

## MANAGEMENT'S USE OF NON-GAAP MEASURES

The following tables contain financial measures which are considered “non-GAAP” financial measures under applicable U.S. Securities and Exchange Commission rules and regulations. Management uses non-GAAP measures to monitor the financial performance of the business, make informed business decisions, establish budgets, and forecast future results. These non- GAAP financial measures should be considered supplemental to, and not a substitute for, our reported financial results prepared in accordance with U.S. GAAP. In the following tables, supplemental non-GAAP measures have been provided to assist investors in evaluating the performance of Haemonetics Corporation’s (the “Company’s”) core operations.

When used in the following tables, constant currency measures the change in revenue between the current and prior year periods using a constant currency conversion rate. Organic revenue growth excludes the impact of currency fluctuation, product end-of-life activities, strategic exits of product lines and divestitures. Adjusted gross profit and adjusted operating income exclude restructuring and turnaround costs, accelerated device depreciation and related costs, asset impairments, deal amortization expenses, costs related to compliance with the European Union Medical Device Regulation, transaction costs and certain legal and other charges. Reconciliations of those measures to their most comparable GAAP measure for the fourth quarters ended March 28, 2020 and March 30, 2019 are included at the end of the financial sections of the Company’s May 5, 2020 earnings release for the fourth quarter of fiscal 2020 (a link to which is available below), which qualifies the following tables in their entirety.

[Click here for link to the Company's earnings release \(Q4 FY 20\) dated May 5, 2020](#)

Analytical Table 1: Year-over-Year Revenue growth rate by business unit

(\$ million) <b>REVENUE</b>	<b>Q4FY20</b>	<b>Q4FY19</b>	<b>Inc/(Dec)</b>		<b>FY20</b>	<b>FY19</b>	<b>Inc/(Dec)</b>	
<b>Plasma</b>	\$111.9	\$107.8	\$4.1	3.8%	\$458.7	\$426.6	\$32.0	7.5%
<i>Currency effect</i>				0.5%				0.4%
<i>Other inorganic adjustments</i>				7.5%				5.9%
Organic Growth				11.7%				13.8%
No. America Organic				12.5%				14.4%
No. America disposables (excl. liquids)				11.8%				11.5%
<b>Hospital</b>	\$45.8	\$50.1	(\$4.3)	-8.6%	\$ 193.4	\$ 192.3	\$ 1.2	0.6%
<i>Currency effect</i>				2.3%				1.4%
<i>Other inorganic adjustments</i>				6.6%				5.5%
Organic Growth				0.3%				7.5%
<b>Hemostasis Management</b>	\$21.8	\$21.7	\$0.1	0.5%	\$95.7	\$85.7	\$10.0	11.7%
<i>Currency effect</i>				2.3%				1.8%
<i>Other inorganic adjustments</i>				0.0%				0.0%
Organic Growth				2.8%				13.5%
<b>Cell Salvage &amp; Transfusion Management</b>	\$24.0	\$28.4	(\$4.4)	-15.5%	\$97.7	\$106.6	(\$8.8)	-8.3%
<i>Currency effect</i>				2.6%				1.4%
<i>Other inorganic adjustments</i>				11.2%				9.2%
Organic Growth				-1.8%				2.4%
<b>Blood Center</b>	\$76.6	\$85.8	(\$9.2)	-10.8%	\$317.8	\$329.7	(\$12.0)	-3.6%
<i>Currency effect</i>				0.8%				0.7%
<i>Other inorganic adjustments</i>				0.0%				0.0%
Organic Growth				-10.0%				-2.9%
<b>Whole Blood</b>	\$22.1	\$25.3	(\$3.2)	-12.8%	\$92.1	\$98.3	(\$6.2)	-6.3%
<i>Currency effect</i>				0.8%				0.7%
<i>Other inorganic adjustments</i>				0.0%				0.0%
Organic Growth				-12.0%				-5.6%
<b>Apheresis<sup>1</sup></b>	\$51.2	\$55.8	(\$4.6)	-8.3%	\$211.2	\$213.4	(\$2.3)	-1.1%
<i>Currency effect</i>				0.7%				0.7%
<i>Other inorganic adjustments</i>				0.0%				0.0%
Organic Growth				-7.6%				-0.4%
<b>Software &amp; Other</b>	\$3.3	\$4.7	(\$1.4)	-29.1%	\$14.5	\$18.0	(\$3.6)	-19.7%
<i>Currency effect</i>				0.1%				0.2%
<i>Other inorganic adjustments</i>				0.0%				0.0%
Organic Growth				-29.0%				-19.5%
<b>Net business unit revenues</b>	<b>\$234.3</b>	<b>\$243.7</b>	<b>(\$9.4)</b>	<b>-3.9%</b>	<b>\$969.9</b>	<b>\$948.6</b>	<b>\$21.2</b>	<b>2.2%</b>
<i>Currency effect</i>				0.9%				0.7%
<i>Other inorganic adjustments</i>				4.3%				3.6%
Organic Growth				1.4%				6.5%
<b>Service</b>	\$4.2	\$5.6	(\$1.4)	-24.3%	\$18.6	\$18.9	(\$0.3)	-1.8%
<i>Currency effect</i>				-0.5%				1.4%
<i>Other inorganic adjustments</i>				0.0%				0.0%
Organic Growth				-24.8%				-0.4%
<b>Total net revenues</b>	<b>\$238.5</b>	<b>\$249.3</b>	<b>(\$10.8)</b>	<b>-4.3%</b>	<b>\$988.5</b>	<b>\$967.6</b>	<b>\$20.9</b>	<b>2.2%</b>
<i>Currency effect</i>				0.8%				0.6%
<i>Other inorganic adjustments</i>				4.2%				3.5%
Organic Growth				0.7%				6.3%

1. Apheresis includes Plasma, Platelet and Red Cell disposables and equipment

2. Organic growth excludes the impact of currency fluctuation, fiscal 2019 OrthoPAT® revenue due to the product end of life in Hospital and certain strategic exits within our plasma liquid solutions business.

3. All numbers are rounded to the nearest tenth of a million

Analytical Table 2: GAAP and Adjusted

	Q4 FY20	Q4 FY19	Inc/(Dec)		FY20	FY19	Inc/(Dec)	
<b>Gross Margin - GAAP</b>	47.6%	44.6%	300 bps		49.0%	43.2%	580 bps	
<b>Gross Margin - Adjusted</b>	50.3%	47.1%	320 bps		51.6%	47.5%	410 bps	
	(\$ million)							
<b>Operating Expenses - GAAP</b>	\$ 87.6	\$ 87.4	\$ 0.2	0%	\$ 381.2	\$ 334.0	\$ 47.2	14%
<b>Operating Expenses - Adjusted</b>	\$ 72.7	\$ 74.7	\$ (2.0)	-3%	\$ 292.8	\$ 294.1	\$ (1.3)	0%
	(\$ million)							
<b>Operating Income - GAAP</b>	\$ 26.0	\$ 23.9	\$ 2.2	9%	\$ 103.4	\$ 83.5	\$ 19.8	24%
<b>Operating Income - Adjusted</b>	\$ 47.3	\$ 42.8	\$ 4.5	11%	\$ 218.0	\$ 165.0	\$ 53.0	32%

*A reconciliations of non-GAAP historical financial measures to their most comparable GAAP measure are included at the end of the financial sections of the May 5, 2020 earnings release for the fourth quarter of fiscal 2020 as well as on Company's website at [www.haemonetics.com](http://www.haemonetics.com).*