

# Haemonetics Corporation

INVESTOR DAY

JUNE 29, 2022

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# 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 contains non-GAAP financial measures as defined under applicable SEC rules and regulations. These 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. To the extent available without unreasonable effort, we have provided reconciliations of these non-GAAP measures to their most comparable GAAP measure in Appendix A to this presentation, which is available on our website at [www.haemonetics.com](http://www.haemonetics.com). With the exception of fiscal 2023 total Company revenue guidance, the Company does not provide a reconciliation of forward-looking non-GAAP measures 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. Except as otherwise noted with respect to fiscal 2023 guidance disclosed by the Company on May 10, 2022, estimates of future financial performance represents the Company’s long-term goals and is not intended as guidance. See “Safe Harbor for Forward-Looking Statements” above regarding forward-looking statements made in this presentation.

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# AGENDA

## **Olga Guyette**

Senior Director, Investor Relations and Treasury

## **Chris Simon**

President and Chief Executive Officer

## **Jake Bonner**

Vice President North America, Plasma and Blood Center

## **Thomas Lenzen**

Vice President International/OUS, Plasma and Blood Center

## **Stewart Strong**

President, Global Hospital

## **Anila Lingamneni**

Executive Vice President, Chief Technology Officer

## **James D'Arecca**

Executive Vice President, Chief Financial Officer

**WELCOME AND SAFE HARBOR**

**STRATEGY AND OVERVIEW**

**GLOBAL PLASMA BUSINESS**

**GLOBAL BLOOD CENTER BUSINESS**

**GLOBAL HOSPITAL BUSINESS**

**INNOVATION**

**FINANCIALS**

**CLOSING REMARKS AND Q&A**

# Chris Simon

STRATEGY AND OVERVIEW

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## FROM TURNAROUND TO TRANSFORMATIONAL GROWTH

▶ **We executed a comprehensive plan to lay a foundation for long-term value creation:**

- Strengthened product portfolio with distinctive offerings in attractive markets
- Redesigned core processes, improved decision-making and optimized resource allocation
- Recruited, developed and motivated talent to execute our plans

▶ **The pandemic set us back, especially in Plasma, but we stayed the course:**

- Kept employees safe and customers well-supplied
- Preserved cash and delivered earnings, despite reduced volume and inflationary pressures
- Evolved our portfolio and pursued enhanced productivity to free up funding for growth

▶ **We are well-positioned for Transformational Growth:**

- Plasma and Hospital will each deliver breakout performance
- Innovation agenda and inorganic growth will further strengthen and evolve our portfolio
- OEP and resource allocation will drive margin expansion and optimize return on investment

▶ **Our Long-Range Plan is a set of evolutionary steps to deliver revolutionary results**

## FY'17 – FY'20 HAEMONETICS' TURNAROUND

## FY'21 – FY'22 NAVIGATING HEADWINDS

## FY'23 – FY'26 TRANSFORMATIONAL GROWTH

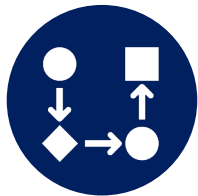


### ▶ PRODUCTS

- Transform portfolio
- Reengineer products
- Strengthen clinical expertise



- Launch of NexSys PCS® and YES®
- New indications for TEG®6s
- Divestiture of non-strategic assets



### ▶ PROCESSES

- Commit to continuous improvement
- Increase productivity
- Focus on purposeful resource allocation



- Complexity Reduction Initiative
- Customer-centric business unit structure
- Flexible, localized distribution network



### ▶ PEOPLE

- Build performance-driven culture
- Foster greater collaboration
- Bring together the right people to execute plans

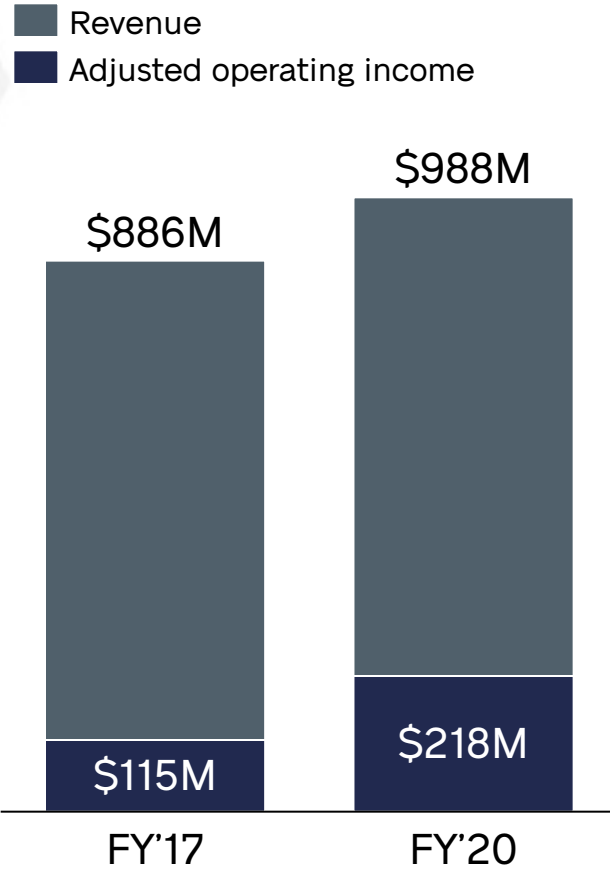


- Refresh of Company leadership and Board
- Investments in talent and workplace
- Move HQ into downtown Boston

## FY'17 – FY'20 HAEMONETICS' TURNAROUND

## FY'21 – FY'22 NAVIGATING HEADWINDS

## FY'23 – FY'26 TRANSFORMATIONAL GROWTH



2%

compounded  
average  
annual  
revenue  
growth<sup>1</sup>

~900

basis point  
expansion  
in adjusted  
operating  
income margin<sup>1</sup>

19%

compounded  
annual growth  
rate in  
adjusted  
diluted EPS<sup>1</sup>

1) Calculated using the end of FY'16 and FY'20



### CHALLENGES & CHANGES

- COVID-19 global pandemic
- Supply chain disruptions and inflationary pressures
- CSL notification



### OUR RESPONSE

- Safety and business continuity
- Cash flow and earnings preservation
- Through-cycle mindset



### OUR RESULTS

- Consistently served customers despite external disruptions
- Advanced innovation agenda significantly
- Evolved product portfolio including M&A and divestitures

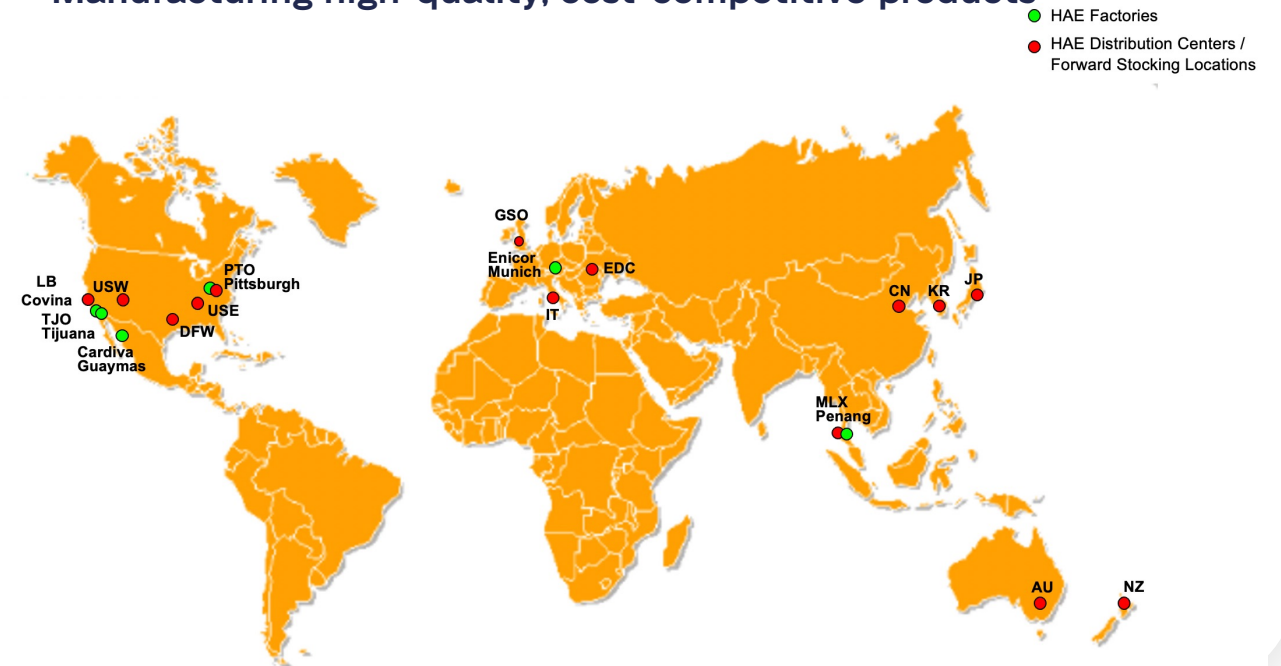


## BUILDING A RESILIENT, DEPENDABLE SUPPLY CHAIN AND MANUFACTURING NETWORK

- Lean Daily Management; cross-functional and data-driven planning (demand, supply and inventory)
- Flexible network of six world-class manufacturing sites, including new Clinton, PA facility
- Regionally-focused and optimized distribution network ensuring inventories closer to end customers, with two new locations added since 2021
- Continuous improvement culture focused on network optimization, quality, strategic sourcing, regionalization and business continuity

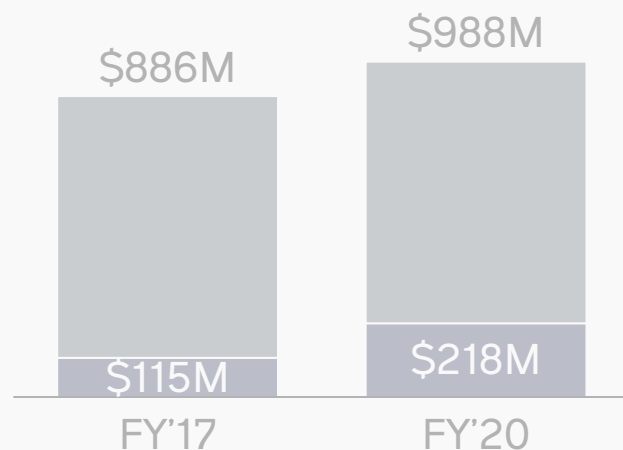


- Ensuring an uninterrupted stream of products to our customers
- Maintaining superior service and support under all circumstances
- Positioning Company to deal with any future disruption
- Manufacturing high-quality, cost-competitive products



## FY'17 – FY'20 HAEMONETICS' TURNAROUND

■ Revenue  
■ Adjusted operating income



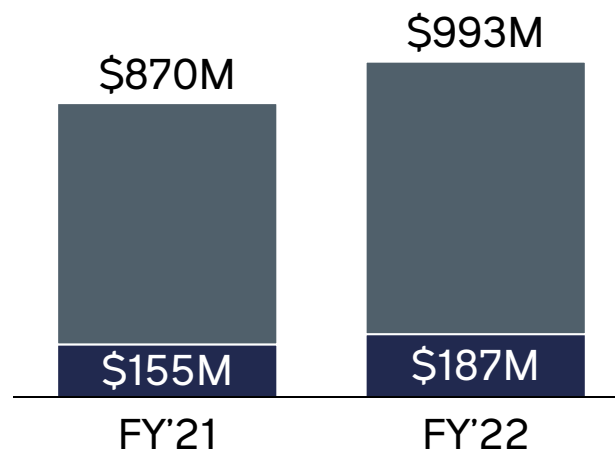
2% revenue CAGR<sup>1</sup>  
+900 bps expansion in adjusted operating income margin<sup>1</sup>  
19% adjusted diluted EPS CAGR<sup>1</sup>

1) Calculated using the end of FY'16 and FY'20

## FY'21 – FY'22 NAVIGATING HEADWINDS



■ Revenue  
■ Adjusted operating income



- Grew revenue and earnings despite the pandemic
- Doubled TAM
- Added \$35M of incremental savings via OEP

**HAEMONETICS®**

# 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

**CREATING SUSTAINABILITY ACROSS OUR BUSINESS, OUR WORKFORCE AND THE COMMUNITIES WE SERVE**

- Enterprise Risk Management
- Continuous Innovation
- Diversification

**Economic**



**Societal**



- Access to Healthcare
- Community Outreach / Philanthropy
- Ethical Sourcing

- Employee Engagement & Development
- Diversity, Equity & Inclusion
- Employee Health & Safety



**People**



**Environmental**

- Waste Reduction
- Energy / Water Efficiency
- Sustainable Design

## VALUE DRIVERS SUPPORT TRANSFORMATIONAL GROWTH



### Plasma

Supporting volume recovery via further improvements in yield, efficiency, compliance and donor safety to drive donor satisfaction and lower costs per liter



### Hospital

Unlocking market potential and accelerating growth and TAM with innovative products and expansion across existing customers and new markets worldwide



### Innovation Agenda

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



### Inorganic Growth

Using M&A to strengthen leadership position in core and adjacent markets; focusing on unique value-adding products and superior ROI



### Operational Excellence

Improving product quality, agility and resiliency, while creating savings to free up resources for investments in growth



### Resource Allocation

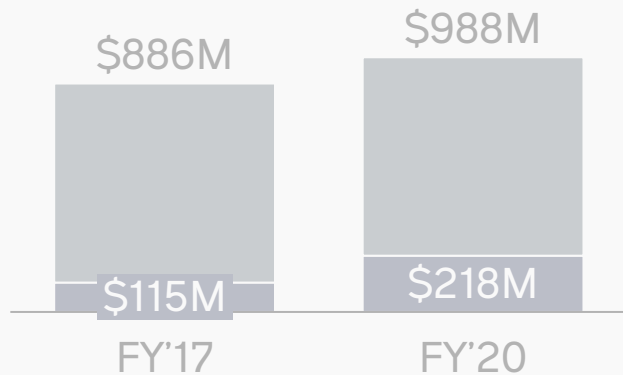
Focusing on targeted investments in organic and inorganic growth, while rewarding shareholders

## FY'17 – FY'20 HAEMONETICS' TURNAROUND

## FY'21 – FY'22 NAVIGATING HEADWINDS

## FY'23 – FY'26 TRANSFORMATIONAL GROWTH

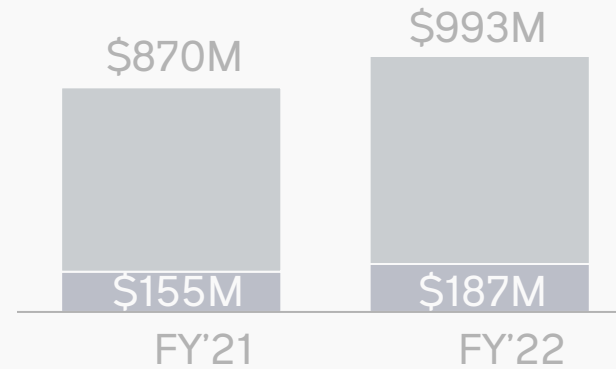
■ Revenue  
■ Adjusted operating income



- 2% revenue CAGR<sup>1</sup>
- +900 bps expansion in adjusted operating income margin<sup>1</sup>
- 19% adjusted diluted EPS CAGR<sup>1</sup>



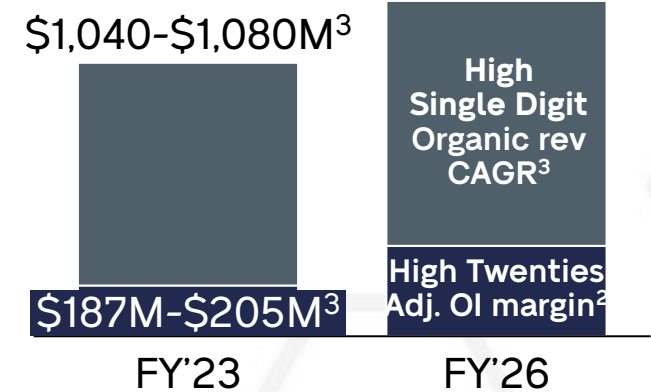
■ Revenue  
■ Adjusted operating income



- Grew revenue and earnings despite the pandemic
- Doubled TAM
- Added \$35M of incremental savings via OEP



■ Revenue  
■ Adjusted operating income



- **Vitality index in mid twenties in FY'26<sup>4</sup>**
- **High teens CAGR in adjusted operating income<sup>4</sup>**
- **Capacity grows to >\$2B by end of FY'26**

1) Calculated using the end of FY'16 and FY'20 2) Adjusted operating income margin 3) FY'23 reported revenue growth guidance range of 5 – 9%; FY'23 adjusted operating income guidance of 18%-19%  
4) Calculated using the end of FY'22 and FY'26

# Jake Bonner

GLOBAL PLASMA BUSINESS

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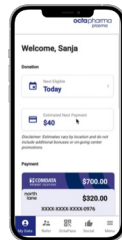
# LEADING POSITION IN PLASMA WITH MODERN, INTEGRATED TECHNOLOGY SOLUTIONS



**NexLynk PCS®  
Collection Device**



**NexLynk DMS®  
Donor Management  
Software**

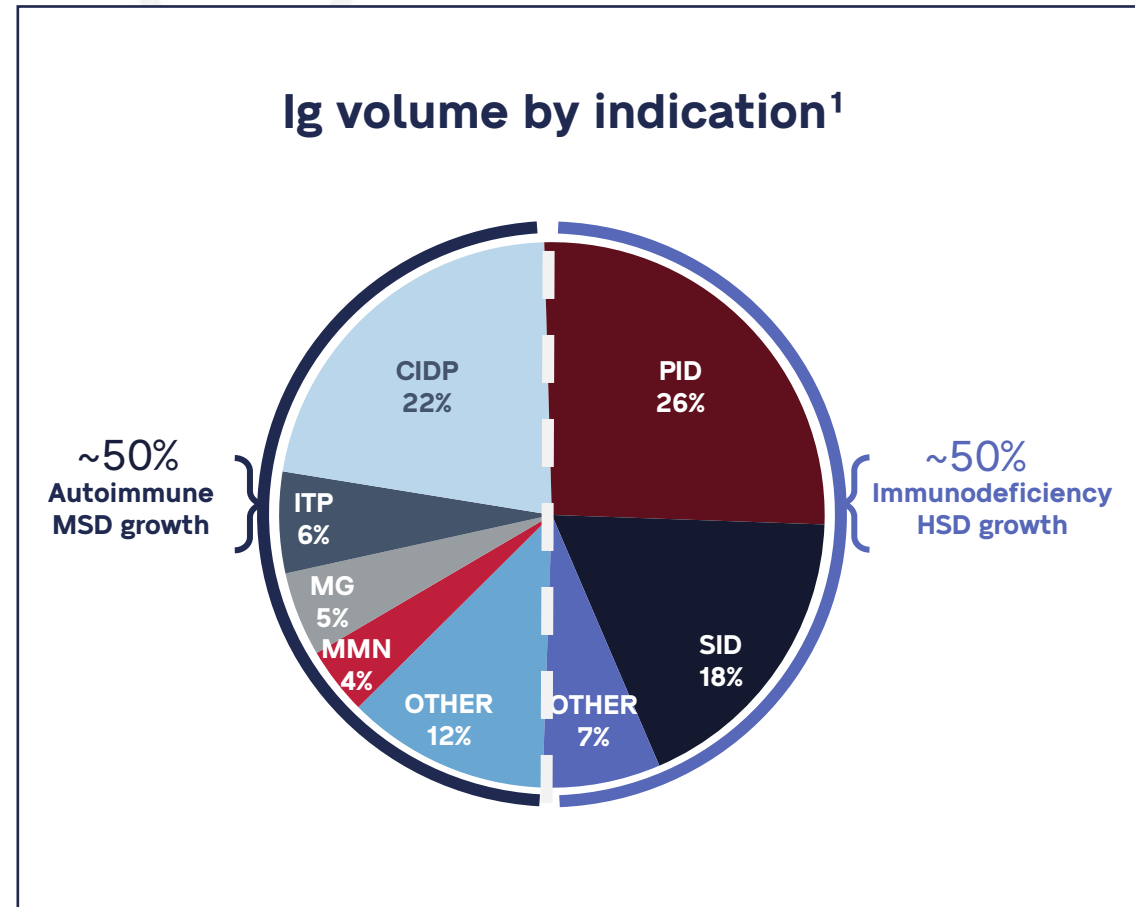
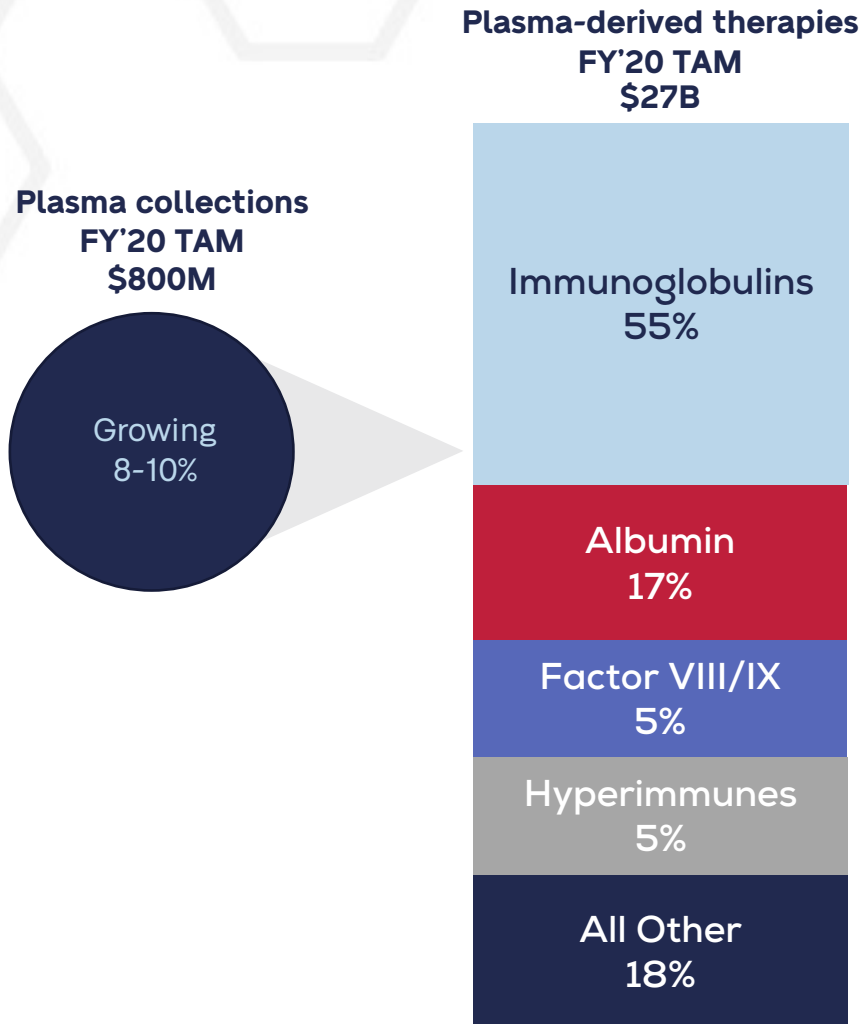


**Donor 360®  
Mobile App**

- 400 million collections over four decades
- Fully integrated plasma collection solution
- Best-in-class global supply chain
- Continuous innovation
- Attractive “razor-razorblade” business model with more than 90% of revenue coming from disposables

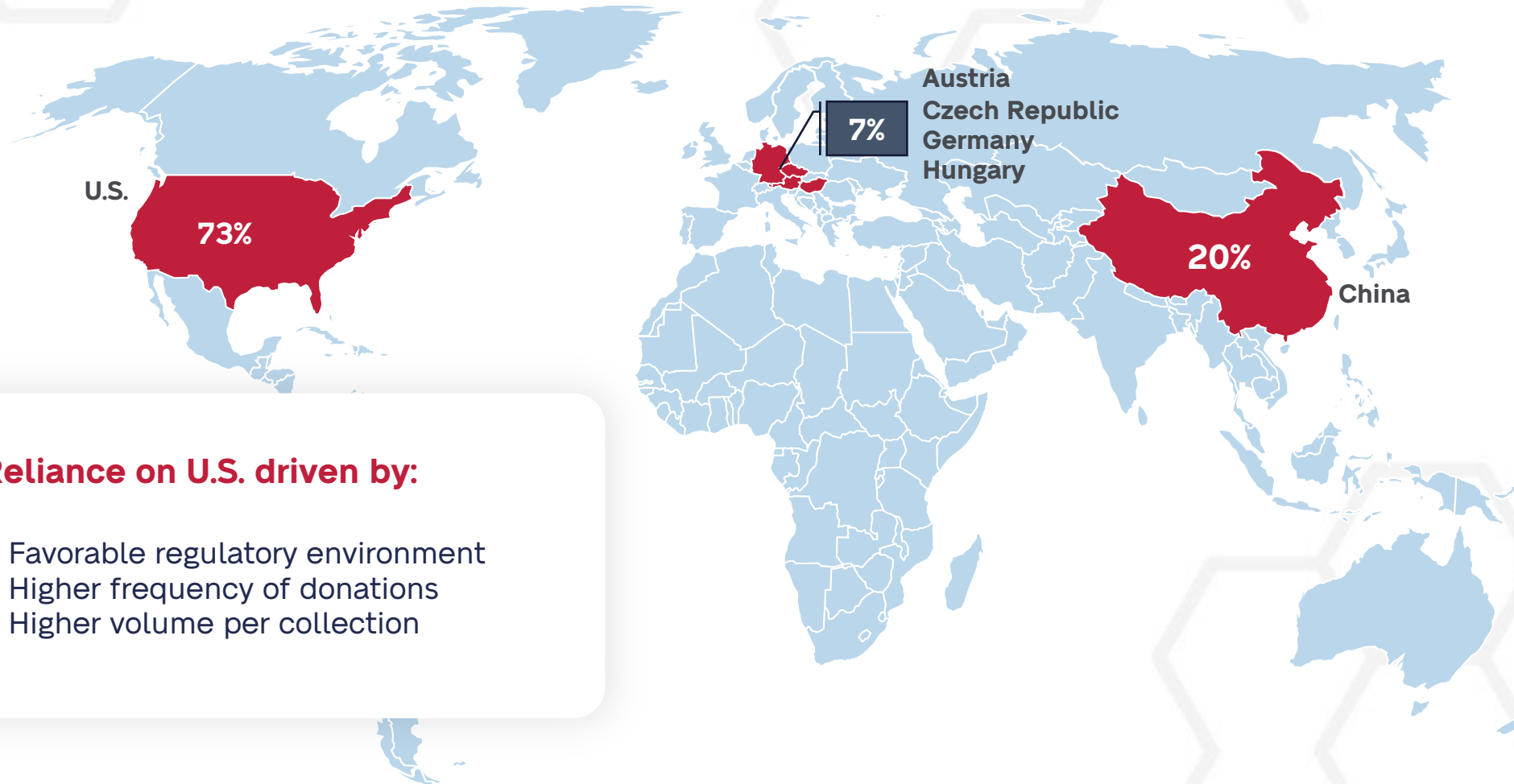


# SIGNIFICANT MARKET OPPORTUNITY DRIVEN BY END MARKET DEMAND FOR IMMUNOGLOBULINS (Ig)



1) SID -Secondary Immunodeficiency ; PID -Primary Immunodeficiency ; CIDP - Chronic Inflammatory Demyelinating Polyneuropathy ; ITP-Immune Thrombocytopenic Purpura ; MMN-Multifocal Motor Neuropathy ; MG-Myasthenia Gravis

# U.S. REMAINS THE PRIMARY MARKET FOR COMMERCIAL SOURCE PLASMA



## Reliance on U.S. driven by:

- Favorable regulatory environment
- Higher frequency of donations
- Higher volume per collection

# KEY PLASMA VALUE DRIVERS OVER THE LONG-RANGE PLAN



## Market

Robust demand for Ig creates sustainable growth in source plasma collection volume



## Customers

Replenishment of depleted plasma inventories results in a temporary spike in source plasma collections



## Technology

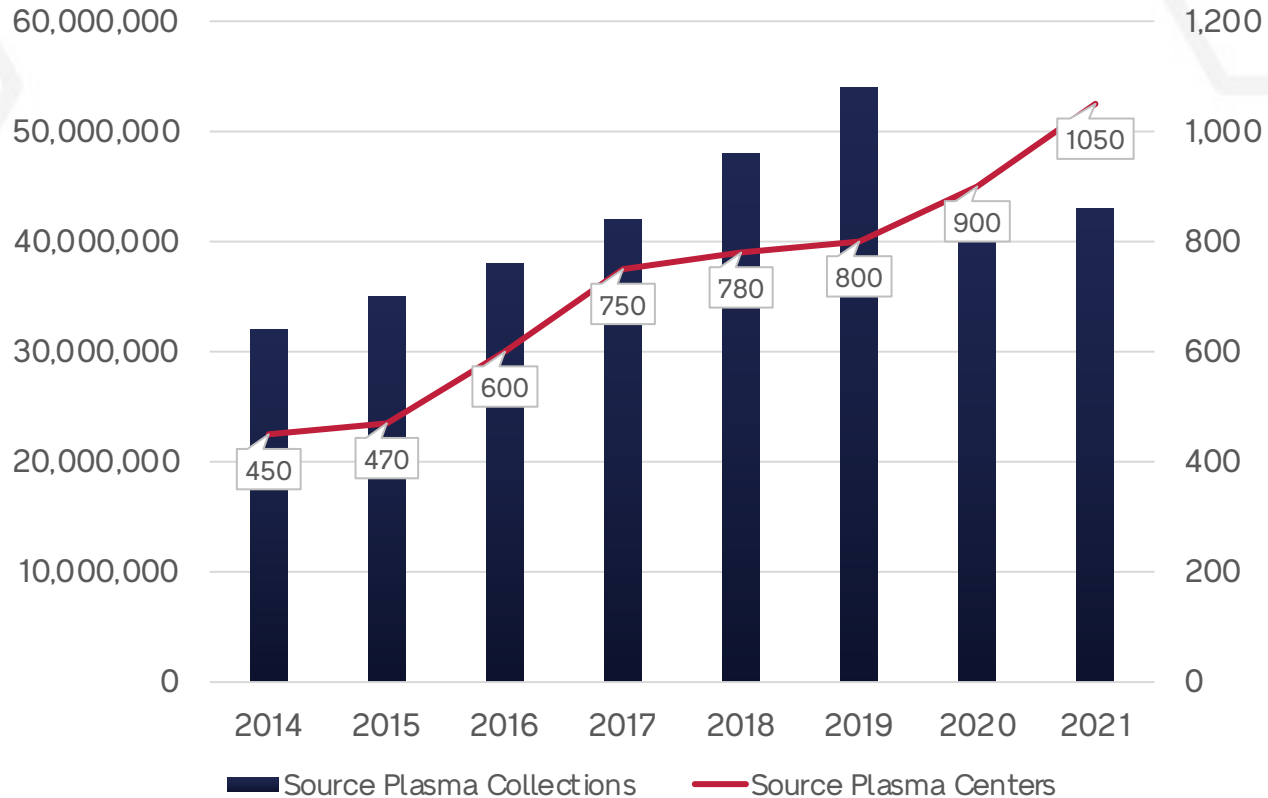
Value-adding technology strengthens leadership role, maintains global market share<sup>1</sup> and expands margins

**HAEMONETICS IS POISED TO ACHIEVE ROBUST REVENUE GROWTH AND MARGIN EXPANSION**

1) Excluding CSL

# DOUBLE DIGIT GROWTH IN THE UNDERLYING U.S. PLASMA COLLECTIONS MARKET

U.S. Source Plasma Market<sup>1</sup>



## Drivers:

- Growth in Ig usage
  - Diagnosis growth in key indications
  - Growing number of indications (>8,000 registered clinical trials)
- Customer investment
  - Fractionation capacity expansion
  - Investment in plasma centers continued during COVID
- Dependence on U.S. for ~73% of source plasma

1) Plasma Protein Therapeutics Association (PPTA)

# COVID-19 CREATES THE NEED FOR A ROBUST RECOVERY AND INCREASED COLLECTION EFFICIENCY

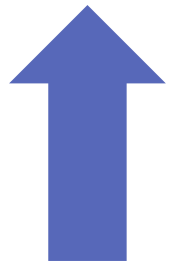
## SOURCE PLASMA COLLECTIONS MARKET:

- Reduction in U.S. plasma collections by ~20%<sup>1</sup>
- Increase in the cost to collect plasma<sup>2</sup>
- Depletion of raw plasma inventories<sup>2,3</sup>

## PLASMA THERAPIES MARKET<sup>3</sup>:

- Reduced availability of Ig therapies
- New therapies are early stage or address a small share of the overall Ig market

## COST PER LITER OF SOURCE PLASMA (CPL)<sup>2</sup>



~27%

increase in the cost to collect one liter of plasma

## NEW THERAPIES BY INDICATION

~50% of global Ig volume consumption is not addressed by current new therapy pipeline

Autoimmune indication	% of Ig volume (2021)	New MoA <sup>4</sup> launch date
CIDP	22%	FY 2025
MG	5%	Launched
ITP	6%	FY 2024
MMN	4%	FY 2028

1) FY'21 total US plasma collections when compared with FY'20 total U.S. plasma collections according to PPTA 2) Plasma Protein Therapeutic Association (PPTA) 3) Independent research by Adivo Associates. "Historical Ig Market Assessment in the U.S. and EU and 5-year Global Demand Forecast", April 2022 4) Mechanism of Action. Includes Anti-FcRn and other novel therapies

# NEXSYS® PLATFORM ADDRESSES EVERY CUSTOMER IDENTIFIED VALUE DRIVER AND REDUCES COST PER LITER



## PLASMA YIELD

- An additional 9%-12% more plasma per collection<sup>1,2</sup>



## PRODUCTIVITY

- 16-minute reduction in door-to-door time <sup>1,2,3</sup>
- Increased donor throughput.
- Simple ease of use



## SAFETY, QUALITY AND COMPLIANCE

- Minimize risk of errors
- 91% reduction in key quality events, 98% elimination of documentation errors<sup>1,2</sup>

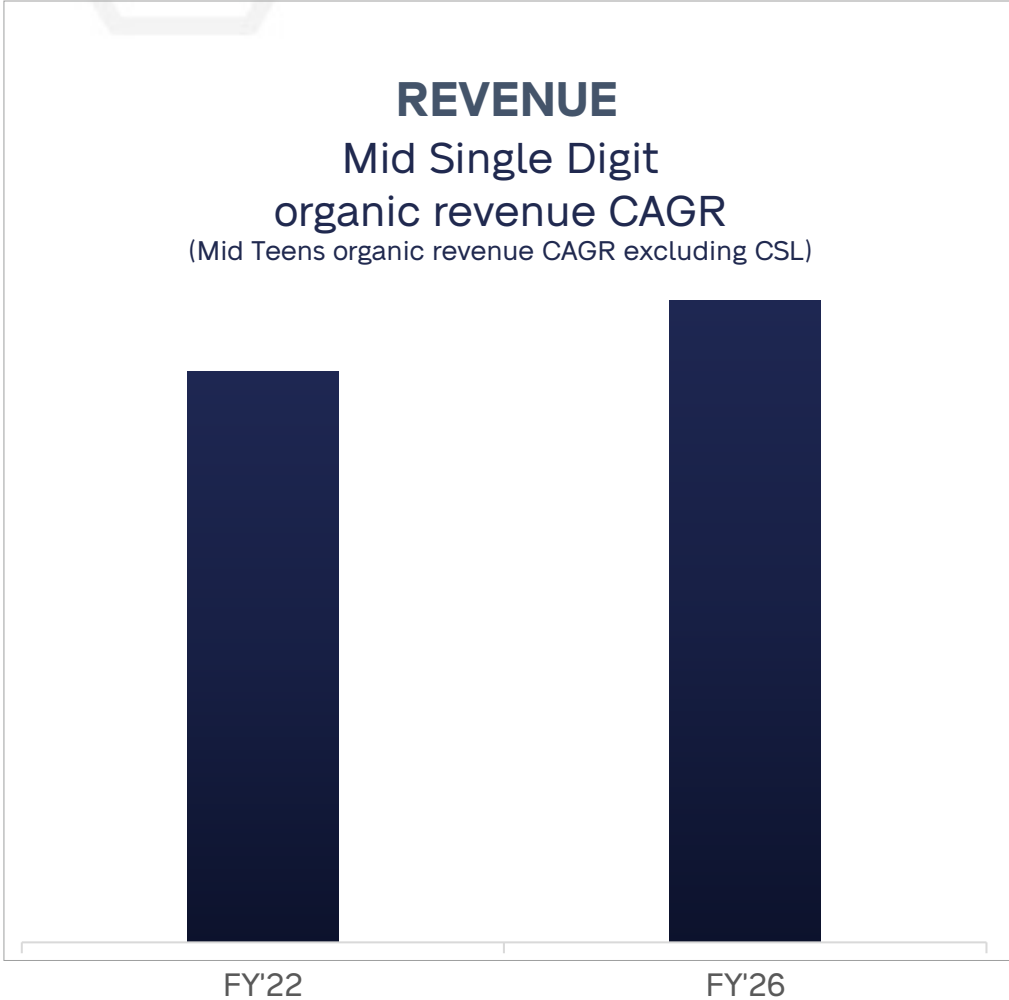


## DONOR EXPERIENCE

- Minimize time needed; more predictable
- Improve staff service levels, donating experience
- 93% affinity for NexSys PCS<sup>®</sup> 1,2

1) Representative in-market results, surveys 2) Based on baseline device, software configuration and donor population 3) Excludes Persona® Technology

# GLOBAL PLASMA REVENUE LONG-RANGE PLAN



1) Excluding CSL

- **Low teens volume growth in the U.S.<sup>1</sup>**
- **Customers replenish depleted inventories**
- **Ongoing commitment to technology and innovation maintains leadership position and improves margin**

## CRITICAL TAKEAWAYS

- Strong demand for Ig and reliance on the U.S. donor pool drive growth in U.S. source plasma collections
- All U.S. customers'¹ transition to the NexSys PCS® platform completed by mid FY'23
- Commitment to continuous value-driven innovation drives adoption, maintains market leadership² and improves margins
- Opportunity to grow market share in the U.S. and Internationally over time

1) Except CSL 2) Market share remains at ~40% post CSL transition.



# Thomas Lenzen

GLOBAL BLOOD CENTER BUSINESS

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# BLOOD CENTER PORTFOLIO OFFERS SAFE AND RELIABLE COLLECTION SOLUTIONS

## Manual Collection



Whole Blood

## Apheresis



NexSys®



MCS®+ 9000



PCS®2



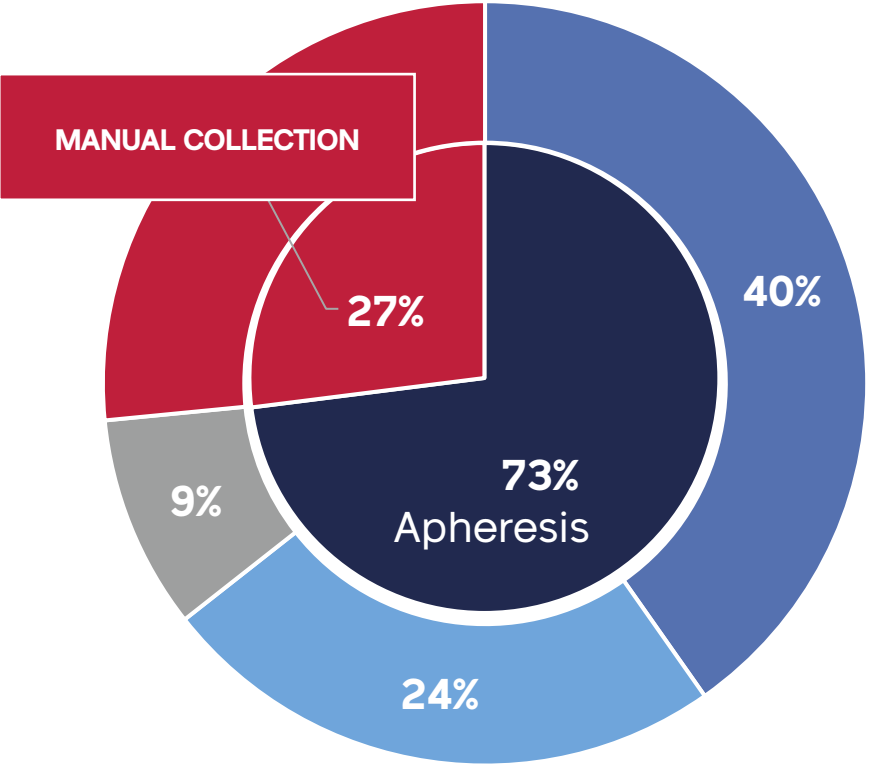
ACP®215

- 95% of revenue comes from disposables
- Serving Global Blood Centers through strong footprint of direct sales and distributors
- Leader in providing safe and reliable blood collection globally
- 75% of business is concentrated in apheresis

# DIVERSE PRODUCT PORTFOLIO COVERS ALL COLLECTION NEEDS

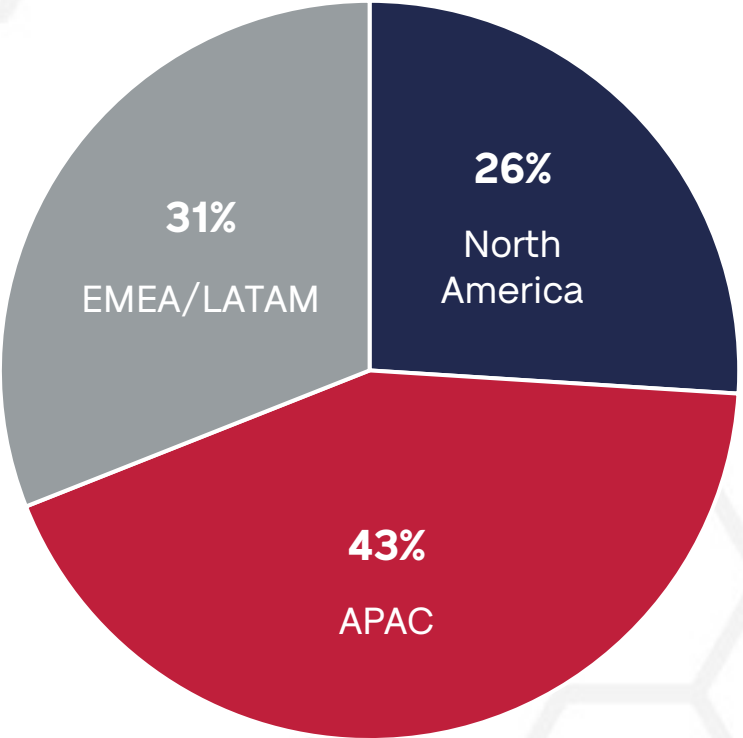
## FY'22 REVENUE

### BY COLLECTION



- Apheresis
- Manual Collection / Whole Blood
- Platelet
- Plasma
- Red Cell

### BY GEOGRAPHY

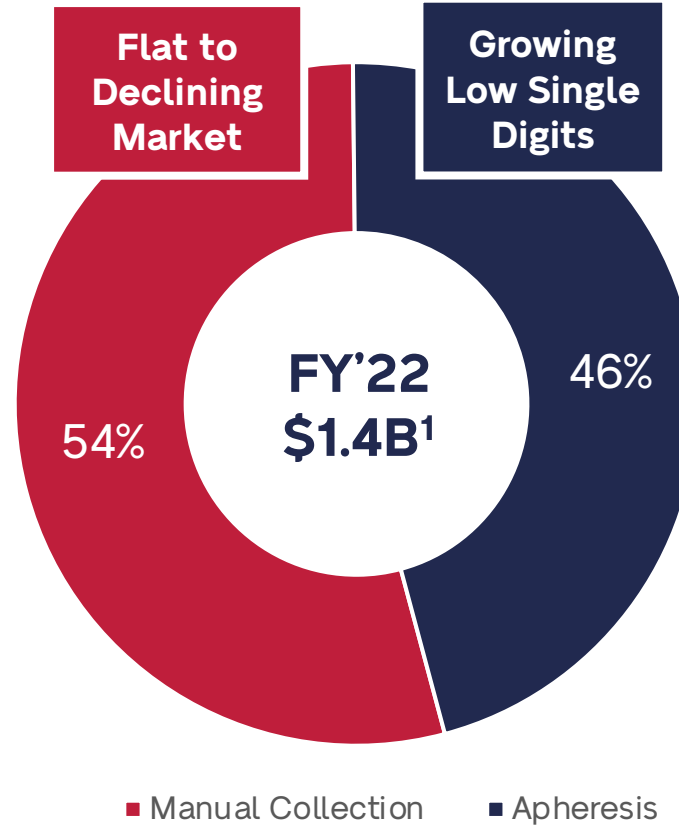


- North America
- APAC
- EMEA/LATAM

# OPPORTUNITY TO ADD VALUE IN APHERESIS

## Manual Collection

- Advancements in pharmaceuticals reduce bleeding
- Decline in highly invasive surgical procedures
- Better patient blood management
- Product commoditization creates pricing pressure



## Apheresis

- **Platelets**
  - Improving access in emerging markets
  - Increase of higher efficiency collections
- **Plasma**
  - Strong global demand for Ig
  - Push for source plasma self-sufficiency

1) Neuroanalysis Report 2021. : Haemonetics Global Market Summary – 2021. : MRB Global Blood-Plasma Collections Report 2019. : Martec Final VOC Report – September 2021.

# BLOOD CENTERS FOCUSED ON REDUCING DEPENDENCY ON COMMERCIAL SOURCE PLASMA

## THE WORLD NEEDS MORE PLASMA!



- Strong Ig demand supports plasma growth



- Ig supply rationing limits access to life-saving therapies internationally



- Increase in cost of plasma and Ig puts pressure on healthcare systems



## BLOOD CENTERS ARE RESPONDING



- Increase existing plasma donation programs



- New plasma collection initiatives



- Latest technology for highest efficiency



- New public-private partnership models

# WELL-POSITIONED TO CAPITALIZE ON OPPORTUNITIES IN APHERESIS



## Platelets

- Enable collection flexibility with MCS®+ platform
- Meet local market needs with tailored portfolio enhancements and innovations



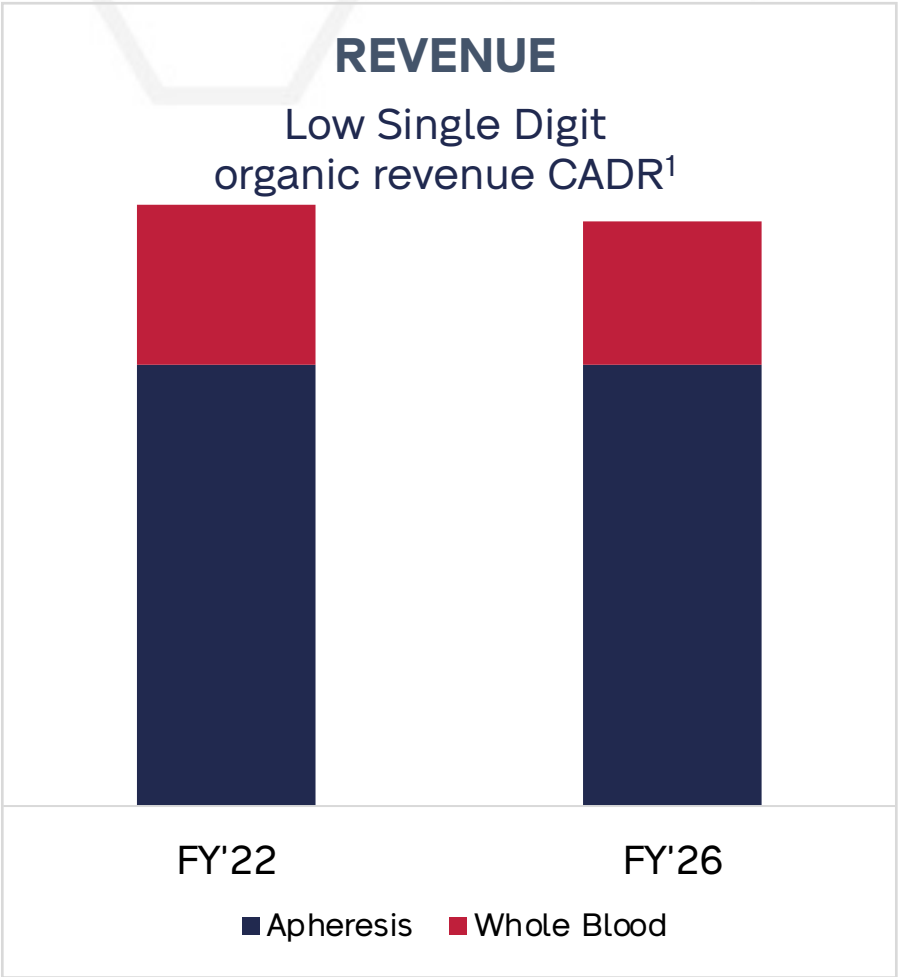
## Plasma

- Utilize market-leading, industry standard NexSys PCS® platform
- Enhance efficiency by integrating devices with collection center software

## SHARED FOUNDATION

- Direct teams with customer relationships and deep market insight
- Network of well-trained distributors
- Industry-leading technical service delivery

# GLOBAL BLOOD CENTER LONG-RANGE PLAN



- Stable, profitable apheresis business secured by long-term contracts
- Targeted investments toward high-impact innovation in core markets
- Opportunity to further stabilize this business through portfolio rationalization

1) Compounded Average Decline Rate

## CRITICAL TAKEAWAYS

- Strategy focused on the attractive and high margin categories in Apheresis
- Experience with commercial plasma customers in the U.S. and state-of-the-art NexSys PCS® technology will enable to capitalize on emerging opportunities in source plasma internationally
- Targeted high impact investments maintain market share in core markets
- Additional opportunities to optimize the business through portfolio rationalization



# Stewart Strong

GLOBAL HOSPITAL BUSINESS

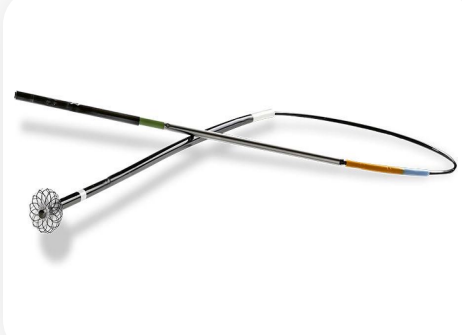
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# A GROWTH VEHICLE WITH LEADING POSITIONS IN KEY MARKETS



**Hemostasis  
Management**



**Vascular Closure**

- Leading positions in large, growing, underpenetrated markets
- Expanded sales force provides strong clinical and commercial capabilities with improved leverage and efficiency
- >80% of revenue coming from consumables
- >12% of revenue coming from software



**Transfusion  
Management**



**Cell Salvage**

# GROWTH DRIVEN BY IDENTIFYING AND FULFILLING UNMET MARKET NEEDS



## Technology

Focus on high-value, leading technology in growing and underdeveloped markets



## Education

Drive improved adoption and utilization through education and awareness



## Sales Expansion

Expand sales through strong global commercial and clinical infrastructure



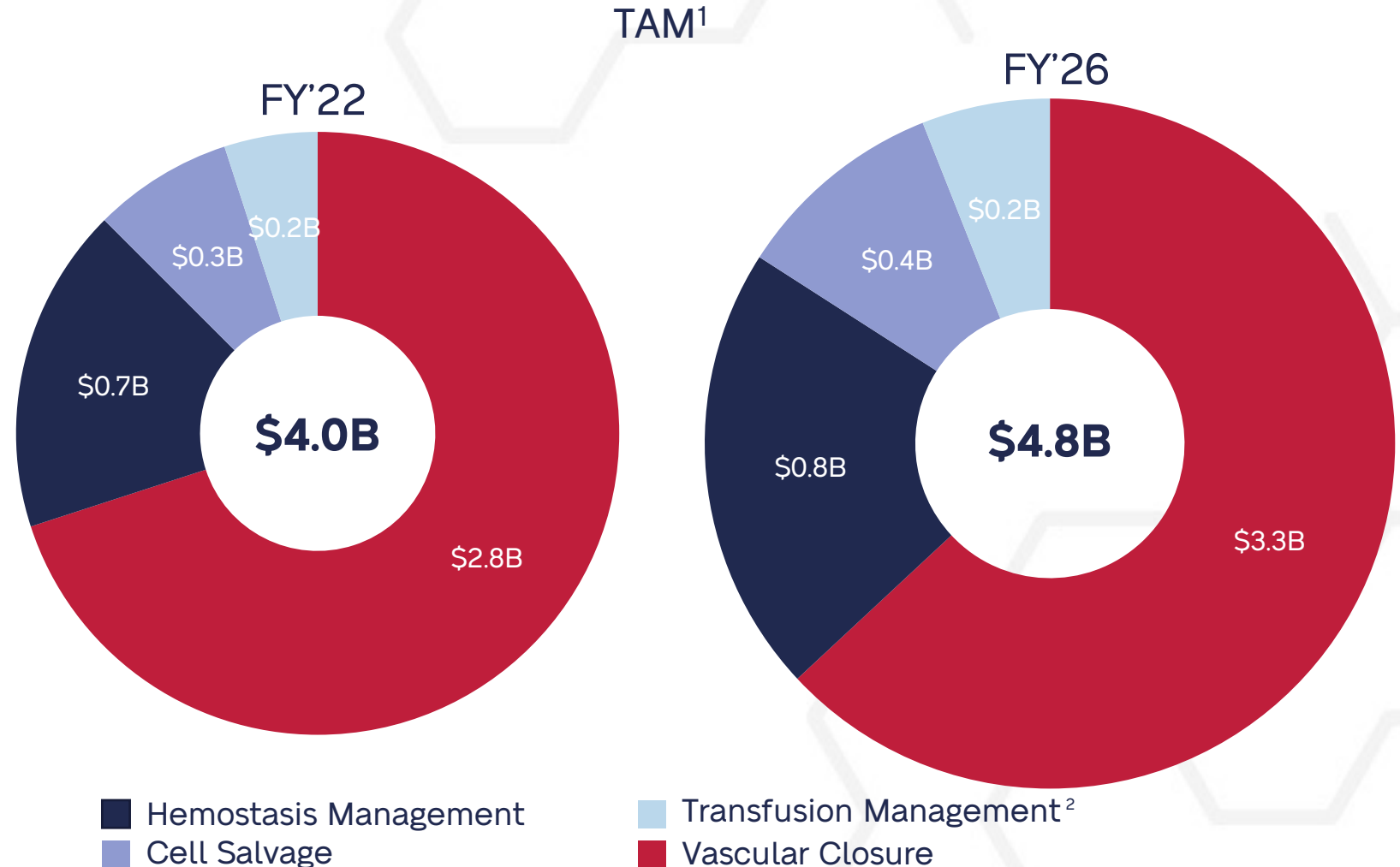
## Market Expansion

Expand market and product capabilities through organic and inorganic innovation

# LARGE AND GROWING GLOBAL MARKETS: TOTAL MARKET OPPORTUNITY GROWING TO \$4.8 BILLION

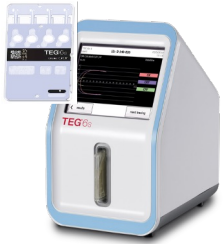
## Key Differentiators:

- Portfolio focused on addressing critical customer needs
- Depth of product and service offerings
- Global commercial infrastructure
- Outstanding supply chain capabilities
- Focused R&D and clinical teams



1) Annual disposables market only in core markets 2) HIMSS Logic Database, internal analysis

# HEMOSTASIS MANAGEMENT: ADVANCED PRODUCT AND COMMERCIAL CAPABILITIES



## TEG<sup>®</sup>6s

Rapid and easy-to-use cartridge-based system providing specific patient blood coagulation data



## ClotPro<sup>®</sup>1

The ClotPro<sup>®</sup> device offers more assays than any other hemostasis analyzer on the market



## HAS<sup>2</sup>

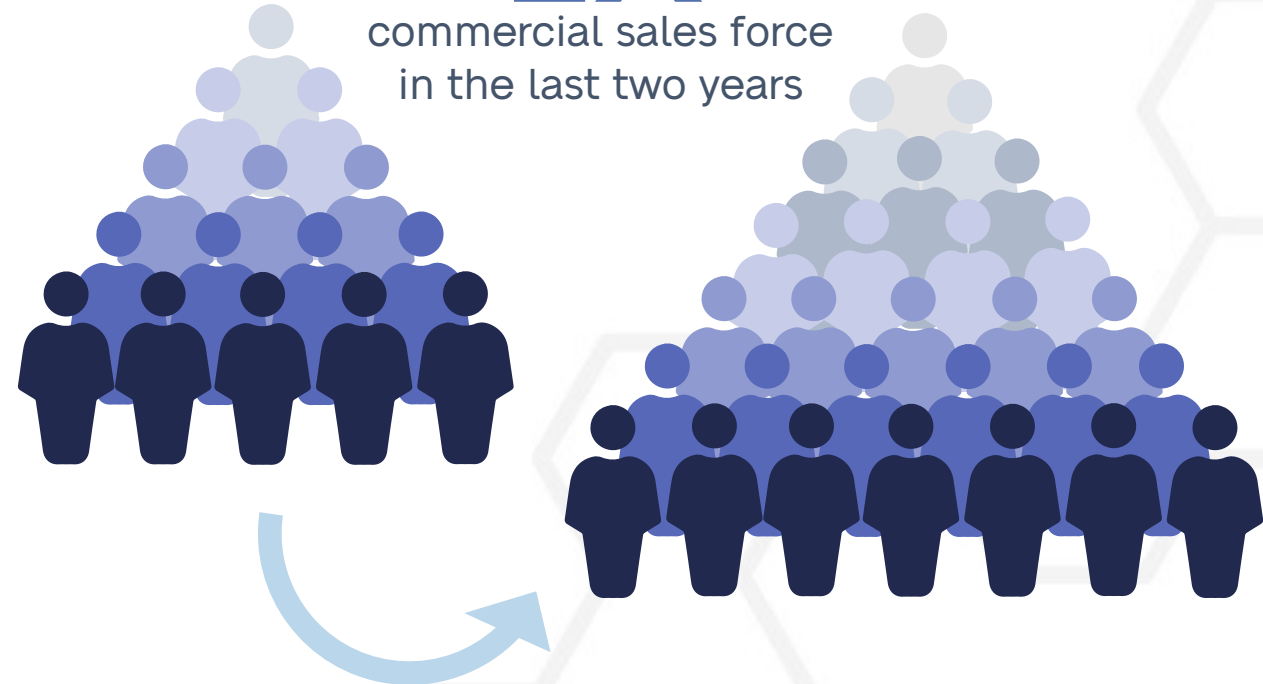
Locally developed and manufactured product tailored to China market needs

1) ClotPro not available in U.S. 2) HAS only available in China

## SALES FORCE EXPANSION

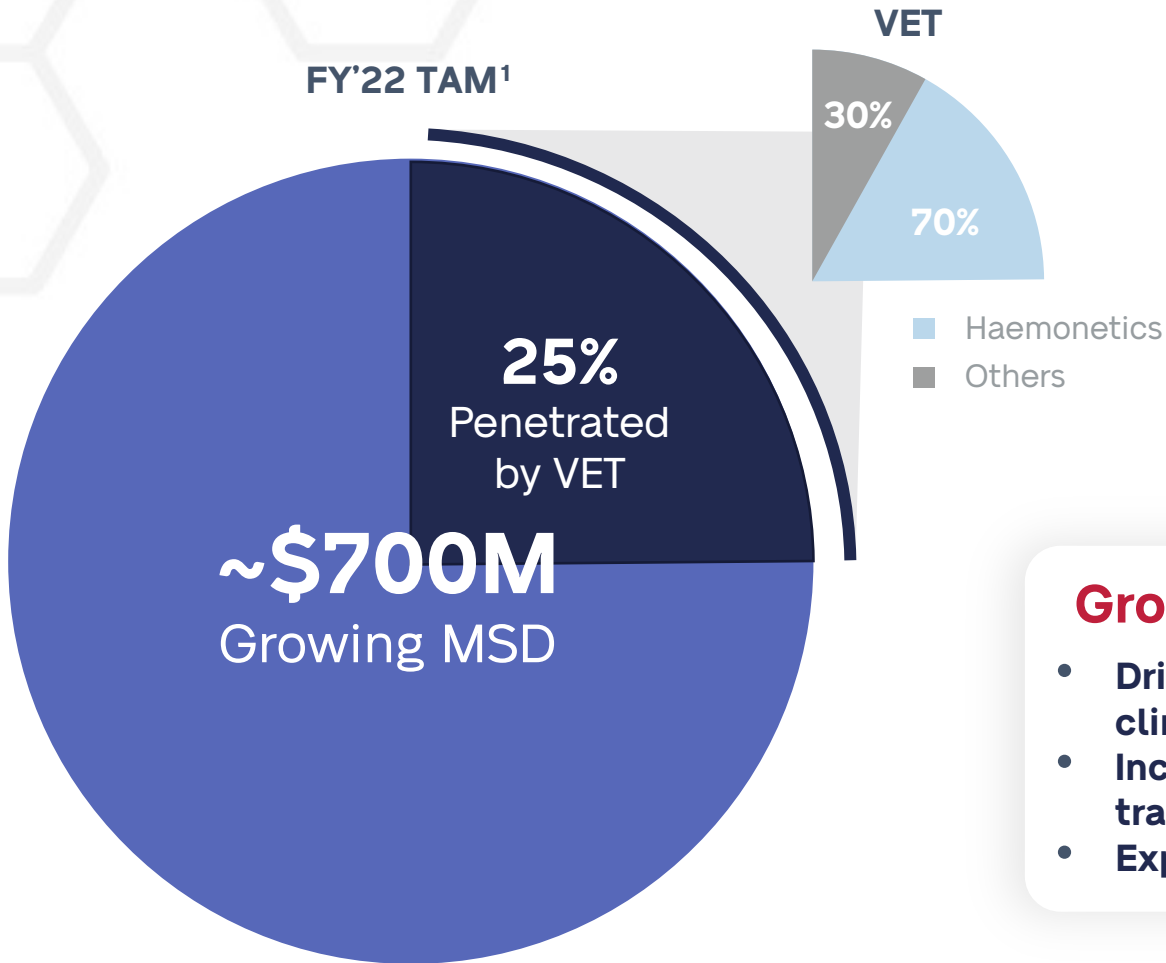
# 2X

commercial sales force  
in the last two years



**HAEMONETICS<sup>®</sup>**

# HEMOSTASIS MANAGEMENT: EXPANDING MARKET PENETRATION AND ESTABLISHING VISCOELASTIC TESTING (VET) AS STANDARD OF CARE



Clinical Segment	% of TAM
Interventional Cardiology	~30%
CV Surgery	~40%
Trauma	~15%
Others <sup>2</sup>	~15%
<b>Total</b>	<b>100%</b>

## Growth Strategy:

- Drive penetration into core clinical segments
- Increase utilization through training and education
- Expand sales and clinical teams
- Unique go-to-market strategies and market-specific product innovation
- Expand clinical segments
- Expand product portfolio

1) Data sources (updated procedure numbers) from iData, DRG/Clarivate, MedTech Insight, internal Company estimates. Addressable market = potential procedures annually in Top 7 geographies X average test utilization X average selling price; does not include other geographies and capital sales 2) Liver Transplant and External Labs

# VASCULAR CLOSURE PORTFOLIO: VALUE CREATION DRIVEN BY UNIQUE TECHNOLOGY AND COMMERCIAL EXECUTION

## VASCADE®

### CORONARY & PERIPHERAL PROCEDURES (small bore)

The only marketed technology clinically proven to reduce access site complications relative to manual compression

## VASCADE MVP®

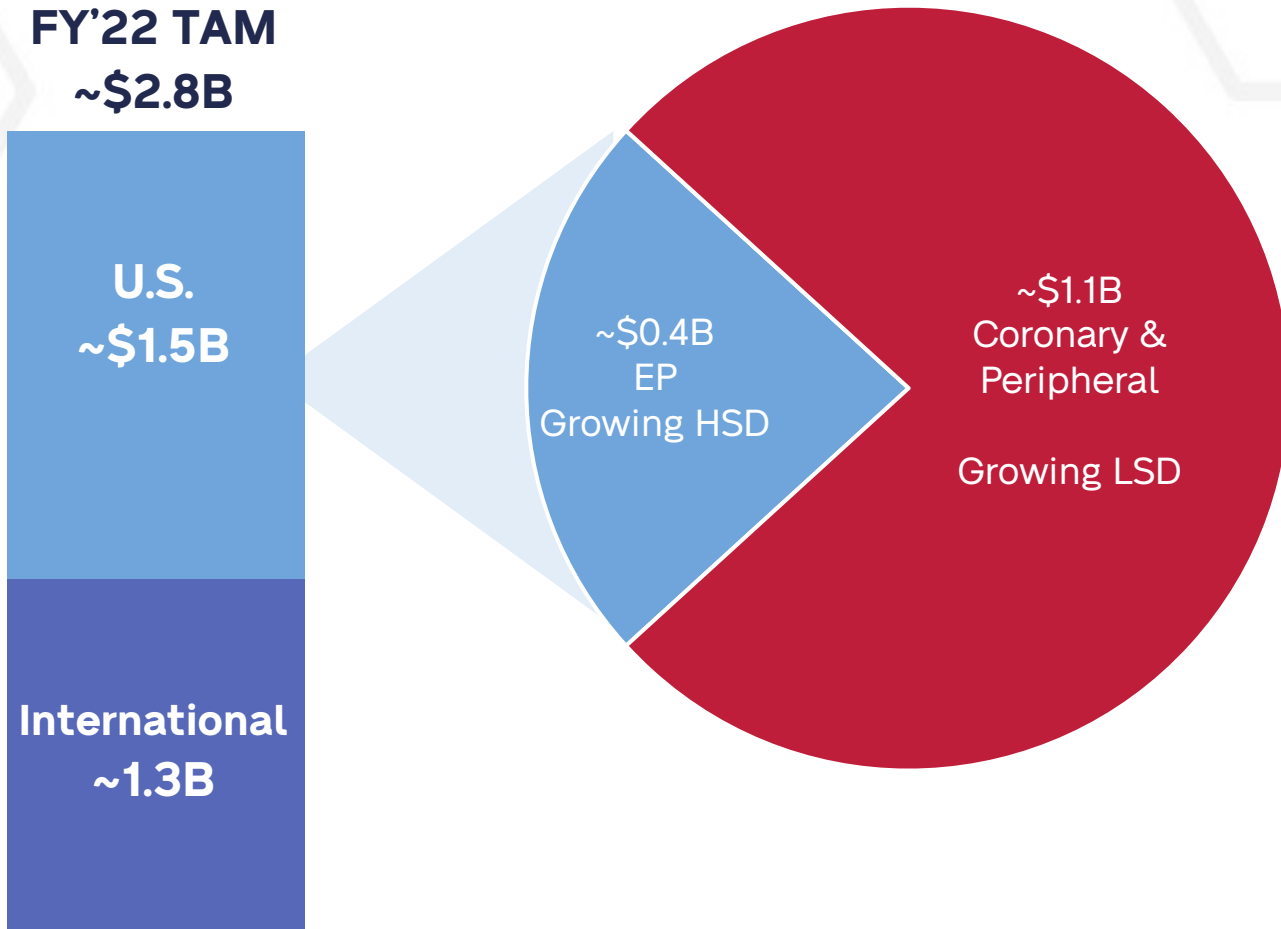
### ELECTROPHYSIOLOGY PROCEDURES (mid bore)

The only FDA-approved closure device for use following EP cardiac ablation procedures requiring two or more access sites within the same vessel and the only FDA-approved closure device to receive same-day discharge indication in EP

UPDATES TO THE ORIGINAL MODEL ASSUMPTIONS	ANNOUNCED March 2021 <sup>1</sup>	ANNOUNCED May 2022
Revenue in Year 1	\$65M - \$75M	\$94M <sup>2</sup>
Adjusted EPS impact in Year 1	(\$0.15)–(\$0.20)	Accretive
ROIC of 10%	In Year 5	In less than four years <sup>3</sup>

1) Based on the original deal model 2) FY'22 reported revenue for Vascular Closure 3) Based on projections as of May, 2022

# VASCULAR CLOSURE: SIGNIFICANT MARKET OPPORTUNITY IN THE U.S. AND INTERNATIONALLY



## Top EP procedures:

- Atrial Fibrillation Ablation 52%
- VT/ SVT/Flutter Ablation 32%
- Left Atrial Appendage (LAAC) 5%

## Top Coronary & Peripheral procedures:

- Coronary Dx 45%
- PCI 23%
- PAD 27%



# VASCULAR CLOSURE: U.S. COMMERCIAL STRATEGY FOCUSED ON HIGH-VOLUME CARDIAC CENTERS



**~3,000 Hospitals Perform Coronary  
& Peripheral Procedures Annually**

**~1,200 Hospitals Perform EP  
Procedures Annually**

## **Commercial Focus on TOP 600 Centers**

- **~89% of EP TAM**
- **~57% of Coronary/Peripheral TAM**
- **~67% of U.S. TAM**

# UNIQUE VALUE PROPOSITION IN TRANSFUSION MANAGEMENT AND CELL SALVAGE

## Transfusion Management

FY'22 TAM \$300M



**BloodTrack<sup>®</sup>**

**SafeTrace Tx<sup>®</sup>**

Hospital software solutions designed to provide safety, traceability and continuity-of-care across the hospital network

### Growth Strategy:

Penetrate underserved market in the U.S. and internationally

## Cell Salvage

FY'22 TAM \$200M



**Cell Saver<sup>®</sup> Elite<sup>®</sup>+**

Reliable recovery and return of a patient's own high-quality blood during surgical procedures

### Growth Strategy:

Penetrate underutilized procedures and take share

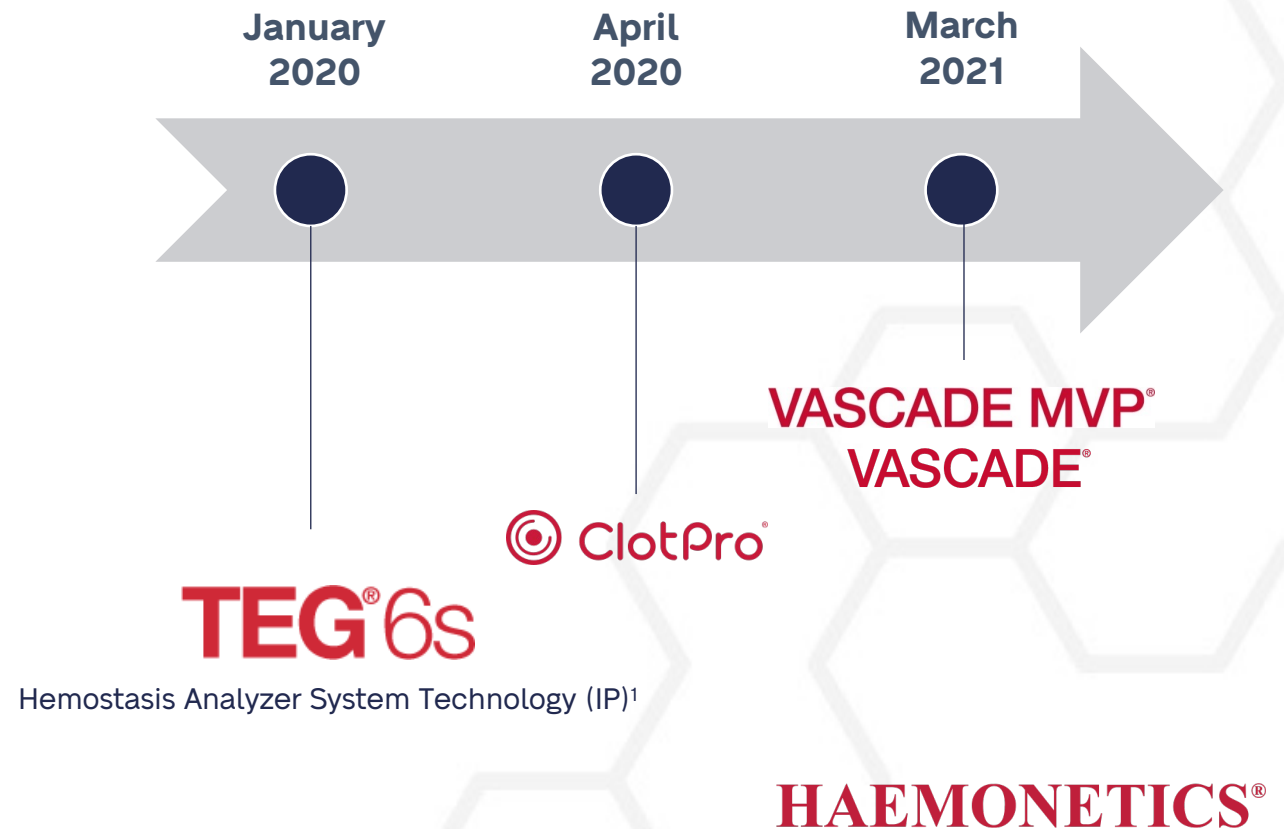
# PROVEN M&A APPROACH AND TRACK RECORD

## Successful M&A Strategy

### Rigorous selection criteria:

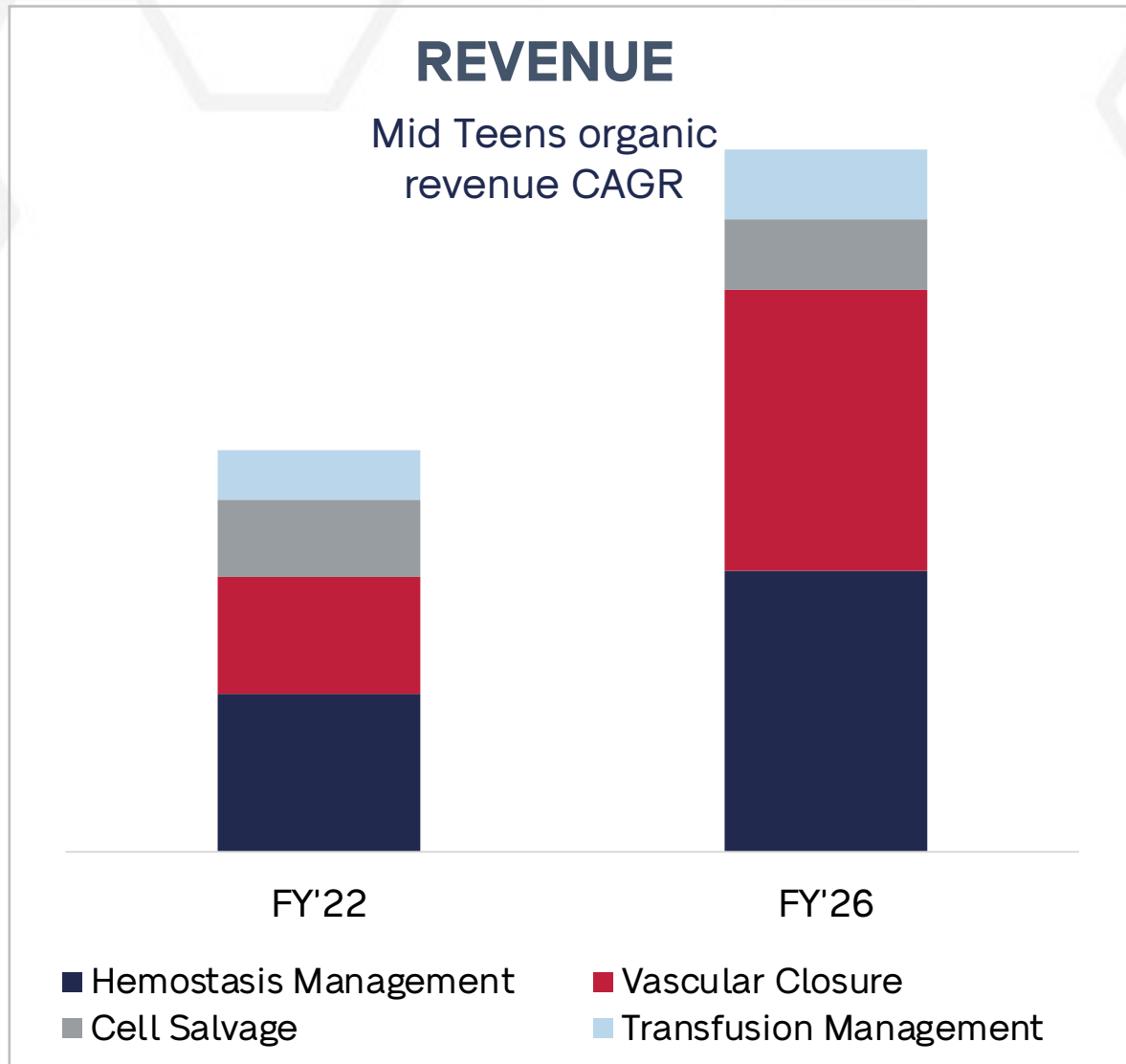
- Strengthens our technology and leadership
- Enhances strategic position in core clinical segments
- Provides access to high-growth adjacent markets
- Produces attractive financial results

## Proven Track Record



1) Acquisition of intellectual property assets related to TEG6s

# GLOBAL HOSPITAL REVENUE LONG-RANGE PLAN



- Continued leadership in Hemostasis Management, Vascular Closure and Transfusion Management
- International expansion
- Sales force expansion and productivity

## CRITICAL TAKEAWAYS

- Large underpenetrated TAM growing from \$4B in FY'22 up to \$4.8B in FY'26
- Leadership position and “first mover” advantage in Vascular Closure and Hemostasis Management
- Strong global commercial and clinical infrastructure to support increased adoption and international expansion
- Robust innovation pipeline and ability to accelerate growth through additional organic and inorganic investments

# Anila Lingamneni

INNOVATION

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# VALUE CREATION THROUGH INNOVATION

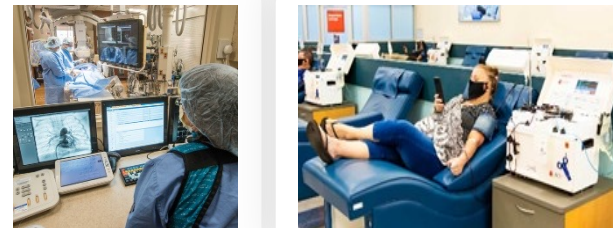
## Balance of organic and inorganic innovation

- Leading innovator in blood processing for over 50 years
- Track record of successful acquisitions of market-leading products in winning markets



## Deep understanding of customer needs

- Customer-centered meaningful innovation
- Customer collaboration throughout product development cycle
- Hospital observational research for customer insights



## Unrivaled breadth of capabilities

- Deep R&D expertise across broad portfolio (medical devices, disposables, in-vitro diagnostics, software)
- Strong clinical evidence and medical education
- Global regulatory expertise with 4000+ registrations worldwide



# FOCUS ON CORE VALUE DRIVERS MAXIMIZES IMPACT OF INNOVATION

R&D spend purposefully weighted towards three market-leading, meaningfully differentiated platforms



Plasma Collection



Hemostasis Management



Vascular Closure

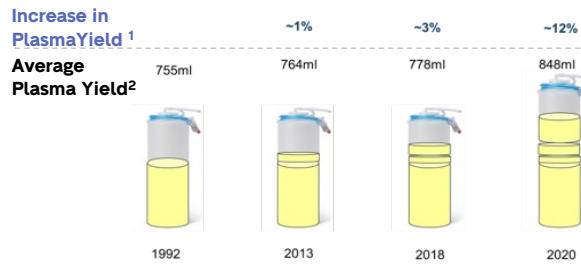
**Vitality index growing from low teens in FY'22  
to mid twenties in FY'26**



# INTEGRATED SUITE OF PLASMA COLLECTION SOLUTIONS ADDRESSES KEY CUSTOMER VALUE DRIVERS



## Plasma Yield



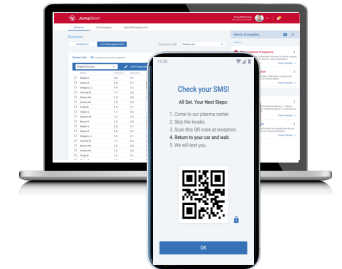
## Productivity



## Safety, Quality & Compliance



## Donor Experience



A decade of industry-leading innovations in increasing average plasma yield per donation

The only fully integrated plasma collection solution with a donor management system

Proven safety profile with >400 million collections over 40 years

Software applications focused on donor recruitment and retention

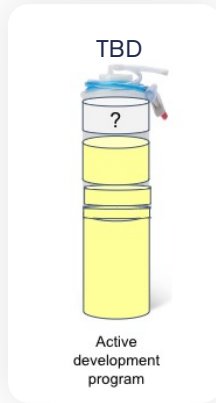
1) Increase in plasma yield when compared with the average yield per donation on a PCS®2 device utilizing legacy 1992 FDA nomogram 2) Average plasma yield based on average plasma donor population in the U.S.

# CUSTOMER VALUE DRIVES OUR PLASMA INNOVATION PIPELINE



## Plasma Yield

Average Plasma Yield<sup>1</sup>



Optimize Persona<sup>®</sup> nomogram to deliver additional yield



## Productivity



## Safety

### Procedure Time



### Door-to-Door Time



Redesign bowl and device software to shorten procedure time by an average of 20%

Continue to enhance device and donor management software to further reduce donor door-to-door time



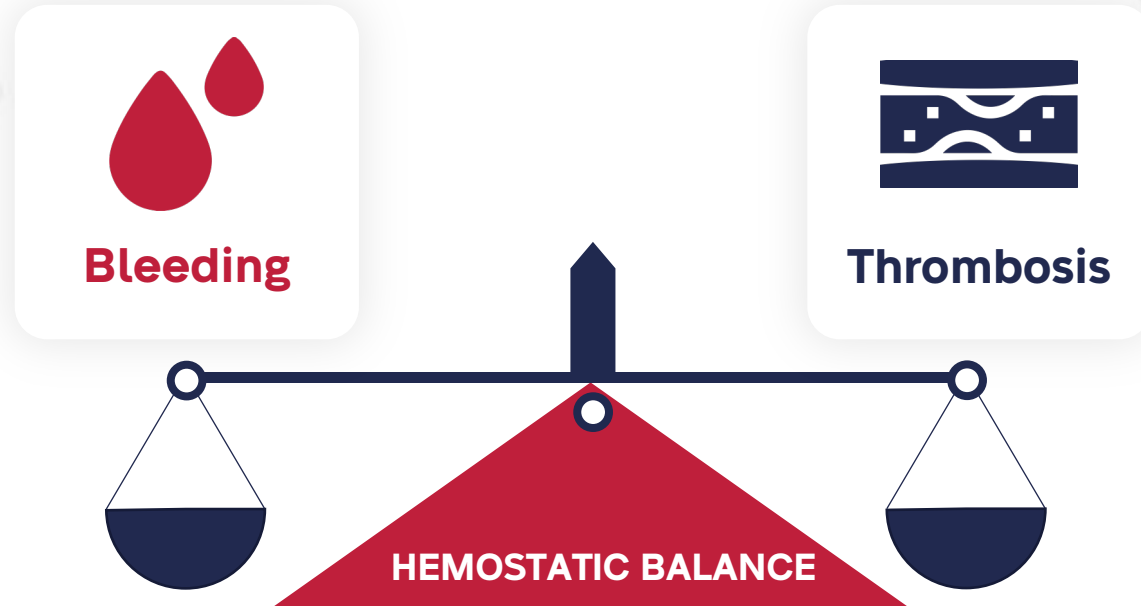
## Donor Experience



Enhance donor experience with continuous innovation on software products

1) Increase in plasma yield when compared with the average yield per donation on a PCS<sup>®</sup>2 device utilizing legacy 1992 FDA nomogram 2) Average plasma yield based on average plasma donor population in the U.S.

# HEMOSTASIS MANAGEMENT: WHY IT MATTERS



**Viscoelastic Testing (VET) provides rapid and comprehensive analysis of a patient's hemostasis condition**

- Whole blood sample and holistic view of clotting process
- Results within minutes
- Data at site of care

## **ANY MISBALANCE IN HEMOSTASIS CAN LEAD TO:**

- Increased morbidity and mortality
- Extended hospital stay
- Increased utilization of resources and higher costs

# INTEGRATED SUITE OF TEG SOLUTIONS ADDRESSING CUSTOMER NEEDS

## TEG®6s Analyzer



Rapid and reliable results  
Ease of use with cartridges and user interface

## Global Hemostasis Cartridge



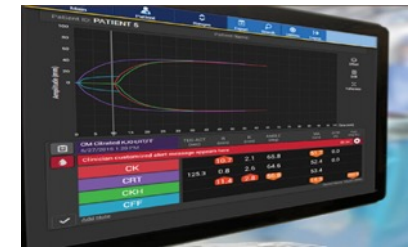
Complete picture of bleeding or thrombotic risk, with multiple assays in a single cartridge

## PlateletMapping® Cartridge



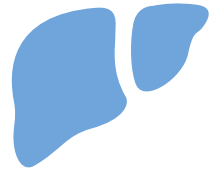
Improved understanding of platelet function and personalized therapy

## TEG Manager®



Real-time remote view of results at the point of care  
Interpretation guidance to optimize patient care

# CORE CLINICAL SEGMENTS FOR VET



Liver Transplant<sup>1</sup>



Trauma



Cardiac Surgery

**Clinical Value of VET**

Lower transplantation related morbidity and mortality

Improved resuscitation and trauma care with reduced mortality

Optimized blood product utilization and greater insight into root causes of bleeding complications

**Clinical Guidelines**

Society of Critical Care Medicine  
  
The Intensive Care Professionals

  
**east**  
Eastern Association for the Surgery of Trauma  
Advancing Science, Fostering Relationships, and Building Careers

American Society of Anesthesiologists®

1) TEG 6s is not cleared for liver transplant in the U.S.

# INNOVATION TO EXPAND IMPACT IN HEMOSTASIS MANAGEMENT

## New Clinical Areas



**Cardiology /  
PCI**



**Postpartum  
Hemorrhage**



**ICU /  
COVID-19**



**Neurological  
Interventions /  
Stroke**

## New Insights into Coagulation Status



**Heparin Neutralization**  
Utility in cardiac surgery

**Anticoagulants**  
Indicate presence of newest generation of  
anticoagulants

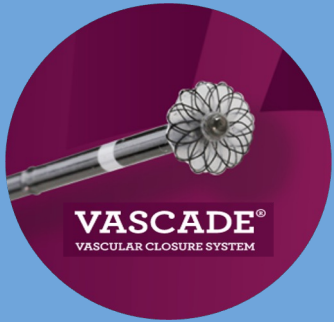
**Future Direction**  
Factor XI(a) detection

## Ease of Use and Clinical Interpretation



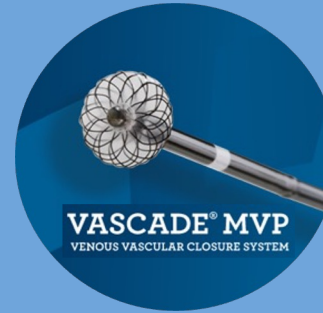
- Predictive Analytics: early prediction of results based on big data pattern analysis
- Workflow enhancements
- Clinical Results Integration and Enterprise Access to Results

# VASCADE CLOSURE TECHNOLOGY PROVIDES STRONG COMPETITIVE ADVANTAGE



## VASCADE® Coronary and Peripheral Procedures

- Simple deployment
- Lower access site complications
- Re-access for repeat vascular procedures



## VASCADE MVP® Electrophysiology Procedures

- Simple deployment
- Multiple site closure
- Re-access for repeat ablation procedures
- Quicker ambulation

No  
FDA APPROVED  
COMPETITION

### Extravascular Design

- No permanent or intraluminal implants

### Simple and Easy to Use

- Single operator
- No sutures, no materials in the vessel
- Utilizes procedure sheath



### Bioabsorbable and Thrombogenic Collagen Plug

- Expands to fill tissue tract

# CLINICAL DATA<sup>1</sup> SUPPORTS VASCADE MVP LEADERSHIP IN EP

## WORKFLOW IMPROVEMENT

### Time to Hemostasis



Median time to hemostasis reduced from 13.7 mins to 6.1 mins vs manual compression

### Time to Ambulation



Median time to ambulation reduced from 6.1 hours to 2.2 hours vs manual compression

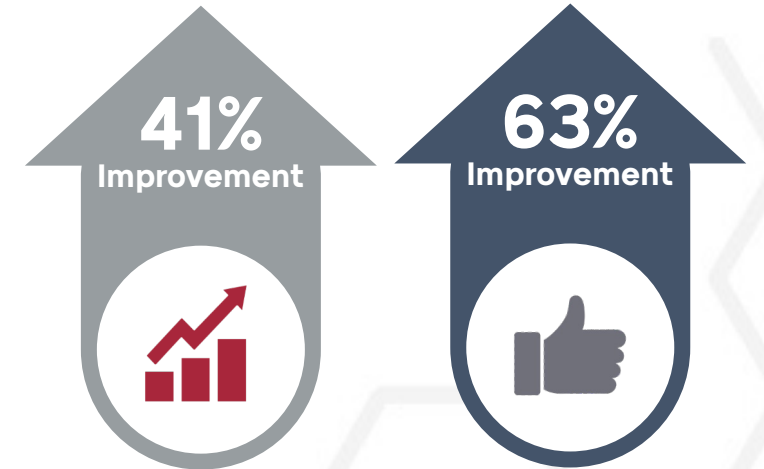
## PATIENT EXPERIENCE

### Opioid Use



Number of patients receiving opioids post-procedure  
Manual Comp = 37 pts  
VASCADE MVP<sup>®</sup> = 15 pts

### Patient Satisfaction with Duration of Bedrest<sup>2</sup>



Comparison of bedrest for patient with a previous cardiac ablation procedure

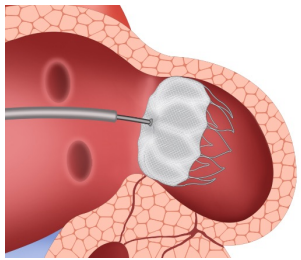
All patients  
Manual Comp = 5.2 vs. VASCADE MVP<sup>®</sup> = 8.3 mean

1) As demonstrated in the AMBULATE pivotal trial. 2) Patient satisfaction data on a scale of 0-10, with 0 being the worst and 10 being the best

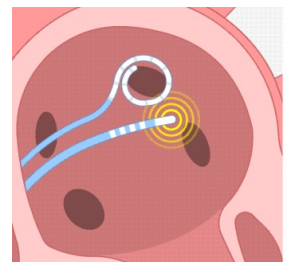


# INNOVATION TO EXPAND IMPACT IN VASCULAR CLOSURE

## Expand Market-Leading Position in Small / Mid Bore Venous Closure



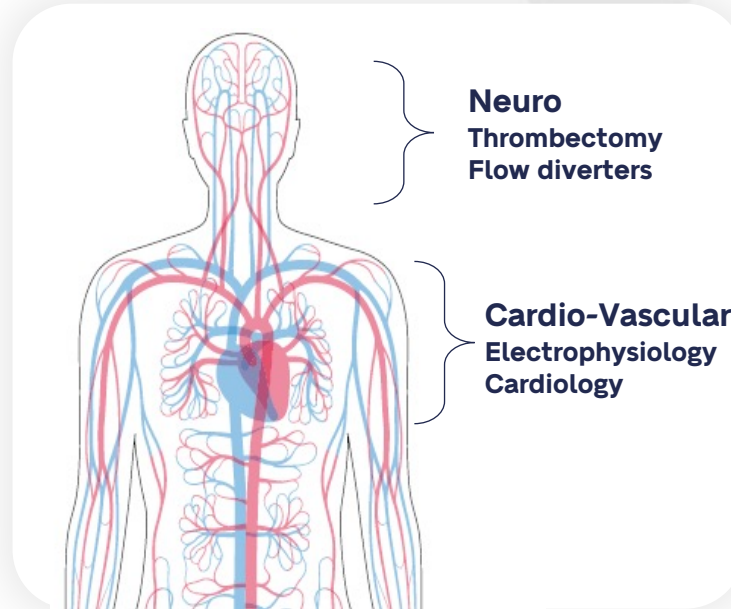
Left Atrial Appendage Closure



Novel Ablation Technologies

Product line extensions to meet requirements of newest-generation treatments

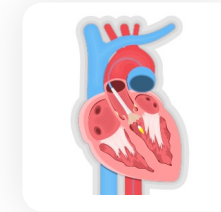
## Arterial Closure Indication Expansion



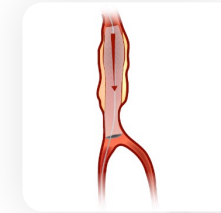
Product line extensions to capture additional market opportunity

## Large Bore Closure Platform / M&A

### Arterial

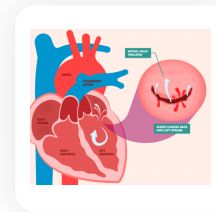


Aortic Valve

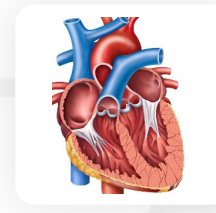


Aorta Repair

### Venous



Mitral Repair



Leadless Pacemaker

Pursuit of organic and inorganic development paths for expansion into large bore closure

## CRITICAL TAKEAWAYS

- Customer-centered innovation agenda focused on three leading growth platforms: Plasma, Hemostasis Management and Vascular Closure
- Vitality index doubles from low teens in FY'22 to mid twenties in FY'26
- R&D team with unrivaled breadth of capabilities across hardware, disposables and software
- Opportunity to further strengthen capabilities, portfolio and innovation pipeline through M&A

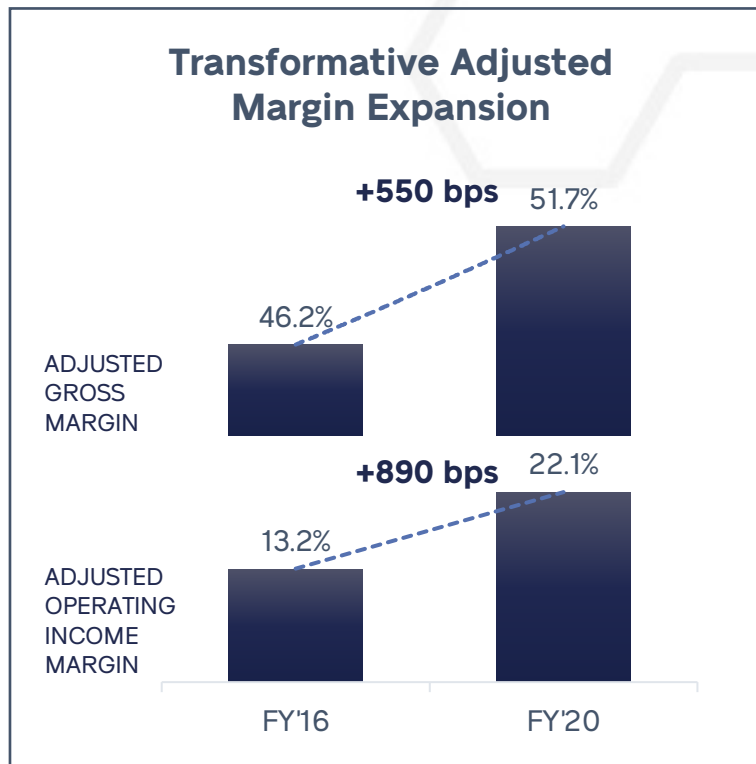
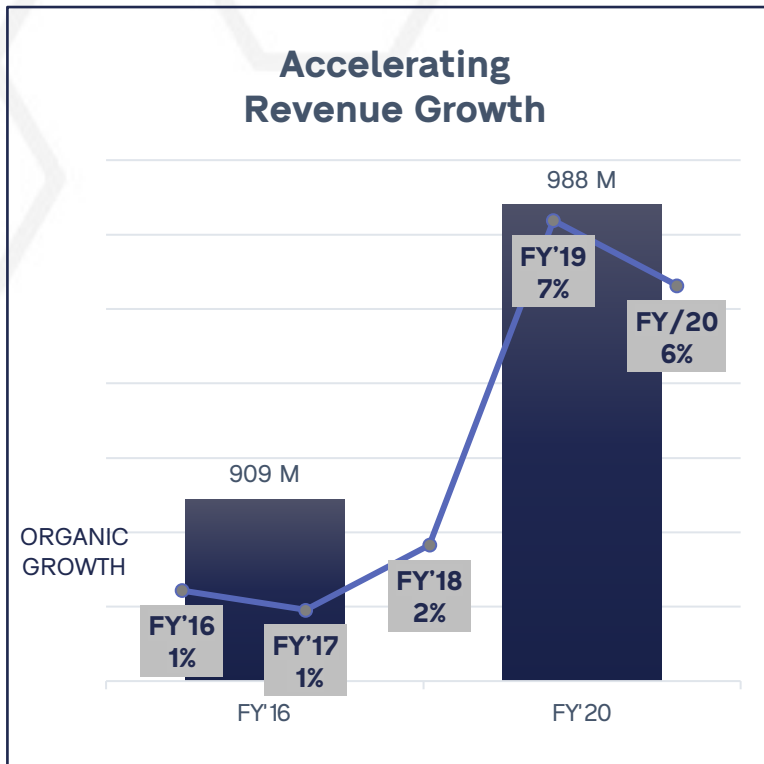
# James D'Arecca

FINANCIALS

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# FY'16 – FY'20: A STRONG TRACK RECORD OF ACCELERATING GROWTH AND IMPROVING PROFITABILITY



**~5X ROIC<sup>1</sup>** (from 2% in FY'16 up to 10% in FY'20)

1) See Appendix B for a description of how the Company calculates ROIC

# FY'21 – FY'22: REGAINING MOMENTUM ACROSS OUR BUSINESS

	FY'21	FY'22
<b>Revenue growth (GAAP)</b>	(12%)	14%
<b>Revenue growth (Organic):</b>	(13%)	7%
• Plasma	(26%)	10%
• Hospital	4%	16%
• Blood Center	(4%)	(1%)
<b>Adjusted operating income margin</b>	18%	19%
<b>Adjusted earnings per diluted share</b>	\$2.35	\$2.58
<b>Free cash flow, before restructuring &amp; restructuring related costs</b>	\$99M	\$117M

## KEY TAKEAWAYS

- Continuous recovery in plasma collections coupled with customers' transition to NexSys® and Persona®
- Full recovery in Hospital business
- Continued resilience of Blood Center business
- High-margin portfolio mix and OEP helped offset macro headwind

# RECAP OF THE FY'23 GUIDANCE

	FY'23
<b>Revenue growth (GAAP)</b>	5% - 9%
<b>Revenue growth (Organic):</b>	6% - 10%
• Plasma	7% - 12%
• Hospital	16% - 19%
• Blood Center	(4% - 7%)
<b>Adjusted operating income margin<sup>1</sup></b>	18% - 19%
<b>Adjusted earnings per diluted share<sup>1</sup></b>	\$2.50 - \$2.90
<b>Free cash flow, before restructuring &amp; restructuring related costs</b>	\$100M - \$130M

1) Adjusted operating income margin and adjusted earnings per diluted share include \$22 million of gross target savings from Operational Excellence Program in FY'23

# ROBUST SHAREHOLDER VALUE CREATION MODEL

SUSTAINABLE  
REVENUE GROWTH

**HIGH  
SINGLE  
DIGIT**

organic revenue CAGR

INCREASING  
PROFITABILITY

**HIGH  
TEENS**

CAGR in adjusted  
operating income

**HIGH  
TWENTIES**

adjusted operating  
income margin in FY'26

STRONG CASH  
FLOW GENERATION

**\$0.6B  
TO \$0.7B**

of cumulative FCF<sup>1</sup>  
FY'23 - FY'26

CAPITAL CAPACITY  
EXPANSION

**UP TO  
\$2.1B**

In capital capacity by  
end of FY'26 to support  
disciplined capital  
allocation strategy

---

**MID TEENS** CAGR in adjusted diluted EPS

---

1) Free cash flow after restructuring and restructuring related costs

# LONG-RANGE PLAN ASSUMPTIONS

## LONG-RANGE PLAN ASSUMES

- FX held constant at rates from February 2022
- Inflation and oil prices begin to normalize in FY'24
- The impact from supply shortages of electromechanical components continue to have minimal impact on our business
- Economic environment in the U.S. becomes more favorable for source plasma collections
- Risk-adjusted revenue from international expansion of Vascular Closure business in FY'25 and beyond
- Risk-adjusted revenue from new product innovation

## LONG-RANGE PLAN DOES NOT ASSUME

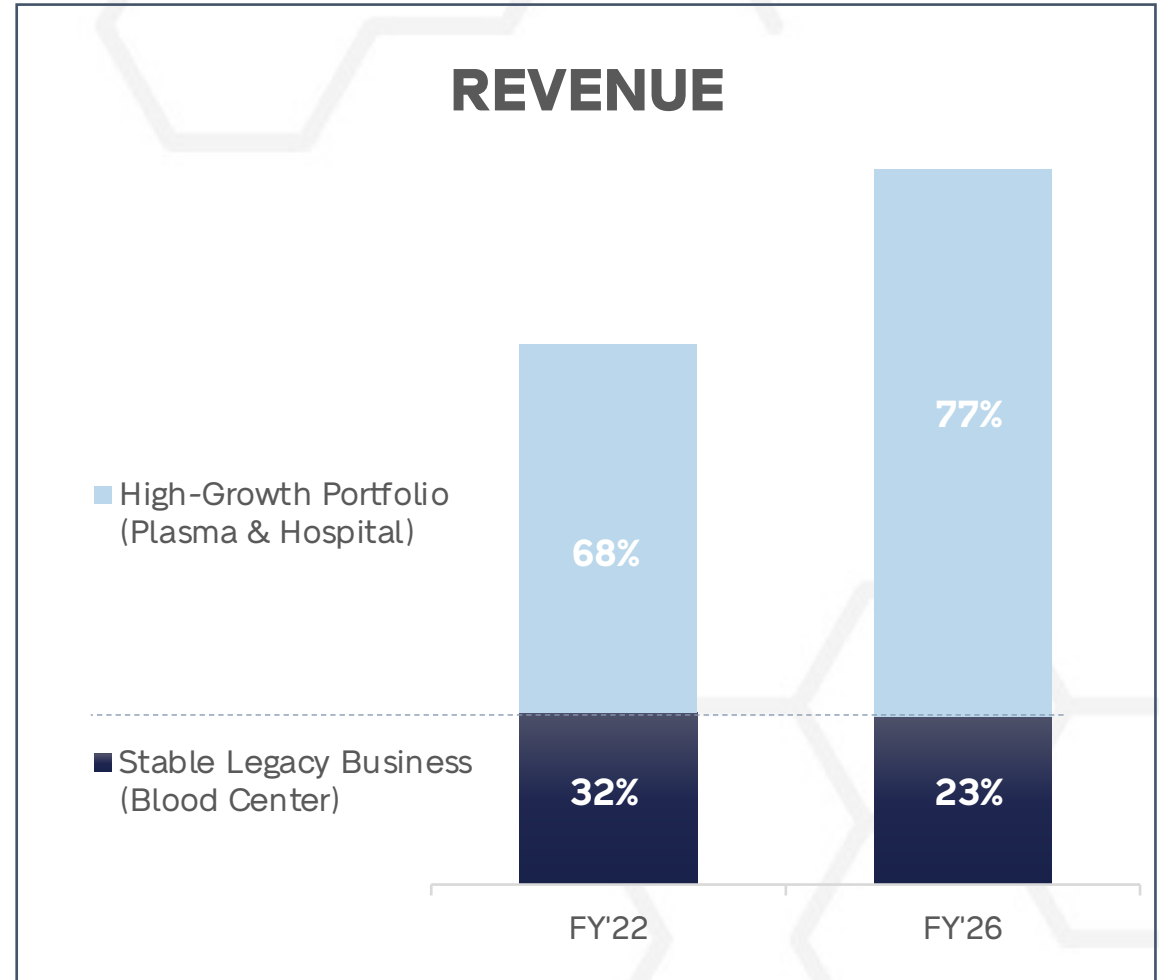
- Material changes to global regulatory, macroeconomic and geopolitical environment
- Significant disruptions due to emerging COVID variants or other viruses
- Impact of FX fluctuations
- New mergers, acquisitions and divestitures
- Share repurchases
- Any major changes in U.S. or foreign tax law



# CONTINUOUS PORTFOLIO EVOLUTION ACCELERATES REVENUE GROWTH

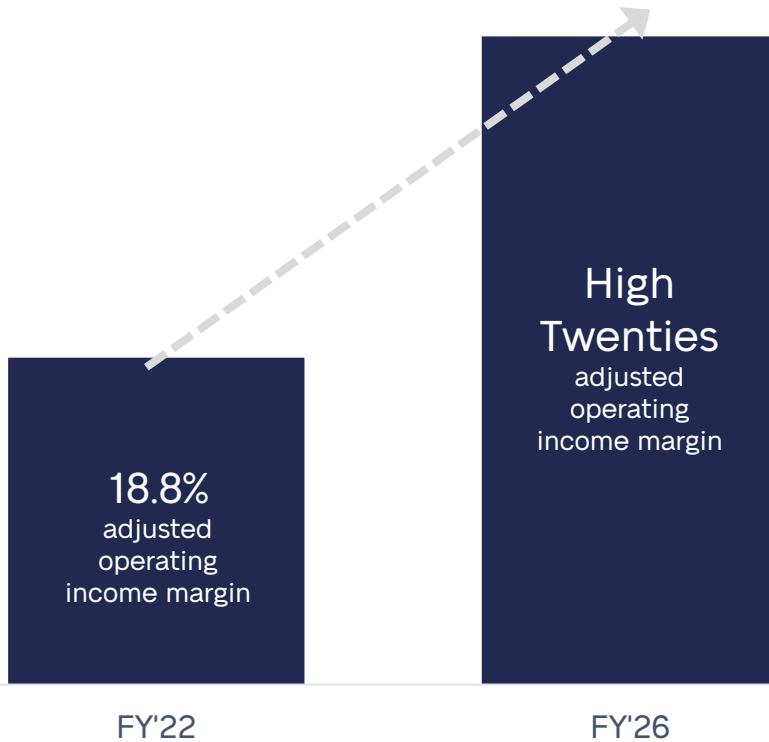
**High Single Digit  
organic revenue CAGR**

- **Continuous portfolio evolution**
- **Leadership role in attractive, growing markets**
- **Modest price improvements with innovation**



# IMPROVING PRODUCT MIX, PRICE AND OPERATIONAL EXCELLENCE PROGRAM ENABLE CONTINUOUS MARGIN EXPANSION

## ADJUSTED OPERATING INCOME



**High Teens CAGR in adjusted operating income**

- **Highly leveraged Plasma revenue growth**
- **High growth and improving leverage in Hospital**
- **Achievement of Operational Excellence Program savings**
- **Continuing investments in innovation and sales force**

**REVENUE GROWTH  
AND MARGIN  
EXPANSION ENABLE  
MID TEENS GROWTH IN  
ADJUSTED EARNINGS  
PER DILUTED SHARE**



**High Single-Digit  
organic revenue CAGR**



**Adjusted operating margin  
expansion**



**Mid Teens  
CAGR in adjusted EPS**

# OPERATIONAL EXCELLENCE PROGRAM IS IMPROVING EFFICIENCY AND STRENGTHENING OUR BUSINESS

## SUMMARY OF THE PROGRAM

**\$115M - \$125M<sup>1</sup>**

Gross savings from FY'20 through FY'25

**~30%<sup>2</sup>**

Net Savings

**\$95-\$105M**

One-time program costs<sup>2,3</sup>

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

1) Gross savings from the Operational Excellence Program at the end of FY'22 were \$71M. One-time program costs at the end of FY'22 were \$55.7M. 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.

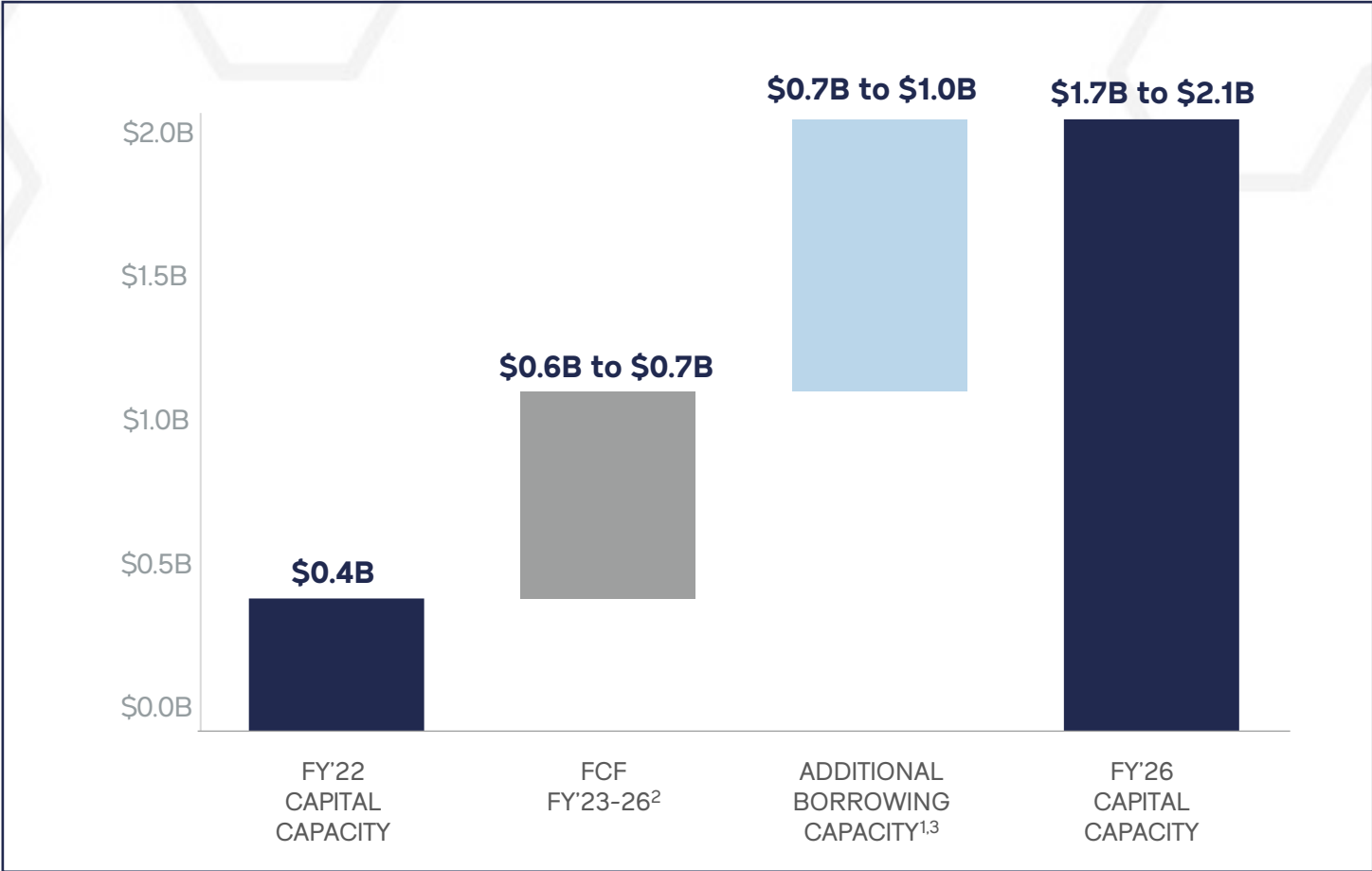
# FY'22 RESULTS AND LONG-RANGE PLAN ADJUSTED TO EXCLUDE CUSTOMER LOSS

<i>(in millions of USD)</i>	FY'22	FY'22 Adjusted <sup>1</sup>	Long-Range Plan CAGRs FY'22 Adjusted – FY'26 <sup>1</sup>
<b>Revenue (Reported)</b>	\$993	\$891	Low Double Digits
<b>Adjusted EPS</b>	\$2.58	\$1.83	Mid Twenties

**We are committed to deliver growth in revenue and adjusted earnings per diluted share every year included within our Long-Range Plan through FY'26**

1) Adjusted to exclude the estimated contribution from the U.S. disposables contract with CSL in FY'22 2) We expect to grow revenue and adjusted earnings per share in each year of our plan regardless of whether or not we have revenue after FY'23 from U.S. disposables contract with CSL

# CAPACITY EXPANSION CREATES ADDITIONAL OPPORTUNITY FOR CAPITAL ALLOCATION



- Revenue growth and margin expansion drive improvements in adjusted operating income and operating cash flow
- Capital investments support OEP and long-term growth
- Improvements in leverage provide additional flexibility

1) Additional borrowing capacity resulting from EBITDA expansion. 2) Includes restructuring and restructuring related costs and planned capital expenses. 3) Based on leverage ratios of 3.5X EBITDA and 4.25X EBITDA.

# CAPITAL ALLOCATION PRIORITIES FOCUSED ON AREAS OF HIGHEST RETURN

CAPITAL CAPACITY  
\$1.7B - \$2.1B<sup>1</sup>



ORGANIC INVESTMENTS<sup>2</sup>

High impact and high ROI drivers



STRATEGIC M&A

High-growth leading products



SHARE BUYBACKS AND DEBT REPAYMENT

Return capital to stakeholders

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

## CRITICAL TAKEAWAYS

- Strong value creation framework and a track record of delivering financial results and navigating macroeconomic uncertainties
- Our leadership position in attractive, fast-growing markets, supported by our commitment to innovation, and the value-adding technology for our customers, will enable us to achieve high single digit revenue CAGR
- Operational Excellence Program creates sustainable efficiencies across our operations, diversifies our supply chain and frees up room for growth investments
- Committed to high teens CAGR in adjusted operating income and mid teens CAGR adjusted earnings per diluted share
- Strong cash flow expands our capital capacity, increases liquidity and provides opportunity to generate additional value through M&A and share buybacks



**FY'17 – FY'20  
HAEMONETICS' TURNAROUND**

**FY'21 – FY'22  
NAVIGATING HEADWINDS**

**FY'23 – FY'26  
TRANSFORMATIONAL GROWTH**

**PUTTING IT ALL  
TOGETHER:**

**EVOLUTIONARY  
STEPS TO DELIVER  
REVOLUTIONARY  
RESULTS**



- Turned around the Company, building a more purposeful organization through our relentless work focusing on products, processes and people
- Our strategy and value drivers propelled us forward during the pandemic and have positioned us for sustained growth and success
- Our leadership in Plasma and Hospital, and commitment to meaningful innovation and portfolio evolution, will position us to deliver growth in revenue, profitability, market share and long-term value
- We expect to deliver at least high single digit revenue growth and double that growth on the bottom line over our Long-Range Plan
- We are committed to additional margin expansion, and expect to deliver high teens CAGR in our adjusted operating income and mid teens CAGR in adjusted earnings per diluted share
- Success with our Long-Range Plan creates over \$2 billion in capacity for additional growth and investments not included in Plan

# Supplemental

TABLES AND GAAP TO NON-GAAP  
RECONCILIATIONS

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## CALCULATION OF ADJUSTED GROSS MARGIN AND ADJUSTED OPERATING INCOME MARGIN

“Adjusted gross margin equals (i) adjusted gross profit divided by (ii) revenue determined in accordance with GAAP, adjusted in fiscal 2020 to exclude a \$1.9M impact of an accelerated charge incurred as a result of the divestiture of our Union, South Carolina liquid solutions operation. Adjusted operating income margin equals (i) adjusted operating income divided by (ii) revenue determined in accordance with GAAP, adjusted in fiscal 2020 to exclude a \$1.9M impact of an accelerated charge incurred as a result of the divestiture of our Union, South Carolina liquid solutions operation.”

# RECONCILIATION OF GAAP TO ORGANIC REVENUE GROWTH RATES

Revenue Growth Rates	FY'22	FY'21	FY'20	FY'19	FY'18	FY'17	FY'16
<b>Reported Growth</b>	<b>14.1%</b>	<b>-11.9%</b>	<b>2.2%</b>	<b>7.0%</b>	<b>2.0%</b>	<b>-2.5%</b>	<b>-0.2%</b>
Less: Currency Impact	0.7%	1.0%	-0.6%	0.0%	0.9%	-1.3%	-3.1%
Constant Currency Growth	13.4%	-12.9%	2.8%	7.0%	1.1%	-1.2%	2.9%
Less: Acquisition and Divestitures <sup>1</sup>	8.7%	-0.2%	0.0%	0.0%	0.0%	0.0%	0.0%
Less: Other Strategic Exits <sup>2</sup>	-0.9%	-0.8%	-2.4%	0.0%	-0.7%	0.0%	0.0%
Less: 53 <sup>rd</sup> Week <sup>3</sup>	-1.5%	0.6%	0.0%	0.0%	0.0%	-2.0%	1.7%
Less: End of Life <sup>4</sup>	0.0%	0.0%	-1.1%	0.0%	0.0%	0.0%	0.0%
<b>Organic Growth</b>	<b>7.1%</b>	<b>-12.5%</b>	<b>6.3%</b>	<b>7.0%</b>	<b>1.8%</b>	<b>0.8%</b>	<b>1.2%</b>

1) Acquisition and divestitures including the acquisition of Vascular Closure from Cardiva Medical Inc. in Hospital, the divestiture of the Company's U.S. Blood Donor Management Software Solutions assets in Blood Center and the divestiture of InLog Holdings France SAS in Blood Center and Hospital 2) Certain strategic exits within liquid solutions business and SEBRA divestiture in Plasma 3) The impact of the 53rd week. 4) OrthoPAT product end of life in Hospital

## RECONCILIATION OF GAAP TO NON-GAAP FY'23 REVENUE GUIDANCE

Projected Fiscal 2023 GAAP and Organic Revenue Growth Rates	FY'23
GAAP Revenue Growth	5 – 9%
Currency Impact	1%
Organic Revenue Growth <sup>(1)(2)</sup>	6 - 10%

1) Reflects adjustments to Plasma revenue due to certain strategic exits within the liquid solution business that are projected to be less than 1% 2) The Company does not provide a quantitative reconciliation of its forward-looking organic revenue growth guidance by business unit to the comparable GAAP measure because forecasting the impact of foreign currency fluctuations by business unit is inherently uncertain and difficult to predict and is unavailable without unreasonable efforts. In addition, the Company believes such reconciliations would imply a degree of precision and certainty that could be confusing to investors.

# RECONCILIATION OF GAAP TO NON-GAAP GROSS PROFIT AND OPERATING INCOME

<i>(in thousands of USD)</i>	FY'22	FY'21	FY'20	FY'19	FY'18	FY'17	FY'16
GAAP gross profit	505,502	397,838	484,513	417,536	411,908	378,494	405,914
Restructuring and restructuring related costs	20,068	9,708	3,309	1,304	717	1,426	5,913
Impairment of assets, PCS®2 related charges and other <sup>1</sup>	4,876	23,460	23,011	40,296	1,941	15,971	8,132
Integration and transaction costs	5,295	6,561	-	-	-	-	-
Adjusted gross profit	535,741	437,567	510,833	459,136	414,566	395,891	419,959
GAAP operating income (loss)	80,750	89,747	103,351	83,545	56,157	(19,381)	(43,942)
Deal amortization	47,414	32,830	25,746	24,803	26,013	27,107	28,958
Restructuring and restructuring related costs	28,824	15,661	19,878	13,660	44,125	34,337	42,185
Impairment of assets, PCS®2 related charges and other <sup>1</sup>	5,732	25,696	75,750	40,296	1,941	73,353	97,230
Integration and transaction costs	21,604	18,421	568	-	-	-	-
MDR and IVDR costs <sup>2</sup>	11,033	4,130	1,506	-	-	-	-
Litigation-related charges <sup>3</sup>	1,368	897	(701)	2,726	3,011	-	-
Gains on divestitures and sales of assets	(9,603)	(32,812)	(8,083)	-	-	-	(4,727)
Adjusted operating income	187,122	154,570	218,015	165,030	131,247	115,416	119,704

1) Includes impairment charges of property, plant and equipment used in manufacturing in FY'19 - FY'22, including the transfer of our Union, South Carolina facility to CSL Plasma Inc. in FY'20. In FY'16 and FY'17 the charges are primarily related to goodwill and intangible asset impairment charges. 2) European Union Medical Device Regulation ("MDR") and In Vitro Diagnostic Regulation ("IVDR") related costs 3) Includes amounts accrued for resolution of customer damages assessments associated with product recalls and litigation-related charges

# RECONCILIATION OF GAAP TO NON-GAAP NET INCOME AND EPS

<i>(in thousands of USD)</i>	FY'22	FY'21	FY'20	FY'19	FY'18	FY'17	FY'16
<b>GAAP net income (loss)</b>	<b>43,375</b>	<b>79,469</b>	<b>76,526</b>	<b>55,019</b>	<b>45,572</b>	<b>(26,268)</b>	<b>(55,579)</b>
Deal amortization	47,414	32,830	25,746	24,803	26,013	27,107	28,958
Restructuring and restructuring related costs	28,824	15,661	19,878	13,623	44,125	34,316	42,284
Impairment of assets, PCS®2 related charges and other <sup>1</sup>	5,732	25,696	75,750	40,296	1,941	73,353	97,230
Integration and transaction costs	21,604	21,391	568	-	-	-	-
MDR and IVDR costs <sup>2</sup>	11,033	4,130	1,506	-	-	-	-
Litigation-related charges <sup>3</sup>	1,368	897	(701)	2,726	3,011	-	-
Gains on divestitures and sales of assets	(9,603)	(32,812)	(8,083)	-	(8,000)	-	(4,727)
Tax settlement and reform	-	1,083	795	-	1,988	-	-
Tax impact associated with adjustments	(17,182)	(27,646)	(20,689)	(9,682)	(14,598)	(29,192)	(24,196)
<b>Adjusted net income</b>	<b>132,565</b>	<b>120,699</b>	<b>171,296</b>	<b>126,785</b>	<b>100,052</b>	<b>79,316</b>	<b>83,970</b>
<b>GAAP net income (loss) per common share</b>	<b>0.84</b>	<b>1.55</b>	<b>1.48</b>	<b>1.04</b>	<b>0.85</b>	<b>(0.51)</b>	<b>(1.09)</b>
Adjusted items after tax per common share assuming dilution	1.74	0.80	1.83	1.35	1.02	2.04	2.72
<b>Adjusted net income per common share assuming dilution</b>	<b>2.58</b>	<b>2.35</b>	<b>3.31</b>	<b>2.39</b>	<b>1.87</b>	<b>1.53</b>	<b>1.63</b>

1) Includes impairment charges of property, plant and equipment used in manufacturing in FY'19 - FY'22, including the transfer of our Union, South Carolina facility to CSL Plasma Inc. in FY'20. In FY'16 and FY'17 the charges are primarily related to goodwill and intangible asset impairment charges. 2) European Union Medical Device Regulation ("MDR") and In Vitro Diagnostic Regulation ("IVDR") related costs 3) Includes amounts accrued for resolution of customer damages assessments associated with product recalls and unusual or infrequent and material litigation-related charges

# RECONCILIATION OF CASH FLOW FROM OPERATIONS TO FREE CASH FLOW BEFORE RESTRUCTURING AND RESTRUCTURING RELATED COSTS

<i>(in thousands of USD)</i>	FY'22	FY'21	FY'20	FY'19	FY'18	FY'17	FY'16
<b>Cash Flow from Operations</b>	<b>172,263</b>	<b>108,805</b>	<b>158,217</b>	<b>159,281</b>	<b>220,350</b>	<b>159,738</b>	<b>121,865</b>
Capital expenditures	(96,509)	(37,040)	(48,758)	(118,961)	(74,799)	(76,135)	(102,405)
Proceeds from sale of property, plant and equipment	2,022	1,815	16,774	2,813	2,758	2,822	637
Restructuring and restructuring related costs	50,193	32,639	20,614	34,894	18,731	35,231	43,394
Tax benefit on restructuring and restructuring related costs	(10,532)	(7,017)	(7,431)	(7,338)	(5,232)	(8,607)	(13,322)
Capital expenditures on VCC initiatives <sup>1</sup>	-	-	-	-	-	-	7,880
<b>Free Cash Flow before restructuring, restructuring related costs<sup>2</sup> and VCC capital expenditures</b>	<b>117,437</b>	<b>99,202</b>	<b>139,416</b>	<b>70,689</b>	<b>161,808</b>	<b>113,049</b>	<b>58,049</b>

1) Value Creation & Capture (VCC) is our manufacturing network optimization, but also includes commercial excellence, productivity and other operating initiatives 2) Free cash flow before restructuring, restructuring related costs does not include net cash proceeds of \$15.0 million from the sale of the Company's Braintree corporate headquarters in FY'20



# RETURN ON INVESTED CAPITAL (ROIC) FORMULA

