

Investor Roundtable

Gerry Gould

Vice President, Investor Relations

May 19, 2015

Safe harbor statement

This presentation contains forward-looking statements that involve risks and uncertainties which are detailed in the Company's filings with the Securities and Exchange Commission. The forward looking statements are based on estimates and assumptions made by management of the Company and are believed to be reasonable, though are inherently uncertain and difficult to predict. Actual results could differ materially from the forward-looking statements. Please see the Company's 10K for the full cautionary statement. A copy of the Company's form 10K is available on the Company's website: www.haemonetics.com

The subsequent slides highlight financial expectations outlined by Haemonetics at its Investor Roundtable on May 19, 2015. All guidance given on the slides is provided as of May 19, 2015 unless subsequently explicitly affirmed.

Note on financials: Earnings measurements reported in this presentation have been presented on an adjusted basis excluding costs associated with value creation and capture, integration and restructuring. As appropriate, reconciliations between GAAP and adjusted numbers are on the Company's website: www.haemonetics.com

Opening Comments

Brian Concannon
President & CEO

FY15 was a year of transition

- US blood market dynamics – continued market declines
 - Transfusion protocol changes
 - Share
 - Pricing
- Russian market trends
- Currency headwinds

We made great progress strategically

- Combined growth drivers grew 9% in FY15
- Achieved 5 key development milestones
 - NextGen Plasma software
 - Donor floor applications
 - TEG[®] 6s for coagulation monitoring
 - SOLX[®] solution for red cell 24 hour hold
 - BloodTrack[®] software / HaemoBank[™] device



We made great progress strategically

- Plasma commercial & development achievements
 - NextGen software contracts
 - Collaboration/innovation
 - Solutions contracts
 - NextGen device in design control
- Commercial focus driving results
 - North America, Asia Pacific
 - Japan returns to growth in FY16
 - CBMS™ progressing
- VCC progress
 - Penang Malaysia opening, expansion in Tijuana
 - Braintree transfers, Sanmina transfers, closure of Ascoli
 - Nashville DC

Many factors impacting FY16

- US blood market dynamics moderate
- Russian market trends
- Currency headwinds
- Double digit growth from growth drivers
- Software is emerging as a growth driver
- Comprehensive Blood Management Solutions
- 53rd week

Our plan is to return to growth in FY16

\$M	FY15	FY16	Growth
Revenue	\$910	\$945-\$960	4%-6%
Gross profit	\$443	\$453-\$466	
Operating expense	\$306	\$308-\$316	
Operating income	\$138	\$145-150	6%-9%
Net income	\$96	\$103-\$108	
EPS	\$1.85	\$1.98-\$2.08	7%-12%
Share count	52,000	~52,185	

Our strategy is unchanged

- Invest in growth drivers
 - Global Plasma, TEG® and emerging markets
 - CBMS™ is an emerging growth catalyst
- Continued execution in Manufacturing operations
 - Value creation and capture
 - VAVE and vertical integration
- Focus on commercial execution and product management/development

Agenda

- **Plasma** **Pete Allen**
- **Global Markets** **Kent Davies**
- **New Product Development** **Jonathan White**
- **Manufacturing Optimization** **Dave Helsel**
- **Financial Outlook** **Chris Lindop**

Plasma

Peter Allen
President, Global Plasma

Strong market fundamentals continue

- Growing demand for end-use drugs
- Expansion of collection facilities and devices
- Major player strength



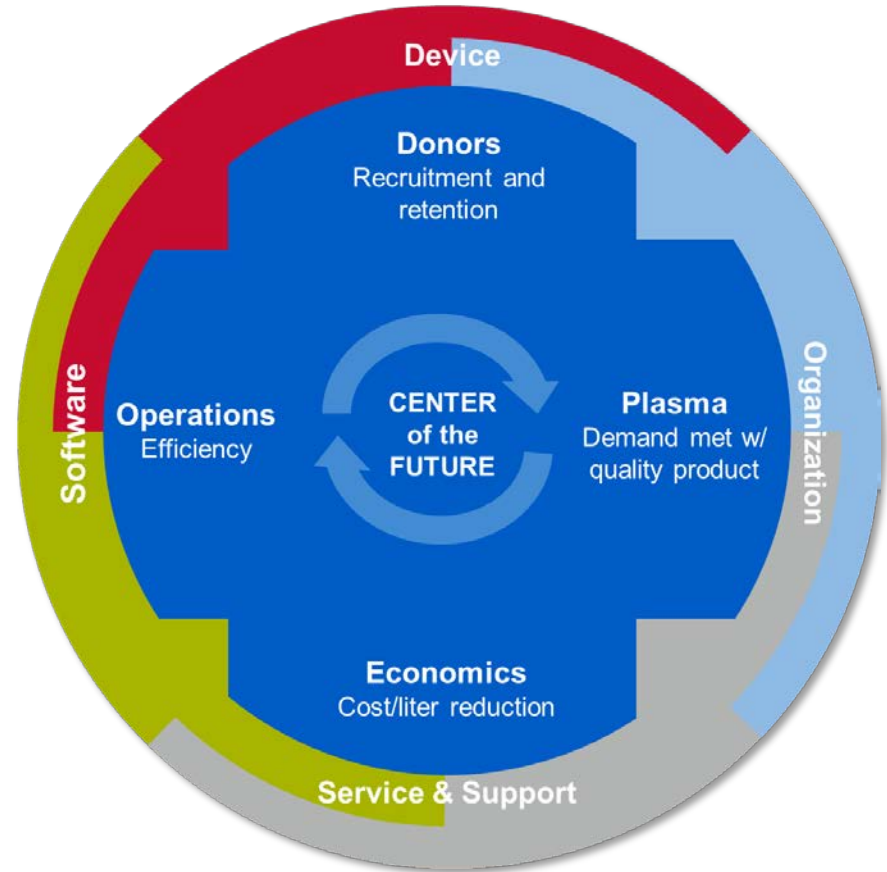
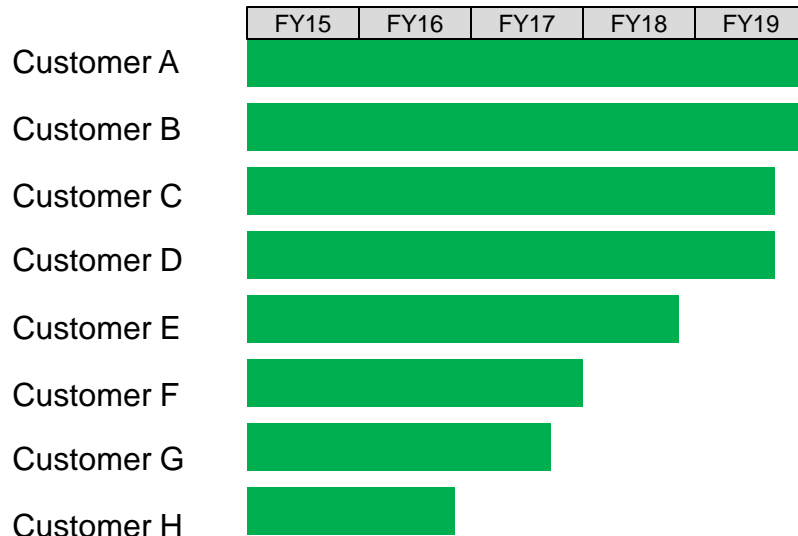
GRIFOLS



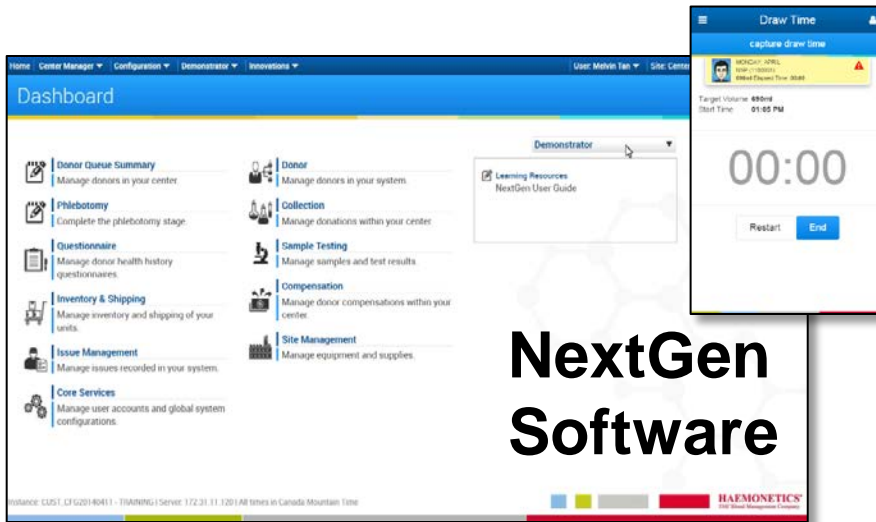
Baxalta

HAE market position is enhanced by innovations

- Contract strength
- Plasma “Center of the Future”
- Innovation initiatives



Technology, integration, and innovation underpins Plasma growth



NextGen Device



Plasma software

- ✓ FDA cleared & commercialized
- ✓ Customizing
- ✓ Cross Donation Check System commercialized

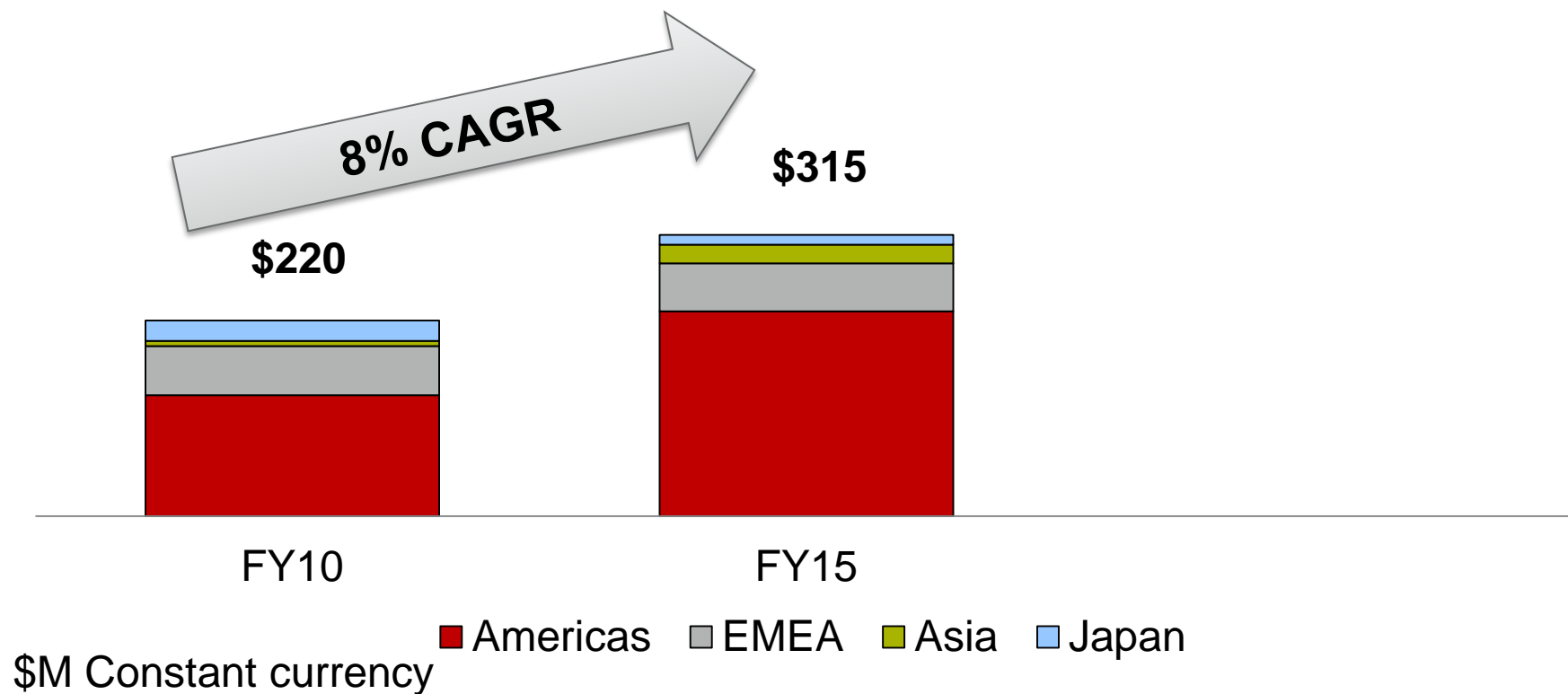
New plasma device

- ✓ Entered design control Q3FY14
- ✓ Significant customer input
- ✓ Fully integrated with software

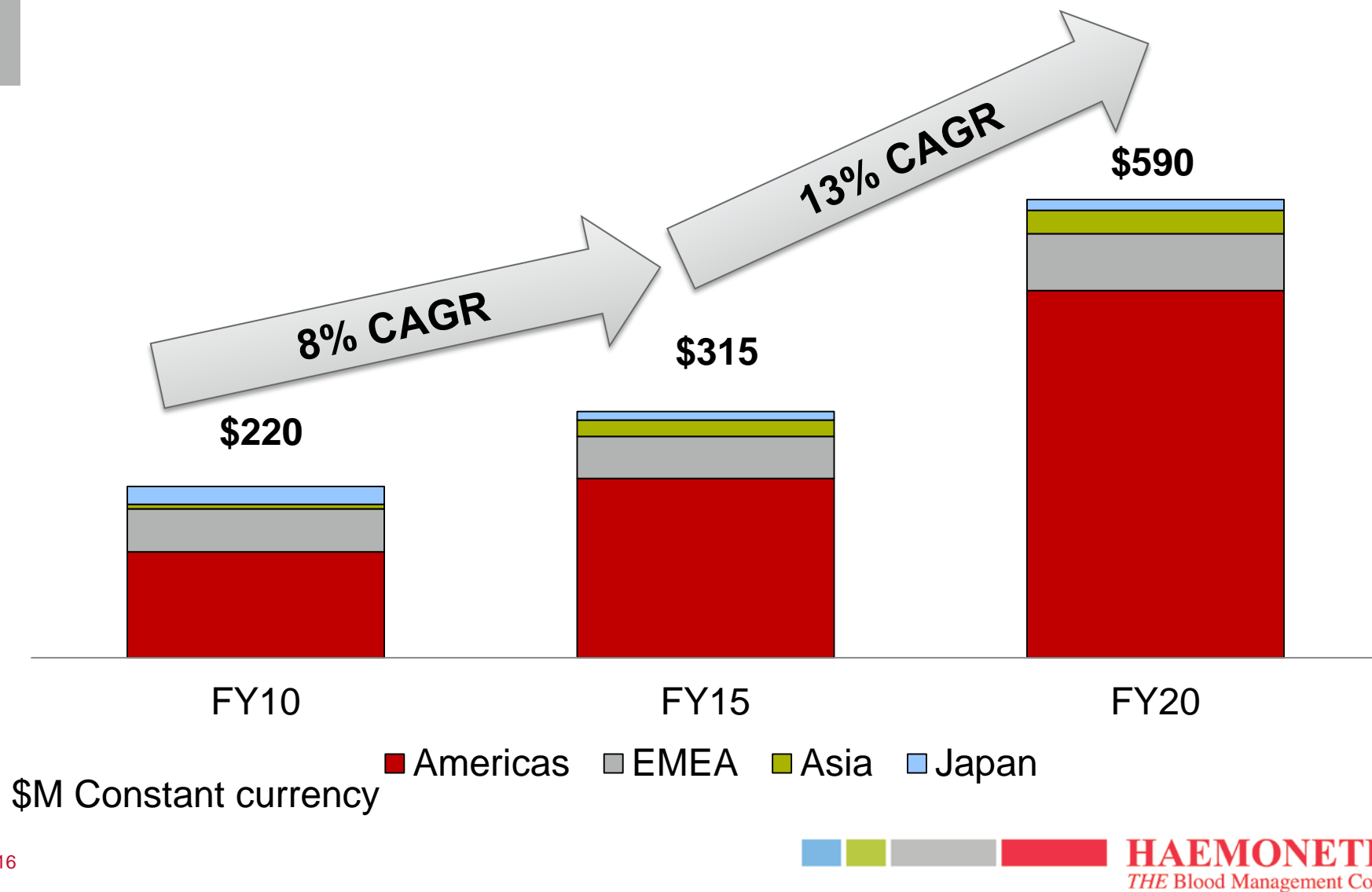
Other innovations

- ✓ Customer collaborations
- ✓ Saline & citrate commitment
- ✓ Software “mini-apps”

Plasma delivers strong growth



Plasma excels as a significant growth driver



Solutions supply represents incremental revenue per collection event



Existing NDA's

Union S.C. plant expansion

Leveraged operating model

2015 IPPC Customer Event

...and the journey continues

HAEMONETICS
THE Blood Management Company

Integrated solutions
serving the global
plasma industry

HAEMONETICS®
THE Blood Management Company®



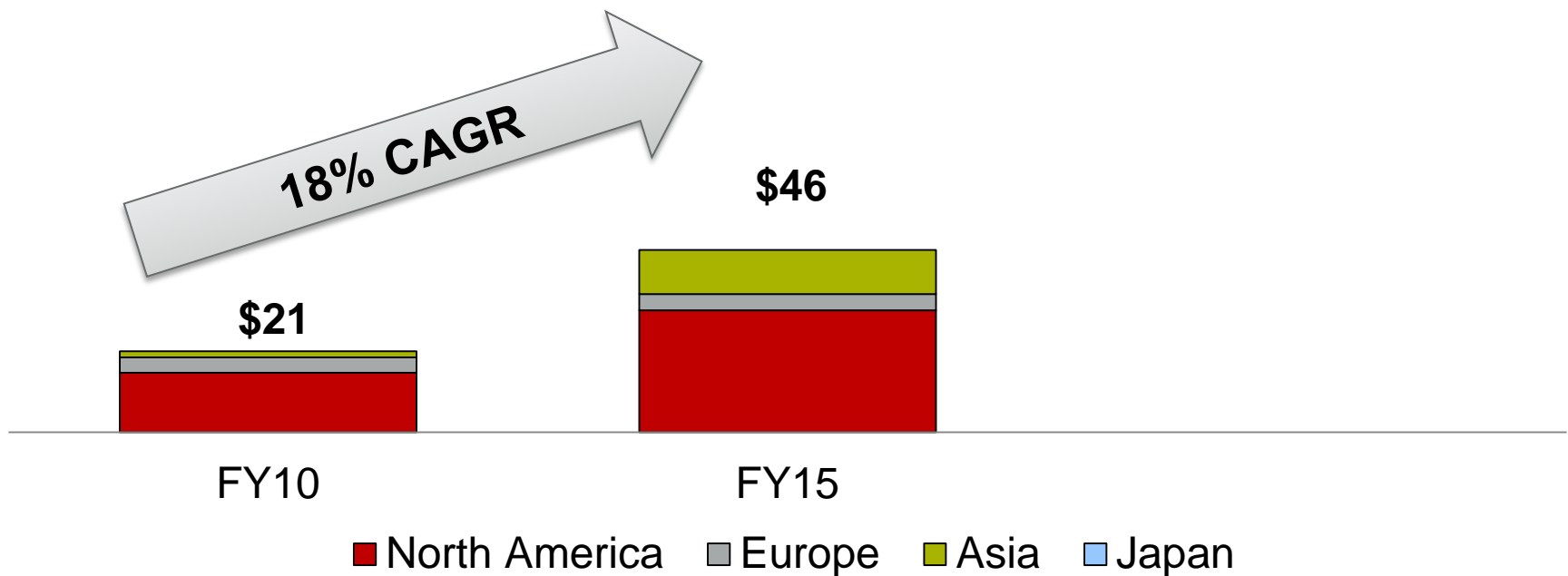
Global Markets

Kent Davies
Chief Operating Officer

Transforming our global blood management business

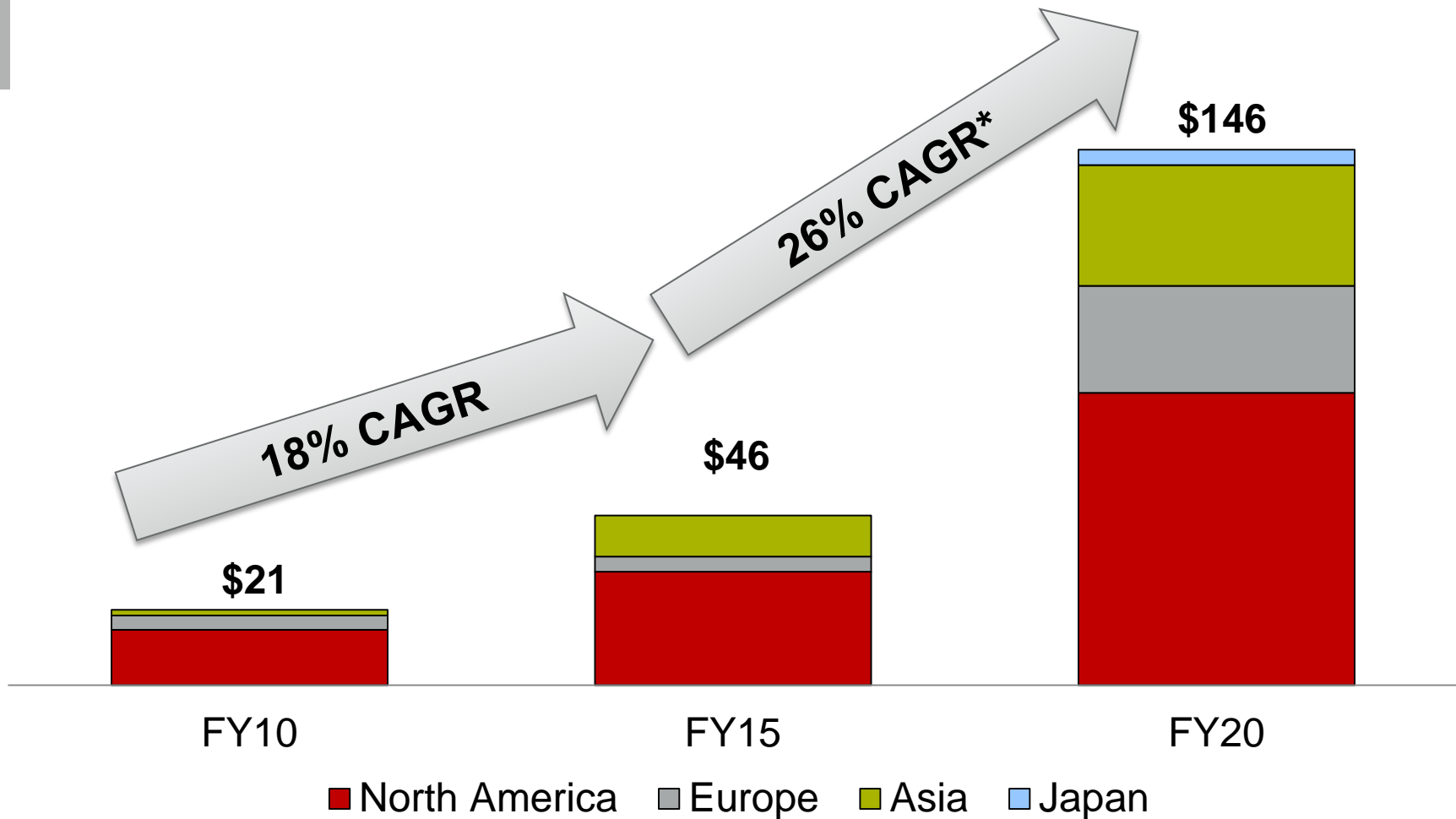


TEG[®] business doubled in five years



\$M Constant currency

TEG[®] business growth will accelerate

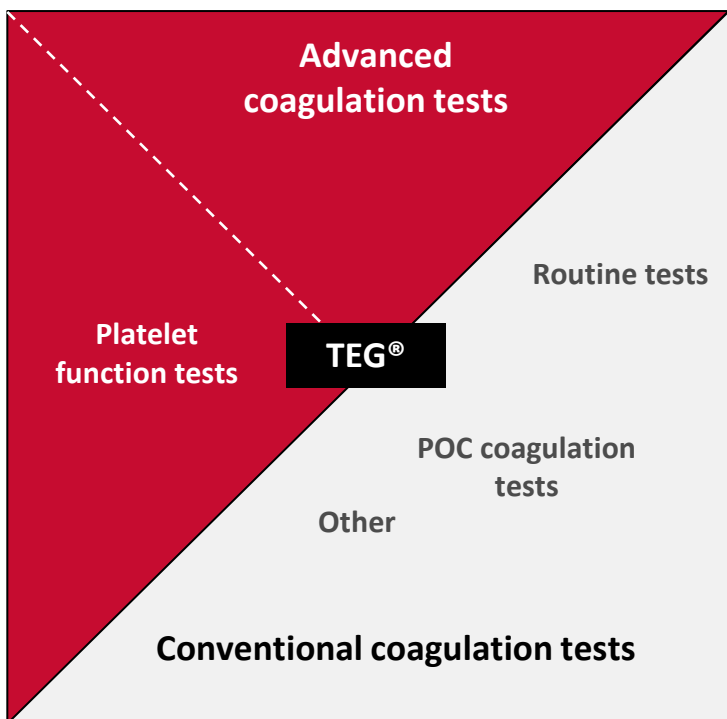


\$M Constant currency

*Reflects CAGR of 33% for FY15-FY18

Innovation, connectivity, and geographic penetration drive TEG[®] growth

**Penetrate \$1.5B
global market**



TEG[®] 6s

- 2 of 3 FDA clearances
- CE Mark



TEG[®] Viewer / Manager

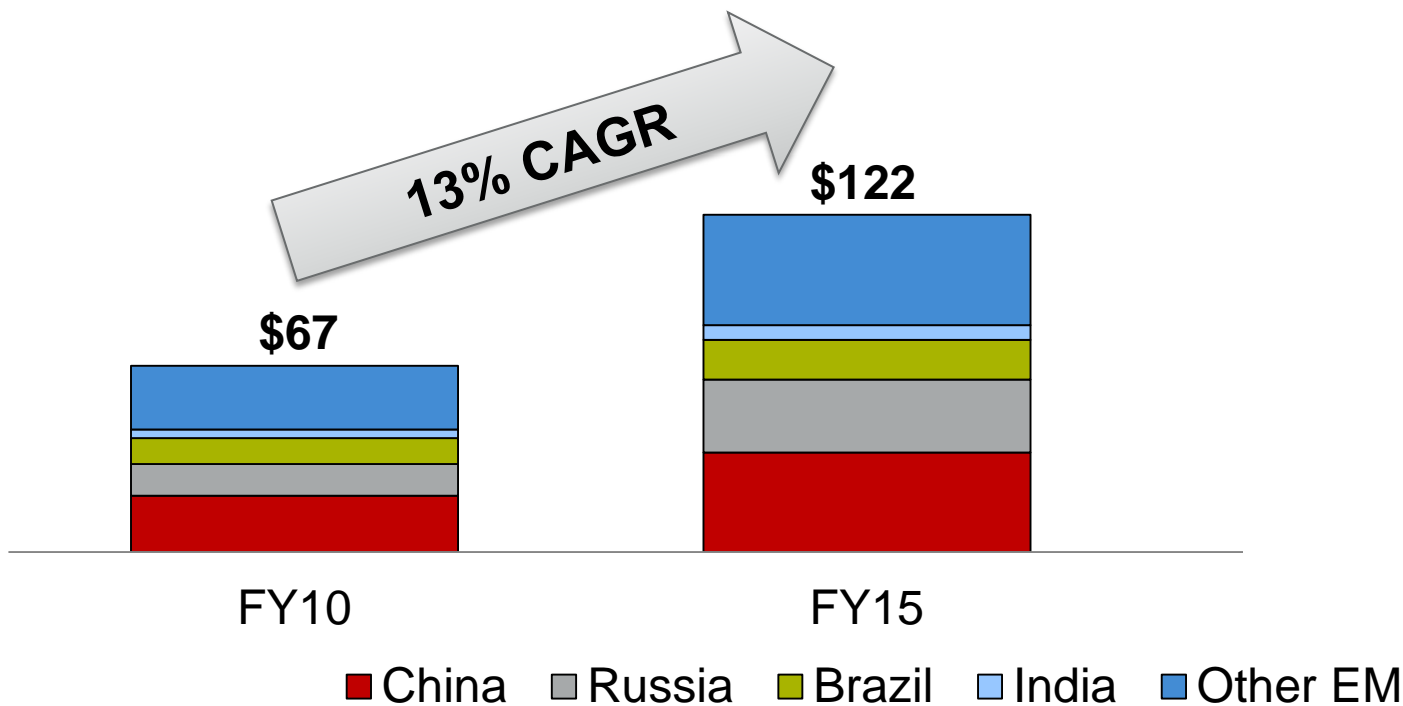
- HIPAA compliant
- Remote viewing / analysis
- EMR integration



Launching now

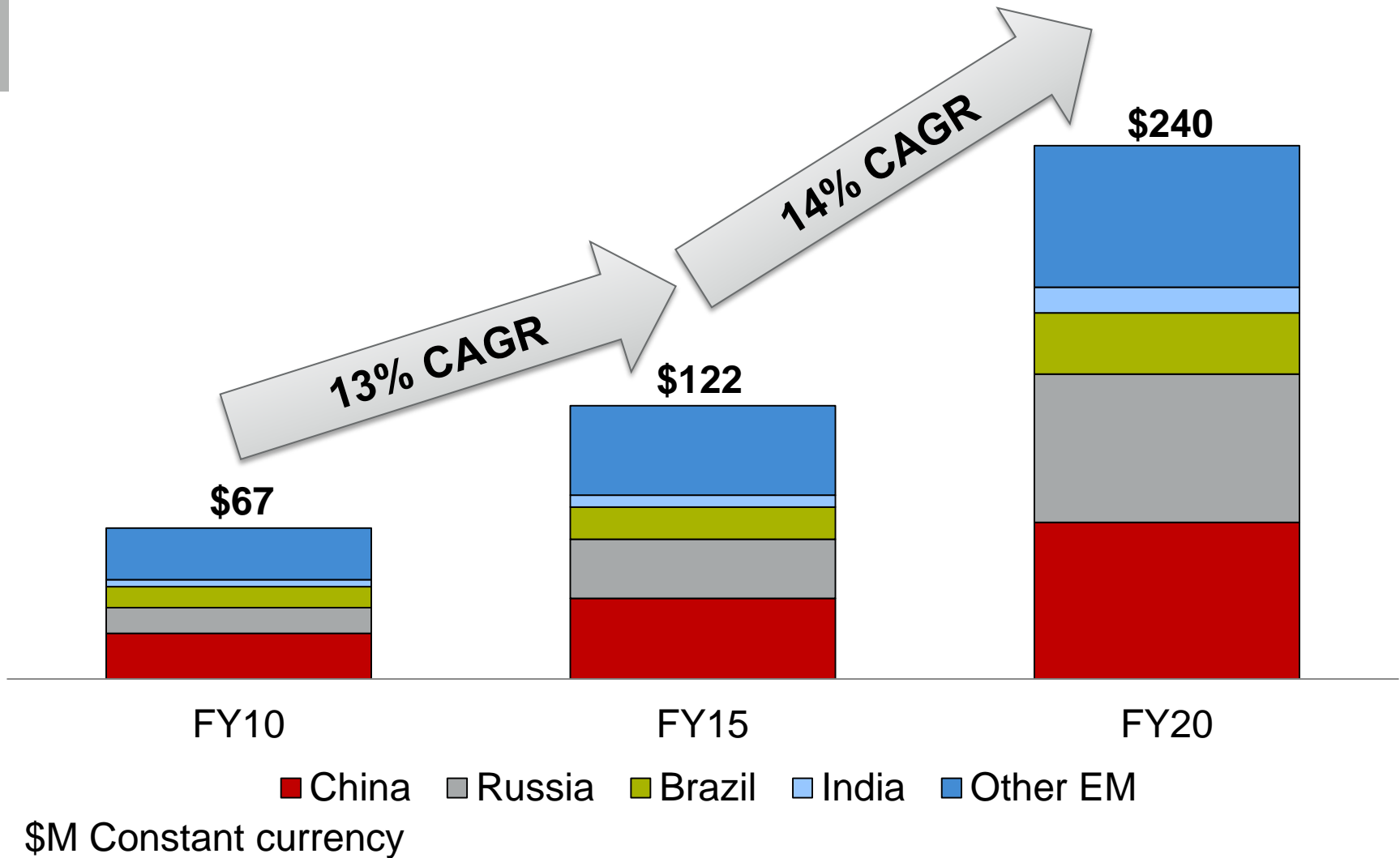
- Europe
- Japan
- Australia

Emerging markets grew double digits

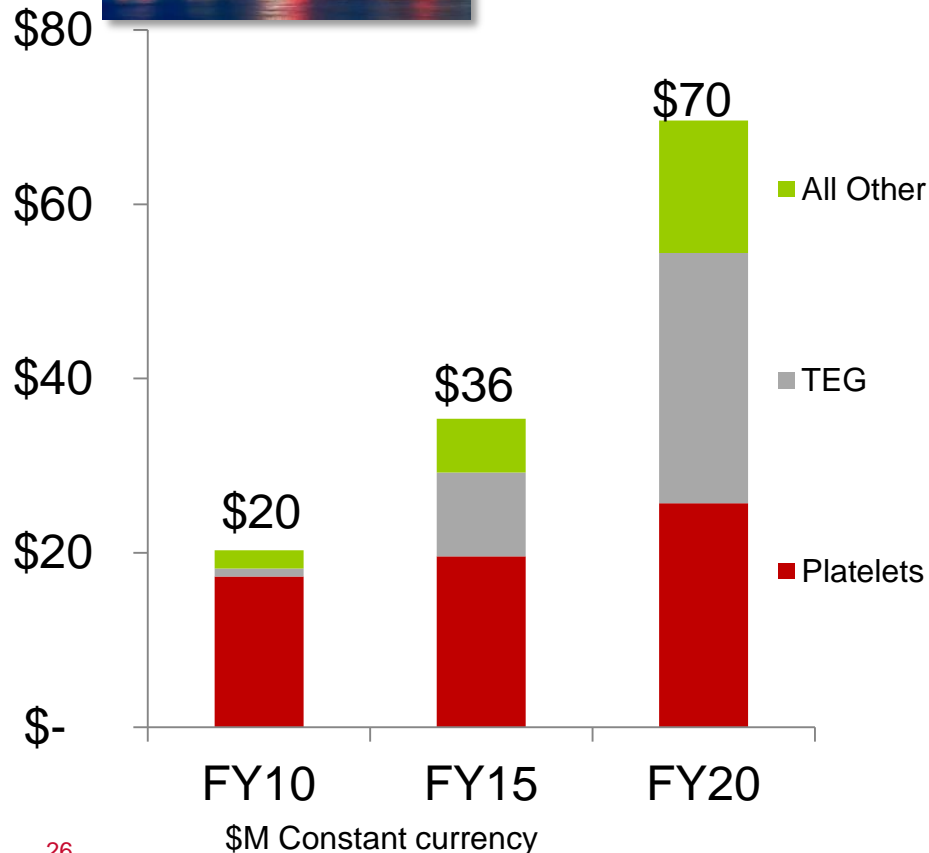


\$M Constant currency

Emerging markets will continue to expand



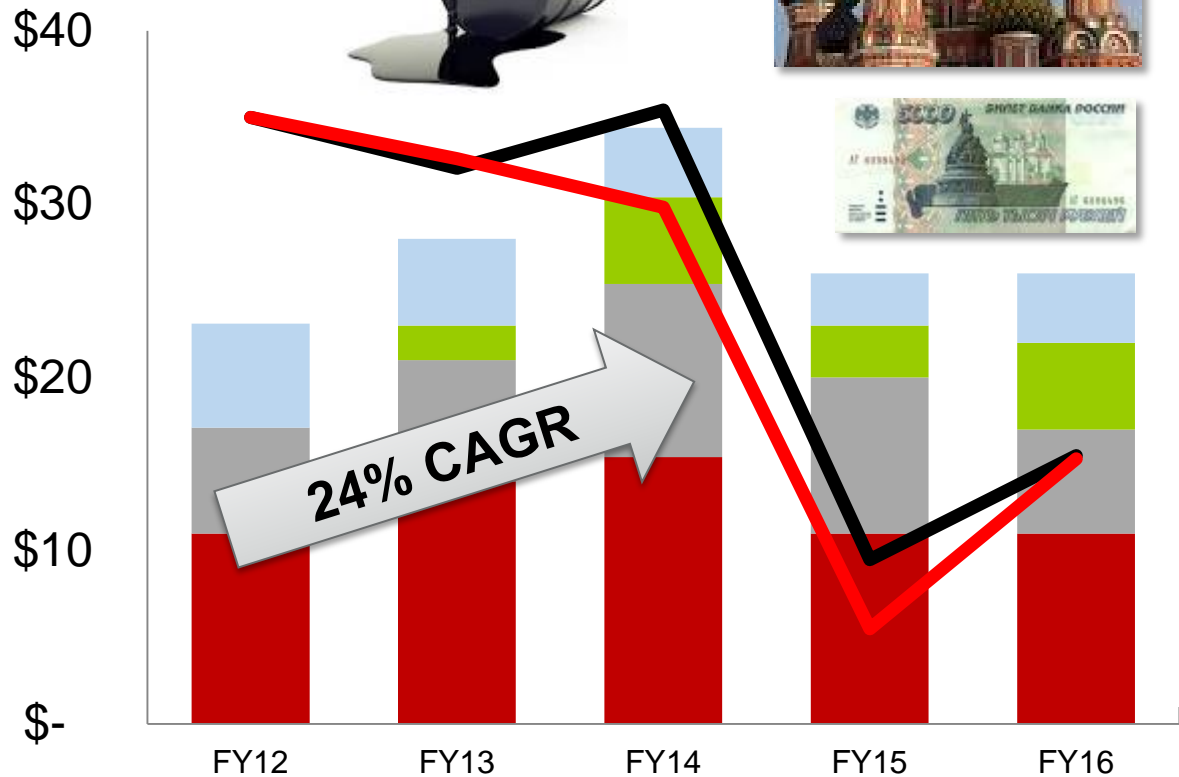
China growth accelerates leveraging experience and investments



HAE strategy

- Strong clinical sales in Tier I cities
- Tier II commercial expansion
- TEG[®] market and clinical development
- Cell salvage penetration
- Address chronic blood shortages
- Localization

Navigating Russian currency and oil cycle



HAE strategy

- Defend & grow share
- Ruble-referenced pricing
- Diversify commercial approach
- Develop TEG® and Blood Management

■ Platelets ■ Plasma ■ WB ■ Hospital
\$M Constant currency

— Oil \$/Barrel Index — \$/Ruble Index



HAEMONETICS®
THE Blood Management Company®

U.S. whole blood market decline will slow



\$M Constant currency

HAE outlook

- Fully anniversaried WB price declines
- One quarter's impact of ARC volume loss remains
- Business performance supports outlook
- Transfusion rates will settle in the low 30's per 1000

Technology and connectivity solutions drive savings across the value chain



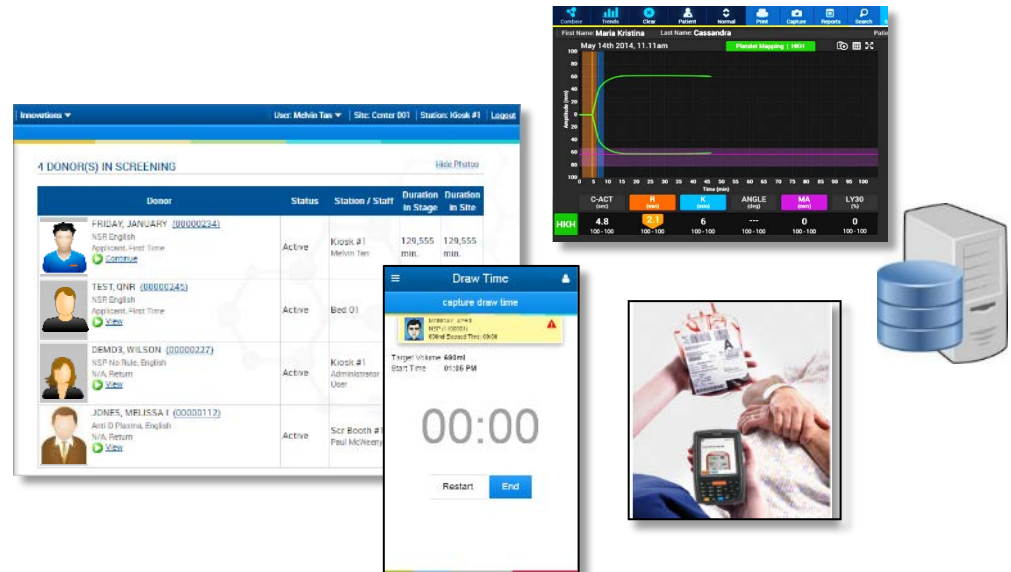
Software is a differentiator, enabler of CBMS, and high-potential future growth driver

HAE strategy

- Provides valuable “connectivity”
- Double-digit growth through FY20
- Enables mid-single digit growth across the portfolio



\$M Constant currency



Integrated “on demand” solution managing blood supply and value chain

BloodTrack®

Remote blood inventory and bedside transfusion management system



HAE strategy

- Unified software and hardware solution
- Automates blood supply chain
- Key element of CBMS™
- Multi-region regulatory clearances
- BloodTrack®/ HaemoBank™ launching

Electronic cross-matching has shown dramatic savings

NHS UK	Before	After	Reduction	Impact
Blood units issued from blood bank ¹	407	197	↓ 52%	Reduced blood bank workload
Blood availability ² (minutes)	24	1	↓ 96%	Increased safety and efficiency
Hospital staff time ² (minutes)	115	34	↓ 71%	Increased labor productivity

1. Murphy M. et al. How do we approach a major change program using the example of the development, evaluation, and implementation of an Electronic Transfusion Management System? Transfusion 2009. 49:829-837
2. Staves et al. Electronic remote blood issue: a combination of remote blood issue with a system for end-to-end electronic control of transfusion to provide a "total solution" for a safe and timely hospital blood transfusion service, Transfusion 2008 Mar 48(3):415-24.

CBMS™ represents an expansion of our engagement models

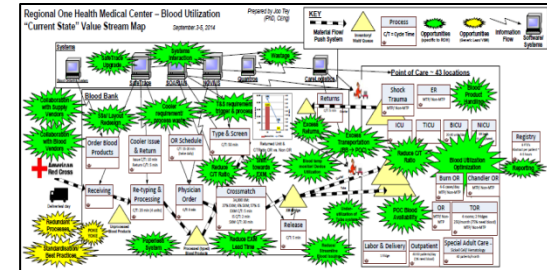
Product



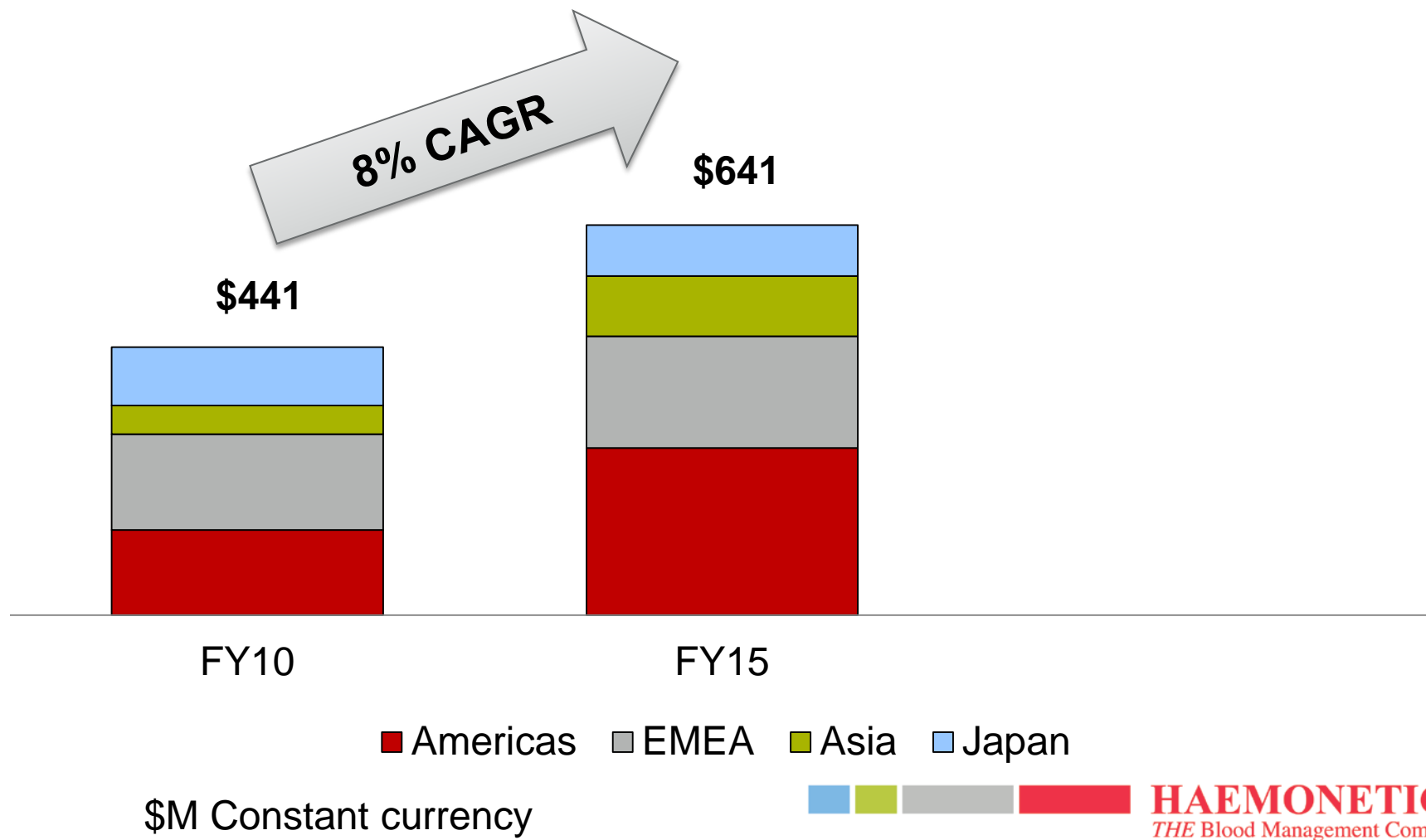
IMPACT®



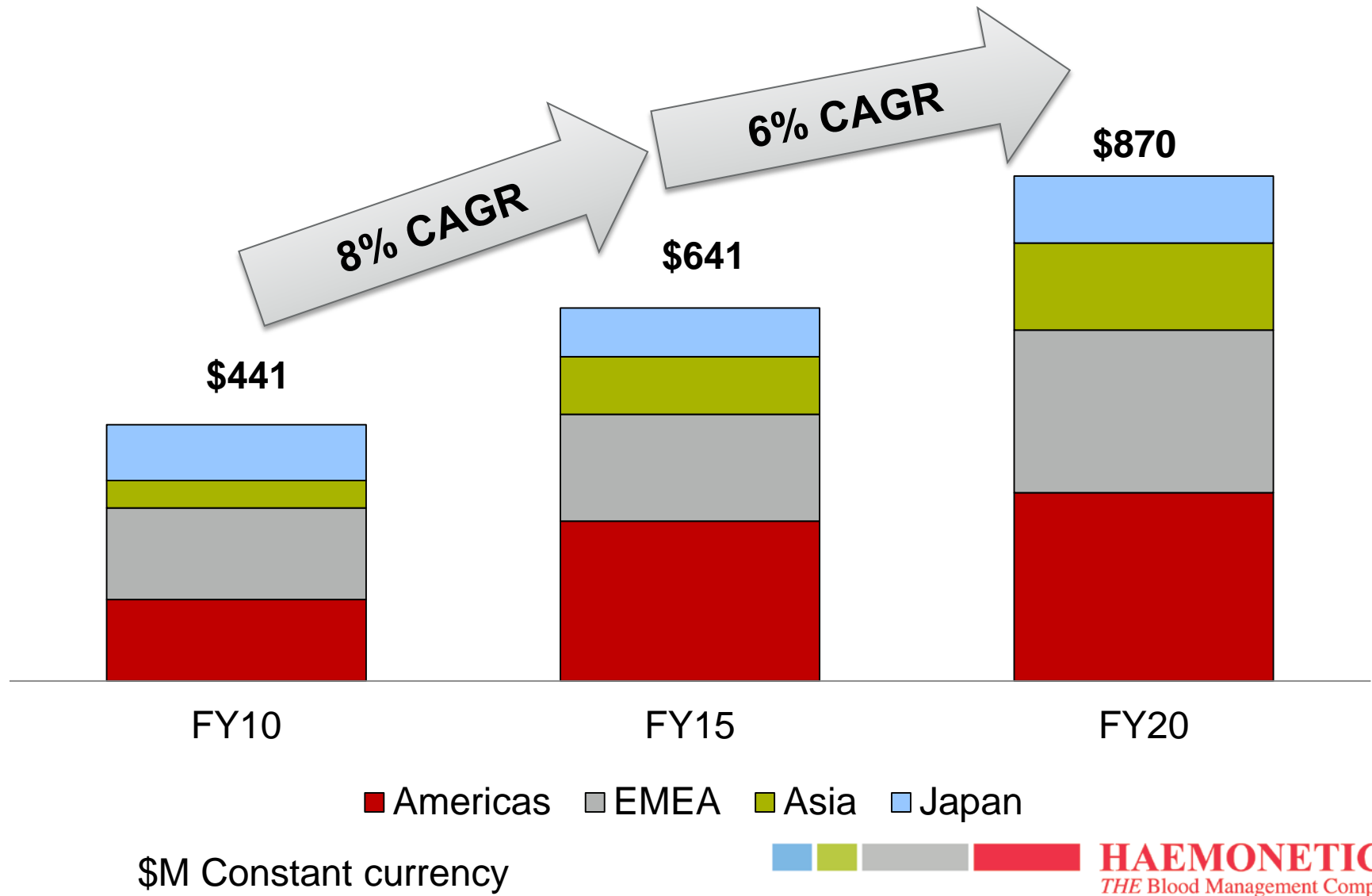
CBMS™



Global Markets grew organically and through acquisition



Global Markets growth driven by innovation and global market engagement

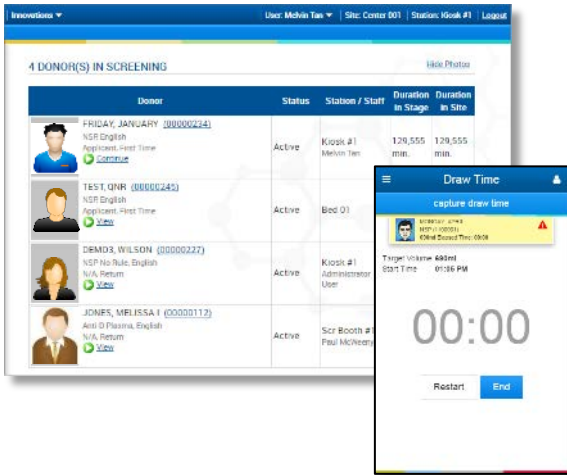


New Product Development

Jonathan White
Chief Science & Technology Officer

Four new products were promised

NextGen software



TEG® 6s



DonorSpace™

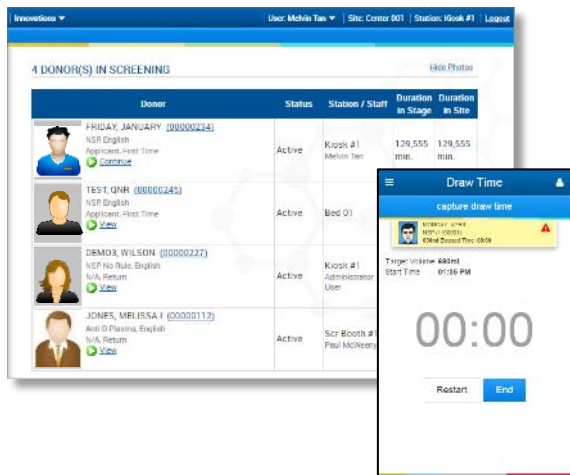


SOLX®



Five were delivered

NextGen software



TEG® 6s



BloodTrack® and HaemoBank™



DonorSpace™



SOLX®



Software and devices merging as “solutions”



Device and software for Plasma collection



TEG® 6s for monitoring disorders of blood coagulation

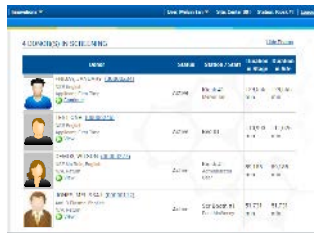


BloodTrack® and HaemoBank™ for electronic blood release

CBMS™ is supported by every new product

Cost to collect

NextGen



DonorSpace™



SOLX®



Cost of logistics

BloodTrack® and HaemoBank™



Clinical costs

TEG® 6s







New donor acquisition tools are needed

- Donor acquisition three times more expensive than blood set
- Online recruitment tools
 - Hemasphere® scheduling
 - Targeted acquisition



Plasma platform is a great success

4 DONOR(S) IN SCREENING

Donor	Status	Station / Staff	Duration in Stage	Duration in Site
 FRIDAY, JANUARY (00000234) NSP English Applicant, First Time Continue	Active	Kiosk #1 Melvin Tan	129,555 min.	129,555 min.
 TEST, QNR (00000245) NSP English Applicant, First Time View	Active	Bed 01	110,993 min.	111,026 min.
 DEMO3, WILSON (00000227) NSP No Rule, English N/A, Return View	Active	Kiosk #1 Administrator User	89,185 min.	89,185 min.
 JONES, MELISSA I (00000112) Anti-D Plasma, English N/A, Return View	Active	Scr Booth #1 Paul McWeeny	51,731 min.	51,731 min.

J. Trapper P. Weller 10:10 am

Protocol Confirmation

Confirm product volume

Plasma 13 units  800 ml	Estimated Completion Time 28:00 min	Product Volume 800 ml
	Donor Weight 170 lbs	

Confirm

- Device and software as an integrated suite
 - Plasma software is implemented at first customer
 - Device on track for 510(k) in 2016



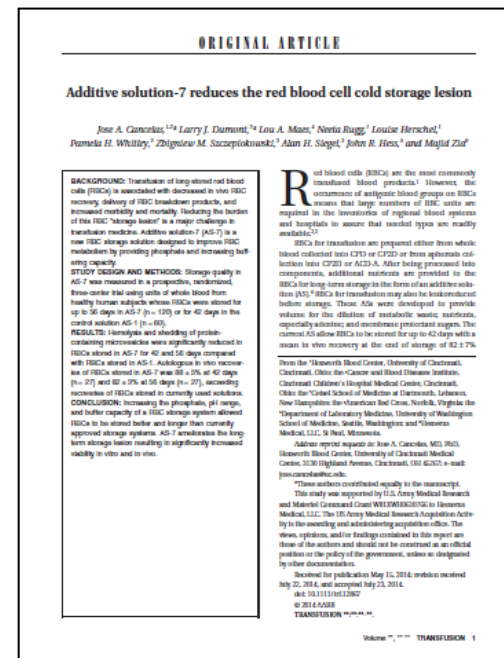
SOLX[®] (AS-7) NDA filed with FDA

- SOLX[®] NDA filed with FDA in January

- 42-day red cell storage
 - 3 days hold at 4°C
 - 24 hours at room temp.
- Therapeutic plasma quality
 - 8 hours room temperature (FFP)
 - 24-hour chilled (PF-24)

- Ongoing key opinion leader interest

- Three peer-reviewed papers in FY15
- 30,000 sets for FY16 KOL use



“AS-7 ameliorates the long-term storage lesion resulting in significantly increased viability in vitro and in vivo”*

HaemoBank™ integrated point of care storage reduces cost

80-unit fridge



Integrated scanner



Individual drawers



Label printer



Simple interface



Results validated in peer-reviewed journals

Sunnybrook Health Sciences Center Toronto¹

- 52% ↓ Total blood issued
- 96% ↓ Blood prep time for same-day OR
- 89% ↓ Return time for unused blood
- 32% ↓ Total staff time



The Johns Hopkins Hospital Baltimore²

- 38% ↓ procedures with preop. blood orders
- 27% ↓ crossmatch:transfusion ratio
- \$299K ↓ lab costs

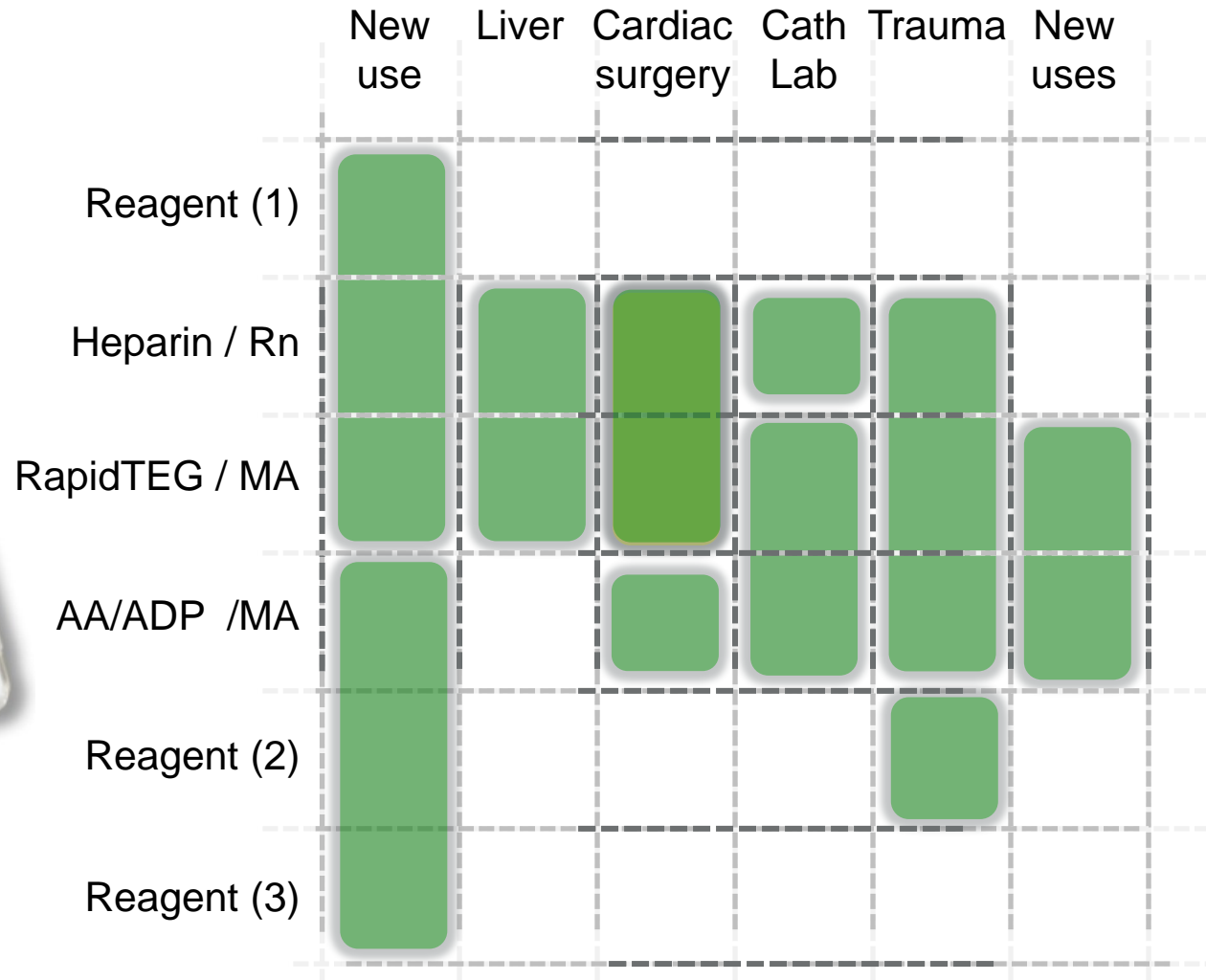


1. Callum JL, et al; Remote release of red blood cells by electronic crossmatch in the operating room at a large, academic trauma center: improving the speed of blood delivery while decreasing workload ; AABB Conference Supplement. October 6, 2008 pp250A.
2. Steven M. Frank, M.D.. et al; Reducing Unnecessary Preoperative Blood Orders and Costs by Implementing an Updated Institution-specific Maximum Surgical Blood Order Schedule and a Remote Electronic Blood Release System, Journal of the American Society of Anesthesiologists 2014, Vol.121, 501-509

New TEG[®] 6s is a substantial platform improvement



The market opportunity for TEG[®] 6s is significant



Designed for use in modern hospital setting

EMR connections



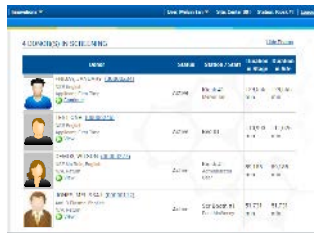
LIS connections



5 new product milestones achieved in FY15

Cost to collect

NextGen



DonorSpace™



SOLX®



Cost of logistics

BloodTrack® and HaemoBank™







Clinical costs

TEG® 6s









4 more new products coming in FY16

Cost to collect	Cost of logistics	Clinical costs
<p data-bbox="280 464 511 628">European soft filter (CE mark)</p> 	<p data-bbox="763 506 1052 614">BloodTrack® 510(k)</p> 	<p data-bbox="1516 478 1719 635">TEG® trauma cassette</p>  <p data-bbox="1226 921 1458 1078">Enhanced Cell Salvage</p> 

9 new products in 2 years

Cost to collect	Cost of logistics	Clinical costs
		

21 new products planned in 5 years

Cost to collect	Cost of logistics	Clinical costs
		
<p>FY17-19 pipeline</p> 		

Manufacturing Optimization

Dave Helsel

Executive Vice President, Global Manufacturing

Delivering savings as planned using balanced improvement framework

Four key areas drive margin enhancement

Value Driven Design

- **VAVE**
- Competitive Benchmarking
- Product Features
- Differentiation

Labor & Capacity

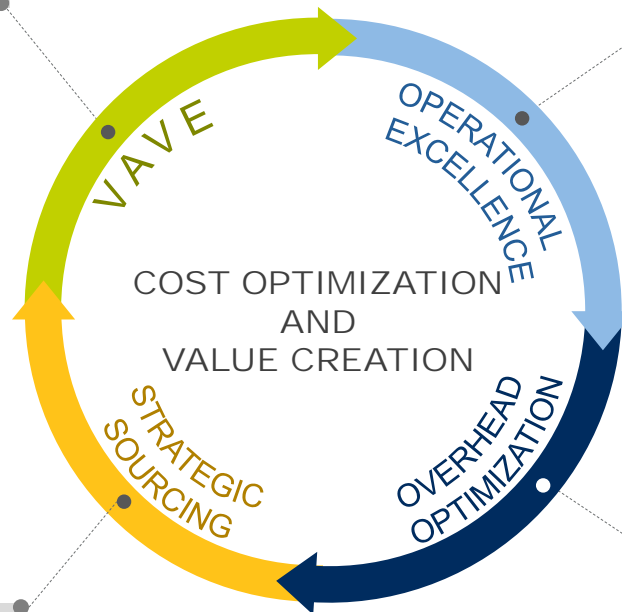
- Lean Manufacturing
- Focus Factories
- Standardized Practices

Supply Chain Cost & Business Continuity

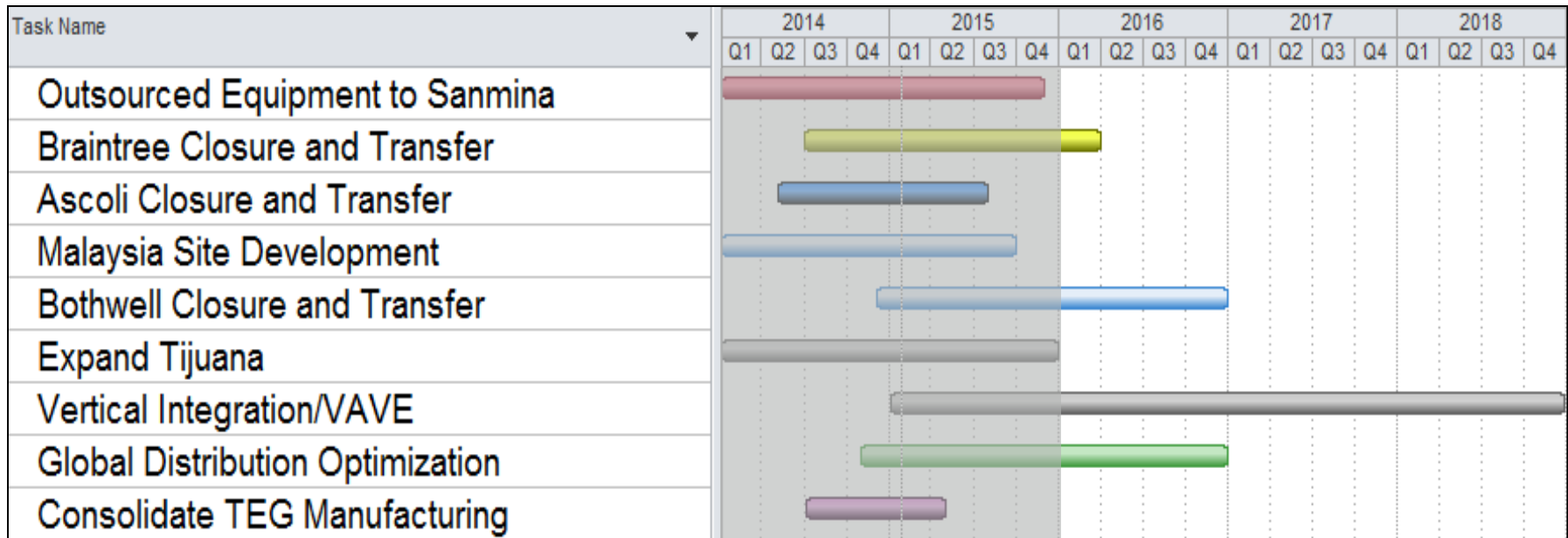
- **Strategic Sourcing**
- Commodity Management
- Supplier Management

Value Creation & Capture

- **Network Optimization**
- **Distribution Strategy**



Significant progress made across all projects



Penang plant and distribution center complete



Tijuana expansion complete



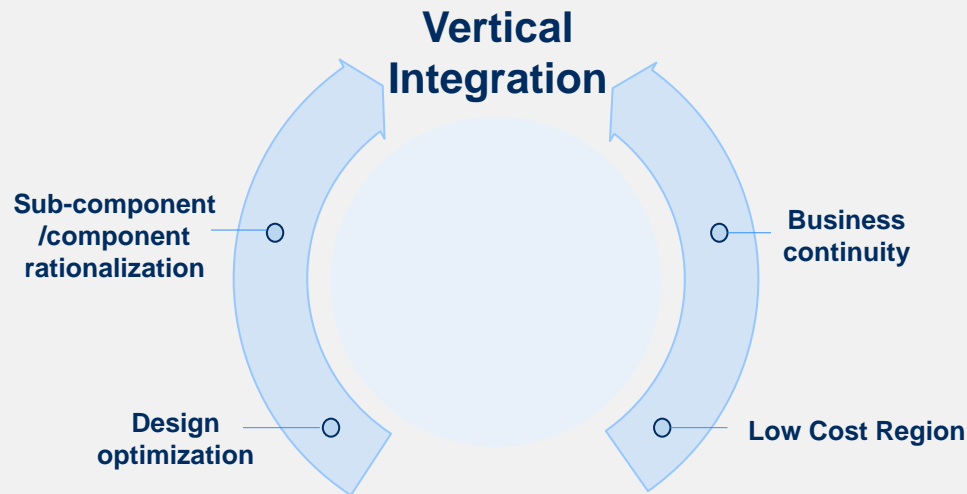
Our new DC network closely aligns with our customers' needs



Value Engineering and Vertical Integration are driving new opportunities

Areas of Focus

- Disposables
- Devices
- Rationalization
- Product quality
- Business continuity

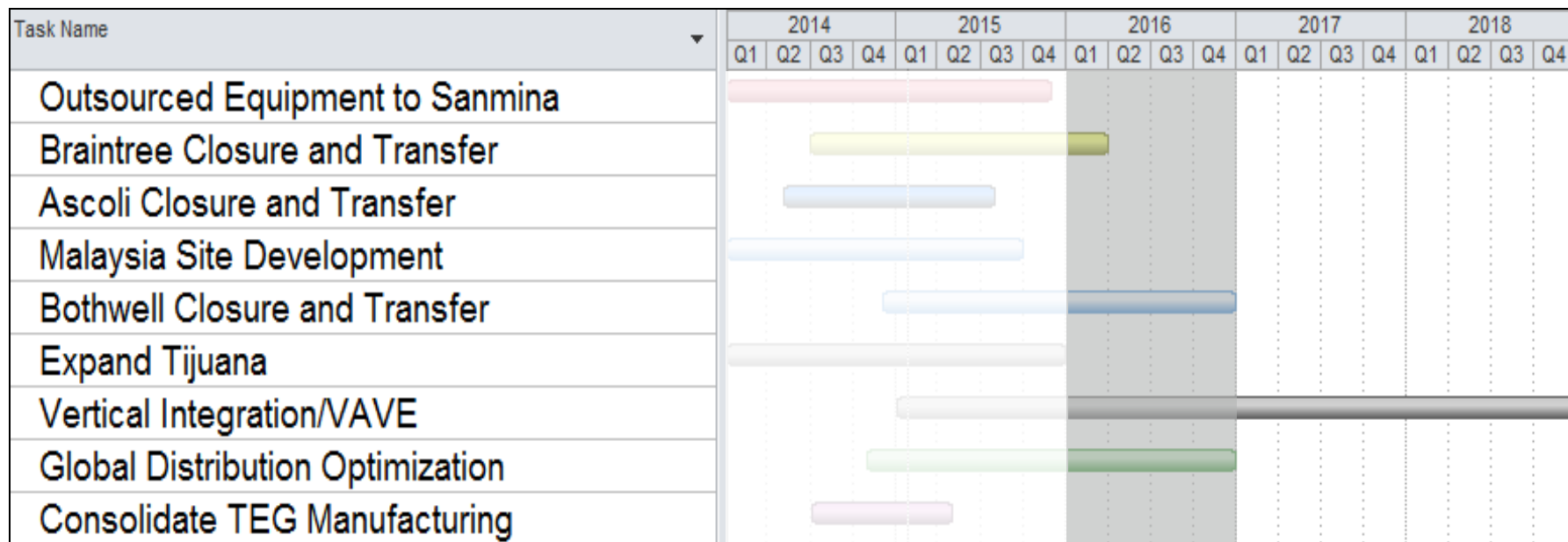


Opportunities

- Competitive analysis
- Low cost region
- Commodity pricing

- Whole Blood and Plasma costs benefit from added focus
- Investments in dedicated teams drive continuous improvements
- Vertical Integration delivers savings and new capabilities

Network transformation completed in FY16



\$65M in annual savings delivered by FY18



- Network transformation remains on schedule
- Solid start ups in Tijuana and Malaysia
- Strategic sourcing continues to deliver raw material savings
- Vertical integration provides advantages in both quality and cost
- Focus on Value Engineering creating new opportunities

Financial Outlook

Chris Lindop

CFO & Executive Vice President, Business Development

Factors impacting FY16


■ US market trends 

■ Russia 

■ Currency 

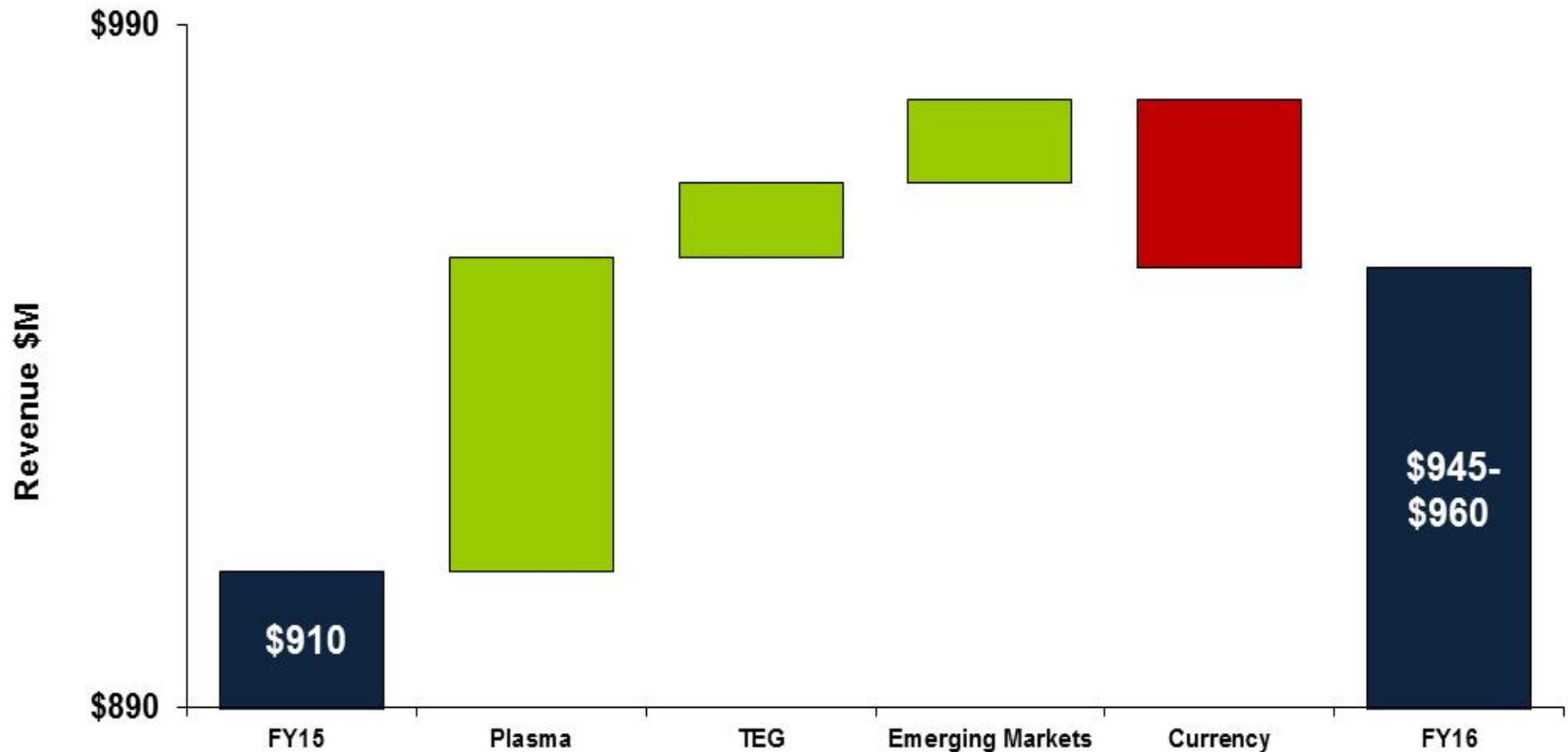
■ Growth drivers 

■ Software 

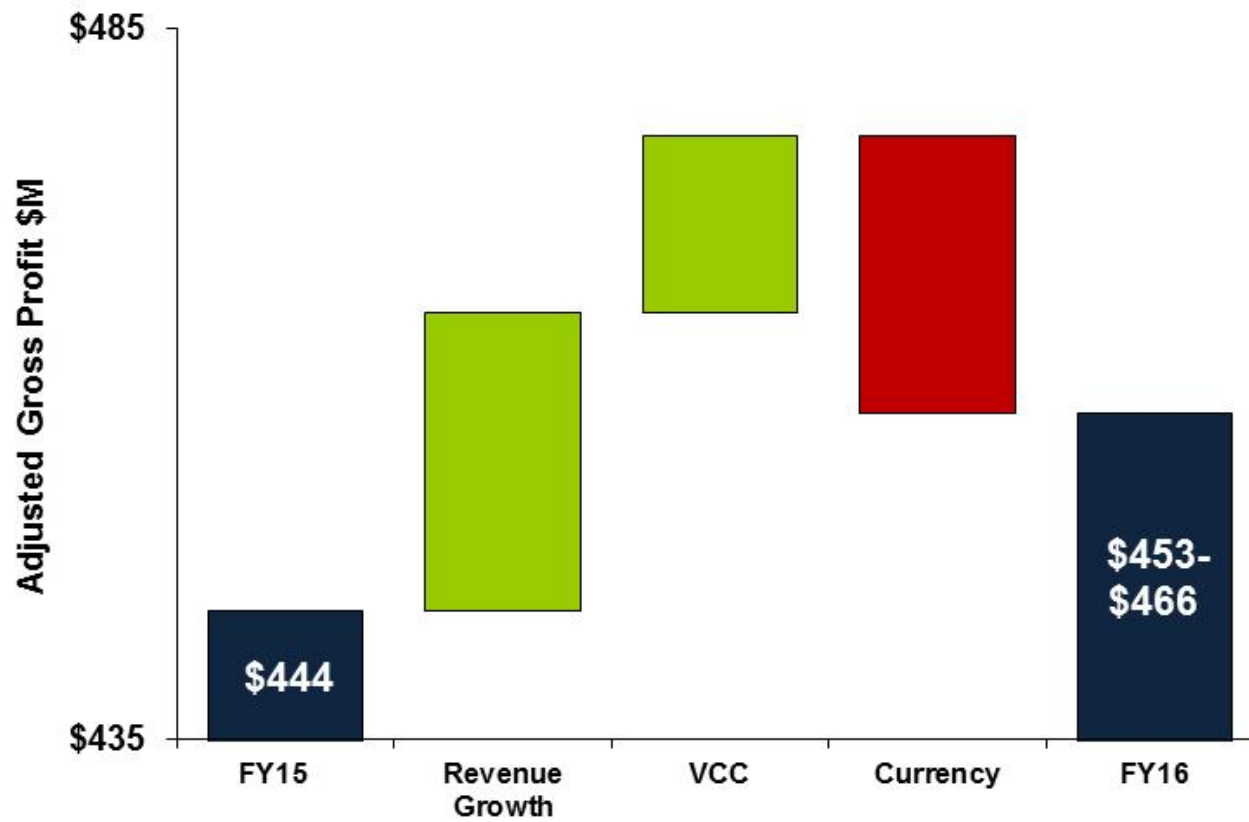
■ CBMS™ 

■ 53rd week 

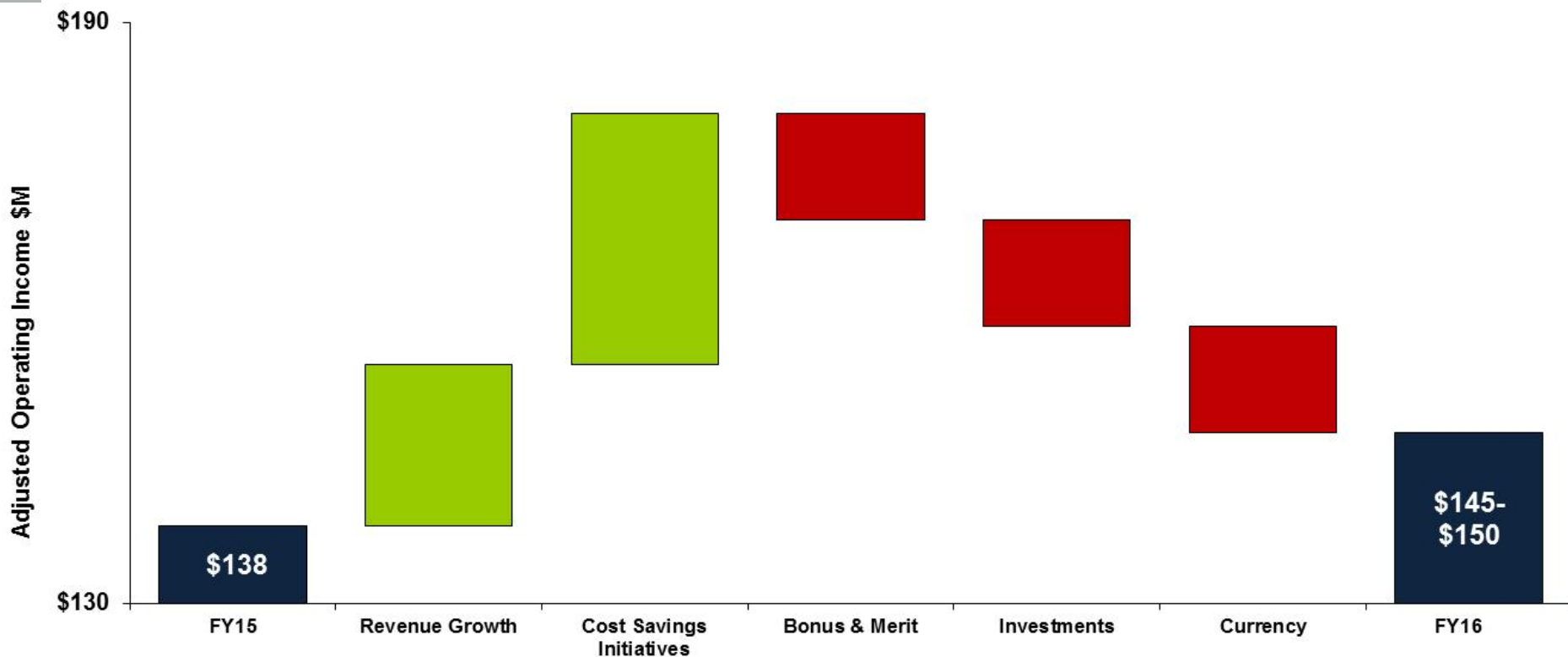
Revenue growth will be partially offset by currency headwinds



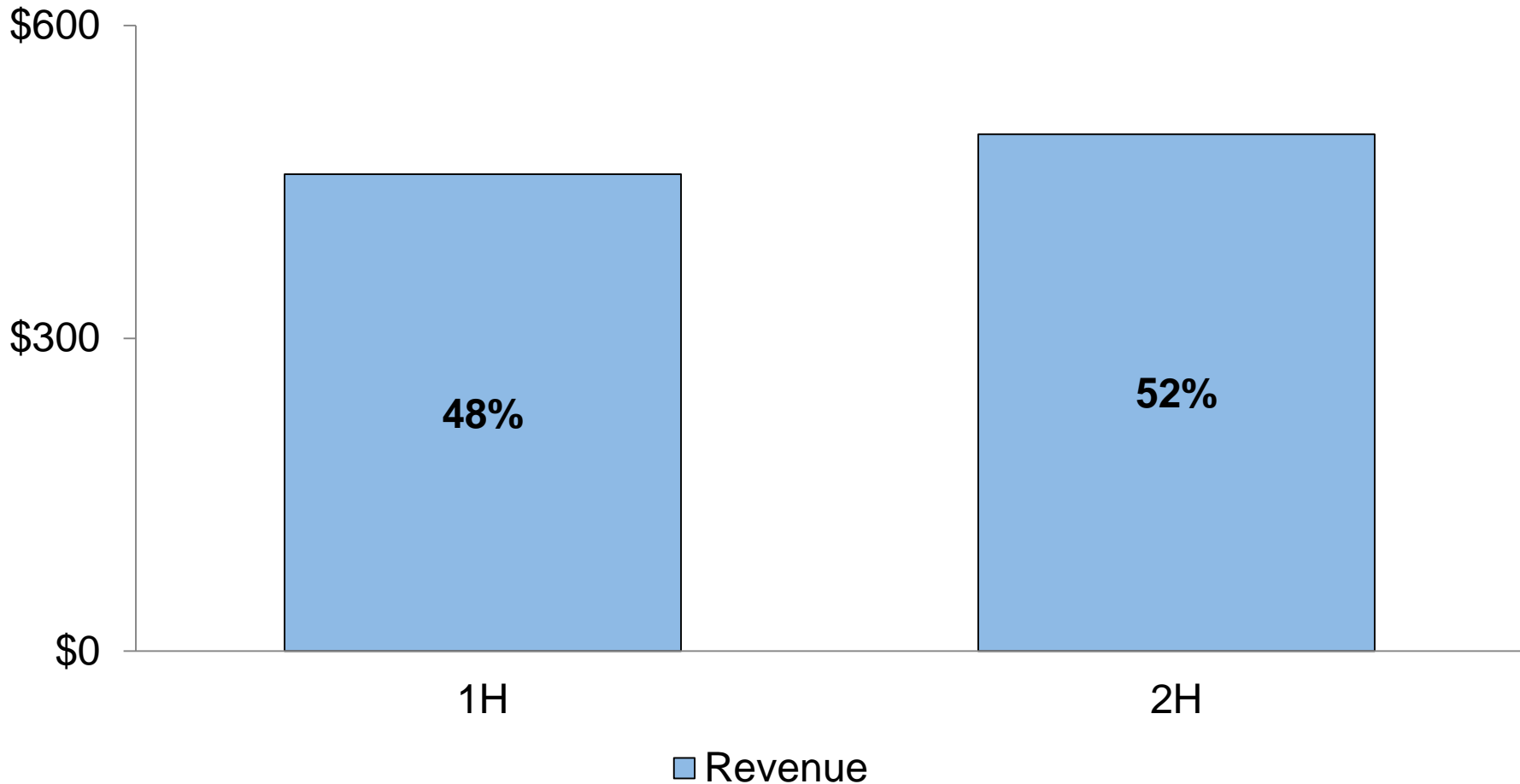
Gross profit growth is more significantly impacted by currency headwinds



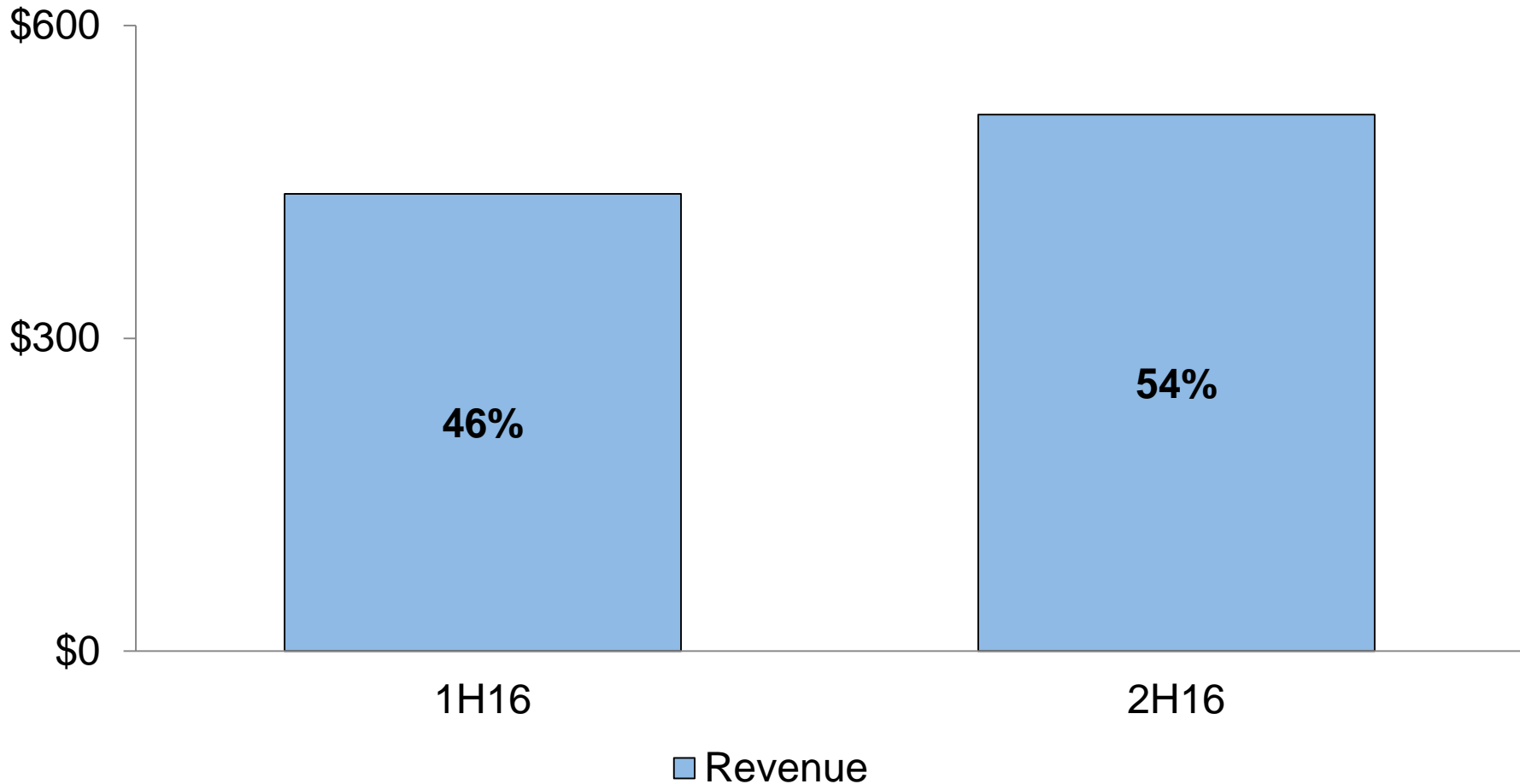
Earnings growth driven by operating discipline



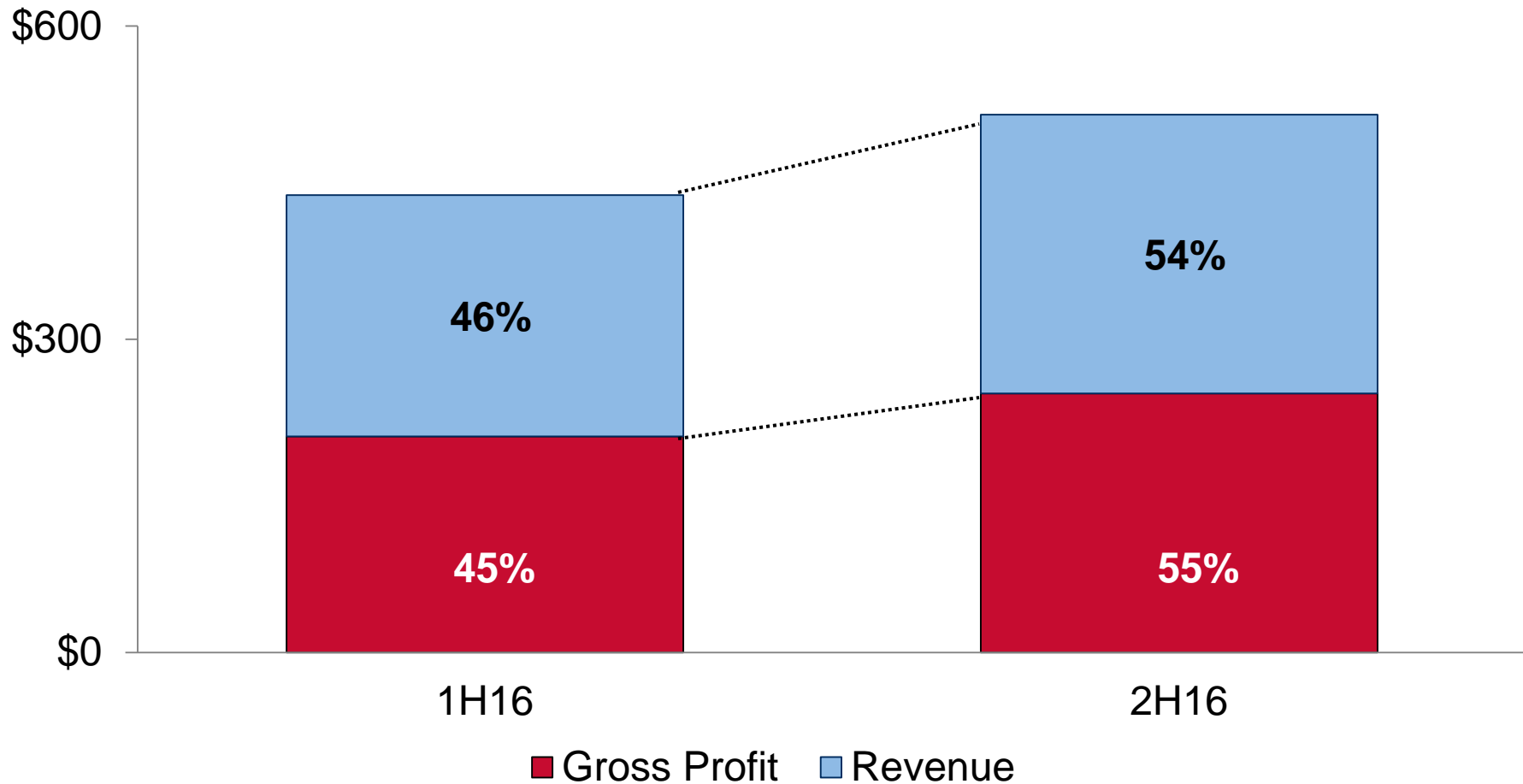
Revenue is normally split seasonally 48% in 1H and 52% in 2H



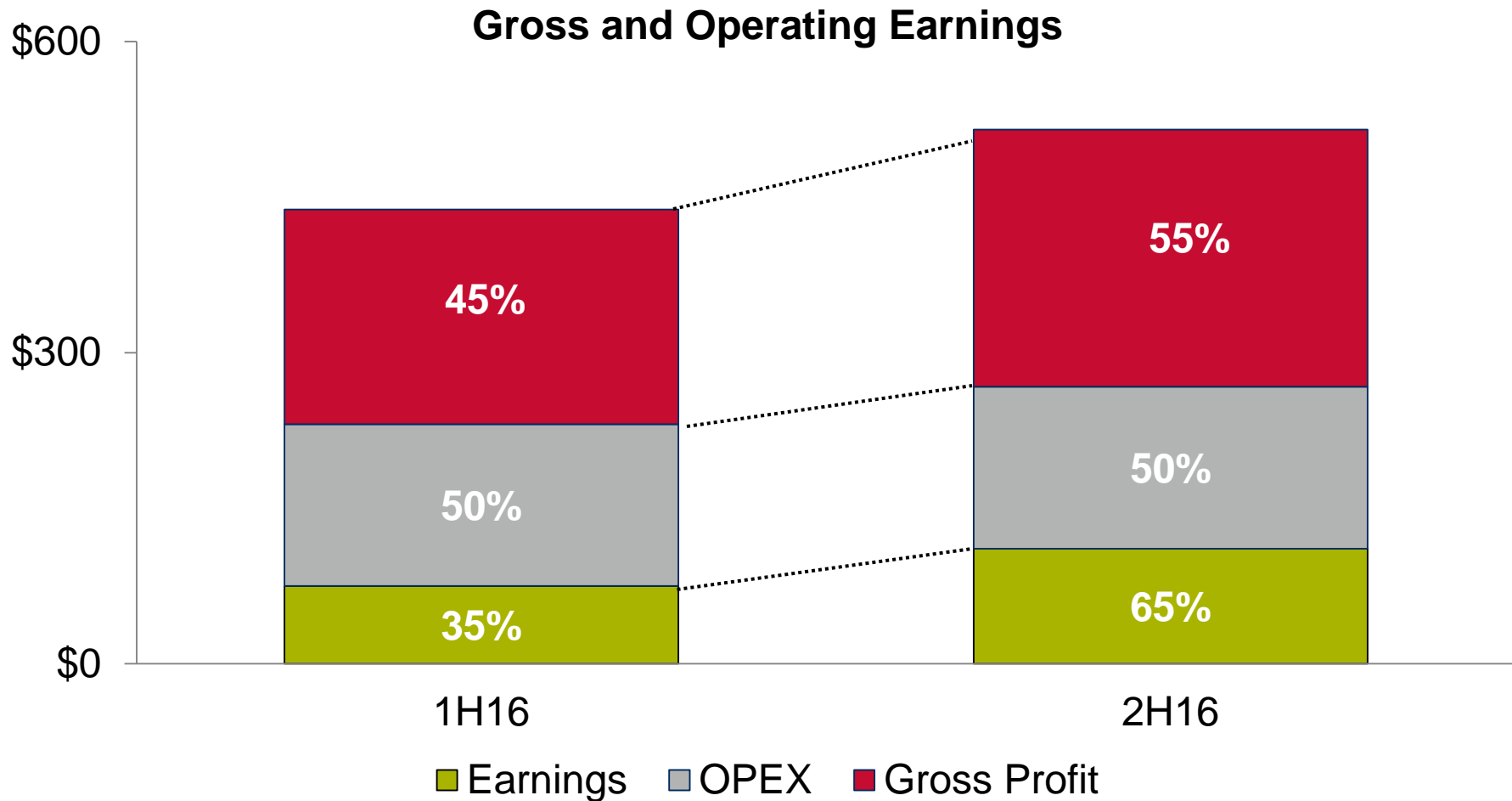
In FY16 the 53rd week, Russia trends and Saline timing will drive 46% in 1H and 54% in 2H



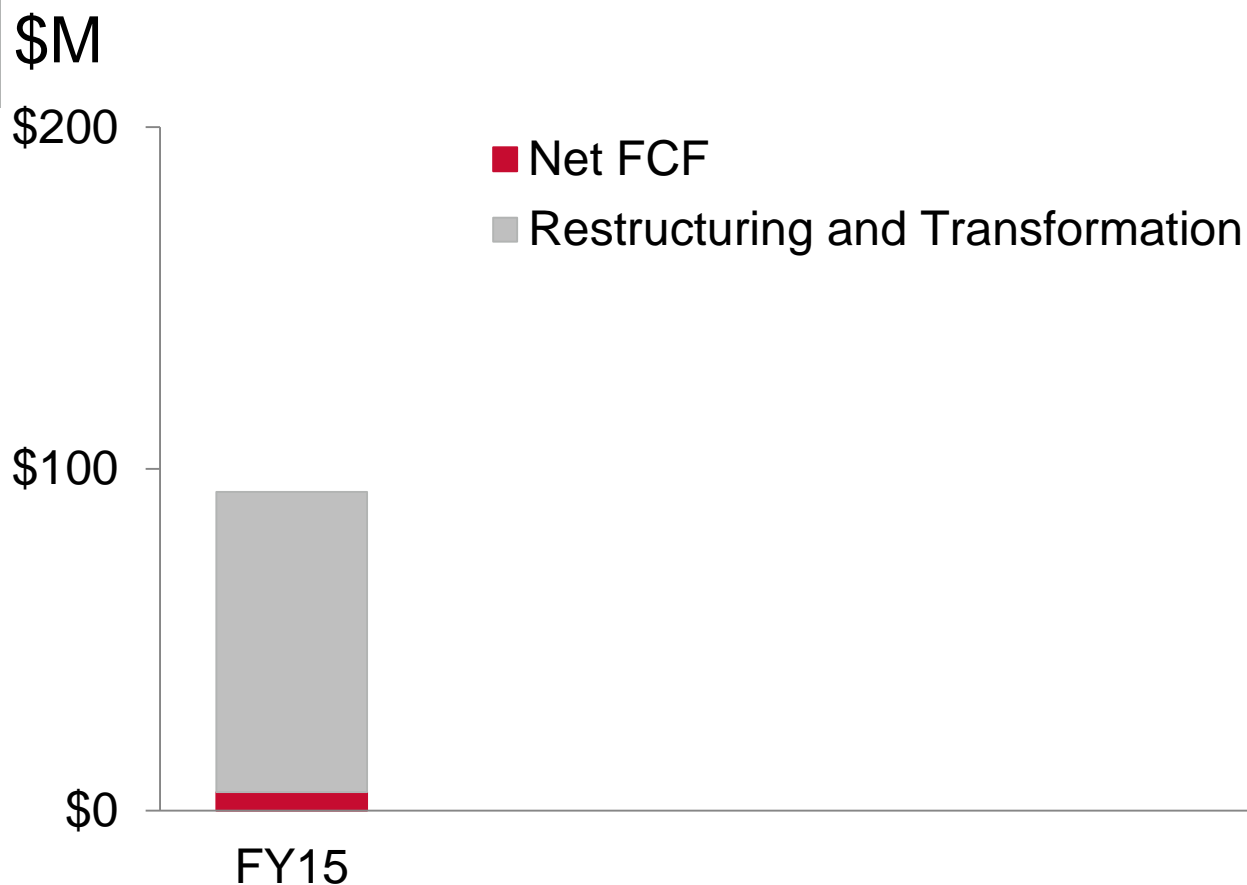
VCC realization will drive margin improvement and a gross profit split of 45% in 1H and 55% in 2H



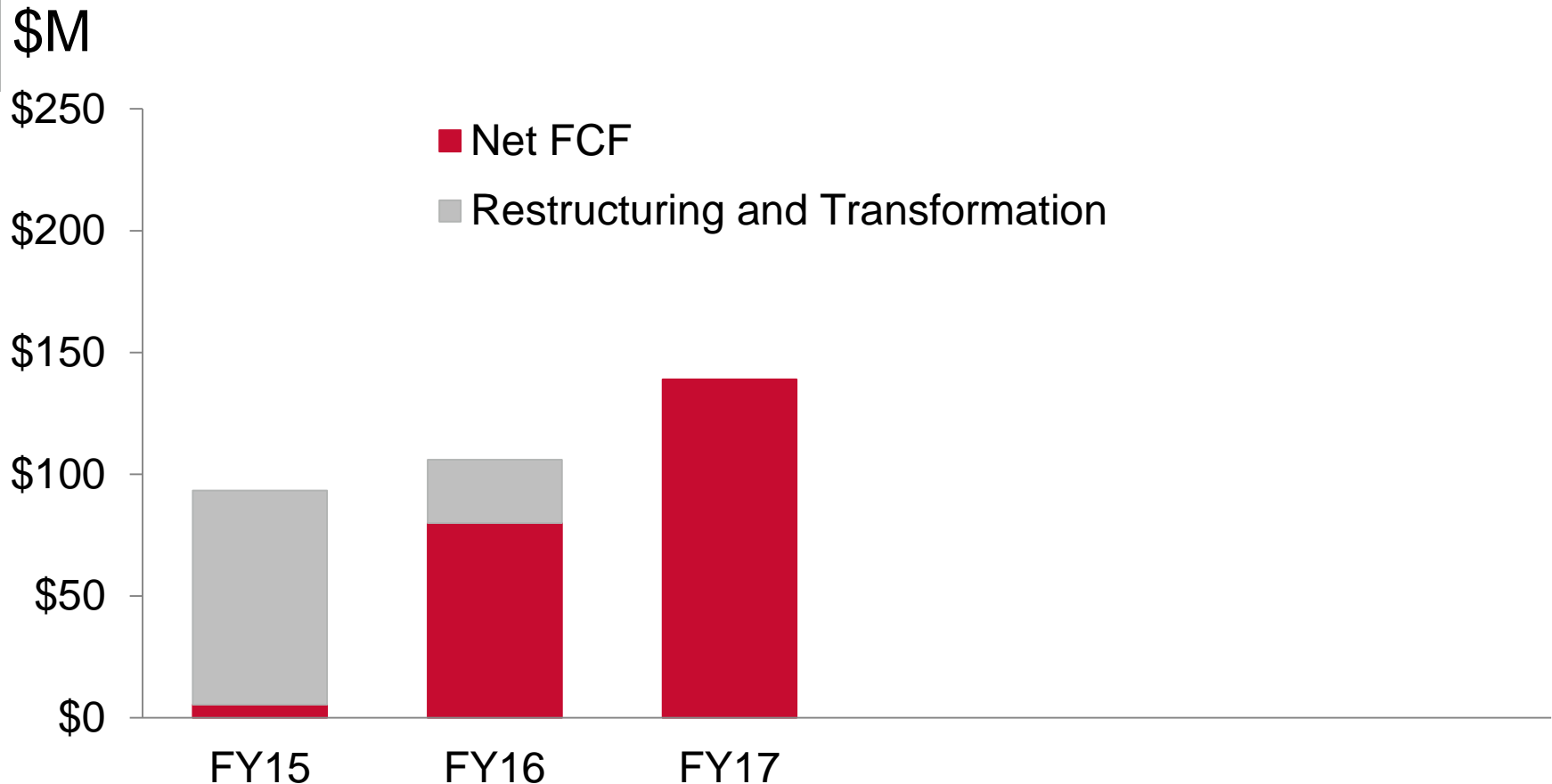
With level spending earnings will be split 35% in 1H and 65% in 2H



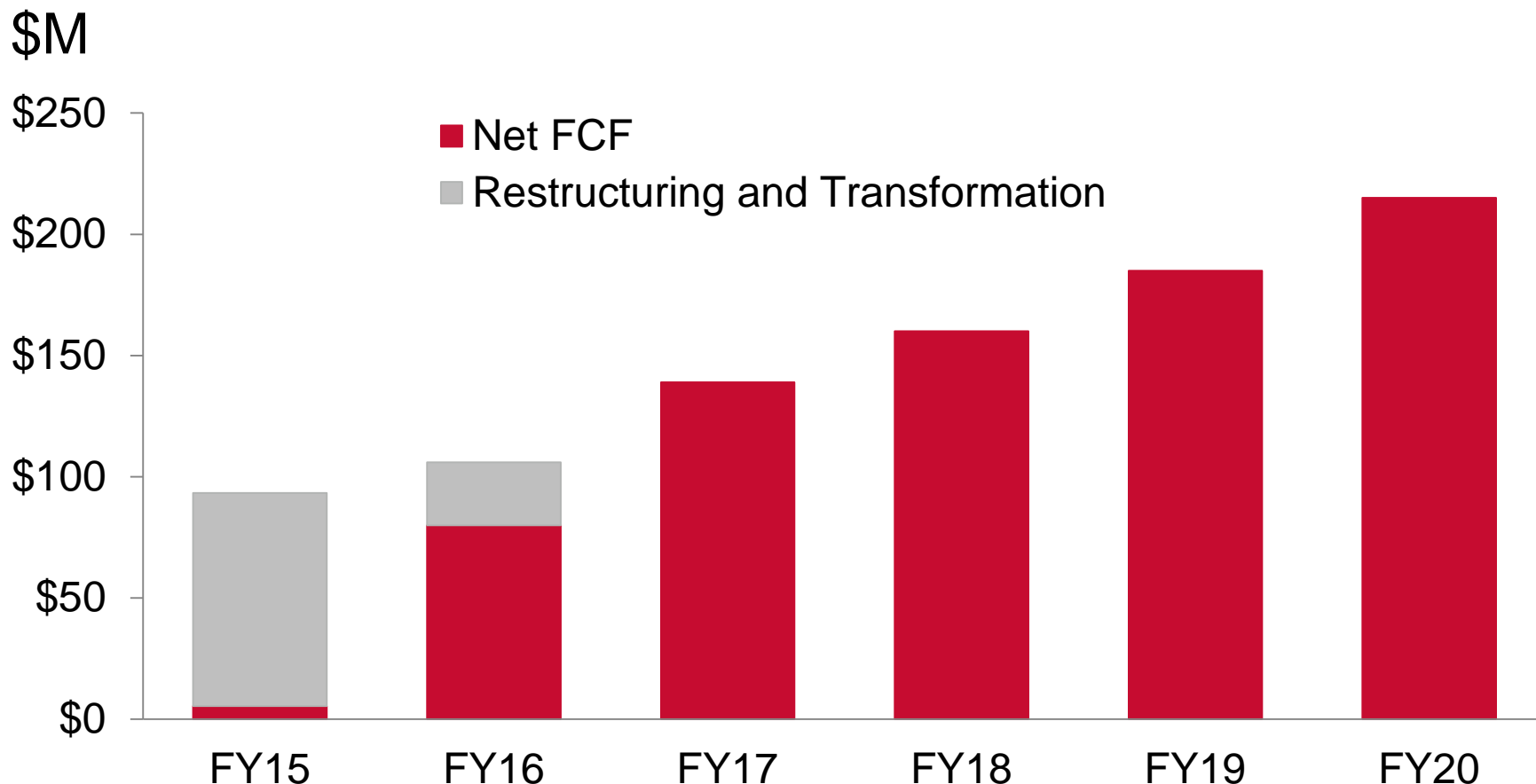
Cash flow funded VCC in FY15



Cash flow accelerates as we complete VCC



Free cash flow growth is expected to continue



Haemonetics is THE Global Leader in
Blood Management Solutions for our
customers

Our strategy is unchanged

- Invest in growth drivers
 - Global Plasma, TEG® and emerging markets
 - CBMS™ is an emerging growth catalyst
- Continued execution in Manufacturing Operations
 - Value creation and capture
 - VAVE and vertical integration
- Focus on commercial execution through CBMS™
- Accelerate innovation

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customers

Remaining program

- Lunch served 11:30-12:30 pm
 - Upstairs in the loft
 - Meet management
- Product fair open 11:30-2:30 pm
- Breakout sessions 12:30-2:30 pm
 - Listed on back of brochure

Breakouts

Cityside 1

12:30-1:00pm

Plasma

Pete Allen

1:00-1:30pm

CBMS™

Byron Selman

1:30-2:00pm

Plasma

Pete Allen

2:00-2:30pm

CBMS™

Byron Selman

Cityside 2

12:30-1:00pm

Global Manufacturing

Dave Helsel

1:00-1:30pm

New Product Development

Jonathan White

1:30-2:00pm

Global Manufacturing

Dave Helsel

2:00-2:30pm

New Product Development

Jonathan White



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