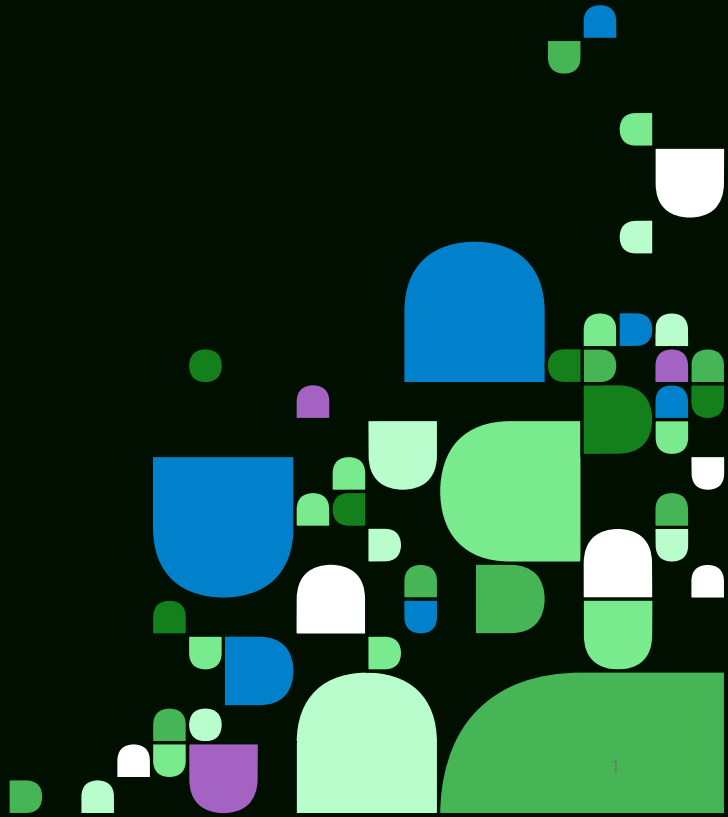
Positioning Omnicell for the Future

Investor Day September 2022



© 2022 Omnicell, Inc.

Agenda

- **Welcome**
  Kathleen Nemeth, Senior Vice President, Investor Relations
- **Strategic Overview & Opportunity**
  Randall Lipps, Chairman, President, Chief Executive Officer & Founder
- **Pharmacy Transformation & the Shift to Services**
  Scott Seidelmann, Executive Vice President & Chief Commercial Officer
- **An Introduction to EnlivenHealth®**
  Danny Sanchez, Senior Vice President & General Manager, EnlivenHealth®
- **Capitalizing on the Opportunity**
  Peter Kuipers, Executive Vice President & Chief Financial Officer
- **Conclusion**
  Randall Lipps
- **Q&A**

© 2022 Omnicell, Inc.

Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of federal securities laws. These forward-looking statements include statements with respect to expected benefits and objectives of Omnicell's products and services, strategic and growth opportunities, 2022 guidance, 2025 targets, growth targets, other expectations and other non-historical information. Without limiting the foregoing, statements including the words "expect," "intend," "may," "will," "should," "would," "could," "plan," "potential," "anticipate," "believe," "forecast," "guidance," "outlook," "goals," "target," "estimate," "seek," "predict," "project," and similar expressions are intended to identify forward-looking statements. Forward-looking statements are subject to the occurrence of many events outside Omnicell's control and are subject to various risks and uncertainties, including those described below. Among other things, there can be no assurance that Omnicell's actual results or growth rates will not differ, perhaps substantially, from the targets and expectations contained in this presentation.

Such statements also include, but are not limited to, Omnicell's projected bookings, GAAP and non-GAAP revenues, non-GAAP EBITDA, non-GAAP EBITDA margin, non-GAAP gross margin, non-GAAP earnings per share, growth rates, total addressable market, market share and margin expansion; existing products and services and planned new products and services and the related expected benefits; and statements about Omnicell's strategy, objectives, and vision, including its corporate responsibility (innovation, environment, social and governance) goals and strategies. Actual results and other events may differ significantly from those contemplated by forward-looking statements due to numerous factors that involve substantial known and unknown risks and uncertainties. These risks and uncertainties include, among other things, (i) risks related to the ongoing COVID-19 pandemic (including new variants of the virus), (ii) Omnicell's ability to take advantage of growth opportunities and develop and commercialize new solutions and enhance existing solutions, (iii) continued and increased competition from current and future competitors in the medication management automation solutions market and the medication adherence solutions market, (iv) unfavorable general economic and market conditions or reduction in demand for our solutions, (v) changes to the 340B Program, (vi) Omnicell's substantial debt, which could impair its financial flexibility and access to capital, (vii) risks related to Omnicell's investments in new business strategies or initiatives, including its transition to selling more products and services on a subscription basis, and its ability to acquire companies, businesses, or technologies and successfully integrate such acquisitions, (viii) risks presented by government regulations, legislative changes, fraud and anti-kickback statues, products liability claims, the outcome of legal proceedings, and other legal obligations related to healthcare, privacy, data protection, and information security, including any potential governmental investigations and enforcement actions, litigation, fines and penalties, exposure to indemnification obligations or other liabilities, and adverse publicity that may result from the previously disclosed ransomware incident, (ix) any disruption in Omnicell's information technology systems and breaches of data security or cyber-attacks on its systems or solutions, including the previously disclosed ransomware incident and any potential adverse legal, reputational, and financial effects that may result from it and/or additional cybersecurity incidents, as well as the effectiveness of business continuity plans during any future cybersecurity incidents, (x) risks related to climate change and legal, regulatory, or market measures to address climate change as well as a related emphasis on ESG matters by various stakeholders, (xi) risks associated with operating in foreign countries, (xii) Omnicell's ability to recruit and retain skilled and motivated personnel, (xiii) Omnicell's ability to protect its intellectual property, (xiv) Omnicell's ability to meet the demands of, or maintain relationships with, its institutional, retail, and specialty pharmacy customers, (xv) risks related to the availability and sources of raw materials and components or price fluctuations, shortages, or interruptions of supply, (xvi) Omnicell's dependence on a limited number of suppliers for certain components, equipment, and raw materials, as well as technologies provided by third-party vendors, and (xvii) other risks and uncertainties further described in the "Risk Factors" section of Omnicell's most recent Annual Report on Form 10-K, as well as in Omnicell's other reports filed with or furnished to the United States Securities and Exchange Commission ("SEC"), available at www.sec.gov. Forward-looking statements should be considered in light of these risks and uncertainties. Investors and others are cautioned not to place undue reliance on forward-looking statements. All forward-looking statements contained in this press release speak only as of the date of this press release. Omnicell assumes no obligation to update any such statements publicly, or to update the reasons actual results could differ materially from those expressed or implied in any forward-looking statements, whether as a result of changed circumstances, new information, future events, or otherwise, except as required by law.

Non-GAAP Financial Information

This presentation contains financial measures that are not calculated in accordance with U.S. generally accepted accounting principles ("GAAP"), including 2017 and 2021 total non-GAAP revenue, 2017 non-GAAP EBITDA, 2017 non-GAAP earnings per share, 2017 non-GAAP gross margin, 2017 non-GAAP EBITDA margin, 2017 and 2021 Net Debt/EBITDA, 2017 and 2021 Liquidity, guidance with respect to 2022 total non-GAAP revenues, non-GAAP EBITDA, non-GAAP EBITDA margin, non-GAAP gross margin and non-GAAP earnings per share, and expected annual revenue and recurring revenue, targeted non-GAAP gross margin and targeted non-GAAP EBITDA margin. Reconciliations of the 2017 and 2021 non-GAAP financial measures, as well as non-GAAP gross profit, to the most directly comparable GAAP measures are included in the Appendix to this presentation. Our 2022 guidance for total non-GAAP revenues, non-GAAP EBITDA, non-GAAP EBITDA margin, non-GAAP gross margin, and non-GAAP earnings per share, and our expected annual revenue and recurring revenue, non-GAAP gross margin targets, and non-GAAP EBITDA margin target, exclude certain items, which include, but are not limited to, unusual gains and losses, costs associated with future restructurings, acquisition-related expenses, and certain tax and litigation outcomes. These excluded items may be significant. We do not provide a reconciliation of forward-looking non-GAAP measures or targets to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort. We believe such a reconciliation would imply a degree of precision that could be confusing or misleading to investors. These items may also have a material impact on GAAP earnings per share, total revenues, gross profit or net income in future periods. As such, these forward-looking non-GAAP financial measures are limited in their utility for evaluating our future operating results in accordance with GAAP.

OMNICELL, the Omnicell logo, AMPLICARE, and ENLIVENHEALTH are registered trademarks and Omnicell One is a trademark, of Omnicell, Inc. or one its subsidiaries.

© 2022 Omnicell, Inc.

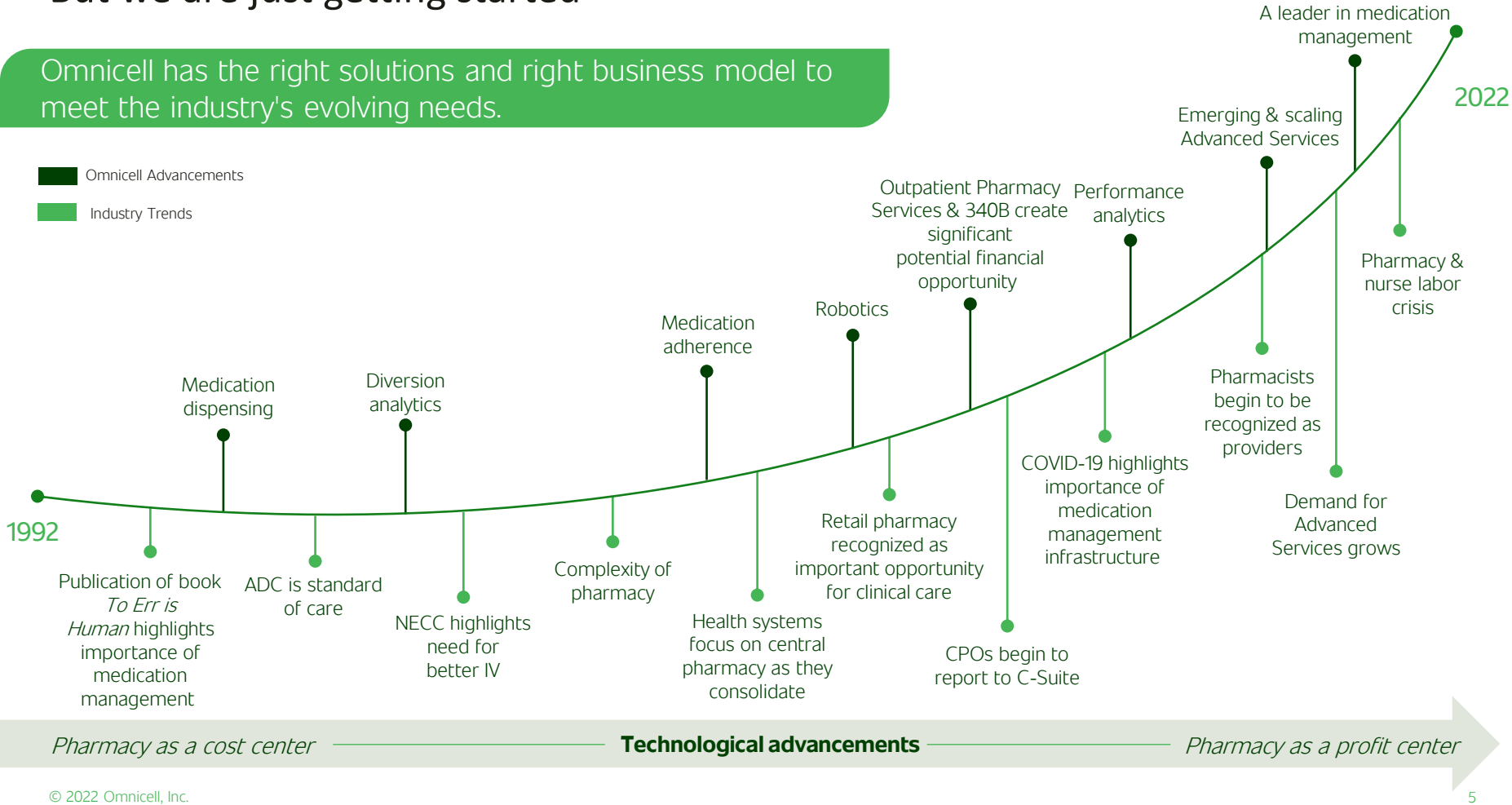
Strategic Overview & Opportunity

Randall Lipps, Chairman, President, Chief Executive Officer & Founder

© 2022 Omnicell, Inc.

Celebrating 30 Years…
But we are just getting started

Omnicell has the right solutions and right business model to meet the industry's evolving needs.



© 2022 Omnicell, Inc.

Our Mission

Be the clinician's most trusted partner for medication management.

We are dedicated to continuously deliver innovative technology that helps our customers improve patient care, *for everyone*.



Our Vision

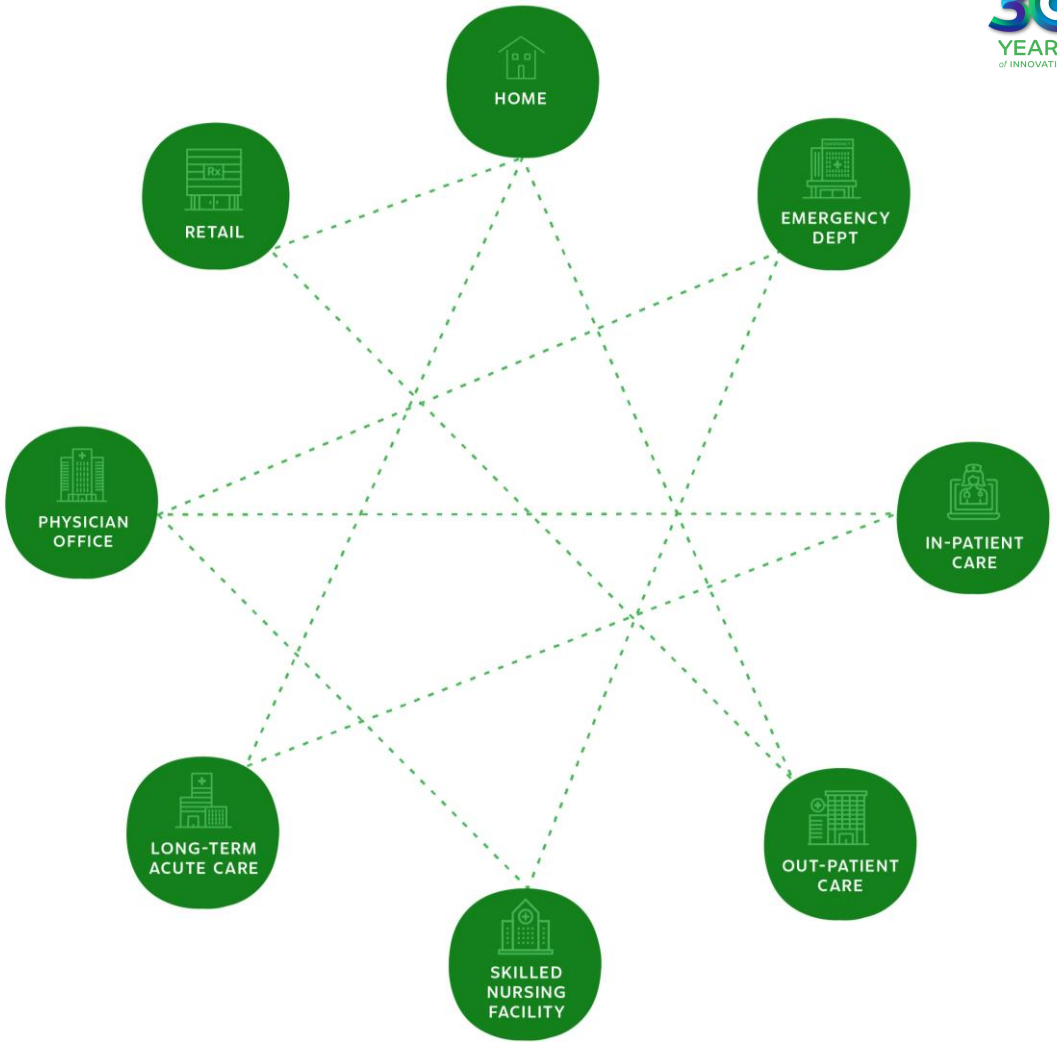
Deliver the most compelling automation and services that accelerate pharmacy perfection.



© 2022 Omnicell, Inc.

The Challenge: Our Healthcare System is Broken

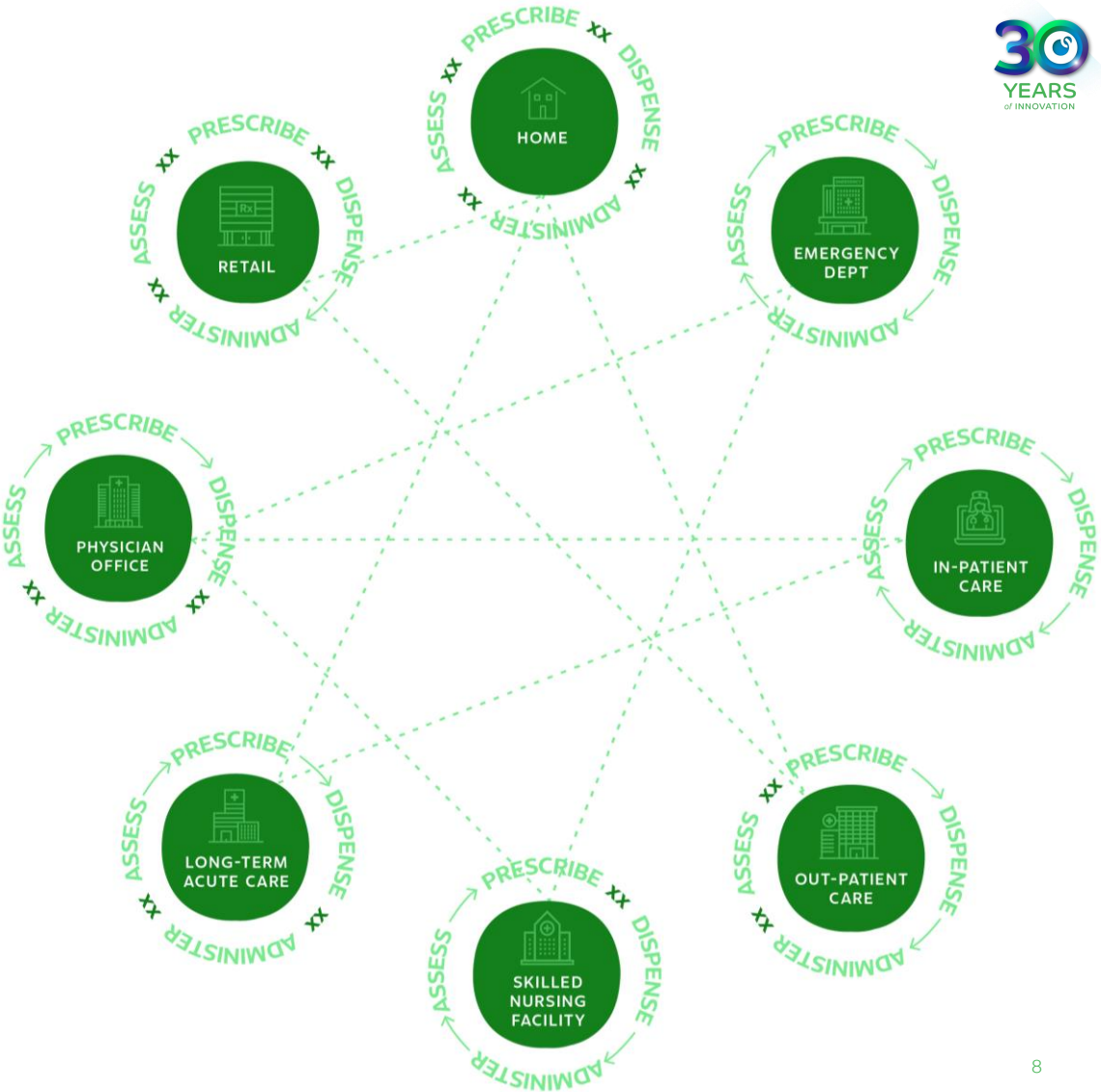
The healthcare industry is trying to drive clinical standardization often creating siloed settings of care.



© 2022 Omnicell, Inc.

Medication Management is Part of the Problem

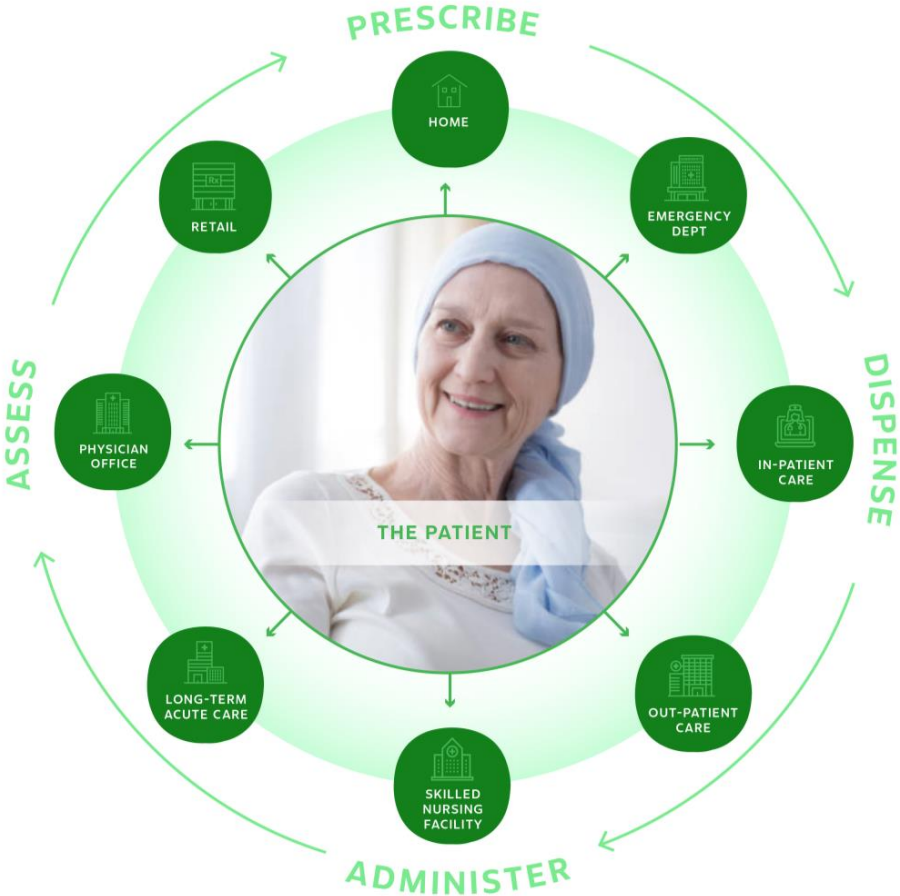
Better processes and better technology are needed to manage Medication Management across the entire continuum of care.



© 2022 Omnicell, Inc.

Omnicell is uniquely positioned…

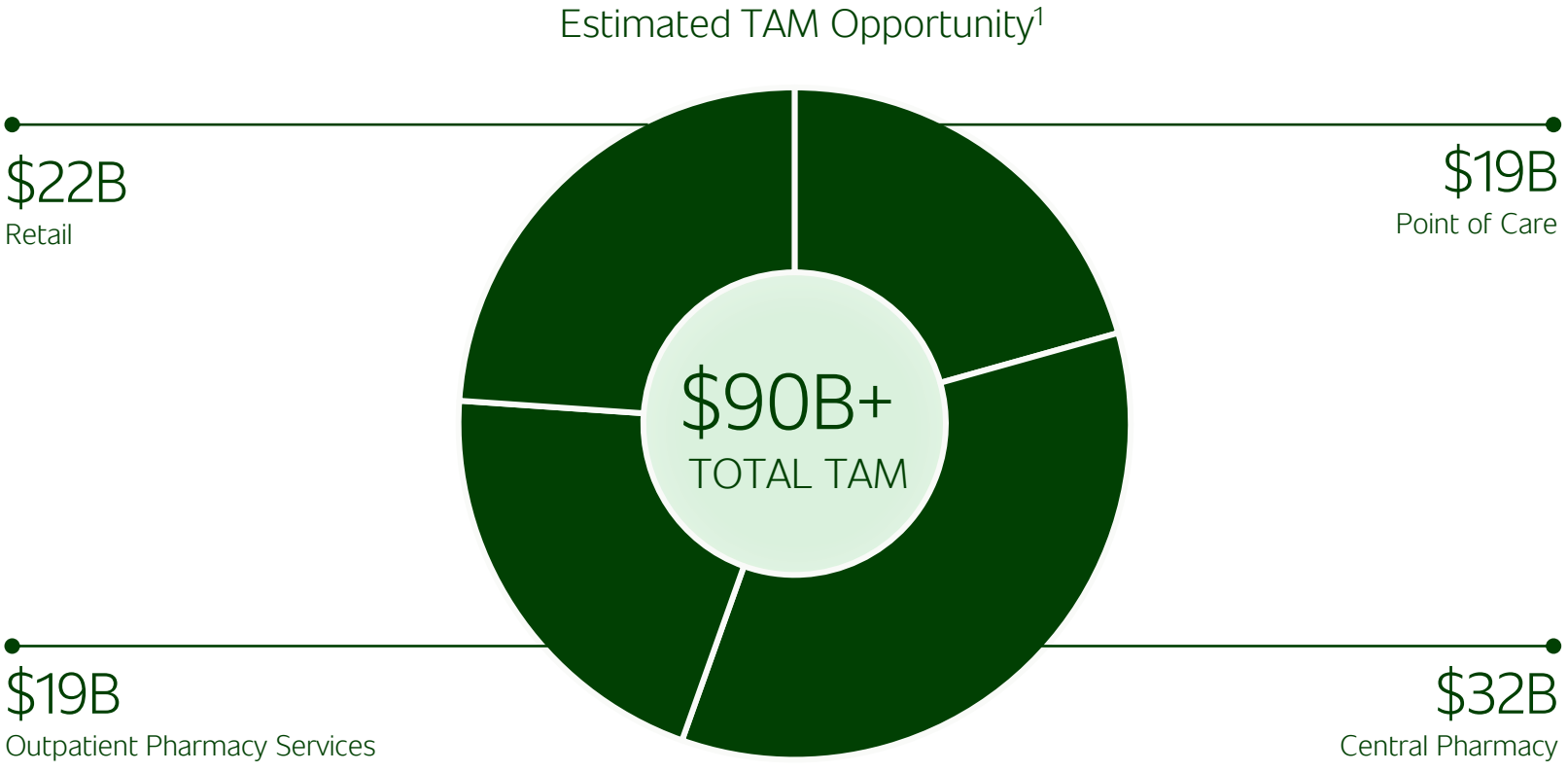
to solve the problems of medication management.



© 2022 Omnicell, Inc.

Leader in Large and Growing Segments

Omnicell is growing its leadership position across a potential $90B+ total addressable market (TAM)



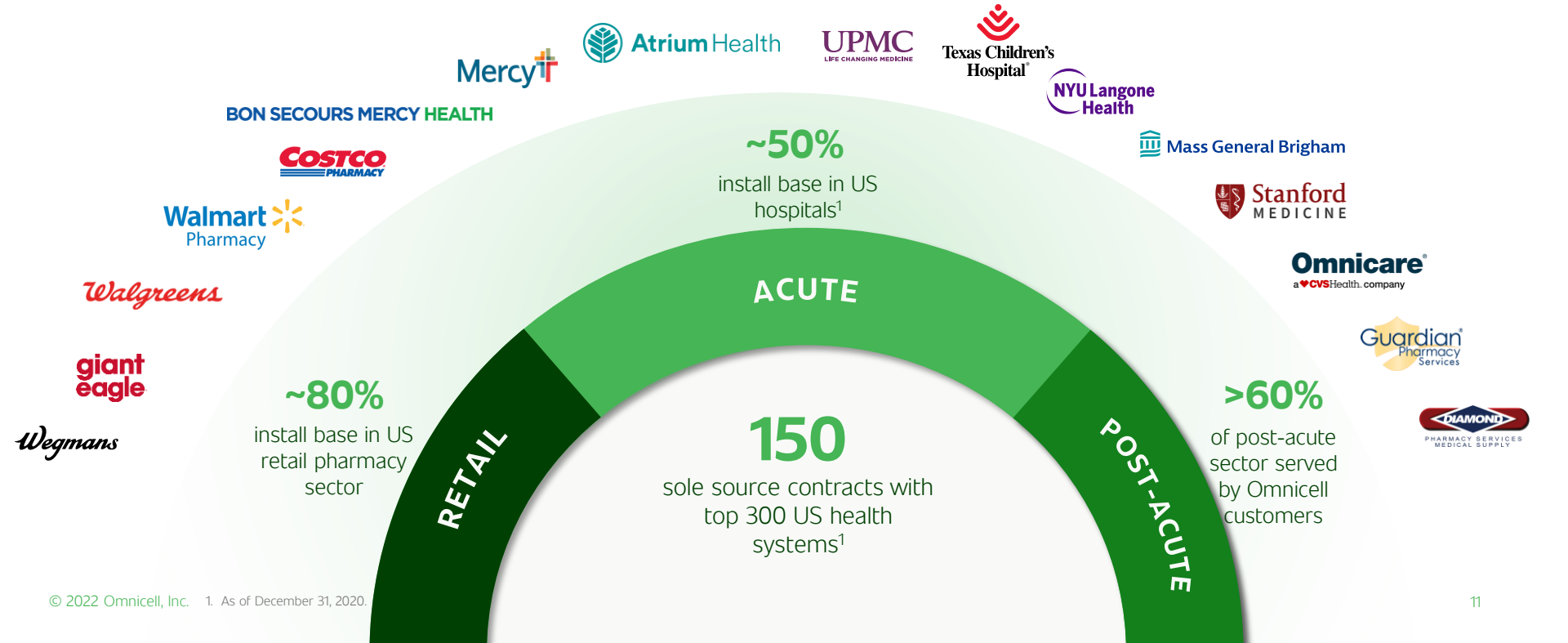
© 2022 Omnicell, Inc.

1. Represents estimated cumulative TAM over 10 years as of 5/31/2022 and includes the United States, UK&I, Germany, France, Spain, Kingdom of Saudi Arabia and Australia/New Zealand..

Omnicell — Across the Continuum of Care

Omnicell has 30 years

of experience within medication management across the entire continuum of care



© 2022 Omnicell, Inc.

1. As of December 31, 2020.

Our Comprehensive Solutions Fundamentally Deliver Better Healthcare Value

Omnicell One™

CPDS

IVCS

EnlivenHealth®

Inventory Optimization (Omnicell One & 340B)

Outpatient Pharmacy Services

One Platform

Omnicell Connected Devices



XT Automated Dispensing Systems



Anesthesia Workstation



XR2 Robot



IVX Station



IVX Workflow

Future Devices[1]



© 2022 Omnicell, Inc.

1. Future services and future devices represent potential future technology that is under development and may or may not ever become generally available to the commercial marketplace. Omnicell makes no commitment with regard to such potential future technology.

Evolving Management Team Towards SaaS and Digital Healthcare



Diane Kaye
SVP, Chief Product Officer



Denise Cox
SVP, Chief Customer Officer, North America



Virad Gupta
SVP, Software Applications & Cloud Platform



Doug Descalzi
SVP, Robotics & Automation Systems



Peter Fianu
VP & Chief Technology Officer, EnlivenHealth



Sara Dalmasso
SVP & General Manager, International



Christine Mellon
EVP and Chief Administrative & People Officer

8 management team members
with robust healthcare tech industry expertise

~550 R&D engineers
accelerating our transformation to a services-focused, cloud business

+200 years
combined technology services experience

7 new management team members
in the last 4 years with a focus on healthcare, technology, cloud and scaling experience

Track record of success at other leading companies:

athenahealth

CISCO

McKESSON

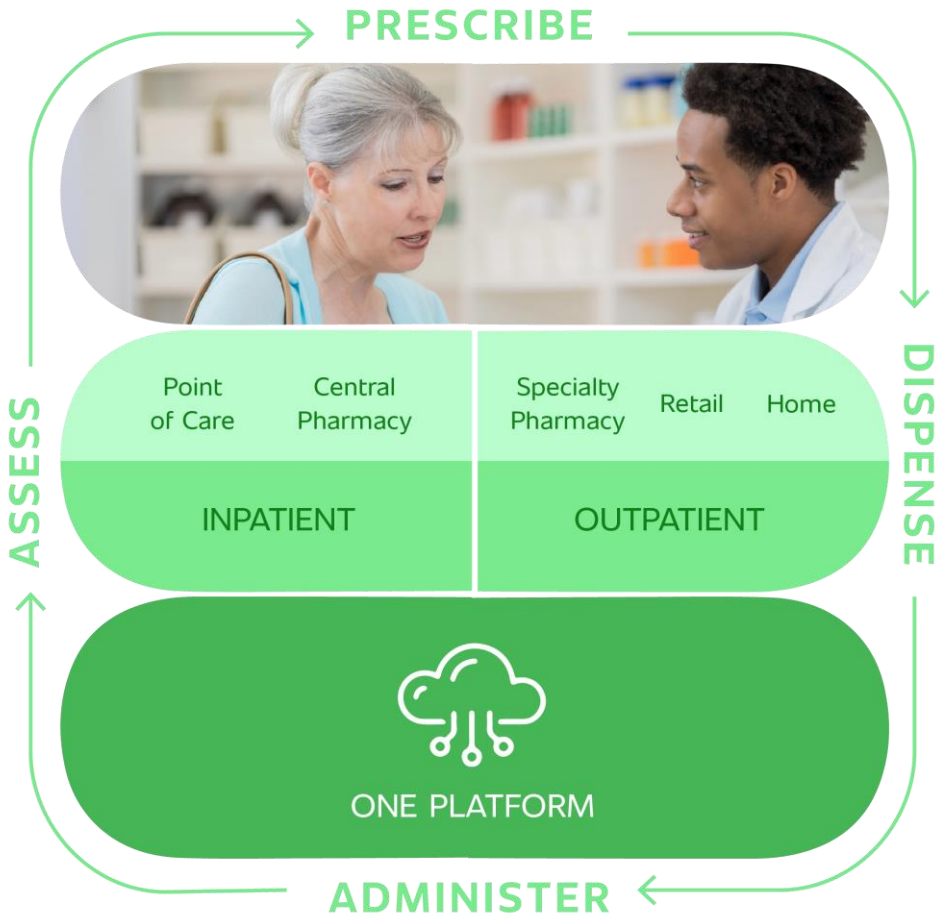
GE Healthcare

ORACLE

© 2022 Omnicell, Inc.

Our Strategy

Fundamentally transform the pharmacy care delivery model by delivering a set of services that touch the entire continuum of care, built on a single cloud platform.



© 2022 Omnicell, Inc.

Significant Potential Growth Opportunity



Growing and expanding within large existing customer base (sites & platform solutions)



Capitalizing on next generation technology



Continuing market share gains



Driving innovation and continuing to deliver the Autonomous Pharmacy Vision



Executing value-enhancing M&A, which can present significant cross-selling opportunities

© 2022 Omnicell, Inc.

M&A Driving Advanced Services

OCTOBER 2020

Pharmaceutical Strategies Group's 340B Link Business

expanded pharmacy supply chain capabilities for efficient, compliant management of 340B programs

SEPTEMBER 2021

FDS Amplicare®

expanded the nationwide footprint of retail pharmacy customers and accelerated EnlivenHealth's innovation roadmap

DECEMBER 2021

ReCept

expanded Advanced Services portfolio to address the growing and complex specialty pharmacy market

JANUARY 2022

MarkeTouch Media

accelerated SaaS technology roadmap and expanding footprint of EnlivenHealth's division across retail pharmacy sector

CONTINUING TO PURSUE ACQUISITIONS IN LINE WITH OUR M&A FRAMEWORK:

- Focused on medication management and technology with cross-selling potential
- Strong cultural and solution fit with strong value proposition for Omnicell customers
- Accretive to growth and profitability with strong recurring revenue profile and ability to drive financial goals

© 2022 Omnicell, Inc.

Capitalizing on Growth Opportunities

Evolving business model and adding capabilities to capitalize on growing market

Today's Business Model:

- Emerging and scaling Advanced Services offerings
- Platform adoption, expansion, market share gains, and upgrade cycles driving growth
- Strong balance sheet should enable transformation to new business model with expected higher gross margins, EBITDA, and free cash flows

2025 Long-Term Model:

- Advanced Services targeted to be ~20-30% of total revenue by 2025
- Platform adoption, expansion, market share gains, upgrade cycles, and wallet share expansion driving growth
- Resilient, highly valuable revenue and free cash flows

2025 Key Targets:

$1.9B – $2.0B
Total Revenue

52% – 53%
Non-GAAP Gross Margin

~23%
Non-GAAP EBITDA Margin

© 2022 Omnicell, Inc.

DISCLAIMER: We do not provide a reconciliation of forward-looking non-GAAP measures to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort.

A Better Way: Our ESG Strategy



Environment

Innovating for Energy Efficiency

Actively contribute to realize 1.5° Celsius future by 2030



Governance

Doing the Right Thing

Identify, prevent, and mitigate risk to Omnicell to create, preserve, and realize value



Social

Every Voice Counts

Create a culture of inclusivity, engagement, and well-being to be an employer of choice



Innovation

Accelerating for Perfection

Design, and deliver, our products to minimize environmental footprint while maximizing patient outcomes

© 2022 Omnicell, Inc.

A Better Way: Our ESG Strategy in Action

Environment

- Decreased Scope 1 & 2 emissions in 2021 by 6% from 2019
- Committed to target a 25% reduction in Scope 1 & 2 emissions by 2027
- Establishing Scope 3 reduction targets by 2026

Social

- Built five-year People Strategy for talent development
- Enhanced employee benefits to support colleagues both at and outside of work
- Establishing employee resource groups, including several focused on women in technology

Governance

- Recent Board refreshment with 4 new Directors added in last 3 years
- Regularly evaluate Board composition
- Lead Independent Director with clear responsibilities
- Strengthening company's cybersecurity program

Innovation

- Improving healthcare quality by helping customers reduce dispense errors by 5% annually by 2027[1]
- Zero safety defects for all new product releases, YOY
- Developing plans to minimize environmental footprint for 100% of new products by 2023

44%

of Board are women or racially / ethnically diverse

Zero

safety defects for all new product releases, YOY

#1

position amongst peer table for lowest risk according to Sustainalytics[2]

7.1

MSCI governance score[3]; in highest scoring range relative to global peers

© 2022 Omnicell, Inc.

1. Source: Omnicell's 2021 Corporate Responsibility Report
2. Sustainalytics ESG Risk Rating Report published on 6/2/2022.
3. MSCI report published on 7/26/2022.

Why we win?

- Pharmacy focused
- True strategic customer partnerships
- Comprehensive solution portfolio
- Cloud enabled
- Services deliver real outcomes

© 2022 Omnicell, Inc.

Omnicell: Compelling Growth Opportunities

Category creator transforming the pharmacy care delivery model

Leading strategic partner to health systems in large and growing market segments with $90B+ TAM[1]

Resilient, high-visibility long-term revenue growth accelerated by strong product bookings, backlog and upgrade cycles

Demonstrated track record of growth built on a platform of intelligent infrastructure, spanning medication management across the continuum of care

Leveraging our market-leading installed base to drive recurring revenue growth in Advanced Services

© 2022 Omnicell, Inc.

1. Represents estimated cumulative TAM over 10 years as of 5/31/2022 and includes the United States, UK&I, Germany, France, Spain, Kingdom of Saudi Arabia and Australia/New Zealand.

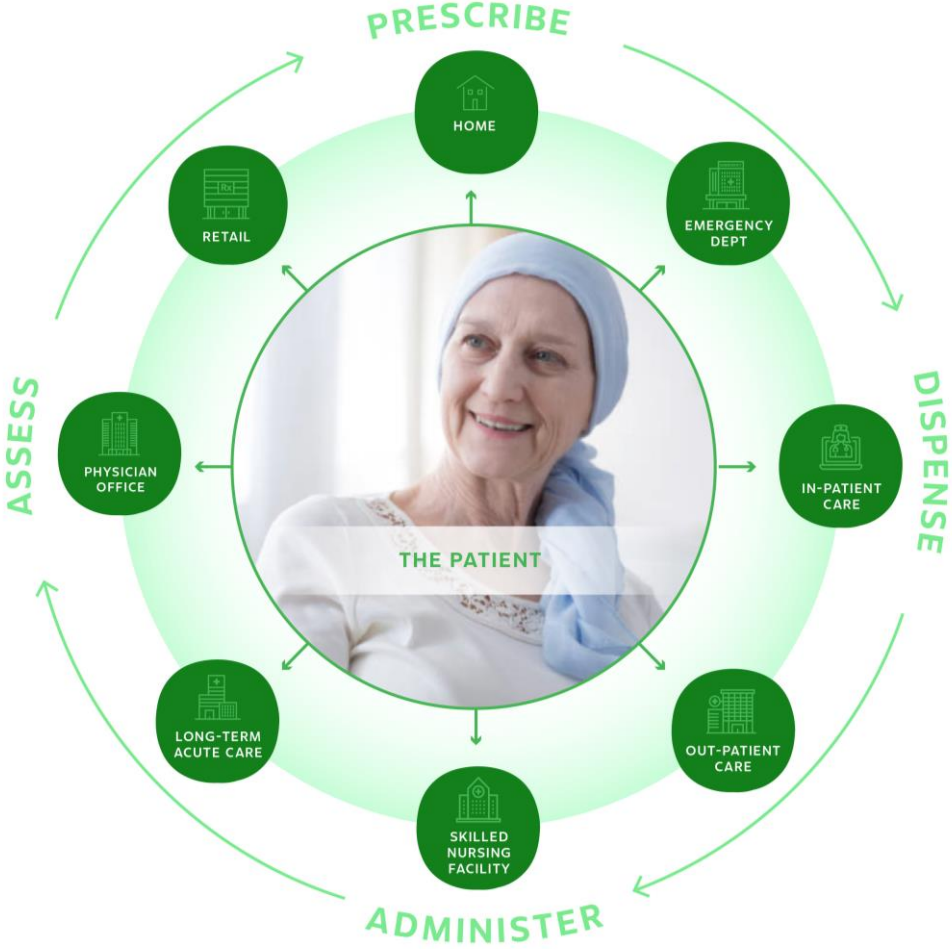
Pharmacy Transformation & the Shift to Services

Scott Seidelmann, Executive Vice President
& Chief Commercial Officer

© 2022 Omnicell, Inc.

Omnicell is uniquely positioned…

to solve the problems of medication management.



© 2022 Omnicell, Inc.

Healthcare Challenges

CLINICAL

20–30%
of prescriptions never filled

1.3M
ED visits from adverse drug events in outpatient settings

350K
hospitalizations from adverse drug events in outpatient settings

125K
potentially preventable deaths from poor medication adherence

LABOR

#1
concern for hospital CEOs

9%
of nurses intend to leave direct patient care within 6 months

85%
of hospitals are facing shortages for experienced pharmacy techs

66%
of hospitals are using pharmacists to cover tech responsibilities

75%
pharmacists lack time to perform patient care/clinical activities

ECONOMIC

$500B+
in costs related to nonoptimal medication therapy and medication nonadherence

$576B
in total drug spend (13% of total U.S. healthcare spend)

$316B
in specialty drug spend

$144B
in hospital nursing spend

$46.5B
in pharmacy labor spend

We are Focused on Helping Customers Achieve Better Results



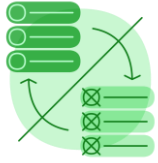
IMPROVE PATIENT OUTCOMES



INCREASE STAFF EFFICIENCY



REDUCE COST



REDUCE COMPLIANCE RISK

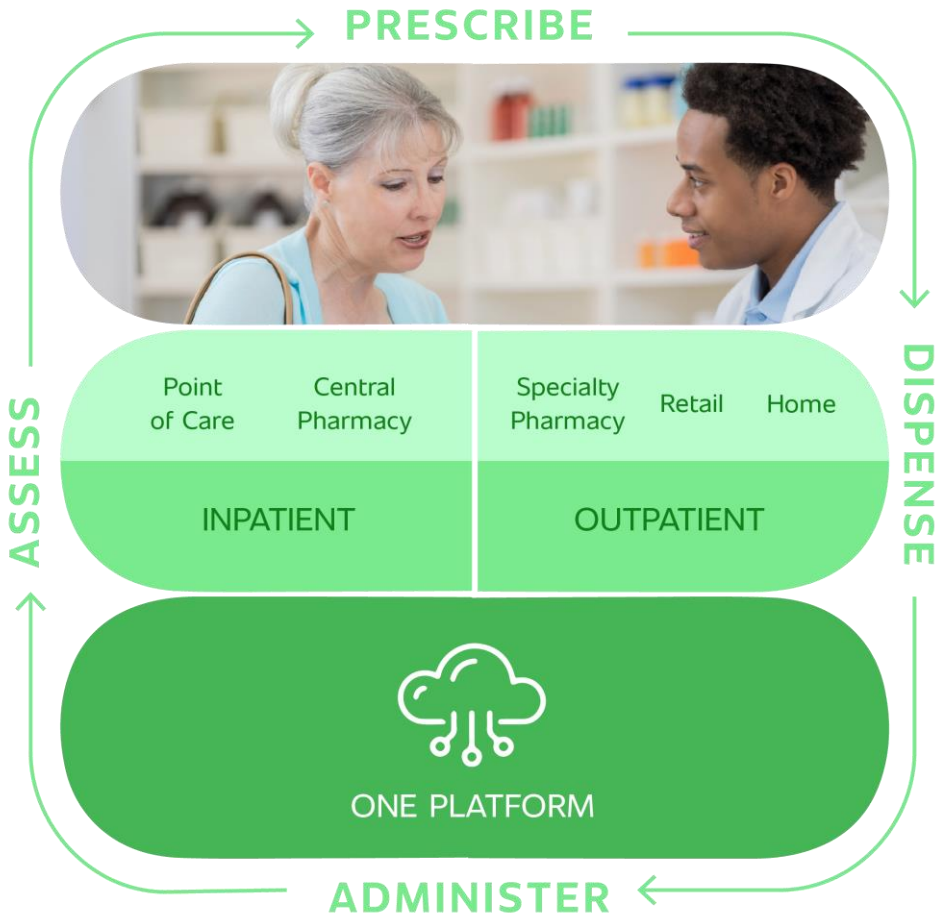


INCREASE REVENUE

© 2022 Omnicell, Inc.

Our Strategy

Fundamentally transform the pharmacy care delivery model by delivering a set of services that touch the entire continuum of care, built on a single cloud platform.



© 2022 Omnicell, Inc.

Patient Engagement (EnlivenHealth)



TAM – Potential Annual Recurring Revenue Opportunity

$1.1B

© 2022 Omnicell, Inc.

Inventory Optimization (Omnicell One™ & 340B)



TAM – Potential Annual Recurring Revenue Opportunity

$1.3B

© 2022 Omnicell, Inc.

Outpatient Pharmacy Services (fka ReCept Specialty)

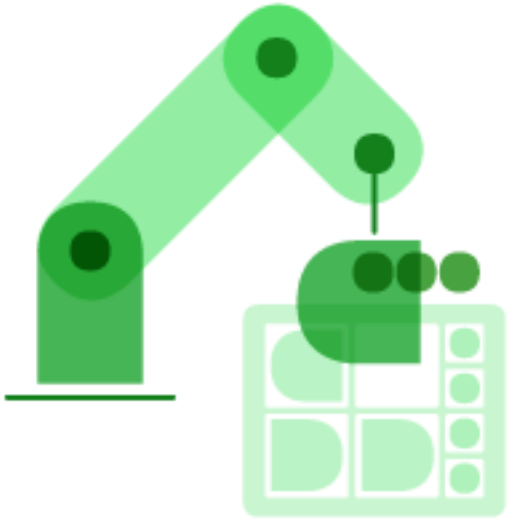


TAM – Potential Annual Recurring Revenue Opportunity

$1.9B

© 2022 Omnicell, Inc.

Central Pharmacy Dispensing Service (CPDS)



TAM – Potential Capital + Annual Recurring Revenue Opportunity

$2.4B + $0.4B

© 2022 Omnicell, Inc.

IV Compounding Service (IVCS)



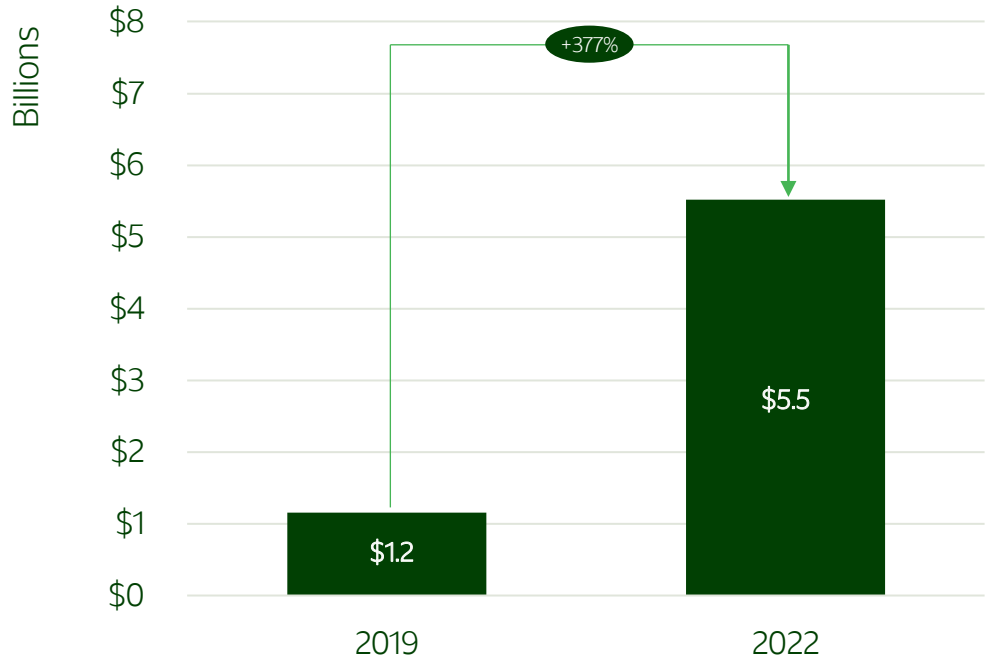
TAM – Potential Capital + Annual Recurring Revenue Opportunity

$1.1B + $0.4B

© 2022 Omnicell, Inc.

And we now have a large annual recurring addressable market

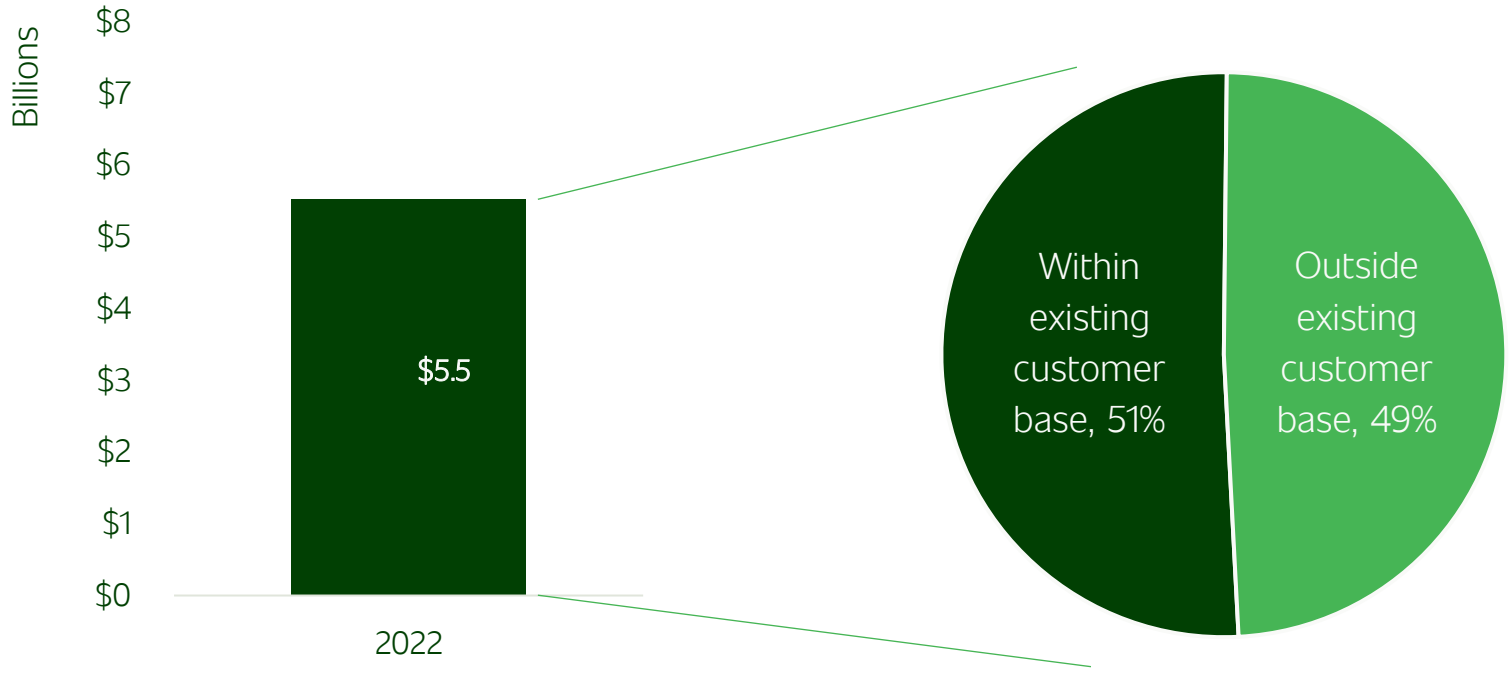
Advanced Services Annual Recurring Revenue TAM



- Annual recurring revenue TAM is driving most of our TAM expansion

We Have Significant Annual Recurring Revenue Addressable Market *Inside* Our Current Customer Base

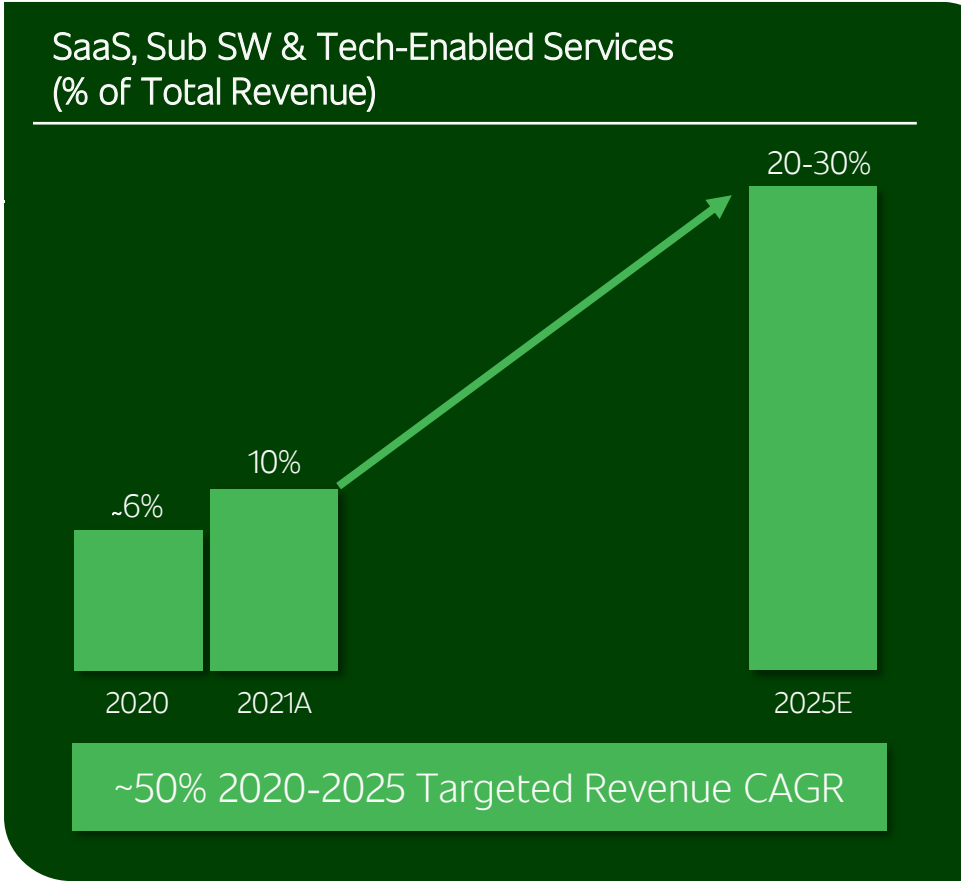
Advanced Services Annual Recurring Revenue TAM



© 2022 Omnicell, Inc.

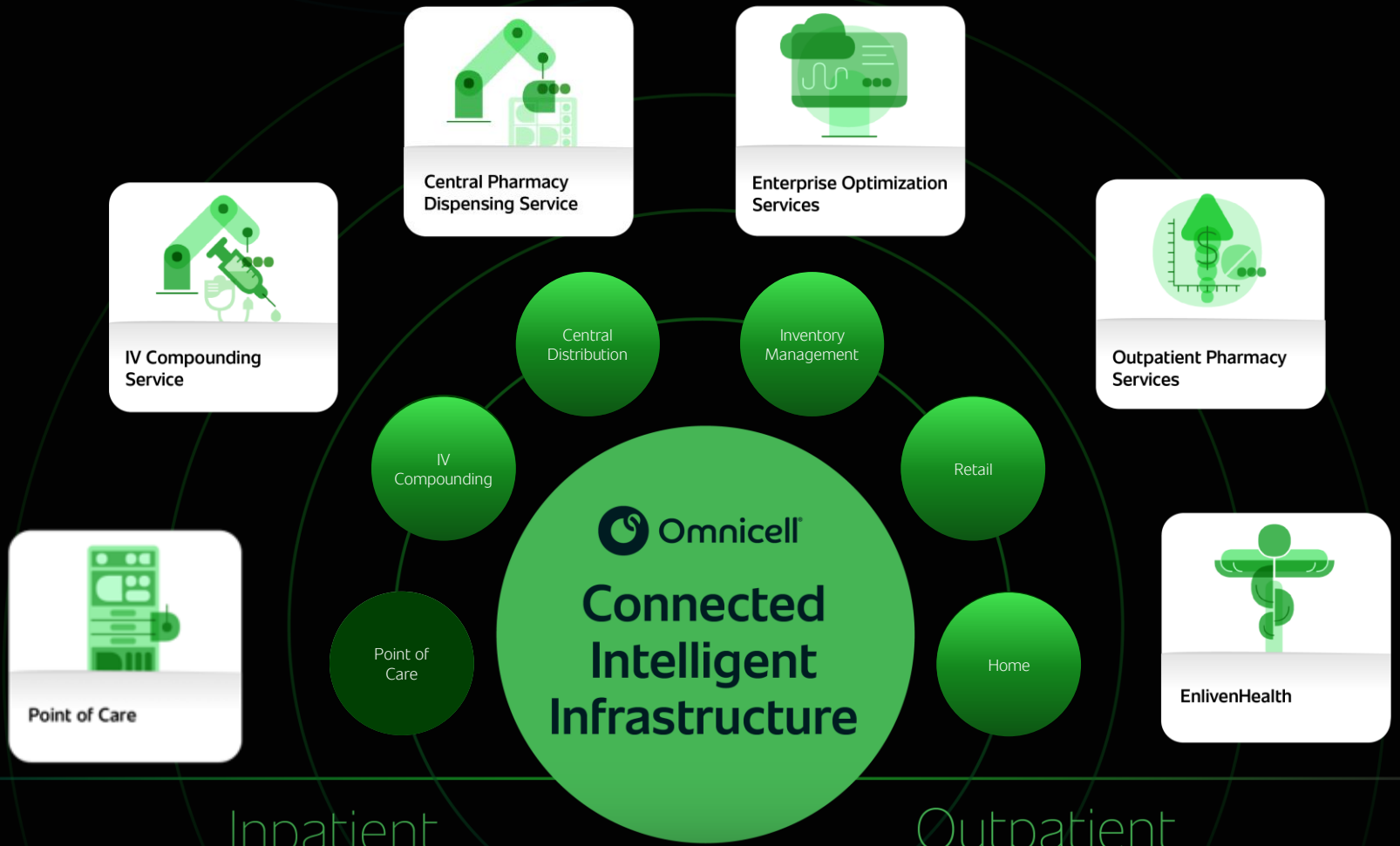
We Can Achieve Our Long-Term Targets With Less Than 10% Market Share Capture

We forecast **7-10%** market share for our Advanced Services portfolio in 2025



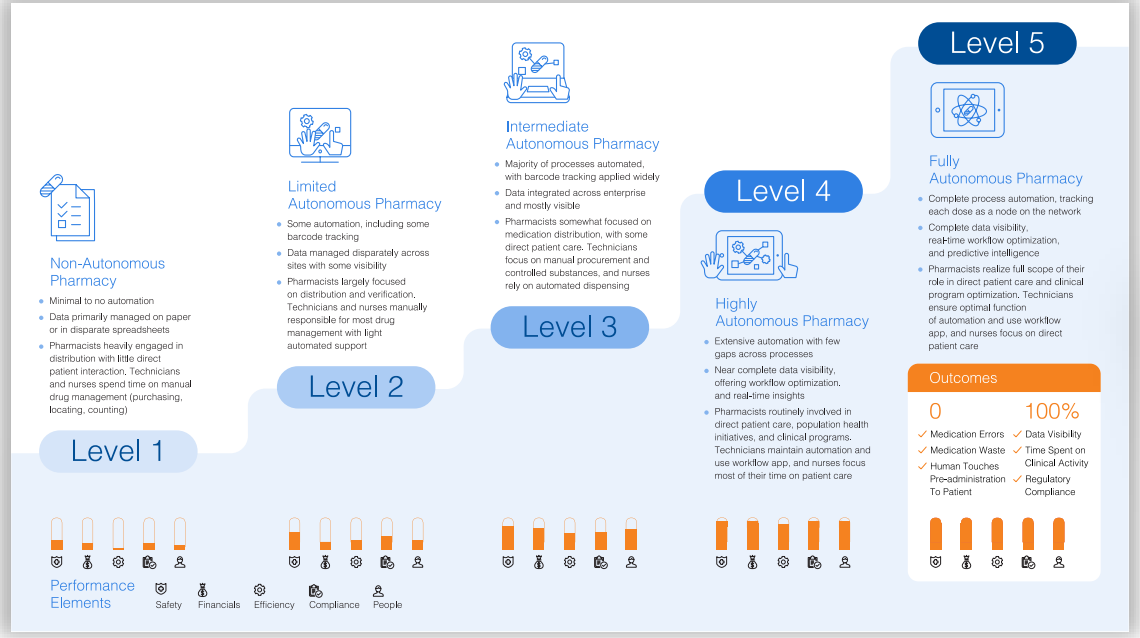
Market share for subscription services without a hardware component (Omnicell One, Outpatient Pharmacy Services,340b, Enliven Health) is calculated using revenue share of annual recurring TAM.
Market share for subscription services with a hardware component (CPDS, IVCS) is calculated using share of upfront TAM (i.e., number of units implemented).
DISCLAIMER: We do not provide a reconciliation of forward-looking non-GAAP measures to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort.

© 2022 Omnicell, Inc.



© 2022 Omnicell, Inc.

The Autonomous Pharmacy Framework – an Industry Vision





© 2022 Omnicell, Inc.

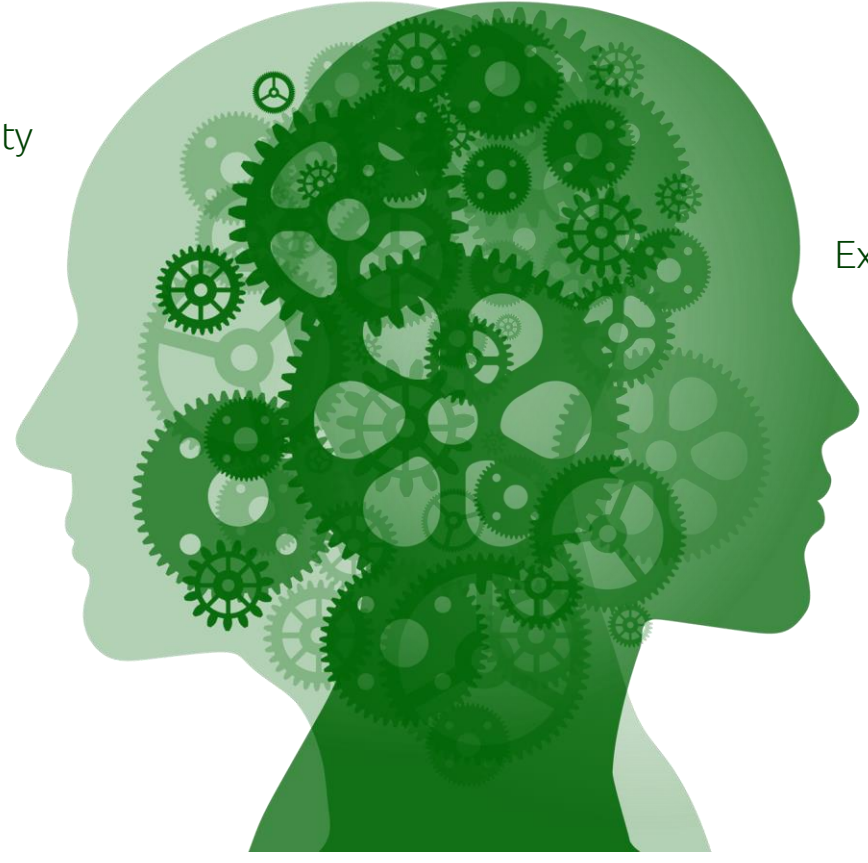
What's on Customers' Minds Regarding IV?

503B Supply Chain/Reliability

Staffing Shortages

Drug Shortages

Emergency Readiness



Controlling Spend

Extended Dating, Inventory Optimization

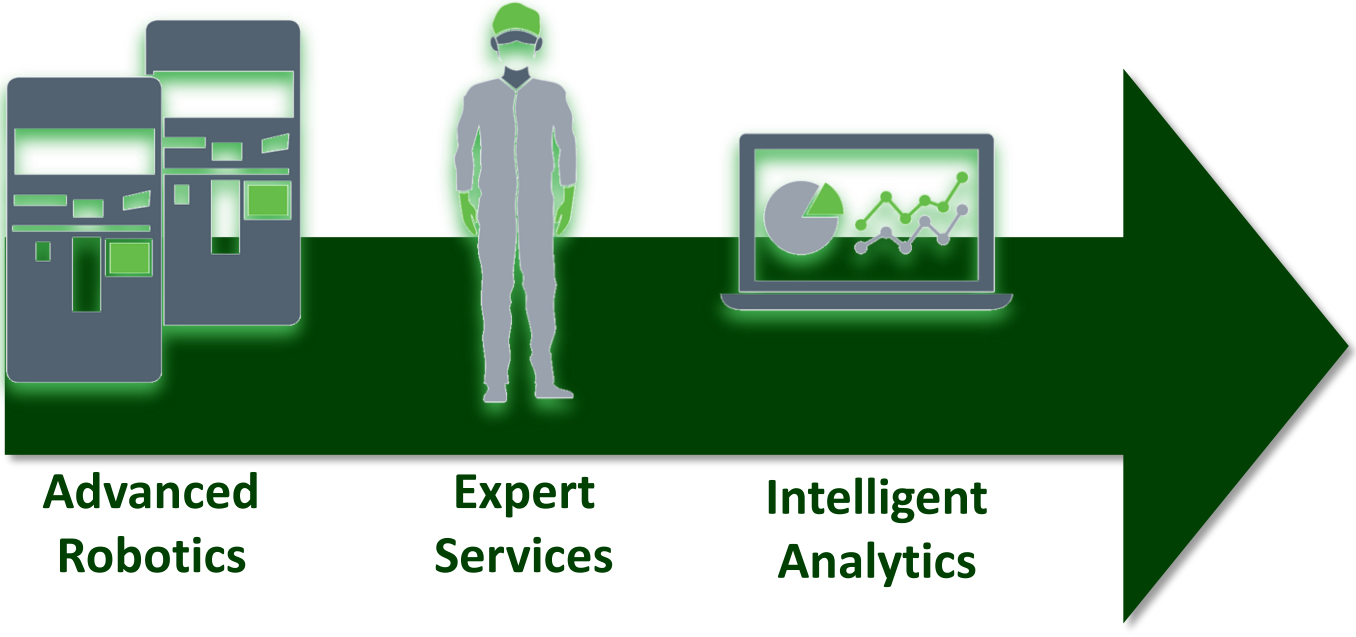
OR RTA Syringes

USP 797/800 Compliance

© 2022 Omnicell, Inc.

IV Compounding Service (IVCS)

IVCS is a comprehensive solution designed to transform IV sterile compounding operations and drive value.



Designed to:



Reduce Medication Cost



Improve Labor Efficiency



Reduce Stockouts

© 2022 Omnicell, Inc.

We Perpetually Curate Knowledge to Improve our Services





© 2022 Omnicell, Inc.

Omnicell is uniquely positioned to transform the pharmacy care delivery model

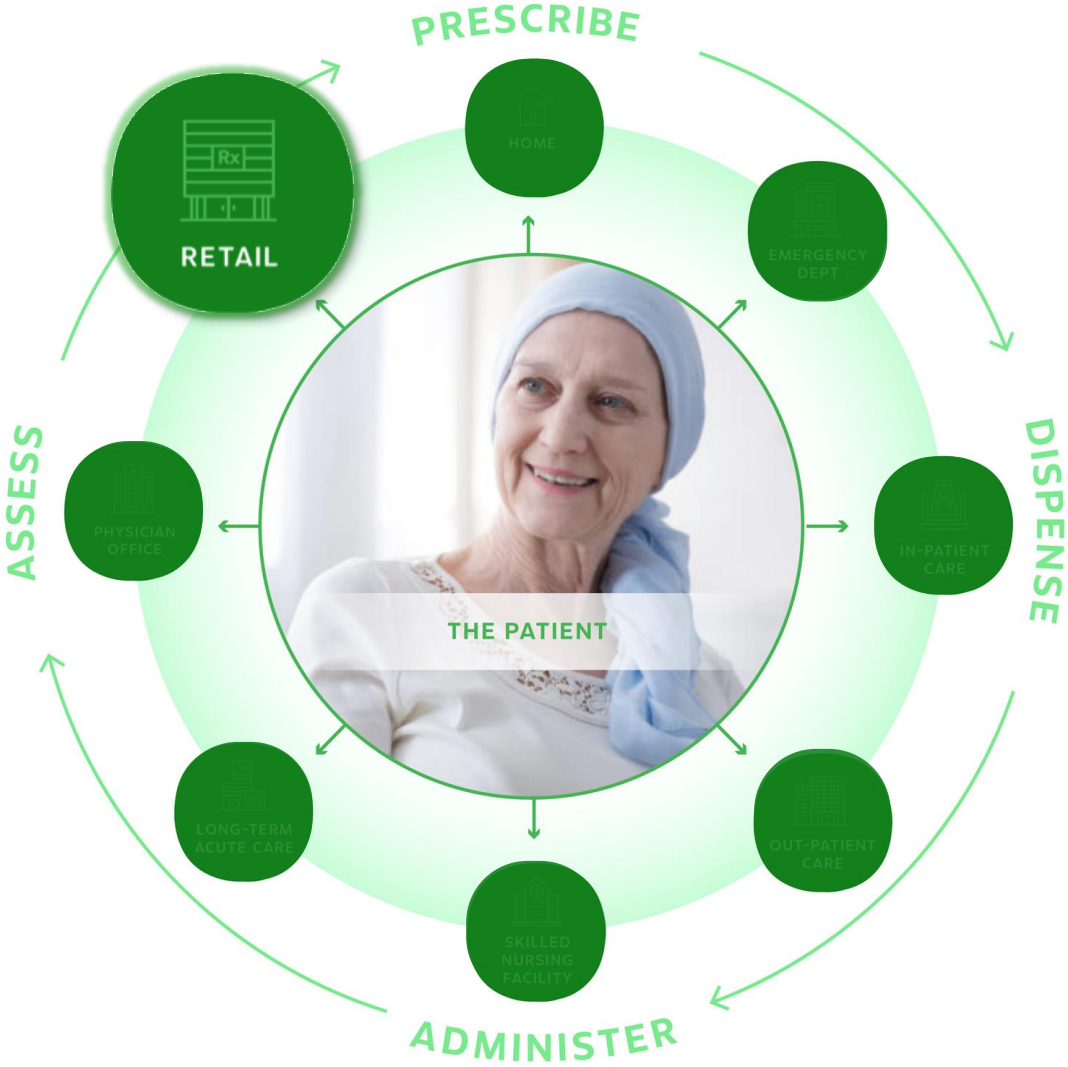
- Pharmacy has big, important problems to solve
- Comprehensive solutions portfolio driving value
- Potential >$90B 10-year TAM with a $5B annual recurring revenue market
- Advanced Services driving our long-term targets

© 2022 Omnicell, Inc.

An Introduction to EnlivenHealth®

Danny Sanchez, Senior Vice President &
General Manager, EnlivenHealth®

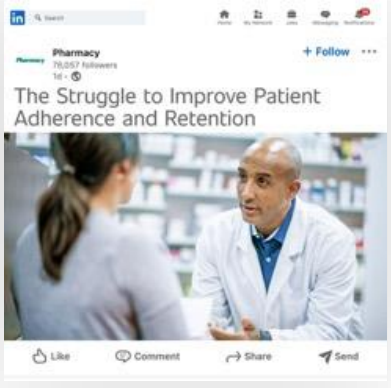
© 2022 Omnicell, Inc.

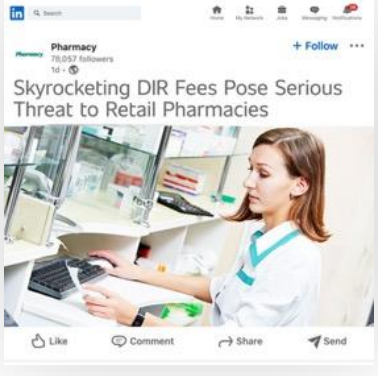


© 2022 Omnicell, Inc.

What's the Problem?









"Patients average 34 visits to their pharmacy per year vs 4 visits to their medical provider."

Drug Topics Magazine, 2019

"Pharmacist burnout is a significant patient safety issue. It is impacting patients today with delayed prescription fulfillment, unacceptable waits for vaccines and testing, and potential errors..."

American Pharmacists Association, 2021

© 2022 Omnicell, Inc.

Why These Problems Persist in Retail Pharmacy

- Inefficient Pharmacy Workflows
- Constant Battle to Retain Patients
- Growing Demand for Clinical Services
- Poor Management of Pharmacy Financials

RX INSIDER

The Great Resignation: How Is It Impacting the Pharmacy Industry?

Drug Topics

Retail Pharmacy Has Reached the Breaking Point

© 2022 Omnicell, Inc.

Enliven360 The Complete Pharmacy Solutions Platform



Patient Engagement Solutions

- Personalized Communications
  - Personalized Interactive Voice Response[1]
  - Conversational-Powered Interactive Voice Response
  - Outbound Communications



Clinical Solutions

- Amplicare Clinical Solution
- Medication Synchronization
- CareScheduler
- Medicare Match



Financial Solutions

- MedBill
- Econcile
- CentralPay



Insights Analytics Solutions

- MyDataMart
- Impact DIR (Direct & Indirect Remuneration)

© 2022 Omnicell, Inc.

1. This solution achieved a nearly 20% reduction in inbound call transfers for an EnlivenHealth pharmacy customer based in the Midwest. This reduction translates into a significant decrease in phone interruptions for the pharmacy staff. Source: EnlivenHealth customer analytics. Spring/Summer 2022.

EnlivenHealth Works With More than 50,000 Retail Pharmacies in the USA

























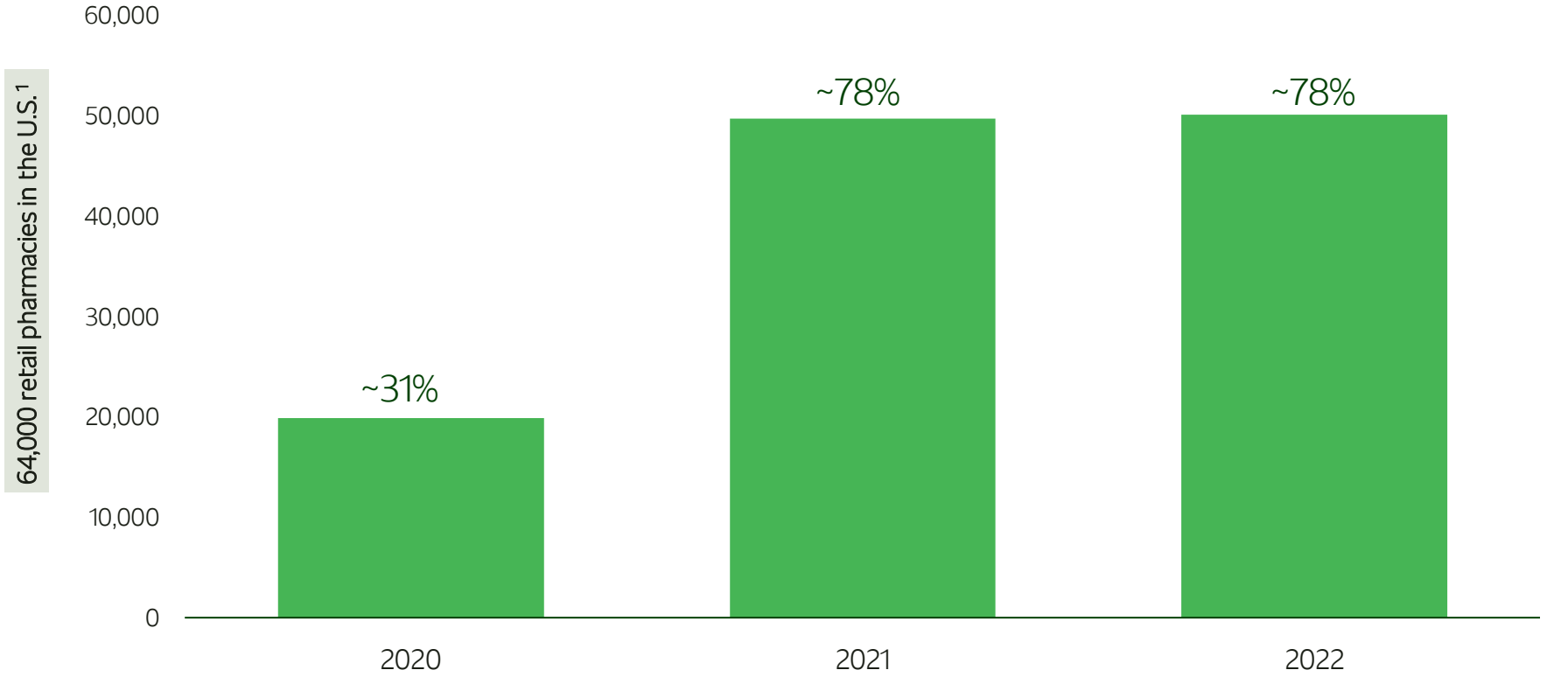


And thousands of independent pharmacies

© 2022 Omnicell, Inc.

By the Numbers: Accelerating Pharmacy Growth

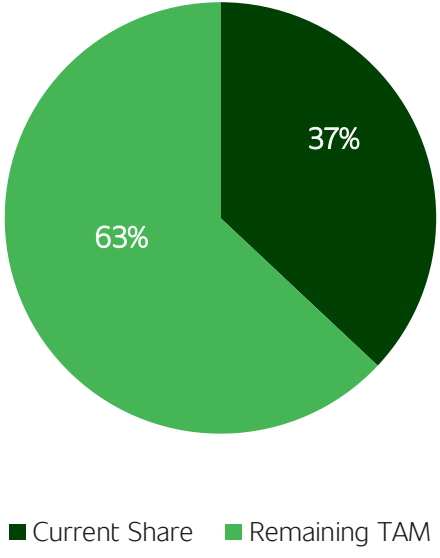
Number of Pharmacies EnlivenHealth Engages With



© 2022 Omnicell, Inc.
1. According to NCPDP DataQ 2022.

Customer Case Study

Multi-State Grocery Chain



ANNUAL RECURRING REVENUE	PLATFORM	PURCHASED SOLUTIONS	SOLUTIONS IN DISCUSSION
	Patient Engagement Solutions	Patient Communications	Next-Gen Communications Platform
	Clinical Solutions	Medication Synchronization & CareScheduler	Expanded Clinical Applications
	Financial Solutions		Major Financial Solutions
	Insights Analytics Solutions		New Analytics Solutions

© 2022 Omnicell, Inc.

National Chain: Prospect Example

Initial Products

- Medication Synchronization
- Personalized Interactive Voice Response
- Outbound Communications
- E-Medical Guides & Medicare Match

Other Interested Products

- Medical Billing
- Conversational Interactive Voice Response

Tier 1[1]
Pharmacies utilizing our solutions

5
Solutions initially under contract

$29M
Annual TAM for current product portfolio

$50M
Booking value for initial contract — ratable over 5 years

$14M
Annual contract value at maturity

Denotes solution from a recent acquisition

Our partners are looking for one vendor to orchestrate and execute a medication management system, and the EnlivenHealth platform is delivering.

© 2022 Omnicell, Inc.
1. Tier 1 is defined as a top 5 retail pharmacy chain

EnlivenHealth Growth Strategies

- Leverage significant position with integration of FDS Amplicare and MarkeTouch Media
- “Land & expand”: Cross-sell full range of digital SaaS solutions
- Continue to cross-sell with Health System solutions



© 2022 Omnicell, Inc.

Capitalizing on the Opportunity

Peter Kuipers, Executive Vice President
& Chief Financial Officer

© 2022 Omnicell, Inc.

Omnicell Business Model Evolution

Pre-2017 Business Model

- Hardware focused
- Growth driven by market share gains
- Cash reinvested in development of hardware R&D

2017 KEY STATISTICS[1]

Total Revenue	Non-GAAP Gross Margin	Non-GAAP EBITDA Margin
$0.7B	47%	13%

Current Business Model

- Emerging and scaling of Advanced Services offerings
- Platform adoption, expansion, market share gains, and upgrade cycles driving growth
- Strong balance sheet should enable transformation to new business model with expected higher gross margins, EBITDA, and free cash flows

2022E MIDPOINT OF GUIDANCE

Total Revenue	Non-GAAP Gross Margin	Non-GAAP EBITDA Margin
$1.4B	~49%	~18%

2025 Business Model

- Advanced Services targeted to be ~20-30% of total revenue by 2025
- Platform adoption, expansion, market share gains, next generation technologies, and wallet share expansion driving growth
- Resilient, highly valuable revenue and free cash flows

2025 KEY TARGETS

Total Revenue	Non-GAAP Gross Margin	Non-GAAP EBITDA Margin
$1.9B–$2.0B	52%–53%	~23%

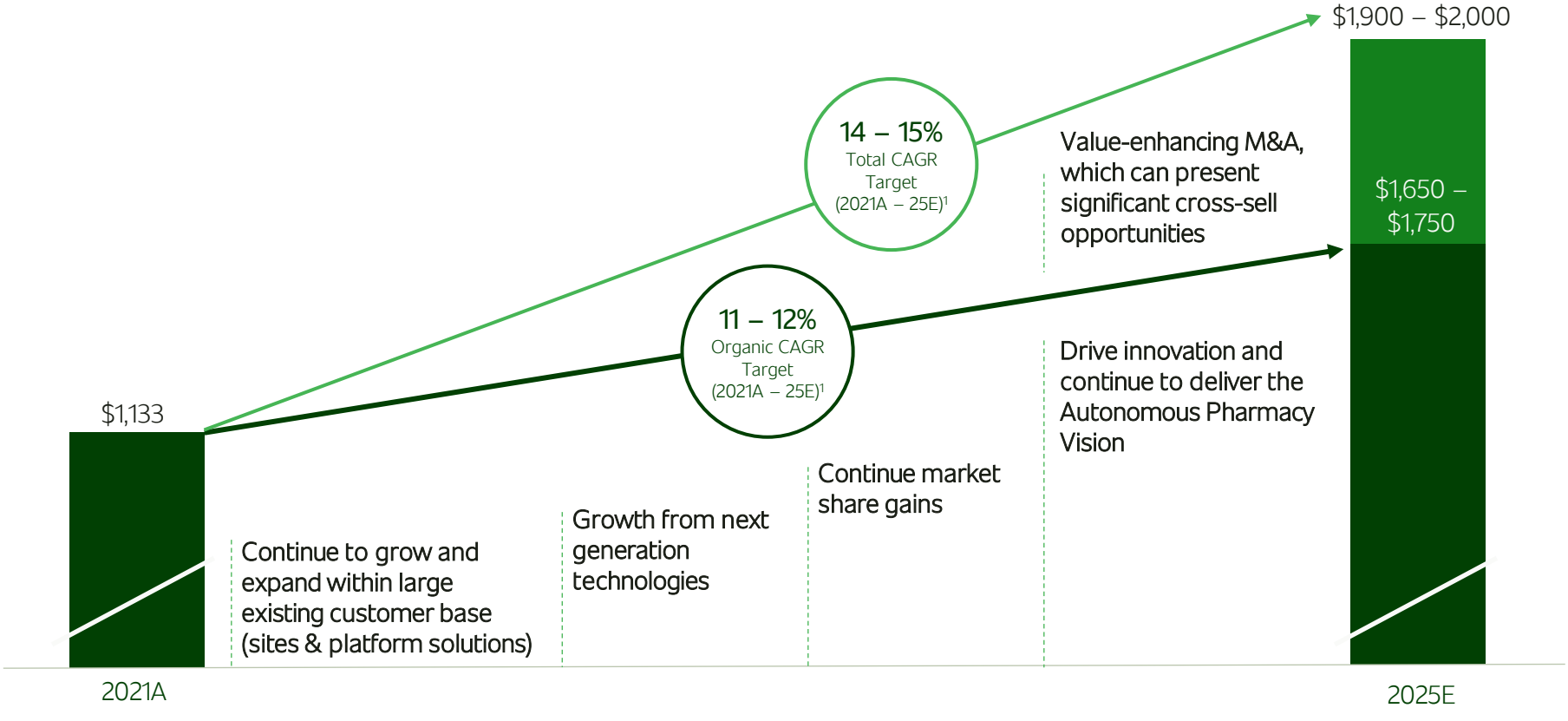
1. As adjusted for full retrospective adoption of ASC 606.

© 2022 Omnicell, Inc.

DISCLAIMER: See Appendix for a reconciliation of 2017 non-GAAP revenues, 2017 non-GAAP gross margin and 2017 non-GAAP EBITDA margin to their most directly comparable GAAP financial measures. We do not provide a reconciliation of forward-looking non-GAAP measures to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort.

Driving Profitable Growth Through Disciplined Execution

Expected Annual Non-GAAP Revenue ($ in Millions)



1. CAGR is calculated based on midpoint of guidance previously provided in January 2021.

© 2022 Omnicell, Inc.

DISCLAIMER: See Appendix for a reconciliation of 2021 non-GAAP revenues to its most directly comparable GAAP financial measures. We do not provide a reconciliation of forward-looking non-GAAP measures to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort.

Resilient and High-Visibility Revenue

Deep Customer Relationships & Robust Backlog

- 150 of the top 300 U.S. health systems in long-term sole-source agreements[1]; majority have multiyear co-development plans
- Over 50,000 retail pharmacies and 75% of U.S. pharmacy patients interact with EnlivenHealth solutions
- Robust backlog of $1.25B as of 12/31/2021

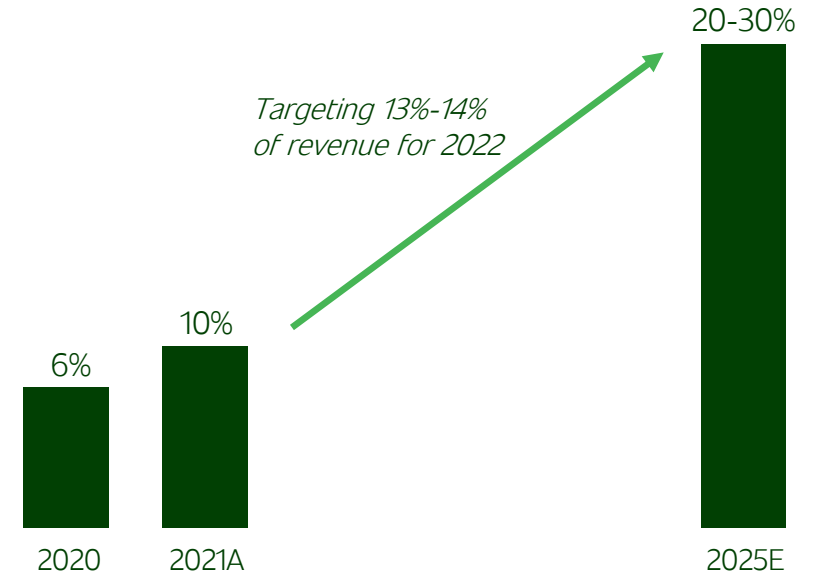
Multiple Growth Drivers

- Platform adoption driving growth in Advanced Services
- Expansion
- Next generation technologies
- Market share gains
- Growing markets

© 2022 Omnicell, Inc.
1. As of 6/30/22 and as defined by Definitive Healthcare.

Advanced Services Accelerating Recurring Revenue Growth

SaaS, Subscription Software & Tech-Enabled Services (% of Total Revenue)



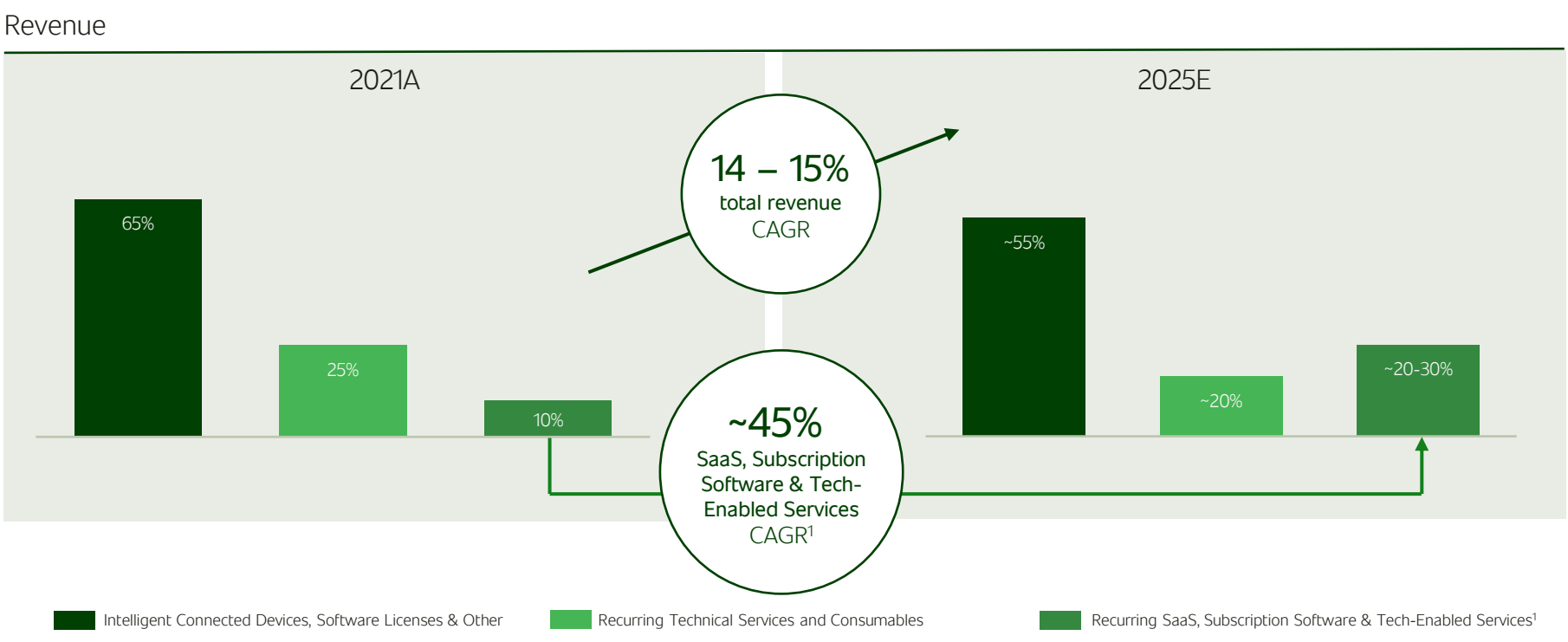
~50% 2020-2025 Targeted Revenue CAGR

- Leveraging established channel and strong customer relationships
- Strong demand driven by increasing provider digitization and need to evolve medication supply chain
- Omnicell's cloud-based services designed to enable better outcomes
- Subscription-based, recurring revenue streams
- Significantly increases core addressable market
- High margin unit economics

© 2022 Omnicell, Inc.

NOTE: Includes Central Pharmacy Dispense Services (XR2aaS), EnlivenHealth, IVCS Service, IV RIIS, Outpatient Pharmacy Services, Omnicell 340B, Omnicell One Service and RobotRX Service (Pak Plus).

Business Model Transformation — Revenue Composition



Advanced Services bookings expected to account for >60% of total bookings by 2025 driving recurring revenue to ~45% of total revenue

1. Includes Central Pharmacy Dispense Services (XR2aaS), EnlivenHealth, IVCS Service, IV RIIS, Outpatient Pharmacy Services, Omnicell 340B, Omnicell One Service and RobotRX Service (Pak Plus).
2. Bookings defined as minimum purchase commitments and does not contain estimates above the minimum purchase commitment over the contract term. Bookings excludes Technical Services.

DISCLAIMER: We do not provide a reconciliation of forward-looking non-GAAP measures to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort.

© 2022 Omnicell, Inc.

Advanced Services Scaling

	SaaS, SW Subscriptions	Tech-Enabled Services
Components	Omnicell One, EnlivenHealth, and Omnicell 340B	IVCS, CPDS, and Outpatient Pharmacy Services
2025 Market Share Assumptions[1,2]	7-10%	
2025E Target Recurring Revenue	$250M to $400M	$125M to $200M
2025E Target Gross Margin	Scaling from current base to approximately 65 – 70%	Scaling from current base to approximately 40%
Long-term Target Gross Margin	Approximately 70 – 75%	Approximately 50 – 55%

2025E Target Advanced Services total Recurring Revenue of $375M to $600M

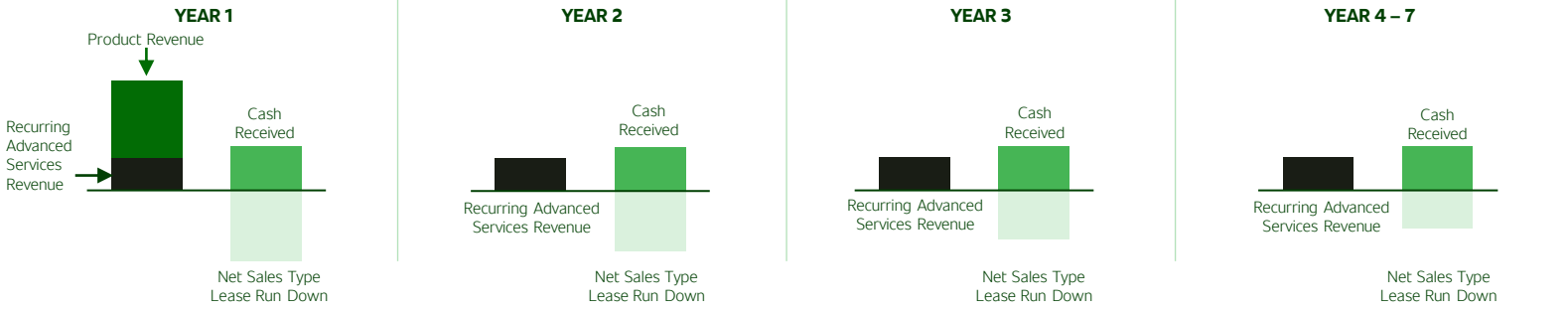
1. Market share for subscription services without a hardware component (Omnicell One, Outpatient Pharmacy Services,340b, Enliven Health) is calculated using revenue share of annual recurring TAM.
2. Market share for subscription services with a hardware component (CPDS, IVCS) is calculated using share of upfront TAM (i.e., number of units implemented).

DISCLAIMER: We do not provide a reconciliation of forward-looking non-GAAP measures to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort.

© 2022 Omnicell, Inc.

Advanced Services Business Model — Customer Example

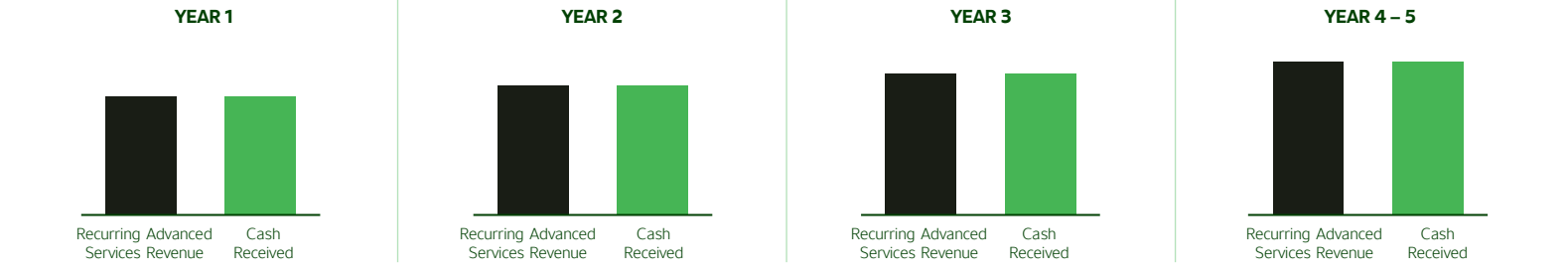
Tech-Enabled Services Model (IVCS and CPDS)



End of year 7

Net sales type lease balance: $0

SaaS and Software Subscriptions Model



Transition to Advanced Services business model provides: 1) Increased value to customers 2) Higher revenue versus previous model 3) Highly visible, recurring revenue & cash flow

© 2022 Omnicell, Inc.

Key Drivers of Margin Expansion

Improving Business Mix
SaaS, Subscription Software & Tech-Enabled Services targeted to represent 20 – 30% of revenue by 2025, supporting strong gross margins

Long-Term Customer Partnerships
Sole-source agreements with 150 of the top 300 U.S. health systems[1] and many outside of the top 300

Economies of Scale
Supply chain and operating expense volume leverage

Pricing Initiatives
Expected to exceed COGS inflationary pressures in 2023E+

Supply Chain Initiatives
Cost productivity programs

Process Efficiencies
Increasing virtualization of commercial, implementation, and internal processes

Growth Investments
Investing in growth and efficiency initiatives

Labor Inflation
Macroeconomic uncertainty around Omnicell labor cost inflation

1. As of 6/30/22 and as defined by Definitive Healthcare.

© 2022 Omnicell, Inc.
DISCLAIMER: We do not provide a reconciliation of forward-looking non-GAAP measures to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort.

Continuing to Drive EBITDA Margin Expansion

2017A – 2022E Non-GAAP EBITDA Margin Walk



2022E – 2025E Non-GAAP EBITDA Margin Walk



1. Midpoint of 2022E guidance.

© 2022 Omnicell, Inc.

DISCLAIMER: See Appendix for a reconciliation of 2017 non-GAAP EBITDA margin to its most directly comparable GAAP financial measures. We do not provide a reconciliation of forward-looking non-GAAP measures to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort.

M&A Framework

M&A Focus

- Medication management and technology focused
- Product and market adjacencies, with a focus on Advanced Services
- Cross-selling potential and opportunities to leverage Omnicell sales channel

Qualitative Criteria

- Strong cultural fit
- Solution fit within Omnicell sales channel
- Strong value proposition for Omnicell customers

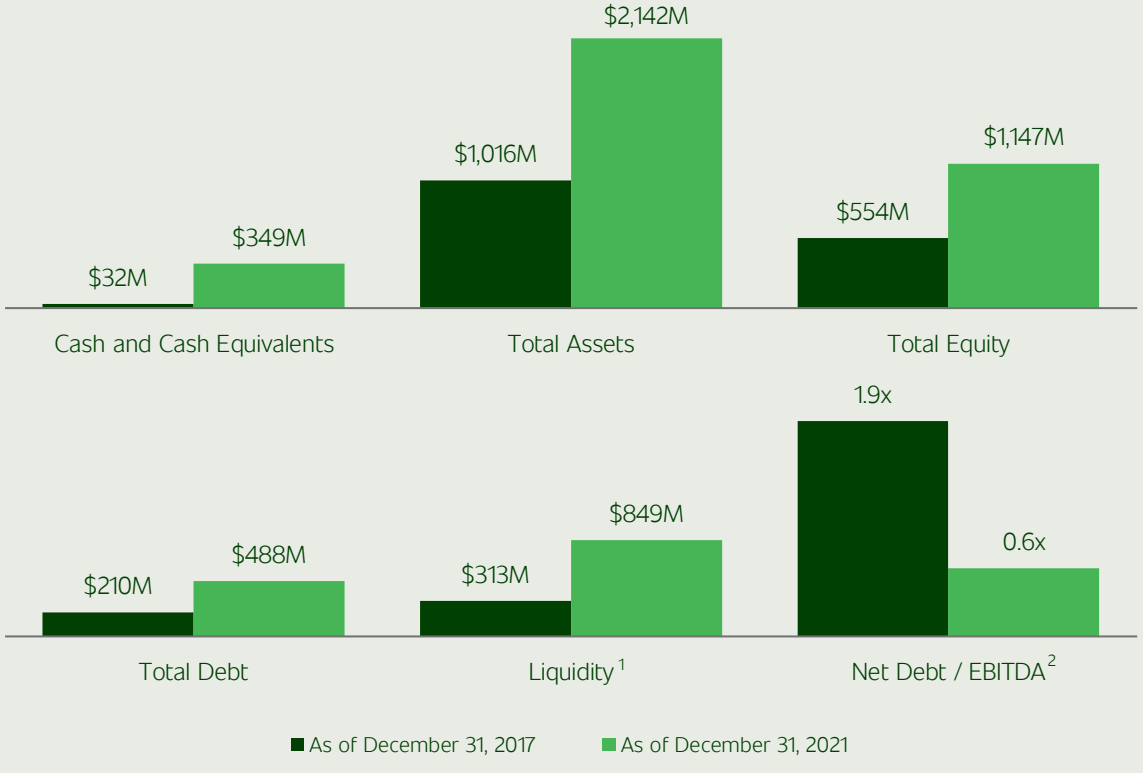
Quantitative Criteria

- Accretive to growth and profitability
- Ability to drive Omnicell financial goals
- Strong recurring revenue profile

© 2022 Omnicell, Inc.

Strong Balance Sheet

- Continuing to target free cash flow greater than GAAP net income
- Free cash flow projected to grow slower than EBITDA as Omnicell reinvests in the transformation to Advanced Services
- Liquidity and capital structure support growth strategy



1. Liquidity = Revolver Availability + Cash and Cash Equivalents
2. Net Debt / EBITDA = (Total Debt - Cash and Cash Equivalents) / Non-GAAP EBITDA

DISCLAIMER: See Appendix for a reconciliation of 2017 and 2021 Net Debt / EBITDA and 2017 and 2021 Liquidity to their most directly comparable GAAP financial measures.

© 2022 Omnicell, Inc.

Key Financial Takeaways

- Targeting to grow total revenue to $1.9 – $2.0B in 2025
  - Targeting 14 – 15% 2021 – 2025 total revenue CAGR (organic 11 – 12%, inorganic 3%)
  - Targeting 2025 non-GAAP EBITDA margin of ~23%
- Advanced Services growth driving recurring revenue to ~45% of total revenue by 2025 and generating profitability at scale
- Targeting ~45% 2021 – 2025 revenue CAGR for SaaS, Subscription Software & Tech-Enabled Services
- Strong balance sheet to support transformation to Advanced Services

With a track record of strong financial performance and disciplined execution, Omnicell is poised to drive profitable growth

© 2022 Omnicell, Inc.

DISCLAIMER: We do not provide a reconciliation of forward-looking non-GAAP measures to the comparable GAAP measures as these items are inherently uncertain and difficult to estimate and cannot be predicted without unreasonable effort.

Conclusion

Randall Lipps, Chairman, President,
Chief Executive Officer & Founder

© 2022 Omnicell, Inc.

Today's Key Takeaways

Omnicell has the right solutions and the right business model to solve the medication management problem that the healthcare system is facing

Omnicell is positioned as the leading strategic partner to health systems in large and growing market segments with $90B+ TAM[1]

Omnicell is scaling Advanced Services to capitalize on the many growth opportunities ahead — with Advanced Services growth continuing to drive recurring, high visibility revenue growth

With a track record of strong financial performance and disciplined execution, Omnicell is poised to drive profitable growth

Executing on our vision to deliver the most compelling automation and services that accelerate pharmacy perfection

© 2022 Omnicell, Inc.

1. Represents estimated cumulative TAM over 10 years as of 5/31/2022 and includes the United States, UK&I, Germany, France, Spain, Kingdom of Saudi Arabia and Australia/New Zealand..

Q&A

© 2022 Omnicell, Inc.


30
YEARS
of INNOVATION

Appendix

© 2022 Omnicell, Inc.

Sources

Clinical

- 20-30% of prescriptions never filled
  - Brody, J., "The Cost of Not Taking Your Medicine," New York Times, April 17, 2017.
- 1.3M ED visits from adverse drug events in outpatient settings
  - Centers for Disease Control and Prevention, "Adverse Drug Events in Adults," cdc.gov, accessed June 18, 2020.
- 350K hospitalizations from adverse drug events in outpatient settings
  - Watanabe JH, McInnis T, Hirsch JD. Cost of prescription drug-related morbidity and mortality. Annals of Pharmacotherapy. March 26, 2018.
- 125K potentially preventable deaths from poor medication adherence
  - Rose, JZ, "Contributor: Medication Adherence Is Not a Zero-Sum Game," American Journal of Managed Care, April 5, 2022. https://www.ajmc.com/view/contributor-medication-adherence-is-not-a-zero-sum-game

Labor

- #1 concern for hospital CEOs
  - American College of Healthcare Executives 2021 Top Issues Confronting Hospitals Survey, https://www.ache.org/learning-center/research/about-the-field/top-issues-confronting-hospitals.
- 85% of hospitals are facing shortages for experienced pharmacy techs
  - ASHP National Survey of Pharmacy Practice in Hospital Settings: Clinical services and workforce—2021
- 66% of hospitals are using pharmacists to cover tech responsibilities
  - ASHP National Survey of Pharmacy Practice in Hospital Settings: Clinical services and workforce—2021
- 75% of pharmacists lack time to perform patient care/clinical activities
  - 2021 American Pharmacists Association (APhA)-National Alliance of State Pharmacy Associations (NASPA) National State-Based Pharmacy Workplace Survey, https://s3.amazonaws.com/filehost.pharmacist.com/CDN/PDFS/National%20State-Based%20Pharmacy%20Workplace%20Survey%20Final%20Report%20APRIL%202022-FINAL.pdf?AWSAccessKeyId=AKIAYICBVAN2V7IWVG4T&Expires=1663548630&Signature=RzfjnkIB6yzMmHlAe9bmrZGhDIU%3D, April 2022, p. 12.

Economic

- Over $500B in costs related to nonoptimal medication therapy, including medication nonadherence
  - Watanabe JH, McInnis T, Hirsch JD. Cost of prescription drug-related morbidity and mortality. Annals of Pharmacotherapy. March 26, 2018.
- $576B in total U.S. drug spend (13% of total healthcare spend)
  - Tichy EM, et al. "National trends in prescription drug expenditures and projections for 2022," Am J Health-Syst Pharm. 2022; 79: 1158-1172
- $316B in specialty drug spend
  - IQVIA "Global Medicine Spending and Usage Trends to 2025" (2021), HDA "2020 Specialty Pharmacy Facts, Figures, and Trends," HBG Analysis
- $144B in hospital nursing spend
  - U.S. Bureau of Labor Statistics, April, 27, 2020 (https://www.bls.gov/opub/ted/2020/registered-nurses-made-up-30-percent-of-hospital-employment-in-may-2019.htm#:~:text=Registered%20nurses%20was%20by%20far,percent%20of%20total%20hospital%20employment.)
- $46.5B in pharmacy labor spend
  - Drug Channels Institute, *The 2021 Economic Report on U.S. Pharmacies and Pharmacy Benefit Managers*, March 2021
  - U.S. Bureau of Labor Statistics, May 2021 (https://www.bls.gov/oes/current/oes292052.htm)

Omnicell, Inc.
Reconciliation of GAAP to Non-GAAP
(Unaudited, in thousands, except per share data and percentage)

	Year Ended December 31, 2021	Year Ended December 31, 2017 [a]
Reconciliation of GAAP revenues to non-GAAP revenues:		
GAAP revenues	$ 1,132,018	$ 712,714
Acquisition accounting impact related to deferred revenues	780	1,252
Non-GAAP revenues	$ 1,132,798	$ 713,966
Reconciliation of GAAP gross profit to non-GAAP gross profit:		
GAAP gross profit	$ 554,653	$ 318,637
GAAP gross margin	*49.0%*	*44.7%*
Share-based compensation expense	7,994	3,562
Amortization of acquired intangibles	11,438	11,488
Acquisition accounting impact related to deferred revenues	780	1,252
Inventory fair value adjustments	-	-
Acquisition-related expenses	-	-
Severance-related expenses	389	2,001
Non-GAAP gross profit	$ 575,254	$ 336,940
Non-GAAP gross margin	*50.8%*	*47.2%*
Reconciliation of GAAP net income per share - diluted to non-GAAP net income per share - diluted:		
Shares - diluted GAAP	47,943	38,712
Shares - diluted Non-GAAP [c]	45,899	38,712
GAAP net income per share - diluted	$ 1.62	$ 0.79
Tax impact of IP restructuring	(0.14)	-
Tax reform benefit impact	-	(0.52)
Share-based compensation expense	1.16	0.56
Amortization of acquired intangibles	0.58	0.67
Acquisition accounting impact related to deferred revenues	0.02	0.03
Inventory fair value adjustments	-	-
Acquisition-related expenses	0.24	0.04
Severance-related and other expenses	0.07	0.15
Amortization of debt issuance costs	0.07	-
Amortization of discount on convertible senior notes	0.41	-
Non-GAAP dilutive shares impact from convertible note hedge transaction [c]	0.07	-
Tax effect of the adjustments above [b]	(0.29)	(0.31)
Non-GAAP net income per share - diluted	$ 3.81	$ 1.41
Reconciliation of GAAP net income to non-GAAP EBITDA [d]:		
GAAP net income	$ 77,849	$ 30,518
Share-based compensation expense	53,160	21,857
Interest (income) and expense, net	161	6,072
Depreciation and amortization expense	72,990	51,511
Acquisition accounting impact related to deferred revenues	780	1,252
Inventory fair value adjustments	-	-
Acquisition-related expenses	11,150	1,715
Severance-related and other expenses	3,321	4,752
Amortization of debt issuance costs	3,440	-
Amortization of discount on convertible senior notes	18,608	-
Income tax benefit	(11,842)	(26,006)
Non-GAAP EBITDA	$ 229,617	$ 91,671
Non-GAAP EBITDA margin (non-GAAP EBITDA as a % of total non-GAAP revenues)	*20.3%*	*12.8%*

	Year Ended December 31, 2021
Convertible senior notes, net/GAAP Net income	6.3
Convertible senior notes, net	488,152
Cash and cash equivalents	(349,051)
Net debt	139,101
Net debt/Non-GAAP EBITDA	0.6

	Year Ended December 31, 2017
Total debt, net/GAAP Net income	6.9
Long-term debt, current portion, net	15,208
Long-term debt, net	194,917
Total debt, net	210,125
Cash and cash equivalents	(32,424)
Net debt	177,701
Net debt/Non-GAAP EBITDA	1.9

---

[a] As adjusted for full retrospective adoption of ASC 606.

[b] Tax effects calculated for all adjustments except share-based compensation expense, using an estimated annual effective tax rate of 21% for fiscal year 2021, and 35% for year 2017.

[c] For the year ended December 31, 2021, non-GAAP diluted shares exclude approximately 2.0 million shares related to the impact of dilutive convertible senior notes for which the Company is economically hedged through its anti-dilutive convertible note hedge transaction.

[d] Defined as earnings before interest income and expense, taxes, depreciation, amortization, and share-based compensation, as well as excluding certain other non-GAAP adjustments.

© 2022 Omnicell, Inc.

Omnicell, Inc.
Reconciliation of GAAP to Non-GAAP
(Unaudited, in thousands)

	Year Ended December 31, 2021
Revolver availability	500,000
Cash and cash equivalents	349,051
Liquidity	849,051

	Year Ended December 31, 2017
Revolver availability	280,500
Cash and cash equivalents	32,424
Liquidity	312,924

© 2022 Omnicell, Inc.