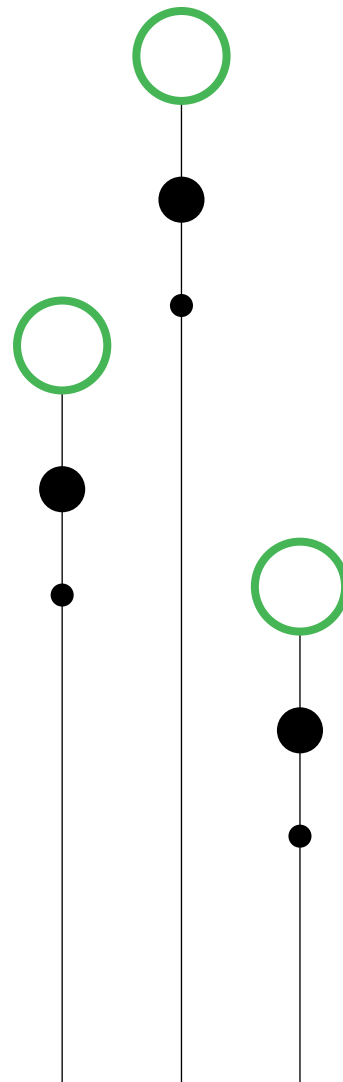




Third Quarter 2026 Earnings Investor Presentation

October 29, 2026



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 2026 guidance, 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,” “vision,” 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 targets and expectations contained in this presentation.

Such statements also include, but are not limited to, Omnicell’s projected product bookings, annual recurring revenues, revenues, including product, service, technical services and SaaS and Expert Services revenues, respectively, non-GAAP EBITDA, and non-GAAP earnings per share; expectations regarding demand for, and customer interest in, our products and services, expectations regarding our planned and existing products and services, developing new or enhancing existing products and solutions, and the related objectives and expected benefits (and any implied financial impact); our ability to maintain focus on operational discipline, execute against strategic priorities, and deliver sustainable and profitable growth; our ability to expand market presence, scale recurring revenue and accelerate our technology platform; the ability for our next-generation platform to support our customers’ needs; the long-term opportunity the next-generation platform represents and statements about Omnicell’s strategy, plans, objectives, vision, purpose and guiding principles, opportunities, goals, including its innovation, environment, social and governance goals and strategies, market or Company outlook, planned investments, and growth opportunities. 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) unfavorable general economic and market conditions, including longer timeframes for purchasing decisions and entering into agreements for our products or solutions, (ii) Omnicell’s ability to take advantage of growth opportunities and develop and commercialize new solutions and enhance existing solutions, (iii) reduction in demand in the capital equipment market or reduction in the demand for or adoption of our solutions, systems, or services, (iv) Omnicell’s ability to successfully achieve anticipated growth targets or market adoption, (v) delays in installations of our medication management solutions or our more complex medication packaging systems, including the variability and difficulty in predicting purchasing decisions, for both current customers and competitive conversion opportunities being, difficulty forecasting product bookings due to the size and mix of potential customer opportunities or that the announcement of Titan XT may influence or impact purchasing decisions, including the timing of those decisions, (vi) delays, technical challenges and unexpected or greater than anticipated expenses associated with developing new products and services or failing to achieve technological or economic feasibility, obtain regulatory approval or gain market acceptance, (vii) the potential impact of periods of significant volatility due to geopolitical developments, (viii) the risk of increased credit, collection, and operational challenges from providing lease financing options to our customers, (ix) risks related to the incorporation of artificial intelligence technologies, including generative or agentic AI technologies, into our products, services and processes or our vendors offerings, (x) any disruption in Omnicell’s information technology systems and breaches of data security or cyber-attacks on its systems or solutions 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, (xi) risks related to failing to maintain expected service levels when providing our SaaS and Expert Services or retaining our SaaS and Expert Services customers, (xii) Omnicell’s ability to meet the demands of, or maintain relationships with, GPOs and its institutional, retail, and specialty pharmacy customers, (xiii) the inability to secure or maintain access to existing and future specialty drugs or pharmacy provider networks for our specialty pharmacy customers, (xiv) continued and increased competition from current and future competitors in the medication management automation solutions market and the medication adherence solutions market, (xv) 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, (xvi) Omnicell’s substantial debt, (xvii) risks presented by government regulations, legislative changes, fraud and anti-kickback statutes, products liability claims, the outcome of legal proceedings, and other legal obligations related to healthcare, privacy, data protection, and information security, and the costs of compliance with, and potential liability associated with, our actual or perceived failure to comply with such obligations, including any potential governmental investigations and enforcement actions, litigation, fines and penalties, exposure to indemnification obligations or other liabilities, and adverse publicity related to the same, (xviii) changes to the 340B Program, (xix) our international operations may subject us to additional risks, including from the impact of tariffs, (xx) covenants in our credit agreement could restrict our business and operations, (xxi) exposure to liquidity and counterparty risk as a result of financial institution and money market fund concentration, (xxii) risks related to climate change, legal, regulatory or market measures to address climate change and related emphasis on ESG matters by various stakeholders, (xxiii) catastrophic events, (xxiv) Omnicell’s ability to recruit and retain skilled and motivated personnel, (xxv) Omnicell’s ability to protect its intellectual property, (xxvi) risks related to the availability and sources of raw materials and components or price fluctuations, shortages, or interruptions of supply, (xxvii) 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, (xxviii) fluctuations in quarterly and annual operating results may make our future operating results difficult to predict, (xxix) failing to meet (or significantly exceeding) our publicly announced financial guidance, and (xxx) 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. Readers are encouraged to review this press release in conjunction with our most recent Annual Report on Form 10-K and our other reports filed with or furnished to the SEC. 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 Q3 ’26 non-GAAP gross margin, non-GAAP operating expenses, non-GAAP EBITDA, and non-GAAP diluted earnings per share, guidance with respect to 2026 non-GAAP EBITDA and non-GAAP earnings per share. Reconciliations of the Q3 ’26 non-GAAP financial measures to the most directly comparable GAAP measures are included in the Appendix to this presentation. Our 2026 guidance for non-GAAP EBITDA and non-GAAP earnings per share, 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 guidance 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 and GAAP 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.

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Omnicell Investment Highlights



A recognized leader in medication management with a 30-year track record and an installed base that includes **more than one-half of the top 300 U.S. health systems***



With **Omnicell Titan XT, powered by our OmniSphere platform**, Omnicell is investing in a next generation automated dispensing system that is built to support evolving healthcare needs while delivering greater pharmacy control and nursing confidence for a growing enterprise



Investing in SaaS and Expert Services in an effort to **drive growth in recurring revenue**, projected to be 22% of total revenue in 2026



Strong balance sheet should support growth initiatives and help drive sustainable and profitable growth

Executing on our vision to deliver autonomous medication management solutions that drive meaningful customer outcomes and create stakeholder value

Omnicell's Growth Strategy is to:



CONNECT the health network



DISRUPT pharmacy care with innovation



GROW where care is being delivered

Healthcare's Biggest Pressures Are Converging

5 Years

Average duration of a drug shortage as of year end 2025

[United States Pharmacopia, 2025](#)

+5%

Rise in pharmaceutical expenses — outpacing labor and purchased services

[Becker's Hospital Review, 2025](#)

40%

Nursing time spent on documentation contributing to burnout

[US Surgeon General Advisory, 2022](#)

~1.3M

People injured by medication errors each year in the U.S. — \$42B in annual estimated cost globally

[World Health Organization, 2024](#)

~\$100B

Annual U.S. cost of nonadherence — behind 33–69% of related hospitalizations

[Journal of American Medical Directors, 2024](#)

Medication Management Is an Enterprise Discipline



Strengthen
medication
availability



Support safer,
more compliant
processes



Reduce burden on
care teams



Create a smoother
experience



Connect insight
to financial
performance

At the heart of this transformation is autonomous medication management.

Connecting the Medication Use Process



Unlocking Clinical and Operational Excellence with Omnicell



Connected
Intelligence

Predictive
Decisions

Disciplined
Action

A Platform That Connects. A Portfolio That Delivers.

OmniSphere, our cloud-based, connected platform, is designed to provide visibility, drive actionable insights, and deliver a unified user experience across the medication journey.

Intelligence Platform

Administration

One hub for users, devices and formulary

Intelligence

Insights that help teams drive the next action

Inventory

Medication visibility across sites and care setting

Compliance Support

Chain of custody and audit trails, built in

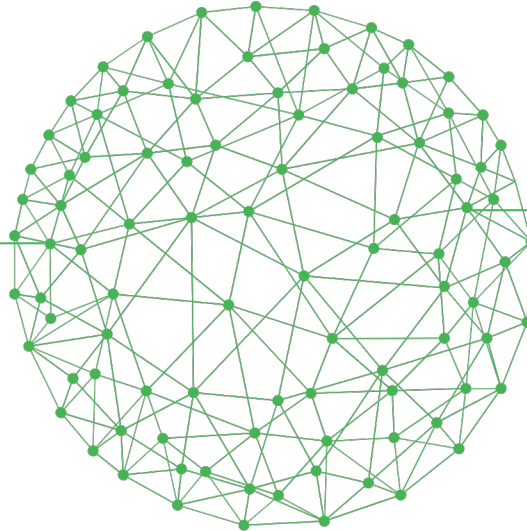
Interoperability

One medication layer, across your EHRs

Infrastructure

Cloud-native infrastructure protects and connects the medication journey

OmniSphere



Automation Portfolio

Hospital Solutions

- Central Pharmacy/Consolidated Service Centers Inventory Management
- IV Compounding
- Point of Care Medication Administration
- Ambulatory Settings

Outpatient Services

- Specialty Pharmacy Managed Services
- 340B Program Management
- Patient Engagement & Adherence Support
- Community Pharmacy Optimization Ambulatory Settings

From Orders to Outcomes: Real Health Systems. Real Results.*

\$307K

Savings in first
9 months from
improved inventory
insight

28%

Increase in waste
compliance

~70%

Time saved for
cabinet restocking
workflow

41%

Increase in
pharmacist-led
clinical interventions

\$9.1M

Annual specialty
pharmacy revenue
captured in year one

* Reflects results or outcomes based on customer experiences or Omnicell's internal data or analysis. Additional detail can be found in the case studies available at: <https://www.omnicell.com/resources>
Discussion of potential benefits or expected outcomes does not imply, and Omnicell does not guarantee, that any specific impact or improvement will be achieved. Customer outcomes are dependent upon many different factors and individual results may vary.

Revenue Growth Drivers

Deep Customer Relationships

Robust Product Backlog and Annual Recurring Revenue

- **Strong position** with more than one-half of the top 300 U.S. health systems*
- **Robust Product Backlog** of \$640M as of 12/31/2025
- **Annual Recurring Revenue** of \$636M as of 12/31/2025

Multiple Growth Drivers

- **Expanding Our Market Presence**
Expand our footprint within our existing customer base and increasing market adoption of our products and solutions
- **Scaling Recurring Revenue**
Grow our predictable recurring revenue base by increasing market adoption and delivering long-term value to customers
- **Accelerating Our Technology Platform**
OmniSphere, a cloud-native platform that is designed to be the connected backbone for all Omnicell products, beginning on nursing floors with the launch of Omnicell Titan XT

Why We Believe 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 has a proven track record of innovation as the **leading strategic partner** to health systems in large and growing market segments



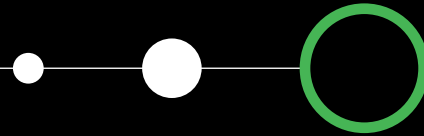
Omnicell is scaling SaaS and Expert Services to capitalize on the many growth opportunities ahead — with SaaS and Expert Services continuing to **drive recurring revenue growth**



Continued investment in new products and solutions, including Omnicell Titan XT and OmniSphere to **drive long-term sustainable growth**

Executing on our vision to advance autonomous medication management

Third Quarter 2026 Financial Highlights



Financial Snapshot

	Q3 '26	YoY Change
Total Revenues	\$308 million	(1%)
Non-GAAP Gross Margin %	45.4%	120 bps
Non-GAAP Operating Expenses	\$108 million	(2%)
Non-GAAP EBITDA	\$45 million	9%
Non-GAAP Diluted Earnings Per Share	\$0.58	14%

See Appendix for a reconciliation of Q3 '26 Non-GAAP Gross Margin, Q3 '26 Non-GAAP Operating Expenses, Q3'26 Non-GAAP EBITDA and Q3'26 Non-GAAP Diluted Earnings Per Share to their most directly comparable GAAP financial measures.

Total Year Revenue Composition

GAAP (\$Million)	Recurring vs Non Recurring	Category	Actual 1Q26	Actual 2Q26	Actual 3Q26	Guidance TY-2026	TY 2026 YoY Change % (Mid-Point)
Connected Devices and Software Licenses ¹	Non Recurring	Product	\$149	\$149	\$146	\$684–\$687	3%
Consumables	Recurring	Product	\$26	\$26	\$27		
Technical Services	Recurring	Service	\$67	\$68	\$68	\$272–\$273	5%
SaaS and Expert Services ²	Recurring	Service	\$68	\$69	\$67	\$269–\$271	4%
Total Revenue			\$310	\$312	\$308	\$1,225–\$1,231	4%
SaaS and Expert Services % of Total Revenue			22%	22%	22%	22%	
Recurring % of Total Revenue			52%	52%	53%		

1. Connected Devices and Software Licenses include, but are not limited to, XT Series automated dispensing systems and products related to Central Pharmacy Dispensing Service and IV Compounding Service.

2. Includes Central Pharmacy Dispensing Service (service portion), IV Compounding Service (service portion), EnlivenHealth solutions, Specialty Pharmacy Services, 340B solutions, Inventory Optimization Service, and other software solutions.

2026 Guidance

	Q4–2026	TY–2026
Product bookings	Not guided	\$425–\$560 million
ARR	Not guided	\$660–\$670 million
Total Revenues	\$295–\$301 million	\$1.225–\$1.231 billion
Product Revenues	\$161–\$164 million	\$684–\$687 million
Service Revenues	\$134–\$137 million	\$541–\$544 million
Technical Services Revenues	Not guided	\$272–\$273 million
SaaS & Expert Services Revenues	Not guided	\$269–\$271 million
Non-GAAP EBITDA	\$30–\$36 million	\$187–\$193 million
Non-GAAP EPS	\$0.41–\$0.49	\$2.48–\$2.56

We do 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.

Long-Term Value Creation Opportunities

- Leadership position in the digital transformation of healthcare
- Omnicell's Titan XT is designed to combine proven automation and powerful intelligence to deliver an enhanced medication management experience
- OmniSphere, a cloud-native platform designed to enable enterprise-wide medication visibility and simplify access to automation and intelligence tools
- Platform adoption, expansion, market share gains, and upgrade cycles supporting growth
- Strong balance sheet should enable transformation to new business model

An Outcomes-Based Approach to ESG

Environmental

- Reduced Scope 1 emissions by 6%, Scope 2 location-based emissions by 4%, and energy consumption by 2% in 2025
- Enhanced Scope 1 and 2 GHG inventory methodology and completeness by incorporating additional emission sources, updating operational control boundaries, and expanding Scope 2 reporting to include market-based emissions
- Completed a comprehensive Scope 3 baseline assessment using 2024 activity data and expanded the assessment to include 2025 activity data, covering relevant categories across our value chain
- Committed to achieve net zero emissions by 2050 for Omnicell Limited's operations within the United Kingdom

Social

- Strengthened employee culture and engagement through our refreshed Employee Value Proposition, "Inspired by Care. Driven by Purpose. Delivered by You.," and our first Culture Week, including a Global Give Back Challenge
- Developed the Elevate Your Career framework to support employees' professional growth and continued investing in our leaders through the Development Circles, Leader as Coach, Lead, and Insight 360 programs
- Received the National Kidney Foundation's John V. Heher Humanitarian Award for community involvement, contributions supporting individuals with kidney disease, and leadership in kidney disease prevention and organ donation awareness
- issues, including kidney health, heart health, breast cancer awareness, domestic violence awareness, and more

Governance

- Established the Omnicell Innovation Lab, a collaborative hub designed to rapidly develop and test solutions for customer-identified challenges across the medication and supply journey
- Enhanced our customer training and education program, launched an online platform designed to educate and support customers in their automation journey, and renovated our training spaces to accommodate more customers
- Strengthened compliance and supply chain due diligence efforts through an updated Code of Conduct, development of an annual compliance risk assessment process, enhanced conflict minerals reporting activities, and continued supplier surveys

1. ISS ESG "Prime" rating calculated as of September 26, 2025

2025 ESG Report

Published sixth annual ESG Report
in August 2026



Corporate Governance
Awards

2024 Report Awarded
Best Sustainability
Reporting (Small Cap)

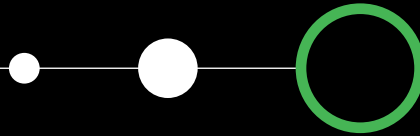
2025 Report
Shortlisted for Best
Sustainability
Reporting (Small Cap)

89%

of Board is independent



Appendix



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

	Three Months Ended September 30,	
	2026	2025
Reconciliation of GAAP gross profit to non-GAAP gross profit:		
GAAP gross profit	\$ 137,826	\$ 134,503
GAAP gross margin	44.8%	43.3%
Share-based compensation expense	1,418	996
Amortization of acquired intangibles	622	986
EnlivenHealth restructuring	—	892
Non-GAAP gross profit	\$ 139,866	\$ 137,377
Non-GAAP gross margin	45.4%	44.2%
Reconciliation of GAAP operating expenses to non-GAAP operating expenses:		
GAAP operating expenses	\$ 122,893	\$ 126,259
GAAP operating expenses % to total revenues	39.9%	40.6%
Share-based compensation expense	(9,999)	(10,214)
Amortization of acquired intangibles	(3,840)	(4,248)
Acquisition-related expenses	(182)	(182)
China restructuring	(652)	—
EnlivenHealth restructuring	—	(1,674)
Non-GAAP operating expenses	\$ 108,220	\$ 109,941
Non-GAAP operating expenses as a % of total revenues	35.2%	35.4%

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

	Three Months Ended September 30,	
	2026	2025
Reconciliation of GAAP net income to non-GAAP net income:		
GAAP net income	\$ 11,044	\$ 5,462
Share-based compensation expense	11,417	11,210
Amortization of acquired intangibles	4,462	5,234
Acquisition-related expenses	182	182
China restructuring	652	—
EnlivenHealth restructuring	—	2,566
Amortization of debt issuance costs	499	694
Tax effect of the adjustments above (a)	(1,217)	(1,822)
Non-GAAP net income	<u>\$ 27,039</u>	<u>\$ 23,526</u>
Reconciliation of GAAP net income per share - diluted to non-GAAP net income per share - diluted:		
Shares - diluted GAAP	46,466	45,900
Shares - diluted non-GAAP	<u>46,466</u>	<u>45,900</u>
GAAP net income per share - diluted	\$ 0.24	\$ 0.12
Share-based compensation expense	0.25	0.24
Amortization of acquired intangibles	0.10	0.11
Acquisition-related expenses	0.00	0.00
China restructuring	0.01	—
EnlivenHealth restructuring	—	0.06
Amortization of debt issuance costs	0.01	0.02
Tax effect of the adjustments above (a)	(0.03)	(0.04)
Non-GAAP net income per share - diluted	<u>\$ 0.58</u>	<u>\$ 0.51</u>

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

	Three Months Ended September 30,	
	2026	2025
Reconciliation of GAAP net income to non-GAAP EBITDA ^(b):		
GAAP net income	\$ 11,044	\$ 5,462
Share-based compensation expense	11,417	11,210
Interest (income) and expense, net	(2,031)	(2,625)
Depreciation and amortization expense	18,408	19,402
Acquisition-related expenses	182	182
China restructuring	652	—
EnlivenHealth restructuring	—	2,566
Amortization of debt issuance costs	499	694
Provision for income taxes	4,760	4,241
Non-GAAP EBITDA	\$ 44,931	\$ 41,132
Non-GAAP EBITDA margin (non-GAAP EBITDA as a % of total revenues)	14.6%	13.2%

