

## HAE Revenue By Product Category - New Format

|                          | Q108              | Q208              | Q308              | Q408              | Q109              | Q209              | Q309              | Q409              | Q110              |
|--------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|                          | Reported          | Reported          | Reported          | Reported          | Reported          | Reported          | Reported          | Reported          | Reported          |
| Plasma Disposables       | \$ 35,955         | \$ 37,581         | \$ 41,253         | \$ 40,430         | \$ 46,868         | \$ 49,924         | \$ 53,594         | \$ 51,787         | \$ 58,869         |
| Blood Bank Disposables   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Platelet                 | \$ 33,032         | \$ 34,160         | \$ 33,207         | \$ 35,749         | \$ 35,659         | \$ 36,294         | \$ 36,435         | \$ 35,032         | \$ 34,307         |
| Red Cell                 | \$ 10,944         | \$ 10,835         | \$ 12,478         | \$ 12,120         | \$ 11,842         | \$ 11,758         | \$ 13,051         | \$ 12,857         | \$ 11,779         |
|                          | <b>\$ 43,976</b>  | <b>\$ 44,995</b>  | <b>\$ 45,685</b>  | <b>\$ 47,869</b>  | <b>\$ 47,501</b>  | <b>\$ 48,052</b>  | <b>\$ 49,486</b>  | <b>\$ 47,889</b>  | <b>\$ 46,086</b>  |
| Hospital Disposables     |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| Surgical                 | \$ 16,694         | \$ 15,232         | \$ 17,450         | \$ 16,874         | \$ 17,269         | \$ 15,984         | \$ 17,742         | \$ 16,702         | \$ 17,425         |
| Orthopat                 | \$ 8,187          | \$ 7,849          | \$ 9,086          | \$ 9,179          | \$ 8,796          | \$ 8,393          | \$ 9,112          | \$ 9,118          | \$ 8,584          |
| Diagnostics              | \$ -              | \$ -              | \$ 1,531          | \$ 4,304          | \$ 5,094          | \$ 4,763          | \$ 5,225          | \$ 4,799          | \$ 4,997          |
|                          | <b>\$ 24,881</b>  | <b>\$ 23,081</b>  | <b>\$ 28,067</b>  | <b>\$ 30,357</b>  | <b>\$ 31,159</b>  | <b>\$ 29,140</b>  | <b>\$ 32,079</b>  | <b>\$ 30,619</b>  | <b>\$ 31,006</b>  |
| <b>Subtotal</b>          | <b>\$ 104,812</b> | <b>\$ 105,657</b> | <b>\$ 115,005</b> | <b>\$ 118,656</b> | <b>\$ 125,528</b> | <b>\$ 127,116</b> | <b>\$ 135,159</b> | <b>\$ 130,295</b> | <b>\$ 135,961</b> |
| Software Solutions       | \$ 5,656          | \$ 5,008          | \$ 6,754          | \$ 6,755          | \$ 7,258          | \$ 7,079          | \$ 7,576          | \$ 9,691          | \$ 8,454          |
| Equipment & Other        | \$ 11,468         | \$ 10,514         | \$ 12,828         | \$ 13,328         | \$ 11,330         | \$ 11,724         | \$ 12,712         | \$ 12,408         | \$ 9,672          |
| <b>Total Net Revenue</b> | <b>\$121,936</b>  | <b>\$121,179</b>  | <b>\$134,587</b>  | <b>\$138,739</b>  | <b>\$144,116</b>  | <b>\$145,919</b>  | <b>\$155,447</b>  | <b>\$152,394</b>  | <b>\$154,087</b>  |

## HAE Revenue By Product Category - Prior Format

|                          | Q108             | Q208             | Q308             | Q408             | Q109             | Q209             | Q309             | Q409             | Q110             |
|--------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
|                          | Reported         | Reported         | Reported         | Reported         | Reported         | Reported         | Reported         | Reported         | Reported         |
| Donor:                   |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Plasma                   | \$35,955         | \$37,581         | \$41,253         | \$40,430         | \$46,868         | \$49,924         | \$53,594         | \$51,787         | \$58,869         |
| Blood Bank               | \$33,032         | \$34,160         | \$33,207         | \$35,749         | \$35,659         | \$36,294         | \$36,435         | \$35,032         | \$34,307         |
| Red Cell                 | \$10,944         | \$10,835         | \$12,478         | \$12,120         | \$11,842         | \$11,758         | \$13,051         | \$12,857         | \$11,779         |
|                          | <b>\$79,931</b>  | <b>\$82,576</b>  | <b>\$86,938</b>  | <b>\$88,299</b>  | <b>\$94,369</b>  | <b>\$97,976</b>  | <b>\$103,080</b> | <b>\$99,676</b>  | <b>\$104,955</b> |
| Patient                  |                  |                  |                  |                  |                  |                  |                  |                  |                  |
| Surgical (w. TEG)        | \$16,694         | \$15,232         | \$18,981         | \$21,178         | \$22,363         | \$20,747         | \$22,967         | \$21,501         | \$22,422         |
| Orthopat                 | \$8,187          | \$7,849          | \$9,086          | \$9,179          | \$8,796          | \$8,393          | \$9,112          | \$9,118          | \$8,584          |
|                          | <b>\$24,881</b>  | <b>\$23,081</b>  | <b>\$28,067</b>  | <b>\$30,357</b>  | <b>\$31,159</b>  | <b>\$29,140</b>  | <b>\$32,079</b>  | <b>\$30,619</b>  | <b>\$31,006</b>  |
| <b>Subtotal</b>          | <b>\$104,812</b> | <b>\$105,657</b> | <b>\$115,005</b> | <b>\$118,656</b> | <b>\$125,528</b> | <b>\$127,116</b> | <b>\$135,159</b> | <b>\$130,295</b> | <b>\$135,961</b> |
| Equipment                | \$6,968          | \$6,833          | \$8,485          | \$10,527         | \$8,289          | \$8,853          | \$10,246         | \$8,127          | \$6,586          |
| Software & Services      | \$10,156         | \$8,689          | \$11,097         | \$9,556          | \$10,299         | \$9,950          | \$10,042         | \$13,972         | \$11,540         |
| <b>Total Net Revenue</b> | <b>\$121,936</b> | <b>\$121,179</b> | <b>\$134,587</b> | <b>\$138,739</b> | <b>\$144,116</b> | <b>\$145,919</b> | <b>\$155,447</b> | <b>\$152,394</b> | <b>\$154,087</b> |