

## MANAGEMENT'S USE OF NON-GAAP MEASURES

The following tables contain the financial measure “constant currency” which is considered a “non-GAAP” financial measure under applicable U.S. Securities and Exchange Commission rules and regulations. Management uses non-GAAP measures to monitor the financial performance of the business, make informed business decisions, establish budgets, and forecast future results. These non-GAAP financial measures should be considered supplemental to, and not a substitute for, our reported financial results prepared in accordance with U.S. GAAP. In the following tables, this supplemental non-GAAP measure has been provided to assist investors in evaluating the performance of Haemonetics Corporation’s (the “Company’s”) core operations. When used in these tables, constant currency measures the change in revenue between the current and prior year periods using a constant currency conversion rate. Reconciliations of this measure to its most comparable GAAP measure for the fourth quarter and fiscal year ended March 30, 2019 are included at the end of the financial sections of the Company’s May 7, 2019 earnings release (a link to which is available below).

[Click here for link to the Company's May 7, 2019 earnings release.](#)

Reconciliation of FY18 Revenues (As Reported) to the New Reporting structure with customer-centric business units

1Q 2018 REVENUE	<u>Previous Reporting</u>	<u>Changes</u>			<u>New Reporting</u>
		Plasma	Blood Center	Service	
Plasma	\$ 101.5	\$ (15.1)	\$ 0.1	\$ (2.4)	\$ 84.1
Hospital	\$ 43.9			\$ (1.0)	\$ 42.9
Blood Center	\$ 65.6	\$ 15.1	\$ (0.1)	\$ (1.6)	\$ 79.0
<b><u>Net business unit revenues:</u></b>	<b><u>\$ 211.0</u></b>				<b><u>\$ 206.0</u></b>
Service	\$ -	\$ -	\$ -	\$ 4.9	\$ 4.9
<b>Total net revenues:</b>	<b><u>\$ 211.0</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 211.0</u></b>
2Q 2018 REVENUE	<u>Previous Reporting</u>	<u>Changes</u>			<u>New Reporting</u>
		Plasma	Blood Center	Service	
Plasma	\$ 109.8	\$ (15.4)	\$ 0.1	\$ (2.8)	\$ 91.7
Hospital	\$ 43.9			\$ (1.0)	\$ 42.9
Blood Center	\$ 71.7	\$ 15.4	\$ (0.1)	\$ (1.4)	\$ 85.6
<b><u>Net business unit revenues:</u></b>	<b><u>\$ 225.4</u></b>				<b><u>\$ 220.2</u></b>
Service	\$ -	\$ -	\$ -	\$ 5.2	\$ 5.2
<b>Total net revenues:</b>	<b><u>\$ 225.4</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 225.4</u></b>
3Q 2018 REVENUE	<u>Previous Reporting</u>	<u>Changes</u>			<u>New Reporting</u>
		Plasma	Blood Center	Service	
Plasma	\$ 113.1	\$ (17.0)	\$ 0.1	\$ (1.9)	\$ 94.3
Hospital	\$ 46.7			\$ (1.0)	\$ 45.8
Blood Center	\$ 74.2	\$ 17.0	\$ (0.1)	\$ (2.0)	\$ 89.2
<b><u>Net business unit revenues:</u></b>	<b><u>\$ 234.0</u></b>				<b><u>\$ 229.2</u></b>
Service	\$ -	\$ -	\$ -	\$ 4.9	\$ 4.9
<b>Total net revenues:</b>	<b><u>\$ 234.0</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 234.0</u></b>
4Q 2018 REVENUE	<u>Previous Reporting</u>	<u>Changes</u>			<u>New Reporting</u>
		Plasma	Blood Center	Service	
Plasma	\$ 111.6	\$ (16.5)	\$ 0.2	\$ (2.3)	\$ 93.0
Hospital	\$ 48.6			\$ (0.8)	\$ 47.8
Blood Center	\$ 73.4	\$ 16.5	\$ (0.2)	\$ (1.8)	\$ 87.9
<b><u>Net business unit revenues:</u></b>	<b><u>\$ 233.6</u></b>				<b><u>\$ 228.7</u></b>
Service	\$ -	\$ -	\$ -	\$ 4.9	\$ 4.9
<b>Total net revenues:</b>	<b><u>\$ 233.6</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 233.6</u></b>
FY 2018 REVENUE	<u>Previous Reporting</u>	<u>Changes</u>			<u>New Reporting</u>
		Plasma	Blood Center	Service	
Plasma	\$ 436.0	\$ (64.1)	\$ 0.6	\$ (9.3)	\$ 363.1
Hospital	\$ 183.1	\$ -	\$ -	\$ (3.8)	\$ 179.3
Blood Center	\$ 284.9	\$ 64.1	\$ (0.6)	\$ (6.7)	\$ 341.7
<b><u>Net business unit revenues:</u></b>	<b><u>\$ 903.9</u></b>				<b><u>\$ 884.1</u></b>
Service	\$ -	\$ -	\$ -	\$ 19.8	\$ 19.8
<b>Total net revenues:</b>	<b><u>\$ 903.9</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ -</u></b>	<b><u>\$ 903.9</u></b>

**Notes:**

All values are rounded to the nearest one tenth of a million  
 BU = business units

Reconciliation of FY19 Revenues (As Reported) to the New Reporting structure with customer-centric business units

1Q 2019 REVENUE	<u>Previous Reporting</u>	Changes			<u>New Reporting</u>
		Plasma	Blood Center	Service	
Plasma	\$ 116.9	\$ (16.1)	\$ 0.1	\$ (1.6)	\$ 99.4
Hospital	\$ 48.0			\$ (1.0)	\$ 47.0
Blood Center	\$ 64.5	\$ 16.1	\$ (0.1)	\$ (1.6)	\$ 78.8
<b>Net business unit revenues:</b>	<b>\$ 229.3</b>				<b>\$ 225.2</b>
Service	\$ -	\$ -	\$ -	\$ 4.2	\$ 4.2
<b>Total net revenues:</b>	<b>\$ 229.3</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 229.4</b>
2Q 2019 REVENUE	<u>Previous Reporting</u>	Changes			<u>New Reporting</u>
		Plasma	Blood Center	Service	
Plasma	\$ 124.4	\$ (15.5)	\$ 0.1	\$ (2.2)	\$ 106.8
Hospital	\$ 49.0			\$ (1.0)	\$ 48.0
Blood Center	\$ 68.2	\$ 15.5	\$ (0.1)	\$ (1.3)	\$ 82.3
<b>Net business unit revenues:</b>	<b>\$ 241.6</b>				<b>\$ 237.1</b>
Service	\$ -	\$ -	\$ -	\$ 4.5	\$ 4.5
<b>Total net revenues:</b>	<b>\$ 241.6</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 241.6</b>
3Q 2019 REVENUE	<u>Previous Reporting</u>	Changes			<u>New Reporting</u>
		Plasma	Blood Center	Service	
Plasma	\$ 131.8	\$ (17.1)	\$ 0.1	\$ (2.2)	\$ 112.7
Hospital	\$ 48.4			\$ (1.1)	\$ 47.2
Blood Center	\$ 67.2	\$ 17.1	\$ (0.1)	\$ (1.3)	\$ 82.8
<b>Net business unit revenues:</b>	<b>\$ 247.4</b>				<b>\$ 242.7</b>
Service	\$ -	\$ -	\$ -	\$ 4.6	\$ 4.6
<b>Total net revenues:</b>	<b>\$ 247.4</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 247.4</b>
4Q 2019 REVENUE	<u>Previous Reporting</u>	Changes			<u>New Reporting</u>
		Plasma	Blood Center	Service	
Plasma	\$ 128.8	\$ (17.2)	\$ 0.1	\$ (3.9)	\$ 107.8
Hospital	\$ 51.2			\$ (1.1)	\$ 50.1
Blood Center	\$ 69.3	\$ 17.2	\$ (0.1)	\$ (0.6)	\$ 85.8
<b>Net business unit revenues:</b>	<b>\$ 249.3</b>				<b>\$ 243.7</b>
Service	\$ -	\$ -	\$ -	\$ 5.6	\$ 5.6
<b>Total net revenues:</b>	<b>\$ 249.3</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 249.3</b>
FY 2019 REVENUE	<u>Previous Reporting</u>	Changes			<u>New Reporting</u>
		Plasma	Blood Center	Service	
Plasma	\$ 501.8	\$ (65.8)	\$ 0.5	\$ (9.8)	\$ 426.6
Hospital	\$ 196.5	\$ -	\$ -	\$ (4.3)	\$ 192.3
Blood Center	\$ 269.2	\$ 65.8	\$ (0.5)	\$ (4.8)	\$ 329.7
<b>Net business unit revenues:</b>	<b>\$ 967.6</b>				<b>\$ 948.6</b>
Service	\$ -	\$ -	\$ -	\$ 18.9	\$ 18.9
<b>Total net revenues:</b>	<b>\$ 967.6</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 967.6</b>

**Notes:**

All values are rounded to the nearest one tenth of a million

BU = business units

Analytical Table: Historical Revenue trend for FY18 & FY19 in the customer-centric business unit revenue reporting structure

(\$ million) <b>REVENUE</b>	Q118	Q218	Q318	Q418	FY18	Q119	Q219	Q319	Q419	FY19
<b>Plasma</b>	\$ 84.1	\$ 91.7	\$ 94.3	\$ 93.0	\$ 363.1	\$ 99.4	\$ 106.8	\$ 112.7	\$ 107.8	\$ 426.6
Reported						18.1%	16.5%	19.5%	16.0%	17.5%
Currency effect						-0.5%	0.0%	0.1%	0.4%	0.0%
Constant Currency						17.6%	16.5%	19.6%	16.3%	17.5%
No. America						18.8%	17.9%	21.7%	18.6%	19.3%
No. America disposables (excl. liquids)						15.5%	16.3%	19.4%	18.0%	17.4%
<b>Hospital</b>	\$ 42.9	\$ 42.9	\$ 45.8	\$ 47.8	\$ 179.3	\$ 47.0	\$ 48.0	\$ 47.2	\$ 50.1	\$ 192.3
Reported						9.5%	12.0%	3.2%	4.8%	7.3%
Currency effect						-3.0%	-0.3%	0.9%	1.7%	-0.1%
Constant Currency						6.5%	11.6%	4.2%	6.5%	7.1%
Hemostasis Management	\$ 17.1	\$ 17.6	\$ 19.4	\$ 19.6	\$ 73.7	\$ 21.3	\$ 21.8	\$ 20.9	\$ 21.7	\$ 85.7
Reported						24.8%	23.6%	7.4%	10.9%	16.2%
Currency effect						-3.5%	-0.5%	1.6%	2.0%	0.0%
Constant Currency						21.3%	23.1%	9.0%	12.9%	16.3%
Cell Salvage & Transfusion Management	\$ 25.8	\$ 25.2	\$ 26.3	\$ 28.2	\$ 105.5	\$ 25.6	\$ 26.2	\$ 26.4	\$ 28.4	\$ 106.6
Reported						-0.6%	3.8%	0.2%	0.7%	1.0%
Currency effect						-2.2%	0.1%	0.6%	1.6%	0.0%
Constant Currency						-2.8%	3.9%	0.8%	2.3%	1.0%
<b>Blood Center</b>	\$ 79.0	\$ 85.6	\$ 89.2	\$ 87.9	\$ 341.7	\$ 78.8	\$ 82.3	\$ 82.8	\$ 85.8	\$ 329.7
Reported						-0.2%	-3.9%	-7.1%	-2.5%	-3.5%
Currency effect						-1.6%	0.4%	0.2%	1.3%	0.1%
Constant Currency						-1.8%	-3.5%	-6.9%	-1.1%	-3.4%
Whole Blood	\$ 24.8	\$ 28.4	\$ 29.4	\$ 25.7	\$ 108.4	\$ 23.9	\$ 24.7	\$ 24.4	\$ 25.3	\$ 98.3
Reported						-3.9%	-13.2%	-17.1%	-1.5%	-9.3%
Currency effect						-0.5%	0.1%	0.3%	0.7%	0.2%
Constant Currency						-4.3%	-13.1%	-16.8%	-0.7%	-9.2%
Apheresis <sup>1</sup>	\$ 49.0	\$ 51.6	\$ 54.2	\$ 56.8	\$ 211.6	\$ 50.5	\$ 53.4	\$ 53.7	\$ 55.8	\$ 213.4
Reported						3.2%	3.5%	-0.9%	-1.8%	0.9%
Currency effect						-2.2%	0.6%	0.1%	1.6%	0.1%
Constant Currency						0.9%	4.1%	-0.8%	-0.2%	0.9%
Software & Other	\$ 5.2	\$ 5.6	\$ 5.5	\$ 5.4	\$ 21.8	\$ 4.4	\$ 4.2	\$ 4.7	\$ 4.7	\$ 18.0
Reported						-14.8%	-24.7%	-14.9%	-14.3%	-17.2%
Currency effect						-1.3%	0.2%	0.4%	1.1%	0.1%
Constant Currency						-16.1%	-24.5%	-14.5%	-13.2%	-17.1%
<b>Net business unit revenues</b>	<b>\$ 206.0</b>	<b>\$ 220.2</b>	<b>\$ 229.2</b>	<b>\$ 228.7</b>	<b>\$ 884.1</b>	<b>\$ 225.2</b>	<b>\$ 237.1</b>	<b>\$ 242.7</b>	<b>\$ 243.7</b>	<b>\$ 948.6</b>
Service	\$ 4.9	\$ 5.2	\$ 4.9	\$ 4.9	\$ 19.8	\$ 4.2	\$ 4.5	\$ 4.6	\$ 5.6	\$ 18.9
Reported						-14.9%	-12.8%	-5.0%	15.4%	-4.5%
Currency effect						-1.4%	1.0%	1.5%	4.3%	1.2%
Constant Currency						-16.3%	-11.8%	-3.5%	19.7%	-3.2%
<b>Total net revenues</b>	<b>\$ 211.0</b>	<b>\$ 225.4</b>	<b>\$ 234.0</b>	<b>\$ 233.6</b>	<b>\$ 903.9</b>	<b>\$ 229.3</b>	<b>\$ 241.6</b>	<b>\$ 247.4</b>	<b>\$ 249.3</b>	<b>\$ 967.6</b>
Reported						8.7%	7.2%	5.7%	6.7%	7.0%
Currency effect						-1.6%	0.0%	0.2%	1.1%	0.0%
Constant Currency						7.2%	7.2%	5.9%	7.8%	7.0%

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

2. All numbers are rounded to the nearest tenth of a million