



August 7, 2017

(\$ million)

REVENUE

	Q118	Q117	<u>Inc/(Dec)</u>	
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Plasma	\$ 101.5	\$ 97.6	\$ 3.9	4%
- Constant currency				4%
No. America				6%
No. America disposables (incl. liquids)				6%

Hospital	\$ 43.9	\$ 41.4	\$ 2.5	6%
- Constant currency				7%
Hospital - Hemostasis Mgmt.	\$ 17.5	\$ 15.3	\$ 2.3	15%
- Constant currency				17%
Disposables				14%
- Constant currency				16%
Hospital - Cell Processing & Transfusion Management	\$ 26.3	\$ 26.1	\$ 0.3	1%
- Constant currency				2%

Blood Center	\$ 65.6	\$ 70.9	\$ (5.4)	-8%
- Constant currency				-7%
Platelets disposables	\$ 25.8	\$ 27.0	\$ (1.2)	-4%
- Constant currency				-3%
Red Cell disposables	\$ 7.0	\$ 7.9	\$ (0.9)	-11%
- Constant currency				-11%
Whole Blood disposables	\$ 24.8	\$ 26.6	\$ (1.8)	-7%
- Constant currency				-7%
Software, Equipment & Service	\$ 7.9	\$ 9.4	\$ (1.5)	-16%
- Constant currency				-16%

Constant currency measures the change in revenue using a constant currency conversion rate.



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	Q118	Q117	<u>Inc/(Dec)</u>
Gross Margin - GAAP	43.5%	43.4%	10 bps
Gross Margin - Adjusted	43.5%	43.9%	(40) bps

(\$ million)					
Operating Expenses - GAAP	\$	75.1	\$	98.9	\$ (23.9) -24%
Operating Expenses - Adjusted	\$	66.1	\$	72.8	\$ (6.7) -9%

(\$ million)					
Operating Income / (Loss) - GAAP	\$	16.6	\$	(7.9)	\$ 24.5 n/m
Operating Income / (Loss) - Adjusted	\$	25.6	\$	19.3	\$ 6.3 32%

Reconciliations of these non-GAAP measures to their most comparable GAAP measure are included at the end of the financial sections of the August 7, 2017 earnings release as well as on the Company's website at www.haemonetics.com.