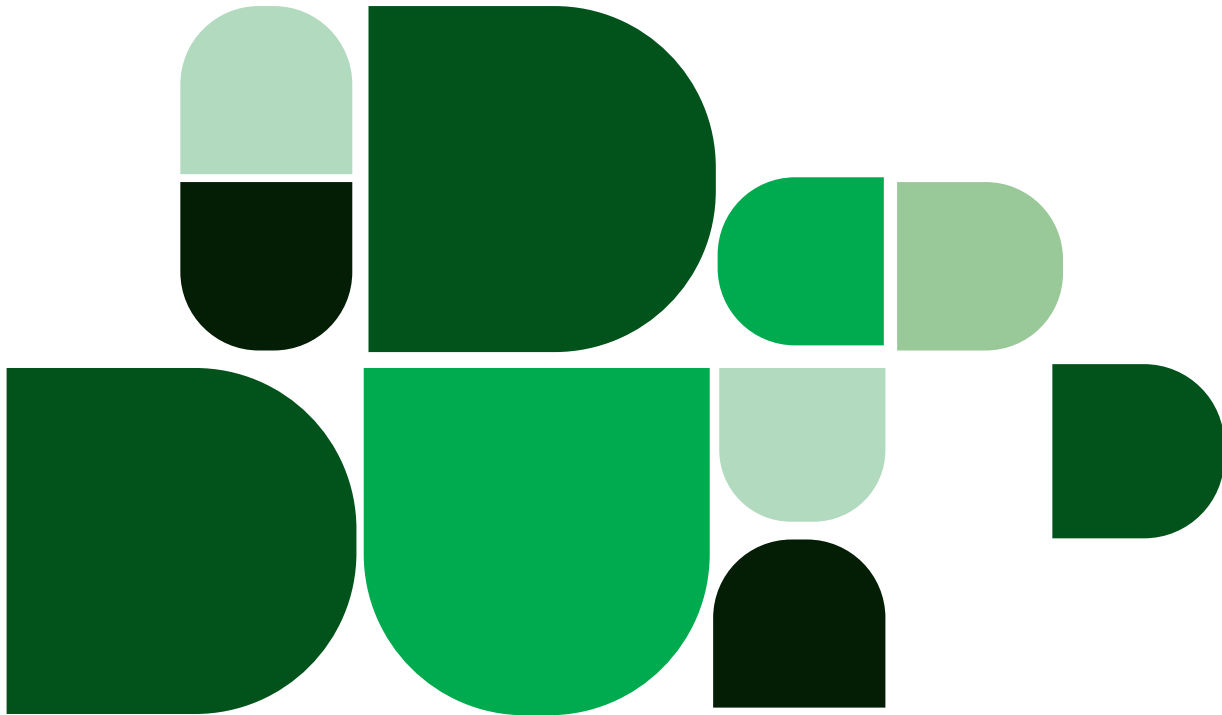




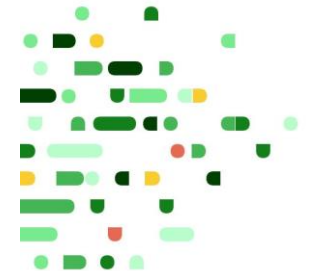
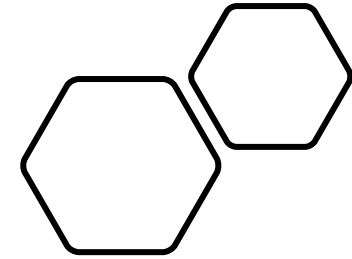
Internet Pharmacy

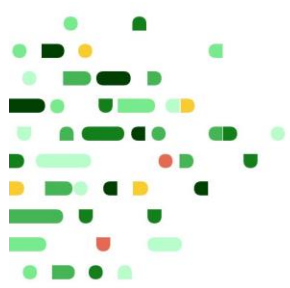
Turning threat into opportunity



Agenda

- Introduction to Omnicell
- How our world is changing
- Challenges for dispensing practices
- Answering the question of profitability
- Q&A





Our Heritage

Over 30 years of innovation

- Founded in 1992



World leaders in Medication Adherence Solutions

- Consumables
- Software
- Automation

Global Company

- NASDAQ listed
- Operating in 26 countries

Omniceil Award winning solutions in

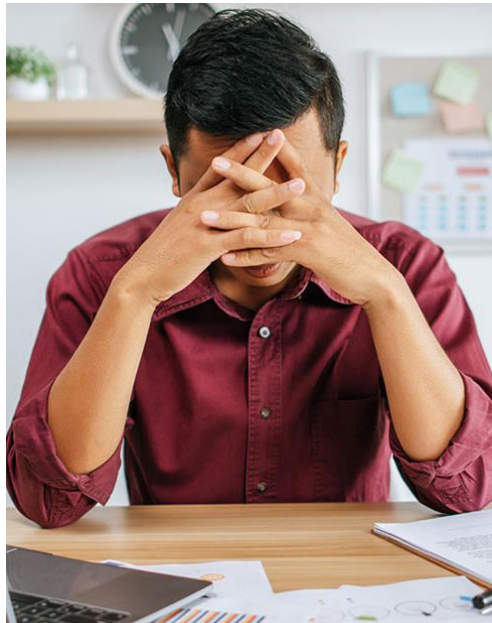
- 5,000 hospitals worldwide
- 40,000 retail pharmacies
- 1,000 dispensing doctors
- 1,000 eMAR devices in UK care homes





The Digital Shift for Patients

- Expectations around customer service have been reset.
- People are working longer and more irregular hours.
- Consumers want services to fit around their own lives.
- Mobiles are central to modern life and, increasingly, healthcare.



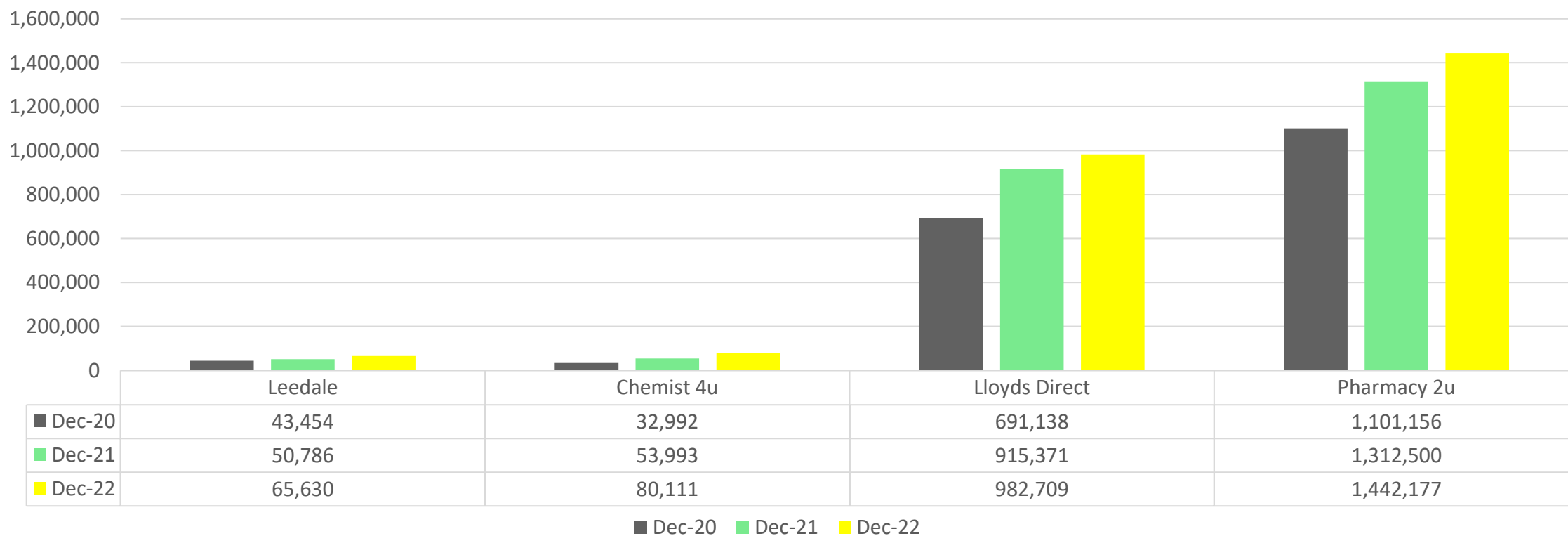
The COVID Shift for Dispensaries

- Prescribing via phone/online, dispensing through windows, pressure on home deliveries, queues.
- Continued need to protect staff and build resilience
- Tech-based and remote healthcare options accepted across all patient age groups.
- Social distancing means people have reset their relationship with spaces and proximity to others.



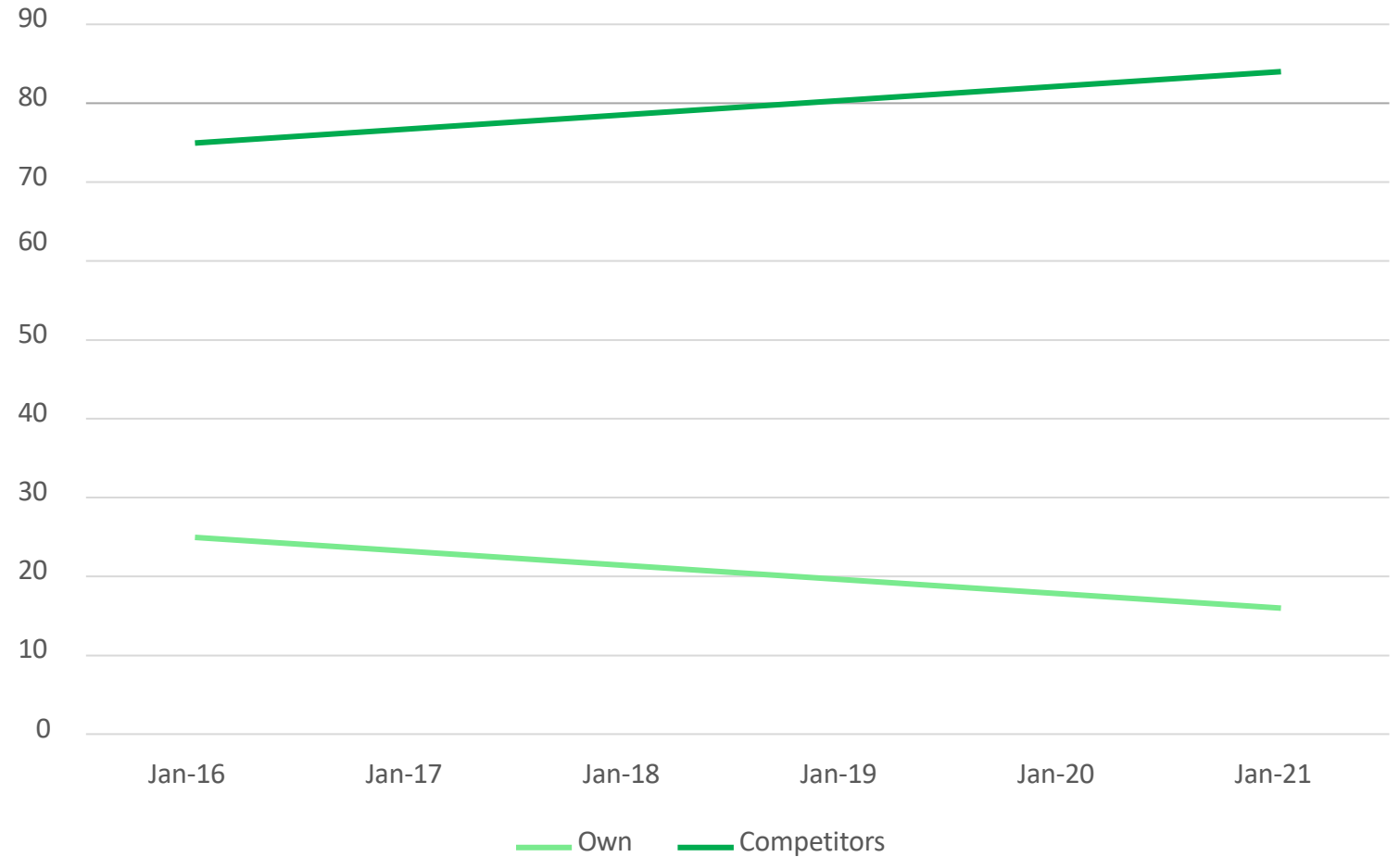
Impact of Digital Shift

Items Dispensed by Online Pharmacy Providers



A Case in Point

- Medical Practice with three branches
- Prescribing 70k items per month
- Competitors have increased share of items dispensed
- Pharmacy2u's share increased from zero to circa 2,000 items

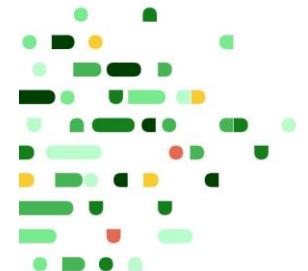


Rising to the Challenge

- Greater patient convenience
- Reduce waiting times
- Improve resource efficiency



- Home delivery
- Workplace delivery (phlo)
- Central fill (multiples)
- HubRx (independents)
- Automation
- Workflow (e.g., Golden Tote)



Pharmaself24 overview

- Greater patient convenience
 - Provide 24/7 medicines access
- Reduce waiting times
 - Fewer patients waiting to collect
- Improve resource efficiency
 - Frees up staff from handing out bags



24/7 Automated Prescription Collection Solutions



Compact 1m²

- Holds 50 to 100 bags
- Up to 6,000 items dispensed/ Month



Multi 2m²

- Holds 150 to 178 bags
- Over 6,000 items dispensed/ Month

Pharmaself24 overview

- Made to order by Videosystem in Schio, Italy

- Over 600 installations globally, circa 100 in the UK

- More than 6m collections



24hr collection



LloydsPharmacy

+ PeakPharmacy

+ **ROWLANDS
PHARMACY**
a PHOENIX company

+well







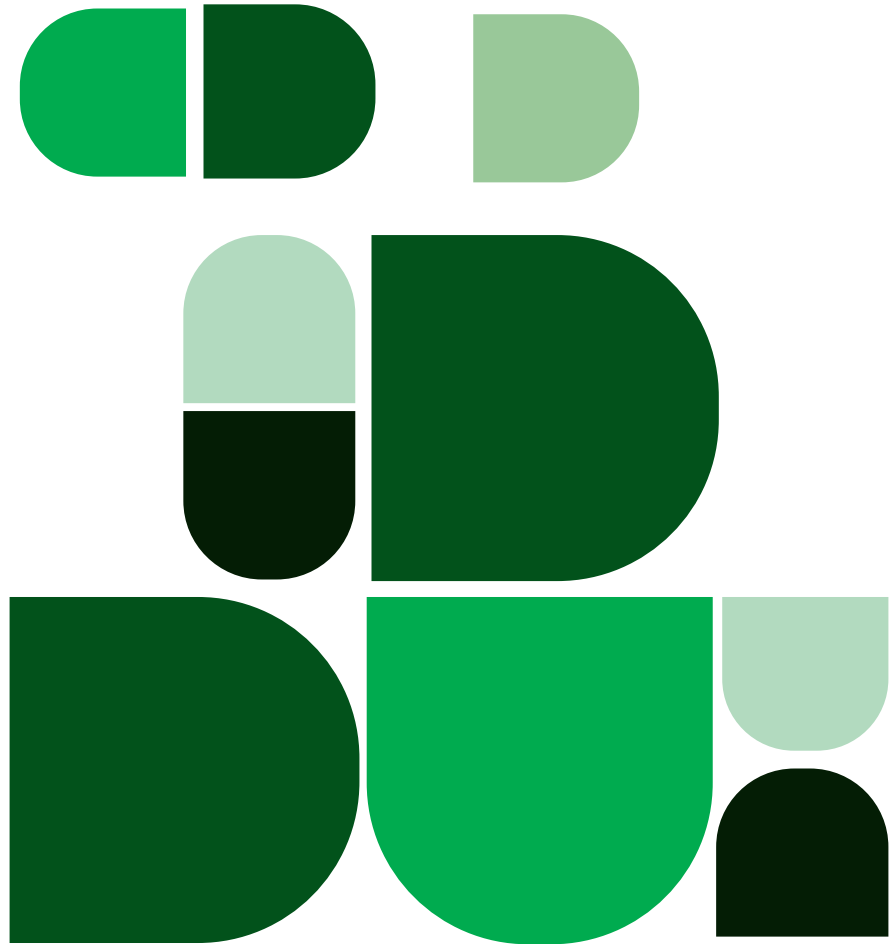
“It fulfils that need to dispense 24 hours a day without a delivery service. Sometimes I’ll hear patients collecting when I’m in catching up at weekends. It’s a really nice feeling. You’re providing a service even when you’re not there.”

Dr Neil Folwell
Partner
The Medical Centre



“It has delivered way beyond our hopes, and we are proud that we took the leap of faith to innovate.”

Dr Emma Watts
GP Partner
Shere Surgery & Dispensary



Thank you.
Any Questions?