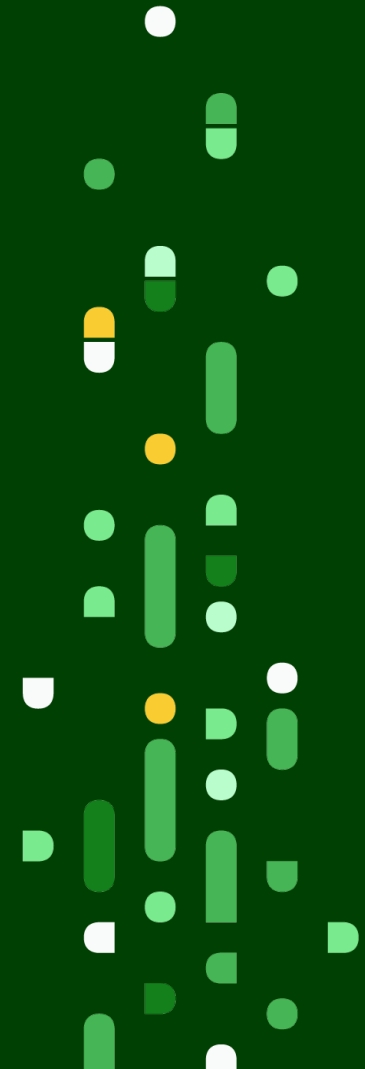




# Acquisition of 340B Link Business Expands Omnicell's Autonomous Pharmacy Portfolio

August 12, 2020



# Safe Harbor Statement

This presentation contains forward-looking statements that involve risks and uncertainties, including statements regarding the timing of the consummation of the acquisition, the expected benefits of the acquisition of the 340B Link business, including on Omnicell's non-GAAP earnings per share, the impact of the acquisition on Omnicell's products and services and the capabilities of the products and services of the 340B Link business. There are a significant number of factors that could cause actual results to differ materially from statements made in this presentation, including: difficulties encountered in closing and integrating the acquired business, including regulatory review, technologies, personnel and operations; costs related to the acquisition; market acceptance of the acquisition and resulting products and services; Omnicell's inability to realize value from its significant investments in its business, including product and service innovations; and general market, political, economic and business conditions, including the ongoing COVID-19 pandemic, and other industry or economic conditions outside of Omnicell's control.

Additional information on potential factors that could affect Omnicell's financial results is included in the company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2020, which is on file with the U.S. Securities and Exchange Commission and Omnicell's other filings with the SEC. Omnicell does not assume any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made.

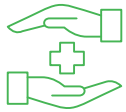
# Compelling Strategic Benefits



Critical Inventory Management Solution for Covered Entities Participating in the 340B Program



- Instrumental to compliance and financial health for many health systems
- Supports central pharmacy inventory management and decision making



Extension of Autonomous Pharmacy Vision



- Manages complex processes and compliance for 340B administered medication across the continuum of care



High Growth Software-Enabled Recurring Service Revenue Business



- The acquisition is expected to be immediately accretive to Omnicell non-GAAP EPS

Attractive Growing Market and Cross-Selling Opportunities

# 340B Link Business at a Glance

## Company Profile

Based in Plano, TX. Provides software-enabled services to help Covered Entities manage their 340B program while maintaining compliance and maximizing efficiency

Strong client focus, driving ~\$1.4B aggregate 340B savings and 95%+ retention rate annually

## Software-Enabled Services



### Split Billing

Drives productivity through a web-based ordering and inventory management tool, built on a market-leading qualification engine that optimizes 340B program value for mixed use and outpatient pharmacy environments.



### Contract Pharmacy Administration

Optimizes the contract pharmacy network, providing access to any 340B contract or mail order pharmacy – including all major national chains, regional chains, and independent pharmacies across the U.S. – while simplifying program management to drive effective and compliant program value.



### Specialty Contract Pharmacy

Streamlines the specialty contract pharmacy network to extend covered entity 340B discounts and provide additional access to more than 90% of specialty drugs.



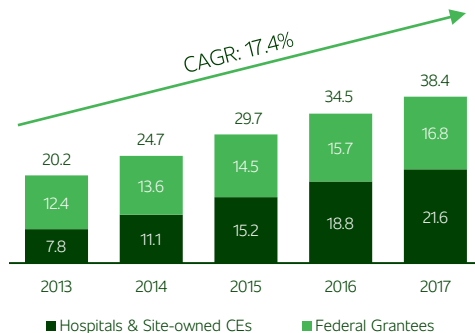
### Drug Discount Access Solutions

Provides covered entities the ability to share 340B discounts with eligible patients through a discount card.

# Growing Market Segment

The 340B program has rapidly expanded since 1992, and interest in the program continues to grow as covered entities seek solutions to help manage rising costs and uncompensated care.

### Covered Entity (CE) Sites (sites in thousands)

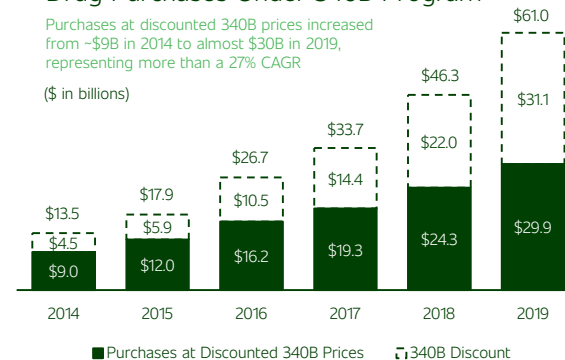


Source: U.S. Government Accountability Office (GAO)

### Drug Purchases Under 340B Program

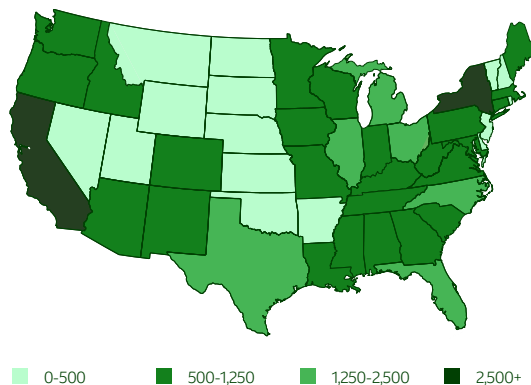
Purchases at discounted 340B prices increased from ~\$9B in 2014 to almost \$30B in 2019, representing more than a 27% CAGR

(\$ in billions)



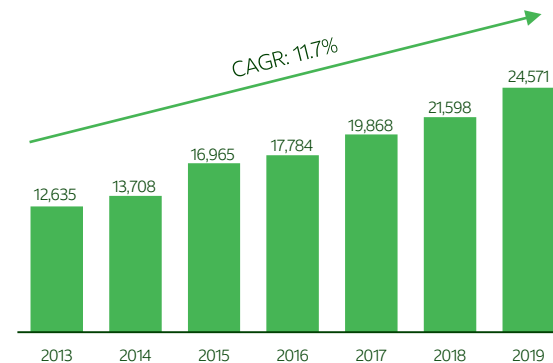
Source: Drug Channels

### 340B Covered Entities by State



Source: HRSA, Drug Channels, U.S. Government Accountability Office (GAO), Industry Research

### 340B Contract Pharmacy Locations



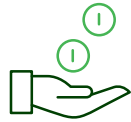
Source: Drug Channels

# Directly Strengthens Key Autonomous Pharmacy Pillars



## Safety

340B Link business extends access to patients with formulary control



## Financial

Maximizes client savings from all participating pharmacies – estimated at over \$1.4B per annum



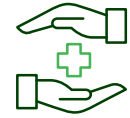
## Efficiency

Automates inventory management and contract pharmacy network



## Compliance

Leading qualification engine designed to ensure compliance with 340B criteria





























## People

Supports management of critical covered entities with needed technology



# 340B Link Complements Omnicell's Existing Solutions (Post-Close)

 Service	 Technical Services	 Professional Services	 Advisory Services	Outcomes	
 Intelligence	     			Safety + Financials + Efficiency + Compliance + People	
 Operational Support	 340B Split Billing	 Contract Pharmacy Management	 Inventory Management		 Operational Reporting
 Automation	   XR2      IV Robot      IVX <b>Central Pharmacy</b>	   XT      Anesthesia Workstation <b>Point of Care</b>	  VBM 200F      Multimed Pack <b>Med Adherence</b>		
 Platform	<b>Omniceil Data Platform</b>				

DISCLAIMER : Represents potential future technology that are 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.

# Transaction Overview

## Transaction Consideration

- \$225 million in cash, subject to customary adjustments

## Sources of Financing

- Cash on hand plus proceeds from Omnicell's existing revolving credit facility

## Earnings Impact and Returns

- High growth tech enabled services recurring revenue business with attractive return profile
- Expected to be immediately accretive to Non-GAAP EPS in 2020

## Expected Closing Timetable

- Transaction expected to close in 2020, subject to regulatory approvals and customary closing conditions



