| QUAHITVSVGTEMG |  |  |  |  |  |  |  | RECENT PRICE | $36,6$ | $\begin{aligned} & \text { P/E } \\ & \text { RATIO } 24.9\binom{\text { Trailing: } 32.7}{\text { Median: } 26.0} \end{aligned}$ |  |  |  | $\begin{array}{\|l\|} \hline \text { RELATIVE } \\ \text { PIE RATIO } \end{array} \mathbf{1 . 7 5}$ |  | $\text { DIV'D } \quad 1.9 \%$ |  |  | $\begin{aligned} & \text { VALUE } \\ & \text { LINE } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TIMELINESS 3 New $12 / 16 / 11$ <br> SAFETY $\mathbf{3}$ New $12 / 16 / 11$  <br> TECHNICAL 3 New $12 / 16 / 11$  <br> BETA .90 ( $1.00=$ Market)  |  |  |  | High: Low: | $\begin{array}{r} 2.3 \\ 0.8 \\ \hline \end{array}$ | 2.3 1.0 | 3.0 1.7 | 6.2 2.5 | $\begin{aligned} & 8.1 \\ & 4.9 \end{aligned}$ | $\begin{array}{r} 72.3 \\ 7.0 \end{array}$ | $\begin{aligned} & 23.0 \\ & 14.1 \end{aligned}$ | $\begin{aligned} & \hline 22.7 \\ & 13.0 \end{aligned}$ | $\begin{aligned} & 24.0 \\ & 12.9 \end{aligned}$ | $\begin{aligned} & \hline 33.0 \\ & 17.1 \end{aligned}$ | $\begin{aligned} & 35.9 \\ & 25.7 \end{aligned}$ | $\begin{aligned} & 1 \\ & 50.7 \\ & 33.9 \end{aligned}$ |  |  | Target Price 2014201 | Range 2016 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $-128$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\begin{aligned} & -128 \\ & -96 \\ & -80 \end{aligned}$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -64 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 114 |  |  |  | 48 40 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 32 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\\|$ \|l11 $\left.\right\|^{\prime \prime \prime}$ | $\mathrm{HI}_{12}{ }^{\text {a }}$ |  |  |  |  | 24 |
|  | $\mathrm{J} \text { F M }$ | A M J | JAS |  |  |  |  |  |  |  |  |  |  |  | $\\|^{\prime \prime}$ | 将 | ${ }_{4,1}{ }^{1}$ |  |  |  |  |  |  | -16 |
| $\begin{aligned} & \text { to Buy } \\ & \text { Options } \end{aligned}$ | $\begin{array}{lll} 0 & 0 & 0 \\ 0 & 2 & 1 \end{array}$ | $\begin{array}{lll} 0 & 0 & 0 \\ 0 & 0 & 3 \end{array}$ | $\begin{array}{lll} 0 & 0 & 0 \\ 0 & 3 & 1 \end{array}$ |  |  |  |  |  |  | ${ }^{\text {\|l }}$ |  |  | 4 |  |  |  |  |  |  | -16 |
| to Sell | 020 | 003 | 020 | Percent |  |  |  |  |  |  |  |  |  |  |  |  |  | \% TO | RETURN 11/11 | -12 |
| Institutional Decisions   <br> 1Q2011 202011 302011 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | THIS STOCK LARITH. INDEX |  |
| to Buy to Sell | 85 99 | 100 106 | 103 99 | Phares | 45 30 15 |  |  |  |  |  |  |  |  |  |  |  |  | 1 yr 3 yr. | $\begin{array}{rr} 11.5 & 1.2 \\ 150.5 & 104.4 \end{array}$ |  |
| to Sell Hllds(000) |  | $\begin{array}{r} 106 \\ 42070 \\ \hline \end{array}$ |  | traded | 15 | 20012002 |  |  |  | $4\|c\| c\|t\| t \mid d$ | $\left\|t+t_{0} t^{\circ}\right\| t$ | 早ill |  |  |  |  |  | 3 yr ¢ 5 yr. | $\begin{array}{rr} 150.5 & 104.4 \\ 111.3 & 22.3 \\ \hline \end{array}$ |  |
| 1995 | 1996 | 1997 | 1998 | 1999 | 2000 |  |  | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | $\bigcirc{ }^{\text {® VAL }}$ | E LINE PUB. LLC | 14-16 |
| . 37 | . 42 | . 65 | . 68 | . 73 | . 83 | . 91 | 1.11 | 1.40 | 1.70 | 2.23 | 2.90 | 3.40 | 4.32 | 5.05 | 6.09 | 7.35 | 8.65 | Reve | per sh A | 13.35 |
| . 06 | d. 02 | . 08 | . 06 | . 09 | . 13 | . 15 | . 19 | . 25 | . 36 | . 51 | . 71 | . 85 | . 97 | 1.03 | 1.19 | 1.60 | 1.90 | "Cash | ow" per sh | 3.15 |
| . 06 | d. 04 | . 04 | . 01 | . 05 | . 07 | . 11 | . 14 | . 20 | . 31 | . 43 | . 61 | . 72 | . 81 | . 84 | 1.06 | 1.40 | 1.75 | Earning | per sh ${ }^{\text {B }}$ | 3.00 |
|  |  |  |  |  |  |  |  |  | . 38 | . 44 | . 50 | . 50 | . 58 | . 60 | . 63 | . 70 | . 70 | Div'ds | ecl'd per sh C | . 90 |
| . 01 | . 02 | . 02 | . 01 | . 01 | . 02 | . 01 | . 02 | . 02 | . 03 | . 05 | . 06 | . 04 | . 06 | . 09 | . 12 | . 15 | . 15 | Cap'IS | ending per sh | . 20 |
| . 72 | . 67 | . 57 | . 60 | . 65 | . 71 | . 82 | . 97 | 1.21 | 1.20 | 1.36 | 1.68 | 2.07 | 2.73 | 3.26 | 3.87 | 4.60 | 5.10 | Book V | ue per sh ${ }^{\text {D }}$ | 10.00 |
| 45.23 | 47.98 | 47.90 | 49.71 | 49.61 | 47.90 | 48.84 | 49.22 | 50.60 | 52.44 | 53.42 | 54.25 | 54.90 | 56.89 | 57.76 | 58.07 | 59.00 | 59.00 | Comm | Shs Outst'g E | 60.00 |
| 30.7 | -- | 21.5 | 60.8 | 18.9 | 14.9 | 15.6 | 17.4 | 24.8 | 23.2 | 38.5 | 31.0 | 24.6 | 22.7 | 34.1 | 31.0 | Bold figu | ures are | Avg An | IP/E Ratio | 27.0 |
| 2.05 | -- | 1.16 | 3.16 | 1.08 | . 97 | . 80 | . 95 | 1.41 | 1.23 | 2.05 | 1.67 | 1.31 | 1.37 | 2.27 | 1.97 | Value | Line | Relative | P/E Ratio | 1.80 |
|  |  |  |  |  |  |  |  |  | 5.3\% | 2.7\% | 2.7\% | 2.8\% | 3.1\% | 2.1\% | 1.9\% | estim |  | Avg An | I Div'd Yield | 1.1\% |
| CAPITAL STRUCTURE as of 9/30/11 Total Debt None |  |  |  |  |  | 44.4 | 54.8 | 70.9 | 89.0 | 119.3 | 157.2 | 186.5 | 245.5 | 291.8 | 353.4 | 433 | 510 | Revenu | (\$mill) | 800 |
|  |  |  |  |  |  | 22.4\% | 23.4\% | 26.7\% | 31.0\% | 33.2\% | 35.7\% | 35.3\% | 33.2\% | 29.8\% | 28.8\% | 31.0\% | 32.0\% | Operati | g Margin | 35.0\% |
|  |  |  |  |  |  | 2.1 | 2.2 | 2.3 | 3.0 | 3.8 | 5.2 | 6.5 | 9.1 | 11.4 | 7.6 | 10.0 | 10.0 | Depreciair | tion (\$mill) | 9.0 |
|  |  |  |  |  |  | 5.3 | 7.0 | 10.4 | 16.1 | 23.3 | 33.2 | 40.1 | 46.1 | 48.4 | 61.6 | 83.0 | 103 | Net Pro | (\$mill) | 180 |
| Leases, Uncapitalized: Annual rentals NA |  |  |  |  |  | 38.0\% | 36.6\% | 38.9\% | 36.8\% | 38.5\% | 38.7\% | 36.4\% | 37.1\% | 36.5\% | 34.8\% | 35.0\% | 35.0\% | Income | Tax Rate | 35.0\% |
| Pension Liability None in ' 10 vs. $\$ 1.9$ mil. in '09 |  |  |  |  |  | 11.9\% | 12.8\% | 14.7\% | 18.1\% | 19.6\% | 21.1\% | 21.5\% | 18.8\% | 16.6\% | 17.4\% | 19.2\% | 20.2\% | Net Pro | Margin | 22.5\% |
|  |  |  |  |  |  | 30.8 | 38.7 | 51.2 | 55.1 | 61.7 | 76.6 | 80.0 | 99.0 | 118.9 | 145.8 | 180 | 200 | Working | Cap'I (\$mill) | 275 |
| Pfd Stock None Common Stock 58,819,360 shs. as of $11 / 1 / 2011$ |  |  |  |  |  | $\cdots$ | -- | - 1. | -- | -- | -- | -- | -- | -- | -- | Nil | Nil | Long-T | m Debt (\$mill) | Nil |
|  |  |  |  |  |  | 40.1 | 47.5 | 61.0 | 62.7 | 72.4 | 91.2 | 113.7 | 155.6 | 188.3 | 224.7 | 270 | 300 | Shr. Eq | ity (\$mill) ${ }^{\text {c }}$ | 600 |
|  |  |  |  |  |  | 13.2\% | 14.8\% | 17.0\% | 25.7\% | 32.2\% | 36.4\% | 35.2\% | 29.6\% | 25.7\% | 27.4\% | 30.5\% | 34.5\% | Return | Total Cap'l | 30.0\% |
| MARKET CAP: $\$ 2.2$ billion (Mid Cap) |  |  |  |  |  | 13.2\% | 14.8\% | 17.0\% | 25.7\% | 32.2\% | 36.4\% | 35.2\% | 29.6\% | 25.7\% | 27.4\% | 30.5\% | 34.5\% | Return | Shr. Equity | 30.0\% |
| CURRENT POSITION (\$MILL.) <br> Cash Assets |  |  | 2009 | 20109 | 9/30/11 | 13.2\% | 14.8\% | 17.0\% | NMF | NMF | 6.7\% | 17.3\% | 9.9\% | 7.5\% | 12.0\% | 15.5\% | 20.5\% | Retaine | to Com Eq | 21.0\% |
|  |  |  |  |  | 126.9 |  |  |  | 122\% | 100\% | 81\% | 51\% | 67\% | 71\% | 56\% | 50\% | 40\% | All Div' | sto Net Prof | 30\% |


| Cash Assets | 91.8 | 117.7 | 126.9 |
| :---: | :---: | :---: | :---: |
| Receivables | 107.5 | 139.8 | 150.2 |
| Inventory (FIFO) | 1.3 | 1.9 | 2.8 |
| Other | 19.6 | 23.0 | 26.3 |
| Current Assets | 220.2 | 282.4 | 306.2 |
| Accts Payable | 3.3 | 6.7 | 6.4 |
| Debt Due |  |  |  |
| Other | 98.0 | 129.9 | 121.5 |
| Current Liab. | 101.3 | 136.6 | 127.9 |



BUSINESS: Quality Systems, Inc. develops and markets healthcare information systems. Through its four divisions, QSI Dental (4\% of total sales), NextGen (83\%), Inpatient Solutions (11\%), and Practice solutions ( $2 \%$ ), the company offers software for dental and medical practices, as well as hospitals throughout the United States. The software provides computer-based practice
The Value Line Investment Survey has initiated coverage on Quality Systems, Inc. The healthcare information systems provider offers software suites for a wide range of medical and dental practices including physician hospital organizations, ambulatory care centers, and community health centers, to name a few.
The company recently instituted a 2 -for-1 stock split, announced in tandem with the fiscal second-quarter earnings release in late October (quarter ended September 30th). Our presentation reflects the impact of the change in share count.
Quality Systems, Inc.'s growth streak should remain intact in the near term. . . Indeed, Quality Systems displays a solid history, with persistent revenue growth from year to year. The trend has continued into 2011, with the most recent quarter registering a $32 \%$ advance over the comparable period last year. Expansion should persist, as management has signaled that market potential is wide. Considering only $20 \%$ of physicians and $17 \%$ of hospitals have electronic medical records that are fully functional, this leaves a lot of room for add-on, trade-in,
management, community connectivity solutions, and revenue cycle management services. Acquired CQI Solutions in August 2011. Has
approximately 1,500 employees. Officers and directors own $33,7 \%$ of common stock (7/11 Proxy). Incorporated: California. Chairman: Sheldon Razin. Address: 18111 Von Karman, Suite 700, Irvine, CA 92612. Telephone: 949-255-2600. Internet: www.qsii.com.

## and replacement opportunities.

.. and into the future. Physician consolidation appears to be on the rise. As QSII's customers grow, business coming from them should grow as well. The company is also exploring international opportunities, presenting a new route of growth. We expect revenues to come close to double over the 3 - to 5 -year pull, with share net moving at a slightly faster pace. The balance sheet is healthy. In fact, the company has been able to grow its cash position in recent periods, despite dividend and acquisition-related payments. Too, Quality Systems remains debt-free. The combination could lead the company to continue its $M \& A$ activity, and add to the purchase of CQI Solutions made earlier this year.
Shares of Quality Systems, Inc. may appeal to patient investors. The equity has wide price appreciation potential out to mid-decade. Momentum investors, on the other hand, should look elsewhere or await a more favorable entry point, as the issue is ranked to track the broader market over the next year.
Marija Dabovic
December 16, 2011
(C) Dividend paid quarterly beginning in July $\$ 1.08 /$ sh.
'07. Dividends historically paid in early Janu- (E) In millions, adjusted for stock splits. ary, April, July, and October.

