

Q2 FY-2025 Earnings Call



Forward Looking Statements

Statements in this presentation which are not purely historical, including statements regarding Cryoport's intentions, hopes, beliefs, expectations, representations, projections, plans, or predictions of the future, are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, but are not limited to, those related to Cryoport's industry, business, long-term growth prospects, plans, strategies, acquisitions, future financial results and financial condition, such as Cryoport's outlook and guidance for full year 2025 revenue and the related assumptions and factors expected to drive revenue, projected growth trends in the markets in which the Cryoport operates, Cryoport's plans and expectations regarding the launch of new products and services, such as the expected timing and benefits of such products and services launches, Cryoport's expectations about future benefits of its acquisitions, and anticipated regulatory filings, approvals, label/geographic expansions or moves to earlier lines of treatment approved with respect to the products of Cryoport's clients. Forward-looking statements also include those related to Cryoport's anticipation of continued growth in its services business and ongoing softness in product sales; Cryoport's plans and expectations relating to its previously announced cost reduction and capital realignment strategies, including Cryoport's plans to complete these adjustments by the year's end and Cryoport's belief that these measures will lead to a return to positive adjusted EBITDA during 2025; Cryoport's expectations that the macroeconomic and sector-specific challenges that have impacted many companies serving the life sciences industry to continue into the near future; and Cryoport's belief that it is strategically positioned to leverage the anticipated long-term growth in the Cell & Gene therapy market through Cryoport's comprehensive and integrated supply chain solutions. It is important to note that Cryoport's actual results could differ materially from those in any such forward-looking statements. Factors that could cause actual results to differ materially include, but are not limited to, risks and uncertainties associated with the effect of changing economic and geopolitical conditions, supply chain constraints, inflationary pressures, the effects of foreign currency fluctuations, trends in the products markets, variations in Cryoport's cash flow, market acceptance risks, and technical development risks. Additional risks and uncertainties include difficulties, delays or Cryoport's inability to successfully complete its planned cost reduction and capital realignment measures, which could reduce the benefits realized from such activities within the time periods currently anticipated. Cryoport's business could be affected by other factors discussed in Cryoport's SEC reports, including in the "Risk Factors" section of its most recently filed periodic reports on Form 10-K and Form 10-Q, as well as in its subsequent filings with the SEC. The forward-looking statements contained in this presentation speak only as of the date hereof and Cryoport cautions investors not to place undue reliance on these forward-looking statements. Except as required by law, Cryoport disclaims any obligation, and does not undertake to update or revise any forward-looking statements in this presentation.

Cryoport – Trusted Partner to Life Sciences Companies

Life sciences company focused on providing mission critical, proprietary temperature-controlled supply chain solutions

Capabilities include core competencies to ship, store and deliver biologics in a cryogenic or temperature-controlled state such as:

- Cell therapies
- Gene therapies
- Human and animal reproductive materials

The recognized supply chain leader in supporting the C> market

The leading manufacturer of cryogenic systems and accessories in the world

One of the largest biorepositories in the U.S.



Cryoport, Inc. (CYRX) operates as an operating holding company with a family of businesses that have separate responsibilities but collectively provide synergistic solutions to the life sciences industry

Cryoport – Q2 2025 Snapshot

(all data from continuing operations)

Performance



\$45.5M
+14% YoY growth
Q2-2025 Revenue



\$165 - \$172M
FY 2025 Revenue
Guidance



\$426M
Cash & Short-Term
investments

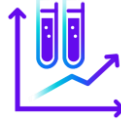


**Strategic Partnership with
DHL Group and all cash
divestiture of CRYOPDP
specialty courier
completed June 2025**

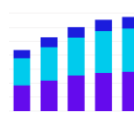
C> Supply Chain Leader



18
Commercial Cell & Gene
Therapies Supported



\$8.7M
+33% YoY growth
Commercial Cell & Gene
Therapies revenue



728
Active Cell & Gene
Therapy
Clinical Trials Supported ⁽²⁾



**Key facilities in Americas, EMEA
and APAC regions**



Global Clients Base

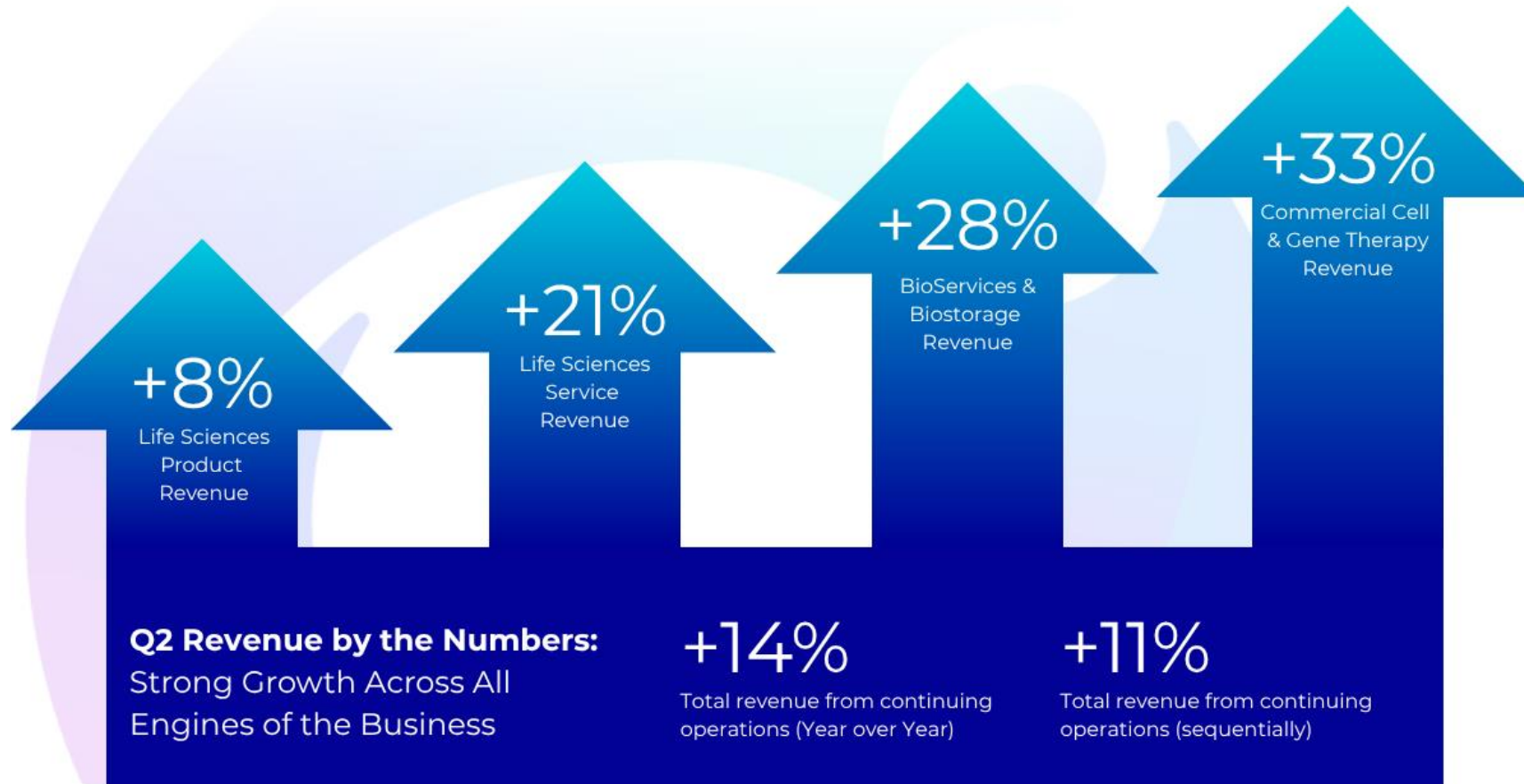


690 Employees

Global Platform⁽²⁾

Source: Company Filings and materials
Notes: (1) As of 6/30/2025

Revenue by the Numbers



Driving Bottom-Line Improvement



47%

Gross Margin
from Continuing
Operations



\$(0.9)M

Adjusted EBITDA
from Continuing
Operations

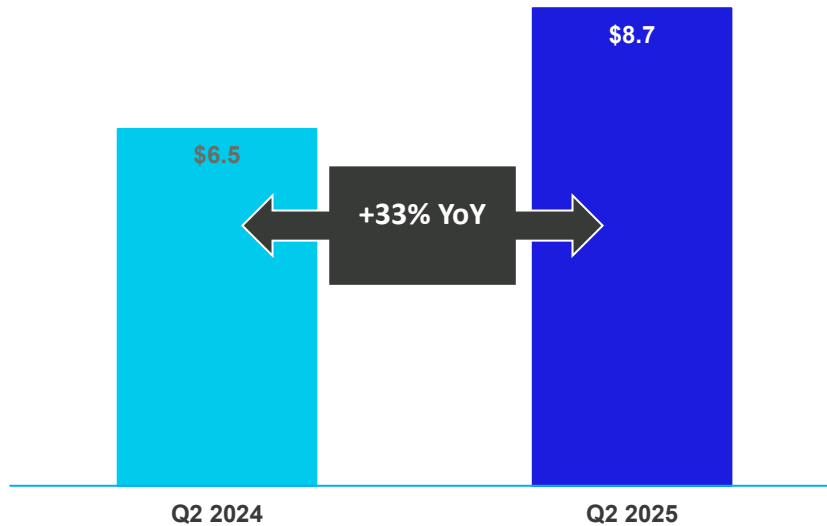


\$426M

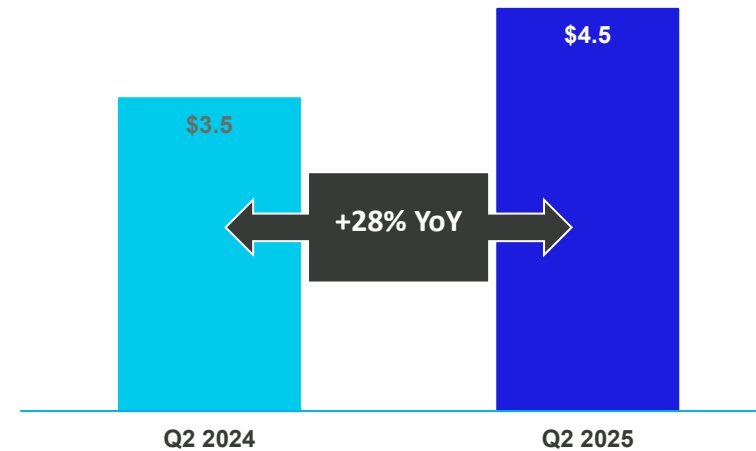
Cash and
Short-Term
Investment

LS Services Key Revenue Growth Drivers

Commercial CGT Revenue
(\$ in millions)



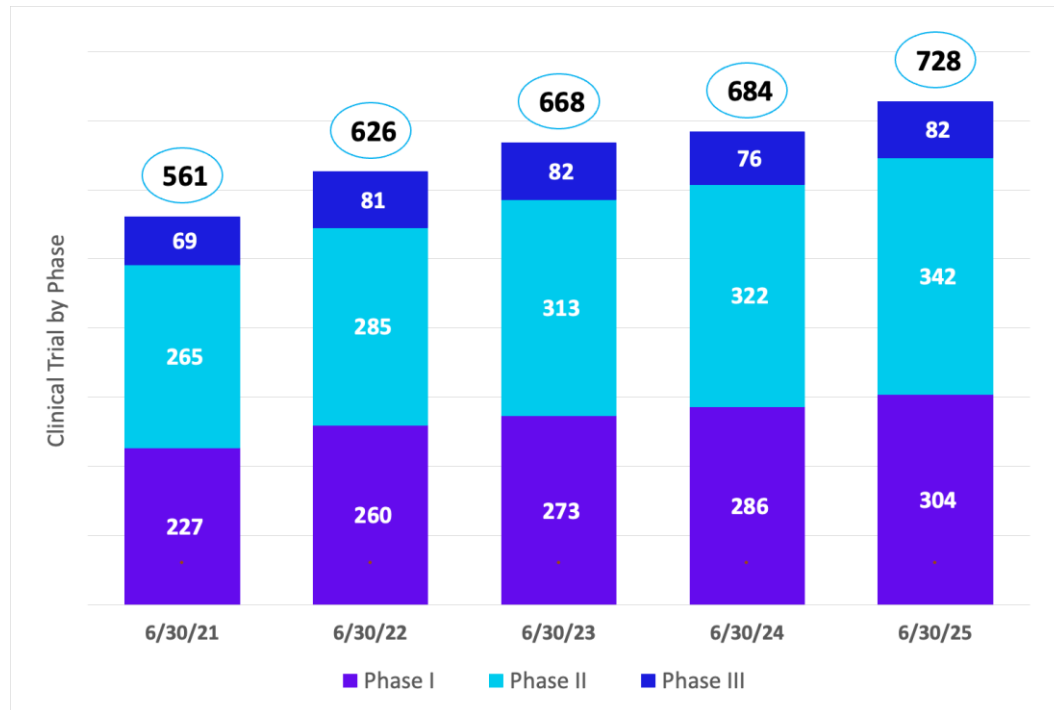
BioStorage/BioServices Revenue
(\$ in millions)



Cryoport Systems' Clinical Trial Support

Q2 2025: 82 Phase III Clinical Trials Supported by Cryoport

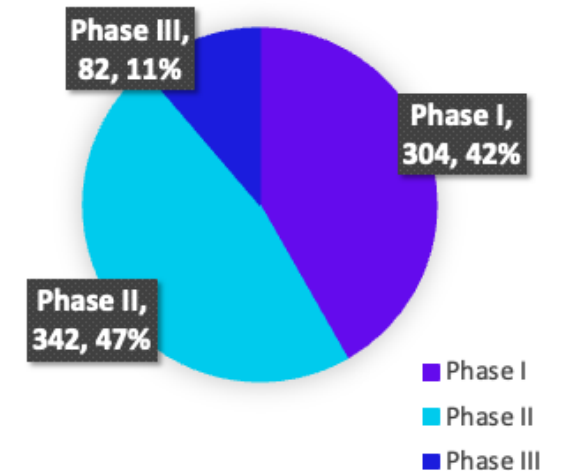
- **728** clinical trials (net) in aggregate
- **82** Phase III trials in the Americas, EMEA, and APAC



Increased by
44 trials
(net) over Q2-2024

Clinical Trials Supported by Trial Phase as of 6/30/25

Clinical trials supported by trial phase as of March 31, 2025



Source: Company materials cross-referenced to clinical trial information publicly available

Cryoport Systems' Commercial Support

18 Total Products



Cryoport, Inc. is the Global Leader of Supply Chain Solutions for the Life Sciences



728

Active **Cell & Gene Therapy**
Clinical Trials Supported¹



~70%

Of All Industry Clinical Trials Supported¹



15+

Locations in Americas, EMEA and APAC
with 670+ people²



18

Commercial **Cell and Gene Therapies** Supported¹



1,200+

Active Global Clients²



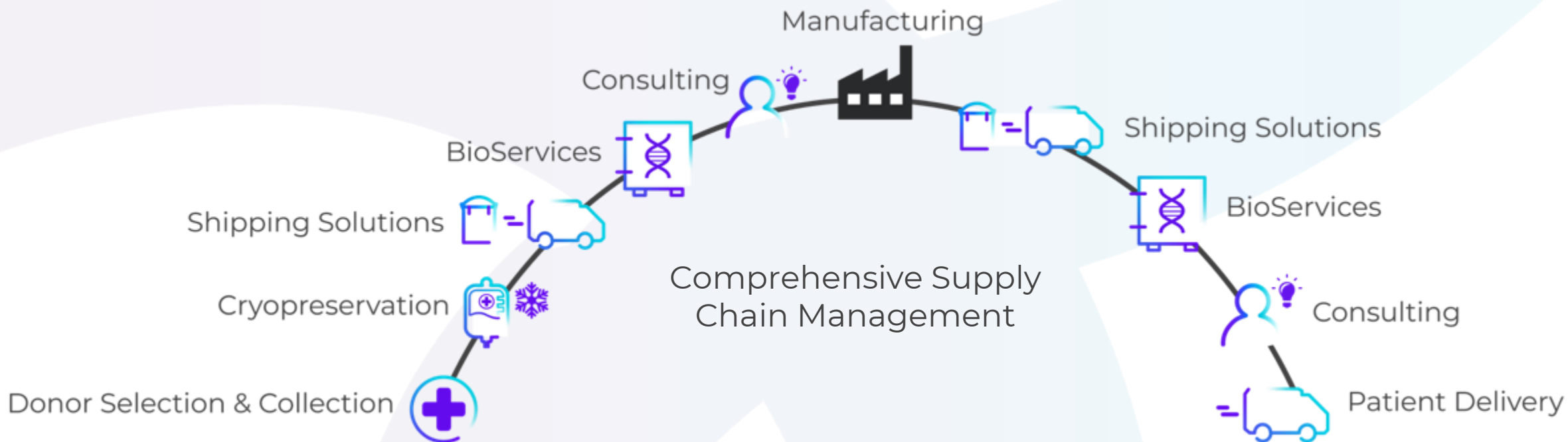
1M+

Shipments³

The Life Sciences Trusted Provider of Integrated Temperature-controlled Supply Chain Solutions

Notes: 1. Data as of 6/30/25 2. Combined totals of all Cryoport business units 3. Total shipments of Cryoport Systems from inception (all data exclude Cryopdp which was divested)

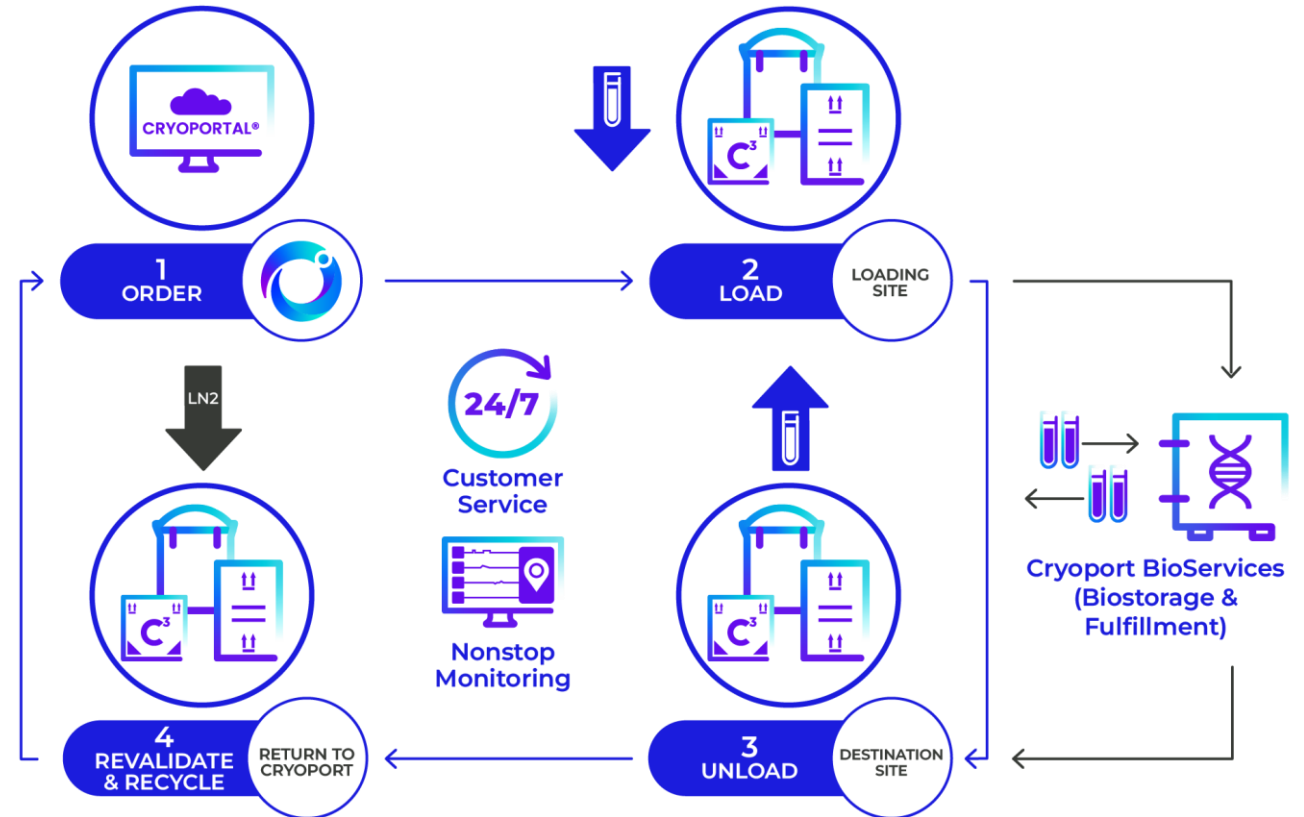
Cryoport's Platform Solution



Cryoport's Logistics Management Made Easy

It's as simple as a couple of clicks

- Log into the Cryoport® to create an order or select a prepopulated template
- Carrier options, such as our Cryoshuttle®, integrators, and couriers or any combination to meet your specific shipment need are available
- Once the order is placed, Cryoport Systems handles the rest and manages the entire process
- All shipments legs including pickup, deliveries, and returns management are captured and assigned
- Our 24/7/365 client service team provides updates through email notifications
- Our Cryoport® also provides automated updates to give you total peace of mind



Cryoport Systems' Robust Shipper Fleet



**Cryoport Express® Cryogenic
ST1 Shipping System
CXST1**
-150° C or colder



**Cryoport Express® Cryogenic
CB1 Shipping System
CXCBI**
-150° C or colder



**Cryoport Express® Cryogenic
HV2 Shipping System
CXHV2**
-150° C or colder



**Cryoport Express® Cryogenic
HV3 Shipping System
CXHV3**
-150° C or colder



**Cryoport Express® Sliderite®
High Volume Pallet System
CXSR2***
-150° C or colder



**Cryoport Express® C3™
Refrigerated Shipping System
C3CH2124***
2° C to 8° C



**Cryoport Express® C3™ Controlled
Room Temperature Shipping System
C3RT1124**
15° C to 25° C



**Cryoport Elite® 28L
Ultra Cold Shipping System
ELUC128***
-60° C to -80° C



**Cryoport Elite® 56L
Ultra Cold Shipping System
ELUC156***
-60° C to -80° C



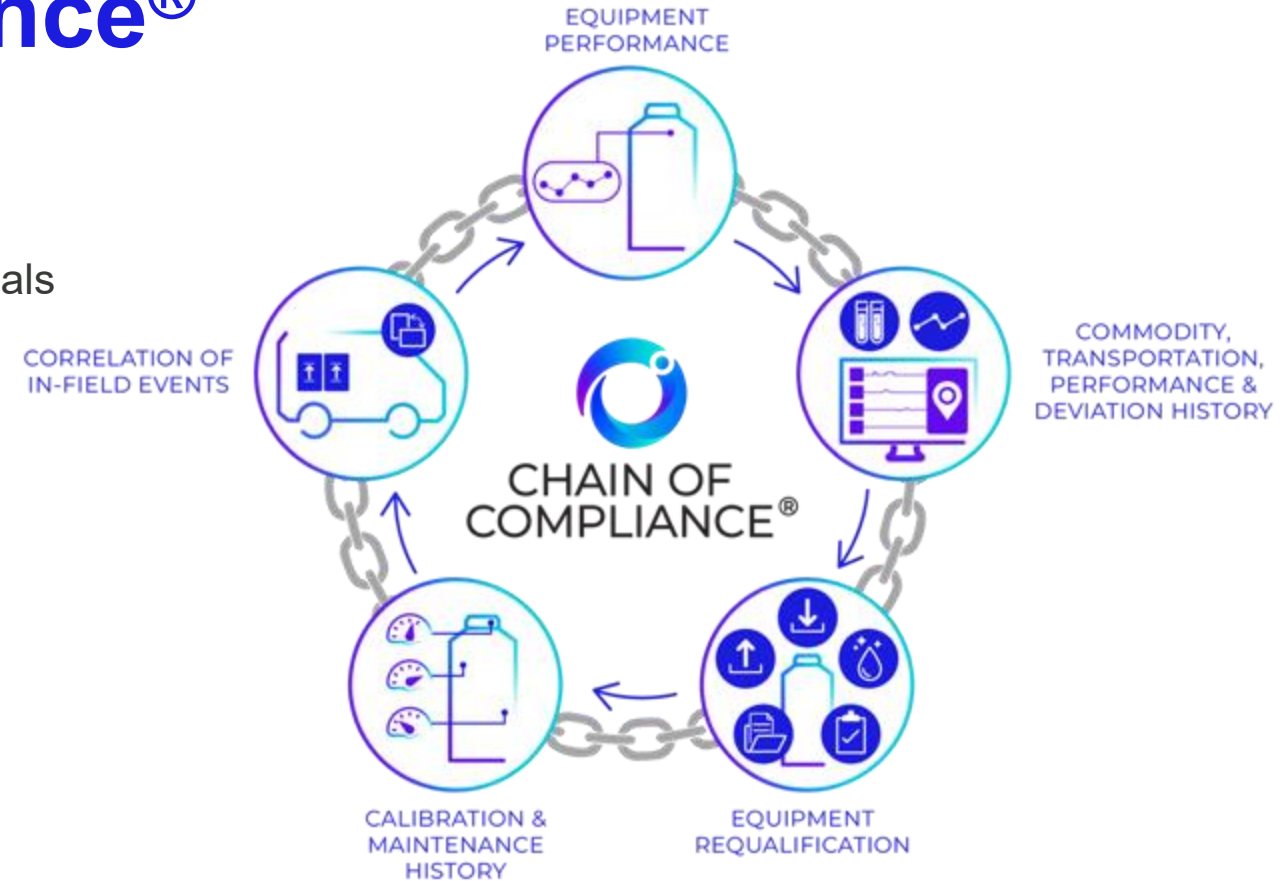
**Cryoport Express® CryoMax®
Cryogenic Shipping System
C1536PD**
21 days at -150° C or colder

*Product offers both Advanced Therapy Shippers® (ATS) and General Purpose Shippers (GP). The ATS fleet is dedicated exclusively to cell and gene supply chain management and never contains non-human-based materials to eliminate cross-contamination. The GP fleet consists of shippers that allow for the use of both human and animal commodities.



Chain of Compliance®

- Traceability of the equipment and processes used in managing the environmental control of the biomaterials
 - Serialization of the shipper and components
 - 100% shipper (re)qualification
 - Performance history of shipper and courier
 - Commodity history for every shipper
 - Deviation history of the shipper/courier
 - Transportation history of the shipper/courier
 - Maintenance/refurbishment history of the shipper
 - Calibration data and history of the data logger



Supports regulatory compliance requests from the EMEA/FDA and other regulatory agencies. Adheres to ISO 21973 Standard.

Note: General requirements for transportation of cells for therapeutic use

What Cryoport BioServices Offers:



GMP Storage



*Drug Packaging
& Labelling*



Kit Production



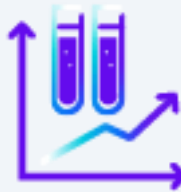
*Drug Recall, Return,
& Destruction*



*Regulatory &
Consulting Services*



Biobanking



*Clinical Sample
Management*



*Logistics Management
Services*

Cryoport BioServices Value Proposition



Expert Support

A Dedicated Program Manager

Helping you plan and manage every stage of your project



We Collect

Using our specialized kitting, our experts collect your critical materials for manufacturing, testing, or clinical use



We Protect

Guaranteeing the safety of your materials through temperature monitoring, automated alerts, and back-up equipment



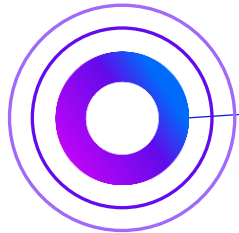
We Transport

Ensuring your shipment is transported compliantly and seamlessly at any temperature and to any destination



We Comply

Giving you full end-to-end traceability alongside our robust quality management systems with our Chain of Compliance®



We Store

Offering GMP-compliant storage in state-of-the-art validated units at all temperatures



We Fulfill

Retrieving, labelling, and packaging your materials while keeping them at the required temperature



We Dispose

Offering regulatory-compliant drug recall, return, and disposal services to ensure full accountability of all products

IntegriCell™ Offering

Cryopreservation Services & Process Development

- Ready-to-use leukapheresis cryopreservation protocol
- Technology transfer of client cryopreservation processes to IntegriCell™ teams and facilities
- Customized cryopreservation process development services to meet client needs

The Value We Offer

- Optimization of cellular viability via cryopreservation within 24 hours post-collection
- Standardization of cryopreservation protocols performed by experienced IntegriCell™ teams
- Manufacturing slot utilization improved with the incorporation of cryopreservation
- Global clinical trial coverage through our US and European footprint

IntegriCell™ Current Footprint



Villers-le-Bouillet, Liège, BELGIUM
CRYO Manufacturing



- Cryopreservation Process Development
- Cryopreservation Manufacturing for Clinical Grade/GMP compliant (1,000 units/year)
- 19,078 sq. ft. (1,772.4 m²)

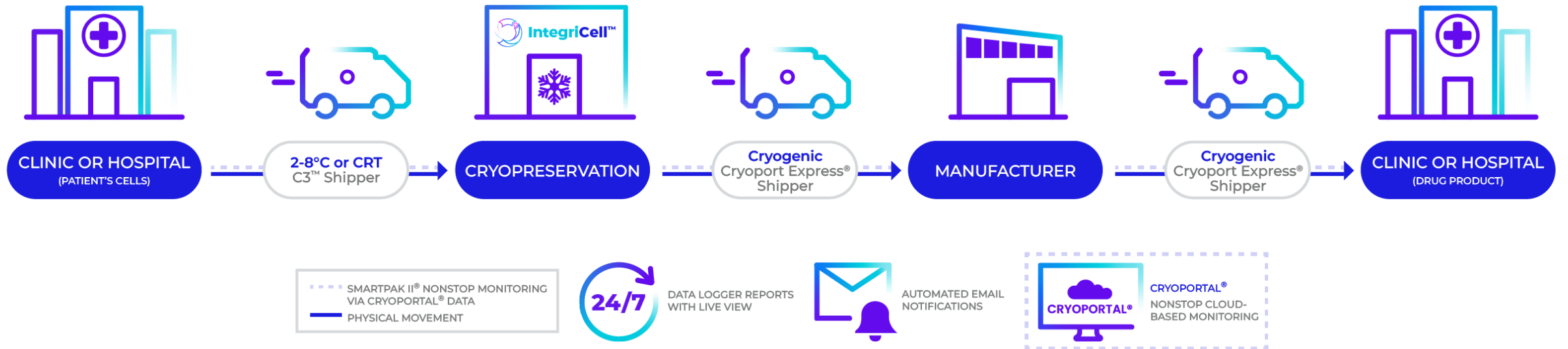


Houston, USA
CRYO Manufacturing



- Cryopreservation Manufacturing for Clinical Grade/GMP compliant (1,000 units/year)
- 5,500 sq. ft. (511 m²)

IntegriCell™ Logistics Flow



MVE At A Glance

The Leading Cryogenic Systems Manufacturer in the World

MVE Biological Solutions is the global leading manufacturer of cryogenic systems, providing cryogenic freezers, dewars, and related equipment used for cryogenic storage and transportation.

- Three primary manufacturing locations:
 - Ball Ground, GA
 - New Prague, MN
 - Chengdu, China



Headquarters: Ball Ground, GA



270 employees globally



Global leader in the provision of cryo-systems in the life sciences industry



60 years of setting the standard for cryogenic storage



MVE's Product Family

CRYOGENIC FREEZERS

Ball Ground, GA

Bulk storage stainless-steel freezers in a range of sizes and configurations
Basic bulk storage stainless-steel freezer for the breeder market



CRYOGENIC DEWARS

Chengdu, China

Complete portfolio of aluminum dewars for sample storage, sample shipping, and LN2 storage

CRYOGENIC DEWARS

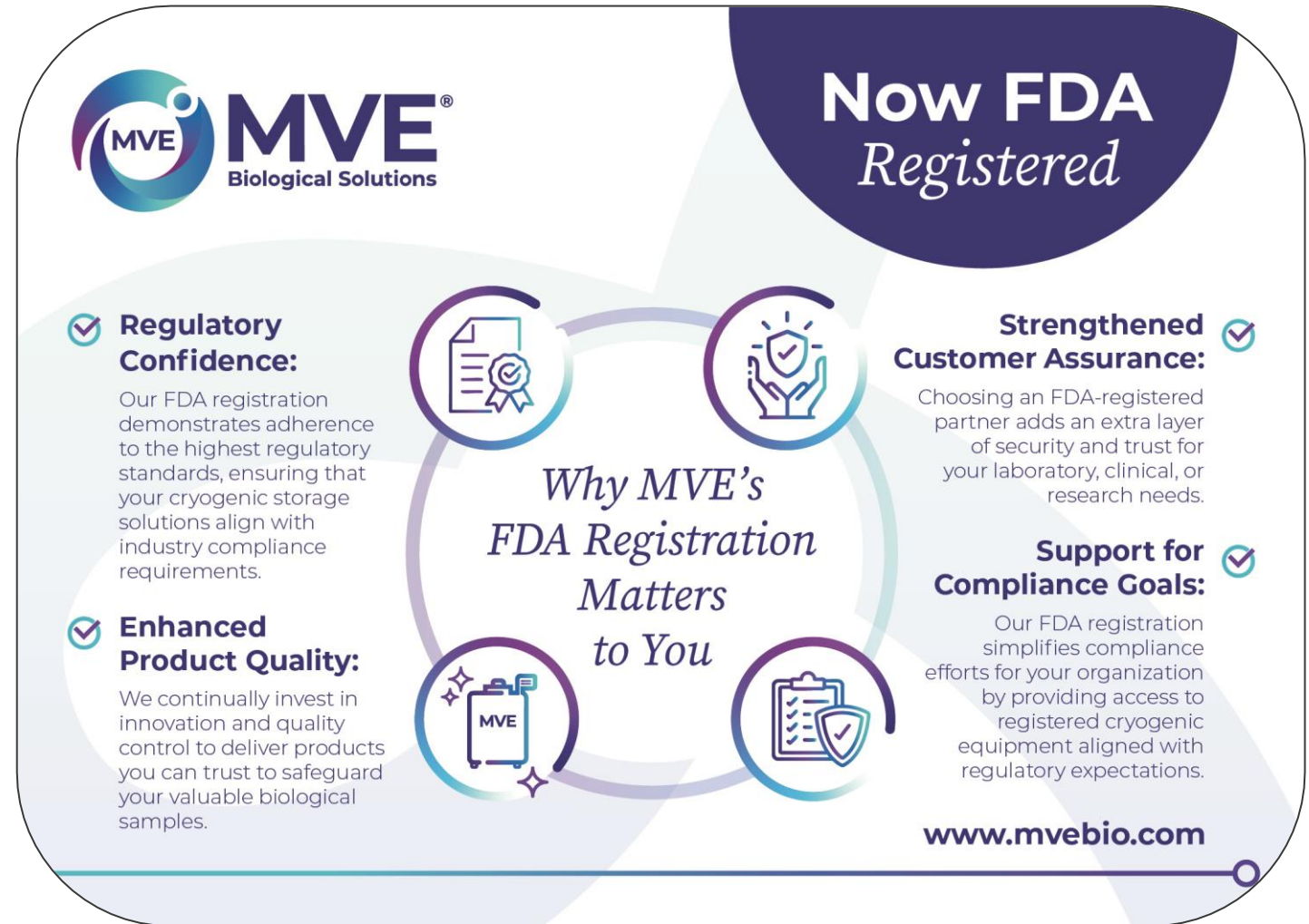
New Prague, MN

Complete portfolio of aluminum dewars for sample storage, sample shipping, and LN2 storage



MVE is FDA Registered

MVE is the **only** cryogenic storage manufacturer with FDA Registration, delivering cryogenic solutions that meet the highest **regulatory standards**, **ensuring the safety** of your valuable biological samples.



CRYOGENE Houston



Secure GMP compliant biorepository

- Facility is above the 500-year flood plain and windows rated to 110 MPH winds
- 8 generators supply emergency back up power to the entire facility, including HVAC
- Natural disasters – in the past 20 years, 2 major hurricanes (wind and flooding events) and an unexpected freeze storm with no impact to the facility



CRYOGENE Will Be Exclusive Supplier to Speros/Moffitt Cancer Center

- 30,000 sq ft facility with exclusivity for biorepository services
- Construction to begin Q2 2025
- Biological material transfers begin Q2 2026
- CRYOGENE will provide our services to biotech, research, and pharma companies in the region
- 775-acre Speros Clinical Research Campus in Tampa, FL



A Unified Network Supporting the Life Sciences

Americas



EMEA



APAC





Partnership and Transaction with DHL Group

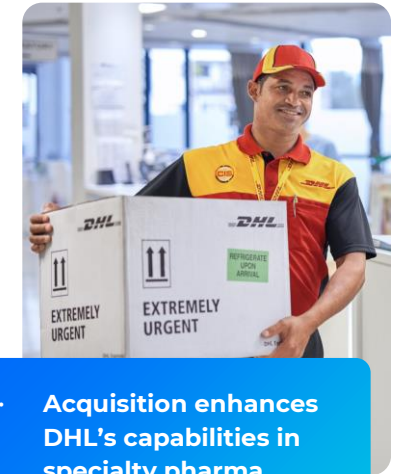
Our New Partnership with DHL Group

Brings together DHL's global health logistics capabilities with Cryoport's industry-leading expertise in providing specialized solutions

- **We share a common purpose: delivering life-preserving therapies and enabling the life sciences, improving lives around the world**
- **CRYOPDP will integrate into the Supply Chain division of DHL and continue to work closely with Cryoport via a global agreement**
- **Global Scale, Global Efficiency, and Global Flexibility**



- Cryoport will maintain its relationship with CRYOPDP as a part of DHL Group
- Industry-leading expertise in providing specialized solutions in the fast-growing specialty pharma market segment



- Acquisition enhances DHL's capabilities in specialty pharma logistics
- Supports Group's 2030 strategy to become a leader in life science and healthcare logistics

DHL in Figures – LSH Market

DHL Life Sciences & Healthcare Global Network

Global network with
>580 locations handling
LSH shipments

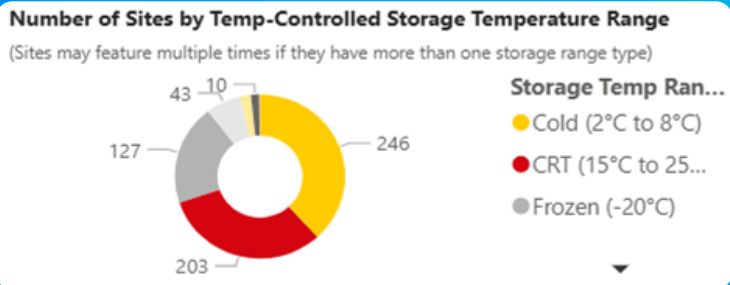
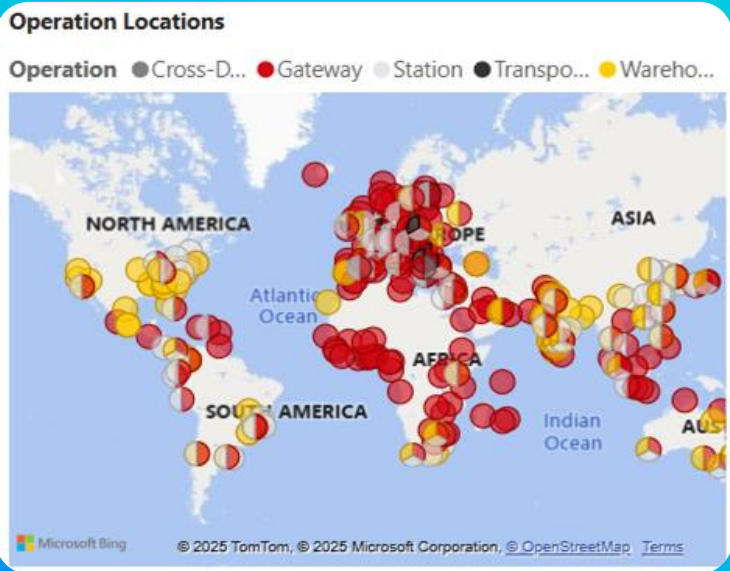
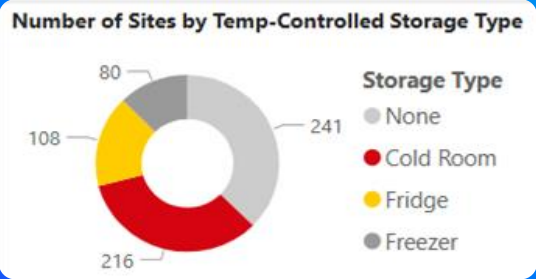
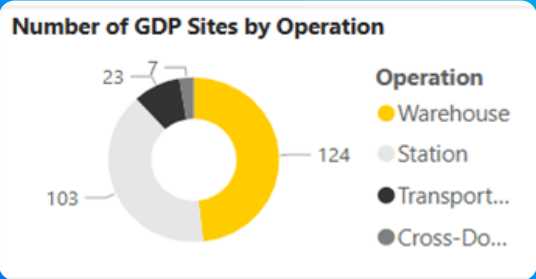
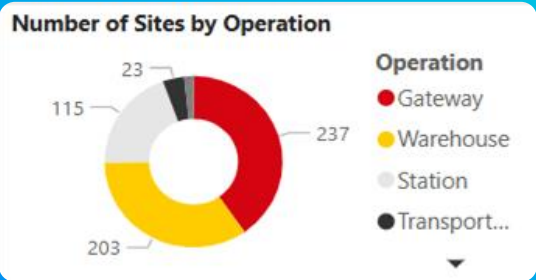
>11,000 LSH trained
colleagues

€2bn investment to
2030

Number of Operations
588

GDP Operations
257
(For DGF – GXP certification)

Total Temp-Controlled Storage
(sq. m)
2,794K
(Express storage capacity n/a)



Q2 2025 Revenue

Cryoport, Inc. and Subsidiaries Condensed Consolidated Statements of Operations

	Three Months Ended June 30, (unaudited)		Six Months Ended June 30, (unaudited)	
<i>(in thousands, except share and per share data)</i>	2025	2024	2025	2024
Revenue				
Life Sciences Services revenue	\$ 24,369	\$ 20,152	\$ 47,234	\$ 39,637
Life Sciences Products revenue	21,085	19,557	39,260	37,363
Total revenue	45,454	39,709	86,494	77,000
Cost of revenue:				
Cost of services revenue	12,449	10,745	24,369	21,756
Cost of products revenue	11,628	11,302	22,107	22,517
Total cost of revenue	24,077	22,047	46,476	44,273
Gross margin	21,377	17,662	40,018	32,727
Operating costs and expenses:				
Selling, general and administrative	27,092	27,236	51,283	55,057
Engineering and development	4,118	4,646	8,052	9,398
Impairment loss	-	63,809	-	63,809
Total operating costs and expenses:	31,210	95,691	59,335	128,264
Loss from operations	(9,833)	(78,029)	(19,317)	(95,537)
Other income (expense):				
Investment income	1,466	2,809	3,039	5,409
Interest expense	(618)	(1,241)	(1,201)	(2,516)
Gain on extinguishment of debt, net	-	1,179	-	1,179
Other income (expense), net	(2,939)	(1,073)	(3,239)	186
Loss before provision for income taxes	(11,924)	(76,355)	(20,718)	(91,279)
Provision for income taxes	(274)	(554)	(508)	(665)
Loss from continuing operations	\$ (12,198)	\$ (76,909)	\$ (21,226)	\$ (91,944)
Income (loss) from discontinued operations, net	117,378	(1,081)	114,425	(4,941)
Net income (loss)	\$ 105,180	\$ (77,990)	\$ 93,199	\$ (96,885)
Paid-in-kind dividend on Series C convertible preferred stock	(2,000)	(2,000)	(4,000)	(4,000)
Net income (loss) attributable to common stockholders	\$ 103,180	\$ (79,990)	\$ 89,199	\$ (100,885)
Net income (loss) per share attributable to common stockholders:				
Basic	\$ 2.05	\$ (1.62)	\$ 1.78	\$ (2.05)
Weighted average common shares issued and outstanding:				
Basic	50,257,112	49,345,644	50,102,918	49,182,830

Q2 Balance Sheet

Cryoport, Inc. and Subsidiaries Condensed Consolidated Balance Sheets

	June 30,	December 31,
	2025	2024
<i>(in thousands)</i>		
Current assets		
Cash and cash equivalents	\$ 243,416	\$ 34,137
Short-term investments	182,559	216,460
Accounts receivable, net	33,409	25,304
Inventories	23,035	21,476
Prepaid expenses and other current assets	7,071	7,944
Current assets held for sale	-	36,251
Total current assets	489,490	341,572
Property and equipment, net	81,565	80,013
Operating lease right-of-use assets	38,206	39,920
Intangible assets, net	143,590	147,927
Goodwill	18,713	20,569
Deposits	2,096	1,951
Deferred tax assets	267	842
Long-term assets held for sale	-	70,699
Total assets	\$ 773,927	\$ 703,493
Current liabilities		
Accounts payable and other accrued expenses	\$ 14,756	\$ 15,895
Accrued compensation and related expenses	9,400	11,209
Deferred revenue	1,677	1,061
Current portion of operating lease liabilities	3,889	3,399
Current portion of finance lease liabilities	427	315
Current portion of convertible senior notes, net	-	14,298
Current portion of notes payable	-	143
Current portion of contingent consideration	-	2,808
Current liabilities held for sale	-	15,435
Total current liabilities	30,149	64,563
Convertible senior notes, net	184,504	183,919
Notes payable, net	1,328	1,114
Operating lease liabilities, net	37,441	38,551
Finance lease liabilities, net	934	800
Deferred tax liabilities	985	804
Other long-term liabilities	2,567	296
Contingent consideration, net	628	3,751
Long-term liabilities held for sale	-	7,797
Total liabilities	258,536	301,595
Total stockholders' equity	515,391	401,898
Total liabilities and stockholders' equity	\$ 773,927	\$ 703,493