

FORWARD LOOKING STATEMENTS

Any statements contained in the following table that do not describe historical facts may constitute forward-looking statements. Forward-looking statements may include, without limitation, statements regarding (i) plans and objectives of management for operations of the 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 Complexity Reduction Initiative, (ii) estimates or projections of financial results, financial condition, capital expenditures, capital structure or other financial items, (iii) the Company's 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, our ability to implement the Complexity Reduction Initiative as planned, on the anticipated timeline and at the anticipated cost, our ability to realize the estimated savings from the Complexity Reduction Initiative, 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 Company does not undertake to update these forward-looking statements.

MANAGEMENT'S USE OF NON-GAAP MEASURES

The following table contains financial measures and guidance which are considered "non-GAAP" financial measures under applicable 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 table, supplemental non-GAAP measures have been provided to assist investors in evaluating the performance of the Company's core operations. When used in the following table, constant currency measures the change in revenue using a constant currency conversion rate.

Adjusted gross profit, adjusted operating expenses, adjusted operating income, adjusted net income and adjusted earnings per share exclude restructuring and turnaround costs, impairment of assets, accelerated depreciation, deal amortization expenses, impacts of U.S. tax reform and certain legal and other expenses. Adjusted net income and adjusted earnings per share also exclude gains and losses on asset dispositions. Free cash flow before restructuring and turnaround is defined as cash provided by operating activities less capital expenditures, net of the proceeds from the sale of property, plant and equipment. Reconciliations of these measures to their most comparable GAAP measure are included at the end of the financial sections of the Company's February 5, 2019 earnings release for the third quarter and year-to-date fiscal 2019, which qualifies the following table in its entirety.

[Click here for a link to the Company's earnings release \(Q3 FY2019\) dated February 5, 2019.](#)



FY19 GUIDANCE

(\$ Millions, except per Share Data)

	<u>FY18 Results</u>	<u>As Of Feb. 5, 2019</u>	<u>As Of Nov. 6, 2018</u>	<u>As Of Aug. 7, 2018</u>	<u>As Of May 8, 2018</u>
Plasma Revenue	\$436	14-16%	(a) 14-16%	(a) 7-10%	(f) 7-10%
Hospital Revenue	\$183	6-9%	(b) 6-9%	(b) 5-8%	(g) 5-8%
Blood Center Revenue	\$285	(3-6%)	(c) (3-6%)	(c) (3-6%)	(c) (3-6%)
Total Revenue	\$904	6-8%	(d) 6-8%	(d) 3-5%	(d) 3-5%
Operating Margin (GAAP)	\$56M; 6.2% of Revenue	7-9% of Revenue	7-9% of Revenue	7-9% of Revenue	11-13% of Revenue
Adjusted Operating Margin	\$131M; 14.5% of Revenue	16-18% of Revenue	16-18% of Revenue	16-18% of Revenue	16-18% of Revenue
Earnings per Diluted Share (EPS) (GAAP)	\$0.85	\$0.85 - \$0.95	\$0.85 - \$0.95	\$0.70 - \$0.90	\$1.50-\$1.80
Adjusted Earnings per Diluted Share (Adj'd EPS)	\$1.87	\$2.25 - \$2.35	\$2.25 - \$2.35	\$2.00 - \$2.30	\$2.00 - \$2.30
Cash Flow From Operating Activities (GAAP)	\$220	\$160-\$185	\$150-\$175	\$150-\$175	\$150-\$175
Free Cash Flow, Before Restructuring & Turnaround Expenses	\$162	\$65-\$75	(e) \$25-\$50	(e) \$25-\$50	(e) \$25-\$50

(a) Plasma guidance is on a constant currency basis and includes 17-19% growth in North America.

(b) Hospital guidance is on a constant currency basis and includes Hemostasis Management (guidance includes high teens percentage growth) plus Cell Processing.

(c) Blood Center guidance is on a constant currency basis.

(d) Revenue guidance is on a constant currency basis.

(e) Free cash flow before restructuring and turnaround expenses guidance includes funding of NexSys PCS devices expected to be built in fiscal 2019, plasma plant capacity expansion and other investments.

(f) Plasma guidance was on a constant currency basis and included 10-14% growth in North America.

(g) Hospital guidance was on a constant currency basis and included Hemostasis Management (guidance includes double-digit percentage growth) plus Cell Processing.