a supplement to the auditor's report providing additional information about the audit and the financial statements, known as the auditor discussion and analysis. We will remain an "emerging growth company" until the earliest of (i) the last day of our first fiscal year in which we have total annual gross revenues of \$1 billion or more, (ii) the date on which we are deemed to be a "large accelerated filer" under the rules of the SEC with at least \$700 million of outstanding equity securities held by non-affiliates, (iii) the date on which we have issued more than \$1 billion in non-convertible debt during the previous three years, or (iv) the last day of our fiscal year following the fifth anniversary of the date of the completion of our initial public offering.

### **Item 3. Quantitative and Qualitative Disclosures About Market Risk**

#### ***Interest Rate Risk***

As of September 30, 2017, we had \$73.5 million in cash and cash equivalents which were held for working capital purposes. Our cash and cash equivalents are comprised primarily of mutual funds listed on active exchanges, U.S. treasury securities, money market funds, and cash held in FDIC - insured institutions. We do not enter into investments for trading or speculative purposes. We believe that our exposure to interest rate risk is not significant and a 100 basis point movement in market interest rates would not have a significant impact on the total value of our portfolio.

As of September 30, 2017, our issued Convertible Notes had an aggregate principal amount of \$107.0 million and our NantCapital Note had an aggregate principal amount of \$112.7 million. Since the notes bear interest at fixed rates, we believe we have no financial statement risk or interest rate risk associated with changes in interest rates with respect to such notes.

#### ***Credit Risk***

Our cash equivalents and our portfolio of marketable securities are subject to market risk due to changes in interest rates. Fixed rate securities may have their market value adversely affected due to a rise in interest rates, while floating rate securities may produce less income than expected if interest rates fall. Due in part to these factors, our future investment income may fall short of expectations due to changes in interest rates or we may suffer losses in principal if we are forced to sell securities that decline in market value due to changes in interest rates.

**NantHealth, Inc.**  
**Condensed Consolidated Statements of Operations**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

***Foreign Currency Risk***

We maintain offices in the United Kingdom and have selected clients in the United Kingdom, Europe, the Middle East and Southeast Asia. However, due to the low volume of activity outside the United States, the foreign currency risk is minimal. The effect of a 10% adverse change in exchange rates on foreign currency denominated cash and payables as of September 30, 2017 would not have been material. However, fluctuations in currency exchange rates could harm our business in the future.

**Item 4. Controls and Procedures**

**Disclosure Controls and Procedures**

Under the supervision and with the participation of our management, including the Chief Executive Officer and Chief Financial Officer, we conducted an evaluation of the effectiveness of our disclosure controls and procedures (as such term is defined in Rules 13a-15(e) and 15d-15(e) under the Exchange Act) as of the end of the period covered by this report. Our disclosure controls and procedures are designed to ensure that information required to be disclosed in the reports we file or submit under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and forms and that such information is accumulated and communicated to management, including the Chief Executive Officer and Chief Financial Officer, to allow timely decisions regarding required disclosure. Management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving their objectives and management necessarily applies its judgment in evaluating the cost-benefit relationship of possible controls and procedures. Based on such evaluation, our Chief Executive Officer and Chief Financial Officer have concluded that, as of such date, our disclosure controls and procedures were effective at the reasonable assurance level.

**Changes in Internal Control Over Financial Reporting**

There were no changes to our internal control over financial reporting that occurred during the quarter ended September 30, 2017 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

**PART II—OTHER INFORMATION**

**Item 1. Legal Proceedings**

We are from time to time subject to claims and litigation that arise in the ordinary course of our business. We intend to defend vigorously any such litigation that may arise under all defenses that would be available to us. Except as discussed below, in the opinion of management, the ultimate outcome of proceedings of which management is aware, even if adverse to us, would not have a material adverse effect on our Condensed Consolidated Financial Condition or Results of Operations. Regardless of the outcome, litigation can have an adverse impact on us because of defense and settlement costs, diversion of management resources and other factors.

**Securities Litigation**

In March 2017, a number of putative class action securities complaints were filed in U.S. District Court for the Central District of California, naming as defendants the Company and certain of our executive officers and directors. These complaints have been consolidated with the lead case captioned *Deora v. NantHealth, Inc.*, 2:17-cv-01825. In June 2017, the lead plaintiffs filed an amended consolidated complaint, which generally alleges that defendants violated federal securities laws by making material misrepresentations in NantHealth's initial public offering registration statement and in subsequent public statements. In particular, the complaint refers to various third-party articles in alleging that defendants misrepresented NantHealth's business with the University of Utah, donations to the university by non-profit entities associated with our founder Dr. Soon-Shiong, and orders for GPS Cancer. The lead plaintiffs seek unspecified damages and other relief on behalf of putative classes of persons who purchased or acquired NantHealth securities in the IPO or on the open market from June 1, 2016 through May 1, 2017. Defendants have filed a motion to dismiss. The Company believes that the claims lack merit and intend to vigorously defend the litigation.

**NantHealth, Inc.**  
**Condensed Consolidated Statements of Operations**  
(Dollars in thousands, except per share amounts)  
(Unaudited)

In May 2017, a putative class action complaint was filed in California Superior Court, Los Angeles County, asserting claims for violations of the Securities Act based on allegations similar to those in Deora. That case is captioned Bucks County Employees Retirement Fund v. NantHealth, Inc., BC 662330. The parties have agreed to a stay of the case pending resolution of the motion to dismiss in the federal Deora case. The Company believes that the claims lack merit and intends to vigorously defend the litigation.

In August 2017, a putative shareholder derivative action was filed in California Superior Court, Los Angeles County, captioned Engleman v. Soon-Shiong, et al., BC 671261. The complaint contains allegations similar to those in Deora, but asserts causes of action on behalf of NantHealth against various of the Company's current or former directors and officers for alleged breaches of fiduciary duty, abuse of control, gross mismanagement, and unjust enrichment. The Company is named solely as a nominal defendant. The Company has filed a motion to dismiss the case based on a provision in the Company's corporate charter requiring derivative actions to be brought in Delaware. The Company believes that the claims lack merit and intends to vigorously defend the litigation.

The monetary and other impact of these actions may remain unknown for substantial periods of time. The cost to defend, settle or otherwise resolve these matters may be significant and divert management's attention. We cannot assure you that we will prevail in these lawsuits. If we are ultimately unsuccessful in these matters, we could be required to pay substantial amounts which might materially adversely affect our business, operating results and financial condition.

## **Item 1A. Risk Factors**

Investing in our common stock involves a high degree of risk. You should carefully consider the risks described below, as well as all other information included in this Quarterly Report on Form 10-Q, including our financial statements and the related notes and the section titled "Management's Discussion and Analysis of Financial Condition and Results of Operations" any of which may be relevant to decisions regarding investment in or ownership of our common stock. Our future operating results may vary substantially from anticipated results due to a number of risks and uncertainties, many of which are beyond our control. The risks and uncertainties described below are not the only ones we face. Additional risks and uncertainties that we are unaware of, or that we currently believe are not material, may also become important factors that affect us. The following discussion highlights some of these risks and uncertainties and the possible impact of these risks on future results of operations. If any of the following risks actually occurs, our business, financial condition, operating results, prospects and ability to accomplish our strategic objectives could be materially harmed. As a result, the trading price of our common stock could decline and you could lose all or part of your investment. Additional risks and uncertainties not presently known to us or that we currently deem immaterial may also impair our business operations and the market price of our common stock.

### **Risks related to our business approach**

***We are an early, commercial-stage company attempting to integrate a complex learning system to address a wide range of healthcare issues, and we may not be successful in doing so.***

We are an early, commercial-stage company with a business model based upon a novel approach to healthcare. NantHealth solutions are designed to address many of the key challenges healthcare constituents face by enabling them to acquire and store genomic and proteomic data, combine diagnostic inputs with phenotypic and cost data, analyze datasets, securely deliver that data to providers in a clinical setting to aid selection of the appropriate treatments, monitor patient biometric data and progression on a real-time basis, and demonstrate improved patient outcomes and costs. Integration across our systems infrastructure and platforms may take longer than we expect, or may never occur at all.

We have engaged and may in the future engage in the acquisition or disposition of other companies, technologies, and businesses which could divert our management's attention, result in additional dilution to our stockholders and otherwise disrupt our operations and harm our operating results. We have also recently announced a plan including organizational efficiency initiatives and other cost reduction opportunities that will allow us to focus on our core competencies of genomic sequencing, clinical decision support, connected care and payer engagement. For example, we reduced our personnel by 75 employees. Such measures may impair our ability to invest in developing, marketing and selling new and existing products. Furthermore, if our efficiency and cost reduction efforts are unsuccessful, our cash position could be negatively impacted and we may, among other things, be required to seek additional sources of financing.

Additionally, we have not yet completed the integration of NaviNet business, technologies and service offering into our operations. We may not be able to integrate this new business, technologies and services offerings into our operations effectively or at all. Additionally, we may be unable to extract the synergies or benefits that we currently expect from these business, technologies and service offerings.

Due to the above factors, it may take longer than we expect, or we may never be able, to fully integrate our system as planned. If our integration efforts are not successful we may not be able to attract new clients and to expand our offerings to existing clients.

***The success of NantHealth solutions is dependent upon the robustness of the information we and others input into the system to achieve maximum network effects, and if we are unable to amass and input the requisite data to achieve these effects, our business will be adversely affected.***

NantHealth solutions become more valuable as more accurate and clinically relevant information is integrated into them, and our ultimate outputs and recommendations to a patient, provider or payor are therefore highly dependent on the information that is input into our system. As a result, we will need to consistently and continuously have access to and integrate the most medically relevant and cutting edge clinical data and research studies with patient-specific real-time genomic and proteomic sequences and biometric data. To have access to biometric data in particular, we rely on patients, provider and payors to adopt devices that are compatible with our systems and they may not adopt such devices on a scale or at a rate sufficient to support our offerings or at all. Further, to have access to certain other data points, we rely in part on third parties to develop applications to generate more data to be integrated into NantHealth solutions. These third parties may never develop applications compatible with our software solutions or may develop them at a slower rate than our ability to address shifts in healthcare. To the extent we are unable to amass enough data, keep an inflow of current and continuous data or integrate and access the data we currently have to continue to populate NantHealth solutions, the network effects we expect will not be fully realized and our business may be adversely affected.

***We may be unable to appropriately allocate our financial and human resources across our broad array of product and service offerings.***

We have a broad array of product and service offerings. Our management team is responsible for allocating resources across these products and services, and may forego or delay pursuit of opportunities with certain products or services that later prove to have greater commercial potential. In August 2017, we announced a comprehensive restructuring plan that includes a wide range of organizational efficiency initiatives and other cost reduction opportunities. Our resource allocation decisions may cause us to fail to capitalize on attractive products or services or market opportunities. Our spending on current and future research and development programs and future products or services may not yield commercially viable products or services, or may fail to optimize the anticipated network effects of NantHealth solutions. If our management team is unable to appropriately prioritize the allocation of our resources among our broad range of products and services in an efficient manner, our business may be adversely affected.

#### **Risks related to our financial condition and capital requirements**

***We have a limited operating history, which may make it difficult to evaluate our current business and predict our future performance.***

We were organized as a limited liability company in Delaware and began operations in 2010. In June 2016, we converted to a Delaware corporation. Additionally, our business has operated as part of the larger NantWorks LLC, or NantWorks group of affiliated companies. Our limited independent operating history, particularly in light of the increasingly complex and rapidly evolving healthcare and technology markets in which we operate, may make it difficult to evaluate our current business and predict our future performance. In addition, we have acquired numerous companies or businesses over the past three years, including certain assets of NaviNet, and recently sold our provider/patient engagement solutions business to Allscripts. We have had limited experience operating these businesses as a whole and as such, it may be difficult to evaluate our current business and predict our future operating performance. In light of the foregoing, any assessment of our profitability or prediction about our future success or viability is subject to significant uncertainty. We have encountered and will continue to encounter risks and difficulties frequently experienced by early, commercial-stage companies in rapidly evolving industries. If we do not address these challenges successfully, our business results will suffer.

***We have a history of significant losses, which we expect to continue, and we may never achieve or sustain profitability in the future.***

We have incurred significant net losses in each fiscal year since inception and expect to continue to incur net losses for the foreseeable future. We experienced net losses of \$184.1 million, \$72.0 million during the years ended December 31, 2016 and 2015, respectively, and \$42.4 million and \$153.6 million for the three and nine months ended September 30, 2017, respectively. As of September 30, 2017, we had an accumulated deficit of \$671.6 million. The losses and accumulated deficit were primarily due to the substantial investments we made to grow our business and enhance our systems infrastructure and platforms. We have grown our business through research and development and the acquisition of assets, businesses and customers. We anticipate that our operating expenses will increase substantially in the foreseeable future as we seek to continue to grow our business, including through strategic acquisitions, and build and further penetrate our client base and develop our product and service offerings, including GPS Cancer. These efforts may prove more expensive than we currently anticipate, and we may not succeed in increasing our revenue sufficiently to offset these higher expenses.

Our prior losses, combined with our expected future losses, have had and will continue to have an adverse effect on our stockholders' equity and working capital. We expect to continue to incur operating losses for the foreseeable future and may never become profitable on a quarterly or annual basis, or if we do, we may not be able to sustain profitability in subsequent periods. Our failure to achieve and sustain profitability in the future would negatively affect our business, financial condition, results of operations and cash flows, and could cause the market price of our common stock to decline.

***We may need to raise additional capital to fund our existing operations, develop our solutions, commercialize new products and expand our operations.***

Based on our current business plan, we believe the net proceeds from our Convertible Notes offering, together with our current cash, cash equivalents, marketable securities, and our ability to borrow from affiliated entities, will be sufficient to meet our anticipated cash requirements over at least the next 12 months. If our available cash balances and anticipated cash flow from operations are insufficient to satisfy our liquidity requirements, we may seek to sell common or preferred equity or convertible debt securities, enter into a credit facility or another form of third-party funding, or seek other debt financing.

***We may consider raising additional capital in the future to expand our business, to pursue strategic investments, to take advantage of financing opportunities, or for other reasons, including to:***

- increase our sales and marketing efforts to drive market adoption of NantHealth solutions (including GPS Cancer and NantHealth software solutions);
- address competitive developments;
- fund development and marketing efforts of any future platforms and solutions;
- expand adoption of GPS Cancer and eviti platform solutions into critical illnesses outside of oncology;
- acquire, license or invest in complimentary businesses, technologies or service offerings; and
- finance capital expenditures and general and administrative expenses.
- Our present and future funding requirements will depend on many factors, including:
  - our success in driving adoption of GPS Cancer;
  - our success in making GPS cancer reimbursable by payors;
  - our ability to achieve revenue growth;
  - the cost of expanding our products and service offerings, including our sales and marketing efforts;
  - our ability to achieve interoperability across all of our acquired businesses, technologies and service offerings to deliver networking effects to our clients;
  - the effect of competing technological and market developments;
  - costs related to international expansion; and
  - the potential cost of and delays in product development as a result of any regulatory oversight applicable to our products.

The various ways we could raise additional capital carry potential risks. If we raise funds by issuing equity securities, dilution to our stockholders could result. Any equity securities issued also could provide for rights, preferences or privileges senior to those of holders of our common stock. If we raise funds by issuing debt securities, those debt securities would have rights, preferences and privileges senior to those of holders of our common stock. The terms of debt securities issued or borrowings pursuant to a credit agreement could impose significant restrictions on our operations.

***We are involved in pending securities litigation and an adverse resolution of such litigation may adversely affect our business, financial condition, results of operations and cash flows.***

The Company has been named as a defendant in lawsuits arising out of our initial public offering and later public statements. In March 2017, a number of putative class action securities complaints were filed in U.S. District Court California, naming as defendants the Company and certain of our executive officers and directors. Certain plaintiffs also named as defendants are investment banks who were underwriters in our initial public offering. The complaints generally allege that defendants made material misstatements and omissions in violation of the federal securities laws. The outcomes of litigation are difficult to predict. Plaintiffs may seek recovery of a substantial amount. The monetary and other impact of this action may remain unknown for substantial periods of time. The cost to defend, settle or otherwise resolve this matter may be significant and divert management's attention from the operations of the Company. We cannot assure you that we will prevail in this lawsuit. If we are ultimately unsuccessful in this matter, we could be required to pay substantial amounts which might materially adversely affect our business, operating results and financial condition. For additional information, see Part II, Item 1, Legal Proceedings.

**Risks related to our sequencing and molecular analysis solutions, including GPS Cancer**

***We may not be able to generate sufficient revenue from our sequencing and molecular analysis solutions, including GPS Cancer, or our relationships with sequencing and molecular analysis customers, to achieve and maintain profitability.***

We believe our commercial success depends significantly upon our ability to successfully market and sell our sequencing and molecular analysis solutions, including GPS Cancer, to continue to expand our current relationships and develop new relationships with physicians, self-insured employers, payors and healthcare providers, and expand adoption of sequencing and molecular analysis for disease indications outside oncology. Net revenue from our sequencing and molecular analysis solutions represented 3.1%, 0.6% and 0.1% of our total net revenue for the nine months ended September 30, 2017, and the years ended December 31, 2016 and 2015, respectively. The demand for sequencing and molecular analysis may decrease or may not continue to increase at historical rates for a number of reasons. Our clients may decide to decrease or discontinue their use of sequencing and molecular analysis due to changes in research and product development plans, financial constraints or utilization of internal molecular testing resources or molecular tests performed by others, which are circumstances outside of our control. In addition to reducing our revenue, this may reduce our exposure to early stage research that facilitates the incorporation of newly developed information about cancer into GPS Cancer. Further, we may be unsuccessful in expanding our clients' use of sequencing and molecular analysis outside of oncology.

We are currently not profitable. Even if we succeed in increasing adoption of sequencing and molecular analysis by physicians, self-insured employers, payors and healthcare providers, and maintaining and creating relationships with our existing and new clients, we may not be able to generate sufficient revenue from sequencing and molecular analysis to achieve profitability.

***Sequencing and molecular analysis may have limited utility unless we or third parties are able to successfully establish links between genomic sequencing and expression analysis and disease and treatment pathways.***

Full genomic sequencing and expression analysis may have limited utility on a stand-alone basis. We believe the real value is derived by linking genomic sequencing and RNA and proteomic analysis with disease pathways to help enable the discovery and development of personalized treatments. We do not currently, and do not expect in the future to, engage in research regarding disease pathways or engage in the development or commercialization of specific therapeutics or drugs. Instead, we will rely on third parties to do so. If, however, third-party time and funding is not devoted to determining disease pathways or to discovering, developing and marketing therapeutics or drugs specific to such pathways, sequencing and molecular analysis and GPS Cancer will be perceived to have limited utility and our business may be adversely affected.

***Our success will depend on our ability to use rapidly changing genetic data to interpret molecular analysis results accurately and consistently, and our failure to do so would have an adverse effect on our operating results and business.***

Our success depends on our ability to provide reliable, high-quality molecular profiling tests that incorporate rapidly-evolving information about the role of genes and gene variants in disease and clinically relevant outcomes associated with those variants. The accuracy and reproducibility we have demonstrated to date may not continue, particularly for clinical samples, as molecular analysis volume increases. Errors, including as a result of molecular analysis failing to detect genomic variants with high accuracy, or omissions, including as a result of failing to or incompletely or incorrectly identify the significance of gene variants, could have a significant adverse impact on our business. Hundreds of genes can be implicated in some disorders, and overlapping networks of genes and symptoms can play a role in multiple conditions. We also rely on clinicians to interpret what we report and to incorporate specific information about an individual patient into the physician's treatment decision. As a result, a substantial amount of judgment is required in order to interpret testing results for an individual patient and to develop an appropriate patient report. Due to such errors in judgment, patient outcomes may not be improved even if GPS Cancer performs to our expectations.



The efficiency of sequencing and molecular analysis, including GPS Cancer, and the results that we achieve depend on the design and operation of our sequencing process, which uses a number of complex and sophisticated biochemical, informatics, optical, and mechanical processes, many of which are highly sensitive to external factors. An operational or technology failure in one of these complex processes or fluctuations in external variables may result in sequencing processing efficiencies that are lower than we anticipate, or that vary between sequencing runs. In addition, we regularly evaluate and if necessary, refine our sequencing process. These refinements may initially result in unanticipated issues that further reduce our sequencing process yields or increase the variability of our sequencing yields. Low sequencing yields can cause variability in our operating results and damage our reputation. In addition, although we believe GPS Cancer is a comprehensive molecular profiling solution, no solution is fully comprehensive and it will need to be continually improved in line with improvements in science and technology and potential developments by our competitors. If GPS Cancer proves to not be fully comprehensive, customer demand for GPS Cancer may be adversely affected.

GPS Cancer can determine whether specific genes are over- or under-expressed which can affect protein levels and, as a result, cancer phenotype and drug efficacy in a particular patient. Such gene expression can also capture the effect of post-translational modifications, which can have equally significant implications on how a cancer is expressed in a patient and in turn may impact treatment decisions. GPS Cancer represents a novel and largely unproven approach to the diagnosis of cancer and may not be accurate based on the evolving understanding of how genomic sequences and proteomic analysis relate to disease progression and drug efficacy and resistance. As a result, the marketing, sale and use of molecular analysis and GPS Cancer could subject us to liability for errors in, misunderstandings of, or inappropriate reliance on, information we provide to physicians or geneticists, and lead to claims against us if someone were to allege that our solutions failed to perform as they were designed, if we failed to correctly interpret results, or if the ordering physician were to misinterpret our results or improperly rely on them when making a clinical decision. A product liability or professional liability claim could result in substantial financial and reputational damage and be costly and time-consuming for us to defend. Although we maintain liability insurance, including for errors and omissions, we cannot assure you that our insurance would fully protect us from the financial impact of defending against these types of claims or any judgments, fines or settlement costs arising out of any such claims. Any liability claim, including an errors and omissions liability claim, brought against us, with or without merit, could increase our insurance rates or prevent us from securing insurance coverage in the future. Additionally, any liability lawsuit could cause injury to our reputation or cause us to suspend sales of our sequencing and or molecular analysis solutions. The occurrence of any of these events could have an adverse effect on our business, reputation and results of operations.

***Our sequencing and molecular analysis solutions may never achieve significant commercial market acceptance.***

Our sequencing and molecular analysis solutions may never gain significant acceptance in the marketplace and, therefore, may never generate substantial revenue or profits for us. Our ability to achieve commercial market acceptance for our sequencing and molecular analysis solutions will depend on several factors, including:

- our ability to convince key thought leaders, physicians and caregivers and other key oncology stakeholders of the clinical utility of our entire product offering and its potential advantages over existing sequencing tests, specifically, the advantages of our RNA sequencing, which maps oncology disease pathways versus a patient's own germline and our quantitative proteomic analysis;
- the willingness of physicians, self-insured employers, payors and healthcare providers to utilize GPS Cancer; and
- the willingness of commercial third-party payors and government payors to reimburse GPS Cancer, the scope and amount of which will affect patients' willingness or ability to pay for GPS Cancer and likely heavily influence our customers' decisions to recommend GPS Cancer.

Further, today's most advanced diagnostics tests analyze narrow gene panels that capture only a limited number of the most common gene alterations, as compared to GPS Cancer, which sequences the patient's whole genome (comparing both a patient's normal and tumor tissue) and RNA and performs quantitative proteomic analysis. These narrow gene panels for specific treatments or disease areas are much less expensive than GPS Cancer. Although we believe that the advantages of sequencing the patient's whole genome for the treatment of cancer, as well as running additional RNA and proteomic sequencing tests, outweigh the costs, key thought leaders, physicians and other caregivers, other key oncology stakeholders and payors may not agree. Further, if advances in the understanding of disease states and pathways do not reveal a benefit to whole genome and RNA and proteomic sequencing in areas beyond cancer then the market potential for GPS Cancer will be limited. Failure to achieve widespread commercial market acceptance for our sequencing and molecular analysis solutions could materially harm our business, financial condition and results of operations.

***If we cannot compete successfully with our competitors for our sequencing and molecular analysis solutions, including GPS Cancer, we may be unable to increase or sustain our revenue or achieve and sustain profitability.***

Personalized molecular analysis is a new area of science, and we face competition from companies that offer products, or have conducted research, to profile genes and gene expression in various cancers. Our principal competition for GPS Cancer comes from diagnostic companies that also offer whole genome sequencing. We also compete with diagnostic companies offering molecular diagnostic tests that capture only a single marker or test panels that capture a limited number of the most well-known gene alterations, known as hotspot panel tests. In addition, academic research centers, diagnostic companies and next-generation sequencing, or NGS, platform developers are offering or developing NGS-based testing. NGS-based testing also has the capability to provide whole genome sequencing to compete with GPS Cancer.

Our competitors include companies such as Foundation Medicine, Inc., or Foundation Medicine, Caris Life Sciences, LLC, or Caris Life Sciences, and Personal Genome Diagnostics, Inc., or Personal Genome Diagnostics. Many hospitals and academic medical centers may also seek to perform the type of molecular testing we perform at their own facilities. As such, our competition may include entities such as the University of Michigan, Baylor Medical Genetics Laboratories, Washington University in St. Louis and other academic hospitals and research centers. In addition to developing kits, some diagnostic companies also provide NGS platforms. Illumina, Inc., Thermo Fisher Scientific Corporation, Invitae Corporation, and other companies develop NGS platforms that are being sold directly to research centers, biopharmaceutical companies and clinical laboratories. While many of the applications for these platforms are focused on the research and development markets or testing for conditions outside of oncology, these companies have launched and will continue to commercialize products focused on the clinical oncology market. Although we believe GPS Cancer is a comprehensive molecular profiling solution, our competitors may develop more comprehensive or superior alternative offerings. We believe diagnostic platform providers will seek to place sequencing machines in laboratories to develop NGS-based laboratory-developed tests, or LDTs. In addition, we believe these companies will also develop their own diagnostic kits approved by the Food and Drug Administration, or FDA, which can be sold to the clients who have purchased their platforms. Also, many private companies are developing information technology-based tools to support the integration of NGS-based testing into the clinical setting.

Additionally, some of our competitors' sequencing tests are being used in FDA clinical trials as companion diagnostics. Because companion diagnostics help identify whether a patient's disease expresses the molecular target, or biomarker, for the particular drug, they can help ensure the drug's efficacy and are sometimes required by the FDA to be used with certain drugs. GPS Cancer may not have the genetic and proteomic analysis capability on par with a companion diagnostic to guide therapeutic treatments for certain customers. Further, the FDA requires a companion diagnostic test if a new drug works on a specific genetic or biological target that is present in some, but not all, patients with a certain cancer or disease. Even if it is shown to be on par with FDA-approved companion diagnostics, physicians and payors may still not choose to use GPS Cancer. If physicians and payors utilize and pay for these FDA-approved companion diagnostic tests instead of GPS Cancer, our business may be adversely affected.

Any of these competitors could have technological, financial and market access advantages that are not currently available to us.

***The molecular diagnostics industry is subject to rapidly changing technology, which could make GPS Cancer and other products we may develop or license in the future obsolete.***

Our industry is characterized by rapid technological changes, frequent new product introductions and enhancements and evolving industry standards, all of which could make GPS Cancer or our other products we develop or license obsolete. Our future success will depend on our ability to keep pace with the evolving needs of our clients on a timely and cost-effective basis and to pursue new market opportunities that develop as a result of technological and scientific advances. In recent years, there have been numerous advances in technologies relating to the diagnosis and treatment of cancer. There have also been advances in methods used to analyze very large amounts of genomic information. We must continuously enhance GPS Cancer and our other solutions, and we may also need to develop or license new technologies, to keep pace with evolving standards of care. If we do not update GPS Cancer or our other solutions to reflect new scientific knowledge about cancer biology, information about new cancer therapies, or relevant clinical trials, GPS Cancer could become obsolete and our GPS Cancer revenue growth would be limited or eliminated, which would have a material adverse effect on our business, financial condition and results of operations.

***If we are not able to establish relationships with, or lose the support of, key thought leaders or payors' key decision makers, it may be difficult to establish GPS Cancer as a standard of care for patients with cancer, which may limit our revenue growth and ability to achieve profitability.***

We are establishing relationships with leading oncology thought leaders and payors' key decision makers. If we are unable to establish these relationships, or these key thought leaders or payors' key decision makers determine that GPS Cancer, or other products or services that we develop or license, are not clinically or operationally effective or that alternative technologies and services are more effective or cost-efficient, or if they elect to use and promote internally developed products, we would encounter significant difficulty driving adoption of GPS Cancer and other technologies and services and validating GPS Cancer as a standard of care, which would limit our revenue growth and our ability to achieve profitability.

***Ethical, legal and social concerns related to the use of genomic information could reduce demand for our sequencing and molecular analysis solutions, including GPS Cancer.***

Genomic testing, like that conducted using GPS Cancer, has raised ethical, legal and social issues regarding privacy and the appropriate uses of the resulting information. Governmental authorities could, for social or other purposes, limit or regulate the use of genomic information or genomic testing, particularly for those diseases that have no known cure. These concerns may lead patients to refuse to use, or clinicians to be reluctant to order, whole genome genomic tests even if permissible.

Ethical and social concerns may also influence U.S. and foreign patent offices and courts with regard to patent protection for technology relevant to our business. These and other ethical, legal and social concerns may limit market acceptance of our products or reduce the potential markets for products enabled by our sequencing and molecular analysis solutions, including GPS Cancer, either of which could have an adverse effect on our business, financial condition or results of operations.

**Risks related to our system infrastructure and software solutions business**

***The market for our systems infrastructure and software solutions is new and unproven and may not grow.***

We believe our future success will depend in large part on establishing and growing a market for our systems infrastructure and software solutions that are able to provide operational intelligence, particularly designed to collect and index machine data. Our systems infrastructure is designed to address interoperability challenges across the healthcare continuum. It integrates big data with real time resources and applies machine learning algorithms to inform and optimize treatment decisions. In order to grow our business, we intend to expand the functionality of our offering to increase its acceptance and use by the broader market. In particular, our systems infrastructure is targeted at those in the healthcare continuum that are transitioning from fee-for-service to a value-based reimbursement models. While we believe this to be the current trend in healthcare, this trend may not continue in the future. Our systems infrastructure is less effective with a traditional fee-for-service model and if there is a reversion in the industry towards fee-for-service, or a shift to another model, we would need to update our offerings and we may not be able to do so effectively or at all. It is difficult to predict client adoption and renewal rates, client demand for our software, the size and growth rate of the market for our solutions, the entry of competitive products or the success of existing competitive products. Many of our potential clients may already be party to existing agreements for competing offerings that may have lengthy terms or onerous termination provisions, and they may have already made substantial investments into those platforms which would result in high switching costs. Any expansion in our market depends on a number of factors, including the cost, performance and perceived value associated with such operating system and software applications particularly in light of the aforementioned shifting market dynamics. Although we have experienced adoption of our systems infrastructure and software solutions, the rate may slow or decline in the future, which would harm our business and operating results. In addition, while many large hospital systems and payors use our solutions, many of these entities use only certain of our offerings, and we may not be successful in driving broader adoption of our solutions among these existing users, which would limit our revenue growth.

If the market for our offerings does not achieve widespread adoption or there is a reduction in demand for our offerings in our market caused by a lack of customer acceptance, technological challenges, lack of accessible machine data, competing technologies and products, decreases in corporate spending, weakening economic conditions, or otherwise, it could result in reduced customer orders, early terminations, reduced renewal rates or decreased revenues, any of which would adversely affect our business operations and financial results. You should consider our business and prospects in light of the risks and difficulties we may encounter in this new and unproven market.

***The data and information that we provide to our clients, and their constituents, could be inaccurate or incomplete, which could harm both patients and our business, financial condition and results of operations.***

Some of our software solutions store and display data from a variety of third-party sources for use in treating patients and to search and compare options for healthcare services and treatments. As part of our eviti platform solutions, we provide up-to-date information regarding cancer research, along with a list of potential treatments and relevant clinical trials seeking enrollment. Most of this data comes from health plans, our clients, published guidelines, peer-reviewed journals and other third parties. Because data in the healthcare industry is often fragmented in origin, inconsistent in format and often incomplete, the overall quality of certain types of data we receive can be poor. If these data are incorrect or incomplete or if we make mistakes in the capture or input of their data, or in our interpretation or analysis of such data, adverse consequences, including patient death and serious injury, may occur and give rise to product liability and other claims against us. In addition, a court or government agency may take the position that our storage and display of health information exposes us to personal injury liability or other liability for wrongful delivery or handling of healthcare services or erroneous health information. While we maintain insurance coverage, we cannot assure that this coverage will prove to be adequate or will continue to be available on acceptable terms, if at all. Even unsuccessful claims could result in substantial costs, reputational damage, and diversion of management resources. A claim brought against us that is uninsured or under-insured could harm our business, financial condition and results of operations.

***Our use of open source technology could impose limitations on our ability to commercialize our offerings.***

Our offerings incorporate open source software components that are licensed to us under various public domain licenses. Some open source software licenses require users who distribute open source software as part of their software to publicly disclose all or part of the source code to such software or make available any derivative works of the open source code on unfavorable terms or at no cost. There is little or no legal precedent governing the interpretation of many of the terms of these licenses and therefore the potential impact of such terms on our business is not fully known or predictable. There is a risk that such licenses could be construed in a manner that imposes unanticipated conditions or restrictions on our ability to market our software products and services. While we monitor our use of open source software and try to ensure that none is used in a manner that would require us to disclose our source code or that would otherwise breach the terms of an open source agreement, such use could inadvertently occur and we may be required to release our proprietary source code, pay damages for breach of contract, re-engineer one or more of our offerings, discontinue sales of one or more of our offerings in the event re-engineering cannot be accomplished on a timely basis or take other remedial action that may divert resources away from our development efforts, any of which could cause us to breach obligations to our clients, harm our reputation, result in customer losses or claims, increase our costs or otherwise adversely affect our business and operating results.

***If we are not able to enhance our systems infrastructure or software solutions to achieve market acceptance and keep pace with technological developments, our business will be harmed.***

Our ability to attract new subscribers and licensees, and increase revenue from existing subscribers and licensees, depends in large part on our ability to enhance and improve our existing offerings and to introduce new products and services, including products and services designed for a mobile user environment. To grow our business, we must develop products and services that reflect the changing nature of business management software and expand our offerings. The success of any enhancements to our offerings depends on several factors, including timely completion, adequate quality testing and sufficient demand. Any new product or service that we develop may not be introduced in a timely or cost-effective manner, may contain defects or may not achieve the market acceptance necessary to generate sufficient revenue. If we are unable to successfully develop new products or services, enhance our existing offerings to meet subscriber requirements or otherwise gain market acceptance, our business and operating results will be harmed.

In addition, because many of our offerings are available over the Internet, we need to continuously modify and enhance them to keep pace with changes in Internet-related hardware, software, communications and database technologies and standards. If we are unable to respond in a timely and cost-effective manner to these rapid technological developments and changes in standards, our offerings may become less marketable, less competitive or obsolete, and our operating results will be harmed. If new technologies emerge that are able to deliver competitive products and applications at lower prices, more efficiently, more conveniently or more securely, such technologies could adversely impact our ability to compete. Our offerings must also integrate with a variety of network, hardware, mobile, and software platforms and technologies, and we need to continuously modify and enhance them to adapt to changes and innovation in these technologies. Any failure of our offerings to operate effectively with future infrastructure platforms and technologies could reduce the demand for such offerings. If we are unable to respond to these changes in a cost-effective manner, our offerings may become less marketable, less competitive or obsolete, and our operating results may be adversely affected.

***Our data suppliers might restrict our use of or refuse to license data, which could lead to our inability to provide certain products or services.***

A portion of the data that we use is either purchased or licensed from third parties or is obtained from our customers for specific customer engagements. Although we typically enter into long-term contractual arrangements with many of these suppliers of data, at the time of entry into a new contract or renewal of an existing contract, suppliers may increase restrictions on our use of such data, increase the price they charge us for data or refuse altogether to license the data to us. In addition, during the term of any data supply contract, suppliers may fail to adhere to our data quality control standards or fail to deliver data. Further, although no single individual data supplier is material to our business, if a number of suppliers collectively representing a significant amount of data that we use for one or more of our services were to impose additional contractual restrictions on our use of or access to data, fail to adhere to our quality-control standards, repeatedly fail to deliver data or refuse to provide data, now or in the future, our ability to provide those services to our clients could be materially adversely impacted, which may harm our operating results and financial condition.

We believe that we have rights necessary to use the data that is incorporated into our offerings. However, in the future, data providers could withdraw their data from us if there is a competitive reason to do so, or if legislation is passed restricting the use of the data, or if judicial interpretations are issued restricting use of the data that we currently use in our products and services. If a substantial number of data providers were to withdraw their data, our ability to provide our offerings to our clients could be materially adversely impacted.

For example, in order to deliver the full functionality offered by some of our solutions, we need access, on behalf of our customers, to sources of pricing and claims data, much of which is managed by a limited number of health plans and other third parties. We have developed various long-term and short-term data sharing relationships with certain health plans and other third parties, including many of the largest health plans in the United States. The health plans and other third parties that we currently work with may, in the future, change their position and limit or eliminate our access to pricing and claims data, increase the costs charged to us for access to data, provide data to us in more limited or less useful formats, or restrict our permitted uses of data. Furthermore, some health plans have developed or are developing their own proprietary price and quality estimation tools and may perceive continued cooperation with us as a competitive disadvantage and choose to limit or discontinue our access to pricing and claims data. Failure to continue to maintain and expand our access to pricing and claims data will adversely impact our ability to continue to serve existing clients and expand our other offerings to new clients.

***If the validity of an informed consent from a patient enrolled in a clinical trial with one of our clients was challenged, we could be forced to stop using some of our resources, which would hinder the development efforts for our sequencing and molecular analysis solutions.***

We have implemented measures designed to ensure that clinical data and genetic and other biological samples that we receive from our customers have been collected from subjects who have provided appropriate informed consent for purposes which extend to our product development activities. We seek to ensure that these data and samples are provided for processing via our molecular profiling solution in a manner that does not use readily individually identifiable information of the subject. We also have measures in place to ensure that the subjects from whom the data and samples are collected do not retain or have conferred on them any proprietary or commercial rights to the data or any discoveries derived from them. Further, our clients may conduct clinical trials in a number of different countries, and, to a large extent, we rely upon them to comply with the subject's informed consent and with local law and international regulation. The collection of data and samples in many different countries results in complex legal questions regarding the adequacy of informed consent and the status of genetic material under a large number of different legal systems. The subject's informed consent obtained in any particular country could be challenged in the future, and those informed consents could prove invalid, unlawful, or otherwise inadequate for our purposes. Any findings against us, or our clients, could deny us access to or force us to stop using some of our clinical samples, which would hinder our molecular profiling solution development efforts. We could become involved in legal challenges, which could consume our management and financial resources.

***Failure by our clients to obtain proper permissions and waivers may result in claims against us or may limit or prevent our use of data which could harm our business.***

We require our clients and business associates to provide necessary notices and to obtain necessary permissions and waivers for use and disclosure of the information that we receive, and we require contractual assurances from them that they have done so and will do so. If they do not obtain necessary permissions and waivers, then our use and disclosure of information that we receive from them or on their behalf may be limited or prohibited by state or federal privacy laws or other laws. This could impair our functions, processes and databases that reflect, contain or are based upon such data and may prevent use of such data. In addition, this could interfere with or prevent creation or use of rules, analyses or other data-driven activities that benefit us. Moreover, we may be subject to claims or liability for use or disclosure of information by reason of lack of valid notice, permission or waiver. These claims or liabilities could subject us to unexpected costs and adversely affect our operating results.

***Our sales cycle can be lengthy and unpredictable, which may cause our revenue and operating results to fluctuate significantly.***

Our sales cycle can be lengthy and unpredictable. Our sales efforts involve educating our customers about the use and benefits of our offerings and solutions, including the technical capabilities of our solutions and the potential cost savings and productivity gains achievable by deploying them. Additionally, many of our potential clients are typically already in long-term contracts with their current providers and face significant costs associated with transitioning to our offerings and solutions. As a result, potential customers typically undertake a significant evaluation process, which frequently involves not only NantHealth solutions and component systems infrastructure and platforms but also their existing capabilities and solutions, and can result in a lengthy sales cycle. We spend substantial time, effort and money on our sales efforts without any assurance that our efforts will produce any sales. In addition, purchases of NantHealth solutions and component systems infrastructure are frequently subject to budget constraints, multiple approvals and unplanned administrative, processing and other delays. For example, at this time, hospitals in the United States face significant uncertainty over the continuing impact of federal government budgets, and continuing changes in the implementation and deadlines for compliance with the Patient Protection and Affordable Care Act of 2010, or ACA, and other healthcare reform legislation, as well as potential future statutes and rulemaking. Many of our potential hospital clients, in particular, have used all or a significant portion of their revenues to comply with federal mandates to adopt electronic medical records in order to maintain their Medicaid and Medicare reimbursement levels. In the event we are unable to manage our lengthy and unpredictable sales cycle, our business may be adversely affected.

***We bill our clients and recognize revenue over the term of the contract for certain of our products. As a result, near term declines in new or renewed agreements for these products may not be reflected immediately in our operating results and may be difficult to discern.***

A portion of our revenue in each quarter is derived from agreements entered into with our clients during previous quarters. Consequently, a decline in new or renewed agreements in any one quarter may not be fully reflected in our revenue for that quarter. Such declines, however, would negatively affect our revenue in future periods and the effect of significant downturns in sales of and market demand for certain of our solutions, and potential changes in our rate of renewals or renewal terms, may not be fully reflected in our results of operations until future periods. In addition, we may be unable to adjust our cost structure rapidly, or at all, to take account for reduced revenue. Our subscription model for certain of our solutions also makes it difficult for us to increase our total revenue through additional sales in any quarterly period, as revenue from new clients for those products must be recognized over the applicable term of the agreement. Accordingly, the effect of changes in the industry impacting our business or changes we experience in our new sales may not be reflected in our short-term results of operations.

***A large portion of our revenue is derived from a small group of our clients, and the loss of such clients could adversely affect our business.***

During the year ended December 31, 2016, we derived 10.6% of our revenue through a single reseller, who contracts with various health plans and other healthcare entities to manage the utilization of specialty health services for their covered members, and another 10.2% of our revenue through a customer relationship with a major health plan from our acquisition of NaviNet. During the three months ended September 30, 2017, we derived 13.6% of our revenue through this reseller and another 1.0% of our revenue through another major customer. During the nine months ended September 30, 2017, we derived 12.6% of our revenue through this reseller and another 9.8% of our revenue through NaviNet's major customer. We cannot guarantee that these clients will continue to contract for our services or acquire new services. The contract governing the reseller relationship is terminable without cause upon 12 months' written notice, but the health plan customer cannot terminate without cause. Additionally, the reseller may not be successful in reselling our products to its covered members, or covered members may reduce their orders for our products for a number of reasons. If this happens, our revenue could be greatly reduced, which would materially and adversely affect our business.

***If our existing clients do not continue or renew their agreements with us, renew at lower fee levels or decline to purchase additional applications and services from us, our business and operating results will suffer.***

We expect to derive a significant portion of our revenue from renewal of existing customer agreements, and sales of additional applications and services to existing clients. As a result, achieving high customer satisfaction to keep existing clients and sell additional platform offerings is critical to our future operating results.

Factors that may affect the renewal rate for our offerings and our ability to sell additional solutions include:

- the price, performance and functionality of our offerings;
- the availability, price, performance and functionality of competing solutions;
- our ability to develop complementary applications and services;
- our continued ability to access the pricing and claims data necessary to enable us to deliver reliable data in our cost estimation and price transparency offering to customers;
- the stability, performance and security of our hosting infrastructure and hosting services;
- changes in healthcare laws, regulations or trends; and
- the business environment of our clients, in particular, headcount reductions by our clients.

For our SaaS solutions, we typically enter into master services agreements with our clients. These agreements generally have stated terms of three to five years. Our clients have no obligation to renew their subscriptions for our offering after the term expires. In addition, our clients may negotiate terms less advantageous to us upon renewal, which may reduce our revenue from these clients. Factors that are not within our control may contribute to a reduction in our contract revenue. For instance, our clients may reduce their number of employees, which would result in a corresponding reduction in the number of employee users eligible for our offering and thus a lower aggregate monthly services fee. Our future operating results also depend, in part, on our ability to sell new solutions to our existing customers. If our clients fail to renew their agreements, renew their agreements upon less favorable terms or at lower fee levels, or fail to purchase new solutions from us, our revenue may decline or our future revenue may be constrained.

In addition, a significant number of our customer agreements allow our clients to terminate such agreements for convenience at certain times, typically with one to three months advance notice. Any cancellations of such agreements would have a negative result on our business and results of operations.

***If any new applications and services we may develop or acquire are not adopted by our customers, or if we fail to continue to innovate and develop or acquire new applications and services that are adopted by customers, then our revenue and operating results will be adversely affected.***

In addition to past investments made in NantHealth solutions, component systems infrastructure and platforms, we have invested, and will continue to invest, significant resources in research and development and in acquisitions to enhance our existing offerings and introduce new high quality applications and services. If existing clients are not willing to make additional payments for such new applications, or if new clients do not value such new applications, our business and operating results will be harmed. If we are unable to predict user preferences or our industry changes, or if we are unable to modify our offering and services on a timely basis, we might lose clients. Our operating results would also suffer if our innovations and acquisitions are not responsive to the needs of our clients, are not appropriately timed with market opportunity or are not effectively brought to market.

***Security breaches, loss of data and other disruptions could compromise sensitive information related to our business and/or protected health information or prevent us from accessing critical information and expose us to liability, which could adversely affect our business and our reputation.***

In the ordinary course of our business, we and our clients, consultants, contractors and business associates collect and store petabytes of sensitive data, including legally protected health information, personally identifiable information, intellectual property and proprietary business information owned or controlled by ourselves or our clients, payors, providers and partners. We manage and maintain our applications and data by utilizing a combination of on-site systems, managed data center systems, and cloud-based data center systems. These applications and data encompass a wide variety of business-critical information, including research and development information, commercial information and business and financial information. We face four primary risks relative to protecting this critical information, including loss of access risk, inappropriate disclosure risk, inappropriate modification risk and the risk of being unable to adequately monitor our controls over the first three risks.

The secure processing, storage, maintenance and transmission of this critical information is vital to our operations and business strategy, and we devote significant resources to protecting such information. Although we take measures to protect sensitive information from unauthorized access or disclosure, our information technology and infrastructure, and that of our third-party billing and collections provider, may be vulnerable to attacks by hackers or viruses or breached due to employee error, malfeasance or other disruptions. Any such breach or interruption could compromise our networks and the information stored there could be accessed by unauthorized parties, publicly disclosed, lost or stolen. Any such access, disclosure or other loss of information could result in legal claims or proceedings, liability under laws that protect the privacy of personal information, such as the Health Insurance Portability and Accountability Act, or HIPAA, and regulatory penalties. Although we have implemented security measures and a formal, dedicated enterprise security program to prevent unauthorized access to patient data, there is no guarantee we can continue to protect our online portal or will be able to protect our mobile applications from breach. Unauthorized access, loss or dissemination could also disrupt our operations, including our ability to conduct our analyses, provide test results, bill payors, providers or patients, process claims and appeals, provide customer assistance services, conduct research and development activities, collect, process and prepare company financial information, provide information about our products and other patient and physician education and outreach efforts through our website, manage the administrative aspects of our business and damage our reputation, any of which could adversely affect our business.

The U.S. Office of Civil Rights may impose penalties on us if we do not fully comply with requirements of HIPAA. Penalties will vary significantly depending on factors such as whether we knew or should have known of the failure to comply, or whether our failure to comply was due to willful neglect. These penalties include civil monetary penalties of \$100 to \$50,000 per violation, up to an annual cap of \$1,500,000 for identical violations. A person who knowingly obtains or discloses individually identifiable health information in violation of HIPAA may face a criminal penalty of up to \$50,000 per violation and up to one-year imprisonment. The criminal penalties increase to \$100,000 per violation and up to five years imprisonment if the wrongful conduct involves false pretenses, and to \$250,000 per violation and up to 10 years imprisonment if the wrongful conduct involves the intent to sell, transfer, or use identifiable health information for commercial advantage, personal gain, or malicious harm. The U.S. Department of Justice is responsible for criminal prosecutions under HIPAA. Furthermore, in the event of a breach as defined by HIPAA, we have specific reporting requirements to the Office of Civil Rights under the HIPAA regulations as well as to affected individuals, and we may also have additional reporting requirements to other state and federal regulators, including the Federal Trade Commission, and/or to the media. Issuing such notifications can be costly, time and resource intensive, and can generate significant negative publicity. Breaches of HIPAA may also constitute contractual violations that could lead to contractual damages or terminations.

In addition, the interpretation and application of consumer, health-related and data protection laws in the United States, Europe and elsewhere are often uncertain, contradictory and in flux. It is possible that these laws may be interpreted and applied in a manner that is inconsistent with our practices. If so, this could result in government-imposed fines or orders requiring that we change our practices, which could adversely affect our business. In addition, these privacy regulations vary between states, may differ from country to country, and may vary based on whether testing is performed in the United States or in the local country. Complying with these various laws could cause us to incur substantial costs or require us to change our business practices and compliance procedures in a manner adverse to our business.

***We rely on Internet infrastructure, bandwidth providers, data center providers, other third parties and our own systems for providing services to our users, and any failure or interruption in the services provided by these third parties or our own systems could expose us to litigation and negatively impact our relationships with clients, adversely affecting our brand and our business.***

Our ability to deliver our internet-based services is dependent on the development and maintenance of the infrastructure of the Internet by third parties. This includes maintenance of a reliable network backbone with the necessary speed, data capacity and security for providing reliable Internet access and services. Our services are designed to operate without interruption in accordance with our service level commitments. However, we expect that we will in the future experience interruptions and delays in services and availability from time to time. We rely on internal systems as well as third-party vendors, including data center providers and bandwidth providers, to provide our services. We store, process and transport petabytes of data and the nature of our business requires us to scale our storage capacity. In the event we are unable to scale appropriately, we may lose clients or fail to realize the network effects of our system and our business may be impaired. We do not maintain redundant systems or facilities for some of these services. In the event of a catastrophic event with respect to one or more of these systems or facilities, we may experience an extended period of system unavailability, which could negatively impact our relationship with users. To operate without interruption, both we and our service providers must guard against:

- damage from fire, power loss and other natural disasters;
- communications failures;
- software and hardware errors, failures and crashes;
- security breaches, computer viruses and similar disruptive problems; and
- other potential interruptions.

Any disruption in the network access or co-location services provided by third-party providers or any failure of or by third-party providers or our own systems to handle current or higher volume of use could significantly harm our business. We exercise limited control over third-party vendors, which increases our vulnerability to problems with services they provide.

Any errors, failures, interruptions or delays experienced in connection with third-party technologies and information services or our own systems could negatively impact our relationships with clients and adversely affect our business and could expose us to third-party liabilities. Although we maintain insurance for our business, the coverage under our policies may not be adequate to compensate us for all losses that may occur. In addition, we cannot provide assurance that we will continue to be able to obtain adequate insurance coverage at an acceptable cost.

The reliability and performance of the Internet may be harmed by increased usage or by denial-of-service attacks. The Internet has experienced a variety of outages and other delays as a result of damages to portions of its infrastructure, and it could face outages and delays in the future. These outages and delays could reduce the level of Internet usage as well as the availability of the Internet to us for delivery of our internet-based services. Any failure to offer high-quality technical support services may adversely affect our relationships with our clients and harm our financial results.



As a result of the complexity of the issues facing healthcare providers and payors and the inherent complexity of our solutions to such issues, our clients depend on our support organization to resolve any technical issues relating to our offering. In addition, our sales process is highly dependent on the quality of our offerings, our business reputation and on strong recommendations from our existing clients. Any failure to maintain high-quality and highly responsive technical support, or a market perception that we do not maintain high-quality and highly responsive support, could harm our reputation, adversely affect our ability to sell our offering to existing and prospective clients, and harm our business, operating results and financial condition.

We offer technical support services with our offerings and we may be unable to respond quickly enough to accommodate short-term increases in customer demand for support services, particularly as we increase the size of our customer base. We also may be unable to modify the format of our support services to compete with changes in support services provided by competitors. It is difficult to predict customer demand for technical support services and if customer demand increases significantly, we may be unable to provide satisfactory support services to our clients and their constituents. Additionally, increased customer demand for these services, without corresponding revenue, could increase costs and adversely affect our operating results.

***If we cannot implement NantHealth solutions and component systems infrastructure and platforms for customers in a timely manner, we may lose customers and our reputation may be harmed.***

Our clients have a variety of different data formats, enterprise applications and infrastructures, and NantHealth solutions and component systems infrastructure and platforms must support our clients' data formats and integrate with complex enterprise applications and infrastructures. Similarly, our connectivity devices and applications must interact with a wide variety of devices and data formats. If our platforms do not currently support a customer's required data format or appropriately integrate with a customer's applications and infrastructure, then we must configure our systems infrastructure to do so, which increases our expenses. Additionally, we do not control our clients' implementation schedules. As a result, if our clients do not allocate internal resources necessary to meet their implementation responsibilities or if we face unanticipated implementation difficulties, the implementation may be delayed. Further, our implementation capacity has at times constrained our ability to successfully implement our offering for our clients in a timely manner, particularly during periods of high demand. If the customer implementation process is not executed successfully or if execution is delayed, we could incur significant costs, customers could become dissatisfied and decide not to increase usage of our offering, or not to use our offering beyond an initial period prior to their term commitment or, in some cases, revenue recognition could be delayed. In addition, competitors with more efficient operating models with lower implementation costs could penetrate our customer relationships.

Additionally, large and demanding enterprise clients, who currently comprise the substantial majority of our customer base, may request or require specific features or functions unique to their particular business processes, which increase our upfront investment in sales and deployment efforts, and the revenue resulting from the clients under our typical contract length may not cover the upfront investments. If prospective large customers require specific features or functions that we do not offer, then the market for our offering will be more limited and our business could suffer.

In addition, supporting large clients could require us to devote significant development services and support personnel and strain our personnel resources and infrastructure. Furthermore, if we are unable to address the needs of these clients in a timely fashion or further develop and enhance our offering, or if a client or its constituents are not satisfied with the quality of work performed by us or with the offerings delivered or professional services rendered, then we could incur additional costs to address the situation, we may be required to issue credits or refunds for pre-paid amounts related to unused services, the profitability of that work might be impaired and the client's dissatisfaction with our offerings could damage our ability to expand the number of applications and services purchased by that client. Furthermore, if a client or its constituents do not opt into or need certain aspects of our offering, there may not be enough demand for that aspect of our offering to warrant future purchases by that client, or the client may seek to terminate their relationship with us. These clients may not renew their agreements, seek to terminate their relationship with us or renew on less favorable terms. Moreover, negative publicity related to our client relationships, regardless of its accuracy, may further damage our business by affecting our ability to compete for new business with current and prospective clients. If any of these were to occur, our revenue may decline and our operating results could be adversely affected.

***We face intense competition in our markets, and we may be unable to compete effectively for new clients.***

Although our product offerings target the new and emerging market for evidence-based personalized healthcare technology solutions, we compete against a variety of large software vendors and smaller specialized companies, open source initiatives and custom development efforts, which provide solutions in the specific markets we address. Our principal competitors include:

- Payer-provider collaboration vendors, such as Availity, LLC, Change Healthcare, Inc. (formerly Emdeon), Experian Information Solutions, Inc. (including its Passport division), Healthx, Inc. and HealthTrio, LLC;
- Medical device data system and device connectivity vendors, such as Qualcomm Technologies, Inc. (formerly Capsule Tech, Inc.), Cerner Corporation, Bernoulli Enterprise, Inc., General Electric Company and Medical Information Technology, Inc.; and
- Healthcare information technology decision support vendors such as The Advisory Board Company, Castlight Health, Inc., or Castlight Health, HealthCatalyst, Inc., or HealthCatalyst, International Business Machines Corporation, or IBM, Inovalon Holdings, Inc., or Inovalon, and Truven Health Analytics, or Truven (acquired by IBM).

The principal competitive factors in our markets include product features, performance and support, product scalability and flexibility, ease of deployment and use, total cost of ownership and time to value. Some of our actual and potential competitors have advantages over us, such as longer operating histories, significantly greater financial, technical, marketing or other resources, stronger brand and business user recognition, larger intellectual property portfolios and broader global distribution and presence. Further, competitors may be able to offer products or functionality similar to ours at a more attractive price than we can by integrating or bundling their software products with their other product offerings. In addition, our industry is evolving rapidly and is becoming increasingly competitive. Larger and more established companies may focus on creating a learning system or solutions that could directly compete with one or more of our offerings. If companies move a greater proportion of their data and computational needs to the cloud, new competitors may emerge which offer services comparable to ours or that are better suited for cloud-based data, and the demand for one or more of our offerings may decrease. Smaller companies could also launch new products and services that we do not offer and that could gain market acceptance quickly.

In recent years, there have been significant acquisitions and consolidation by and among our actual and potential competitors. We anticipate this trend of consolidation will continue, which will present heightened competitive challenges to our business. In particular, consolidation in our industry increases the likelihood of our competitors offering bundled or integrated products, and we believe that it may increase the competitive pressures we face with respect to our solutions. If we are unable to differentiate one or more of our offerings from the integrated or bundled products of our competitors, such as by offering enhanced functionality, performance or value, we may see decreased demand for those solutions, which would adversely affect our business, results of operations, financial condition and cash flows. Further, it is possible that continued industry consolidation may impact our clients' and prospective clients' perceptions of the viability of smaller or even medium-sized software firms and, consequently, their willingness to use technology solutions from such firms. Similarly, if customers seek to concentrate their technology purchases in the product portfolios of a few large providers, we may be at a competitive disadvantage regardless of the performance and features of our offerings. We believe that in order to remain competitive at the large enterprise level, we will need to develop and expand relationships with resellers and large system integrators that provide a broad range of products and services. If we are unable to compete effectively, our business, results of operations, financial condition and cash flows could be materially and adversely affected.

***The healthcare technology industry in which we operate is subject to rapidly changing technologies and trends, each of which could contribute to making our products obsolete.***

The markets for cloud-based data platforms and internet-based business services such as NantHealth solutions and component systems infrastructure and platforms and their associated offerings, are in the early stages of development, but the market is competitive even at this stage, and we expect it to attract increased competition, which could make it hard for us to succeed. We currently face competition for one or more of our offerings from a range of companies, including EHR vendors such as Allscripts, Cerner, Epic, and GE Healthcare, and healthcare IT decision support vendors such as Castlight Health, IBM, Inovalon and Truven (acquired by IBM). In addition, large, well-financed health plans, with whom we cooperate and on whom we depend in order to obtain the pricing and claims data we need to deliver our offerings to customers have in some cases developed their own cost and quality estimation tools and provide these solutions to their customers at discounted prices or often for free. If enterprises do not perceive the benefits of our services, then the market for these services may not develop at all, or it may develop more slowly than we expect, either of which would materially adversely affect our operating results. In addition, as a new company in this unproven market, we have limited insight into trends that may develop and affect our business. We may make errors in predicting and reacting to relevant business trends, which could harm our business. If any of these risks occur, it could materially adversely affect our business, financial condition or results of operations.

***Healthcare industry consolidation could impose pressure on our prices, reduce our potential client base and reduce demand for one or more of our offerings.***

Many hospitals, imaging centers and third-party payors have consolidated to create larger healthcare enterprises with greater market and purchasing power. In addition, group purchasing organizations and managed care organizations could increase pressure on providers of healthcare related services to reduce prices. If this consolidation trend continues, it could reduce the size of our potential customer base and give the resulting enterprises greater bargaining or purchasing power, which may lead to erosion of the prices for our software or decreased margins for our offerings.

***Our offerings may experience quality problems from time to time that can result in decreased sales, decreased operating margins and harm to our reputation.***

We sell complex hardware and software products and services that may contain design and manufacturing defects. Sophisticated operating system software and applications, such as those sold by us, often contain “bugs” that can unexpectedly interfere with the software’s intended operation. Our online services may from time to time experience outages, service slowdowns, or errors. Defects may also occur in components and products we purchase from third parties. There can be no assurance we will be able to detect and fix all defects in the hardware, software and services third parties sell to us. Failure to do so could result in lost revenue, significant warranty and other expenses and harm to our reputation.

#### **Risks related to our connected care solutions, hardware and software**

***We rely on third-party manufacturers to manufacture our connected care devices, such as HBox, GlowPack and GlowCap. Any failure by a third-party manufacturer to produce supplies for us may delay or impair our ability to provide our connected care devices, which are an integral part of our learning ecosystem.***

We rely upon third parties for the manufacture of our connected care devices and intend to continue to do so in the future. We currently do not have any material agreements with third-party manufacturers for our connected care devices. As demand for our products increase, we may seek to enter into long-term third-party manufacturing agreements. If our third-party manufacturers are unable to deliver sufficient quantities of products on a timely basis or we encounter difficulties in our relationships with these manufacturers, the manufacture and sale of our products may be disrupted, and our business, operating results and reputation could be adversely affected. If we are unable to arrange for third-party manufacturing sources, or unable to do so on commercially reasonable terms, we may not be able to deliver our products to clients in a timely manner, or at all.

Reliance on third-party manufacturers entails risks to which we would not be subject if we manufactured product candidates ourselves, including reliance on the third party to comply with applicable regulatory laws, the possibility of breach of the manufacturing agreement by the third party because of factors beyond our control and the possibility of termination or nonrenewal of the agreement by the third party, based on its own business priorities, at a time that is costly or damaging to us. In addition, the FDA and other regulatory authorities require that certain of our connected care devices be manufactured in compliance with Quality System Regulations, or QSR, and similar standards in foreign markets where we sell our products. Any failure by our third-party manufacturers to comply with QSR or failure to scale up manufacturing processes as needed, including any failure to deliver sufficient quantities of products in a timely manner, could have a material adverse effect on our business, financial condition, operating results and cash flows. In addition, such failure could be the basis for action by the FDA to withdraw approvals for product candidates previously granted to us and for other regulatory action.

***Our solutions, including our connectivity care hardware and software may experience design or manufacturing defects from time to time that can result in reduced network effects to NantHealth solutions and component systems infrastructure and platforms which could materially and adversely affect our business.***

We sell hardware and software solutions, including our connected care hardware and software, that could contain design or manufacturing defects in their materials, hardware, or software. These defects could include defective materials or components, or “bugs” that can unexpectedly interfere with the products’ intended operations or result in inaccurate data. Failure to detect, prevent, or fix defects could result in a variety of consequences, including returns of products, regulatory proceedings, product recalls, and litigation, which could harm our revenue and operating results. If our products fail to provide accurate measurements and data to users, then the network effects of our adaptive clinical learning system may be materially and adversely impacted.

***Our solutions, including our connected care hardware and software could give rise to product liability claims and product recall events that could materially and adversely affect our financial condition and results of operations.***

The development, manufacturing and sale of medical devices expose us to significant risk of product liability claims, product recalls and, occasionally, product failure claims. We face an inherent business risk of financial exposure to product liability claims if the use of our connected care devices, including our connectivity suite hardware and software results in personal injury or death. Substantial product liability litigation currently exists within the medical device industry. Some of our connected care devices may become subject to product liability claims and/or product recalls. Future product liability claims and/or product recall costs may exceed the limits of our insurance coverages or such insurance may not continue to be available to us on commercially reasonable terms, or at all. In addition, a significant product liability claim or product recall could significantly damage our reputation for producing safe, reliable and effective products, making it more difficult for us to market and sell our products in the future. Consequently, a product liability claim, product recall or other claim could have a material adverse effect on our business, financial condition, operating results and cash flows.

***The sale of medical device products in the United States is subject to government regulations and we may not be able to obtain certain necessary clearances or approvals.***

The design, manufacturing, labeling, distribution and marketing of medical devices in the United States are subject to extensive and rigorous regulation by the FDA. Unless an exemption applies, we or our collaborative partners must obtain prior clearance or approval from the FDA for medical devices we intend to commercialize, which can be expensive and uncertain and can cause lengthy delays before we can begin selling our products. We cannot be sure that:

- we or any collaborative partner will make timely filings with the FDA;
- the FDA will act favorably or quickly on these submissions;
- we or any collaborative partner will not be required to submit additional information;
- we or any collaborative partner will not be required to submit an application for premarket approval, rather than a 510(k) premarket notification submission as described below; or
- other significant difficulties and costs related to obtaining FDA clearance or approval will not be encountered.

The FDA may impose strict labeling or other requirements as a condition of its clearance or approval, any of which could limit our ability to market our products. Further, if we or our collaborative partners wish to modify a product after FDA clearance of a premarket notification or approval of a premarket approval application, including changes in indications or other modifications that could affect safety and efficacy, additional clearances or approvals will be required from the FDA. Any request by the FDA for additional data, or any requirement by the FDA that we or our collaborative partners conduct clinical studies or submit to the more rigorous and lengthier premarket approval process, could result in substantial expenses and significant delays in bringing our products to market. Similarly, any labeling or other conditions or restrictions imposed by the FDA on the marketing of our products could hinder our ability to effectively market our products. Any of the above actions by the FDA could delay or prevent altogether our ability to market and distribute our products. Further, there may be new FDA policies or changes in FDA policies that could be adverse to us.

***Even if we obtain clearance or approval to sell medical device products, we are subject to ongoing requirements and inspections that could lead to the restriction, suspension or revocation of our clearance.***

Ongoing compliance with applicable regulatory requirements will be strictly enforced in the United States through periodic inspections by state and federal agencies, including the FDA, and in international jurisdictions by comparable regulatory authorities. In the past, we have conducted investigations designed to determine whether we meet such regulatory requirements and have identified non-conformances and areas that need improvement. Though we strive to comply with such regulations, there can be no guarantee that the applicable regulators will find that we are in compliance with such regulations in the future. Failure to comply with these regulatory requirements could result in, among other things, warning letters, fines, injunctions, civil penalties, recall or seizure of products, total or partial suspension of production, failure to obtain premarket clearance or premarket approval for devices, withdrawal of approvals previously obtained, and criminal prosecution. The restriction, suspension or revocation of regulatory clearances and approvals or any other failure to comply with regulatory requirements would limit our ability to operate and could increase our costs.

**Risks related to our relationships with other companies**

***Our ability to achieve profitability is dependent upon the success of NantOmics.***

We currently secure all of our rights to our sequencing and molecular analysis solutions, including GPS Cancer, from NantOmics. The prospects for these offerings depend in part on the expertise and financial strength of NantOmics, which is controlled by Dr. Patrick Soon-Shiong, our Chairman and Chief Executive Officer. We will rely on NantOmics to handle certain aspects of our sequencing and molecular analysis solutions, including GPS Cancer, including but not limited to:

- acquiring appropriate and cost-efficient supplies to produce our sequencing and molecular analysis solutions;
- delivering our sequencing and molecular analysis solutions in a timely manner to us;
- continuing to keep our sequencing and molecular analysis solutions up to date and on pace with current clinical and market developments;
- filing, prosecuting and maintaining patents that cover our sequencing and molecular analysis solutions;
- complying with CLIA regulations and maintaining a CLIA license and all other applicable state laboratory licenses, including through periodic inspections; and
- hiring qualified personnel experienced in completing highly complex laboratory tests.

We are responsible for various aspects of delivering our sequencing and molecular analysis solutions, including but not limited to communications with patients and providers such as providing interpretations of the GPS Cancer reports and resolving any disputes, ensuring customer satisfaction, billing and collections and patient and physician engagement. At June 30, 2017 and at December 31, 2016, the Company determined that other than temporary impairments of \$35,991 and \$29,816, respectively, in the value of the investment in NantOmics had occurred. The estimated decline in the fair value of NantOmics was primarily caused by a change in the risk profile of our financial projections for NantOmics resulting from the delay in our GPS revenue growth. If NantOmics is unable to successfully handle its aspects of our sequencing and molecular analysis solutions or we are unable to successfully handle our aspects of delivering our sequencing and molecular analysis solutions, our business will be adversely affected.

***If we are unable to renew our agreement with NantOmics or locate a suitable replacement upon expiration of such agreement at comparable prices, our business would be materially and adversely affected.***

Our second amended and restated exclusive reseller agreement with NantOmics, or the Reseller Agreement, expires on December 31, 2020, subject to three potential three-year renewal options if we complete specified projected GPS Cancer test thresholds. Although NantOmics generally does not have the right to terminate prior to that date, we may be unable to renew such agreement or execute a new arrangement at comparable favorable prices to provide us with molecular profiling tests. In addition, we may not be able to achieve our projected renewal thresholds. Furthermore, NantOmics currently has what we believe is the most comprehensive and clinically validated CAP- and CLIA-certified whole genome and quantitative proteomics laboratory. If we were unable to fulfill our delivery requirements for our sequencing and molecular analysis solutions to our clients, our business would be materially and adversely affected.

Additionally, through our agreement with NantOmics, we purchase our sequencing and molecular analysis solutions, including GPS Cancer, at a discount to market price. We also receive revenue from our sale of NantOmics' whole genome sequencing and proteomic analysis. If we are reimbursed at an amount equal to or less than a certain threshold, our GPS Cancer solution will not be profitable and our business will be materially and adversely affected. Since we expect that pricing pressure from government and third party payors, increasing competition from companies and others offering whole genome sequencing and reductions in the costs of providing whole genome sequencing as technologies mature, will combine to drive the price of whole genome sequencing down, we cannot guarantee that the price we are able to charge for our GPS Cancer solution will continue to yield a profit under the terms of the exclusive reseller agreement.

***We rely on third-party computer hardware and software that may be difficult to replace or which could cause errors or failures of our service which could damage our reputation, harm our ability to attract and maintain clients and decrease our revenue.***

We rely on computer hardware purchased or leased and software licensed from third parties in order to offer our service. These licenses are generally commercially available on varying terms, however it is possible that this hardware and software may not continue to be available on commercially reasonable terms, or at all. Any loss of the right to use any of this hardware or software could result in delays in providing NantHealth solutions (including eviti, NaviNet apps, Connected Care solutions, and GPS Cancer) until equivalent technology is either developed by us, or, if available, is identified, obtained and integrated, which could harm our business. Any errors or defects in third-party hardware or software could result in errors or a failure of our service which could damage our reputation, harm our ability to attract and maintain clients and decrease our revenue.

***We are heavily dependent on our senior management, particularly Dr. Patrick Soon-Shiong, and a loss of a member of our senior management team in the future could harm our business.***

If we lose members of our senior management, we may not be able to find appropriate replacements on a timely basis, and our business could be adversely affected. Our existing operations and continued future development depend to a significant extent upon the continued performance and active participation of certain key individuals, including Dr. Patrick Soon-Shiong, our Chairman, Chief Executive Officer and our principal stockholder. Although we expect Dr. Patrick Soon-Shiong will continue to devote on average at least 20 hours per week to our company, he will continue to primarily focus on NantKwest, Inc., or NantKwest, a publicly-traded, clinical-stage immunotherapy company, of which he is Chairman and Chief Executive Officer. Dr. Patrick Soon-Shiong will also devote time to other companies operating under NantWorks, a collection of multiple companies in the healthcare and technology space that Dr. Patrick Soon-Shiong founded in 2011. We do not believe Dr. Patrick Soon-Shiong has any material conflicting obligations as a result of his involvement with other companies. Additionally, we are dependent on commercial relationships with various other parties affiliated with NantWorks and with Dr. Patrick Soon-Shiong, including NantOmics, as described in Note 11 of the accompanying Condensed Consolidated Financial Statements, and we may enter into additional relationships in the future. If Dr. Patrick Soon-Shiong was to cease his affiliation with us or with NantWorks, these entities may be unwilling to continue these relationships with us on commercially reasonable terms, or at all. The risks related to our dependence upon Dr. Patrick Soon-Shiong are particularly acute given his ownership percentage and role in our company. If we were to lose Dr. Patrick Soon-Shiong, we may not be able to find appropriate replacements on a timely basis and our financial condition and results of operations could be materially adversely affected. We have not entered into, nor do we intend to enter into, an employment agreement with Dr. Patrick Soon-Shiong.

We face significant competition for employees from other healthcare-related companies, which include both publicly-traded and privately-held companies, and we may not be able to hire new employees quickly enough to meet our needs. To induce valuable employees to remain at our company, in addition to salary and cash incentives, we have provided equity incentives that vest over time and, in some cases, upon the occurrence of certain events. The value to employees of these equity incentives that vest over time may be significantly affected by movements in our stock price that are beyond our control, and may at any time be insufficient to counteract more lucrative offers from other companies. Although we have employment agreements with certain of our key employees, these employment agreements provide for at-will employment, which means that any of our employees could leave our employment at any time, with or without notice. We do not maintain "key man" insurance policies on the lives of these individuals or the lives of any of our other employees.

***If we and NantOmics are unable to support demand for our sequencing and molecular analysis solutions, including GPS Cancer, including ensuring that we have adequate capacity to meet increased demand, or we or NantOmics are unable to successfully manage the evolution of its molecular information platform, our business could suffer.***

As our volume grows, we and NantOmics will need to increase capacity and improve processes to support growing demand. Our sequencing and molecular analysis solutions will need additional certified laboratory scientists and other scientific and technical personnel to process higher volumes of our molecular information products. Portions of our process are not automated and will require additional personnel to scale. We and NantOmics will also need to purchase additional equipment, some of which can take several months or more to procure, setup and validate, and will need to increase our software and computing capacity to meet increased demand. There is no assurance that any of these increases in scale, expansion of personnel, equipment, software and computing capacities, or process enhancements will be successfully implemented.

As additional products are commercialized, including molecular profiling solutions for additional disease indications, we and NantOmics will need to incorporate new equipment, implement new technology systems and laboratory processes, and hire new personnel with different qualifications. Failure to manage growth or a transition to new technologies or processes could result in turnaround time delays, higher product costs, declining product quality, deteriorating customer service, and slower responses to competitive challenges. A failure in any one of these areas could make it difficult for us to meet market expectations for our products, and could damage our reputation and the prospects for our business.

#### **Risks related to our business generally**

***We have in the past and may in the future acquire other companies or technologies, which could divert our management's attention, result in dilution to our stockholders and otherwise disrupt our operations and adversely affect our operating results.***

Part of our business model is the acquisition of technologies and businesses that promote our transformational vision for personalized healthcare. We have in the past and may in the future seek to acquire or invest in additional businesses, applications, services and/or technologies that we believe complement or expand our offerings, enhance our technical capabilities or otherwise offer growth opportunities. The pursuit of potential acquisitions may divert the attention of management and cause us to incur various expenses in identifying, investigating and pursuing suitable acquisitions, whether or not they are consummated.

For example, in January 2016 we acquired NaviNet to bolster our payor platform. Realizing the benefits of these acquisitions and any future acquisition will depend upon the successful integration into our existing operations, and we may not be able to integrate the acquired personnel, operations and technologies successfully, or effectively manage the combined business following the acquisition. We also may not realize the anticipated benefits from any acquired business due to a number of factors, including:

- inability to integrate or benefit from acquired technologies or services in a profitable manner;
- unanticipated costs or liabilities associated with the acquisition;
- difficulty integrating the accounting systems, operations and personnel of the acquired business;
- difficulties and additional expenses associated with supporting legacy products and hosting infrastructure of the acquired business;
- difficulty converting the customers of the acquired business onto our platform and contract terms, including disparities in the revenue, licensing, support or professional services model of the acquired company;
- difficulty in cross-selling our existing solutions and offerings to the acquired business' customers;
- diversion of management's attention from other business concerns;
- adverse effects to our existing business relationships with business partners and customers as a result of the acquisition;
- the potential loss of key employees;
- use of resources that are needed in other parts of our business; and
- use of substantial portions of our available cash to consummate the acquisition.

In addition, a significant portion of the purchase price of companies we acquire may be allocated to acquired goodwill and other intangible assets, which must be assessed for impairment at least annually. As of September 30, 2017, the total value of our goodwill and intangible assets, net of accumulated amortization was \$186.2 million. If our acquisitions do not yield expected returns, we have in the past, and may in the future, be required to take charges to our operating results based on this impairment assessment process, which could adversely affect our results of operations.

Acquisitions could also result in dilutive issuances of equity securities or the incurrence of debt, which could adversely affect our operating results. In addition, if an acquired business fails to meet our expectations, our operating results, business and financial position may suffer.

We cannot assure you that we will be successful in integrating certain assets of NaviNet or any other businesses or technologies we may acquire. The failure to successfully integrate these businesses could have a material adverse effect on our business, financial condition, or results of operations.

***Business disruptions could seriously harm our future revenue and financial condition and increase our costs and expenses.***

Our operations, and those of our contractors and consultants, could be subject to earthquakes, power shortages, telecommunications failures, water shortages, floods, hurricanes, typhoons, fires, extreme weather conditions, medical epidemics, acts of terrorism, acts of war and other natural or man-made disasters or business interruptions, for which we are predominantly self-insured. Our corporate headquarters are in Culver City, California near major earthquake faults and fire zones. We attempt to mitigate these risks through various means including redundant infrastructure, disaster recovery plans, separate test systems and change control and system security measures, but our precautions will not protect against all potential problems. If our clients' access is interrupted because of problems in the operation of our facilities, we could be exposed to significant claims by clients or their patients, particularly if the access interruption is associated with problems in the timely delivery of funds due to clients or medical information relevant to patient care. The occurrence of any of these business disruptions could seriously harm our operations and financial condition and increase our costs and expenses.

As of the date of this Quarterly Report on Form 10-Q, we serve our clients primarily from third-party data hosting facilities. We do not control the operation of these third-party facilities, and they are vulnerable to damage or interruption from earthquakes, floods, fires, power loss, telecommunications failures and similar events. They are also subject to break-ins, sabotage, intentional acts of vandalism and similar misconduct. Despite precautions taken at these facilities, the occurrence of a natural disaster or a crime, a decision to close the facilities without adequate notice or other unanticipated problems at these facilities could result in lengthy interruptions in our service. Even with the disaster recovery arrangements, our service could be interrupted.

We may, from time to time, transition our data hosting to new or alternative providers. In connection with these transitions, we will be moving, transferring or installing some of our equipment, data and software to and in other facilities. Despite precautions taken during this process, any unsuccessful transfers may impair the delivery of our one or more of our offerings. Further, any damage to, or failure of, our systems generally could result in interruptions in one or more of our offerings. Interruptions in our service may reduce our revenue, cause us to issue credits or pay penalties, may cause clients to terminate one or more of our offerings and may adversely affect our renewal rates and our ability to attract new clients. Our business may also be harmed if our clients and potential clients believe one or more of our offerings are unreliable.

***If we fail to develop widespread brand awareness, our business may suffer.***

We believe that developing and maintaining widespread awareness of our brand is critical to achieving widespread adoption of our offering and attracting new customers. Brand promotion activities may not generate customer awareness or increase revenue, and even if they do, any increase in revenue may not offset the expenses we incur in building our brand. If we fail to successfully promote and maintain our brand, or incur substantial expenses in doing so, we may fail to attract or retain customers necessary to realize a sufficient return on our brand-building efforts, or to achieve the widespread brand awareness that is critical for broad customer adoption of our offerings.

***Our marketing efforts depend significantly on our ability to receive positive references from our existing customers.***

Our marketing efforts depend significantly on our ability to call on our current customers to provide positive references to new, potential customers. Given our limited number of long-term customers, the loss or dissatisfaction of any customer could substantially harm our brand and reputation, inhibit the market adoption of our offerings and impair our ability to attract new customers and maintain existing customers. Any of these consequences could have a material adverse effect on our business, financial condition and results of operations.

***If we become subject to product liability or other litigation, we may incur substantial liabilities and may be required to limit commercialization of our current and any future products.***

We are from time to time subject to legal proceedings and claims that arise in the ordinary course of business, such as claims brought by our clients in connection with commercial disputes and employment claims made by our current or former employees. Litigation, regardless of merit, may result in substantial costs and may divert management's attention and resources, which may harm our business.

Our services, some of which involve recommendations and advice to healthcare providers regarding complex business and operational processes, regulatory and compliance issues and patient treatment options, may give rise to liability claims by our members or by third parties who bring claims against us. In addition, third parties, including former employees, have in the past, and may in the future, file lawsuits alleging non-compliance with government regulations. Investigating and defending such claims, even if they lack merit, may require significant time and resources and could damage our reputation and harm our business.

In addition, our home healthcare services business, which includes a skilled nursing facility, employs healthcare providers in the home care setting. Healthcare providers in the home care setting increasingly are the subject of litigation, and we cannot assure you that we would not also be the subject of such litigation based on our offerings. In addition, the marketing, sale and use of our offering could lead to the filing of product liability claims were someone to allege that one or more of our offerings identified inaccurate or incomplete information regarding the genomic alterations of the tumor or malignancy analyzed, reported inaccurate or incomplete information concerning the available therapies for a certain type of cancer, or otherwise failed to perform as designed. We may also be subject to liability for errors in, a misunderstanding of, or inappropriate reliance upon, the information we provide in the ordinary course of our business activities. A product liability claim could result in substantial damages and be costly and time-consuming for us to defend.

We maintain product and other insurance, but this insurance may not fully protect us from the financial impact of defending against product liability or other claims. Any product liability or other claim brought against us, with or without merit, could increase our insurance rates or prevent us from securing insurance coverage in the future. Additionally, any product liability lawsuit could damage our reputation, or cause current clients to terminate existing agreements and potential clients to seek other vendors, any of which could impact our results of operations.

***We are subject to changes in and interpretations of financial accounting matters that govern the measurement of our performance, one or more of which could adversely affect our business.***



Based on our reading and interpretations of relevant guidance, principles or concepts issued by, among other authorities, the American Institute of Certified Public Accountants, the Financial Accounting Standards Board and the Securities and Exchange Commission, or SEC, we believe our current sales and licensing contract terms and business arrangements have been properly reported. However, this guidance involves interpretations, and there continue to be issued interpretations and guidance for applying the relevant standards to a wide range of sales and licensing contract terms and business arrangements that are prevalent in the software industry. For example, we must apply significant judgment to determine whether revenue should be recognized on a gross or net basis for our reseller arrangements, including revenue under our reseller agreement with NantOmics. Disagreement with the regulators as to our current interpretations and any future changes by the regulators of existing accounting standards or changes in our business practices could result in changes in our revenue recognition and/or other accounting policies and practices that could adversely affect our business.

***Failure to manage our future growth effectively could increase our expenses, decrease our revenue and prevent us from implementing our business strategy.***

We have been experiencing a period of growth. To manage our anticipated future growth effectively, we must continue to maintain and may need to enhance our information technology infrastructure, financial and accounting systems and controls and manage expanded operations in geographically-diverse locations. We also must attract, train and retain a significant number of qualified sales and marketing personnel, professional services personnel, software engineers, technical personnel and management personnel. Failure to manage our rapid growth effectively could lead us to over invest or under invest in technology and operations, could result in weaknesses in our infrastructure, systems or controls, could give rise to operational mistakes, losses, loss of productivity or business opportunities, and could result in loss of employees and reduced productivity of remaining employees. Our growth could require significant capital expenditures and may divert financial resources from other projects, such as the development of new services. If our management is unable to effectively manage our growth, our expenses may increase more than expected, our revenue could decline or may grow more slowly than expected, and we may be unable to implement our business strategy.

***Our estimates of market opportunity and forecasts of market growth may prove to be inaccurate, and even if the market in which we compete achieves the forecasted growth, our business could fail to grow at similar rates, if at all.***

Our market opportunity estimates and growth forecasts are subject to significant uncertainty and are based on assumptions and estimates that may not prove to be accurate. Our estimates and forecasts regarding the size and expected growth of the healthcare information technology and molecular analysis markets may prove to be inaccurate. Even if the markets in which we compete meet our size estimates and forecasted growth, our business could fail to grow at similar rates, if at all.

***The industry-and market-related estimates we rely upon are based on various assumptions and may prove to be inaccurate.***

Industry-and market-related estimates we rely upon, including, without limitation, estimates related to our market size and industry data, are subject to uncertainty and are based on assumptions which may not prove to be accurate. This may have negative consequences, such as us overestimating our potential market opportunity.

***We are exposed to risks related to our international operations and failure to manage these risks may adversely affect our operating results and financial condition.***

We are a global company with operations both inside and outside the United States. For example, we have foreign wholly owned subsidiaries, including NantHealth Singapore Pte Ltd., New NantHealth Canada, Inc. and NaviNet Limited. As a result, a portion of our operations are conducted by and/or rely on entities outside the United States. We may therefore be denied access to our customers or suppliers as a result of economic, legislative, political and military conditions in such countries.

International operations are subject to a number of other inherent risks, and our future results could be adversely affected by a number of factors, including:

- requirements or preferences for domestic products or solutions, which could reduce demand for our products;
- differing existing or future regulatory and certification requirements;
- management communication and integration problems resulting from cultural and geographic dispersion;
- greater difficulty in collecting accounts receivable and longer collection periods;
- difficulties in enforcing contracts;
- difficulties and costs of staffing and managing non-U.S. operations;
- the uncertainty of protection for intellectual property rights in some countries;
- tariffs and trade barriers, export regulations and other regulatory and contractual limitations on our ability to sell our products;

- greater risk of a failure of foreign employees to comply with both U.S. and foreign laws, including export and antitrust regulations, the FCPA and any trade regulations ensuring fair trade practices;
- heightened risk of unfair or corrupt business practices in certain geographies and of improper or fraudulent sales arrangements that may impact financial results and result in restatements of, or irregularities in, financial statements;
- potentially adverse tax consequences, including multiple and possibly overlapping tax structures; and
- political and economic instability, political unrest and terrorism.

In addition, the expansion of our existing international operations and entry into additional international markets has required, and will continue to require, significant management attention and financial resources. These factors and other factors could harm our ability to gain future revenues and, consequently, materially impact our business, financial condition and results of operations.

***The United Kingdom's vote to leave the European Union will have uncertain effects and could adversely affect us.***

On June 23, 2016, a referendum was held on the UK's membership in the European Union, or the EU, the outcome of which was a vote in favor of leaving the EU, or the Brexit. Negotiations began in March 2017 to determine the future terms of the UK's relationship with the EU, including the terms of trade between the UK and the EU and the rest of the world. Article 50 of the Treaty of the European Union, or Article 50, allows a member state to decide to withdraw from the European Union in accordance with its own constitutional requirements. On February 1, 2017, the UK Parliament voted in favor of allowing the UK to start the process of leaving the European Union and authorized the filing an Article 50 notice to that end, which was delivered to the European Union in March 2017. Delivery of the Article 50 notice commenced a two-year period for the United Kingdom to exit from the European Union, although this period can be extended with the unanimous agreement of the European Council. Without any such extension (and assuming that the terms of withdrawal have not already been agreed), the United Kingdom's membership in the European Union would end automatically on the expiration of that two-year period. The effects of Brexit will depend on agreements the UK makes to retain access to EU markets either during a transitional period or more permanently. Brexit creates an uncertain political and economic environment in the UK and potentially across other EU member states for the foreseeable future, including during any period while the terms of Brexit are being negotiated and such uncertainties could impair or limit our ability to transact business in the member EU states. Further, Brexit could adversely affect European and worldwide economic or market conditions and could contribute to instability in global financial markets, and the value of the Pound Sterling currency or other currencies, including the Euro. We are exposed to the economic, market and fiscal conditions in the UK and the EU and to changes in any of these conditions. Depending on the terms reached regarding Brexit, it is possible that there may be adverse practical and/or operational implications on our business. A significant amount of the regulatory regime that applies to us in the UK is derived from EU directives and regulations. For so long as the UK remains a member of the EU, those sources of legislation will (unless otherwise repealed or amended) remain in effect. However, Brexit could change the legal and regulatory framework within the UK where we operate and is likely to lead to legal uncertainty and potentially divergent national laws and regulations as the UK determines which EU laws to replace or replicate. Consequently, no assurance can be given as to the impact of Brexit and, in particular, no assurance can be given that our operating results, financial condition and prospects would not be adversely impacted by the result.

***Risks related to intellectual property***

***We may be unable to adequately protect, and we may incur significant costs in enforcing, our intellectual property and other proprietary rights.***

Our success depends in part on our ability to enforce our intellectual property and other proprietary rights. We rely upon a combination of trademark, trade secret, copyright, patent and unfair competition laws, as well as license and access agreements and other contractual provisions, to protect our intellectual property and other proprietary rights. In addition, we attempt to protect our intellectual property and proprietary information by requiring certain of our employees and consultants to enter into confidentiality, noncompetition and assignment of inventions agreements. However, we do not have any written contractual agreements with respect to any intellectual property and technology that relate to our business developed in the future by our Chairman and Chief Executive Officer, Dr. Patrick Soon-Shiong. In the event we are unable to protect our intellectual property and proprietary information, including in particular with respect to such property or information created by Dr. Patrick Soon-Shiong, our business would be adversely affected. In addition, our attempts to protect our intellectual property may be challenged by others or invalidated through administrative process or litigation.

We have developed and acquired numerous patents and patent applications and we possess substantial know-how and trade secrets relating to the development and commercialization of healthcare technology products and services. In January 2016, we acquired NaviNet, a leading payor-provider collaboration platform. As part of this and other acquisitions, we acquired patents and other intellectual property. As of November 10, 2017, our patent portfolio consists of the following matters relating to our proprietary technology and inventions: (i) three issued U.S. patents, of which two are U.S. utility patents and one is a U.S. design patent; (ii) 15 pending U.S. patent applications, one of which is allowed; (iii) no issued patents outside the United States; and (iv) two patent applications pending in jurisdictions outside the United States.

If any patents are issued in the future, they may not provide us with any competitive advantages, or may be successfully challenged by third parties. Agreement terms that address non-competition are difficult to enforce in many jurisdictions and may not be enforceable in any particular case. To the extent that our intellectual property and other proprietary rights are not adequately protected, third parties might gain access to our proprietary information, develop and market products or services similar to ours, or use trademarks similar to ours, each of which could materially harm our business. Existing United States federal and state intellectual property laws offer only limited protection. Moreover, the laws of other countries in which we now, or may in the future, conduct operations or contract for services may afford little or no effective protection of our intellectual property. Further, our platforms incorporate open source software components that are licensed to us under various public domain licenses. While we believe we have complied with our obligations under the various applicable licenses for open source software that we use, there is little or no legal precedent governing the interpretation of many of the terms of certain of these licenses and therefore the potential impact of such terms on our business is somewhat unknown. The failure to adequately protect our intellectual property and other proprietary rights could materially harm our business.

The patent application process, also known as patent prosecution, is expensive and time consuming, and we and any future licensors and licensees may not be able to prepare, file and prosecute all necessary or desirable patent applications at a reasonable cost or in a timely manner. It is also possible that we or any future licensors or licensees, will fail to identify patentable aspects of inventions made in the course of development and commercialization activities before it is too late to obtain patent protection on them. Moreover, in some circumstances, we may not have the right to control the preparation, filing and prosecution of patent applications, or to maintain the patents, covering technology that we license from or license to third parties and are therefore reliant on our licensors or licensees. Therefore, these and any of our patents and applications may not be prosecuted and enforced in a manner consistent with the best interests of our business. Defects of form in the preparation or filing of our patents or patent applications may exist, or may arise in the future, for example, with respect to proper priority claims, inventorship, and the like, although we are unaware of any such defects that we believe are of material importance. If we or any future licensors or licensees, fail to establish, maintain or protect such patents and other intellectual property rights, such rights may be reduced or eliminated. If any future licensors or licensees are not fully cooperative or disagree with us as to the prosecution, maintenance or enforcement of any patent rights, such patent rights could be compromised. If there are material defects in the form, preparation or prosecution of our patents or patent applications, such patents or applications may be invalid and unenforceable. Any of these outcomes could impair our ability to prevent competition from third parties, which may have an adverse impact on our business.

The strength of patent rights involves complex legal and scientific questions and can be uncertain. This uncertainty includes changes to the patent laws through either legislative action to change statutory patent law or court action that may reinterpret existing law or rules in ways affecting the scope or validity of issued patents. The patent applications that we own may fail to result in issued patents in the United States or foreign countries with claims that cover our products or services. Even if patents do successfully issue from the patent applications that we own, third parties may challenge the validity, enforceability or scope of such patents, which may result in such patents being narrowed, invalidated or held unenforceable. Any successful challenge to our patents could deprive us of exclusive rights necessary for the successful commercialization of our products and services. Furthermore, even if they are unchallenged, our patents may not adequately protect our products and services, provide exclusivity for our products and services, or prevent others from designing around our claims. If the breadth or strength of protection provided by the patents we hold or pursue with respect to our products and services is challenged, it could dissuade companies from collaborating with us to develop, or threaten our ability to commercialize, our products and services.

Patents have a limited lifespan. In the United States, the natural expiration of a utility patent is generally 20 years after its effective filing date and the natural expiration of a design patent is generally 14 years after its issue date, unless the filing date occurred on or after May 13, 2015, in which case the natural expiration of a design patent is generally 15 years after its issue date. Various extensions may be available; however, the life of a patent, and the protection it affords, is limited. Without patent protection for our products and services, we may be open to competition. Further, if we encounter delays in our development efforts, the period of time during which we could market our products and services under patent protection would be reduced.

In addition to the protection afforded by patents, we also rely on trade secret protection to protect proprietary know-how that may not be patentable or that we elect not to patent, processes for which patents may be difficult to obtain or enforce, and any other elements of our products and services that involve proprietary know-how, information or technology that is not covered by patents. However, trade secrets can be difficult to protect. If the steps taken to maintain our trade secrets are deemed inadequate, we may have insufficient recourse against third parties for misappropriating any trade secrets. Misappropriation or unauthorized disclosure of our trade secrets could significantly affect our competitive position and may have a material adverse effect on our business. Furthermore, trade secret protection does not prevent competitors from independently developing substantially equivalent information and techniques and we cannot guarantee that our competitors will not independently develop substantially equivalent information and techniques.

***Obtaining and maintaining our patent protection depends on compliance with various procedural, documentary, fee payment and other requirements imposed by governmental patent agencies, and our patent protection could be reduced or eliminated for non-compliance with these requirements.***

The United States Patent and Trademark Office, or USPTO, and various foreign governmental patent agencies require compliance with a number of procedural, documentary, fee payment and other similar provisions during the patent prosecution process. Periodic maintenance fees and various other governmental fees on any issued patent and/or pending patent applications are due to be paid to the USPTO and foreign patent agencies in several stages over the lifetime of a patent or patent application. We have systems in place to remind us to pay these fees, and we employ an outside firm and rely on our outside counsel to pay these fees. While an inadvertent lapse may sometimes be cured by payment of a late fee or by other means in accordance with the applicable rules, there are many situations in which noncompliance can result in abandonment or lapse of the patent or patent application, resulting in partial or complete loss of patent rights in the relevant jurisdiction. If we fail to maintain the patents and patent applications directed to our products and services, our competitors might be able to enter the market earlier than should otherwise have been the case, which would have a material adverse effect on our business.

***Litigation or other proceedings or third-party claims of intellectual property infringement could require us to spend significant time and money and could prevent us from selling our products and services.***

Third parties have asserted and may in the future assert that we are employing their proprietary technology without authorization. As we continue to commercialize our products and services in their current or updated forms, launch new products and services and enter new markets, we expect that competitors will claim that our products and services infringe their intellectual property rights as part of business strategies designed to impede our successful commercialization and entry into new markets. We occasionally receive letters from third parties inviting us to take licenses under, or alleging that we infringe, their patents or trademarks. Third parties may have obtained, and may in the future obtain, patents under which such third parties may claim that the use of our technologies constitutes patent infringement.

We could incur substantial costs and divert the attention of our management and technical personnel in defending ourselves against any of these claims. Any adverse ruling or perception of an adverse ruling in defending ourselves against these claims could have a material adverse impact on our business. Furthermore, parties making claims against us may be able to obtain injunctive or other relief, which could block our ability to develop, commercialize, and sell products or services, and could result in the award of substantial damages against us, potentially including treble damages and attorneys' fees if we are found to have willfully infringed a patent. In the event of a successful claim of infringement or misappropriation against us, we may be required to pay damages and obtain one or more licenses from third parties, or be prohibited from selling certain products or services, all of which could have a material adverse impact on our business.

In addition, we may be unable to obtain these licenses at a reasonable cost, if at all. We could therefore incur substantial costs related to royalty payments for licenses obtained from third parties, which could negatively affect our gross margins. Even if we were able to obtain a license, it could be non-exclusive, thereby giving our competitors access to the same technologies licensed to us. Moreover, we could encounter delays in product or service introductions while we attempt to develop alternative products or services. Defense of any lawsuit or failure to obtain any of these licenses on favorable terms could prevent us from commercializing products and services, and the prohibition of sale of any of our products and services would materially affect our ability to grow and maintain profitability and have a material adverse impact on our business.

***We may become involved in lawsuits to protect or enforce our patents or other intellectual property, which could be expensive, time consuming and ultimately unsuccessful.***

Competitors may infringe our patents, trademarks, copyrights or other intellectual property. To counter infringement or unauthorized use, we may be required to file infringement claims, which can be expensive and time consuming and divert the time and attention of our management and scientific personnel. Any claims we assert against perceived infringers could provoke these parties to assert counterclaims against us alleging that we infringe their patents, in addition to counterclaims asserting that our patents are invalid or unenforceable, or both. In any patent infringement proceeding, there is a risk that a court will decide that a patent of ours is invalid or unenforceable, in whole or in part, and that we do not have the right to stop the other party from using the invention at issue. There is also a risk that, even if the validity of such patents is upheld, the court will construe the patent's claims narrowly or decide that we do not have the right to stop the other party from using the invention at issue on the grounds that our patent claims do not cover the invention. An adverse outcome in a litigation or proceeding involving our patents could limit our ability to assert our patents against those parties or other competitors, and may curtail or preclude our ability to exclude third parties from making and selling similar or competitive products. Any of these occurrences could adversely affect our competitive business position, business prospects and financial condition. Similarly, if we assert trademark infringement claims, a court may determine that the marks we have asserted are invalid or unenforceable, or that the party against whom we have asserted trademark infringement has superior rights to the marks in question. In this case, we could ultimately be forced to cease use of such trademarks.

Even if we establish infringement, the court may decide not to grant an injunction against further infringing activity and instead award only monetary damages, which may or may not be an adequate remedy. Furthermore, because of the substantial amount of discovery required in connection with intellectual property litigation, there is a risk that some of our confidential information could be compromised by disclosure during litigation. There could also be public announcements of the results of hearings, motions or other interim proceedings or developments. If securities analysts or investors perceive these results to be negative, it could have a material adverse effect on the price of shares of our common stock. Moreover, there can be no assurance that we will have sufficient financial or other resources to file and pursue such infringement claims, which typically last for years before they are concluded. Even if we ultimately prevail in such claims, the monetary cost of such litigation and the diversion of the attention of our management and scientific personnel could outweigh any benefit we receive as a result of the proceedings.

***We may not be able to protect our intellectual property rights throughout the world.***

Third parties may attempt to commercialize competitive products or services in foreign countries where we do not have any patents or patent applications where legal recourse may be limited. This may have a significant commercial impact on our foreign business operations.

Filing, prosecuting and defending patents on our products and services in all countries throughout the world would be prohibitively expensive, and our intellectual property rights in some countries outside the United States can be less extensive than those in the United States. The requirements for patentability may differ in certain countries, particularly developing countries. For example, Europe has a heightened requirement for patentability of software inventions. Thus, even in countries where we do pursue patent protection, there can be no assurance that any patents will issue with claims that cover our products. In addition, the laws of some foreign countries do not protect intellectual property rights to the same extent as laws in the United States. Consequently, we may not be able to prevent third parties from practicing our inventions in all countries outside the United States. Competitors may use our technologies in jurisdictions where we have not obtained patent protection to develop their own products and services and further, may export otherwise infringing products and services to territories where we have patent protection, but enforcement on infringing activities is inadequate. These products or services may compete with ours, and our patents or other intellectual property rights may not be effective or sufficient to prevent them from competing.

Many companies have encountered significant problems in protecting and defending intellectual property rights in foreign jurisdictions. The legal systems of certain countries, particularly certain developing countries, do not favor the enforcement of patents and other intellectual property protection, which could make it difficult for us to stop the infringement of our patents or marketing of competing products in violation of our proprietary rights generally. Proceedings to enforce our patent rights in foreign jurisdictions could result in substantial costs and divert our efforts and attention from other aspects of our business, could put our patents at risk of being invalidated or interpreted narrowly and our patent applications at risk of not issuing, and could provoke third parties to assert claims against us. We may not prevail in any lawsuits that we initiate and the damages or other remedies awarded, if any, may not be commercially meaningful. In addition, certain countries in Europe and certain developing countries, including India and China, have compulsory licensing laws under which a patent owner may be compelled to grant licenses to third parties. In those countries, we may have limited remedies if our patents are infringed or if we are compelled to grant a license to our patents to a third party, which could materially diminish the value of those patents. This could limit our potential revenue opportunities. Accordingly, our efforts to enforce our intellectual property rights around the world may be inadequate to obtain a significant commercial advantage from the intellectual property that we own or license. Finally, our ability to protect and enforce our intellectual property rights may be adversely affected by unforeseen changes in foreign intellectual property laws.

***Developments in U.S. patent law could have a negative impact on our business.***

As is the case with other healthcare technology companies, our success is in part dependent on intellectual property, particularly on obtaining and enforcing patents. Obtaining and enforcing patents in the healthcare technology industry involves both technological and legal complexity, and therefore, is costly, time consuming, and inherently uncertain. In addition, the United States has recently enacted and has now implemented wide-ranging patent reform legislation. Further, recent United States Supreme Court rulings have either narrowed the scope of patent protection available in certain circumstances or weakened the rights of patent owners in certain situations. In addition to increasing uncertainty with regard to our ability to obtain patents in the future, this combination of events has created uncertainty with respect to the value of patents once obtained.

For our United States patent applications containing a claim not entitled to priority before March 16, 2013, there is a greater level of uncertainty in the patent law. In September 2011, the Leahy-Smith America Invents Act, or the America Invents Act, or AIA, was signed into law. The AIA includes a number of significant changes to United States patent law, including provisions that affect the way patent applications will be prosecuted and enforced in any patent litigation. The USPTO developed regulations and procedures to govern administration of the AIA, and many of the substantive changes to patent law associated with the AIA. It is not clear what other, if any, impact the AIA will have on the operation of our business. Moreover, the AIA and its implementation could increase the uncertainties and costs surrounding the prosecution of our patent applications and the enforcement or defense of our issued patents, all of which could have a material adverse effect on our business and financial condition.

An important change introduced by the AIA is that, as of March 16, 2013, the United States transitioned to a “first-to-file” system for deciding which party should be granted a patent when two or more patent applications are filed by different parties claiming the same invention. A third party that files a patent application in the USPTO on or after March 16, 2013 before us could therefore be awarded a patent covering an invention of ours even if we were the first to conceive of the invention. This will require us to be cognizant going forward of the time from invention to filing of a patent application. Furthermore, our ability to obtain and maintain valid and enforceable patents depends on whether the differences between our technology and the prior art allow our technology to be patentable over the prior art. Because patent applications in the United States and most other countries are confidential for a period of time after filing, we cannot be certain that we were the first to either file any patent application related to our products or services, or invent any of the inventions claimed in our patents or patent applications.

Among some of the other changes introduced by the AIA are changes that limit where a patentee may file a patent infringement suit and provide opportunities for third parties to challenge any issued patent in the USPTO. This applies to all of our United States patents, even those issued before March 16, 2013. Because of a lower evidentiary standard in USPTO proceedings necessary to invalidate a patent claim compared to the evidentiary standard in United States federal court, a third party could potentially provide evidence in a USPTO proceeding sufficient for the USPTO to hold a claim invalid even though the same evidence may be insufficient to invalidate the claim if first presented in a district court action.

Two cases, one involving diagnostic method claims and the other involving “gene patents” were decided by the Supreme Court. On March 20, 2012, the Supreme Court issued a decision in *Mayo Collaborative v. Prometheus Laboratories*, or *Prometheus*, a case involving patent claims directed to optimizing the amount of drug administered to a specific patient. According to that decision, Prometheus’ claims failed to incorporate sufficient inventive content above and beyond mere underlying natural correlations to allow the claimed processes to qualify as patent-eligible processes that apply natural laws. On June 13, 2013, the Supreme Court subsequently decided *Association for Molecular Pathology v. Myriad Genetics*, or *Myriad*, a case brought by multiple plaintiffs challenging the validity of patent claims held by Myriad Genetics, Inc. relating to the breast cancer susceptibility genes BRCA1 and BRCA2, holding that isolated genomic DNA that exists in nature, such as the DNA constituting the BRCA1 and BRCA2 genes, is not patentable subject matter, but that cDNA, which is an artificial construct created from RNA transcripts of genes, may be patent eligible.

On July 3, 2012, the USPTO issued a memorandum to patent examiners providing interim guidelines for examining process claims for patent eligibility in view of the Supreme Court decision in *Prometheus*. The guidance indicates that claims directed to a law of nature, a natural phenomenon, or an abstract idea that do not meet the eligibility requirements should be rejected as non-statutory subject matter.

Furthermore, a case involving financial software was even more recently decided by the Supreme Court. On June 19, 2014, the Supreme Court issued a decision in *Alice Corp. Pty. Ltd. v. CLS Bank Int’l*, or *Alice*, a case involving patent claims directed to methods of exchanging obligations as between parties so as to mitigate settlement risk in financial transactions, computer systems configured to carry out the method, and computer-readable media containing program code for performing the method. In *Alice*, the Court applied the analytic framework from *Prometheus* and extended its application to all types of claims. According to that decision, *Alice Corp.*’s claims failed to incorporate sufficient inventive content above and beyond the mere idea of intermediated transaction to allow the claimed processes to qualify as patent-eligible processes that apply the idea in a particular way to solve a problem.

On December 16, 2014, the USPTO issued interim guidelines for examining claims for patent eligibility in view of the Supreme Court decision in *Alice*. The guidance indicates that claims reciting an abstract idea that do not include significantly more than the idea itself should be rejected as non-statutory subject matter. We cannot assure you that our efforts to seek patent protection for our technology, products, and services will not be negatively impacted by the decision in *Alice*, rulings in other cases, or changes in guidance or procedures issued by the USPTO.

More specifically, we cannot fully predict what impact the Supreme Court’s decisions in *Prometheus*, *Myriad* and *Alice* may have on the ability of healthcare technology companies or other entities to obtain or enforce patents relating to genomic discoveries, diagnostic products and services or computer-implemented inventions in the future. Despite the USPTO’s guidance described above, these decisions are new and the contours of when certain claims allegedly directed to laws of nature, natural phenomenon or abstract ideas meet the patent eligibility requirements are not clear and may take many years to develop via interpretation in the courts.

There are many patents claiming diagnostic methods based on similar or related correlations that issued before Prometheus, and although some of these patents may be invalid under the standard set forth in Prometheus, until successfully challenged, these patents are presumed valid and enforceable, and certain third parties could allege that we infringe, or request that we obtain a license to, these patents. Whether based on patents issued prior to or after Prometheus, we could have to defend ourselves against claims of patent infringement, or choose to license rights, if available, under patents claiming such methods. Similarly, there are many patents claiming software and/or business methods that include an abstract idea that issued before Alice, and although some of these patents may be invalid under the standard set forth in Prometheus and Alice, until successfully challenged, these patents are presumed valid and enforceable, and certain third parties could allege that we infringe, or request that we obtain a license to, these patents. Whether based on patents issued prior to or after Alice, we could have to defend ourselves against claims of patent infringement, or choose to license rights, if available, under patents claiming such software or business methods. In any of the foregoing or in other situations involving third-party intellectual property rights, if we are unsuccessful in defending against claims of patent infringement, we could be forced to pay damages or be subjected to an injunction that would prevent us from utilizing the patented subject matter in question if we are unable to obtain a license on reasonable terms. Such outcomes could materially affect our ability to offer our products and have a material adverse impact on our business. Even if we are able to obtain a license or successfully defend against claims of patent infringement, the cost and distraction associated with the defense or settlement of these claims could have a material adverse impact on our business. Moreover, one or more of our pending United States patent applications may be rejected based on the changes in the law and the standards set forth in Prometheus, Myriad, Alice, or other cases. Our ability to secure United States patent rights could be impaired if we cannot overcome such rejections, which could have a material adverse impact on our business. In addition, one or more of our issued United States patents could be challenged on the basis of the law and the standards set forth in Prometheus, Myriad, Alice, or other cases, which could have a material adverse impact on our business. Further, on July 30, 2015, in response to the public comment on the Interim Eligibility Guidance, the USPTO issued an update pertaining to the Interim Eligibility Guidance. The Updated Eligibility Guidance includes additional examples from the case law and is intended to assist examiners in applying the Interim Eligibility Guidance during the patent examination process.

***We may be subject to claims that our employees, consultants or independent contractors have wrongfully used or disclosed confidential information of third parties.***

We have received confidential and proprietary information from third parties. In addition, we employ individuals who were previously employed at other healthcare companies. We may be subject to claims that we or our employees, consultants or independent contractors have inadvertently or otherwise improperly used or disclosed confidential information of these third parties or our employees' former employers. Further, we may be subject to ownership disputes in the future arising, for example, from conflicting obligations of consultants or others who are involved in developing our products and services. We may also be subject to claims that former employees, consultants, independent contractors or other third parties have an ownership interest in our patents or other intellectual property. Litigation may be necessary to defend against these and other claims challenging our right to and use of confidential and proprietary information. If we fail in defending any such claims, in addition to paying monetary damages, we may lose our rights therein. Such an outcome could have a material adverse effect on our business. Even if we are successful in defending against these claims, litigation could result in substantial cost and be a distraction to our management and employees.

***We rely in part on trademarks to distinguish our products and services from those of other entities. Trademarks may be opposed or cancelled and we may be involved in lawsuits or other proceedings to protect or enforce our trademarks.***

We rely on trademarks, in the United States and in certain foreign jurisdictions, to distinguish our products and services in the minds of our customers and our business partners from those of other entities. Third parties may challenge our pending trademark applications through opposition proceedings in the United States, or comparable proceedings in foreign jurisdictions, in which they seek to prevent registration of a mark. Our registered trademarks may be subject to cancellation proceedings in the United States, or comparable proceedings in foreign jurisdictions, in which a third party seeks to cancel an existing registration. To enforce our trademark rights, we may be involved in lawsuits or other proceedings which could be expensive, time-consuming and uncertain.

Our corporate name, NantHealth, and the names of our products and services have not been trademarked in each market where we operate and plan to operate. Our trademark applications for our corporate name or the name of our products and services may not be allowed for registration, and our registered trademarks may not be maintained or enforced. During trademark registration proceedings, we may receive rejections, which we may be unable to overcome in our responses. If we do not secure registrations for our trademarks, we may encounter more difficulty in enforcing them against third parties than we otherwise would.

## **Risks related to reimbursement and government regulation**

***If we fail to comply with applicable health information privacy and security laws and other state and federal privacy and security laws, we may be subject to significant liabilities, reputational harm and other negative consequences, including decreasing the willingness of current and potential customers to work with us.***

We are subject to data privacy and security regulation by both the federal government and the states in which we conduct our business. HIPAA established uniform federal standards for certain “covered entities,” which include certain healthcare providers, healthcare clearinghouses, and health plans, governing the conduct of specified electronic healthcare transactions and protecting the security and privacy of protected health information, or PHI. The Health Information Technology for Economic and Clinical Health Act, or HITECH Act, which became effective on February 17, 2010, makes HIPAA’s security standards directly applicable to “business associates,” which are independent contractors or agents of covered entities that create, receive, maintain, or transmit PHI in connection with providing a service for or on behalf of a covered entity. The HITECH Act also increased the civil and criminal penalties that may be imposed against covered entities, business associates and certain other persons, and gave state attorneys general new authority to file civil actions for damages or injunctions in federal courts to enforce HIPAA’s requirements and seek attorney’s fees and costs associated with pursuing federal civil actions.

A portion of the data that we obtain and handle for or on behalf of our clients is considered PHI, subject to HIPAA. We are also required to maintain similar business associate agreements with our subcontractors that have access to PHI of our customers in rendering services to us or on our behalf. Under HIPAA and our contractual agreements with our HIPAA-covered entity health plan customers, we are considered a “business associate” to those customers, and are required to maintain the privacy and security of PHI in accordance with HIPAA and the terms of our business associate agreements with our clients, including by implementing HIPAA-required administrative, technical and physical safeguards. We have incurred, and will continue to incur, significant costs to establish and maintain these safeguards and, if additional safeguards are required to comply with HIPAA regulations or our clients’ requirements, our costs could increase further, which would negatively affect our operating results. Furthermore, we cannot guarantee that such safeguards have been and will continue to be adequate. If we have failed, or fail in the future, to maintain adequate safeguards, or we or our agents or subcontractors use or disclose PHI in a manner prohibited or not permitted by HIPAA, our subcontractor business associate agreements, or our business associate agreements with our customers, or if the privacy or security of PHI that we obtain and handle is otherwise compromised, we could be subject to significant liabilities and consequences, including, without limitation:

- breach of our contractual obligations to clients, which may cause our clients to terminate their relationship with us and may result in potentially significant financial obligations to our clients;
- investigation by the federal and state regulatory authorities empowered to enforce HIPAA and other data privacy and security laws, which include the U.S. Department of Health and Human Services, or HHS, the Federal Trade Commission and state attorneys general, and the possible imposition of civil and criminal penalties;
- private litigation by individuals adversely affected by any misuse of their personal health information for which we are responsible; and
- negative publicity, which may decrease the willingness of current and potential future customers to work with us and negatively affect our sales and operating results.

Further, we publish statements to end users of our services that describe how we handle and protect personal information. If federal or state regulatory authorities or private litigants consider any portion of these statements to be untrue, we may be subject to claims of deceptive practices, which could lead to significant liabilities and consequences, including, without limitation, damage to our reputation and costs of responding to investigations, defending against litigation, settling claims and complying with regulatory or court orders.

Federal or state governmental authorities may impose additional data security standards or additional privacy or other restrictions on the collection, use, maintenance, transmission and other disclosures of health information. Legislation has been proposed at various times at both the federal and the state level that would limit, forbid or regulate the use or transmission of medical information outside of the United States. Such legislation, if adopted, may render our use of off-shore partners for work related to such data impracticable or substantially more expensive. Alternative processing of such information within the United States may involve substantial delay in implementation and increased cost.

***If we fail to comply with federal and state healthcare laws and regulations, including those governing submissions of false or fraudulent claims to government healthcare programs and financial relationships among healthcare providers, we may be subject to civil and criminal penalties or loss of eligibility to participate in government healthcare programs.***



We are subject to certain federal and state laws and regulations designed to protect patients, governmental healthcare programs, and private health plans from fraudulent and abusive activities. These laws include anti-kickback restrictions and laws prohibiting the submission of false or fraudulent claims. These laws are complex and their application to our specific products, services and relationships may not be clear and may be applied to our business in ways that we do not anticipate. Federal and state regulatory and law enforcement authorities have recently increased enforcement activities with respect to Medicare and Medicaid fraud and abuse regulations and other reimbursement laws and rules. From time to time in the future, we may receive inquiries or subpoenas to produce documents in connection with such activities. We could be required to expend significant time and resources to comply with these requests, and the attention of our management team could be diverted to these efforts. Furthermore, third parties have in the past alleged, and may in the future allege that we have sought federal funding in a manner that may violate federal or state law. Though we dispute such allegations, if we are found to be in violation of any federal or state fraud and abuse laws, we could be subject to civil and criminal penalties, and we could be excluded from participating in federal and state healthcare programs such as Medicare and Medicaid. The occurrence of any of these events could significantly harm our business and financial condition.

Provisions in Title XI of the Social Security Act, commonly referred to as the federal Anti-Kickback Statute, prohibit the knowing and willful offer, payment, solicitation or receipt of remuneration, directly or indirectly, in cash or in kind, in return for or to reward the referral of patients or arranging for the referral of patients, or in return for the recommendation, arrangement, purchase, lease or order of items or services that are covered, in whole or in part, by a federal healthcare program such as Medicare or Medicaid. The definition of "remuneration" has been broadly interpreted to include anything of value such as gifts, discounts, rebates, waiver of payments or providing anything at less than its fair market value. Many states have adopted similar prohibitions against kickbacks and other practices that are intended to induce referrals which are applicable to all patients regardless of whether the patient is covered under a governmental health program or private health plan. We attempt to scrutinize our business relationships and activities to comply with the federal Anti-Kickback Statute and similar laws and we attempt to structure our sales and group purchasing arrangements in a manner that is consistent with the requirements of applicable safe harbors to these laws. We cannot assure you, however, that our arrangements will be protected by such safe harbors or that such increased enforcement activities will not directly or indirectly have an adverse effect on our business, financial condition or results of operations. Any determination by a state or federal agency that any of our activities or those of our vendors or customers violate any of these laws could subject us to civil or criminal penalties, monetary fines, disgorgement, individual imprisonment, contractual damages, reputational harm, diminished profits and future earnings and curtailment of our operations, could require us to change or terminate some portions of operations or business, could disqualify us from providing services to healthcare providers doing business with government programs and, thus, could have an adverse effect on our business.

Our business is also subject to numerous federal and state laws, including without limitation the civil False Claims Act, that forbid the knowing submission or "causing the submission" of false or fraudulent information or the failure to disclose information in connection with the submission and payment of claims for reimbursement to Medicare, Medicaid, federal healthcare programs or private health plans. Analogous state laws and regulations may apply to our arrangements and claims involving healthcare items or services reimbursed by non-governmental third-party payors. Additionally, HIPAA also imposes criminal and civil liability for, among other things, executing a scheme to defraud any healthcare benefit program or making false statements relating to healthcare matters.

These laws and regulations may change rapidly, and it is frequently unclear how they apply to our business. Errors created by our products or consulting services that relate to entry, formatting, preparation or transmission of claim or cost report information may be determined or alleged to be in violation of these laws and regulations. Any failure of our products or services to comply with these laws and regulations could result in substantial civil or criminal liability, monetary fines, disgorgement, individual imprisonment, contractual damages, reputational harm, diminished profits and future earnings and curtailment of our operations, could adversely affect demand for our one or more of our offerings, could invalidate all or portions of some of our customer contracts, could require us to change or terminate some portions of our business, could require us to refund portions of our services fees, could cause us to be disqualified from serving clients doing business with government payors and could have an adverse effect on our business.

Our activities are also subject to state and federal self-referral laws, including the federal Physician Self-referral Law, commonly known as the Stark Law, which prohibits physicians from referring Medicare or Medicaid patients to providers of "designated health services" with whom the physician or a member of the physician's immediate family has an ownership interest or compensation arrangement, unless a statutory or regulatory exception applies, and similar state equivalents that may apply regardless of payor. In addition, our activities may also implicate state laboratory licensure laws, as well as the corporate practice of medicine prohibition in certain states that maintain such laws or regulations. Our failure to abide by these state and federal laws could result in substantial fines and penalties.

***If commercial third-party payors or government payors fail to provide coverage or adequate reimbursement, or if there is a decrease in the amount of reimbursement for our sequencing and molecular analysis solutions, including GPS Cancer, or future products we develop, if any, our revenue and prospects for profitability would be harmed.***

In both domestic and foreign markets, sales of our sequencing and molecular analysis solutions, including GPS Cancer, and other products and services we develop will depend, in large part, upon the availability of reimbursement from third-party payors. These third-party payors include government healthcare programs such as Medicare, managed care providers, private health insurers, and other organizations. In particular, we believe that obtaining a positive national coverage decision and favorable reimbursement rate from the Centers for Medicare and Medicaid Services, or CMS, for our sequencing and molecular analysis solutions, including GPS Cancer, will be a necessary element in achieving material commercial success. Physicians and patients may not order our sequencing and molecular analysis solutions unless commercial third-party payors and government payors pay for all, or a substantial portion, of the list price, and certain commercial third-party payors may not agree to reimburse our sequencing and molecular analysis solutions if CMS does not issue a positive coverage decision.

There is currently no national coverage decision that determines whether and how our sequencing and molecular analysis solutions, including GPS Cancer, are covered by Medicare. In the absence of a national coverage decision, local Medicare contractors, or MACs, that administer the Medicare program in various regions have some discretion in determining local coverage and therefore payment for tests. We do not currently receive any payment for our sequencing and molecular analysis solutions provided to patients covered by Medicare. If CMS or an applicable MAC does not issue a coverage decision with respect to our sequencing and molecular analysis solutions, or if CMS or an applicable MAC withdraws its coverage policies after reimbursement is obtained, reviews and adjusts the rate of reimbursement, or stops paying for our sequencing and molecular analysis solutions altogether, our revenue and results of operations would be adversely affected.

Commercial third-party payors and government payors are increasingly attempting to contain healthcare costs by demanding price discounts or rebates and limiting both coverage on which diagnostic products they will pay for and the amounts that they will pay for new molecular diagnostic products. Because of these cost-containment trends, commercial third-party payors and government payors that currently provide reimbursement for, or in the future cover, our sequencing and molecular analysis solutions, including GPS Cancer, may reduce, suspend, revoke, or discontinue payments or coverage at any time. Further, a payor's decision to provide coverage for a product or service does not imply that an adequate reimbursement rate will be approved. Additionally, one payor's determination to provide coverage does not assure that other payors will also provide coverage. Adequate third party reimbursement may not be available to enable us to maintain price levels sufficient to realize an appropriate return on our investment.

As a result, there is significant uncertainty surrounding whether the use of products that incorporate new technology, such as our sequencing and molecular analysis solutions, including GPS Cancer, will be eligible for coverage by commercial third-party payors and government payors or, if eligible for coverage, what the reimbursement rates will be for those products. The fact that a diagnostic product has been approved for reimbursement in the past, for any particular indication or in any particular jurisdiction, does not guarantee that such a diagnostic product will remain approved for reimbursement or that similar or additional diagnostic products will be approved in the future. Reimbursement of NGS-based cancer products by commercial third-party payors and government payors may depend on a number of factors, including a payor's determination that products enabled by our molecular profiling solution are:

- not experimental or investigational;
- medically necessary;
- appropriate for the specific patient;
- cost-effective;
- supported by peer-reviewed publications;
- included in clinical practice guidelines; and
- supported by clinical utility studies.

As a result, our efforts to receive reimbursement on behalf of patients will take a substantial amount of time and may require the development of clinical data to demonstrate the clinical utility of our products and improve patient outcomes, or commercial third-party payors and government payors may never cover or provide adequate payment for our sequencing and molecular analysis solutions, including GPS Cancer, or future molecular profiling tools we license or develop. Our strategy to achieve broad reimbursement coverage is focused on demonstrating the clinical utility and economic benefits of our sequencing and molecular analysis solutions, engaging with thought leaders, oncologists and other caregivers, patient advocacy groups and other key oncology stakeholders and thereby increasing demand. For example, in January 2016, a large health plan announced that it would provide insurance coverage for GPS Cancer, representing the nation's first such insurance coverage for a whole genome and proteome molecular diagnostic platform. Since that time, additional contracts with other large commercial payers have been signed, and efforts are now underway to pursue single case agreements which yield reimbursements from other non-contracted payers. Even in light of these developments. Even in light of this announcement, however, there is no assurance that we will continue to succeed in any of these areas or that, even if we do succeed, we will receive favorable reimbursement decisions. If adequate third-party reimbursement is unavailable we may not be able to maintain price levels sufficient to realize an appropriate return on investment in product development. Furthermore, if a commercial third-party payor or government payor denies coverage, it may be difficult for us to collect from the patient, and we may not be successful.

In addition, we are generally considered a “non-contracting provider” by commercial third-party payors because we generally have not entered into specific contracts to provide GPS Cancer to their covered patients, and as a result we take on primary responsibility for obtaining reimbursement on behalf of patients. If we were to become a contracting provider with additional payors in the future, the amount of overall reimbursement we receive may decrease if we receive less revenue per product that is reimbursed at a contracted rate than at a non-contracted rate, which could have a negative impact on our revenue. Further, we may be unable to collect payments from patients beyond that which is paid by their coverage and will experience lost revenue as a result.

***If we fail to comply with the way states and the FDA regulates tests that are developed, manufactured, validated and performed by laboratories like NantOmics, such failure could result in delay or additional expense in offering our tests and tests that we may develop in the future.***

Several states require that we and NantOmics hold laboratory licenses to test specimens from patients in those states. Other states may have similar requirements or may adopt similar requirements in the future. We may be subject to regulation in foreign jurisdictions as we seek to expand international distribution of our offerings, which may require review of our offerings in order to offer our services or may have other limitations such as prohibitions on the export of tissue necessary for us to use our GPS Cancer solution that may limit our ability to distribute outside of the United States.

In addition, NantOmics is subject to the Clinical Laboratory Improvement Amendments of 1988, or CLIA, a federal law that regulates clinical laboratories that perform testing on specimens derived from humans for the purpose of providing information for the diagnosis, prevention, or treatment of disease. CLIA regulations mandate specific standards in the areas of personnel qualifications, administration, and participation in proficiency testing, patient test management, quality control, quality assurance, and inspections. NantOmics has a current certificate of accreditation under CLIA to conduct our genomic sequencing and molecular analyses through our accreditation by the College of American Pathologists, or CAP. To renew this certificate, NantOmics is subject to survey and inspection every two years. Moreover, CLIA inspectors may make random inspections of NantOmics’ clinical reference laboratory.

Any sanction imposed under CLIA, its implementing regulations, or state or foreign laws or regulations governing licensure, or NantOmics’ failure to renew a CLIA certificate, a state or foreign license, or accreditation, could have a material adverse effect on our business. Most CLIA deficiencies are not classified as “condition-level” deficiencies, and there are no adverse effects upon the laboratory operations as long as the deficiencies are corrected. Remediation of these deficiencies is a routine matter, with corrections occurring within several hours or weeks. More serious CLIA deficiencies could rise to the level of “condition-level” deficiencies, and CMS has the authority to impose a wide range of sanctions, including revocation of the CLIA certification along with a bar on the ownership or operation of a CLIA-certified laboratory by any owners or operators of the deficient laboratory. There is an administrative hearing procedure that can be pursued by the laboratory in the event of imposition of such sanctions, during which the sanctions are stayed, but the process can take a number of years to complete. If NantOmics was to lose its CLIA certification or CAP accreditation, we would not be able to offer our GPS Cancer solution services, which would result in material harm to our business and results of operations.

While the FDA currently exercises its enforcement discretion for LDTs by not enforcing its regulations, the FDA has stated that it has a mandate to regulate in this field and that it intends to address LDT regulation using a risk-based, phased-in approach similar to the existing *in vitro* diagnostic framework. Moreover, the FDA could disagree with our current assessment that NantOmics’ sequencing services is a LDT, and could require us or NantOmics to seek clearance or approval for such sequencing services for clinical use. If the FDA requires us or NantOmics to seek clearance or approval to offer NantOmics’ sequencing services for GPS Cancer or any of our future offerings for clinical use, we may not be able to obtain such approvals on a timely basis, or at all. Failure to comply with applicable regulatory requirements can result in enforcement action by the FDA, which may include any of the following sanctions: warning letters; fines; injunctions; civil or criminal penalties; recall or seizure of current or future products; operating restrictions; partial suspension or total shutdown of production; denial of applications; or challenges to clearances or approvals. We cannot provide any assurance that FDA regulation, including premarket review, will not be required for our GPS Cancer solution or any other molecular profiling solution we offer in the future. If premarket review is required, our business could be negatively impacted if we are required to stop selling our molecular profiling solution pending its clearance or approval or if such approval is delayed by new requirements.

***Healthcare policy changes, including recently enacted legislation reforming the U.S. healthcare system, may have a material adverse effect on our financial condition, results of operations and cash flows.***

In March 2010, the ACA was enacted in the United States, which made a number of substantial changes in the way healthcare is financed by both governmental and private insurers. Among other things, the ACA:

- requires each medical device manufacturer to pay an excise tax equal to 2.3% of the price for which such manufacturer sells its medical devices. This tax may apply to GPS Cancer and some or all of our products which are in development. The excise tax has been temporarily suspended for calendar years 2016 and 2017, but will be reinstated in 2018 without additional Congressional action.
- mandates a reduction in payments for clinical laboratory services paid under the Medicare Clinical Laboratory Fee Schedule of 1.75% for the years 2011 through 2015. In addition, a productivity adjustment is made to the fee schedule payment amount.
- creates initiatives to promote quality indicators in payment methodologies and the coordination and promotion of research on comparative clinical effectiveness of different technologies and procedures.

We cannot predict whether future healthcare initiatives will be implemented at the federal or state level, or how any future legislation or regulation may affect us. The taxes imposed by the new federal legislation and the expansion of government's role in the U.S. healthcare industry, as well as changes to the reimbursement amounts paid by payors for our current and future offerings or our medical procedure volumes, may reduce our profits and have a materially adverse effect on our business, financial condition, results of operations, and cash flows. Moreover, Congress has proposed on several occasions to impose a 20% coinsurance on patients for clinical laboratory tests reimbursed under the Medicare Clinical Laboratory Fee Schedule, which would require us to bill patients for these amounts. Because of the relatively low reimbursement for many clinical laboratory tests, in the event that Congress were to ever enact such legislation, the cost of billing and collecting for these tests would often exceed the amount actually received from the patient and effectively increase our costs of billing and collecting.

Furthermore, the current presidential administration and Congress are also expected to attempt broad sweeping changes to the current health care laws. The House of Representatives recently voted to pass the American Health Care Act (the AHCA). As proposed, the AHCA would repeal many provisions of the Affordable Care Act. The Senate is currently expected to consider an alternative version of the AHCA and it is expected that Congress will continue to consider this or similar legislation to repeal and replace some or all elements of the Affordable Care Act. We face uncertainties that might result from modification or repeal of any of the provisions of the Affordable Care Act, including as a result of current and future executive orders and legislative actions. The impact of those changes on us and potential effect on biosimilar manufacturing industry as a whole is currently unknown. But, any changes to the Affordable Care Act are likely to have an impact on our results of operations, and may have a material adverse effect on our results of operations. We cannot predict what other healthcare programs and regulations will ultimately be implemented at the federal or state level or the effect of any future legislation or regulation in the United States may have on our business.

***We are subject to U.S. and foreign anti-corruption and anti-money laundering laws with respect to our operations and non-compliance with such laws can subject us to criminal and/or civil liability and harm our business.***

We are subject to the U.S. Foreign Corrupt Practices Act of 1977, as amended, or the FCPA, the U.S. domestic bribery statute contained in 18 U.S.C. § 201, the U.S. Travel Act, the USA PATRIOT Act, and possibly other state and national anti-bribery and anti-money laundering laws in countries in which we conduct activities. Anti-corruption laws are interpreted broadly and prohibit companies and their employees, agents, third-party intermediaries, joint venture partners and collaborators from authorizing, promising, offering, or providing, directly or indirectly, improper payments or benefits to recipients in the public or private sector. We currently engage in business and sales with government and state-owned hospitals outside of the United States. In addition, we engage third-party intermediaries to promote and sell our products and solutions abroad and/or to obtain necessary permits, licenses, and other regulatory approvals. We or our third-party intermediaries may have direct or indirect interactions with officials and employees of government agencies or state-owned or affiliated entities. We can be held liable for the corrupt or other illegal activities of these third-party intermediaries, our employees, representatives, contractors, partners, and agents, even if we do not explicitly authorize or have actual knowledge of such activities.

We have adopted an anti-corruption policy that, mandates compliance with the FCPA and other anti-corruption laws applicable to our business throughout the world. However, we cannot assure you that our employees and third-party intermediaries will comply with this policy or such anti-corruption laws. Noncompliance with anti-corruption and anti-money laundering laws could subject us to whistleblower complaints, investigations, sanctions, settlements, prosecution, other enforcement actions, disgorgement of profits, significant fines, damages, other civil and criminal penalties or injunctions, suspension and/or debarment from contracting with certain persons, the loss of export privileges, reputational harm, adverse media coverage, and other collateral consequences. If any subpoenas, investigations, or other enforcement actions are launched, or governmental or other sanctions are imposed, or if we do not prevail in any possible civil or criminal litigation, our business, financial condition and results of operations could be materially harmed. In addition, responding to any action will likely result in a materially significant diversion of management's attention and resources and significant defense and compliance costs and other professional fees. In certain cases, enforcement authorities may even cause us to appoint an independent compliance monitor which can result in added costs and administrative burdens.

***We are subject to governmental export and import controls that could impair our ability to compete in international markets due to licensing requirements and subject us to liability if we are not in compliance with applicable laws.***

Our products and solutions are subject to export control and import laws and regulations, including the U.S. Export Administration Regulations, U.S. Customs regulations, and various economic and trade sanctions regulations administered by the U.S. Treasury Department's Office of Foreign Assets Controls. Exports of our products and solutions outside of the United States must be made in compliance with these laws and regulations. If we fail to comply with these laws and regulations, we and certain of our employees could be subject to substantial civil or criminal penalties, including the possible loss of export or import privileges, fines, which may be imposed on us and responsible employees or managers and, in extreme cases, the incarceration of responsible employees or managers.

In addition, changes in our products or solutions or changes in applicable export or import laws and regulations may create delays in the introduction, provision, or sale of our products and solutions in international markets, prevent customers from using our products and solutions or, in some cases, prevent the export or import of our products and solutions to certain countries, governments or persons altogether. Any limitation on our ability to export, provide, or sell our products and solutions could adversely affect our business, financial condition and results of operations.

***We may be subject to fines, penalties or legal liability, if it is determined that we are practicing medicine without a license through our eviti or molecular analysis solutions.***

State laws prohibit the practice of medicine without a license. Our eviti reports delivered to physicians provide information regarding FDA-approved therapies and clinical trials that oncologists may use in making treatment decisions for their patients, and our GPS Cancer reports provide detailed genomic and proteomic data about a patient and can make personalized therapy recommendations based on that data. We make members of our organization available to clinicians to discuss the information provided in the report. Our customer service representatives provide support to our clients, including assistance in interpreting the results of the eviti and GPS Cancer reports. A governmental authority or third party could allege that the identification of available therapies and clinical trials in our reports and the related customer service we provide constitute the practice of medicine. A state may seek to have us discontinue the inclusion of certain aspects of our reports or the related services we provide or subject us to fines, penalties, or licensure requirements. Any determination that we are practicing medicine without a license may result in significant liability to us and harm to our reputation and eviti and GPS Cancer businesses.

***Errors or illegal activity on the part of our clients may result in claims against us.***

We rely on our clients, and we contractually obligate them, to provide us with accurate and appropriate data and directives for our actions. We rely upon our clients, as users of our solutions and systems infrastructure, for key activities to produce proper claims for reimbursement. Failure of clients to provide these data and directives or to perform these activities may result in claims against us that our reliance was misplaced.

***Our services present the potential for embezzlement, identity theft or other similar illegal behavior by our employees or subcontractors with respect to third parties.***

Our services also involve the use and disclosure of personal and business information that could be used to impersonate third parties or otherwise gain access to their data or funds. If any of our employees or subcontractors takes, converts or misuses such funds, documents or data, we could be liable for damages, and our business reputation could be damaged or destroyed.

#### **Risks related to our convertible notes**

***Servicing our debt requires a significant amount of cash, and we may not have sufficient cash flow from our business to pay our substantial debt.***

Our ability to make scheduled payments of the principal of, to pay interest on or to refinance our indebtedness, including the notes, depends on our future performance, which is subject to economic, financial, competitive and other factors beyond our control. Our business may not continue to generate cash flow from operations in the future sufficient to service our debt and make necessary capital expenditures. If we are unable to generate such cash flow, we may be required to adopt one or more alternatives, such as selling assets, restructuring debt or obtaining additional equity capital on terms that may be onerous or highly dilutive. Our ability to refinance our indebtedness will depend on the capital markets and our financial condition at such time. We may not be able to engage in any of these activities or engage in these activities on desirable terms, which could result in a default on our debt obligations.

***We may pay any interest make-whole payment on our notes by delivering shares of our common stock, which could result in significant dilution to our stockholders.***

On or after the date that is one year after the last date of original issuance of the notes, we will in certain circumstances make an interest make-whole payment to a converting holder, payable in cash or shares of our common stock. If we elect, or are deemed to have elected, to pay any interest make-whole payment by delivering shares of our common stock, the number of shares of common stock a converting holder of notes will receive will be the number of shares that have a value equal to the amount of the interest make-whole payment to be paid to such holder in shares of our common stock, divided by the product of (x) 95% and (y) the simple average of the daily VWAP of our common stock for the 10 trading days ending on and including the trading day immediately preceding the conversion date, which could result in significant dilution to our stockholders.

***The accounting method for convertible debt securities that may be settled in cash, such as the notes, could have a material effect on our reported financial results.***

In May 2008, the Financial Accounting Standards Board, which we refer to as FASB, issued FASB Staff Position No. APB 14-1, *Accounting for Convertible Debt Instruments That May Be Settled in Cash Upon Conversion (Including Partial Cash Settlement)*, which has subsequently been codified as *Accounting Standards Codification 470-20, Debt with Conversion and Other Options*, which we refer to as ASC 470-20. Under ASC 470-20, an entity must separately account for the liability and equity components of the convertible debt instruments (such as the notes) that may be settled entirely or partially in cash upon conversion in a manner that reflects the issuer's economic interest cost. The effect of ASC 470-20 on the accounting for the notes is that the equity component is required to be included in the additional paid-in capital section of stockholders' equity on our consolidated balance sheet, and the value of the equity component would be treated as original issue discount for purposes of accounting for the debt component of the notes. As a result, we will be required to record a greater amount of non-cash interest expense in current periods presented as a result of the amortization of the discounted carrying value of the notes to their face amount over the term of the notes. We will report lower net income in our financial results because ASC 470-20 will require interest to include both the current period's amortization of the debt discount and the instrument's coupon interest, which could adversely affect our reported or future financial results, the trading price of our common stock and the trading price of the notes.

In addition, under certain circumstances, convertible debt instruments (such as the notes) that may be settled entirely or partly in cash are currently accounted for utilizing the treasury stock method, the effect of which is that the shares issuable upon conversion of the notes are not included in the calculation of diluted earnings per share except to the extent that the conversion value of the notes exceeds their principal amount. Under the treasury stock method, for diluted earnings per share purposes, the transaction is accounted for as if the number of shares of common stock that would be necessary to settle such excess, if we elected to settle such excess in shares, are issued. We cannot be sure that the accounting standards in the future will continue to permit the use of the treasury stock method. If we are unable to use the treasury stock method in accounting for the shares issuable upon conversion of the notes, then our diluted earnings per share would be adversely affected.

#### **Risks related to our common stock**

***Our Chairman and Chief Executive Officer, and entities affiliated with him, collectively own a significant majority of our common stock and will exercise significant influence over matters requiring stockholder approval, regardless of the wishes of other stockholders.***

As of November 10, 2017, our Chairman and Chief Executive Officer, Dr. Patrick Soon-Shiong, and entities affiliated with him, collectively beneficially own approximately 64.7% of the voting power of our common stock. As a result, Dr. Patrick Soon-Shiong and his affiliates have significant influence over management and significant control over matters requiring stockholder approval, including the annual election of directors and significant corporate transactions, such as a merger or other sale of our company or assets, for the foreseeable future. This concentrated control will limit stockholders' ability to influence corporate matters and, as a result, we may take actions that our stockholders do not view as beneficial. As a result, the market price of our common stock could be adversely affected.

***Dr. Patrick Soon-Shiong, our Chairman and Chief Executive Officer and our principal stockholder, has significant interests in other companies which may conflict with our interests.***

Our Chairman and Chief Executive Officer, Dr. Patrick Soon-Shiong, is the founder of NantWorks. The various NantWorks companies are currently exploring opportunities in the immunotherapy, infectious disease and inflammatory disease fields. In particular, NantOmics provides us with its sequencing and molecular analysis solution for our GPS Cancer solution. NantWorks is the largest member of NantOmics, holding approximately 84% of the outstanding equity and approximately 99% of the outstanding voting equity as of September 30, 2017. As a result, they or other companies affiliated with Dr. Patrick Soon-Shiong may compete with us for business opportunities or, in the future, develop products that are competitive with ours. As a result Dr. Patrick Soon-Shiong's interests may not be aligned with the interests of our other stockholders, and he may from time to time be incentivized to take certain actions that benefit his other interests and that our other stockholders do not view as being in their interest as investors in our company. Moreover, even if they do not directly relate to us, actions taken by Dr. Patrick Soon-Shiong and the companies and charitable organizations with which he is involved could have a negative impact on our business.

***Our certificate of incorporation contains a waiver of the corporate opportunities doctrine for NantWorks and its affiliates, which includes our Chairman and Chief Executive Officer, and therefore covered persons have no obligations to make opportunities available to us.***

NantWorks, which is controlled by our Chairman and Chief Executive Officer, and its affiliates, beneficially owns approximately 64.7% of the voting power of our common stock as of November 10, 2017. Additionally, one of our other directors, Mark Burnett, is an affiliate of NantWorks by virtue of his appointment as a board member to NantBio, Inc., an entity controlled by NantWorks, in May 2016.

NantWorks and its affiliates engage in a broad spectrum of activities across the life science, biopharmaceutical, healthcare information technology and technology sectors. In the ordinary course of their business activities, NantWorks and its affiliates may from time to time acquire and hold interests in businesses that compete directly or indirectly with us. Our certificate of incorporation provides that none of NantWorks, any of its affiliates and all of their respective partners, principals, directors, officers, members, managers and/or employees, including any of the foregoing who serve as officers or directors of our company, to the fullest extent permissible by law, have any duty to bring business opportunities to our attention or to refrain from engaging, directly or indirectly, in the same business activities or similar business activities or lines of business in which we operate. NantWorks or its affiliates may also pursue acquisition opportunities that may be complementary to our business and, as a result, those acquisition opportunities may not be available to us. In addition, NantWorks may have an interest in pursuing acquisitions, divestitures and other transactions that, in its judgment, could enhance its investment, even though such transactions might involve risks to you.

***We do not know whether an active, liquid and orderly trading market will develop for our common stock or what the market price of our common stock will be and as a result it may be difficult for you to sell your common stock.***

Prior to our initial public offering in June 2016, there was no public market for our common stock. Although our common stock is listed on The NASDAQ Global Select Market, the market for our shares has demonstrated varying levels of trading activity. Further, because a significant amount of our common stock following our initial public offering is and is expected to continue to be held by our Chairman and Chief Executive Officer, Dr. Patrick Soon-Shiong, and entities affiliated with him, it may be more difficult for an active and liquid trading market for our common stock to develop. As a result of these and other factors, you may not be able to sell your common stock quickly or at or above the initial public offering price or at all. Further, an inactive market may also impair our ability to raise capital by selling additional common stock and may impair our ability to enter into strategic collaborations or acquire companies or products by using our common stock as consideration.

***The trading price of our common stock has been and may continue to be volatile. This volatility may affect the price at which you could sell our common stock, the notes and any common stock you receive upon conversion of your notes.***

The trading price of our common stock has been and may continue to be volatile and could be subject to wide fluctuations in response to various factors. The trading price of the notes and our common stock may fluctuate widely in response to various factors, some of which are beyond our control, including:

- announcements by us or our competitors of new products, significant contracts, commercial relationships or capital commitments and the timing of these introductions or announcements;
- adverse regulatory or reimbursement announcements;
- announcements by us or our competitors of significant acquisitions, strategic collaborations, joint ventures or capital commitments;

- the results of our efforts to develop additional offerings;
- our dependence on our customers, partners and collaborators;
- regulatory or legal developments in the United States or other countries;
- reimbursement decisions regarding our future molecular profiling solutions, including GPS Cancer;
- developments or disputes concerning patent applications, issued patents or other proprietary rights;
- the recruitment or departure of key management or other personnel;
- our ability to successfully commercialize our future products;
- the level of expenses related to any of our products;
- actual or anticipated changes in estimates as to financial results, development timelines or recommendations by securities analysts;
- actual or anticipated quarterly variations in our financial results or those of our competitors;
- any change to the composition of the board of directors or key personnel;
- expiration of contractual lock-up agreements with our executive officers, directors and security holders;
- sales of common stock by us or our stockholders in the future, as well as the overall trading volume of our common stock;
- changes in the structure of healthcare payment systems;
- commencement of, or our involvement in, litigation, including claims by our equityholders pertaining to our conversion from a Delaware limited liability company into a Delaware corporation or the pending class action litigation;
- general economic, industry and market conditions and other factors that may be unrelated to our operating performance or the operating performance of our competitors, including changes in market valuations of similar companies; and
- the other factors described in this "Risk Factors" section.

In addition, the stock market in general, and the NASDAQ and the healthcare industry in particular, have from time to time experienced volatility that often has been unrelated to the operating performance of the underlying companies. These broad market and industry fluctuations may adversely affect the market price of our common stock or the notes, regardless of our operating performance. In several recent situations where the market price of a stock has been volatile, holders of that stock have instituted securities class action litigation against the company that issued the stock. If any of our stockholders were to bring a lawsuit against us, the defense and disposition of the lawsuit could be costly and divert the time and attention of our management and would harm our business operating results or financial condition.

***We may pay any interest make-whole payment by delivering shares of our common stock, which could result in significant dilution to our stockholders and cause our stock price to fall.***

On or after the date that is one year after the last date of original issuance of the notes, we will in certain circumstances make an interest make-whole payment to a converting holder, payable in cash or shares of our common stock. If we elect, or are deemed to have elected, to pay any interest make-whole payment by delivering shares of our common stock, the number of shares of common stock a converting holder of notes will receive will be the number of shares that have a value equal to the amount of the interest make-whole payment to be paid to such holder in shares of our common stock, divided by the product of (x) 95% and (y) the simple average of the daily VWAP of our common stock for the 10 trading days ending on and including the trading day immediately preceding the conversion date, which could result in significant dilution to our stockholders.

***We have incurred and will continue to incur costs as a result of operating as a public company and our management has been and will be required to devote substantial time to public company compliance initiatives.***



As a public company, listed in the United States, we have incurred and will continue to incur significant legal, accounting and other expenses due to our compliance with regulations and disclosure obligations applicable to us, including compliance with the Sarbanes-Oxley Act of 2002, or the Sarbanes-Oxley Act, as well as rules implemented by the SEC and the NASDAQ. The SEC and other regulators have continued to adopt new rules and regulations and make additional changes to existing regulations that require our compliance. In July 2010, the Dodd-Frank Wall Street Reform and Consumer Protection Act, or the Dodd-Frank Act, was enacted. There are significant corporate governance and executive compensation related provisions in the Dodd-Frank Act that have required the SEC to adopt additional rules and regulations in these areas. Stockholder activism, the current political environment, and the current high level of government intervention and regulatory reform may lead to substantial new regulations and disclosure obligations, which may lead to additional compliance costs and impact, in ways we cannot currently anticipate, the manner in which we operate our business. Our management and other personnel have and will continue to devote a substantial amount of time to these compliance programs and monitoring of public company reporting obligations and, as a result of the new corporate governance and executive compensation related rules, regulations, and guidelines prompted by the Dodd-Frank Act and further regulations and disclosure obligations expected in the future, we will likely need to devote additional time and costs to comply with such compliance programs and rules. These rules and regulations will cause us to incur significant legal and financial compliance costs and will make some activities more time-consuming and costly.

To continue to comply with the requirements of being a public company, we may need to undertake various activities, including implementing new internal controls and procedures and hiring new accounting or internal audit staff. The Sarbanes-Oxley Act requires that we maintain effective disclosure controls and procedures and internal control over financial reporting. We are continuing to develop and refine our disclosure controls and other procedures that are designed to ensure that information required to be disclosed by us in the reports that we file with the SEC is recorded, processed, summarized and reported within the time periods specified in SEC rules and forms, and that information required to be disclosed in reports under the Securities Exchange Act of 1934, or the Exchange Act, is accumulated and communicated to our principal executive and financial officers. Our current controls and any new controls that we develop may become inadequate and weaknesses in our internal control over financial reporting may be discovered in the future. For example, in connection with our preparation of the Consolidated and Condensed Financial Statements for the year ended December 31, 2016, we identified one control deficiency that did not rise to the level of a material weakness, but did represent a significant deficiency in our internal control over financial reporting. A control deficiency is considered a significant deficiency if it represents a deficiency, or a combination of deficiencies, in internal control over financial reporting that is less severe than a material weakness, yet important enough to merit attention by those responsible for oversight of a company's financial reporting.

In December 2016, we identified a second control deficiency that did not rise to the level of a material weakness, but did represent a significant deficiency in our internal control over financial reporting. This deficiency resulted in a downward revenue adjustment of \$1.3 million to our previously reported revenue for the nine months ended September 30, 2016, and reflected in our financial results for the fourth quarter and year ended December 31, 2016. This significant deficiency related to the need to timely engage sufficient and qualified accounting resources at our home healthcare services subsidiary, Assisteo. We believe the cumulative effect of the adjustment on revenue is immaterial. We have taken preliminary steps to address the significant deficiencies, including seeking to hire additional finance staff solely dedicated to us to help oversee the accounting relating to our home healthcare services business and complex transactions, and the actions we plan to take are subject to ongoing senior management review and audit committee oversight.

We cannot assure you that the measures we have taken, or will take, to remediate the significant deficiencies will be effective or that we will be successful in implementing them. Moreover, we cannot assure you that we have identified all significant deficiencies or material weaknesses or that we will not in the future have additional significant deficiencies or material weaknesses, in particular as we seek to transition to a more developed internal control environment and continue to grow as a company in terms of size, complexity of business and potentially in connection with future strategic transactions. Our independent registered public accounting firm has not evaluated any of the measures we have taken, or that we propose to take, to address these significant deficiencies or the material weakness discussed above.

Any failure to develop or maintain effective controls could adversely affect the results of periodic management evaluations and annual independent registered public accounting firm attestation reports regarding the effectiveness of our internal control over financial reporting which we may be required to include in our periodic reports we will file with the SEC under Section 404 of the Sarbanes-Oxley Act, harm our operating results, cause us to fail to meet our reporting obligations, or result in a restatement of our prior period financial statements. In the event that we are not able to demonstrate compliance with the Sarbanes-Oxley Act, that our internal control over financial reporting is perceived as inadequate or that we are unable to produce timely or accurate financial statements, investors may lose confidence in our operating results and the price of our common stock could decline. In addition, if we are unable to continue to meet these requirements, we may not be able to remain listed on NASDAQ.

We are not currently required to comply with the SEC rules that implement Section 404 of the Sarbanes-Oxley Act, and are therefore not yet required to make a formal assessment of the effectiveness of our internal control over financial reporting for that purpose. Upon becoming a public company, we will be required to comply with certain of these rules, which will require management to certify financial and other information in our quarterly and annual reports and provide an annual management report on the effectiveness of our internal control over financial reporting commencing with our second annual report. This assessment will need to include the disclosure of any material weaknesses in our internal control over financial reporting identified by our management or our independent registered public accounting firm. We are just beginning the costly and challenging process of compiling the system and processing documentation needed to comply with such requirements. We may not be able to complete our evaluation, testing and any required remediation in a timely fashion. During the evaluation and testing process, if we identify one or more material weaknesses in our internal control over financial reporting, we will be unable to assert that our internal control over financial reporting is effective.

Our independent registered public accounting firm may not be required to formally attest to the effectiveness of our internal control over financial reporting until the later of our second annual report or the first annual report required to be filed with the SEC following the date we are no longer an "emerging growth company" as defined in the JOBS Act, depending on whether we choose to rely on certain exemptions set forth in the JOBS Act. We cannot assure you that there will not be material weaknesses or significant deficiencies in our internal controls in the future. If we are unable to assert that our internal control over financial reporting is effective, or if our independent registered public accounting firm is unable to express an opinion on the effectiveness of our internal control over financial reporting, we could lose investor confidence in the accuracy and completeness of our financial reports, which could have a material adverse effect on the price of our common stock.

***Our ability to use our net operating loss carryforwards to offset future taxable income may be subject to certain limitations.***

In general, under Section 382 of the Internal Revenue Code of 1986, as amended, or the Code, a corporation that undergoes an "ownership change" is subject to annual limitations on its ability to use its pre-change net operating loss carryforwards ("NOLs") or other tax attributes, to offset future taxable income or reduce taxes. We believe that we have recently undergone one or more ownership changes and accordingly, our ability to use our NOLs may be limited.

***We do not anticipate paying any cash dividends on our common stock in the foreseeable future.***

We do not currently intend to pay any cash dividends on our common stock in the foreseeable future. We currently intend to retain all of our future earnings, if any, to finance the growth and development of our business. In addition, the terms of any future debt agreements may preclude us from paying dividends. As a result, capital appreciation, if any, of our common stock may be investors' sole source of gain for the foreseeable future.

***We are an "emerging growth company," and the reduced disclosure requirements applicable to emerging growth companies could make our common stock less attractive to investors.***

We are an "emerging growth company," as defined in the JOBS Act, and may remain an "emerging growth company" for up to five years following the completion of our initial public offering or December 31, 2021. We would cease to be an emerging growth company upon the earliest of: (i) the last day of the fiscal year following the fifth anniversary of the completion of our initial public offering; (ii) the last day of the fiscal year during which we have annual gross revenue of at least \$1.0 billion; (iii) the date on which we are deemed to be a "large accelerated filer" under the Exchange Act (we will qualify as a large accelerated filer as of the first day of the first fiscal year after we have (a) more than \$700.0 million in outstanding common equity held by our non-affiliates and (b) been public for at least 12 months; the value of our outstanding common equity will be measured each year on the last business day of our second fiscal quarter); or (iv) the date on which we have, during the previous three-year period, issued more than \$1.0 billion in non-convertible debt securities. For as long as we remain an "emerging growth company," we are permitted and intend to rely on exemptions from certain disclosure requirements that are applicable to other public companies that are not "emerging growth companies." These exemptions include:

- being permitted to provide only two years of audited financial statements, in addition to any required unaudited interim financial statements, with correspondingly reduced "Management's Discussion and Analysis of Financial Condition and Results of Operations" disclosure;
- not being required to comply with the auditor attestation requirements in the assessment of our internal control over financial reporting;
- not being required to comply with any requirement that may be adopted by the Public Company Accounting Oversight Board regarding mandatory audit firm rotation or a supplement to the auditor's report providing additional information about the audit and the financial statements;

- reduced disclosure obligations regarding executive compensation; and
- exemptions from the requirements of holding a nonbinding advisory vote on executive compensation and stockholder approval of any golden parachute payments not previously approved.

We have taken advantage of reduced reporting requirements in our public filings. In particular, we have provided only two years of audited financial statements and have not included all of the executive compensation related information that would be required if we were not an emerging growth company. In addition, the JOBS Act provides that an emerging growth company can take advantage of an extended transition period for complying with new or revised accounting standards, delaying the adoption of these accounting standards until they would apply to private companies. We have irrevocably elected not to avail ourselves of this exemption and, as a result, we will adopt new or revised accounting standards on the relevant dates on which adoption of such standards is required for other public companies. We cannot predict whether investors will find our common stock less attractive as a result of our reliance on these exemptions. If some investors find our common stock less attractive as a result, there may be a less active trading market for our common stock and the market price of our common stock may be reduced or may be more volatile.

***Because we are relying on the exemptions from corporate governance requirements as a result of being a “controlled company” within the meaning of the NASDAQ listing standards, you do not have the same protections afforded to stockholders of companies that are subject to such requirements.***

Our Chairman and Chief Executive Officer, Dr. Patrick Soon-Shiong, and entities affiliated with him, control a majority of our common stock. As a result, we are a “controlled company” within the meaning of NASDAQ listing standards. Under these rules, a company of which more than 50% of the voting power is held by an individual, a group or another company is a “controlled company” and may elect not to comply with certain NASDAQ corporate governance requirements, including (1) the requirement that a majority of the board of directors consist of independent directors and (2) the requirement that we have a nominating and corporate governance committee that is composed entirely of independent directors with a written charter addressing the committee’s purpose and responsibilities. We have elected to rely on certain of these exemptions, and do not have a nominating and corporate governance committee. Accordingly, you will not have the same protections afforded to stockholders of companies that are subject to all of the NASDAQ corporate governance requirements.

***If securities or industry analysts do not publish research or publish inaccurate or unfavorable research about our business, our share price and trading volume could decline.***

The trading market for our common stock will depend on the research and reports that securities or industry analysts publish about us or our business. We do not have any control over these analysts. There can be no assurance that analysts will cover us or provide favorable coverage. If one or more of the analysts who cover us downgrade our stock or change their opinion of our stock, our share price would likely decline. If one or more of these analysts cease coverage of our company or fail to regularly publish reports on us, we could lose visibility in the financial markets, which could cause our share price or trading volume to decline.

***We are not subject to the provisions of Section 203 of the Delaware General Corporation Law, which could negatively affect your investment.***

We elected in our amended and restated certificate of incorporation to not be subject to the provisions of Section 203 of the Delaware General Corporation Law, or Section 203. In general, Section 203 prohibits a publicly held Delaware corporation from engaging in a “business combination” with an “interested stockholder” for a period of three years after the date of the transaction in which the person became an interested stockholder, unless the business combination is approved in a prescribed manner. A “business combination” includes a merger, asset sale or other transaction resulting in a financial benefit to the interested stockholder. An “interested stockholder” is a person who, together with affiliates and associates, owns (or, in certain cases, within three years prior, did own) 15% or more of the corporation’s voting stock. Our decision not to be subject to Section 203 will allow, for example, Dr. Patrick Soon-Shiong, our Chairman and Chief Executive Officer (who, with entities affiliated with him, beneficially own approximately 64.7% of the voting power of our common stock, as of November 10, 2017), to transfer shares in excess of 15% of our voting stock to a third-party free of the restrictions imposed by Section 203. This may make us more vulnerable to takeovers that are completed without the approval of our board of directors and/or without giving us the ability to prohibit or delay such takeovers as effectively.

***Some provisions of our charter documents and Delaware law may have anti-takeover effects that could discourage an acquisition of us by others, even if an acquisition would be beneficial to our stockholders, and may prevent attempts by our stockholders to replace or remove our current management.***

Provisions in our amended and restated certificate of incorporation and amended and restated bylaws, as well as provisions of Delaware law, could make it more difficult for a third party to acquire us or increase the cost of acquiring us, even if doing so would benefit our stockholders. These provisions include:

- a requirement that special meetings of stockholders be called only by the board of directors, the president or the chief executive officer;
- advance notice requirements for stockholder proposals and nominations for election to our board of directors; and
- the authority of the board of directors to issue preferred stock on terms determined by the board of directors without stockholder approval and which preferred stock may include rights superior to the rights of the holders of common stock.

These anti-takeover provisions and other provisions in our amended and restated certificate of incorporation and amended and restated bylaws could make it more difficult for stockholders or potential acquirers to obtain control of our board of directors or initiate actions that are opposed by the then-current board of directors and could also delay or impede a merger, tender offer or proxy contest involving our company. These provisions could also discourage proxy contests and make it more difficult for you and other stockholders to elect directors of your choosing or cause us to take other corporate actions you desire. Any delay or prevention of a change of control transaction or changes in our board of directors could cause the market price of our common stock to decline.

***Claims for indemnification by our directors and officers may reduce our available funds to satisfy successful third-party claims against us and may reduce the amount of money available to us.***

Our amended and restated certificate of incorporation and amended and restated bylaws provide that we will indemnify our directors and officers, in each case to the fullest extent permitted by Delaware law. In addition, as permitted by Section 145 of the Delaware General Corporation Law, our amended and restated bylaws and our indemnification agreements that we have entered into with our directors and officers provide that:

- We will indemnify our directors and officers for serving us in those capacities or for serving other business enterprises at our request, to the fullest extent permitted by Delaware law. Delaware law provides that a corporation may indemnify such person if such person acted in good faith and in a manner such person reasonably believed to be in or not opposed to the best interests of the registrant and, with respect to any criminal proceeding, had no reasonable cause to believe such person's conduct was unlawful.
- We may, in our discretion, indemnify employees and agents in those circumstances where indemnification is permitted by applicable law.
- We are required to advance expenses, as incurred, to our directors and officers in connection with defending a proceeding, except that such directors or officers shall undertake to repay such advances if it is ultimately determined that such person is not entitled to indemnification.
- We will not be obligated pursuant to our amended and restated bylaws to indemnify a person with respect to proceedings initiated by that person against us or our other indemnitees, except with respect to proceedings authorized by our board of directors or brought to enforce a right to indemnification.
- The rights conferred in our amended and restated bylaws are not exclusive, and we are authorized to enter into indemnification agreements with our directors, officers, employees and agents and to obtain insurance to indemnify such persons.
- We may not retroactively amend our bylaw provisions to reduce our indemnification obligations to directors, officers, employees and agents.

To the extent that a claim for indemnification is brought by any of our directors or officers, it would reduce the amount of funds available for use in our business.

***Our amended and restated certificate of incorporation designates the Court of Chancery of the State of Delaware as the sole and exclusive forum for certain types of actions and proceedings that may be initiated by our stockholders, which could limit our stockholders' ability to obtain a favorable judicial forum for disputes with us or our directors, officers or other employees.***

Our amended and restated certificate of incorporation provides that, unless we consent in writing to the selection of an alternative forum, the Court of Chancery of the State of Delaware shall be the sole and exclusive forum for (i) any derivative action or proceeding brought on our behalf, (ii) any action asserting a claim of breach of a fiduciary duty owed by any of our directors, officers or other employees to us or our stockholders, (iii) any action asserting a claim arising pursuant to any provision of the Delaware General Corporation Law, our amended and restated certificate of incorporation or our amended and restated bylaws, or (iv) any action asserting a claim against us governed by the internal affairs doctrine. Any person or entity purchasing or otherwise acquiring any interest in shares of our capital stock shall be deemed to have notice of and consented to the provisions of our amended and restated certificate of incorporation described above. This choice of forum provision may limit a stockholder's ability to bring a claim in a judicial forum that it finds favorable for disputes with us or our directors, officers or other employees, which may discourage such lawsuits against us and our directors, officers and other employees. Alternatively, if a court were to find these provisions of our amended and restated certificate of incorporation inapplicable to, or unenforceable in respect of, one or more of the specified types of actions or proceedings, we may incur additional costs associated with resolving such matters in other jurisdictions, which could adversely affect our business, financial condition or results of operations.

## **Item 2. Unregistered Sales of Equity Securities and Use of Proceeds**

### **Unregistered Sales of Equity Securities**

None.

### **Use of Proceeds**

None.

## **Item 3. Defaults Upon Senior Securities**

Not applicable.

## **Item 4. Mine Safety Disclosures**

Not applicable.

## **Item 5. Other Information**

None.

## Item 6. Exhibits

The exhibits listed in the accompanying index to exhibits are filed as part of, or incorporated by reference into, this Quarterly Report on Form 10-Q.

| Number               | Exhibit Title   | Incorporated by Reference |         | Filing Date     | Filed Herewith |
|----------------------|---|---------------------------|---------|-----------------|----------------|
|                      |   | Form                      | Exhibit |                 |                |
| <a href="#">2.2</a>  | <a href="#">Asset Purchase Agreement dated as of August 3, 2017, between Allscripts Healthcare Solutions, Inc. and NantHealth Inc.</a>  | 8-K                       | 2.1     | August 31, 2017 |                |
| <a href="#">31.1</a> | <a href="#">Certification of Principal Executive Officer required by Rule 13a-14(a) or Rule 15d-14(a) of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</a> |                           |         |                 | X              |
| <a href="#">31.2</a> | <a href="#">Certification of Principal Financial Officer required by Rule 13a-14(a) or Rule 15d-14(a) of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.</a> |                           |         |                 | X              |
| <a href="#">32.1</a> | <a href="#">Certification of Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.*</a>   |                           |         |                 | X              |
| <a href="#">32.2</a> | <a href="#">Certification of Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.*</a>   |                           |         |                 | X              |
| 101.INS**            | XBRL Instance Document.   |                           |         |                 | X              |
| 101.SCH**            | XBRL Taxonomy Extension Schema Document.  |                           |         |                 | X              |
| 101.CAL**            | XBRL Taxonomy Extension Calculation Linkbase Document.  |                           |         |                 | X              |
| 101.DEF**            | XBRL Taxonomy Extension Definition Linkbase Document.   |                           |         |                 | X              |
| 101.LAB**            | XBRL Taxonomy Extension Label Linkbase Document.  |                           |         |                 | X              |
| 101.PRE**            | XBRL Taxonomy Extension Presentation Linkbase Document.   |                           |         |                 | X              |

\* As contemplated by SEC Release No. 33-8212, these exhibits are furnished with this Quarterly Report on Form 10-Q and are not deemed filed with the Securities and Exchange Commission and are not incorporated by reference in any filing of NantHealth, Inc. under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, whether made before or after the date hereof and irrespective of any general incorporation language contained in such filings.

\*\* XBRL (eXtensible Business Reporting Language) information is furnished and not filed or a part of a registration statement or prospectus for purposes of sections 11 or 12 of the Securities Act of 1933, as amended, is deemed not filed for purposes of section 18 of the Securities Exchange Act of 1934, as amended, and is otherwise not subject to liability under these sections.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this Quarterly Report on Form 10-Q to be signed on its behalf by the undersigned thereunto duly authorized.

### **NantHealth, Inc.**

(Registrant)

Date: November 13, 2017

By: /s/ Patrick Soon-Shiong  
Name: Patrick Soon-Shiong  
Its: Chairman, Chief Executive Officer and Director  
(Principal Executive Officer)

By: /s/ Paul Holt  
Name: Paul Holt  
Its: Chief Financial Officer  
(Principal Financial and Accounting Officer)



**CERTIFICATION OF CHIEF EXECUTIVE OFFICER  
PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Patrick Soon-Shiong, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of NantHealth, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (c) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 13, 2017

By: /s/ Patrick Soon-Shiong  
Dr. Patrick Soon-Shiong  
Chairman, Chief Executive Officer and Director  
(Principal Executive Officer)

**CERTIFICATION OF CHIEF FINANCIAL OFFICER  
PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Paul Holt, certify that:

1. I have reviewed this Quarterly Report on Form 10-Q of NantHealth, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (c) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 13, 2017

By: /s/ Paul Holt

Paul Holt

Chief Financial Officer

(Principal Financial and Accounting Officer)

**CERTIFICATION OF CHIEF EXECUTIVE OFFICER  
PURSUANT TO 18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

Pursuant to the requirement set forth in Rule 13a-14(b) of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), and Section 1350 of Chapter 63 of Title 18 of the United States Code (18 U.S.C. §1350), I, Patrick Soon-Shiong, hereby certify that, to my knowledge:

- (i) the Company's Quarterly Report on Form 10-Q for the quarter ended September 30, 2017 to which this Certification is attached as Exhibit 32.1 (the "Report") fully complies with the requirements of section 13(a) or 15(d) of the Exchange Act, and
- (ii) that the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of NantHealth, Inc.

Date: November 13, 2017

By: /s/ Patrick Soon-Shiong

Dr. Patrick Soon-Shiong

Chairman, Chief Executive Officer and Director

(Principal Executive Officer)

This certification accompanies the Quarterly Report on Form 10-Q to which it relates, is not deemed filed with the Securities and Exchange Commission and is not to be incorporated by reference into any filing of NantHealth, Inc. under the Securities Act of 1933, as amended, or the Exchange Act (whether made before or after the date of the Form 10-Q), irrespective of any general incorporation language contained in such filing.

**CERTIFICATION OF CHIEF FINANCIAL OFFICER  
PURSUANT TO 18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002**

Pursuant to the requirement set forth in Rule 13a-14(b) of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), and Section 1350 of Chapter 63 of Title 18 of the United States Code (18 U.S.C. §1350), I, Paul Holt, hereby certify that, to my knowledge:

- (i) the Company's Quarterly Report on Form 10-Q for the quarter ended September 30, 2017 to which this Certification is attached as Exhibit 32.2 (the "Report") fully complies with the requirements of section 13(a) or 15(d) of the Exchange Act, and
- (ii) that the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of NantHealth, Inc.

Date: November 13, 2017

By: /s/ Paul Holt

Paul Holt

Chief Financial Officer

(Principal Financial and Accounting Officer)

This certification accompanies the Quarterly Report on Form 10-Q to which it relates, is not deemed filed with the Securities and Exchange Commission and is not to be incorporated by reference into any filing of NantHealth, Inc. under the Securities Act of 1933, as amended, or the Exchange Act (whether made before or after the date of the Form 10-Q), irrespective of any general incorporation language contained in such filing.