

Omniceil, Inc.  
Condensed Consolidated Statement of Operations  
(in thousands, except per share data, unaudited)

|   | Three Months Ended |                      |                |
|---|--------------------|----------------------|----------------|
|   | March 31, 2008     | December 31,<br>2007 | March 31, 2007 |
| Revenues:   |                    |                      |                |
| Product   | \$ 52,415          | \$ 48,735            | \$ 40,241      |
| Services and other revenues                             | 9,675              | 9,211                | 7,920          |
| Total revenue   | 62,090             | 57,946               | 48,161         |
| Cost of revenues:                                       |                    |                      |                |
| Cost of product revenues                                | 23,970             | 21,724               | 18,740         |
| Cost of services and other revenues                     | 5,776              | 5,317                | 4,178          |
| Total cost of revenues                                  | 29,746             | 27,041               | 22,918         |
| Gross profit  | 32,344             | 30,905               | 25,243         |
| Operating expenses:                                     |                    |                      |                |
| Research and development                                | 4,276              | 4,051                | 3,386          |
| Selling, general, and administrative                    | 23,207             | 21,538               | 18,363         |
| Total operating expenses                                | 27,483             | 25,589               | 21,749         |
| Income from operations                                  | 4,861              | 5,316                | 3,494          |
| Other income and expense                                | 1,410              | 1,978                | 748            |
| Income before provision for (benefit from) income taxes | 6,271              | 7,294                | 4,242          |
| Provision for (benefit from) income taxes               | 2,538              | (7,003)              | 277            |
| Net income  | \$ 3,733           | \$ 14,297            | \$ 3,965       |
| Net income per share:                                   |                    |                      |                |
| Basic   | \$ 0.11            | \$ 0.41              | \$ 0.14        |
| Diluted   | \$ 0.10            | \$ 0.39              | \$ 0.13        |
| Weighted average shares outstanding:                    |                    |                      |                |
| Basic   | 34,193             | 34,482               | 28,738         |
| Diluted   | 35,582             | 36,203               | 30,570         |

Omniceil, Inc.  
Condensed Consolidated Balance Sheet  
(In thousands)

|   | March 31, 2008<br>(unaudited) | December 31,<br>2007 |
|---|-------------------------------|----------------------|
| <b>Current Assets:</b>                          |                               |                      |
| Cash and cash equivalents                       | \$ 142,578                    | \$ 169,812           |
| Accounts receivable, net                        | 44,818                        | 37,521               |
| Inventories                                     | 15,216                        | 13,732               |
| Prepaid expenses                                | 8,490                         | 9,482                |
| Deferred tax assets                             | 11,830                        | 11,830               |
| Other current assets                            | 9,825                         | 9,807                |
| Total current assets                            | 232,757                       | 252,184              |
| Property and equipment, net                     | 11,290                        | 10,184               |
| Non-current net investment in sales-type leases | 12,905                        | 12,634               |
| Goodwill  | 23,164                        | 23,076               |
| Other intangible assets                         | 8,732                         | 9,466                |
| Non-current deferred tax asset                  | 10,375                        | 12,881               |
| Other assets                                    | 8,497                         | 7,998                |
| Total assets                                    | \$ 307,720                    | \$ 328,423           |
| <b>Current Liabilities:</b>                     |                               |                      |
| Accounts payable                                | \$ 13,755                     | \$ 10,116            |
| Accrued compensation                            | 6,778                         | 8,306                |
| Advance payments from customers                 | 583                           | 156                  |
| Accrued liabilities                             | 11,552                        | 12,877               |
| Deferred service revenue                        | 12,540                        | 11,263               |
| Deferred gross profit                           | 19,397                        | 14,565               |
| Obligation resulting from sale of receivables   | 410                           | 538                  |
| Total current liabilities                       | 65,015                        | 57,821               |
| Long-term deferred service revenue              | 17,019                        | 15,726               |
| Other long-term liabilities                     | 189                           | 237                  |
| Total liabilities                               | 82,223                        | 73,784               |
| Stockholders' equity                            | 225,497                       | 254,639              |
| Total liabilities and stockholders' equity      | \$ 307,720                    | \$ 328,423           |

Omniceil, Inc.  
Reconciliation of GAAP to Non-GAAP  
(in thousands, except per share data, unaudited)

|                                | Three months ended |                                   |                   |                                   |
|--------------------------------|--------------------|-----------------------------------|-------------------|-----------------------------------|
|                                | March 31, 2008     |                                   | December 31, 2007 |                                   |
|                                | Net<br>income      | Earnings<br>per share-<br>diluted | Net income        | Earnings<br>per share-<br>diluted |
| <b>GAAP</b>                    | \$ 3,733           | \$ 0.10                           | \$ 14,297         | \$ 0.39                           |
| Non-GAAP Adjustments:          |                    |                                   |                   |                                   |
| SFAS No. 123(R) adjustment (a) |                    |                                   |                   |                                   |
| Gross Margin                   | 510                |                                   | 469               |                                   |
| Operating Expenses             | 2,557              |                                   | 2,680             |                                   |
| Income tax adjustment (b)      |                    |                                   | (7,217)           |                                   |
|                                | 3,067              | 0.09                              | (4,068)           | (0.11)                            |
| <b>Non-GAAP</b>                | <u>\$ 6,800</u>    | <u>\$ 0.19</u>                    | <u>\$ 10,229</u>  | <u>\$ 0.28</u>                    |

(a) This adjustment reflects the accounting impact of non-cash share-based compensation expense related to the impact of SFAS No.123R for the three months ended March 31, 2008 and December 31, 2007.

(b) This adjustment reflects the accounting impact of income tax provision and tax benefit from release of valuation allowance reserve for the three months ended December 31, 2007. There was no such adjustment for the three months ended March 31, 2008.

**OMNICELL, INC.**  
**CALCULATION OF EBITDA, as defined (1)**  
**(in thousands)**

|                                       | Three months ended |                      |                       |                  |                   |
|---------------------------------------|--------------------|----------------------|-----------------------|------------------|-------------------|
|                                       | March 31,<br>2008  | December 31,<br>2007 | September 30,<br>2007 | June 30,<br>2007 | March 31,<br>2007 |
| GAAP Net Income                       | \$ 3,733           | \$ 14,297            | \$ 6,940              | \$ 18,093        | \$ 3,965          |
| Add back:                             |                    |                      |                       |                  |                   |
| FAS 123R stock compensation expense   | 3,067              | 3,149                | 2,816                 | 2,538            | 2,659             |
| Interest                              | (1,429)            | (1,972)              | (2,070)               | (1,290)          | (759)             |
| Depreciation and Amortization Expense | 2,111              | 1,446                | 1,097                 | 1,036            | 1,023             |
| Income tax (benefit) expense          | 2,538              | (7,003)              | 348                   | (12,639)         | 276               |
| Non-GAAP EBITDA, as defined (1)       | <u>\$ 10,020</u>   | <u>\$ 9,917</u>      | <u>\$ 9,131</u>       | <u>\$ 7,738</u>  | <u>\$ 7,164</u>   |

(1) Defined as earnings before interest income and expense, taxes, depreciation and amortization, and non-cash expenses, including stock compensation expense