UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
Quarterly Report Under Section 13 or $15(d)$ of the Securities and Exchange Act of 1934

For the quarter ended: December 25, 1999 Commission File Number: 1-10730

HAEMONETICS CORPORATION
(Exact name of registrant as specified in its charter)

(State or other jurisdiction
04-2882273
(I.R.S. Employer Identification No.)
of incorporation or organization)

$$
\begin{aligned}
& 400 \text { Wood Road, Braintree, MA } 02184 \\
& \text {-------------------------------------- } \\
& \text { (Address of principal executive offices) }
\end{aligned}
$$

Registrant's telephone number, including area code: (781) 848-7100

Indicate by check mark whether the registrant (1.) has filed all reports required to be filed by Section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports) (2.) has been subject to the filing requirements for at least the past 90 days.


Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.
$25,546,629$ shares of Common Stock, \$.01 par value, as of
December 25, 1999

HAEMONETICS CORPORATION
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Item 1. Financial Statements
HAEMONETICS CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF OPERATIONS
(Unaudited - in thousands, except share data)

|  | $\begin{gathered} \text { Dec } 25, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Jan 2, } \\ 1999 \end{gathered}$ | $\begin{gathered} \text { Dec } 25, \\ 1999 \end{gathered}$ | Jan 2, 1999 |
| :---: | :---: | :---: | :---: | :---: |
| Net revenues | 70,778 | 67,958 | 208,094 | 207,741 |
| Cost of goods sold | 37,601 | 36,730 | 110,461 | 108,779 |
| Gross profit | 33,177 | 31,228 | 97,633 | 98,962 |
| Operating expenses: |  |  |  |  |
| Research and development | 3,792 | 3,906 | 11,197 | 11,035 |
| Selling, general and administrative | 20,546 | 20,101 | 61,818 | 65,496 |
| Total operating expenses | 24,338 | 24,007 | 73,015 | 76,531 |
| Operating income | 8,839 | 7,221 | 24,618 | 22,431 |
| Interest expense | $(1,229)$ | $(1,051)$ | $(3,296)$ | $(3,062)$ |
| Interest income | 1,349 | 1,249 | 3,714 | 3,404 |
| Other income, net | 648 | (45) | 1,572 | 420 |
| Income from continuing operations before provision for income taxes | 9,607 | 7,374 | 26,608 | 23,193 |
| Provision for income taxes | 3,074 | 2,581 | 8,514 | 8,118 |
| Earnings from continuing operations | \$ 6,533 | \$ 4,793 | \$ 18,094 | \$ 15,075 |
| Discontinued operations: |  |  |  |  |
| Income (loss) from operations, net of income tax expense (YTD) of $\$ 68$ in FY 00 and a $\$ 52$ in FY 99 | 0 | (8) | 144 | (95) |
| Net Income | \$ 6,533 | \$ 4,785 | \$ 18,238 | \$ 14,980 |
| Basic income(loss) per common share |  |  |  |  |
| Continuing operations | \$ 0.254 | \$ 0.178 | \$ 0.689 | \$ 0.565 |
| Discontinued operations | - | - | 0.005 | (0.004) |
| Net income | 0.254 | 0.178 | 0.694 | 0.561 |
| Income(loss) per common share assuming dilution |  |  |  |  |
| Continuing operations | \$ 0.250 | \$ 0.175 | \$ 0.682 | \$ 0.559 |
| Discontinued operations | - | - | 0.005 | (0.004) |
| Net income | 0.250 | 0.175 | 0.687 | 0.556 |
| Weighted average shares outstanding |  |  |  |  |
| Basic | 25,696 | 26,893 | 26,278 | 26,694 |
| Diluted | 26,097 | 27,408 | 26,530 | 26,953 |

The accompanying notes are an integral part of these consolidated financial statements.

HAEMONETICS CORPORATION AND SUBSIDIARIES

|  | Dec. 25, 1999 | $\begin{gathered} \text { April } 3 \text { 3, } \\ 1999 \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current assets: |  |  |
| Cash and short term investments | \$ 46,525 | \$ 56,319 |
| Accounts receivable, less allowance of \$1,073 at |  |  |
| Dec 25, 1999 and \$747 at April 3, 1999 | 72,040 | 62,975 |
| Inventories | 59,245 | 59,773 |
| Current investment in sales-type leases, net | 9,702 | 12,303 |
| Deferred tax asset | 29,263 | 29,741 |
| Other prepaid and current assets | 8,398 | 10,211 |
| Total current assets | 225,173 | 231,322 |
| Property, plant and equipment | 184,026 | 178,066 |
| Less accumulated depreciation | 100,970 | 95,050 |
| Net property, plant and equipment | 83,056 | 83,016 |
| Other assets: |  |  |
| Investment in sales-type leases, net (long term) | 20,418 | 24,716 |
| Distribution rights, net | 11,808 | 10,518 |
| Other assets, net | 21,415 | 6,787 |
| Total other assets | 53,641 | 42,021 |
| Total assets | \$361,870 | \$356,359 |

Notes payable and current maturities of long-term debt
Accounts payable
Accrued payroll and related costs
Accrued income taxes
Other accrued liabilities
Current liabilities and accrued losses net of
current assets of discontinued operations
Total current liabilities

Deferred income taxes
Long-term debt, net of current maturities
Other long-term liabilities
Long-term liabilities, net of long-term assets
of discontinued operations
Stockholders' equity:
Common stock, $\$ .01$ par value; Authorized - 80,000,000 shares;
Issued 29,829,591 shares at December 25, 1999;
29,702,623 shares at April 3, 1999
Additional paid-in capital
Retained earnings
Cumulative translation adjustments
Stockholders' equity before treasury stock
Less: treasury stock $4,282,962$ shares at cost
at December 25, 1999 and 2,756,969 shares
at cost at April 3, 1999
Total stockholders' equity
Total liabilities and stockholders' equity
Supplemental disclosure of balance sheet information: Net debt

| \$ 32,365 | \$ 6,645 |
| :---: | :---: |
| 14,222 | 10,666 |
| 9,829 | 9,229 |
| 18,885 | 21,850 |
| 15,171 | 17,476 |
| --- | 3,268 |
| 90,472 | 69,134 |
| 11,718 | 11,684 |
| 45,410 | 52,526 |
| 2,194 | 1,008 | 146


| 298 | 297 |
| :---: | :---: |
| 67,687 | 65,504 |
| 229,971 | 211,834 |
| $(10,973)$ | $(9,825)$ |
| 286,983 | 267,810 |
| 74,907 | 45,949 |
| 212,076 | 221,861 |
| \$361,870 | \$356,359 |
| \$ 31,250 | \$ 2,852 |

The accompanying notes are an integral part of these consolidated financial statements.

HAEMONETICS CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS (Unaudited- in thousands)

Cash Flows from Operating Activities:
Net income
Less net income (loss) from discontinued operations
Net income from continuing operations
Adjustments to reconcile net income to net cash provided by operating activities:
Non cash items:
Depreciation and amortization
Deferred tax benefit
Other
Change in operating assets and liabilities:
Increase in accounts receivable - net
Increase in inventories
(Increase) decrease in sales-type leases (current)
Decrease in prepaid income taxes
(Increase) decrease in other assets
Decrease in accounts payable, accrued
expenses and other current liabilities

Net cash provided by operating activities, continuing operations
Net cash used in operating activities, discontinued operations

| $\$ 18,238$ |  |
| ---: | ---: |
| 144 | $\$ 14,980$ |
| $-185)$ |  |


| Nine Months Ended |  |
| :---: | :---: |
| ------------------ |  |
| Dec 25, | Jan 2, |
| 1999 | 1999 |
| _------ | $-------~$ |

## Net cash provided by operating activities

Cash Flows from Investing Activities:
Capital expenditures on property, plant and equipment,
net of retirements and disposals

| $(21,198)$ | $(17,290)$ |
| :---: | :---: |
| $(15,000)$ | --- |
| 4,774 | 8,614 |
| $(31,424)$ | $(8,676)$ |
| 3,562 | 14,536 |
| $(27,862)$ | 5,860 |

Net decrease in sales-type leases (long-term)

Net cash used in investing activities, continuing operations
Net cash provided by investing activities, discontinued operations
Net cash provided by (used in) investing activities

| 21,586 | 20,612 |
| :---: | :---: |
| 64 | 408 |
| 2,015 | 795 |
| $(7,772)$ | $(4,802)$ |
| (113) | (775) |
| 2,431 | $(1,450)$ |
| 356 | 8,262 |
| 1,047 | $(6,397)$ |
| $(4,058)$ | $(2,501)$ |
| 33,650 | 29,227 |
| $(4,932)$ | $(14,932)$ |
| 28,718 | 14,295 |

ther investments
credit agreements
Net increase (decrease) in long-term credit agreements Employee stock purchase plan purchases
Exercise of stock options and related tax benefit
Purchase of treasury stock

Net cash used in financing activities
Effect of exchange rates on cash and cash equivalents

Net increase (decrease) in cash and cash equivalents

| 24,267 | $(4,438)$ |
| :---: | :---: |
| 415 | $(1,666)$ |
| 379 | 0 |
| 2,184 | 6,269 |
| $(29,437)$ | 0 |
| $(10,383)$ | 11 |
| (267) | 321 |
| $(9,794)$ | 20,487 |
| 56,319 | 21,766 |
| \$ 46,525 | \$ 42,253 |

Supplemental disclosures of cash flow information:
Net decrease in cash and cash equivalents, discontinued operations
Net increase (decrease) in cash and cash equivalents,
continuing operations
Increase (decrease) in net debt
Interest paid
Income taxes paid (refunded)
$\$(1,370)$
$\$(8,424) \quad \$ 20,883$
$\$ 26,285$ \$ 26,745$)$
$\$ 3,606 \quad \$ \quad 3,708$
$\$ 11,345 \quad \$(6,478)$

Balance, April 3, 1999
Employee stock purchase plan Exercise of stock options and related tax benefit
Purchase of treasury stock
Net income
Foreign currency translation adjustment

Comprehensive income

Balance, Dec 25, 1999

| Common Stock | Additional |  |  | Cumulative | Total |
| :--- | :---: | :---: | :---: | :--- | :---: |
| ----------- | Paid-in | Treasury | Retained | Translation | Stockholders' Comprehensive |
| Shares | S's | Capital | Stock | Earnings | Adjustment |


| 29,703 | \$297 | \$65,504 | \$ (45, 949) | \$211,834 | \$ (9,825) | \$221,861 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| --- | --- | - | 480 | (101) | --- | 379 |  |
| 127 | 1 | 2,183 | --- | --- | - | 2,184 |  |
| --- | --- | -- | $(29,437)$ | - | --- | $(29,437)$ |  |
| -- | --- | - | --- | 18,238 | --- | 18,238 | \$18,238 |
| -- | --- | --- | --- | --- | $(1,148)$ | $(1,148)$ | $(1,148)$ |
| --- | --- | --- | --- | --- | --- | --- | \$17,090 |
| 29,830 | \$298 | \$67,687 | \$ 74,907 ) | \$229,971 | \$ (10, 973) | \$212,076 |  |

HAEMONETICS CORPORATION AND SUBSIDIARIES NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## 1. BASIS OF PRESENTATION

The results of operations for the interim periods shown in this report are not necessarily indicative of results for any future interim period or for the entire fiscal year. The Company believes that the quarterly information presented includes all adjustments (consisting only of normal, recurring adjustments) that the Company considers necessary for a fair presentation in accordance with generally accepted accounting principles. The accompanying consolidated financial statements and notes should be read in conjunction with the Company's audited annual financial statements.

## 2. FISCAL YEAR

The Company's fiscal year ends on the Saturday closest to the last day of March. Fiscal year 2000 includes 52 weeks with the third quarter, ended December 25, 1999 including 12 weeks and the fourth quarter, ending March 31, 2000, including 14 weeks

## 3. COMPREHENSIVE INCOME

In June 1998, the Company adopted Statement of Financial Accounting Standard (SFAS) NO. 130, "Reporting Comprehensive Income." SFAS 130 requires the presentation, by major components and as a single total, the change in the Company's net assets during a period from non-owner sources. Currently, the Company's non-owner changes in equity are the foreign currency translation adjustments, which totaled $\$ 11.0$ million and $\$ 9.8$ million at December 25, 1999 and April 3, 1999, respectively.

## 4. NEW PRONOUNCEMENTS

In June 1998, FASB issued SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities." SFAS No. 133 establishes accounting and reporting standards requiring that every derivative instrument
(including certain derivative instruments embedded in other contracts) be recorded in the balance sheet as either an asset or liability measured at its fair value. The SFAS No. 133 requires that changes in the derivatives fair value be recognized currently in earnings unless specific hedge
accounting criteria are met. Special accounting for qualifying hedges
allows a derivative's gains and losses to offset related results on the hedged item in the income statement, or in the case of a hedge of a forecasted probable transaction, a derivative's gains and losses are included in other comprehensive income until the transaction is consummated. Additionally, a company must formally document, designate, and assess the effectiveness of transactions that receive hedge accounting. SFAS No. 133 is effective for fiscal years beginning after June 15, 2000. A company may implement SFAS No. 133 as of the beginning of any fiscal quarter after issuance. SFAS No. 133 cannot be applied retroactively. The impacts of adopting SFAS No. 133 on the Company's financial statements or the timing of adoption of SFAS No. 133 have not been determined. However, it is expected that the derivative financial instruments acquired in connection with the Company's hedging program will continue to qualify for hedge accounting.

## 5. FOREIGN CURRENCY

Foreign currency transactions and financial statements are translated into U.S. dollars following the provisions of SFAS No. 52, "Foreign Currency Translation." Accordingly, assets and liabilities of foreign subsidiaries are translated into U.S. dollars at exchange rates in effect at year end. Net revenues and costs and expenses are translated at average rates in effect during the year. The effects of exchange rate changes on the Company's assets and liabilities are included in the cumulative translation adjustment account. Included in other income (expense) in the consolidated statement of operations for the first nine months of fiscal year 2000 and fiscal year 1999 are $(\$ 19,400)$ and $(\$ 1,035,000)$ respectively, in foreign currency transaction gains (losses).

The Company enters into forward exchange contracts to hedge certain firm sales commitments to customers that are denominated in foreign currencies. The purpose of the Company's foreign hedging activities is to minimize, for a period of time, the unforeseen impact on the Company's results of operations of fluctuations in foreign exchange rates. The Company also enters into forward contracts that settle within 35 days to hedge certain intercompany receivables denominated in foreign currencies. Actual gains and losses on all forward contracts are recorded in operations, offsetting the gains and losses on the underlying transactions being hedged. These derivative financial instruments are not used for trading purposes. The cash flows related to the gains and losses on these foreign currency hedges are classified in the consolidated statements of cash flows as part of cash flows from operating activities.

At December 25, 1999 and January 2, 1999, the Company had forward exchange contracts, all maturing in less than twelve months, to exchange foreign currencies (major European currencies and Japanese yen) primarily for U.S. dollars totaling $\$ 154.9$ million and $\$ 165.5$ million, respectively. Of the respective balances, $\$ 50.8$ million and $\$ 52.9$ million represented contracts related to intercompany receivables that settled within 35 days. The balance of the contracts relate to firm sales commitments. Gross unrealized gains and losses from hedging firm sales commitments, based upon current rates, were a $\$ 2.6$ million gain and a (\$6.2) million loss at December 25, 1999 and a $\$ 47.9$ thousand gain and $\mathrm{a}(\$ 7.6)$ million loss at January 2, 1999. Deferred gains and losses are recognized in earnings when the transactions being hedged are recognized. Management anticipates that these deferred amounts at December 25, 1999 will be offset by the foreign exchange effect on firmly committed sales of products to international customers in future periods.

The Company is exposed to credit loss in the event of nonperformance by counter-parties on these foreign exchange contracts. The Company does not anticipate nonperformance by any of these parties.

## 6. INVENTORIES

Inventories are stated at the lower of cost or market and include the cost of material, labor and manufacturing overhead. Cost is determined on the first-in, first-out method.

Inventories consist of the following:

| December 25, April 3, |  |
| :---: | :---: |
| 1999 | 1999 |
| --------------------- |  |

(in thousands)
Raw materials
Work-in-process
Finished goods

| $\$ 14,959$ | $\$ 14,497$ |
| ---: | ---: |
| 6,324 | 5,106 |
| 37,962 | 40,170 |
| ------- | ------ |
| $\$ 59,245$ | $\$ 59,773$ |
| $=======$ | $======$ |

## 7. NET INCOME PER SHARE

The following table provides a reconciliation of the numerators and denominators of the basic and diluted earnings per share computations, as required by Statement of Financial Accounting Standards, "SFAS" No. 128, "Earnings Per Share." Basic EPS is computed by dividing reported earnings available to stockholders by weighted average shares outstanding. Diluted EPS includes the effect of other common stock equivalents.
For the three months ended
-----------------------
December 25, January 2,
1999

Basic EPS

| Net Income | \$ 6,533 | \$ 4,785 |
| :---: | :---: | :---: |
| Weighted Average Shares | 25,696 | 26,893 |
| Basic income per share | \$ . 254 | \$ . 178 |
| Diluted EPS |  |  |
| Net Income | \$ 6,533 | \$ 4,785 |
| Basic Weighted Average shares | 25,696 | 26,893 |
| Effect of Stock options | 401 | 515 |
| Diluted Weighted Average shares | 26,097 | 27,408 |
| Diluted income per share | \$ . 250 | \$ . 175 |

For the nine months ended
-----------------------

| December 25, |
| :---: |
| 1999 |$\quad 1999$

Basic EPS
Net Income

Weighted Average Shares
Basic income per share

| \$18,238 | \$14,980 |
| :---: | :---: |
| 26,278 | 26,694 |
| \$ . 694 | \$ 0.561 |
| \$18,238 | \$14,980 |
| 26,278 | 26,694 |
| 252 | 259 |
| 26,530 | 26,953 |
| \$ . 687 | \$ 0.556 |

## 8. DISCONTINUED OPERATIONS

During fiscal year 1999, the Company sold six of its seven regional blood systems for total cash proceeds of $\$ 5,325,000$. The divestiture was completed during the first quarter of fiscal year 2000 , with the sale of the last remaining center. During the second quarter of fiscal year 2000, the Company completed its accounting for the divestiture with the write-off of the excess reserve of $\$ 144,000$, net of taxes of $\$ 68,000$.

## 9. OTHER INVESTMENTS

During the third quarter of fiscal year 2000, the Company made a $\$ 15.0$ million in the securities of the privately-held company, Transfusion Technologies Corporation. The $\$ 15.0$ million Investment will be accounted for using the cost basis method of accounting. Transfusion Technologies Corporation designs, develops, and markets equipment and disposable sets for the processing of human blood for transfusion to patients.
10. SEGMENT, GEOGRAPHIC AND CUSTOMER INFORMATION

Segment Definition Criteria

The Company manages its business on the basis of one operating segment: the design, manufacture and marketing of automated blood processing systems. Haemonetics chief operating decision-maker uses consolidated results to make operating and strategic decisions. Manufacturing processes, as well as the regulatory environment in which the company operates, are largely the same for all product lines.

Product and Service Segmentation
The Company's principal product offerings include blood bank, surgical and plasma products.
that perform "apheresis," the separation of whole blood into its components and subsequent collection of certain components. The device used for blood component therapy is the MCS(R)+, mobile collection system.

Surgical products comprise machines and single use disposables that perform intraoperative autologous transfusion ("IAT") or surgical blood salvage as it is more commonly known. Surgical blood salvage is a procedure whereby shed blood is cleansed and then returned back to a patient. The devices used to perform this are a full line of Cell Saver(R) autologous blood recovery systems.

Plasma collection products are machines and disposables that, like blood bank, perform apheresis for the separation of whole blood components and subsequent collection of plasma. The device used in automated plasma collection is the PCS (R)2.

Three months ended (in thousands)

| December 25, 1999 | Blood Bank | Surgical | Plasma | Other |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Revenues from external customers | 29,851 | 16,514 | 21,391 | 3,022 | 70,778 |

January 2, 1999

Revenues from external customers
30,295
13,806
20,747
3,110
67,958

Nine months ended (in thousands)

| December 25, 1999 | Blood Bank | Surgical | Plasma |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Revenues from external customers | 87,344 | 47,489 | 64,691 | 8,570 | 208,094 |

January 2, 1999
------------

Revenues from external customers
89,550
44,801
63,346
10,044
207,741

Item 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

RESULTS OF CONTINUING OPERATIONS
The table outlines the components of the consolidated statements of income for continuing operations as a percentage of net revenues:

Net revenues
Cost of goods sold
Gross Profit
Operating Expenses:
Research and development
Selling, general and administrative
Total operating expenses
Operating income
Interest expense
Interest income
Other income(expense)
Income from continuing operations before
provision for income taxes
Provision for income taxes
Earnings from continuing operations

| 100.0\% | 100.0\% | 4.1\% |
| :---: | :---: | :---: |
| 53.1 | 54.0 | 2.4 |
| 46.9 | 46.0 | 6.2 |
| 5.4 | 5.8 | (2.9) |
| 29.0 | 29.6 | 2.2 |
| 34.4 | 35.4 | 1.4 |
| 12.5 | 10.6 | 22.4 |
| (1.7) | (1.5) | 16.9 |
| 1.9 | 1.9 | 8.0 |
| 0.9 | (0.1) | 1540.0 |
| 13.6 | 10.9 | 30.3 |
| 4.4 | 3.8 | 19.1 |
| 9.2\% | 7.1\% | $36.2 \%$ |

By geography:

| United States | \$21,840 | \$20,586 | 6.1 \% | 6.1 \% |
| :---: | :---: | :---: | :---: | :---: |
| International | 48,398 | 47,372 | 3.3 | 3.9 |
| Net revenues | \$70,778 | 67,958 | $4.1 \%$ | $4.6 \%$ |


| By product type: |  |  | Percent Increase / (Decrease) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | FY 00 | FY 99 | Actual dollars as reported | At constant currency |
| Disposables | \$64,685 | \$59,388 | $8.9 \%$ | $9.6 \%$ |
| Misc \& service | 3,022 | 3,110 | (2.8) | (10.1) |
| Equipment | 3,071 | 5,460 | (43.8) | (43.1) |
| Net revenues | \$70,778 | \$67,958 | $4.1 \%$ | $4.6 \%$ |


| Disposables <br> By product line: |  |  | Percent Increa | (Decrease) |
| :---: | :---: | :---: | :---: | :---: |
|  | FY 00 | FY 99 | Actual dollars as reported | At constant currency |
| Surgical | \$15,420 | \$12,274 | $25.6 \%$ | 24.5 \% |
| Blood bank* | 28,250 | 26,658 | 6.0 | 7.1 |
| Plasma | 21,015 | 20,456 | 2.7 | 4.0 |
| Disposable revenues | 64,685 | 59,388 | $8.9 \%$ | 9.6 \% |

[^0]Three months ended December 25, 1999 compared to three months ended January 2, 1999

Net Revenues
Net revenues in fiscal year 2000 increased $4.1 \%$ to $\$ 70.8$ million from $\$ 68.0$ million in fiscal year 1999 . With currency rates held constant, net revenues increased $4.6 \%$ for the quarter year over year. Disposable sales increased approximately 8.9\% year over year at actual foreign exchange rates. With currency rates held constant, disposable sales increased $9.6 \%$. The $9.6 \%$ increase was a result of growth in all three product lines, worldwide surgical $24.5 \%$, worldwide blood bank $7.1 \%$ and worldwide plasma $4.0 \%$. Constant currency sales of disposable products, excluding service and other miscellaneous revenue, accounted for approximately $92 \%$ and $88 \%$ of net revenues for fiscal year 2000 and fiscal year 1999, respectively. Service generated from equipment repairs performed under preventive maintenance contracts or emergency service billings and miscellaneous revenues accounted for approximately $4.0 \%$ and $4.7 \%$ of the Company's net revenues, at constant currency, for fiscal year 2000 and fiscal year 1999, respectively.
Equipment revenues decreased approximately $43.8 \%$ from $\$ 5.5$ million in fiscal year 1999. With currency rates held constant, equipment revenues decreased 43.1\% from fiscal year 1999 to fiscal year 2000. International sales as reported accounted for approximately $68 \%$ and $70 \%$ of net revenues for fiscal year 2000 and fiscal year 1999, respectively.

Gross profit
Gross profit of $\$ 33.2$ million in fiscal year 2000 increased $\$ 2.0$ million from $\$ 31.2$ million fiscal year 1999. At constant currency rates gross profit, as a percent of sales, increased by $0.7 \%$ and increased in dollars by $\$ 1.9$ million from fiscal year 1999 to fiscal year 2000. The $\$ 1.9$ million increase was attributable to higher sales dollars in fiscal year 2000 over fiscal year 1999 and the Company's Customer Oriented Redesign for Excellence or CORE Program which contributed approximately $\$ 0.3$ million in labor savings.

## Expenses

The Company expended $\$ 3.8$ million (5.4\% of net revenues) on research and development in fiscal year 2000 and $\$ 3.9$ million (5.8\% of net revenues) in fiscal year 1999. At constant currency rates, research and development as a percent of sales decreased by $0.8 \%$ and decreased in dollars by $\$ 0.3$
million from fiscal year 1999 to fiscal year 2000.
Selling, general and administrative expenses increased $\$ 0.4$ million to $\$ 20.5$ million in fiscal year 2000 from $\$ 20.1$ million in fiscal year 1999. At constant currency rates, selling, general and administrative expenses increased $\$ 0.1$ million from fiscal year 1999 to fiscal year 2000 but decreased 1.0\% as a percent of sales from fiscal year 1999 to fiscal year 2000. The CORE Program contributed approximately $\$ 0.3$ million to reductions in distribution-related selling, general and administrative expenses.

Operating Income
Operating income, as a percentage of net revenues, increased 1.9 percentage points to $12.5 \%$ in fiscal year 2000 from $10.6 \%$ in fiscal year 1999. At constant currency rates, operating income, as a percent of net revenues, increased $2.6 \%$ from fiscal year 1999 or $\$ 2.1$ million. The $\$ 2.1$ million increase in operating income resulted primarily from gross profit improvement.

Other Income and Expense
Both interest expense and interest income remained relatively unchanged from fiscal year 1999 to fiscal year 2000, increasing by only $\$ 0.2$ and $\$ 0.1$ million respectively. Other income increased $\$ 0.6$ million due primarily to increases in income earned from points on forward contracts and decreases in foreign exchange transaction losses.

## Taxes

The provision for income taxes, as a percentage of pretax income, was reduced from $35.0 \%$ in fiscal year 1999 to $32.0 \%$ in fiscal year 2000 Contributing to the decrease in the tax rates was a decrease in the Japanese statutory tax rate, the allocation of income between jurisdictions and greater utilization of foreign sales corporation benefits.

Nine months Ended December 25, 1999 Compared to Nine months Ended January 2, 1999

|  | Percentage of Net Revenues Nine Months Ended |  | Percentage Incr/(decr) Nine Months Ended |
| :---: | :---: | :---: | :---: |
|  | Dec 25, 19 | Jan 2, 1999 | FY 00/FY 99 |
| Net revenues | 100.0\% | 100.0\% | $0.2 \%$ |
| Cost of goods sold | 53.1 | 52.4 | 1.6 |
| Gross Profit | 46.9 | 47.6 | (1.3) |
| Operating Expenses: |  |  |  |
| Research and development | 5.4 | 5.3 | 1.4 |
| Selling, general and administrative | 29.7 | 31.5 | (5.6) \% |
| Total operating expenses | 35.1 | 36.8 | (4.6) |
| Operating income | 11.8 | 10.8 | 9.8 |
| Interest expense | (1.6) | (1.5) | 7.6 |
| Interest income | 1.8 | 1.7 | 9.1 |
| Other income | 0.8 | 0.2 | 274.3 |
| Income from continuing operations before |  |  |  |
| Provision for income taxes | 4.1 | 3.9 | 4.9 |
| Earnings from continuing operations | 8. $7 \%$ | 7.3\% | 20.0\% |

Nine months Ended December 25, 1999 Compared to Nine Months Ended January 2, 1999

Net Revenue Summary

- ( in thousands)
- -----------------------

By geography:

| International | 141,708 | 142,733 | (0.7) | 4.4 |
| :---: | :---: | :---: | :---: | :---: |
| Net revenues | \$208,094 | 207,741 | 0.2 \% | $4.5 \%$ |


| Disposables | $\$ 188,789$ | $\$ 183,923$ | $2.6 \%$ | $7.5 \%$ |
| :--- | ---: | :---: | :---: | :---: |
| Misc \& service | 8,561 | 10,043 | $(14.8)$ | $(15.1)$ |
| Equipment | 10,744 | 13,775 | $(22.0)$ | $(20.8)$ |
| Net revenues | $\$ 208,094$ | $\$ 207,741$ | $0.2 \%$ | $4.5 \%$ |



[^1]All Profit and Loss Statement Items
To make fiscal year 1999 comparable with fiscal year 2000, the additional (14th) week in Q1 of fiscal year 1999 was removed.

Operating Expenses
To make fiscal year 1999 comparable with fiscal year 2000 , the settlement cost relating to litigation included in SG\&A expenses in Q1 of fiscal year 1999 was removed.

Includes red cell disposables

## Net Revenues

Net revenues in fiscal year 2000 increased $0.2 \%$ to $\$ 208.1$ million from $\$ 207.7$ million in fiscal year 1999. With currency rates held constant and reflected on a comparable basis, net revenues increased 4.5\% from fiscal year 1999 to fiscal year 2000. Disposable sales increased approximately $2.6 \%$ year over year at actual foreign exchange rates. With currency rates held constant, disposable sales on a comparable basis increased 7.5\%. The $7.5 \%$ increase was a result of growth in all three disposable product line sales, worldwide surgical $13.2 \%$ worldwide blood bank $6.3 \%$ and worldwide plasma 5.4\%. Constant currency sales of disposable products on a comparable basis, excluding service and other miscellaneous revenue, accounted for approximately 91\% and 89\% of net revenues for fiscal year 2000 and fiscal year 1999, respectively. Service generated from equipment repairs performed under preventive maintenance contracts or emergency service billings and miscellaneous revenues accounted for approximately $3.9 \%$ and $4.8 \%$ of the Company's net revenues, at constant currency, for fiscal year 2000 and fiscal year 1999, respectively. Equipment revenues decreased $22.0 \%$ from $\$ 13.8$ million in fiscal year 1999 . With currency rates held constant and reflected on a comparable basis, equipment revenues decreased $20.8 \%$ year over year. International sales as reported accounted for approximately 68\% and $69 \%$ of net revenues for fiscal year 2000 and fiscal year 1999, respectively.

Gross profit

Gross profit of $\$ 97.6$ million in fiscal year 2000 decreased $\$ 1.3$ million from $\$ 98.9$ million in fiscal year 1999. At constant currency rates and with gross profit reflected on a comparable basis, gross profit as a percent of sales increased by $0.3 \%$ and increased in dollars by $\$ 5.0$ million from fiscal year 1999 to fiscal year 2000. The $\$ 5.0$ million increase was attributable to higher sales dollars in fiscal year 2000 over fiscal year 1999 and the Company's Customer Oriented Redesign for Excellence or CORE Program which contributed approximately $\$ 1.4$ million in labor savings.

## Expenses

The Company expended $\$ 11.2$ million (5.4\% of net revenues) on research and development in fiscal year 2000 and $\$ 11.0$ million (5.3\% of net revenues) in fiscal year 1999. At constant currency rates and with research and development reflected on a comparable basis, research and development as a percent of sales decreased slightly by $0.3 \%$ and decreased slightly in dollars by $\$ 0.1$ million from fiscal year 1999 to fiscal year 2000 .

Selling, general and administrative expenses were $\$ 61.8$ million in fiscal year 2000, representing 29.7\% of net revenues and a 1.8 percentage point reduction year over year from fiscal year 1999 to fiscal year 2000 . At constant currency rates and reflected on a comparable basis, selling, general and administrative expenses increased $\$ 0.7$ million, but decreased $1.0 \%$ as a percent of sales from fiscal year 1999 to fiscal year 2000 . The

CORE Program contributed approximately $\$ 1.3$ million of savings, especially relative to prior year selling, general and administrative expenses through reductions in distribution costs.

Operating Income
Operating income as a percentage of net revenues increased $1.0 \%$ to $11.8 \%$ in fiscal year 2000 from $10.8 \%$ in fiscal year 1999. At constant currency rates and reflected on a comparable basis, operating income, as a percent of net revenues, increased 1.7\% from fiscal year 1999 or $\$ 4.4$ million. The $\$ 4.4$ million increase in operating income resulted mainly from the gross profit improvement.

## Other Income and Expense

Interest expense increased $\$ 0.2$ million from fiscal year 1999 to fiscal year 2000. Interest income increased $\$ 0.3$ million from fiscal year 1999 to fiscal year 2000 due to both higher average cash balances and higher average yields. Other income increased $\$ 1.2$ million due primarily to increases in income earned from points on forward contracts and decreases in foreign exchange transaction losses.

Taxes

The provision for income taxes, as a percentage of pretax income, was lower by $3.0 \%$ from $35.0 \%$ in fiscal year 1999 to $32.0 \%$ in fiscal year 2000 . The Company expects the provision rate to remain at $32.0 \%$ for the full 12 months of fiscal 2000. Contributing to the decrease in the tax rates was a decrease in the Japanese statutory tax rate, the allocation of income between jurisdictions and greater utilization of foreign sales corporation benefits.

## LIQUIDITY AND CAPITAL RESOURCES

The Company has satisfied its cash requirements principally from internally generated cash flow and borrowings. The Company's need for funds is derived primarily from capital expenditures, other investments, stock repurchases, new business development and working capital.

During the nine months ended December 25, 1999, the Company decreased its cash balances, before the effect of exchange rates, by $\$ 9.5$ million from operating, investing and financing activities which represents a decrease of $\$ 29.7$ million from the $\$ 20.2$ million generated by the Company's operating, investing and financing activities during the nine months ended January 2, 1999. The decrease was largely a result of $\$ 44.1$ million more cash utilized by the Company's investing and financing activities, offset $\$ 14.4$ million more cash provided by the Company's operating activities.

Operating Activities:
The Company generated $\$ 33.6$ million in cash from operating activities of continuing operations in fiscal year 2000 as compared to $\$ 29.2$ million generated during fiscal year 1999. The $\$ 4.4$ million decrease in operating cash flow from continuing operations was a result of; a $\$ 4.9$ million increase in net income adjusted for non cash items, a $\$ 0.7$ million decrease in inventory as seen in the improved disposable finished goods inventory turns, a short-term sales-type lease reduction of $\$ 3.8$ and a $\$ 7.4$ decrease in other assets. These increased sources of cash were offset by a $\$ 2.9$ million increase in accounts receivable, a $\$ 7.9$ million change to the prepaid income tax account due to fiscal year 1999 refunds not recurring in fiscal year 2000 and a $\$ 1.6$ million decrease in accounts payable, accrued expenses and other current liabilities. The increase in accounts receivable was attributable to condensing the quarter to 12 weeks in accordance with the Company's Y $2 k$ contingency plan. If the actual collections received in the 13th week were taken into account, the DSO was in line with that the third quarter of fiscal year 1999.

During fiscal year 2000, the Company's discontinued operations utilized $\$ 10.0$ million less in operating cash flows as compared to fiscal year 1999.

Investing Activities
The Company utilized $\$ 31.4$ million in cash for investing activities from continuing operations in fiscal year 2000, an increase of $\$ 22.7$ million from the $\$ 8.7$ million utilized in fiscal year 1999. The $\$ 22.7$ increase in investing activity during the nine months ended December 25, 1999 was due to a $\$ 15.0$ million investment in Transfusion Technologies Corporation during the third quarter of fiscal year 2000, a $\$ 3.9$ million increase in capital expenditures, net of retirements and disposals and \$3.8 million decrease in the cash generated by long-term sales contracts.

During the nine months ended December 25, 1999, discontinued operations provided $\$ 3.6$ million in investing cash flows. This reflects a decrease in investing cash flows provided from discontinued operations of $\$ 11.0$ as compared to the $\$ 14.6$ million in cash provided during the first nine months of fiscal year 1999.

## Financing Activities:

During the nine months ended December 25, 1999, the Company's net debt increased $\$ 26.3$ million, a $\$ 53.0$ million increase as compared to the nine months ended January 2, 1999. This $\$ 53.0$ million increase resulted primarily from the operating and investing activities in fiscal year 2000 which provided $\$ 19.3$ million less cash than in fiscal year 1999, \$3.7 million less cash provided from employee stock purchase plan and stock option activity, a $\$ 0.6$ million unfavorable impact of currency and the Company's repurchase in fiscal year 2000 of 1.6 million shares of common
stock for its treasury for $\$ 29.4$ million. Future share repurchases are dependent upon the availability of shares at acceptable price levels and compliance with restrictive convenants in the Company's financing agreements.

At December 25, 1999, the Company had working capital of $\$ 134.7$ million. This reflects a decrease of $\$ 27.5$ million in working capital for the nine months ended December 25, 1999. The Company believes its sources of cash are adequate to meet its projected needs.

## RECENT ACCOUNTING PRONOUNCEMENTS

In June 1998, FASB issued SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities." SFAS No. 133 establishes accounting and reporting standards requiring that every derivative instrument (including certain derivative instruments embedded in other contracts) be recorded in the balance sheet as either an asset or liability measured at its fair value. The SFAS No. 133 requires that changes in the derivatives fair value be recognized currently in earnings unless specific hedge accounting criteria are met. Special accounting for qualifying hedges allows a derivative's gains and losses to offset related results on the hedged item in the income statement, or in the case of a hedge of a forecasted probable transaction, a derivative's gains and losses are included in other comprehensive income until the transaction is consummated. Additionally, a company must formally document, designate, and assess the effectiveness of transactions that receive hedge accounting. SFAS No. 133 is effective for fiscal years beginning after June 15, 2000. A company may implement SFAS No. 133 as of the beginning of any fiscal quarter after issuance. SFAS No. 133 cannot be applied retroactively. The impacts of adopting SFAS No. 133 on the Company's financial statements or the timing of adoption of SFAS No. 133 have not been determined. However, it is expected that the derivative financial instruments acquired in connection with the Company's hedging program will continue to qualify for hedge accounting.

## Cautionary Statement Regarding Forward-Looking Information

Statements contained in this report, as well as oral statements made by the Company that are prefaced with the words "may," "will," "expect," "anticipate," "continue," "estimate," "project," "intend," "designed" and similar expressions, are intended to identify forward looking statements regarding events, conditions and financial trends that may affect the Company's future plans of operations, business strategy, results of operations and financial position. These statements are based on the Company's current expectations and estimates as to prospective events and circumstances about which the Company can give no firm assurance. Further, any forward-looking statement speaks only as of the date on which such statement is made, and the Company undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made. As it is not possible to predict every new factor that may emerge, forward-looking statements should not be relied upon as a prediction of actual future financial condition or results. These forward-looking statements, like any forward-looking statements, involve risks and uncertainties that could cause actual results to differ materially from those projected or unanticipated. Such risks and uncertainties include technological advances in the medical field and the company's ability to successfully implement products that incorporate such advances, product demand and market acceptance of the Company's products, regulatory uncertainties, the effect of economic conditions, the impact of competitive products and pricing, foreign currency exchange rates, changes in customers' ordering patterns, the effect of uncertainties in markets outside the U.S. (including Europe and Asia) in which the Company operates, and the implications of Year 2000 including but not limited to the cost and expense of updating software and hardware and any potential system interruptions. The foregoing list should not be construed as exhaustive.

## Year 2000 Costs

Haemonetics made the transition to the calendar year 2000 without "Year 2000" interruptions. Throughout the approximately $\$ 3$ million year 2000 project, the Company replaced or upgraded over 700 PCs and other computers, telecommunication systems around the world and added back-up capabilities. In addition, a complete inventory of computer software was developed. Over $35 \%$ of the software applications were upgraded, remediated, or retired. Several non-information technology functions were also improved including manufacturing facilities and customer support areas. The Company also took this opportunity to leverage Year 2000 contingency planning activities into disaster recovery plans for locations around the world.

Risks
The Company continues to evaluate the risks associated with potential delayed impact Year 2000 related failures. The failure to correct a material Year 2000 problem could result in an interruption in, or a failure of, certain normal business activities or operations. Such failures could materially and adversely affect the company's business, financial condition, and results of operations. Due to the general uncertainty inherent in the Year 2000 problem, resulting in part from the uncertainty of the Year 2000 readiness of third-parties, the Company is unable to determine at this time whether the consequences of Year 2000 failures will have a material impact on the Company's business, financial condition, and results of operations. The Company's Year 2000 project has significantly reduced the Company's level of uncertainty about the Year 2000 problem and, in particular, about the Year 2000 compliance and readiness of its critical vendors. The company believes that, with the implementation of new business systems and completion of the Company's Year 2000 project as scheduled, the possibility of significant interruptions of normal operations has been reduced.

Effective January 1, 1999, 11 of the 15 countries in the European Union (Austria, Belgium, Finland, France, Germany, Holland, Ireland, Italy, Luxembourg, Portugal and Spain) adopted a single currency known as the Euro. For the next three years, these countries will be allowed to transact business in both the Euro and in their own currencies at fixed exchange rates. Beginning on July 1, 2002, the Euro will become the only currency for these 11 countries.

Operations in Europe
The introduction of the Euro may have a significant impact on the Company's operations. The Company has 10 subsidiaries located throughout Europe, that generate one-third of its sales.

## State of Readiness

The Company has formed a Euro Steering Committee (the "Committee") to address all issues related to the Euro. This Committee is now preparing a detailed action plan which will cover all areas of concern including information systems, finance, tax, treasury, legal, marketing and human resources.

As a part of the detailed action plan, a comprehensive questionnaire was distributed to all of the Company's European subsidiaries to gain a better understanding of the impact of the Euro currency in each location. Currently, the responses to the questionnaires are being analyzed and specific action plans are being developed for each subsidiary.

Date of conversion

The target date for conversion of the Company's local and corporate information systems to the Euro is April 2, 2001, which is the first day of the Company's fiscal year 2002.

Business activities
Although the introduction of the Euro will likely result in greater transparency of pricing throughout Europe, it is anticipated that these changes will have little impact on Haemonetics. The Company's products are heavily regulated by organizations specific to each country and as a result, transactions between countries are infrequent.

## Information systems

The Company is continuing to gain a more complete view of the impact of the Euro conversion on its information systems. The Company realizes it will create technical challenges to adapt information technology and other systems to accommodate Euro-denominated transactions. The Committee is in the process of identifying all systems and determining their state of Euro readiness. The cost of adapting these systems is not yet known, but the Company does not believe it to be significant.

All systems will be tested during the first two quarters of Fiscal Year 2001.

Accounting, Finance \& Treasury
At the point the Company adopts the Euro, it expects to experience the benefits of simplified hedging, banking and financial transaction systems.

The Corporate local currency bank accounts have been consolidated to a single Euro account. Each subsidiary will maintain bank accounts, which are capable of processing transactions in both the local currency and the Euro. The transactions between the local currency accounts and Euro accounts throughout Europe do not result in any additional expense for the company.

Tax
It is expected that some of the European countries will allow costs related to the introduction of the Euro to be fully deductible. Additionally, it is anticipated that most countries will allow tax relief by means of a one-time depreciation or amortization charge related to assets utilized in the Euro conversion.

Legal
The EU has adopted regulations precluding a party from using the Euro conversion as the reason for breaching or changing its contractual obligations, unless the other parties to the contract are in agreement. The Company is now in the process of identifying any contracts between the Company and parties outside the USA, which fall under these regulations. At this point, the Company is not aware of substantial risk related to such contracts.

The conversion to Euro on April 2, 2001 will result in the conversion of the share capital of the 6 subsidiaries within the EMU. The amount of the converted share capital must be modified in order to eliminate uneven amounts and decimals resulting from the conversion.

The Committee has identified the new amounts of the share capital per the requested minimum capital requirements issued by the EU. The Committee is currently in the process of coordinating all activities related to these changes such as meetings of the subsidiary board of directors, shareholder meetings, changes in by-laws and defining the appropriate accounting transactions. The Company anticipates that all required changes will be completed during fiscal year 2001. The Company does not anticipate material exposure resulting from the share capital conversion.

The Committee has decided not to rewrite the existing employee contracts in subsidiaries located in the EMU, but rather, to give a letter to each employee which will form an integrated part of the existing employee contract. This letter will indicate the salary amount in Euro, as well as provide general information about the Euro. The effective date of this letter will be April 2, 2001.

An Euro contact person responsible for organizing regular employee updates and for communicating the company-wide progress of the Euro implementation has been identified at each European subsidiary.

## Costs

Although the total cost of the Euro conversion has not yet been quantified, the Company does not believe that the total cost will be significant or have a material impact on its business, results of operations, financial position or cash flows.

Item 3. Quantitative and Qualitative Disclosures About Market Risk
The Company's exposures relative to market risk are due to foreign exchange risk and interest rate risk.

Foreign exchange risk
Over two-thirds of the Company's revenues are generated outside the U.S. yet the Company's reporting currency is the U.S. dollar. Foreign exchange risk arises because the Company engages in business in foreign countries in local currency. Exposure is partially mitigated by producing and sourcing product in local currency. Accordingly, whenever the US dollar strengthens relative to the other major currencies, there is an adverse affect on the Company's results of operations and alternatively, whenever the U.S. dollar weakness relative to the other major currencies, there is a positive effect on the Company's results of operations.

It is the Company's policy to minimize for a period of time, the unforeseen impact on its results of operations of fluctuations in foreign exchange rates by using derivative financial instruments known as forward contracts to hedge the majority of its firm sales commitments to customers that are denominated in foreign currencies. The Company also enters into forward contracts that settle within 35 days to hedge certain intercompany receivables denominated in foreign currencies. Actual gains and losses on all forward contracts are recorded in operations, offsetting the gains and losses on the underlying transactions being hedged. These derivative financial instruments are not used for trading purposes. The Company's primary foreign currency exposures in relation to the U.S. dollar are the Japanese Yen and the Euro equivalent of the French Franc, Deutsche Mark and Italian Lire.

The Company has the following significant foreign exchange contracts to hedge certain firm sales commitments denominated in foreign currency outstanding:

| Hedged | (BUY) / SELL | Weighted Forward | US\$ @ | Unrealized |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Currency | Local Currency | Contract Rate | Forward Rate | Gain / (Loss) | Maturity |

Euro Equivalent Euro Equivalent Euro Equivalent Euro Equivalent Japanese Yen Japanese Yen Japanese Yen Japanese Yen

7,500,000 7,500,00
, \$1.054
$7,200,000 \quad \$ 1.077 \quad \$ 7,406,600$
$7,500,000 \quad \$ 1.108 \quad \$ 7,764,650$
$1,670,000,000 \quad 125.4$ per US $\$$
$1,850,000,000 \quad 117.3$ per US $\$$
$1,975,000,000 \quad 111.9$ per US\$
$2,075,000,00099.7$ per US\$
$\$ 16,424,539$
\$18,453,408
$\$ 20,016,763$
$\$ 21,376,225$
\$ 974,050
\$ 240,100
\$ 350,560
\$ 542,850
$\$(3,110,725)$ $\$(2,678,928)$ $\$(2,368,147)$ \$ $(555,363)$

Includes forward points.

The Company estimated the change in the fair value of all forward contracts assuming both a $10 \%$ strengthening and weakening of the U.S. dollar relative to all other major currencies. In the event of a 10\% strengthening of the U.S. dollar, the fair value of all forward contracts would increase by $\$ 8.1$ million. Assuming a $10 \%$ weakening of the U.S. dollar relative to all other major currencies, the fair value of all forward contracts would decrease by $\$ 9.2$ million.

Interest Rate Risk
Approximately $91 \%$, of the Company's long-term debt is at fixed rates. Accordingly, a change in interest rates has an insignificant effect on the Company's interest expense amounts. The fair value of the Company's longterm debt however would change in response to interest rates movements due to its fixed rate nature. At December 25, 1999, the fair value of the Company's long-term debt was approximately equivalent to the value of the debt reflected on the Company's financial statements. Approximately $88 \%$ of the Company's outstanding long-term borrowing is represented by the $\$ 40$ million in $7.05 \%$ fixed rate senior notes at December 25, 1999.

Using scenario analysis, the Company changed the interest rate on all long-term maturities by $10 \%$ from the rate levels, which existed at December 25, 1999. The effect was a change in the fair value of the Company's longterm debt, of approximately $\$ 1.6$ million.

## PART II - OTHER INFORMATION

Item 1. Legal Proceedings

Not applicable.

Item 2. Changes in Securities

Not applicable.

Item 3. Defaults upon Senior Securities

Not applicable.
Item 4. Submission of Matters to a Vote of Security Holders

None

Item 5. Other Information

None
Item 6. Exhibits and Reports on Form 8-K.
(a). Exhibits

The following exhibits will be filed as part of this form $10-Q$ :
Exhibit 27 Financial Data Schedule
(b). Reports on Form 8-K.
none

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

## HAEMONETICS CORPORATION

Date: February 2, 2000

Date: February 2, 2000

By: s/ James L. Peterson
-----------------President and Chief Executive Officer

By: s/ Ronald J. Ryan
Ronald J. Ryan, Sr. Vice President and Chief Financial Officer, (Principal Accounting Officer)

$$
\begin{aligned}
& \text { 9-MOS } \\
& \text { APR-01-2000 } \\
& \text { DEC-25-1999 } \\
& 46,525 \\
& \text { 73,113 } \\
& \text { 1,073 } \\
& \text { 59,245 } \\
& \text { 225,173 } \\
& \text { 184,026 } \\
& \text { 100,970 } \\
& \text { 361,870 } \\
& \text { 90,472 } \\
& 0 \\
& 0 \\
& \text { 211,778 } \\
& 361,870 \\
& \text { 208,094 } \\
& \text { 208,094 } \\
& \text { 110,461 } \\
& 110,461 \\
& \text { 11,197 } \\
& \text { 3,296 } \\
& \text { 26,608 } \\
& \text { 8,514 } \\
& \text { 18,094 } \\
& 144 \\
& 0 \\
& \text { 18,238 } \\
& 0.69 \\
& 0.69
\end{aligned}
$$

## 9-MOS

APR-03-1999
JAN-02-1999
42,253
66,034
765
64,045
217,367
179,753
96,219
353,237
65,425
$0 \quad 51,642$
0
221,449
353,237 207,741
207,741 108,779
108,779
11,035
3,062
23,193
15,075 8,11
(95)

14,980
0.56
0.56


[^0]:    Includes red cell disposables

[^1]:    Comparable Basis Adjustments
    Adjustments made for comparison purposes only were as follows:

