



February 6, 2018

(\$ million)										
<u>REVENUE</u>	Q318	Q317	<u>Inc/(Dec)</u>		YTD18	YTD17	<u>Inc/(Dec)</u>			
Plasma	113.1	\$ 108.7	\$ 4.4	4.1%	\$ 324.4	\$ 309.9	\$ 14.5	4.7%		
- Constant currency				3.4%				4.5%		
- Organic (adjusted for Sebra and Constant Currency)				5.0%				6.0%		
No. America				3.5%				6.0%		
No. America disposables (excl. liquids)				7.9%				10.3%		
Hospital	\$ 46.7	\$ 42.8	\$ 3.9	9.1%	\$ 134.5	\$ 126.6	\$ 7.9	6.2%		
- Constant currency				6.3%				5.5%		
Hospital - Hemostasis Mgmt.	\$ 19.9	\$ 16.9	\$ 3.0	17.6%	\$ 55.6	\$ 48.7	\$ 6.9	14.2%		
- Constant currency				15.7%				14.2%		
Disposables				18.9%				14.3%		
- Constant currency				17.5%				14.5%		
Hospital - Cell Processing	\$ 26.8	\$ 25.9	\$ 0.9	3.5%	\$ 78.9	\$ 77.9	\$ 1.0	1.3%		
- Constant currency				0.6%				0.4%		
Blood Center	\$ 74.2	\$ 76.4	\$ (2.1)	-2.8%	\$ 211.5	\$ 221.6	\$ (10.1)	-4.5%		
- Constant currency				-5.1%				-5.3%		
Platelets disposables	\$ 29.1	\$ 29.5	\$ (0.4)	-1.2%	\$ 83.3	\$ 87.4	\$ (4.0)	-4.6%		
- Constant currency				-5.5%				-5.8%		
Red Cell disposables	\$ 6.6	\$ 7.4	\$ (0.8)	-10.6%	\$ 20.3	\$ 22.8	\$ (2.5)	-11.0%		
- Constant currency				-11.2%				-11.3%		
Whole Blood disposables	\$ 29.4	\$ 29.2	\$ 0.2	0.8%	\$ 82.7	\$ 82.3	\$ 0.4	0.5%		
- Constant currency				-0.1%				0.0%		
Software, Equipment & Service	\$ 9.0	\$ 10.2	\$ (1.2)	-11.7%	\$ 25.2	\$ 29.1	\$ (3.9)	-13.5%		
- Constant currency				-13.8%				-14.2%		

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



February 6, 2018

	Q318	Q317	Inc/(Dec)	YTD18	YTD17	Inc/(Dec)
Gross Margin - GAAP	47.6%	44.4%	320 bps	45.9%	45.0%	90 bps
Gross Margin - Adjusted	47.6%	44.5%	310 bps	45.9%	45.3%	60 bps
(\$ million)						
Operating Expenses - GAAP	\$ 110.3	\$ 79.9	\$ 30.4 38%	\$ 265.6	\$ 258.3	\$ 7.4 3%
Operating Expenses - Adjusted	\$ 69.7	\$ 66.7	\$ 2.9 4%	\$ 204.0	\$ 210.4	\$ (6.4) -3%
(\$ million)						
Operating Income - GAAP	\$ 1.0	\$ 21.2	\$ (20.2) -95%	\$ 41.9	\$ 38.1	\$ 3.8 10%
Operating Income - Adjusted	\$ 41.8	\$ 34.7	\$ 7.1 20%	\$ 104.0	\$ 87.5	\$ 16.5 19%

Reconciliations of these non-GAAP measures to their most comparable GAAP measure are included at the end of the financial sections of the February 6, 2018 earnings release as well as on Company's website at www.haemonetics.com.