

## 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, product end-of-life activities and divestitures. Adjusted operating expenses and adjusted operating income exclude restructuring and turnaround costs, accelerated device depreciation and related costs, asset impairments, deal amortization expenses, impacts of U.S. tax reform and certain legal and other expenses. Reconciliations of those measures to their most comparable GAAP measure for the first quarters ended June 29, 2019 and June 30, 2018 are included at the end of the financial sections of the Company’s August 6, 2019 earnings release for the first 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 \(Q1 FY2020\) dated August 6, 2019](#)

**Analytical Table 1: Year-over-Year Revenue growth rates for the first quarter of Fiscal 2020**

<b>REVENUE</b>	<b>Q1FY20</b>	<b>Q1FY19</b>	<b>Inc/(Dec)</b>	
<b>Plasma</b>	\$ 110.4	\$ 99.4	\$ 11.1	11.1%
<i>Currency effect</i>				0.5%
<i>Effect of dispositions and product end of life</i>				4.5%
<i>Organic Growth</i>				16.1%
No. America - organic				17.4%
No. America disposables (excl. liquids) - organic				13.9%
<b>Hospital</b>	\$ 47.7	\$ 47.0	\$ 0.7	1.5%
<i>Currency effect</i>				1.4%
<i>Effect of dispositions and product end of life</i>				5.4%
<i>Organic Growth</i>				8.3%
<b>Hemostasis Management</b>	\$ 24.4	\$ 21.3	\$ 3.0	14.1%
<i>Currency effect</i>				1.6%
<i>Effect of dispositions and product end of life</i>				0.0%
<i>Organic Growth</i>				15.7%
<b>Cell Salvage &amp; Transfusion Management</b>	\$ 23.3	\$ 25.6	\$ (2.3)	-8.9%
<i>Currency effect</i>				1.7%
<i>Effect of dispositions and product end of life</i>				9.1%
<i>Organic Growth</i>				1.9%
<b>Blood Center</b>	\$ 75.8	\$ 78.8	\$ (3.0)	-3.8%
<i>Currency effect</i>				1.5%
<i>Effect of dispositions and product end of life</i>				0.0%
<i>Organic Growth</i>				-2.3%
<b>Whole Blood</b>	\$ 22.7	\$ 23.9	\$ (1.2)	-4.9%
<i>Currency effect</i>				0.8%
<i>Effect of dispositions and product end of life</i>				0.0%
<i>Organic Growth</i>				-4.1%
<b>Apheresis<sup>1</sup></b>	\$ 49.0	\$ 50.5	\$ (1.5)	-3.1%
<i>Currency effect</i>				2.0%
<i>Effect of dispositions and product end of life</i>				0.0%
<i>Organic Growth</i>				-1.1%
<b>Software &amp; Other</b>	\$ 4.1	\$ 4.4	\$ (0.3)	-7.0%
<i>Currency effect</i>				0.6%
<i>Effect of dispositions and product end of life</i>				0.0%
<i>Organic Growth</i>				-6.4%
<b>Net business unit revenues</b>	\$ 233.9	\$ 225.2	\$ 8.8	3.9%
<i>Currency effect</i>				1.0%
<i>Effect of dispositions and product end of life</i>				3.0%
<i>Organic Growth</i>				7.9%
<b>Service</b>	\$ 4.5	\$ 4.2	\$ 0.3	8.1%
<i>Currency effect</i>				4.4%
<i>Effect of dispositions and product end of life</i>				0.0%
<i>Organic Growth</i>				12.5%
<b>Total net revenues</b>	\$ 238.5	\$ 229.3	\$ 9.1	4.0%
<i>Currency effect</i>				1.0%
<i>Effect of dispositions and product end of life</i>				3.0%
<i>Organic Growth</i>				8.0%

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

**Additional disclosures:**

Organic growth excludes the impact of currency fluctuation, excludes fiscal 2019 OrthoPAT revenue due to the product end of life in Hospital, and reflects adjustments to fiscal 2019 and fiscal 2020 Plasma revenue related to the divestiture of the Company's Union, SC liquid solutions operations.

All revenue dollar amounts are rounded to the nearest tenth of a million

**Analytical Table 2: GAAP and Adjusted results referenced during Q1 FY20 Earnings call**

	<b>Q1 20</b>	<b>Q1 19</b>	<b>Inc/(Dec)</b>	
<b>Gross Margin - GAAP</b>	48.6%	36.3%	1,230 bps	
<b>Gross Margin - Adjusted</b>	51.2%	47.2%	400 bps	
(\$ million)				
<b>Operating Expenses - GAAP</b>	\$ 129.2	\$ 78.0	\$ 51.3	66%
<b>Operating Expenses - Adjusted</b>	\$ 71.5	\$ 67.6	\$ 3.9	6%
(\$ million)				
<b>Operating Income - GAAP</b>	\$ (13.3)	\$ 5.3	\$ (18.6)	-351%
<b>Operating Income - Adjusted</b>	\$ 51.4	\$ 40.7	\$ 10.7	26%

*Reconciliations of these non-GAAP measures to their most comparable GAAP measures are included at the end of the financial sections of the August 6, 2019 earnings release for the first quarter of fiscal 2020 (a link to which is available below) as well as on Company's website at [www.haemonetics.com](http://www.haemonetics.com).*

**Additional disclosures:**

*All dollar amounts are rounded to the nearest tenth of a million*

[Click here for link to the Company's earnings release \(Q1 FY2020\) dated August 6, 2019](#)