

A photograph of a warehouse interior. In the foreground, a forklift is moving a pallet of blue boxes. In the background, there are high industrial shelving units filled with stacks of cardboard boxes. The scene is brightly lit, and the floor is polished concrete.

***Owens & Minor, Inc.
2012 Annual
Shareholders' Meeting***



G. Gilmer Minor, III,
Chairman of the Board



2012 Shareholders' Meeting

Business Meeting

Corporate Secretary Reviews Proxy Proposals

Report on Voting Results from Transfer Agent

Update from President & CEO Craig Smith



Craig R. Smith
President & Chief Executive Officer



Leadership Changes

James Bierman, EVP & Chief Operating Officer

Drew Edwards, Interim Chief Financial Officer

Charles Colpo, SVP, Operations

Brian Shotto, SVP, Specialty Services



Today's Discussion

Strategic Focus

Recent Financial Results

OMI Performance

Creating Shareholder Value

Looking Ahead

Our Culture



At Owens & Minor...

"We keep an eye on what's next ...



... but we never lose sight of what matters."



Awards & Honors in 2011

Diversity Advocate of the Year, Novation

Pinnacle Award, Premier

Polaris Award, Premier

CIO 100, *CIO* Magazine

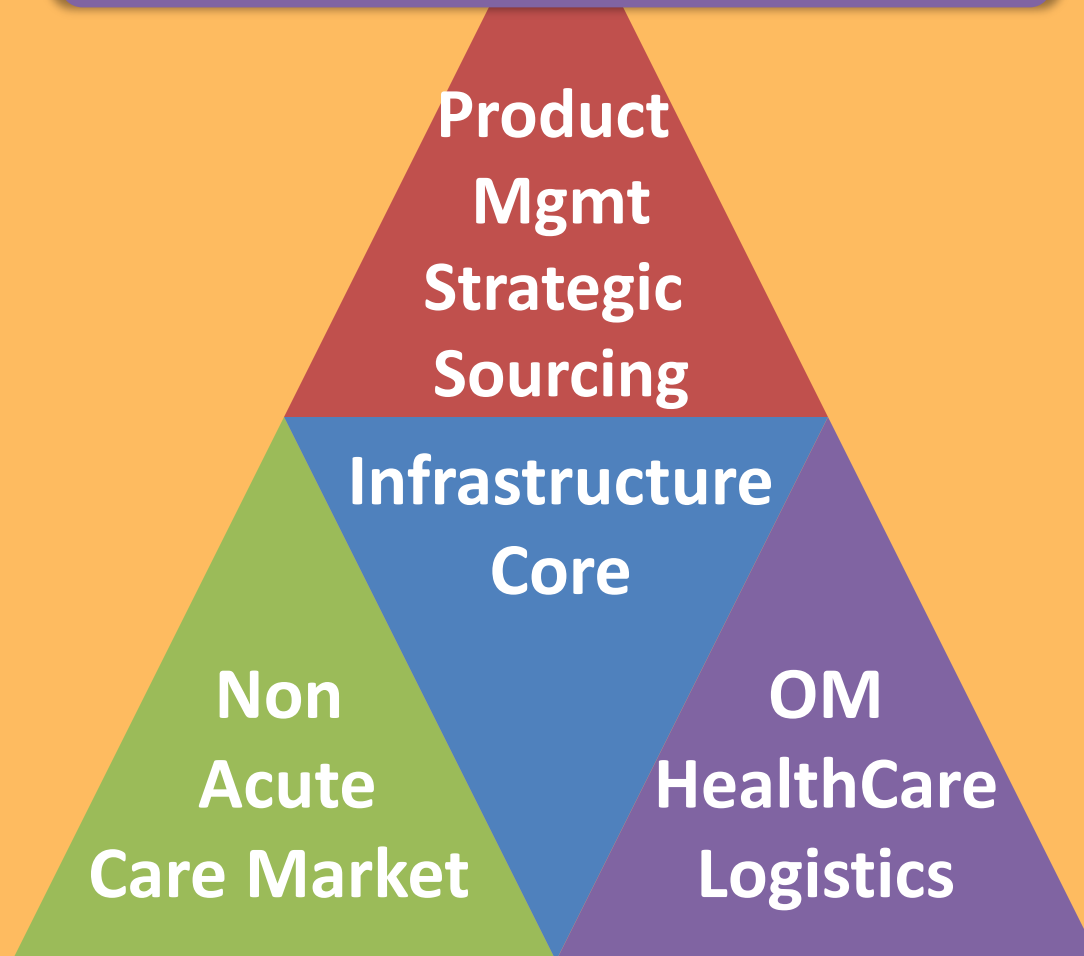
FORTUNE 500 - #295

96% Customer Satisfaction



Strategically Focused on the Future

4 Key Strategic Initiatives



Executing Our Strategy

1. Modernize the Core Infrastructure

2. Enhance Strategic Sourcing & Product Mgmt

3. Ensure the Success of OM HealthCare Logistics

4. Expand into Non-Acute Care Markets



2011 Financial Results

- Revenues grew 6% to \$8.6 billion
- \$136 million cash balance at 12/31
- 3 large customer conversions in 2011
- Adjusted operating earnings = 2.51%
- Adjusted net income per diluted share = \$1.94

1Q 2012 Financial Results

- Revenues grew 4.4% to \$2.22 billion
- Operating earnings grew 1.7% to \$52 million
- Net income per diluted share = \$0.46; improved
- \$102 million in operating cash flow

A View from the Street

- Total return for 1Q 2012 = 10%
- OMI share price improved by 5.3% to \$29.27
- Dividend yield = 3%; highest among peers
- 10-year cumulative total return = 175%

Returning Value to Shareholders

Full Year 2011 = \$67 million in total

- \$51 million in dividends
- \$16 million in share repurchases

1Q 2012 = \$18 million in total

- \$14 million in dividends
- \$4 million in share repurchases
- 2Q 2012 dividend of \$0.22

Looking Ahead

Build our core business

Exploring new markets

Pursue our strategic initiatives

Invest in our teammates through OMU



Thank You!

Teammates

Leadership

Board Members

Customers

Suppliers

Business Partners





Questions?

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