Haemonetics Corporation

JP Morgan 41st Annual Healthcare Conference

January 10, 2023
Important Information

Safe Harbor for Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements do not relate strictly to historical or current facts and may be identified by the use of words such as "may," "will," "should," "could," "would," "expects," "plans," "anticipates," "believes," "estimates," "projects," "predicts," "forecasts," "foresees," "potential" and other words of similar meaning in conjunction with statements regarding, among other things, (i) plans and objectives of management for operations of Haemonetics Corporation (the "Company"), including plans or objectives related to the development and commercialization of, and regulatory approvals related to, the Company's products and plans or objectives related to the Operational Excellence Program; (ii) estimates or projections of financial results, financial condition, capital expenditures, capital structure or other financial items, (iii) the impact of the COVID-19 pandemic on the Company's operations, availability and demand for its products, and future financial performance, and (iv) the assumptions underlying or relating to any statement described in points (i), (ii) or (iii) above. Such forward-looking statements are not meant to predict or guarantee actual results, performance, events or circumstances and may not be realized because they are based upon the Company's current projections, plans, objectives, beliefs, expectations, estimates and assumptions and are subject to a number of risks and uncertainties and other influences. Actual results and the timing of certain events and circumstances may differ materially from those described by the forward-looking statements as a result of these risks and uncertainties. Investors are therefore cautioned not to place undue reliance on any forward-looking statements.

Factors that may influence or contribute to the inaccuracy of the forward-looking statements or cause actual results to differ materially from expected or desired results can be found in the Company's most recent Annual Report on Form 10-K under the headings "Risk Factors" and "Cautionary Statement Regarding Forward-Looking Information" and in the Company's other periodic filings with the U.S. Securities and Exchange Commission. The Company does not undertake to update these forward-looking statements.

Non-GAAP Financial Measures

This presentation includes estimates of future financial performance that are based on non-GAAP financial measures as defined under applicable SEC rules and regulations. Non-GAAP financial measures should be considered supplemental to, and not a substitute for, the Company's reported financial results prepared in accordance with U.S. GAAP. We strongly encourage investors to review the Company's financial statements and publicly-filed reports in their entirety and not rely on any single financial measure. Because non-GAAP financial measures are not standardized, it may not be possible to compare these financial measures to similarly titled measures used by other companies. Descriptions of non-GAAP measures referenced in this presentation are available on our website at www.haemonetics.com. The Company does not provide a reconciliation of forward-looking non-GAAP measures referenced in this presentation because certain significant information necessary for such reconciliations are unavailable, dependent on future events outside of our control and cannot be predicted without unreasonable efforts. Estimates of future financial performance in this presentation represent the Company's long-term goals and are not intended as guidance. See "Safe Harbor for Forward-Looking Statements" above regarding forward-looking statements made in this presentation.

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Haemonetics – Key Accomplishments Since IR Day

- Fueling recovery in plasma collection volumes
- Driving expansion of our Hospital business
- Providing an uninterrupted supply of our products
- Accomplishing key growth and competitive milestones across our businesses
- Advancing high-impact R&D and regulatory initiatives
- Achieving cost savings and helping reduce economic pressures through the Operational Excellence Program
FY’23 - FY’26: Transformational Growth

CORPORATE STRATEGY

- Compete in winning segments and geographies
- Achieve leading positions
- Deliver superior operating performance

GOALS

- GROWTH
  - Revenue
  - Profitability
  - Cash Flow

- DIVERSIFICATION
  - Business Segments
  - Customers
  - Geographies
  - Business Models

- SUSTAINABILITY
  - Economic
  - People
  - Societal
  - Environmental
<table>
<thead>
<tr>
<th>SUSTAINABLE GROWTH</th>
<th>INCREASING PROFITABILITY</th>
<th>CAPITAL ALLOCATION</th>
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<tbody>
<tr>
<td>HIGH SINGLE DIGIT</td>
<td>HIGH TEENS</td>
<td>$0.6B TO $0.7B</td>
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<tr>
<td>organic revenue CAGR</td>
<td>CAGR in adjusted operating income</td>
<td>of cumulative FCF(^1) FY’23 - FY’26</td>
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<tr>
<td>MID TEENS</td>
<td>HIGH TWENTIES</td>
<td>UP TO $2.1B</td>
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<tr>
<td>CAGR in adjusted diluted EPS</td>
<td>adjusted operating income margin in FY’26</td>
<td>in capital capacity(^2) to support a disciplined capital allocation strategy</td>
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1) Free cash flow after restructuring and restructuring-related costs. 2) Capital capacity by the end of FY’26.
Value Drivers Support Transformational Growth

<table>
<thead>
<tr>
<th>Plasma</th>
<th>Hospital</th>
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<tr>
<td>Supporting volume recovery via further improvements in yield, efficiency, compliance and donor safety to drive donor satisfaction and lower costs per liter.</td>
<td>Unlocking market potential and accelerating growth and TAM with innovative products and expansion across existing customers and new markets worldwide.</td>
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<tr>
<th>Innovation Agenda</th>
<th>Inorganic Growth</th>
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<tr>
<td>Concentrating in high-growth segments; advancing the standards of care and lowering the costs of care through product and platform innovation supported by clinical evidence.</td>
<td>Using M&amp;A to strengthen leadership position in core and adjacent markets; focusing on unique value-adding products and superior ROI.</td>
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<tr>
<th>Operational Excellence</th>
<th>Resource Allocation</th>
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<td>Improving product quality, agility and resiliency, while creating savings to free up resources for investments in growth.</td>
<td>Focusing on targeted investments in organic and inorganic growth, while rewarding shareholders.</td>
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Plasma Drives Sustainable Growth and Margin Expansion

**Market**

- ~$800M TAM\(^1\) growing 8-10%
- Covid-19 creates the need for a robust recovery and increased collections efficiency

**U.S. Source Plasma Market\(^{1,2}\)**

<table>
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<tr>
<th>Year</th>
<th>Source Plasma Collections</th>
<th>Source Plasma Centers</th>
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<tbody>
<tr>
<td>2017</td>
<td>250</td>
<td>100</td>
</tr>
<tr>
<td>2018</td>
<td>780</td>
<td>100</td>
</tr>
<tr>
<td>2019</td>
<td>800</td>
<td>100</td>
</tr>
<tr>
<td>2020</td>
<td>900</td>
<td>100</td>
</tr>
<tr>
<td>2021</td>
<td>1050</td>
<td>1100</td>
</tr>
<tr>
<td>2022</td>
<td>1150</td>
<td>1200</td>
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**Technology**

NexSys® platform improves plasma volume and reduces cost per liter

- **Plasma Yield**
  - 9-12% more plasma per collection\(^3,4\)
- **Productivity**
  - 16-minute reduction in door-to-door time\(^3,4,5\)
- **Safety**
  - 91% reduction in key quality events; 98% elimination of documentation errors\(^3,4\)
- **Donor Experience**
  - 93% affinity for NexSys PCS®; Improved donation experience\(^3,4\)

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1) Plasma Protein Therapeutics Association (PPTA) 2) 2022 number of collections and centers are based on internal estimates 3) Representative in-market results, surveys 4) Based on baseline device, software configuration and donor population 5) Excludes Persona® Technology
Hospital Accelerates Revenue Growth, Expands Margins and Creates Inorganic Opportunities

- Hemostasis Management
  - Penetration into core clinical segments
  - Increase in utilization through training and education
  - Expansion of sales and clinical teams
  - Expanding market penetration and establishing VET as standard of care
    - Unique technology and commercial execution
      - Focus on the Top 600 centers in the US, representing 67% of U.S. TAM (~89% of EP)
Innovation Agenda Focused on Core Value Drivers to Maximize Impact

**Plasma**
- Plasma Yield
- Productivity
- Safety
- Donor Experience

**Hemostasis Management**
- New clinical areas
  - Cardiology / PCI
  - Postpartum Hemorrhage
  - ICU / COVID-19
  - Neurological Interventions / Stroke
- New Insights into Coagulation Status
- Ease of Use and Clinical Interpretation

**Vascular Closure**
- New products in small/mid-bore venous closure
- New arterial closure indications
- Large-bore closure

**Arterial**
- Aortic Valve
- Aorta Repair
- Mitral Repair

**Venous**
- Leadless Pacemaker
Inorganic Growth Supported by Proven M&A Approach and Track Record

Rigorous selection criteria:

• Strengthens our technology and leadership
• Enhances strategic position in core clinical segments
• Provides access to high-growth adjacent markets
• Produces attractive financial results

1) Acquisition of intellectual property assets related to TEG6s
Operational Excellence Program Improves Efficiency and Strengthens Business

**SUMMARY OF THE PROGRAM**

$115M - $125M

Gross savings from FY’20 through FY’25

~30%

Net Savings

$95-$105M

One-time program costs

- Improves manufacturing and supply chain efficiency
- Diversifies and enhances access to critical resources
- Frees up funds for growth investments

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1) Gross savings from the Operational Excellence Program at the end of FY’22 were $71M. One-time program costs as of October 1, 2022 were $62.3M. 2) Target net savings rate net of investments and inflationary headwinds 3) Includes restructuring charges over the course of the program. These charges are excluded from the adjusted results.
Capital Allocation Priorities Focused on Areas of Highest Return

CAPITAL CAPACITY
$1.7B - $2.1B¹

1) Total cumulative capital capacity at the end of FY’26 after funding all initiatives included in long range plan
2) Incremental organic investments not funded in long range plan

- ORGANIC INVESTMENTS²
  High impact and high ROI drivers

- STRATEGIC M&A
  High-growth leading products

- SHARE BUYBACKS AND DEBT REPAYMENT
  Return capital to stakeholders

¹ HAEMONETICS