Omnicell

2021 First Quarter Results

Delivering on the Vision of the Autonomous Pharmacy

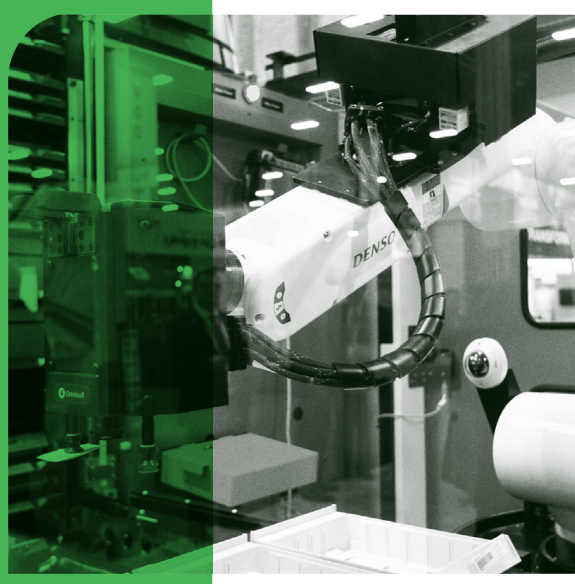
Innovative Solutions Span Continuum of Care

- Services
- Intelligence
- Operational Support
- Automation / Connected Devices
- Platform

Strong 2021 First Quarter Results Underscore Strategic Relevance of Omnicell's Solutions

Q1 2021

$251.8M
Total Revenues



$0.83 Non-GAAP EPS[1]	$0.30 GAAP EPS
$50.6M Non-GAAP EBITDA[1]	$14.1M GAAP Net Income

+366% TSR Strong operating performance has driven +366% Total Shareholder Return over past 5 years



NASDAQ: **OMCL**
HQ: **Mountain View, CA**

Guiding to Continued Momentum in 2021 & Beyond

	Q2 2021 Guidance	FY 2021 Guidance
Product Bookings	—	$1.09B–$1.15B
Total Revenues	**$265M–$270M**	$1.085B–$1.105B
Product Revenues	**$192M–$195M**	$770M–$785M
Service Revenues	**$73M–$75M**	$315M–$320M
Non-GAAP EBITDA[2]	**$53M–$56M**	$231M–$243M
Non-GAAP EPS[2]	**$0.80–$0.85**	$3.50–$3.70

2025 Targets

Total Revenues of $1.9B–$2.0B, reflecting **2021–2025 CAGR of 14%–15%**

2020–2025 revenue CAGR of ~50% in SaaS, Subscription Software and Technology-Enabled Services, to reach 20%–30% of total revenues by 2025

Targets of **~21% Non-GAAP Operating Margin**[2] and **~25% Non-GAAP EBITDA Margin**[2] by 2025, reflecting ~400 bps margin expansion from 2021

Well-Positioned for Continued Growth and Shareholder Value Creation

Category creator with market-defining technology platform
transforming the delivery model to drive health system pharmacy care efficiency, quality and outcomes

Leading strategic partner
to health systems in large and growing segments with $70B+ TAM

Resilient and high-visibility
revenue from product backlog, deep customer relationships, 99%+ customer retention[3] and POC installed base early in upgrade cycle

Significant additional upside
in high-growth SaaS, Subscription Software and Technology-Enabled Services[4]

Demonstrated track record
of growth and margin enhancement with more expected

(1) Non-GAAP financial measures. A reconciliation of Omnicell's GAAP to non-GAAP financial data is included in the press release issued on April 29, 2021 available at https://ir.omnicell.com/communications/press-releases.

(2) The Company does not provide a reconciliation of forward-looking non-GAAP guidance to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort. More information is available in the press release issued on April 29, 2021 available at https://ir.omnicell.com/communications/press-releases.

(3) Measured over the past year on a revenue basis.

(4) Includes Central Pharmacy Dispense Services (XR2aaS), EnlivenHealth, IV RIIS Service, Omnicell340B, Omnicell One Service, RobotRX Service. (Pak Plus).