Innovation and Automation for Blood Management

Jefferies Global Healthcare Conference

London

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This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Such statements involve risks and uncertainties which are detailed in the Company’s filings with the Securities and Exchange Commission (“SEC”). These forward looking statements are based on estimates and assumptions made by management of the Company and are believed to be reasonable, though inherently uncertain and difficult to predict. Actual results could differ materially from the forward-looking statements.

The following factors, among others, could cause actual results to differ materially from those described in the forward-looking statements: the effects of disruption from the manufacturing transformation making it more difficult to maintain relationships with employees and timely deliver high quality products, unexpected expenses incurred during our Value Creation and Capture program, technological advances in the medical field and standards for transfusion medicine and our ability to successfully implement products that incorporate such advances and standards, demand for whole blood and blood components, product quality, market acceptance, regulatory uncertainties, the effect of economic and political conditions, the impact of competitive products and pricing, blood product reimbursement policies and practices, foreign currency exchange rates, changes in customers’ ordering patterns including single-source tenders, the effect of industry consolidation as seen in the plasma and blood center markets, the effect of communicable diseases and the effect of uncertainties in markets outside the U.S. (including Europe and Asia) in which the Company operates. Please see the Company’s filings with the SEC, including its Annual Report on Form 10K, for the full cautionary statement regarding these and other factors.

Forward-looking statements are current as of the date of this presentation. The Company disclaims any intention or obligation to update any of the forward-looking statements or the factors that may affect actual results.

In addition to disclosing financial results in accordance with U.S. generally accepted accounting principles (“GAAP”), the Company also discloses supplemental non-GAAP financial information including elements of operating income, operating income, net income, net income per common share and free cash flow on an adjusted basis that excludes restructuring costs, contingent consideration income and asset write downs.

Reconciliations between GAAP and adjusted numbers are on the Company’s website: www.haemonetics.com.
Haemonetics diversified portfolio provides growth opportunities

~ $1B Annualized Revenue

Plasma
$320M*
70% market share
~ $500M market *

Blood Centers
$340M*
< 15% market share
> $2B market

Hospital
$120M*
<20% market share
> $1B market

* Collection disposables market potential

Software and Equipment $120M*

Total Market Opportunity Exceeds $3B

*Based on annualized 6-month FY15 run rate
Plasma
Plasma disposables market growing 10%

Global Market Share

- Haemonetics 73%
- Fresenius 26%

With strong long term contract position
Advancing technology and innovation to sustain Plasma growth

Plasma enterprise software
- FDA approved: 510(k)
- Customizable
- Significant client interest … long term customer contract

CSL Innovation
- Long-term saline and sodium citrate contract completed

New plasma device
- Functional prototype completed
Plasma will continue to be a significant driver
TEG® 6s and market development accelerate growth rate

Historical CAGR 14%

$M Constant currency

FY10
- North America
FY15
- Europe
- Asia
- Japan
FY19
- New Clinical Segments
Ensuring success with TEG® 6S

TEG® 6s
- FDA filings in FY14
  - Cardiac cartridge
  - Platelet mapping cartridge

TEG® Connect
- HIPAA compliant
- Software as differentiator
  - Remote viewing
  - EMR/LIS integration
  - Historical data
**TEG® growth is a market creation opportunity**

**Core + Strategic markets size (B)**

- FY 2014: $1.2
- FY 2015: $1.4
- FY 2016: $1.4
- FY 2017: $1.5
- FY 2018: $1.5
- FY 2019: $1.5
- FY 2020: $1.5

**Core market size (M)**

- FY 2014: $284
- FY 2015: $329
- FY 2016: $334
- FY 2017: $348
- FY 2018: $362
- FY 2019: $377
- FY 2020: $394

Categories:
- Stroke
- Postpartum
- Hemorrhage
- Ex-China PCI
- China PCI
- Cardiovascular
- Trauma
Emerging Markets
Emerging markets continue to be an area of strength

Historical CAGR 16%

FY10
- China
- Southeast Asia

FY15
- Russia/CIS
- India

FY19
- Latin America
- CEEI/Middle East

$M Constant currency
US market decline expected to slow by FY16

**Projected Blood Use, CY 2012-17**

*Transfusions/1000 population*

*Red Cells (WB and 2RBC)*

2011 projection

2014 projection

- **2012**
- **2013**
- **2014**
- **2015**
- **2016**
- **2017**
VCC / Operations Optimization
Optimization generates significant savings

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Distribution optimization reduces our footprint and spending

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<tr>
<th>Region</th>
<th>Current Distribution Network</th>
<th>Future Distribution Network</th>
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<tbody>
<tr>
<td>NA</td>
<td>4 4 8</td>
<td>NA 2</td>
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<tr>
<td>EMEA</td>
<td>7 7</td>
<td>EMEA 4</td>
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<tr>
<td>APAC</td>
<td>9 9</td>
<td>APAC 7</td>
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<tr>
<td>Total</td>
<td>20 4 24</td>
<td>Total 13</td>
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</table>

- **3PL**: Black bars
- **Internal**: Grey bars
Well positioned for $60-65M in savings

- Consolidation in Manufacturing and Distribution
- Expanding into low cost regions and localization
- Supply Chain Excellence
- VAVE enables global competitive pricing
Financial Outlook
Headwinds offset revenue growth drivers

Guidance is as provided May 20, 2014 and last reaffirmed Nov. 3, 2014. It is neither updated nor affirmed as of any date subsequent to Nov. 3, 2014.
Cost savings offset profitability headwinds

Guidance is as provided May 20, 2014 and last reaffirmed Nov. 3, 2014. It is neither updated nor affirmed as of any date subsequent to Nov. 3, 2014.
FY16: revenue growth drivers continue
FY16: double-digit income growth

FY16 Operating Income $M

- FY15: $140-$150
- VCC & Cost Savings
- Revenue Growth
- Investments
- FY16: $160-$175
VCC drives profitability

<table>
<thead>
<tr>
<th>Year</th>
<th>Operating Income</th>
<th>EBITDA</th>
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<tr>
<td>FY09</td>
<td>16%</td>
<td>22%</td>
</tr>
<tr>
<td>FY14</td>
<td>17%</td>
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<td>FY19</td>
<td>20%</td>
<td>25%</td>
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Priorities for cash utilization

- Acquisitions
- Share repurchases
- Debt repayment

### Recent cash deployment

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<thead>
<tr>
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<th>FY ‘07–’14</th>
<th>$ in millions</th>
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<tbody>
<tr>
<td>Repurchases</td>
<td>$ 365 *</td>
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<tr>
<td>Acquisitions</td>
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<tr>
<td>--- cash utilized</td>
<td>263</td>
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<tr>
<td>Debt payment</td>
<td>37</td>
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<td><strong>Total</strong></td>
<td><strong>$ 665</strong></td>
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### Debt & cash – 2Q14 End

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<th>$ in millions</th>
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<tr>
<td>Debt</td>
<td>$ 430</td>
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<td>(2.0X LTM ADJ EBITDA)</td>
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<tr>
<td>Cash</td>
<td>130</td>
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<td>Net debt</td>
<td><strong>$ 300</strong></td>
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* Additional $100 million FY15 share repurchase authorization April 2014; $34 million / 1.035M shares repurchased 1H15.
Strategy for value creation

- Growth drivers remain with a focus on execution
- Grow Plasma, Emerging Markets and TEG® 6s
  - Plasma Center of the future
- Accelerate execution of Blood Management Solutions
  - Maximize Whole Blood opportunity
  - Blood Center of the future, relevant to hospital needs
- Manufacturing Optimization
  - VCC and VAVE
Haemonetics is the global leader in blood management solutions for our customers
TEG® is the leader in the advanced coagulation testing segment

Advanced coagulation tests
$284M market potential

Conventional coagulation tests
$1.2B

Total coagulation testing = $1.5B market potential

Comprehensive Coagulation Test

Platelet Function Tests

POC Coagulation Tests

Other Aggregometry

Routine tests

Comprehensive Coagulation Test Market Share

ROTEM 14%

Haemonetics 86%

by Disposable Unit, FY2014
Whole Blood represents 93% of collections

Apheresis = 6M
7%
Whole blood = 84M
93%

Non-Leukoreduced = 40M
Leukoreduced = 44M
48%
52%

North America
EU Big 4
Japan
ELA Other
BRI
China
Asia Other
Cost to collect is the smallest portion of the total cost to transfuse

<table>
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<tr>
<th>Cost to collect</th>
<th>Cost of logistics</th>
<th>Clinical costs</th>
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<tbody>
<tr>
<td>$0</td>
<td>$200</td>
<td>$1,100</td>
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Total cost to transfuse: $1,100

Direct costs
- Donor Doc®
- Donor Doc Phlebotomy™
- SOLX®, Acrodose™
- Value Stream Mapping (VSM)

Indirect costs

Adverse event costs
- BloodTrack®, HaemoBank™
- TEG®, IOL, Cell Salvage, VSM
Unifying software and devices

Cost of recruitment

Cost of collection

Cost of logistics management

Cost of transfusion

Eldorado Donor

SafeTraceTX

App  He  eD  eO  BT  IOL
Integrated “on demand” solution linking blood center inventory ↔ hospital demand

**BloodTrack®**

Remote blood inventory and bedside transfusion management system
Union SC expansion: saline availability will meet customer needs

Investing to support solutions growth