



Fourth Quarter 2023 Supplemental Earnings Slides

February 20, 2024

Safe Harbor

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This presentation contains financial measures that are not calculated in accordance with U.S. generally accepted accounting principles ("GAAP"). In general, the measures exclude items and charges that (i) management does not believe reflect Owens & Minor, Inc.'s (the "Company") core business and relate more to strategic, multi-year corporate activities; or (ii) relate to activities or actions that may have occurred over multiple or in prior periods without predictable trends. Management uses these non-GAAP financial measures internally to evaluate the Company's performance, evaluate the balance sheet, engage in financial and operational planning and determine incentive compensation.

Management provides these non-GAAP financial measures to investors as supplemental metrics to assist readers in assessing the effects of items and events on its financial and operating results and in comparing the Company's performance to that of its competitors. However, the non-GAAP financial measures used by the Company may be calculated differently from, and therefore may not be comparable to, similarly titled measures used by other companies.

The non-GAAP financial measures disclosed by the Company should not be considered substitutes for, or superior to, financial measures calculated in accordance with GAAP, and the financial results calculated in accordance with GAAP and reconciliations to those financial statements set forth above should be carefully evaluated.

2024 Company Outlook & Modeling Assumptions

Modeling Assumptions	2024 Outlook
Revenue	\$10.5 - \$10.9 billion
Gross Margin	~21.0% - 21.5%
Interest Expense	\$141 - \$146 million
Capital Expenditures	\$220 - \$240 million
Adjusted Effective Tax Rate	27.5% - 28.5%
Diluted Weighted Average Shares Outstanding	~78.5 million
Adjusted EBITDA	\$550 - \$590 million
Adjusted EPS	\$1.40 - \$1.70
Commodity Prices	Stable
Foreign Currency Rates	As of 12/31/2023

1. Company outlook and modelling assumptions are assumptions used for 2024 adjusted EPS guidance, and the Company undertakes no obligation to update such assumptions subsequent to the date of this presentation (February 20, 2024). Please see Form 8-K filed by Owens & Minor, Inc. with the SEC on or around February 20, 2024 for additional financial information.
2. Although the Company does provide guidance for adjusted EBITDA and adjusted EPS (which are non-GAAP financial measures), it is not able to forecast the most directly comparable measures calculated and presented in accordance with GAAP without unreasonable effort. Certain elements of the composition of the GAAP amounts are not predictable, making it impracticable for the Company to forecast. Such elements include, but are not limited to, restructuring and acquisition charges, which could have a significant and unpredictable impact on our GAAP results. As a result, no GAAP guidance or reconciliation of the Company's adjusted EBITDA guidance or adjusted EPS guidance is provided. The outlook is based on certain assumptions that are subject to the risk factors discussed in the Company's filings with the Securities and Exchange Commission ("SEC").