Omnicell

2021 Second Quarter Results

Delivering on the Vision of the Autonomous Pharmacy

Innovative Solutions Span Continuum of Care

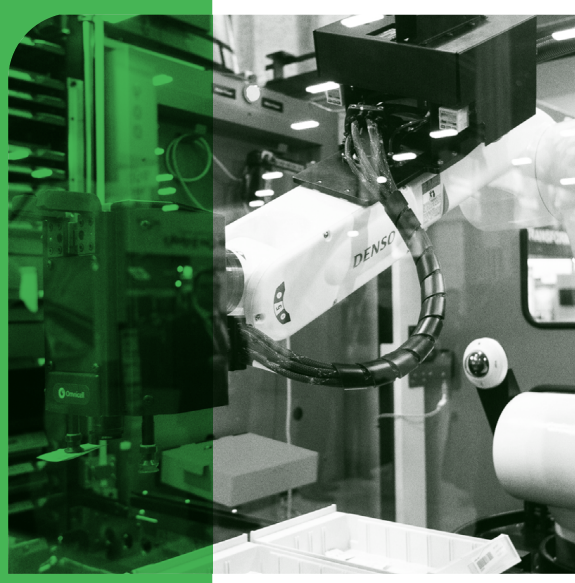
- Services
- Intelligence
- Operational Support
- Automation / Connected Devices
- Platform

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

Q2 2021

$273M

Total Revenues



$0.97 Non-GAAP EPS[1]	$0.43 GAAP EPS
$61.0M Non-GAAP EBITDA[1]	$20.4M GAAP Net Income

+342% TSR Strong operating performance has driven +342% Total Shareholder Return over past 5 years



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

Guiding to Continued Momentum in 2021 & Beyond

	Q3 2021 Guidance	FY 2021 Guidance
Product Bookings	—	$1.11B–$1.15B
Total Revenues	**$281M–$286M**	$1.1B–$1.115B
Product Revenues	**$202M–$205M**	$785M–$795M
Service Revenues	**$79M–$81M**	$315M–$320M
Non-GAAP EBITDA[2]	**$57M–$60M**	$231M–$237M
Non-GAAP EPS[2]	**$0.89–$0.94**	$3.65–$3.75

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** and **~25% Non-GAAP EBITDA Margin** by 2025

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 and point of care installed base early in upgrade cycle

Significant additional upside
in high-growth SaaS, Subscription Software and Technology-Enabled Services[3]

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 July 29, 2021 available at https://ir.omnicell.com/news/default.aspx.

(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. These forward-looking non-GAAP financial measures do not include certain items, which may be significant, including, but not limited to, unusual gains and losses, costs associated with future restructurings, acquisition-related expenses, and certain tax and litigation outcomes.

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