

OmniceLL 2020 Fiscal Year and Fourth Quarter Results

Delivering on the Vision of the Autonomous Pharmacy

Innovative Solutions Span Continuum of Care

Services

Intelligence

Operational Support

Automation / Connected Devices

Platform

NASDAQ: **OMCL**

HQ: **Mountain View, CA**

Strong 2020 Results Underscore Strategic Relevance of Omnicell's Solutions

	Q4 2020	FY 2020
Total Revenues	\$249.2M	\$892.2M
Product Bookings	—	\$1.002B
Product Backlog	—	\$924M
Non-GAAP EPS ⁽¹⁾	\$0.91	\$2.54
Non-GAAP EBITDA ⁽¹⁾	\$51.6M	\$159.4M

+286% TSR

Strong operating performance has driven +286% Total Shareholder Return over past 5 years



Guiding to Continued Momentum in 2021 & Beyond

	Q1 2021 Guidance	FY 2021 Guidance	2025 Targets
Product Bookings	—	\$1.09B-\$1.15B	Total Revenues of \$1.9B-\$2.0B, reflecting 2021-2025 CAGR of 14%-15%
Total Revenues	\$243M-\$248M	\$1.085B-\$1.105B	2020-2025 revenue CAGR of ~50% in SaaS, Subscription Software and Technology-Enabled Services, to reach 20%-30% of total revenues by 2025
Product Revenues	\$171M-\$174M	\$770M-\$785M	Targets of ~21% Non-GAAP Operating Margin⁽²⁾ and ~25% Non-GAAP EBITDA Margin⁽²⁾ by 2025, reflecting ~400 bps margin expansion from 2021
Service Revenues	\$72M-\$74M	\$315M-\$320M	
Non-GAAP EBITDA ⁽²⁾	\$40M-\$43M	\$228M-\$240M	
Non-GAAP EPS ⁽²⁾	\$0.64-\$0.69	\$3.40-\$3.60	

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 POC 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 February 1, 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 February 1, 2021 available at <https://ir.omnicell.com/communications/press-releases>.

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