

MANAGEMENT'S USE OF NON-GAAP MEASURES

The following tables contain financial measures that are considered "non-GAAP" financial measures 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. Performance targets for management are also based on certain non-GAAP financial measures. These non-GAAP financial measures should be considered supplemental to, and not a substitute for, Haemonetics Corporation's (the "Company's") reported financial results prepared in accordance with U.S. GAAP. In the following tables, 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 the Company's underlying businesses. 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.

When used in the following tables, organic revenue growth excludes the impact of currency fluctuation and acquisitions. 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.

Reconciliation of Fiscal Year 2024 Net Revenues to the Revised Revenue Reporting Structure

In thousands

	<u>Previous Reporting</u>	<u>Change Allocation of Service Revenue</u>	<u>New Reporting</u>
Q1 FY24			
Revenues by Business Unit			
Plasma	\$ 138,610	\$ 1,011	\$ 139,621
Apheresis	47,300	1,866	49,166
Whole Blood	20,040	-	20,040
Blood Center	<u>67,340</u>	<u>1,866</u>	<u>69,206</u>
Interventional Technologies ⁽¹⁾	37,620	-	37,620
Blood Management Technologies ⁽²⁾	61,988	2,897	64,885
Hospital	<u>99,608</u>	<u>2,897</u>	<u>102,505</u>
Net business unit revenues	<u>305,558</u>	<u>5,774</u>	<u>311,332</u>
Service	5,774	(5,774)	-
Total net revenues	<u>\$ 311,332</u>	<u>\$ -</u>	<u>\$ 311,332</u>
Q2 FY24			
Revenues by Business Unit			
Plasma	\$ 141,900	\$ 894	\$ 142,794
Apheresis	53,415	1,558	54,973
Whole Blood	14,683	-	14,683
Blood Center	<u>68,098</u>	<u>1,558</u>	<u>69,656</u>
Interventional Technologies ⁽¹⁾	38,541	-	38,541
Blood Management Technologies ⁽²⁾	64,602	2,590	67,192
Hospital	<u>103,143</u>	<u>2,590</u>	<u>105,733</u>
Net business unit revenues	<u>313,141</u>	<u>5,042</u>	<u>318,183</u>
Service	5,042	(5,042)	-
Total net revenues	<u>\$ 318,183</u>	<u>\$ -</u>	<u>\$ 318,183</u>
Q3 FY24			
Revenues by Business Unit			
Plasma	\$ 146,805	\$ 836	\$ 147,641
Apheresis	50,666	1,899	52,565
Whole Blood	19,814	-	19,814
Blood Center	<u>70,480</u>	<u>1,899</u>	<u>72,379</u>
Interventional Technologies ⁽¹⁾	43,007	-	43,007
Blood Management Technologies ⁽²⁾	70,412	2,811	73,223
Hospital	<u>113,419</u>	<u>2,811</u>	<u>116,230</u>
Net business unit revenues	<u>330,704</u>	<u>5,546</u>	<u>336,250</u>
Service	5,546	(5,546)	-
Total net revenues	<u>\$ 336,250</u>	<u>\$ -</u>	<u>\$ 336,250</u>
Q4 FY24			
Revenues by Business Unit			
Plasma	\$ 138,629	\$ 850	\$ 139,479
Apheresis	52,706	1,764	54,470
Whole Blood	17,520	-	17,520
Blood Center	<u>70,226</u>	<u>1,764</u>	<u>71,990</u>
Interventional Technologies ⁽¹⁾	55,116	-	55,116
Blood Management Technologies ⁽²⁾	74,076	2,629	76,705
Hospital	<u>129,192</u>	<u>2,629</u>	<u>131,821</u>
Net business unit revenues	<u>338,047</u>	<u>5,243</u>	<u>343,290</u>
Service	5,243	(5,243)	-
Total net revenues	<u>\$ 343,290</u>	<u>\$ -</u>	<u>\$ 343,290</u>
FY 2024			
Revenues by Business Unit			
Plasma	\$ 565,944	\$ 3,591	\$ 569,535
Apheresis	204,086	7,087	211,173
Whole Blood	72,058	-	72,058
Blood Center	<u>276,144</u>	<u>7,087</u>	<u>283,231</u>
Interventional Technologies ⁽¹⁾	174,285	-	174,285
Blood Management Technologies ⁽²⁾	271,077	10,927	282,004
Hospital	<u>445,362</u>	<u>10,927</u>	<u>456,289</u>
Net business unit revenues	<u>1,287,450</u>	<u>21,605</u>	<u>1,309,055</u>
Service	21,605	(21,605)	-
Total net revenues	<u>\$ 1,309,055</u>	<u>\$ -</u>	<u>\$ 1,309,055</u>

⁽¹⁾ Interventional Technologies includes Vascular Closure and Sensor Guided Technologies product lines within the Hospital business unit.

⁽²⁾ Blood Management Technologies includes Hemostasis Management, Cell Salvage and Transfusion Management product lines within the Hospital business unit.

Reconciliation of Fiscal Year 2023 Net Revenues to the Revised Revenue Reporting Structure

In thousands

	<u>Previous Reporting</u>	<u>Change Allocation of Service Revenue</u>	<u>New Reporting</u>
Q1 FY23			
Revenues by Business Unit			
Plasma	\$ 102,381	\$ 750	\$ 103,131
Apheresis	46,099	1,704	47,803
Whole Blood	19,595	-	19,595
Blood Center	65,694	1,704	67,398
Interventional Technologies ⁽¹⁾	29,568	-	29,568
Blood Management Technologies ⁽²⁾	58,926	2,435	61,361
Hospital	88,494	2,435	90,929
Net business unit revenues	256,569	4,889	261,458
Service	4,889	(4,889)	-
Total net revenues	\$ 261,458	\$ -	\$ 261,458
Q2 FY23			
Revenues by Business Unit			
Plasma	\$ 127,893	\$ 795	\$ 128,688
Apheresis	53,790	1,869	55,659
Whole Blood	19,893	-	19,893
Blood Center	73,683	1,869	75,552
Interventional Technologies ⁽¹⁾	29,575	-	29,575
Blood Management Technologies ⁽²⁾	61,281	2,389	63,670
Hospital	90,856	2,389	93,245
Net business unit revenues	292,432	5,053	297,485
Service	5,053	(5,053)	-
Total net revenues	\$ 297,485	\$ -	\$ 297,485
Q3 FY23			
Revenues by Business Unit			
Plasma	\$ 135,461	\$ 703	\$ 136,164
Apheresis	52,398	1,655	54,053
Whole Blood	20,964	-	20,964
Blood Center	73,362	1,655	75,017
Interventional Technologies ⁽¹⁾	32,154	-	32,154
Blood Management Technologies ⁽²⁾	59,406	2,560	61,966
Hospital	91,560	2,560	94,120
Net business unit revenues	300,383	4,918	305,301
Service	4,918	(4,918)	-
Total net revenues	\$ 305,301	\$ -	\$ 305,301
Q4 FY23			
Revenues by Business Unit			
Plasma	\$ 131,188	\$ 745	\$ 131,933
Apheresis	48,259	1,843	50,102
Whole Blood	18,964	-	18,964
Blood Center	67,223	1,843	69,066
Interventional Technologies ⁽¹⁾	35,420	-	35,420
Blood Management Technologies ⁽²⁾	65,402	2,595	67,997
Hospital	100,822	2,595	103,417
Net business unit revenues	299,233	5,183	304,416
Service	5,183	(5,183)	-
Total net revenues	\$ 304,416	\$ -	\$ 304,416
FY 2023			
Revenues by Business Unit			
Plasma	\$ 496,923	\$ 2,993	\$ 499,916
Apheresis	200,546	7,072	207,618
Whole Blood	79,416	-	79,416
Blood Center	279,962	7,072	287,034
Interventional Technologies ⁽¹⁾	126,717	-	126,717
Blood Management Technologies ⁽²⁾	245,014	9,979	254,993
Hospital	371,731	9,979	381,710
Net business unit revenues	1,148,616	20,044	1,168,660
Service	20,044	(20,044)	-
Total net revenues	\$ 1,168,660	\$ -	\$ 1,168,660

⁽¹⁾ Interventional Technologies includes Vascular Closure and Sensor Guided Technologies product lines within the Hospital business unit.

⁽²⁾ Blood Management Technologies includes Hemostasis Management, Cell Salvage and Transfusion Management product lines within the Hospital business unit.

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Revenue Growth by Business Unit under the Revised Revenue Reporting Structure

In thousands

Revenues by Business Unit	Q1 FY24	Q1 FY23	Reported Growth	Currency Impact	Acquisition Impact	Organic Growth
Plasma	\$ 139,621	\$ 103,131	35.4%	(0.1)%	0.0%	35.5%
Apheresis	49,166	47,803	2.9%	(3.9)%	0.0%	6.8%
Whole Blood	20,040	19,595	2.3%	(1.6)%	0.0%	3.9%
Blood Center	69,206	67,398	2.7%	(3.3)%	0.0%	6.0%
Interventional Technologies ⁽¹⁾	37,620	29,568	27.2%	0.0%	0.0%	27.2%
Blood Management Technologies ⁽²⁾	64,885	61,361	5.7%	(1.8)%	0.0%	7.5%
Hospital	102,505	90,929	12.7%	(1.3)%	0.0%	14.0%
Total net revenues	\$ 311,332	\$ 261,458	19.1%	(1.4)%	0.0%	20.5%

Revenues by Business Unit	Q2 FY24	Q2 FY23	Reported Growth	Currency Impact	Acquisition Impact	Organic Growth
Plasma	\$ 142,794	\$ 128,688	11.0%	0.3%	0.0%	10.7%
Apheresis	54,973	55,659	(1.2)%	(3.0)%	0.0%	1.8%
Whole Blood	14,683	19,893	(26.2)%	(0.7)%	0.0%	(25.5)%
Blood Center	69,656	75,552	(7.8)%	(2.4)%	0.0%	(5.4)%
Interventional Technologies ⁽¹⁾	38,541	29,575	30.3%	(0.2)%	0.0%	30.5%
Blood Management Technologies ⁽²⁾	67,192	63,670	5.5%	(0.5)%	0.0%	6.0%
Hospital	105,733	93,245	13.4%	(0.4)%	0.0%	13.8%
Total net revenues	\$ 318,183	\$ 297,485	7.0%	(0.6)%	0.0%	7.6%

Revenues by Business Unit	Q3 FY24	Q3 FY23	Reported Growth	Currency Impact	Acquisition Impact ⁽³⁾	Organic Growth
Plasma	\$ 147,641	\$ 136,164	8.4%	0.2%	0.0%	8.2%
Apheresis	52,565	54,053	(2.8)%	(1.9)%	0.0%	(0.9)%
Whole Blood	19,814	20,964	(5.5)%	0.1%	0.0%	(5.6)%
Blood Center	72,379	75,017	(3.5)%	(1.3)%	0.0%	(2.2)%
Interventional Technologies ⁽¹⁾	43,007	32,154	33.8%	(0.2)%	6.1%	27.9%
Blood Management Technologies ⁽²⁾	73,223	61,966	18.2%	0.4%	0.0%	17.8%
Hospital	116,230	94,120	23.5%	0.2%	2.1%	21.2%
Total net revenues	\$ 336,250	\$ 305,301	10.1%	(0.2)%	0.6%	9.7%

Revenues by Business Unit	Q4 FY24	Q4 FY23	Reported Growth	Currency Impact	Acquisition Impact ⁽³⁾	Organic Growth
Plasma	\$ 139,479	\$ 131,933	5.7%	0.0%	0.0%	5.7%
Apheresis	54,470	50,102	8.7%	(3.5)%	0.0%	12.2%
Whole Blood	17,520	18,964	(7.6)%	(0.3)%	0.0%	(7.3)%
Blood Center	71,990	69,066	4.2%	(2.6)%	0.0%	6.8%
Interventional Technologies ⁽¹⁾	55,116	35,420	55.6%	(0.3)%	27.8%	28.1%
Blood Management Technologies ⁽²⁾	76,705	67,997	12.8%	(0.3)%	0.0%	13.1%
Hospital	131,821	103,417	27.5%	(0.3)%	9.5%	18.3%
Total net revenues	\$ 343,290	\$ 304,416	12.8%	(0.7)%	3.3%	10.2%

Revenues by Business Unit	FY 2024	FY 2023	Reported Growth	Currency Impact	Acquisition Impact ⁽³⁾	Organic Growth
Plasma	\$ 569,535	\$ 499,916	13.9%	0.1%	0.0%	13.8%
Apheresis	211,173	207,618	1.7%	(3.0)%	0.0%	4.7%
Whole Blood	72,058	79,416	(9.3)%	(0.6)%	0.0%	(8.7)%
Blood Center	283,231	287,034	(1.3)%	(2.3)%	0.0%	1.0%
Interventional Technologies ⁽¹⁾	174,285	126,717	37.5%	(0.2)%	9.3%	28.4%
Blood Management Technologies ⁽²⁾	282,004	254,993	10.6%	(0.6)%	0.0%	11.2%
Hospital	456,289	381,710	19.5%	(0.5)%	3.1%	16.9%
Total net revenues	\$ 1,309,055	\$ 1,168,660	12.0%	(0.7)%	1.0%	11.7%

⁽¹⁾ Interventional Technologies includes Vascular Closure and Sensor Guided Technologies product lines within the Hospital business unit.

⁽²⁾ Blood Management Technologies includes Hemostasis Management, Cell Salvage and Transfusion Management product lines within the Hospital business unit.

⁽³⁾ Reflects the impact in Hospital of the Sensor Guided Technologies product line acquired as part of the OpSens Inc. transaction in December 2023.