



May 8, 2017

| REVENUE  | (\$ million)       |                    |           |      |                    |                    |           |      |  |  |
|--|--------------------|--------------------|-----------|------|--------------------|--------------------|-----------|------|--|--|
|  | Q417<br>(13 weeks) | Q416<br>(14 weeks) | Inc/(Dec) |      | FY17<br>(52 weeks) | FY16<br>(53 weeks) | Inc/(Dec) |      |  |  |
| <b>Plasma</b>  | \$ 100.9           | \$ 99.6            | \$ 1.2    | 1%   | \$ 410.7           | \$ 381.8           | \$ 29.0   | 8%   |  |  |
| - Constant currency  |                    |                    |           | 2%   |                    |                    |           | 9%   |  |  |
| No. America  |                    |                    |           | 2%   |                    |                    |           | 10%  |  |  |
| No. America disposables (excl. liquids)                            |                    |                    |           | 0%   |                    |                    |           | 5%   |  |  |
| <b>Hospital - Hemostasis Mgmt.</b>                                 | \$ 17.5            | \$ 16.5            | \$ 0.9    | 6%   | \$ 66.1            | \$ 59.5            | \$ 6.7    | 11%  |  |  |
| - Constant currency  |                    |                    |           | 8%   |                    |                    |           | 14%  |  |  |
| Disposables  |                    |                    |           | 8%   |                    |                    |           | 12%  |  |  |
| - Constant currency  |                    |                    |           | 9%   |                    |                    |           | 15%  |  |  |
| <b>Hospital - Cell Processing<br/>&amp; Transfusion Management</b> | \$ 27.4            | \$ 28.8            | \$ (1.4)  | -5%  | \$ 105.4           | \$ 112.5           | \$ (7.1)  | -6%  |  |  |
| - Constant currency  |                    |                    |           | -3%  |                    |                    |           | -4%  |  |  |
| <b>Blood Center</b>  | \$ 82.3            | \$ 97.4            | \$ (15.0) | -15% | \$ 303.9           | \$ 355.1           | \$ (51.2) | -14% |  |  |
| - Constant currency  |                    |                    |           | -15% |                    |                    |           | -14% |  |  |
| Platelets  | \$ 31.0            | \$ 39.8            | \$ (8.8)  | -22% | \$ 118.4           | \$ 143.3           | \$ (24.9) | -17% |  |  |
| - Constant currency  |                    |                    |           | -22% |                    |                    |           | -16% |  |  |
| Red Cell   | \$ 7.6             | \$ 10.1            | \$ (2.5)  | -25% | \$ 30.4            | \$ 39.3            | \$ (8.9)  | -23% |  |  |
| - Constant currency  |                    |                    |           | -25% |                    |                    |           | -22% |  |  |
| Whole Blood  | \$ 33.5            | \$ 35.5            | \$ (2.0)  | -6%  | \$ 115.8           | \$ 128.5           | \$ (12.7) | -10% |  |  |
| - Constant currency  |                    |                    |           | -5%  |                    |                    |           | -9%  |  |  |
| Software, Equipment & Service                                      | \$ 10.2            | \$ 12.0            | \$ (1.8)  | -15% | \$ 39.4            | \$ 44.0            | \$ (4.6)  | -10% |  |  |
| - Constant currency  |                    |                    |           | -13% |                    |                    |           | -10% |  |  |

*The Company follows a fiscal year reporting convention, ending on the Saturday closest to March 31. Fiscal 2017 consisted of 52 weeks, with a 13-week fourth quarter. Fiscal 2016 consisted of 53 weeks with a 14-week fourth quarter. The extra week provided incremental revenue estimated at \$15 million, accounting for lower revenue growth of 6% in the fourth quarter of fiscal 2017 and 2% in fiscal year 2017.*

*Constant currency measures the change in revenue using a constant currency conversion rate.*



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|   | <u>Q417</u><br><u>(13 weeks)</u> | <u>Q416</u><br><u>(14 weeks)</u> | <u>Inc/(Dec)</u> | <u>FY17</u><br><u>(52 weeks)</u> | <u>FY16</u><br><u>(53 weeks)</u> | <u>Inc/(Dec)</u> |
|---|----------------------------------|----------------------------------|------------------|----------------------------------|----------------------------------|------------------|
| <b>Gross Margin - GAAP</b>                  | 36.0%                            | 36.8%                            | (80) bps         | 42.7%                            | 44.7%                            | (200) bps        |
| <b>Gross Margin - Adjusted</b>              | 43.0%                            | 41.3%                            | 170 bps          | 44.7%                            | 46.2%                            | (150) bps        |
|   | (\$ million)                     |                                  |                  |                                  |                                  |                  |
| <b>Operating Expenses - GAAP</b>            | \$ 139.6                         | \$ 94.8                          | \$ 44.8          | \$ 397.9                         | \$ 449.9                         | \$ (52.0)        |
| <b>Operating Expenses - Adjusted</b>        | \$ 70.0                          | \$ 74.1                          | \$ (4.1) -6%     | \$ 280.5                         | \$ 300.3                         | \$ (19.8) -7%    |
|   | (\$ million)                     |                                  |                  |                                  |                                  |                  |
| <b>Operating Income / (Loss) - GAAP</b>     | \$ (57.5)                        | \$ (5.6)                         | \$ (52.0)        | \$ (19.4)                        | \$ (43.9)                        | \$ 24.6          |
| <b>Operating Income / (Loss) - Adjusted</b> | \$ 27.9                          | \$ 25.8                          | \$ 2.1 8%        | \$ 115.4                         | \$ 119.7                         | \$ (4.3) -4%     |

*The Company follows a fiscal year reporting convention, ending on the Saturday closest to March 31. Under this reporting convention, fiscal 2017 consisted of 52 weeks, with a 13-week fourth quarter. Fiscal 2016 consisted of 53 weeks with a 14-week fourth quarter.*

*Reconciliations of these non-GAAP measures to their most comparable GAAP measure are included at the end of the financial sections of the May 8, 2017 earnings press release as well as on the company's website at [www.haemonetics.com](http://www.haemonetics.com).*