

Haemonetics Corporation

Jefferies Virtual Healthcare Conference

June 2, 2020

HAEMONETICS®

Forward-Looking Statements and Non-GAAP Financial Measures

FORWARD-LOOKING STATEMENTS

Any statements contained in this presentation that do not describe historical facts may constitute forward-looking statements. Forward-looking statements in this presentation may include, without limitation, statements regarding (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, including with respect to the share repurchase program, (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. 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 may include, without limitation, the impact of the COVID-19 pandemic, including the scope and duration of the outbreak, government actions and restrictive measures implemented in response, availability and demand for the Company’s products, and our ability to implement as planned and realize estimated cost savings from the Operational Excellence Program; the Company’s ability to execute business continuity plans; the impact of share repurchases on our stock price and volatility as well as the effect of short-term price fluctuations on the share repurchase program’s effectiveness; technological advances in the medical field and standards for transfusion medicine and our ability to successfully offer products that incorporate such advances and standards; product quality; market acceptance; regulatory uncertainties, including in the receipt or timing of regulatory approvals; the effect of economic and political conditions; the impact of competitive products and pricing; blood product reimbursement policies and practices; and the effect of industry consolidation as seen in the plasma market. These and other factors are identified and described in more detail in the Company’s periodic reports and other filings with the U.S. Securities and Exchange Commission (the “SEC”). The Company does not undertake to update these forward-looking statements.

MANAGEMENT’S USE OF NON-GAAP MEASURES

This presentation contains financial measures which are considered “non-GAAP” financial measures under applicable SEC 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 this presentation, supplemental non-GAAP measures have been provided to assist investors in evaluating the performance of the Company’s core operations and provide a baseline for analyzing trends in our underlying businesses. We strongly encourage investors to review our financial statements and publicly-filed reports in their entirety and not rely on any single financial measure. When used in this presentation, organic revenue growth excludes the impact of currency fluctuation, product end-of-life activities, strategic exits of product lines and divestitures. Adjusted operating income and adjusted earnings per share exclude restructuring and turnaround costs, accelerated device depreciation and related costs, asset impairments, deal amortization expenses, costs related to compliance with the European Union Medical Device Regulation, transaction costs, impacts of U.S. tax reform, certain legal and other expenses, gains and losses on asset dispositions and the tax impact of the excluded items. 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. Reconciliations of these measures to their most comparable GAAP measures are included in the Company’s earnings release for the fourth quarter fiscal 2020 dated May 5, 2020, which is available on the Company’s website: www.haemonetics.com.

Haemonetics At-A-Glance



Global healthcare company dedicated to providing a suite of **innovative hematology products** and solutions for customers, to help them improve patient care and reduce the cost of healthcare.

Long-term value creation strategy that is supported by multiple value drivers

Corporate Strategy

Compete in winning segments and geographies

Achieve leading position in each segment where we compete

Deliver superior short-term and long-term operating performance (ROIC)

Value drivers

- 1** Plasma market
- 2** Hospital market

- 3** Operating Model
- 4** Innovation Agenda

- 5** Operational Excellence
- 6** Capital Allocation

We have already had key tactical successes aligned with our strategy to drive our results

Plasma

- ✓ Launched NexSys and converted 20%+ of plasma customers
- ✓ Upgraded software and increased software market share up to 75%

Hospital

- ✓ Propelled growth from flat to double digits
- ✓ Established dedicated teams & bought Intellectual Property for TEG

Operating Model

- ✓ Rationalized product portfolio and right-sized Blood Center go-to-market strategy
- ✓ Expanded Plasma disposables production capacity by 50%

Innovation Agenda

- ✓ Developed medical, clinical and scientific expertise
- ✓ Invested in software and data analytics capabilities to drive digitalization

Operational Excellence

- ✓ Fostered a collaborative, performance-driven culture focused on value creation
- ✓ Launched two distinct productivity programs targeting \$160-170M in savings

Capital Allocation

- ✓ Refinanced and expanded debt facility and allocated capital for accelerated growth
- ✓ Executed \$435M of share repurchase (outstanding authorization for \$325M)

FY20 revenue snapshot in the customer-centric business unit structure

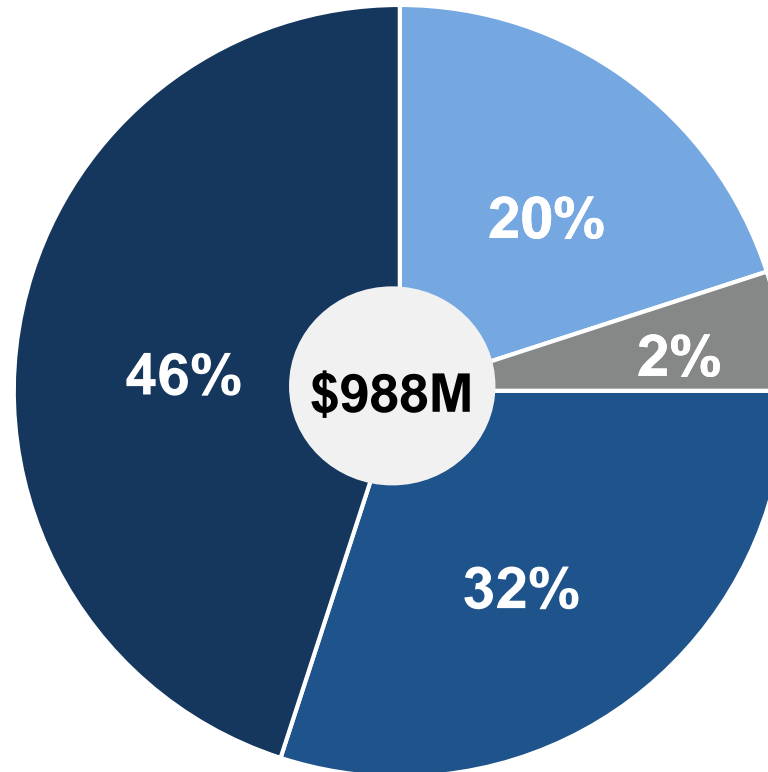
FY20 Revenue

Plasma

% Revenue ex. NA ¹	7%
% Disp. revenue ²	92%
% NA disp. revenue (excluding solutions) ³	78%

Blood Center

% Revenue ex. NA ¹	68%
% Disp. revenue ²	93%



Hospital

% Revenue ex. NA ¹	43%
% Disp. revenue ²	70%
% HM ⁴ revenue	48%

Service

% Revenue ex. NA ¹	55%
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1. Revenue excluding North America
2. Disposables revenue
3. North America (NA) disposables revenue excluding liquid solutions
4. Hemostasis Management/ TEG

Leading position in Plasma with modern, integrated technology solutions

	Plasmapheresis	Software
Business Model	Capital/ Disposables	Software Solutions
Product Portfolio	NexSys PCS®/ PCS®2	NexLynk DMS®
Market Lifecycle	Growth	Developing
Market Position	1	1
Competition	Fresenius Fenwal (Aurora), Other (OUS)	MAK, homegrown



NexSys PCS®
Collection device



NexLynk DMS®
Donor management
software



**Value-added
software “apps”**

Plasma market continues to show strong growth and HAE is prepared to support this opportunity

Robust growth in plasma-derived therapeutics

~8%

Est '15-'23 CAGR¹

~756

Registered clinical trials²



Indications

Formulations

Diagnosis rates

Therapeutic alternatives viewed as early stage

Pre-clin.

Recombinant IgG

PII

FcRn

Increased production capacity

~2X

Historical fractionation capacity³
(45M → 90M liters)

~9%

'13-'17 CAGR⁴

US plasma center collections

~12%

'13-'17 CAGR⁴

of US plasma centers

HAE positioned to support growth

~50% Increase in plasma collection disposables capacity



NexSys platform enables increase in plasma collection

1. "Forecast of the Global Immunoglobulin Market 2014 – 2023" The Marketing Research Bureau, Inc. December 2015

2. clinicaltrials.gov 8/10/18 ClinicalTrials "plasma derived" search return

3. "The World Needs More Plasma" The Source Summer 2018

4. PPTA 2014-2018 August Distribution Report

NexSys platform improves customer identified tangible value drivers



Plasma Yield

- Increased Plasma yield by 18-26ml per donation on average through YES® Technology¹



Productivity

- ~20% improvement in door to door efficiency²
- Increased labor effectiveness
- Business Optimization support
- 10% reduction in cost to collect a liter of plasma³



Quality and Compliance

- >91% reduction in key quality events (overdraws, documentation errors)²
- Bi-directional, paperless workflow helps eliminate errors and enforces compliance



Donor Experience

- Reduced donation times
- Increased donor engagement and satisfaction
- Improved staff responsiveness

1. Plasma yield enhancing solution; YES® Technology is available in the United States only

2. In-market results from NexSys PCS/NexLynk DMS implementations baselined versus Haemonetics PCS®2 device use, non bi-directionally integrated with Haemonetics DMS

3. Estimated based on internal data

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Leading positions within three synergistic Hospital markets with state-of-the-art product offering

	Hemostasis Management	Cell Salvage	Transfusion Management	
Business Model	Capital/ Disposables	Capital/ Disposables	Software Solutions	
Product Portfolio	TEG [®] 5000, TEG [®] 6s & TEG Manager	Cell Saver [®] Elite [®] +	SafeTrace Tx [®]	BloodTrack [®]
Market Lifecycle	Developing	Mature	Mature	Developing
Market Position	1	2	2	1
Competition	IL (ROTEM), Stago (HemaSonics)	LivaNova, Fresenius, Medtronic	Cerner, Mediware	MSoft



TEG[®]6s



BloodTrack[®]

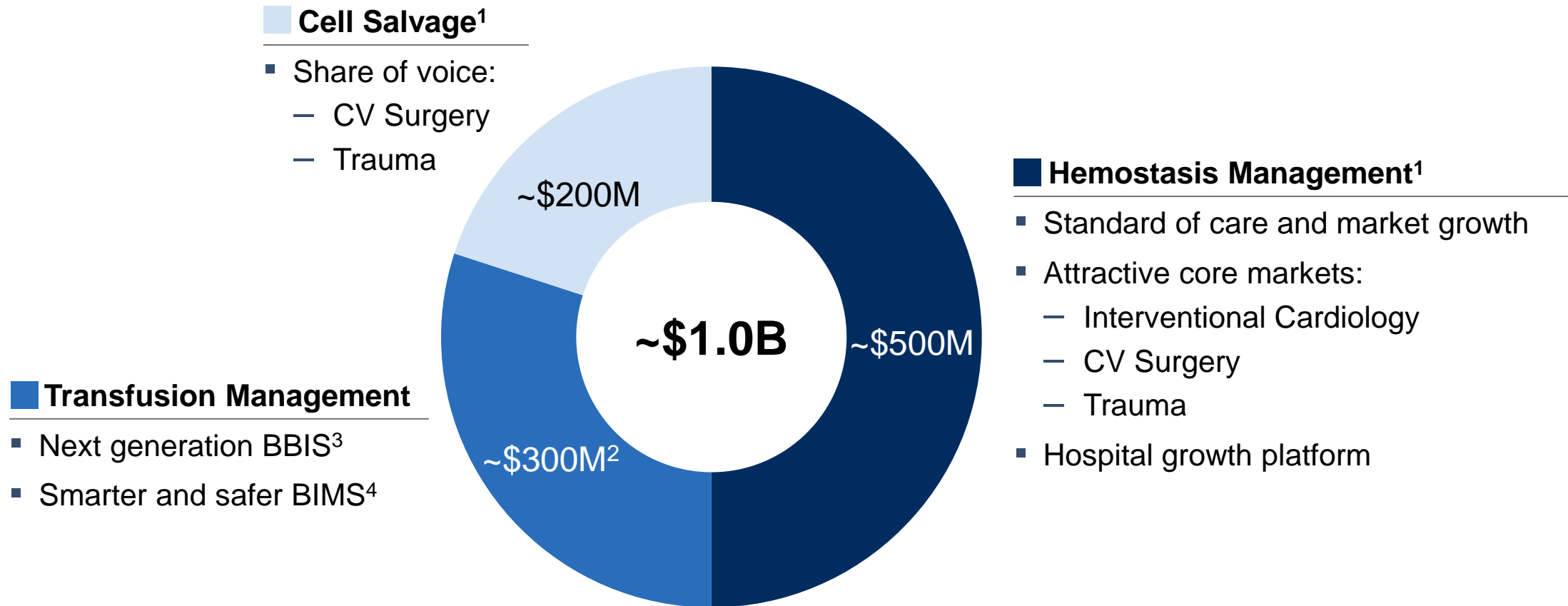


Cell Saver[®] Elite[®]

Strong market opportunity

TEG reinforces Hospital as a growth driver

HAE's Hospital Near-term Market Opportunity in our Core Markets



1. Annual disposables market only in core markets

2. HIMSS Logic Database, Internal Analysis & Calculations

3. Blood Bank Information System

4. Blood Inventory Management System

Three Blood Center portfolios that offer safe, reliable blood collection solutions

	Apheresis	Whole Blood	Software
Business Model	Capital/ Disposables	Disposables	Software Solutions
Product Portfolio	MCS+ Suite, ACP-215	Manual Blood Collections and Filtration	EIDorado Donor, SafeTrace, EdgeBlood, eDonor, Hemasphere, Surround
Market Lifecycle	Mature	Mature	Mature
Competition	Fresenius, Terumo	Fresenius, Terumo, Macopharma	MAK



MCS®+ 9000



ACP®215

Blood Center market remains challenging

Significant cash flow opportunity

Market:

- Decline in blood transfusion rates due to:
 - Decline in invasive surgeries
 - Improvements in BMP¹
 - Pharmaceuticals
- High-yield, multi-dose collections are becoming a new standard
- Tender-driven business creates pricing pressures (mostly OUS)

HAE Opportunity:

- Complexity reduction through:
 - Standardized technology
 - Optimized product portfolio
 - Reduced commercial footprint
- Customized pricing strategies
- Strategic resource allocation
- Improvements in cost of goods sold
- Focus on profitability and cash flow

Innovation Agenda to support long-term growth

Plasma

- Greater plasma collection
- Better donor engagement
- Improved safety

Hospital

- Broader indications for TEG[®]
- Region specific innovation
- Integrated software solutions

Blood Center

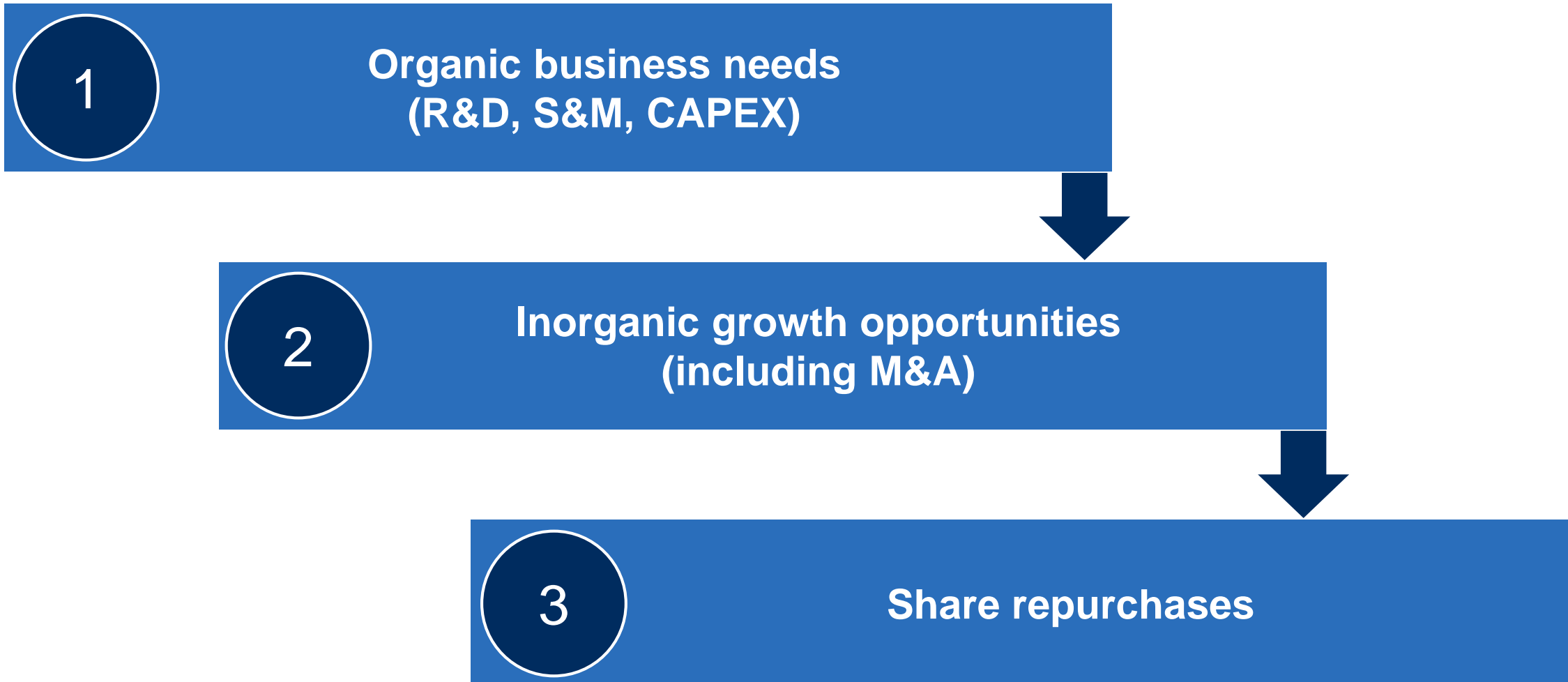
- Safer donations & end products
- Customized donor collections
- Increased product yield

VOC & Customer Engagements

Clinical & Real-world Evidence

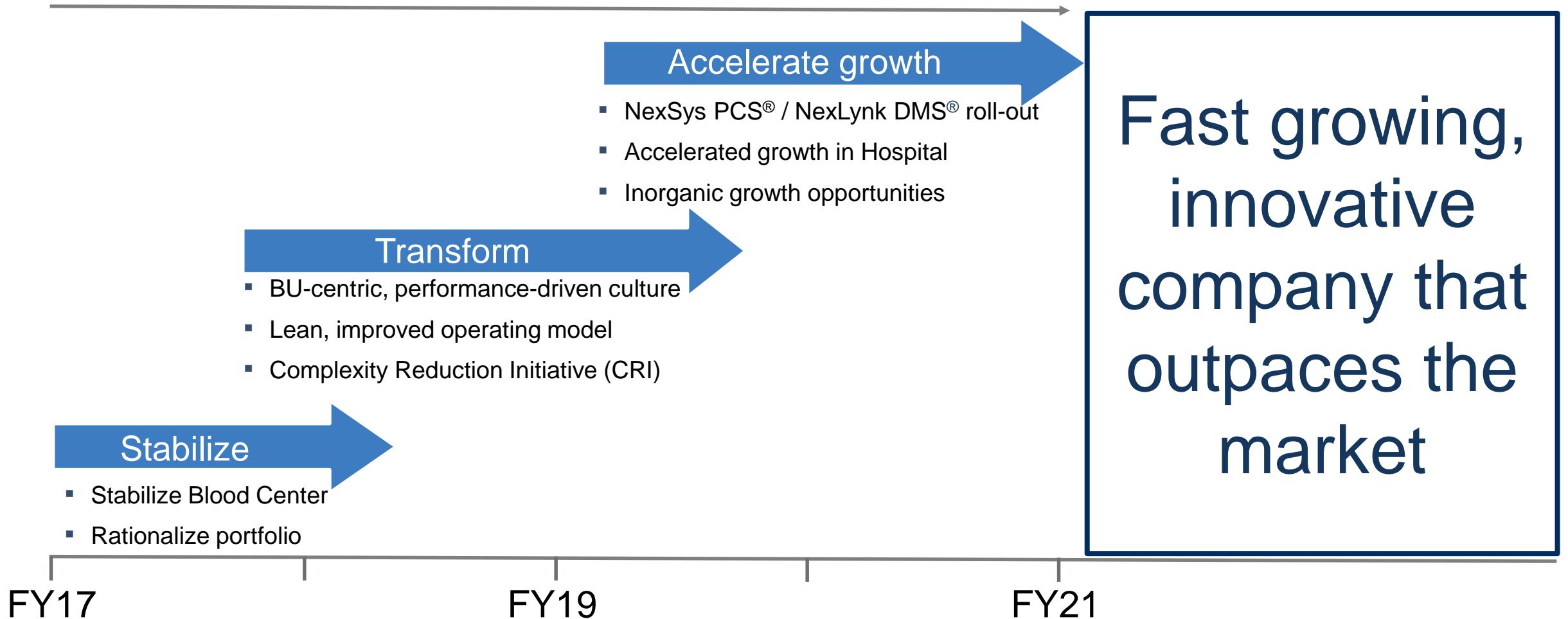
Software & Digital Solutions

Capital allocation priorities to support organic and inorganic value creation



Well-positioned to create long-term value

Our 5-year Turnaround plan



Turnaround progress: Sustaining revenue growth

FY19 FY		FY20 FY	
Revenue growth ¹		Revenue growth ^{1,2}	
Plasma	17.5 %	Plasma	13.8 %
Hospital	7.1 %	Hospital	7.5 %
Blood Center	(3.4 %)	Blood Center	(2.9 %)
Total	7.0 %	Total	6.3 %

1. Organic revenue growth excludes the impact of currency fluctuation, product end of life decisions and certain strategic exits within our plasma liquid solutions business.
2. Reflects limited impacts of COVID-19 on fiscal 2020 results

Turnaround progress: Stronger Operating and Financial leverage

Operating Margin ¹		
	FY16	FY20 ²
GAAP	(5%)	10%
Adjusted	13%	22%

Earnings Per Share		
	FY16	FY20 ²
GAAP	(\$1.09)	\$1.48
Adjusted	\$1.63	\$3.31

1. Operating Margin percentage is calculated as Operating Income/Loss divided by Revenue (as Reported); Adjusted Operating Margin percentage is calculated as Adjusted Operating Income divided by Revenue (as Reported).
2. Reflects limited impacts of COVID-19 on fiscal 2020 results