## **Quarterly Industry Update**

As of July 31, 2013

**Industry: Medical Recordkeeping** 

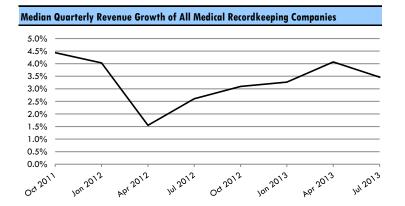


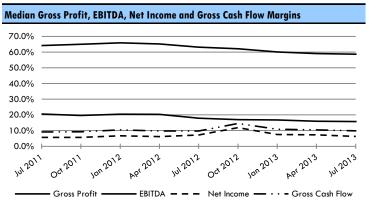
## **Industry Summary**

Cogent Valuation identified publicly traded companies, IPOs, and recent M&A transactions within the Medical Recordkeeping industry, which provides a basis for market and transaction pricing that can be used by your firm in estimating market sentiment and its impact on your firm's value. Since July 31, 2012, the median 52-week share price return of the Medical Recordkeeping industry has increased by 41.6%. In the last quarter, the median price-to-earnings multiple increased from 24.9x to 25.6x.

Comparable Public Company Key Statis	tics										
Median 52-Week Return	41.6%	Median EV/Revenue Multiple			2.9x	Median Price/Earnings Multiple			25.6x		
Median 3-Year CAGR Return	5.9%	Median EV/EBITDA Multiple			tiple	12.8x	Median EV/Gross CF Multiple			20.9x	
Comparable Public Company Market Price Returns (As of July 31, 2013)											
	YTD	3 Month	1 Year	2 Year	3 Year	5 Year	2012	2011	2010	2009	2008
Simulations Plus, Inc.	8.7%	19.3%	13.8%	19.7%	25.7%	25.0%	46.8%	11.2%	94.9%	50.0%	-75.9%
Streamline Health Solutions, Inc.	30.9%	19.0%	71.7%	93.5%	81.8%	29.8%	231.2%	4.8%	-29.6%	17.7%	8.8%
iCAD, Inc.	20.3%	15.9%	181.0%	23.1%	-15.9%	-18.1%	68.1%	-57.8%	-11.2%	34.5%	-44.1%
Ebix Inc.	-28.0%	-37.7%	-46.5%	-23.2%	-11.3%	0.8%	-27.1%	-6.6%	45.4%	104.3%	-2.0%
Merge Healthcare Incorporated	83.4%	45.2%	53.0%	-5.6%	11.8%	33.2%	-49.1%	30.0%	11.0%	162.5%	7.6%
Computer Programs & Systems Inc.	10.7%	6.3%	12.6%	-12.9%	7.4%	17.6%	-1.5%	9.1%	1.7%	71.8%	17.9%
Medidata Solutions, Inc.	136.2%	39.4%	161.3%	112.8%	83.1%	N/A	80.1%	-8.9%	52.9%	N/A	N/A
Quality Systems Inc.	31.7%	28.0%	41.5%	-29.2%	-5.9%	6.8%	-53.1%	6.0%	11.2%	44.0%	43.1%
Cerner Corporation	26.4%	1.3%	32.6%	21.4%	36.3%	34.4%	26.5%	29.3%	14.9%	114.4%	-31.8%
Nuance Communications, Inc.	-15.9%	-1.5%	-7.8%	-3.2%	4.4%	3.9%	-11.3%	38.4%	17.1%	49.9%	-44.5%
Hill-Rom Holdings, Inc.	30.1%	8.8%	41.8%	-0.3%	3.9%	5.7%	-15.4%	-14.4%	64.1%	45.7%	-70.5%
Allscripts Healthcare Solutions, Inc.	67.8%	14.2%	71.8%	-6.7%	-1.8%	N/A	-50.3%	-1.7%	-4.7%	103.9%	N/A
Omnicell, Inc.	41.9%	17.1%	61.7%	11.0%	19.6%	5.4%	-10.0%	14.3%	23.6%	-4.3%	-54.7%
Authentidate Holding Corp.	-5.9%	-29.8%	-41.0%	-33.8%	-17.9%	-7.7%	-30.9%	52.8%	-57.6%	304.0%	-56.0%
Median of Industry Public Companies	28.3%	15.1%	41.6%	-1.7%	5.9%	6.3%	-10.6%	7.5%	13.0%	50.0%	-37.9%

(Multiple year periods are calculated as the average annual return.)





Median Public Company Multiples of the Medical RecordReeping Industry									
Date:	7/31/2011	10/31/2011	1/31/2012	4/30/2012	7/31/2012	10/31/2012	1/31/2013	4/30/2013	7/31/2013
EV/Revenues Multiple	3.2x	3.4x	3.3x	3.1x	2.9x	3.4x	3.2x	3.2x	2.9x
EV/EBITDA Multiple	18.7x	17.1x	14.2x	12.7x	12.4x	13.5x	17.2x	14.3x	12.8x
Price/Earnings Multiple	19.5x	19.7x	24.5x	24.5x	24.6x	29.6x	26.1x	24.9x	25.6x
EV/Gross Cash Flows Multiple	29.3x	21.5x	20.5x	17.1x	19.1x	19.7x	20.4x	19.9x	20.9x

This industry research is provided at no charge to Cogent Valuation's clients. Research or detailed information not covered in this report can be obtained for a fee. Contact Steven Kam at 415-392-0888 for more information or questions in connection with this research report.

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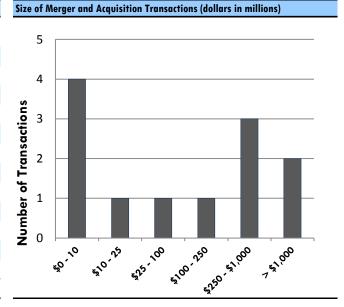
As of July 31, 2013

**Industry: Medical Recordkeeping** 



Industry Initial Public Offerings (dollars in millions, except share prices)										
Offer Date 3/27/2012	<u>Company Name</u> Vocera Communications, Inc.	Offer Price \$16.00	Shares Offered 5.9	Amount Raised \$93.6	Total Assets \$49.8	<u>Debt</u> \$8.3	LTM Revenues \$79.5	LTM EBITDA \$1.2	LTM Net Income N/A	LTM Cash Flows \$2.2
2/1/2012	Greenway Medical Technologies, Inc.	\$10.00	6.7	\$66.7	\$85.0	\$0.0	\$105.8	\$4.9	N/A	N/A
6/24/2009	Medidata Solutions, Inc.	\$14.00	6.3	\$88.2	\$77.4	\$20.8	\$118.3	\$3.9	N/A	\$11.7
5/21/2002	Computer Programs & Systems Inc.	\$16.50	3.0	\$49.5	\$17.6	\$0.7	\$63.1	\$10.6	\$16.0	\$11.6
8/7/2001	Omnicell, Inc.	\$7.00	6.0	\$42.0	\$47.5	\$11.4	\$76.3	(\$5.5)	(\$11.9)	(\$3.6)
1/29/1998	Merge Healthcare Incorporated	\$6.00	1.9	\$11.4	\$7.6	\$2.1	\$9.7	\$1.3	(\$5.5)	\$1.6
6/18/1997	Simulations Plus, Inc.	\$5.00	1.2	\$5.8	\$2.0	\$1.8	\$2.4	(\$0.6)	\$3.0	(\$0.5)
Median of All IPOs		nm	nm	\$49.5	\$47.5	\$2.1	\$76.3	\$1.3	(\$1.2)	\$1.9

Recent Merger and Acquisition Transactions for a Majority Stake (dollars in millions)									
<u>Transaction Date</u>	<u>Target</u>	<u>Acquirer</u>	<u>Transaction Size</u>	<u>% Bought</u>					
3/12/2013	Epocrates, Inc.	athenahealth, Inc.	\$307.2	100%					
12/17/2012	Plumtree Group Limited	Ideagen PLC	\$4.0	100%					
11/9/2012	Mediware Information	Thoma Bravo	\$193.4	100%					
11/1/2012	HealthCare Partners, LLC	DaVita Inc.	\$4,693.0	100%					
10/19/2012	Sy.Med Development, Inc.	Healthstream Inc.	\$9.5	100%					
9/12/2012	Strand Technology Limited	Advanced Computer	\$3.2	100%					
8/22/2012	Sunquest Information	Roper Industries Inc.	\$1,390.0	100%					
8/16/2012	Meta Health Technology	Streamline Health, Inc.	\$16.0	100%					
7/3/2012	eResearchTechnology	Genstar Capital	\$423.5	100%					
6/18/2012	GE Medical Systems	Ascom (US) Inc.	\$28.0	100%					
1/20/2012	OptiLink Inc.	Kronos Incorporated	\$8.9	100%					
11/10/2011	Sage Software Healthcare	Vista Equity	\$314.7	100%					
Median of All Transaction Targets \$110.7 100%									



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