UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

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

Date of Report (Date of earliest event reported): November 9, 2020

MTBC, INC.
(Exact name of registrant as specified in its charter)

Delaware	001-36529	22-3832302
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)

7 Clyde Road, Somerset, New Jersey, 08873
(Address of principal executive offices, zip code)

(732) 873-5133
(Registrant's telephone number, including area code)

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of exchange on which registered
Common Stock, par value $0.001 per share	MTBC	Nasdaq Global Market
11% Series A Cumulative Redeemable Perpetual Preferred Stock, par value $0.001 per share	MTBCP	Nasdaq Global Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

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. [ ]

Item 2.02 Results of Operations and Financial Condition.

On November 9, 2020, the Registrant issued a press release, a copy of which is attached hereto as Exhibit 99.1 and is incorporated herein by reference.

The information furnished pursuant to Item 2.02 of this Form 8-K shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”) or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference into any other filing under the Securities Act of 1933, as amended or the Exchange Act, except as expressly set forth by specific reference in such a filing.

Item 7.01 Regulation FD Disclosure.

On November 9, 2020, the Registrant provided slides to accompany its earnings presentation, a copy of which is attached hereto as Exhibit 99.2 and is incorporated herein by reference.

The information furnished pursuant to Item 7.01 of this Form 8-K shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”) or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference into any other filing under the Securities Act of 1933, as amended or the Exchange Act, except as expressly set forth by specific reference in such a filing.

Item 9.01 Financial Statements and Exhibits.

Exhibit 99.1 Press Release dated November 9, 2020.

Exhibit 99.2 Slide presentation dated November 9, 2020.

SIGNATURE(S)

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

	MTBC, Inc.
Date: November 9, 2020	By: */s/ Stephen Snyder*
	Stephen Snyder
	Chief Executive Officer

Exhibit 99.1

MTBC Reports Third Quarter 2020 Results with Record Revenue and Adjusted EBITDA

Reaffirms Full-Year Outlook

SOMERSET, N.J., November 9, 2020 (GLOBE NEWSWIRE) – MTBC, Inc. (the "Company" or "MTBC") (Nasdaq: MTBC) (Nasdaq: MTBCP), a leading provider of proprietary, cloud-based healthcare IT solutions and services, today announced financial and operational results for the third quarter ended September 30, 2020, while reaffirming its full-year 2020 guidance. The Company's management will conduct a conference call with related slides today at 8:30 a.m. Eastern Time to discuss these results and management's outlook.

Third Quarter 2020 Financial Results:

- Record revenue of $31.6 million, 88% growth over Q3 2019
- GAAP net loss of $1.7 million
- Record adjusted EBITDA of $4.2 million
- Record adjusted net income of $3.5 million or $0.27 per share

Year-to-Date 2020 Financial Results:

- Revenue of $73.1 million, a 50% increase from YTD 2019
- GAAP net loss of $9.0 million
- Adjusted EBITDA of $5.2 million
- Adjusted net income of $3.5 million or $0.27 per share

"We are pleased to report record quarterly revenue of $31.6 million and adjusted EBITDA of $4.2 million, representing year-over-year growth of 88% and 62% respectively," said Stephen Snyder, MTBC's Chief Executive Officer.

"As we've remained focused on empowering healthcare providers and health systems with our technology-enabled solutions, we've continued to accelerate our growth. We've already closed more than twice as much new organic business year-to-date than during all of 2019 and we've closed the two largest acquisitions in our history this year. As a result, we expect to exit 2020 with annualized revenues of approximately $130 million, while operating with an adjusted EBITDA margin of approximately 20%," said Snyder.

Nine Month 2020 Financial Results

Revenue for the first nine months of 2020 was $73.1 million, an increase of 50% as compared to $48.7 million in the first nine months of 2019.

For the first nine months of 2020, the Company's GAAP net loss was $9.0 million, or $1.53 per share, compared to a GAAP net loss of $1.2 million in the first nine months of 2019. During this same period, our adjusted EBITDA was $5.2 million. GAAP net loss includes non-cash amortization and depreciation expense of $6.9 million, stock-based compensation expense of $5.0 million, and transaction and integration costs of $1.7 million.

"The increase in the net loss primarily reflects non-cash items related to our acquisitions of Meridian and CareCloud," said Bill Korn, MTBC's Chief Financial Officer. "Depreciation and amortization expense increased by approximately $4.5 million year-over-year, and accounts for approximately 77% of our GAAP net loss. Stock-based compensation increased by approximately $2.6 million year-over-year for grants made to employees who joined us as part of the acquisitions. We incurred approximately $1.7 million of transaction and integration costs and $681,000 of charges for facilities we no longer need. We expect to see the benefit of these cost savings during the fourth quarter, as indicated by our full-year adjusted EBITDA outlook."

Adjusted EBITDA for the first nine months of 2020 was $5.2 million, as compared to $5.3 million in the first nine months of 2019. Bill Korn noted, "Doctor visits, which declined during the second quarter, have returned to near-normal levels. We anticipate continued improvement in our adjusted EBITDA as we continue to integrate Meridian and CareCloud and streamline our associated operating expenses."

Third Quarter 2020 Financial Results

Revenue for third quarter 2020 was $31.6 million, an increase of $14.8 million or 88% from the third quarter of 2019, which set a new record for MTBC.

MTBC's third quarter 2020 GAAP net loss was $1.7 million, as compared to a net loss of $138,000 in the same period last year. The GAAP net loss reflects $3.2 million of non-cash depreciation and amortization expenses, $1.8 million of stock-based compensation, and $609,000 of integration and transaction costs related to recent acquisitions. The GAAP net loss was $0.46 per share, based on the net loss attributable to common shareholders, which takes into account the preferred stock dividends declared during the quarter.

Non-GAAP adjusted net income for third quarter 2020 was a record $3.5 million, an increase of $1.3 million or 58% compared to adjusted net income of $2.2 million in the same period last year. Non-GAAP adjusted earnings per share was $0.27 per share, an increase of $0.09 compared to $0.18 per share during third quarter 2019, and non-GAAP adjusted diluted earnings per share was $0.19. Adjusted earnings per share are computed using end-of-period shares outstanding, and adjusted diluted earnings per share includes common shares issuable upon exercise of in-the-money warrants and vesting of outstanding restricted stock units.

MTBC now has a significant number of outstanding stock warrants which are exercisable and in-the-money, but are excluded under GAAP from earnings per share calculations as the shares are considered antidilutive. To assist in evaluating the effect of these prospective shares, the Company has introduced a new measure, adjusted diluted earnings per share. The sellers of Meridian and CareCloud were granted a total of 4.25 million warrants to purchase shares of MTBC's common stock at prices between $7.50 and $10.00 per share, with a two-year life for the $7.50 warrants and a three-year life for the $10.00 warrants. If all of these warrants were exercised, MTBC would receive approximately $34 million of cash proceeds.

Adjusted EBITDA for third quarter 2020 was $4.2 million, a new record, which was an increase of 62% and represents 13% of revenue, compared to $2.6 million in the same period last year. This was our fourteenth consecutive quarter of positive adjusted EBITDA.

Bill Korn remarked, “The increase in adjusted EBITDA to record levels during the first full quarter after a major acquisition is a huge accomplishment. It reflects a combination of cost savings from CareCloud, which was purchased in January and Meridian, which was purchased in June, and the return of patient visits to near pre-Covid-19 levels.”

“We expect to see another significant increase in adjusted EBITDA during the fourth quarter, as cost savings from actions we have already taken to further reduce Meridian’s expenses take effect. We can’t predict the course of Covid-19, but patient volumes to date in the fourth quarter are consistent with third quarter, and assuming no major change between now and the end of the year, we anticipate an increase in adjusted EBITDA from third to fourth quarter which is similar to the increase we saw in third quarter.”

Cash Balance and Capital

As of September 30, 2020, the Company had approximately $22.8 million of cash, and nothing drawn on its $10 million revolving line of credit with Silicon Valley Bank.

2020 Full Year Guidance

MTBC previously provided the following forward-looking guidance for the fiscal year ending December 31, 2020:

	For the Fiscal Year Ending December 31, 2020 Forward-Looking Guidance	
Revenue	$	105 – $107 million
Adjusted EBITDA	$	12 – $13 million

The Company’s full year 2020 revenue guidance of $105 to $107 million represents year-over-year growth of approximately 65%, bringing its 3-year CAGR through 2020 to 49%. “We believe that we are on track to generate $130 to $135 million in revenue on an annualized basis during the second half of 2020,” said Bill Korn. “Despite the unknowns related to any additional impact that Covid-19 may have on the U.S. economy during the last two months of the year, we still believe that we will grow our revenues, year-over-year, by at least 63% during 2020.”

“We expect adjusted EBITDA to be $12 to $13 million for full year 2020, representing growth of 48% to 60% over 2019 adjusted EBITDA, as the Company integrates the Meridian and CareCloud acquisitions. The actions we have already taken have significantly reduced both Meridian’s and CareCloud’s operating expenses, and should lead to an even higher adjusted EBITDA contribution for the last quarter of 2020,” said Bill Korn.

Conference Call Information

MTBC management will host a conference call today at 8:30 a.m. Eastern Time to discuss the third quarter 2020 results. The live webcast of the conference call ***and related presentation slides*** can be accessed under Events & Presentations at ir.mtbc.com/events. An audio-only option is available by dialing 201-493-6779 and referencing “MTBC Third Quarter 2020 Earnings Call.” Investors who opt for audio only will need to download the related slides at ir.mtbc.com/events.

A replay of the conference call with slides will be available approximately one hour after conclusion of the call at the samelink. An audio replay can also be accessed for the next month by dialing 412-317-6671 and providing access code 13712429.

About MTBC

MTBC is a healthcare information technology company that provides a full suite of proprietary cloud-based solutions, together with related business services, to healthcare providers and hospitals throughout the United States. Our Software-as-a-Service (or SaaS) platform includes revenue cycle management (RCM), practice management (PM), electronic health record (EHR), telehealth and patient experience management (PXM) solutions for high-performance medical groups. MTBC helps clients increase financial and operational performance, streamline clinical workflows and make better business and clinical decisions, allowing them to improve patient care while reducing administrative burdens and operating costs. MTBC's common stock trades on the Nasdaq Global Market under the ticker symbol "MTBC," and its Series A Preferred Stock trades on the Nasdaq Global Market under the ticker symbol "MTBCP."

Follow MTBC on LinkedIn, Twitter and Facebook.

For additional information, please visit our website atwww.mtbc.com. To view MTBC's latest investor presentations, read recent press releases, and listen to interviews with management, please visit ir.mtbc.com.

Use of Non-GAAP Financial Measures

In our earnings releases, prepared remarks, conference calls, slide presentations, and webcasts, we use and discuss non-GAAP financial measures, as defined by SEC Regulation G. The GAAP financial measure most directly comparable to each non-GAAP financial measure used or discussed, and a reconciliation of the differences between each non-GAAP financial measure and the comparable GAAP financial measure, are included in this press release after the condensed consolidated interim financial statements. Our earnings press releases containing such non-GAAP reconciliations can be found in the Investor Relations section of our web site at ir.mtbc.com.

Forward-Looking Statements

This press release contains various forward-looking statements within the meaning of the federal securities laws. These statements relate to anticipated future events, future results of operations or future financial performance. In some cases, you can identify forward-looking statements by terminology such as "may," "might," "will," "should," "intends," "expects," "plans," "goals," "projects," "anticipates," "believes," "estimates," "predicts," "potential," or "continue" or the negative of these terms or other comparable terminology.

Our operations involve risks and uncertainties, many of which are outside our control, and any one of which, or a combination of which, could materially affect our results of operations and whether the forward-looking statements ultimately prove to be correct. Forward-looking statements in this press release include, without limitation, statements reflecting management's expectations for future financial performance and operating expenditures, expected growth, profitability and business outlook, the impact of the Covid-19 pandemic on our financial performance and business activities, and the expected results from the integration of our acquisitions.

These forward-looking statements are only predictions, are uncertain and involve substantial known and unknown risks, uncertainties and other factors which may cause our (or our industry's) actual results, levels of activity or performance to be materially different from any future results, levels of activity or performance expressed or implied by these forward-looking statements. New risks and uncertainties emerge from time to time, and it is not possible for us to predict all of the risks and uncertainties that could have an impact on the forward-looking statements, including without limitation, risks and uncertainties relating to the Company's ability to manage growth, migrate newly acquired customers and retain new and existing customers, maintain cost-effective global operations, increase operational efficiency and reduce operating costs, predict and properly adjust to changes in reimbursement and other industry regulations and trends, retain the services of key personnel, and other important risks and uncertainties referenced and discussed under the heading titled "Risk Factors" in the Company's filings with the Securities and Exchange Commission. In addition, there is uncertainty about the spread of the Covid-19 virus and the impact it may have on the Company's operations, the demand for the Company's services, and economic activity in general.

The statements in this press release are made as of the date of this press release, even if subsequently made available by the Company on its website or otherwise. The Company does not assume any obligations to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.

SOURCE MTBC

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MTBC, INC.
CONDENSED CONSOLIDATED BALANCE SHEETS

		September 30, 2020 (Unaudited)		December 31, 2019
ASSETS				
CURRENT ASSETS:				
Cash	$	22,839,886	$	19,994,134
Accounts receivable - net of allowance for doubtful accounts of $514,000 and $256,000 at September 30, 2020 and December 31, 2019, respectively		13,765,301		6,995,343
Contract asset		4,078,316		2,385,334
Inventory		305,238		491,088
Current assets - related party		13,200		13,200
Prepaid expenses and other current assets		3,589,350		1,123,036
Total current assets		44,591,291		31,002,135
Property and equipment - net		3,946,768		2,907,516
Operating lease right-of-use assets		7,529,032		3,526,315
Intangible assets - net		31,119,576		5,977,225
Goodwill		48,950,323		12,633,696
Other assets		1,217,458		356,578
TOTAL ASSETS	$	137,354,448	$	56,403,465
LIABILITIES AND SHAREHOLDERS’ EQUITY				
CURRENT LIABILITIES:				
Accounts payable	$	7,302,785	$	3,490,834
Accrued compensation		2,517,901		1,836,309
Accrued expenses		5,801,199		2,111,515
Operating lease liability (current portion)		4,636,019		1,688,772
Deferred revenue (current portion)		1,215,161		20,277
Accrued liability to related party		663		663
Notes payable (current portion)		632,809		283,675
Contingent consideration		500,000		-
Dividend payable		4,097,133		1,745,791
Total current liabilities		26,703,670		11,177,836
Notes payable		47,949		83,275
Deferred payroll taxes		1,313,250		-
Operating lease liability		6,642,878		2,040,772
Deferred revenue		160,007		18,745
Deferred tax liability		151,477		244,512
Total liabilities		35,019,231		13,565,140
COMMITMENTS AND CONTINGENCIES				
SHAREHOLDERS’ EQUITY:				
Preferred stock, $0.001 par value - authorized 7,000,000 shares at September 30, 2020 and December 31, 2019; issued and outstanding 5,470,473 and 2,539,325 shares at September 30, 2020 and December 31, 2019, respectively		5,470		2,539
Common stock, $0.001 par value - authorized 29,000,000 shares at September 30, 2020 and December 31, 2019; issued 13,876,887 and 12,978,485 shares at September 30, 2020 and December 31, 2019, respectively; 13,136,088 and 12,237,686 shares outstanding at September 30, 2020 and December 31, 2019, respectively		13,877		12,979
Additional paid-in capital		138,156,729		69,403,366
Accumulated deficit		(34,043,410)		(25,075,545)
Accumulated other comprehensive loss		(1,135,449)		(843,014)
Less: 740,799 common shares held in treasury, at cost at September 30, 2020 and December 31, 2019		(662,000)		(662,000)
Total shareholders’ equity		102,335,217		42,838,325
TOTAL LIABILITIES AND SHAREHOLDERS’ EQUITY	$	137,354,448	$	56,403,465

MTBC, INC.
CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
NET REVENUE	$ 31,638,616	$ 16,851,328	$ 73,084,575	$ 48,681,038
OPERATING EXPENSES:				
Direct operating costs	19,718,381	10,535,629	45,841,788	31,779,564
Selling and marketing	1,571,423	347,568	4,777,818	1,091,524
General and administrative	6,191,008	4,451,975	17,176,593	13,757,805
Research and development	2,366,560	175,758	6,846,014	648,822
Change in contingent consideration	(500,000)	(279,565)	(500,000)	(343,768)
Depreciation and amortization	3,206,005	814,210	6,943,705	2,407,111
Restructuring, impairment and unoccupied lease charges	320,575	136,332	681,400	136,332
Total operating expenses	32,873,952	16,181,907	81,767,318	49,477,390
OPERATING (LOSS) INCOME	(1,235,336)	669,421	(8,682,743)	(796,352)
OTHER:				
Interest income	2,431	57,272	44,112	202,969
Interest expense	(132,373)	(88,925)	(396,154)	(284,883)
Other (expense) income - net	(246,347)	(688,342)	84,464	(224,151)
LOSS BEFORE PROVISION FOR INCOME TAXES	(1,611,625)	(50,574)	(8,950,321)	(1,102,417)
Income tax provision	61,965	86,970	17,549	101,790
NET LOSS	$ (1,673,590)	$ (137,544)	$ (8,967,870)	$ (1,204,207)
Preferred stock dividend	4,229,808	1,602,833	10,149,641	4,582,239
NET LOSS ATTRIBUTABLE TO COMMON SHAREHOLDERS	$ (5,903,398)	$ (1,740,377)	$ (19,117,511)	$ (5,786,446)
Net loss per common share: basic and diluted	$ (0.46)	$ (0.14)	$ (1.53)	$ (0.48)
Weighted-average common shares used to compute basic and diluted loss per share	12,771,307	12,146,110	12,493,458	12,038,819

MTBC, INC.
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2020 AND 2019

	2020	2019
OPERATING ACTIVITIES:		
Net loss	$ (8,967,870)	$ (1,204,207)
Adjustments to reconcile net loss to net cash (used in) provided by operating activities:		
Depreciation and amortization	6,816,235	2,457,183
Lease amortization	2,134,143	1,440,066
Deferred revenue	159,819	(11,557)
Provision for doubtful accounts	295,645	105,315
(Benefit) provision for deferred income taxes	(93,035)	34,585
Foreign exchange (gain) loss	(62,741)	408,057
Interest accretion	510,771	381,827
Gain on sale of assets	(1,647)	(26,213)
Stock-based compensation expense	4,951,001	2,324,799
Change in contingent consideration	(500,000)	(343,768)
Changes in operating assets and liabilities, net of businesses acquired:		
Accounts receivable	(1,208,961)	(126,542)
Contract asset	(274,149)	51,607
Inventory	185,850	69,137
Other assets	106,470	(108,080)
Accounts payable and other liabilities	(8,384,301)	(698,408)
Net cash (used in) provided by operating activities	(4,332,770)	4,753,801
INVESTING ACTIVITIES:		
Capital expenditures	(1,288,500)	(1,326,650)
Capitalized software	(3,767,219)	-
Cash paid for acquisitions (net)	(23,716,250)	(1,600,000)
Net cash used in investing activities	(28,771,969)	(2,926,650)
FINANCING ACTIVITIES:		
Preferred stock dividends paid	(7,798,299)	(4,464,435)
Settlement of tax withholding obligations on stock issued to employees	(1,847,318)	(1,320,650)
Repayments of notes payable, net	(430,080)	(290,164)
Contingent consideration payments	-	(182,664)
Proceeds from exercise of warrants	2,995,117	-
Proceeds from line of credit	19,500,000	-
Repayments of line of credit	(19,500,000)	-
Settlement of contingent obligation	(1,325,000)	-
Net proceeds from issuance of preferred stock	44,544,378	3,719,106
Net cash provided by (used in) financing activities	36,138,798	(2,538,807)
EFFECT OF EXCHANGE RATE CHANGES ON CASH	(188,307)	226,370
NET INCREASE (DECREASE) IN CASH	2,845,752	(485,286)
CASH - beginning of the period	19,994,134	14,472,483
CASH - end of the period	$ 22,839,886	$ 13,987,197
SUPPLEMENTAL NONCASH INVESTING AND FINANCING ACTIVITIES:		
Preferred stock issued in connection with CareCloud and Meridian acquisitions	$ 24,000,000	$ -
Vehicle financing obtained	$ 28,473	$ 24,909
Dividends declared, not paid	$ 4,097,133	$ 1,586,528
Purchase of prepaid insurance through assumption of note	$ 667,507	$ 301,359
Warrants issued	$ 5,070,000	$ -
SUPPLEMENTAL INFORMATION - Cash paid during the period for:		
Income taxes	$ 64,326	$ 95,822
Interest	$ 150,425	$ 46,089

RECONCILIATION OF NON-GAAP FINANCIAL MEASURES

TO COMPARABLE GAAP MEASURES (UNAUDITED)

The following is a reconciliation of the non-GAAP financial measures used by us to describe our financial results determined in accordance with accounting principles generally accepted in the United States of America ("GAAP"). An explanation of these measures is also included below under the heading "Explanation of Non-GAAP Financial Measures."

While management believes that these non-GAAP financial measures provide useful supplemental information to investors regarding the underlying performance of our business operations, investors are reminded to consider these non-GAAP measures in addition to, and not as a substitute for, financial performance measures prepared in accordance with GAAP. In addition, it should be noted that these non-GAAP financial measures may be different from non-GAAP measures used by other companies, and management may utilize other measures to illustrate performance in the future. Non-GAAP measures have limitations in that they do not reflect all of the amounts associated with our results of operations as determined in accordance with GAAP.

Adjusted EBITDA

Set forth below is a reconciliation of our "adjusted EBITDA" to our GAAP net loss.

	Three Months Ended September 30,		**Nine Months Ended September 30,**	
	2020	**2019**	**2020**	**2019**
	($ in thousands)			
Net revenue	$ 31,639	$ 16,851	$ 73,085	$ 48,681
GAAP net loss	(1,674)	(138)	(8,968)	(1,204)
Provision for income taxes	61	87	18	102
Net interest expense	130	32	352	82
Foreign exchange loss (gain) / other expense	296	704	(17)	408
Stock-based compensation expense	1,763	775	4,951	2,325
Depreciation and amortization	3,206	814	6,944	2,407
Transaction and integration costs	609	464	1,709	1,403
Restructuring, impairment and unoccupied lease charges	321	136	681	136
Change in contingent consideration	(500)	(280)	(500)	(344)
Adjusted EBITDA	**$ 4,212**	**$ 2,594**	**$ 5,170**	**$ 5,315**

Non-GAAP Adjusted Operating Income

Set forth below is a reconciliation of our non-GAAP "adjusted operating income" and non-GAAP "adjusted operating margin" to our GAAP operating loss and GAAP operating margin.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
	($ in thousands)			
Net revenue	$ 31,639	$ 16,851	$ 73,085	$ 48,681
GAAP net loss	(1,674)	(138)	(8,968)	(1,204)
Provision for income taxes	61	87	18	102
Net interest expense	130	32	352	82
Other expense (income) - net	246	688	(84)	224
GAAP operating (loss) / income	(1,237)	669	(8,682)	(796)
GAAP operating margin	(3.9)%	4.0%	(11.9)%	(1.6)%
Stock-based compensation expense	1,763	775	4,951	2,325
Amortization of purchased intangible assets	2,690	512	5,751	1,549
Transaction and integration costs	609	464	1,709	1,403
Restructuring, impairment and unoccupied lease charges	321	136	682	136
Change in contingent consideration	(500)	(280)	(500)	(344)
Non-GAAP adjusted operating income	**$ 3,646**	**$ 2,276**	**$ 3,911**	**$ 4,273**
Non-GAAP adjusted operating margin	11.5%	13.5%	5.4%	8.8%

Non-GAAP Adjusted Net Income

Set forth below is a reconciliation of our non-GAAP "adjusted net income" and non-GAAP "adjusted earnings per share" to our GAAP net loss and GAAP net loss per share.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
	($ in thousands except for per share amounts)			
GAAP net loss	$ (1,674)	$ (138)	$ (8,968)	$ (1,204)
Foreign exchange loss (gain) / other expense	296	704	(17)	408
Stock-based compensation expense	1,763	775	4,951	2,325
Amortization of purchased intangible assets	2,690	512	5,751	1,549
Transaction and integration costs	609	464	1,709	1,403
Restructuring, impairment and unoccupied lease charges	321	136	682	136
Change in contingent consideration	(500)	(280)	(500)	(344)
Income tax expense (benefit) related to goodwill	7	45	(93)	30
Non-GAAP adjusted net income	**$ 3,512**	**$ 2,218**	**$ 3,515**	**$ 4,303**
End-of-period shares	13,136,088	12,212,323	13,136,088	12,212,323
Non-GAAP adjusted net income per share	**$ 0.27**	**$ 0.18**	**$ 0.27**	**$ 0.35**

For purposes of determining non-GAAP adjusted net income per share, we used the number of common shares outstanding as of September 30, 2020 and 2019, plus the number of common shares issuable upon the exercise of in-the-money warrants and outstanding, unvested RSUs.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
GAAP net loss attributable to common shareholders, per share	$ (0.46)	$ (0.14)	$ (1.53)	$ (0.48)
Impact of preferred stock dividend	0.33	0.13	0.85	0.38
Net loss per end-of-period share	(0.13)	(0.01)	(0.68)	(0.10)
Foreign exchange loss (gain) / other expense	0.02	0.06	(0.00)	0.03
Stock-based compensation expense	0.14	0.06	0.38	0.19
Amortization of purchased intangible assets	0.20	0.04	0.44	0.13
Transaction and integration costs	0.06	0.04	0.13	0.12
Restructuring, impairment and unoccupied lease charges	0.02	0.01	0.05	0.01
Change in contingent consideration	(0.04)	(0.02)	(0.04)	(0.03)
Income tax (benefit) expense related to goodwill	0.00	0.00	(0.01)	0.00
Non-GAAP adjusted earnings per share	**$ 0.27**	**$ 0.18**	**$ 0.27**	**$ 0.35**
End-of-period common shares	13,136,088	12,212,323	13,136,088	12,212,323
In-the-money warrants and outstanding unvested RSUs	4,910,423	464,335	4,910,423	464,335
Total fully diluted shares	18,046,511	12,676,658	18,046,511	12,676,658
Non-GAAP adjusted diluted earnings per share	**$ 0.19**	**$ 0.17**	**$ 0.19**	**$ 0.34**

Explanation of Non-GAAP Financial Measures

We report our financial results in accordance with accounting principles generally accepted in the United States of America, or GAAP. However, management believes that, in order to properly understand our short-term and long-term financial and operational trends, investors may wish to consider the impact of certain non-cash or non-recurring items, when used as a supplement to financial performance measures in accordance with GAAP. These items result from facts and circumstances that vary in frequency and impact on continuing operations. Management also uses results of operations before such items to evaluate the operating performance of MTBC and compare it against past periods, make operating decisions, and serve as a basis for strategic planning. These non-GAAP financial measures provide management with additional means to understand and evaluate the operating results and trends in our ongoing business by eliminating certain non-cash expenses and other items that management believes might otherwise make comparisons of our ongoing business with prior periods more difficult, obscure trends in ongoing operations, or reduce management's ability to make useful forecasts. Management believes that these non-GAAP financial measures provide additional means of evaluating period-over-period operating performance. In addition, management understands that some investors and financial analysts find this information helpful in analyzing our financial and operational performance and comparing this performance to our peers and competitors.

Management uses adjusted EBITDA, adjusted operating income, adjusted operating margin, and non-GAAP adjusted net income to provide an understanding of aspects of operating results before the impact of investing and financing charges and income taxes. Adjusted EBITDA may be useful to an investor in evaluating our operating performance and liquidity because this measure excludes non-cash expenses as well as expenses pertaining to investing or financing transactions. Management defines "adjusted EBITDA" as the sum of GAAP net income (loss) before provision for (benefit from) income taxes, net interest expense, other (income) expense, stock-based compensation expense, depreciation and amortization, integration costs, transaction costs, impairment and unoccupied lease charges, and changes in contingent consideration.

Management defines "non-GAAP adjusted operating income" as the sum of GAAP operating income (loss) before stock-based compensation expense, amortization of purchased intangible assets, integration costs, transaction costs, impairment and unoccupied lease charges, and changes in contingent consideration, and "non-GAAP adjusted operating margin" as non-GAAP adjusted operating income divided by net revenue.

Management defines "non-GAAP adjusted net income" as the sum of GAAP net income (loss) before stock-based compensation expense, amortization of purchased intangible assets, other (income) expense, integration costs, transaction costs, impairment and unoccupied lease charges, changes in contingent consideration, any tax impact related to these preceding items and income tax expense related to goodwill, and "non-GAAP adjusted net income per share" as non-GAAP adjusted net income divided by common shares outstanding at the end of the period, including the shares which were issued but are subject to forfeiture and considered contingent consideration.

Management considers all of these non-GAAP financial measures to be important indicators of our operational strength and performance of our business and a good measure of our historical operating trends, in particular the extent to which ongoing operations impact our overall financial performance.

In addition to items routinely excluded from non-GAAP EBITDA, management excludes or adjusts each of the items identified below from the applicable non-GAAP financial measure referenced above for the reasons set forth with respect to that excluded item:

Foreign exchange / other expense. Other expense is excluded because foreign currency gains and losses and other non-operating expenses are expenditures that management does not consider part of ongoing operating results when assessing the performance of our business, and also because the total amount of the expense is partially outside of our control. Foreign currency gains and losses are based on global market factors which are unrelated to our performance during the period in which the gains and losses are recorded.

Stock-based compensation expense. Stock-based compensation expense is excluded because this is primarily a non-cash expenditure that management does not consider part of ongoing operating results when assessing the performance of our business, and also because the total amount of the expenditure is partially outside of our control because it is based on factors such as stock price, volatility, and interest rates, which may be unrelated to our performance during the period in which the expenses are incurred. Stock-based compensation expense includes cash-settled awards based on changes in the stock price.

Amortization of purchased intangible assets. Purchased intangible assets are amortized over their estimated useful lives and generally cannot be changed or influenced by management after the acquisition. Accordingly, this item is not considered by management in making operating decisions. Management does not believe such charges accurately reflect the performance of our ongoing operations for the period in which such charges are recorded.

Transaction costs. Transaction costs are upfront costs related to acquisitions and related transactions, such as brokerage fees, pre-acquisition accounting costs and legal fees, and other upfront costs related to specific transactions. Management believes that such expenses do not have a direct correlation to future business operations, and therefore, these costs are not considered by management in making operating decisions. Management does not believe such charges accurately reflect the performance of our ongoing operations for the period in which such charges are incurred.

Integration costs. Integration costs are severance payments for certain employees relating to our acquisitions and exit costs related to terminating leases and other contractual agreements. Accordingly, management believes that such expenses do not have a direct correlation to future business operations, and therefore, these costs are not considered by management in making operating decisions. Management does not believe such charges accurately reflect the performance of our ongoing operations for the period in which such charges are incurred.

Restructuring, impairment and unoccupied lease charges. Restructuring and impairment charges primarily represent remaining lease and termination fees associated with discontinued facilities. Unoccupied lease charges are rent and other costs associated with space that is not occupied, which the Company has placed on the market for sublease. Accordingly, management believes that such expenses do not have a direct correlation to future business operations, and therefore, these costs are not considered by management in making operating decisions. Management does not believe such charges accurately reflect the performance of our ongoing operations for the period in which such charges are incurred.

Changes in contingent consideration. Contingent consideration represents the amount payable to the sellers of certain acquired businesses based on the achievement of defined performance measures contained in the purchase agreements. Contingent consideration is adjusted to fair value at the end of each reporting period, and changes arise from changes in the forecasted revenues of the acquired businesses.

Tax expense (benefit) related to goodwill. Income tax expense (benefit) resulting from the amortization of goodwill related to our acquisitions represents a charge (benefit) to record the tax effect resulting from amortizing goodwill over 15 years for tax purposes. Goodwill is not amortized for GAAP reporting. This expense is not anticipated to result in a cash payment.

Exhibit 99.1

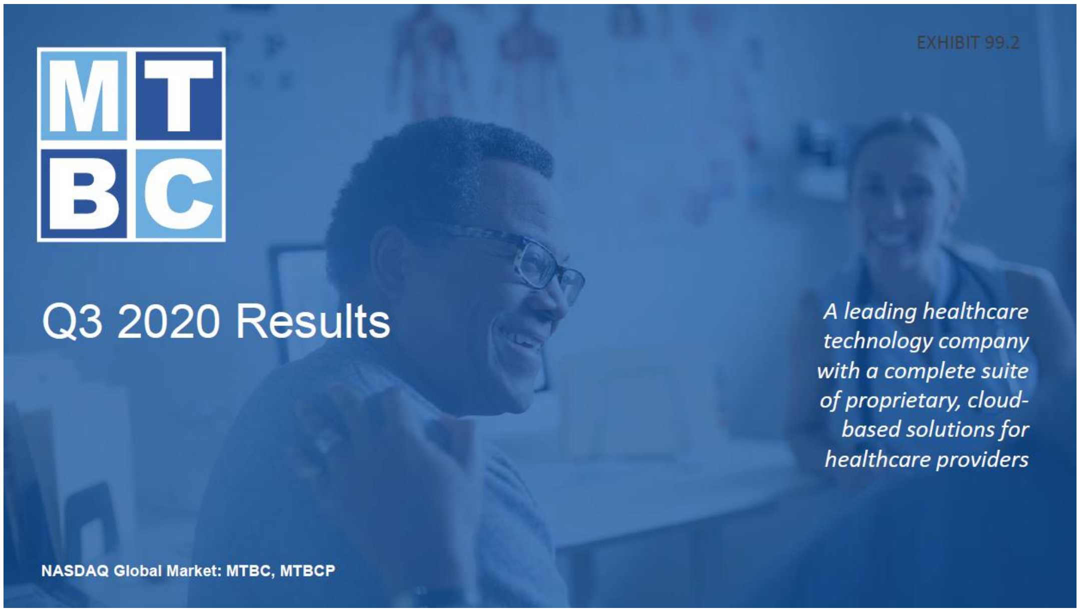


EXHIBIT 99.2
Q3 2020 Results
A leading healthcare technology company with a complete suite of proprietary, cloud-based solutions for healthcare providers
NASDAQ Global Market: MTBC, MTBCP

Safe Harbor Statements

This presentation contains forward-looking statements within the meaning of the federal securities laws. These statements relate to anticipated future events, future results of operations or future financial performance. In some cases, you can identify forward-looking statements by terminology such as "anticipate", "believe", "continue", "could", "estimate", "expect", "goals", "intend", "likely", "may", "might", "plan", "potential", "predict", "project", "should", "will" or the negative of these terms or other similar terms and phrases.

Our operations involve risks and uncertainties, many of which are outside our control, and any one of which, or a combination of which, could materially affect our results of operations and whether the forward-looking statements ultimately prove to be correct. Forward-looking statements in this presentation include, without limitation, statements reflecting management's expectations for future financial performance and operating expenditures, expected growth, profitability and business outlook, increased sales and marketing expenses, and the expected results from the integration of our acquisitions.

Forward-looking statements are only current predictions and are subject to substantial known and unknown risks, uncertainties, and other factors that may cause our (or our industry's) actual results, levels of activity, performance, or achievements to be materially different from those anticipated by such statements. These factors include our ability to:

- Manage our growth, including acquiring, partnering with, and effectively integrating the recent acquisitions of Meridian Medical Management, CareCloud Corporation, and other acquired businesses into our infrastructure and avoiding legal exposure and liabilities associated with acquired companies and assets;
- Retain our clients and revenue levels, including effectively migrating new clients and maintaining or growing the revenue levels of our new and existing clients;
- Maintain operations in Pakistan and Sri Lanka in a manner that continues to enable us to offer competitively priced products and services;
- Keep pace with a rapidly changing healthcare industry;
- Consistently achieve and maintain compliance with a myriad of federal, state, foreign, local, payor and industry requirements, regulations, rules, laws and contracts;
- Maintain and protect the privacy of confidential and protected Company, client and patient information;
- Develop new technologies, upgrade and adapt legacy and acquired technologies to work with evolving industry standards and third-party software platforms and technologies, and protect and enforce all of these and other intellectual property rights;
- Attract and retain key officers and employees, and the continued involvement of Mahmud Haq as Executive Chairman and Stephen Snyder as Chief Executive Officer, all of which are critical to our ongoing operations, growing our business and integrating of our newly acquired businesses;
- Comply with covenants contained in our credit agreement with our senior secured lender, Silicon Valley Bank and other future debt facilities;
- Pay our monthly preferred dividends to the holders of our Series A Preferred Stock;
- Compete with other companies developing products and selling services competitive with ours, and who may have greater resources and name recognition than we have;
- Respond to the uncertainty resulting from the recent spread of the Covid-19 pandemic and the impact it may have on our operations, the demand for our services, and economic activity in general; and
- Keep and increase market acceptance of our products and services.

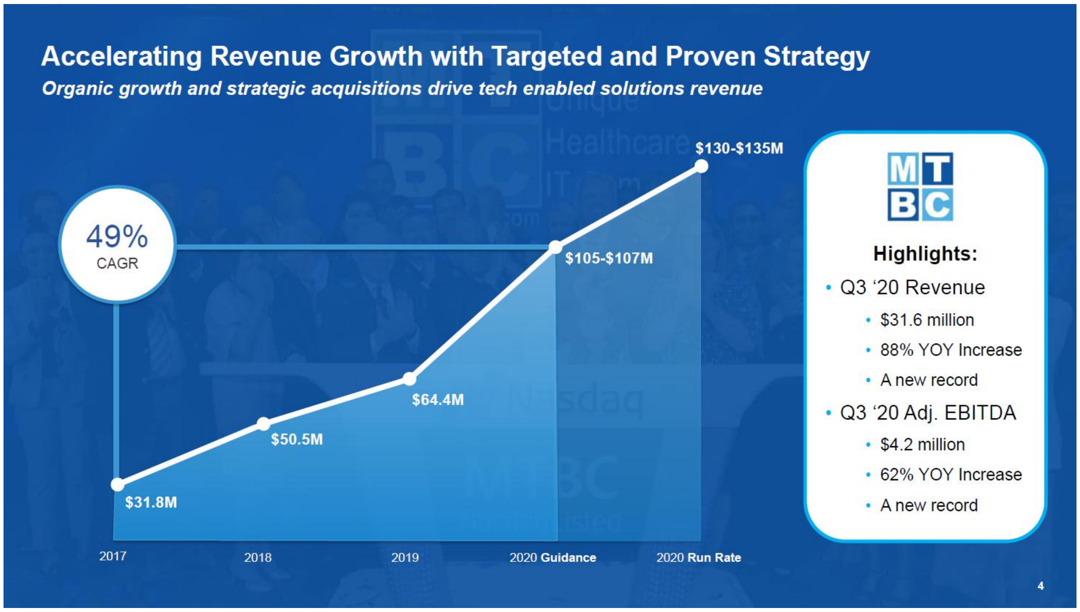
Although we believe that the expectations reflected in the forward-looking statements contained in this presentation are reasonable, we cannot guarantee future results, levels of activity, performance, or achievements.

In our earnings releases, prepared remarks, conference calls, slide presentations, and webcasts, we may use or discuss non-GAAP financial measures, as defined by SEC Regulation G. The GAAP financial measure most directly comparable to each non-GAAP financial measure used or discussed, and a reconciliation of the differences between each non-GAAP financial measure and the comparable GAAP financial measure, are included in the Appendix to this presentation. Our earnings press releases containing such non-GAAP reconciliations can be found in the Investor Relations section of our web site at ir.mtbc.com.

The statements in this presentation are made as of the date of this presentation, and the Company does not assume any obligations to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.

Hosts for MTBC Third Quarter 2020 Earnings Call

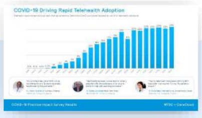
Mahmud Haq	Executive Chairman
Stephen Snyder	Chief Executive Officer
A. Hadi Chaudhry	President
Bill Korn	Chief Financial Officer
Kim Blanche	General Counsel



Accelerating Revenue Growth with Targeted and Proven Strategy
Organic growth and strategic acquisitions drive tech enabled solutions revenue
49%
CAGR
$31.8M
$50.5M
$64.4M
$105-$107M
$130-$135M
2017
2018
2019
2020 Guidance
2020 Run Rate
Highlights:
Q3 '20 Revenue
$31.6 million
88% YOY Increase
A new record
Q3 '20 Adj. EBITDA
$4.2 million
62% YOY Increase
A new record
4

Supporting our 'Hero Healthcare Provider' Clients

Client Impact Amidst COVID-19 Pandemic



- Clients experienced a reduction in appointment volumes beginning in the second half of Q1 as a result of COVID-19
- Increase in telehealth appointments (our platform and third parties) helped offset in-person appointment declines
- By Q3, patient appointment volumes returned to within 5 to 10% of pre-pandemic levels, which is where they remain today

COVID-19 Operational Response & Mitigation Efforts

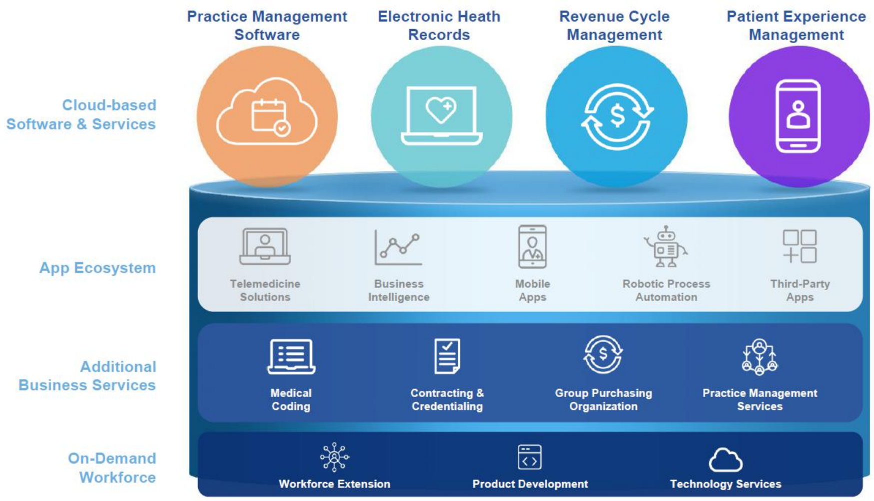
MTBC A Unique Healthcare IT Company® .com

- Leveraging distributed global workforce and technology to ensure continuity and excellence
- Operational preparedness to support a second/ third wave
- Rapid product enhancements including automated patient mass messaging, online intake and screening questions, integrated and enhanced telehealth, etc.

Proactive Client Communications & Support

- Practice Pulse: market data, surveys & insights
- Advocating on behalf of our clients with payors and CMS
- Cares Act webinars, training & companion guides
- Telehealth best practices education & training (webinars, guides, etc.)
- COVID-19 client resource center

Robust Solution Driving Growth



2020 Acquisitions

CareCloud

breeze

MERIDIAN MEDICAL MANAGEMENT

VertexDr®

PrecisionBI®

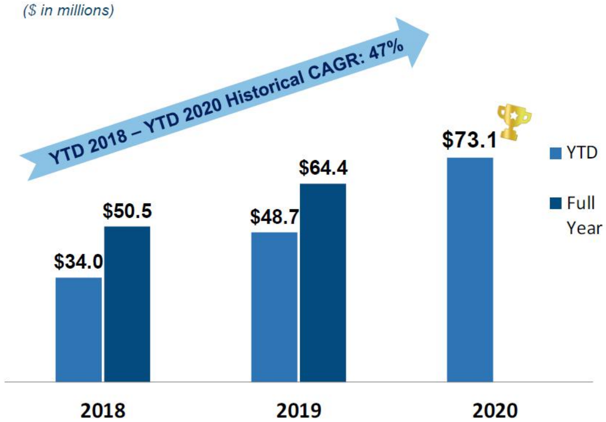
ORIGIN Healthcare Solutions

- Award-winning, enterprise-grade cloud platform and business services for medical groups nationwide, offering:
  - Revenue cycle management
  - Practice management
  - Electronic health record
  - Patient experience management software and solutions

- Leading healthcare technology and RCM solutions provider to large, complex, multi-specialty physician groups, prestigious healthcare systems, and national healthcare IT vendors
- Former GE Healthcare IT company
- Robust robotic process automation business line
- Proprietary, cloud-based business intelligence software

Nine Month Revenues Exceed Prior Full Year Revenues

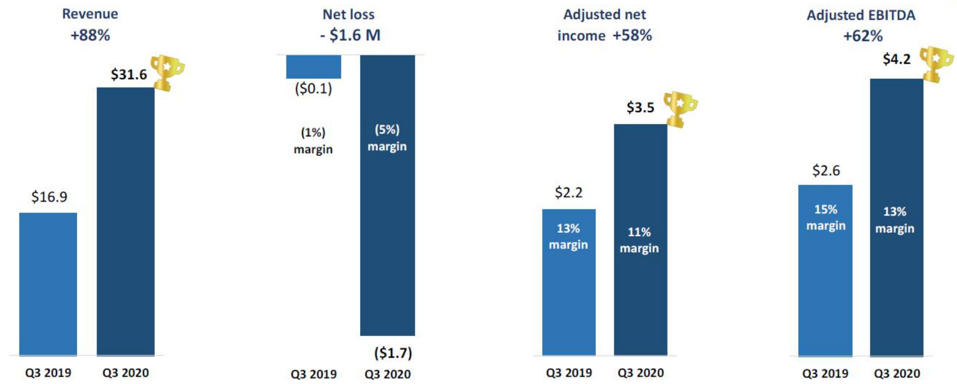
($ in millions)



2020 Growth Drivers:

- January: CareCloud
- June: Meridian
- Full-year: Increased velocity of organic growth

Q3 2020 Highlights – New Records



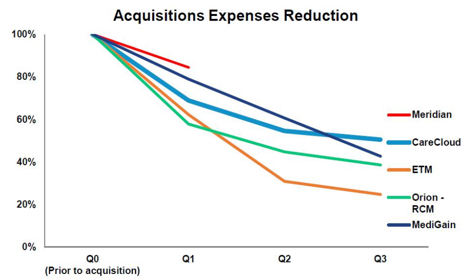
Increase in GAAP net loss due to approx. 5x increase in amortization expense from Meridian and CareCloud acquisitions during 2020

See reconciliations of non-GAAP results in the Appendix

($ in millions. Percent change reflects Q3 2019 to Q3 2020)

Proven and Repeatable Acquisition Integration Expertise

Meridian Medical Management	CareCloud	Etransmedia	Orion HealthCorp	MediGain
June 2020	*January 2020*	*April 2019*	*July 2018*	*October 2016*

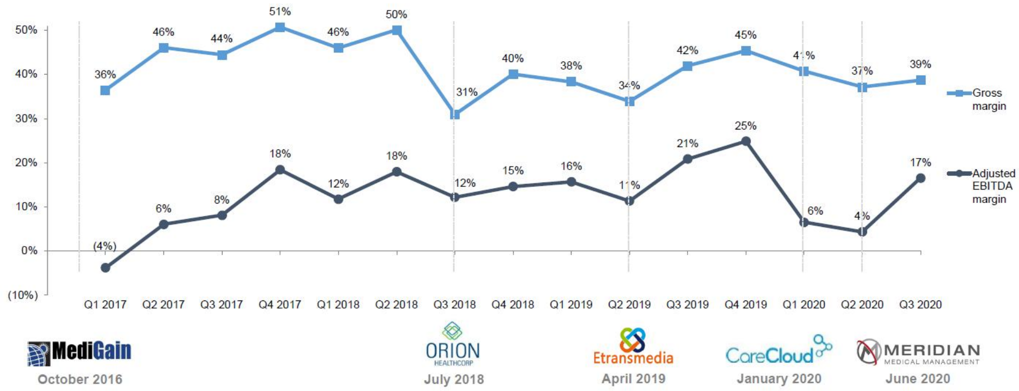


For Orion, the practice management segment and group purchasing organization were profitable pre-acquisition, so expense reductions focused on RCM business only

Meridian began cost-cutting in mid-2019, so Q3 of 2019 is considered Q0 for this purpose

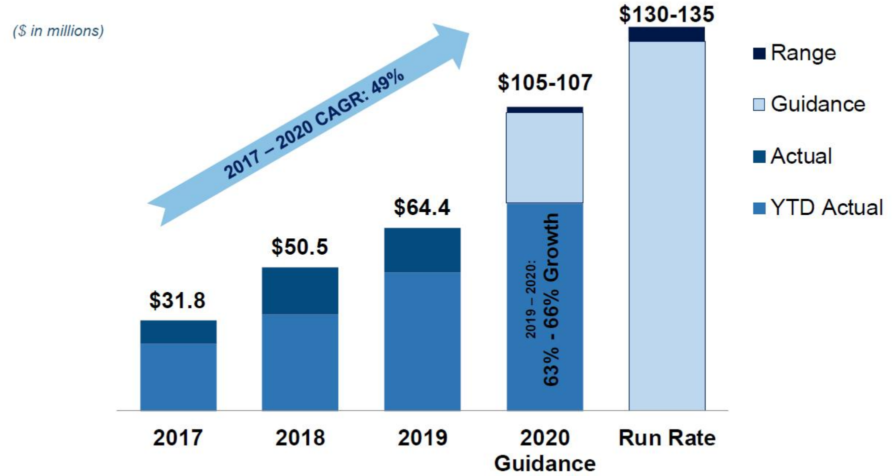
- Proven repeatable results:
  - CareCloud operating expenses reduced 46% by Q3
  - Meridian's operating expenses reduced 16% by Q3
  - CareCloud had negative profit contribution during Q1 and was accretive in Q3
  - Meridian had negative profit contribution the last two weeks of Q2 2020 and was slightly accretive in Q3

Margins Typically Rebound a Few Quarters After Major Acquisitions



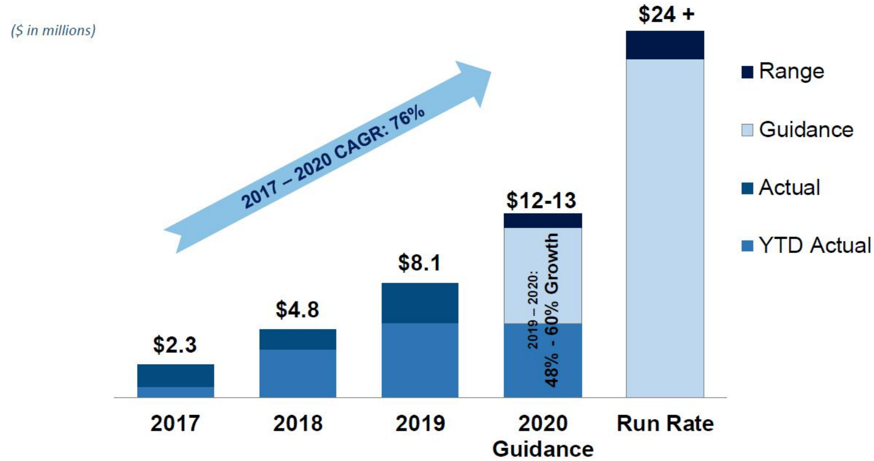
Excludes practice management segment, which generated $13M of revenue during 2019

Revenue Growth: 2017 – 2019 plus 2020 Guidance



Investors are cautioned that such statements involve risks and uncertainties that could cause actual results to differ materially from anticipated results

Adjusted EBITDA: 2017 – 2019 plus 2020 Guidance



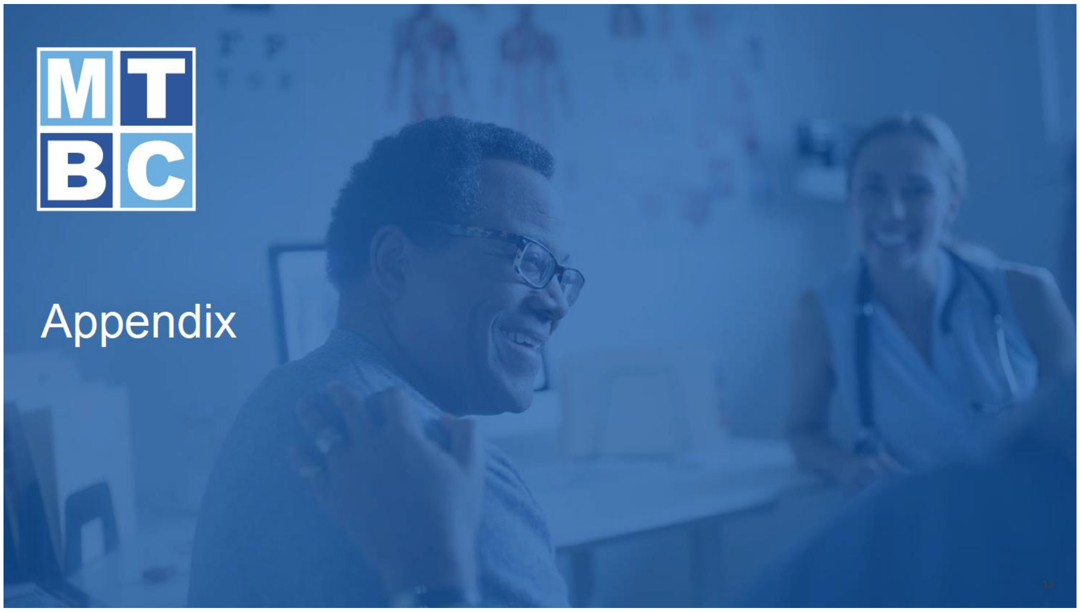
Investors are cautioned that such statements involve risks and uncertainties that could cause actual results to differ materially from anticipated results

See reconciliations of non-GAAP results in the Appendix

Why MTBC?

- Record results driven by organic as well as strategic growth
- Rapidly integrating large acquisitions driving enhanced scale
- Re-affirmed full-year outlook of $105-107 million revenue, $12-13 million adjusted EBITDA
- Positioned for further revenue and profitability growth in 2021

Corporate Website	www.mtbc.com
Investor Relations	ir.mtbc.com
Investor Inquiries	Bill Korn, CFO *bkorn@mtbc.com* Matt Kreps, Darrow IR *mkreps@darrowir.com* *(214) 597-8200*


Appendix

Non-GAAP Financial Reconciliation

($000s) ADJUSTED EBITDA	2017	2018	2019	Q3 2019	Q3 2020	YTD 2019	YTD 2020
GAAP net loss	**$ (5,565)**	**$ (2,138)**	**$ (872)**	**$ (138)**	**$ (1,674)**	**$ (1,205)**	**$ (8,968)**
Provision (benefit) for income taxes	68	(157)	193	87	62	101	18
Net interest expense	1,307	250	121	32	130	82	352
Foreign exchange / other expense	(249)	(435)	827	704	296	408	(17)
Stock-based compensation expense	1,487	2,464	3,215	775	1,763	2,326	4,951
Depreciation and amortization	4,300	2,854	3,006	814	3,206	2,407	6,944
Transaction and integration costs	515	1,891	1,736	601	609	1,539	1,709
Restructuring, impairment & unoccupied lease charges	276	-	219		321	-	681
Change in contingent consideration	152	73	(344)	(280)	(500)	(344)	(500)
Adjusted EBITDA	**$ 2,291**	**$ 4,802**	**$ 8,101**	**$ 2,595**	**$ 4,213**	**$ 5,314**	**$ 5,170**

($000s) ADJUSTED NET INCOME	2017	2018	2019	Q3 2019	Q3 2020	YTD 2019	YTD 2020
GAAP net loss	**$ (5,565)**	**$ (2,138)**	**$ (872)**	**$ (138)**	**$ (1,674)**	**$ (1,205)**	**$ (8,968)**
Foreign exchange / other expense	(249)	(435)	827	704	296	408	(17)
Stock-based compensation expense	1,487	2,464	3,215	775	1,763	2,326	4,951
Amortization of purchased intangible assets	3,393	1,828	1,877	512	2,691	1,549	5,751
Transaction and integration costs	515	1,891	1,736	601	609	1,539	1,709
Restructuring, impariment & unoccupied lease charges	276	-	219		321	-	681
Change in contingent consideration	152	73	(344)	(280)	(500)	(344)	(500)
Income tax expense (benefit) related to goodwill	27	(208)	80	45	7	29	(93)
Non-GAAP Adjusted Net Income	**$ 36**	**$ 3,475**	**$ 6,738**	**$ 2,219**	**$ 3,513**	**$ 4,302**	**$ 3,514**

See the Company's Annual Reports on Form 10-K for the years 2018 and 2019 and the Company's Quarterly report on Form 10-Q for third quarter 2020