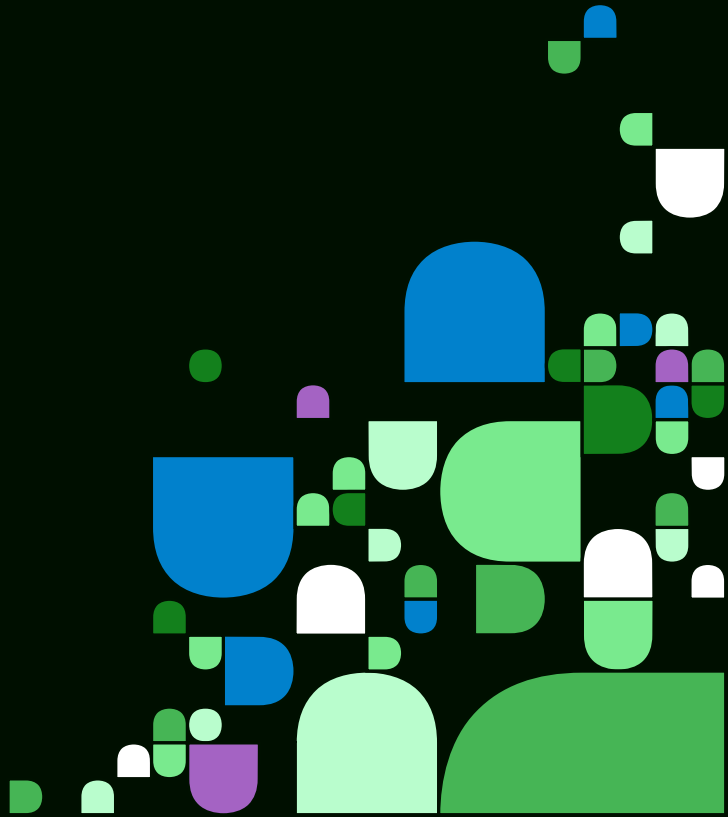
Omnicell

30 YEARS of INNOVATION

J.P. Morgan 2023 Healthcare Conference

January 11, 2023



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 strategic and growth opportunities, 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 will not differ, perhaps substantially, from the expectations contained in this presentation.

Such statements also include, but are not limited to, potential total addressable market; Omnicell's products and services and the related expected benefits; and statements about Omnicell's strategy, objectives, and vision. 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, including the impact and duration of inflationary pressures, (v) reduction in demand in the capital equipment market or reduction in the demand for or adoption of our solutions, systems, or services, (vi) delays in installations of our medication management solutions or our more complex medication packaging systems, (vii) changes to the 340B Program, (viii) Omnicell's substantial debt, which could impair its financial flexibility and access to capital, (ix) 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, (x) 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 as a result of the previously disclosed ransomware incident, (xi) 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, (xii) risks associated with operating in foreign countries, (xiii) Omnicell's ability to recruit and retain skilled and motivated personnel, (xiv) Omnicell's ability to protect its intellectual property, (xv) Omnicell's ability to meet the demands of, or maintain relationships with, its institutional, retail, and specialty pharmacy customers, (xvi) risks related to the availability and sources of raw materials and components or price fluctuations, shortages, or interruptions of supply, (xvii) 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 (xviii) 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 presentation speak only as of the date of this presentation. 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.

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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.



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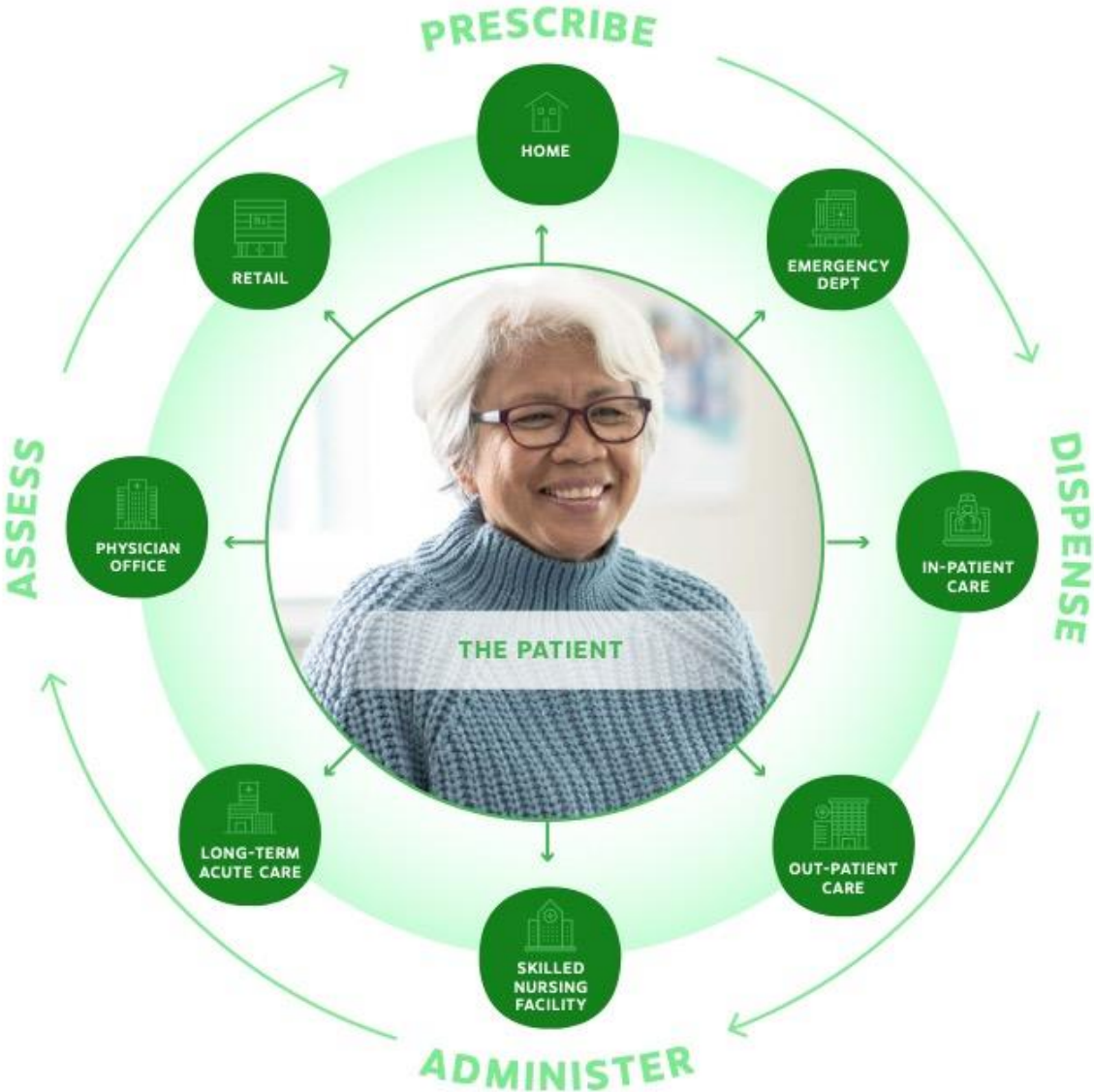
Omnicell is uniquely positioned...

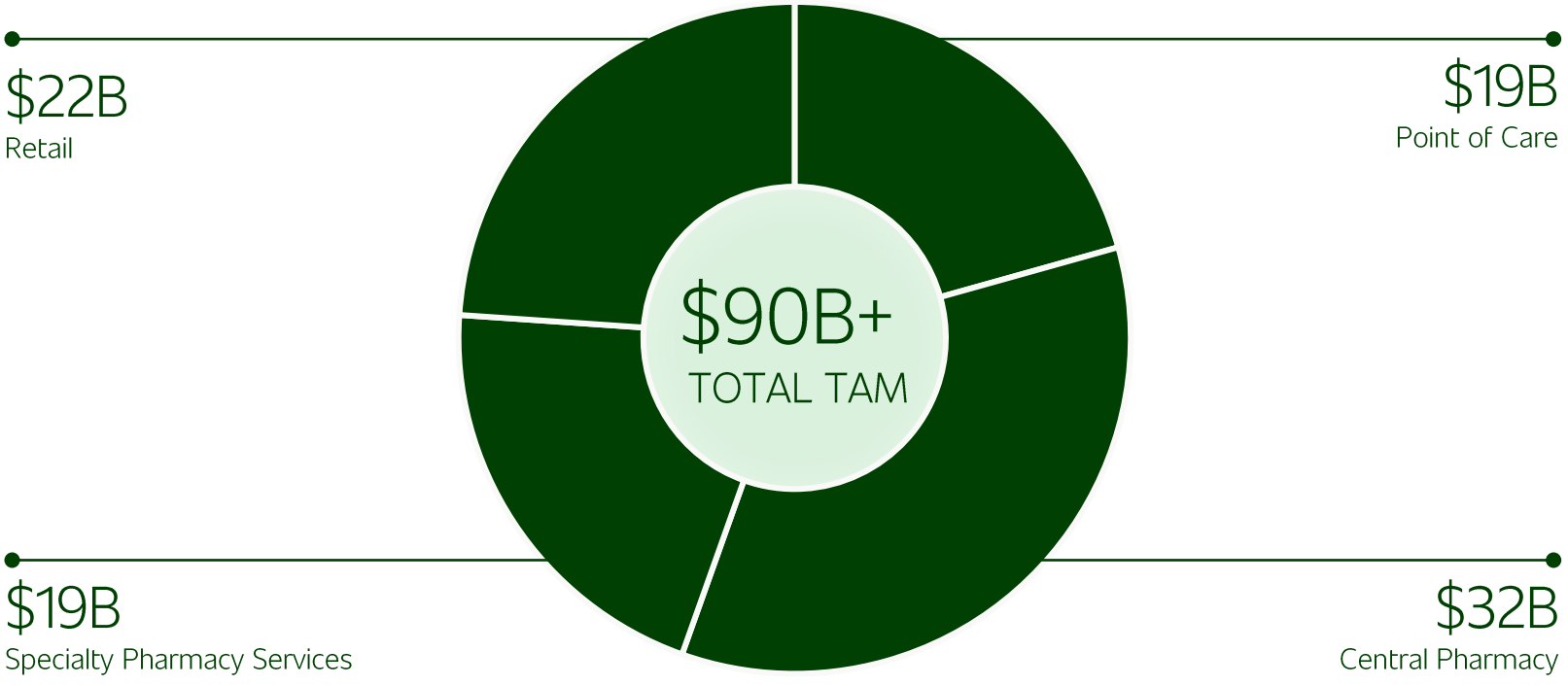
to solve the problems of medication management.



Leader in Large and Growing Segments

Omnicell is growing its leadership position across a potential $90B+ Total Addressable Market (TAM)

Estimated TAM Opportunity[1]



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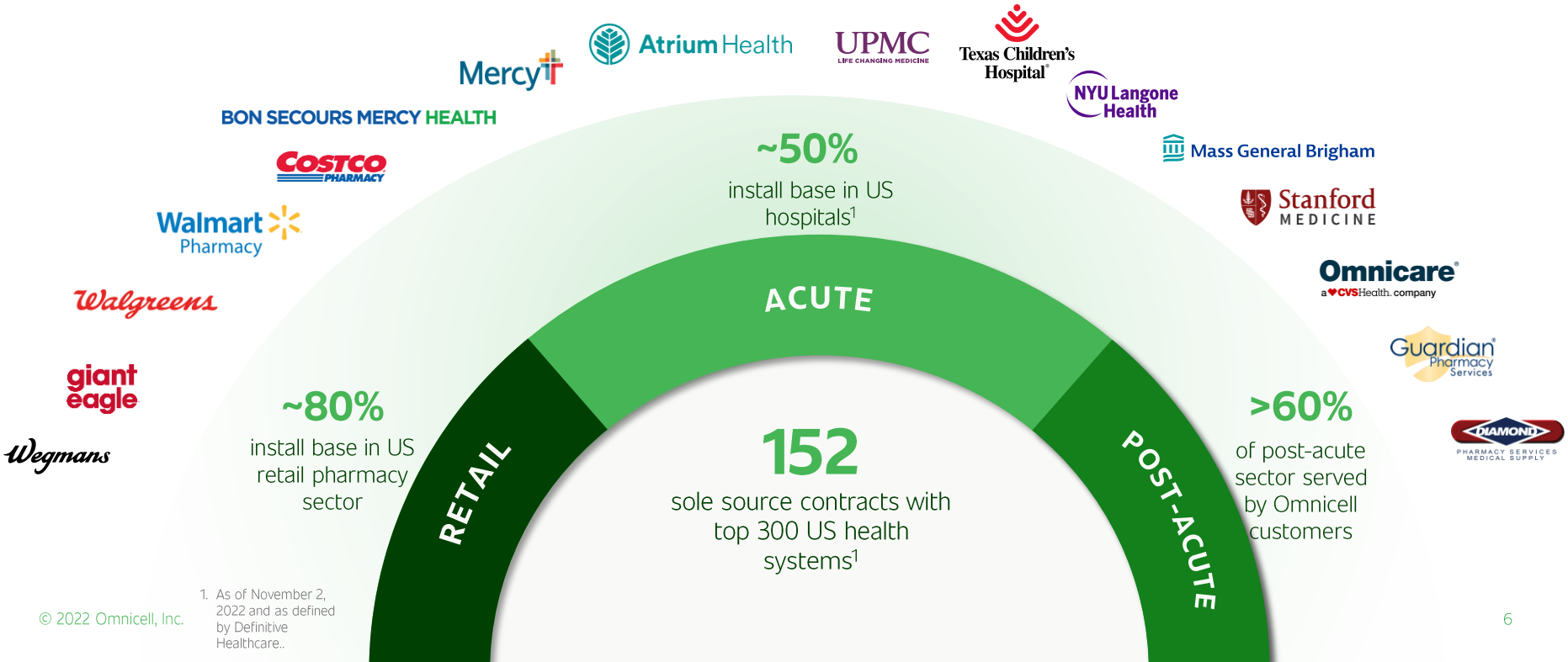
1. Represents estimated cumulative TAM over 10 years as of 5/31/2022 and includes the United States, UK&I, Germany, France, Spain, Kingdom of Saudi Arabia and Australia/New Zealand.

Omnicell — Across the Continuum of Care

Omnicell has 30 years

of experience within medication management across the entire continuum of care



1. As of November 2, 2022 and as defined by Definitive Healthcare..

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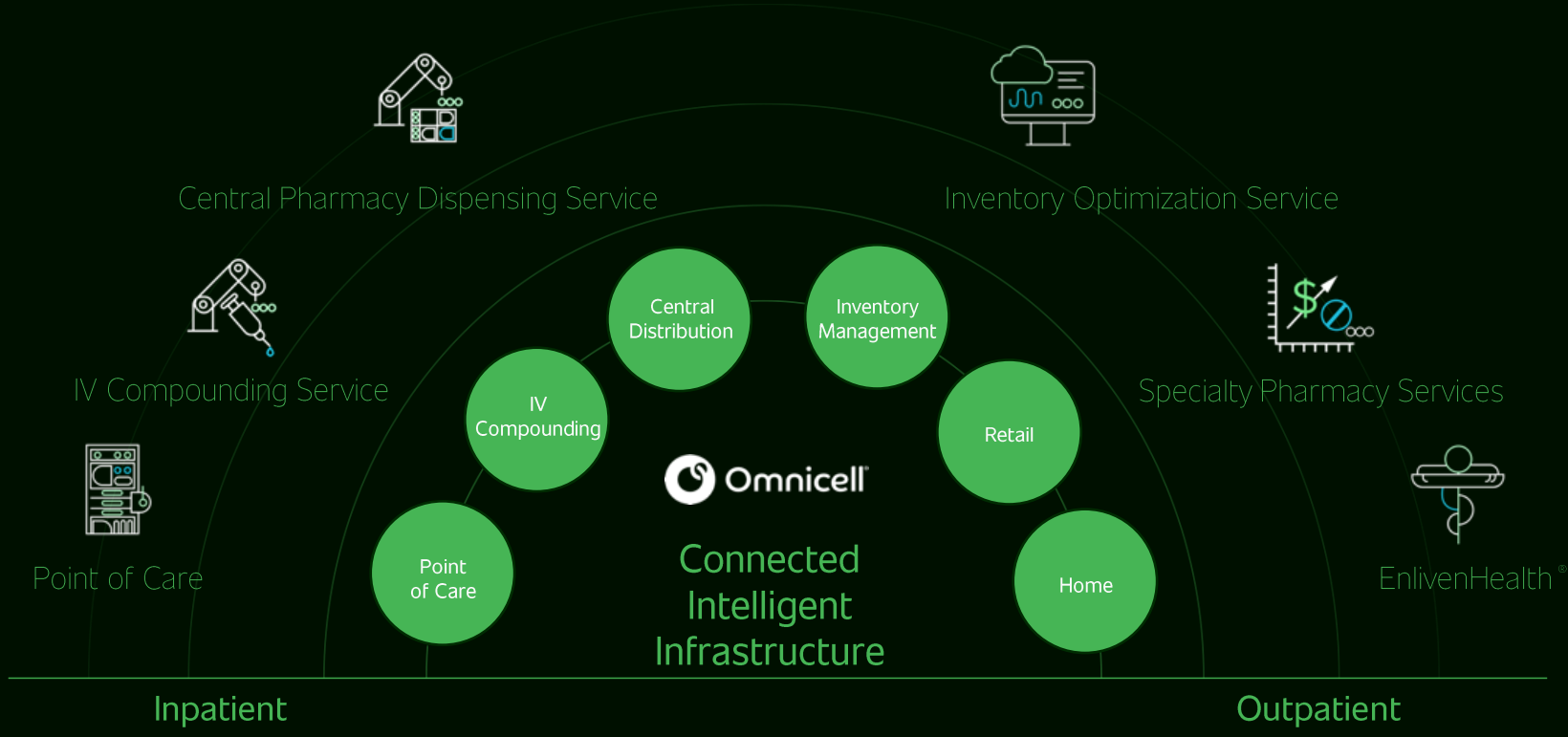
Central Pharmacy Dispensing Service
Inventory Optimization Service
IV Compounding Service
Specialty Pharmacy Services
Point of Care
EnlivenHealth®
Central Distribution
Inventory Management
IV Compounding
Retail
Point of Care
Home
Omnicell
Connected Intelligent Infrastructure
Inpatient
Outpatient

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

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Omnicell is Positioned to Win

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

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