

Q1 FY-2026 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 2026 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 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 Snapshot – By the Numbers

Leading integrated platform ensuring the integrity of critical biomaterials across the life sciences value chain



\$47.8M

+16% Organic Growth

Q1 FY2026
Revenue



\$192-\$196M

+9-11% Organic Growth

FY2026
Updated Revenue Guidance



46%

+42bps YoY

Q1 FY2026
Gross Margin



(\$0.6M)

\$2.2M Improvement YoY

Q1 FY2026 Adjusted
EBITDA



766

Active CGT
Clinical Trials



~70%

CGT Clinical Trials
Market Share⁽¹⁾



21

Commercial CGTs
Supported



\$403.6M

Q1 FY2026 Cash
(\$185M senior convertible
debt to be repaid 12/2026)

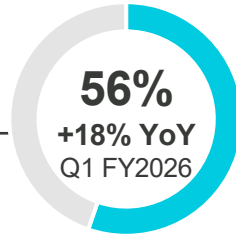
Note: Number of active CGT clinical trials and commercial CGTs supported as of March 31, 2026.

(1) Based on Citeline.

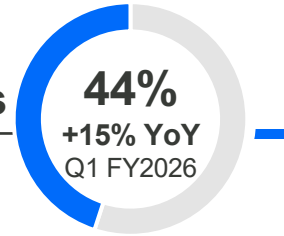
The Cryoport Platform: Services & Products

Core services and products supporting the management of critical biomaterials

Life Sciences Services



Life Sciences Products



BioLogistics



Global temperature-controlled, compliant biomaterials handling

IntegriCell®

(Launched in 2024)



Standard-setting cryopreservation services for starting material collection and leukapheresis

BioServices

(Launched in 2022)



Centralized short-term storage and fulfillment (e.g., kitting, labeling, packaging), coordination, and related services for CGT

BioStorage



Secure and compliant biorepository for longer-term temperature-controlled storage

Cryogenic Systems



Cryogenic freezers for bulk storage + durable, lightweight cryogenic dewars for storage & transport

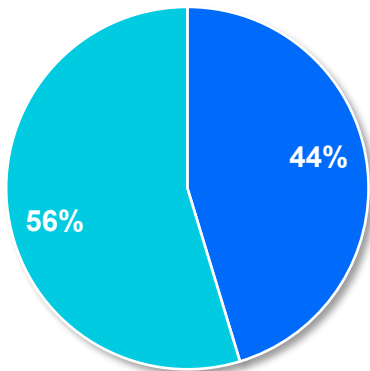


Cryoport Snapshot – Revenue Mix

Leading integrated platform ensuring the integrity of critical biomaterials across the life sciences value chain

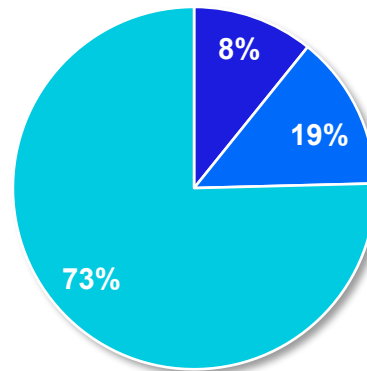
Q1 FY2026

Revenue Type



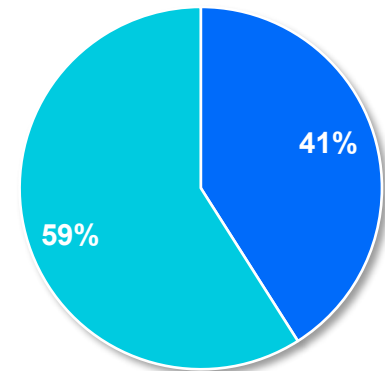
■ Services
■ Products

Geography



■ Americas
■ EMEA
■ APAC

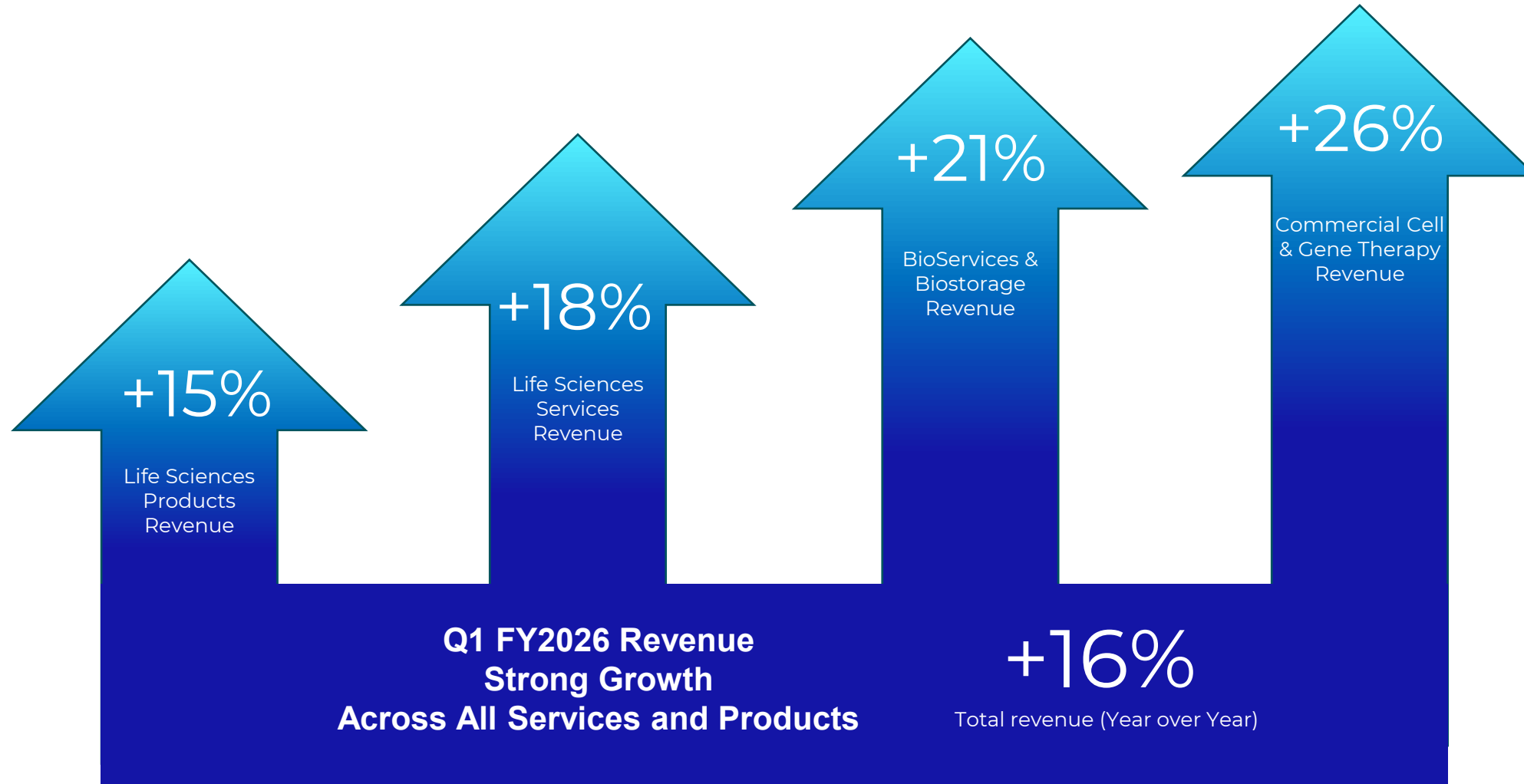
Cell & Gene Therapy Revenue



■ Clinical
■ Commercial

Q1 2026 Revenue Drivers

Strong double-digit growth across the platform of products and services



Revenue Q1-FY2026

Cryoport, Inc. and Subsidiaries Revenue

	Three Months Ended March 31, (unaudited)		
<i>(in thousands)</i>	2026	2025	% Change
Life Sciences Services	\$ 26,898	\$ 22,865	18%
BioLogistics Solutions	21,668	18,531	17%
BioStorage/BioServices	5,230	4,334	21%
Life Sciences Products	\$ 20,900	\$ 18,175	15%
Total Revenue	\$ 47,798	\$ 41,040	16%
<i>CGT Revenue call out:</i>			
Commercial CGT Revenue	\$ 9,086	\$ 7,215	26%
Clinical Trial CGT Revenue	\$ 12,940	\$ 10,995	18%
Total CGT Revenue	\$ 22,026	\$ 18,210	21%

Driving Bottom-Line Improvement in Q1 2026

with a Strong Balance Sheet to Support Long-term Strategy



45.8%

Gross Margin



\$(0.6M)

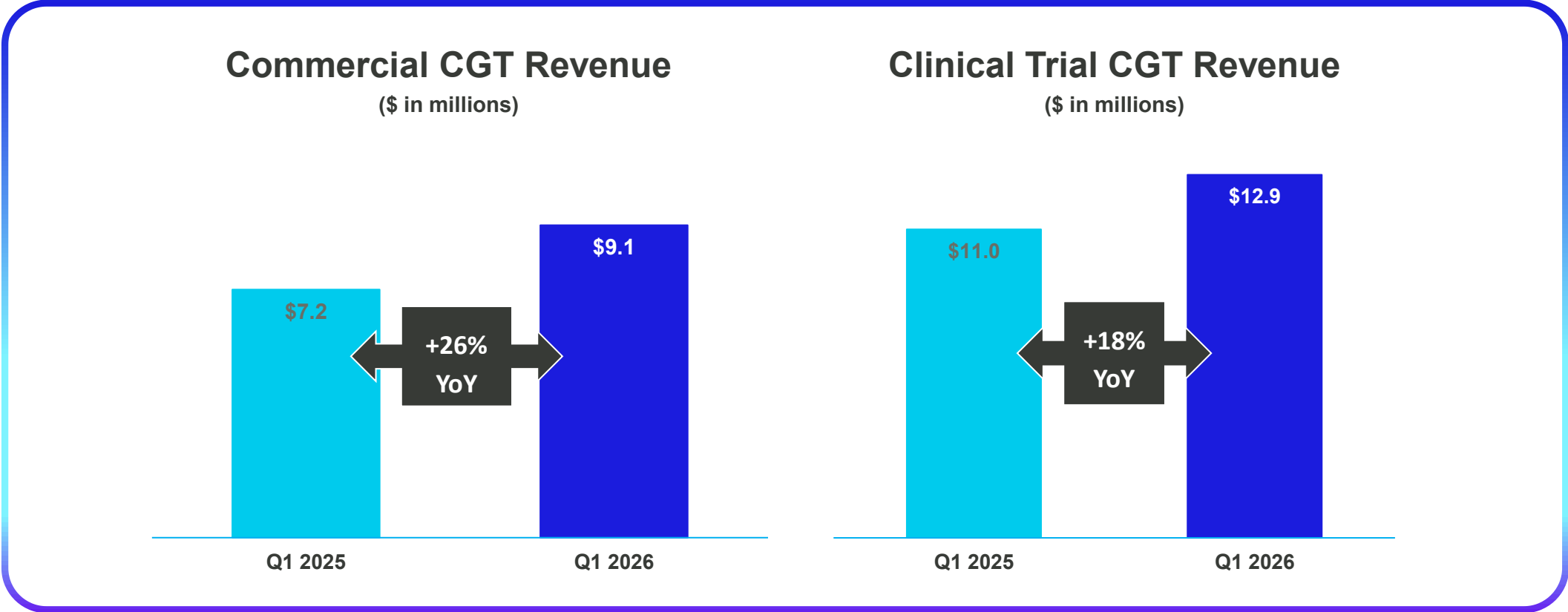
Adjusted EBITDA
from Continuing
Operations



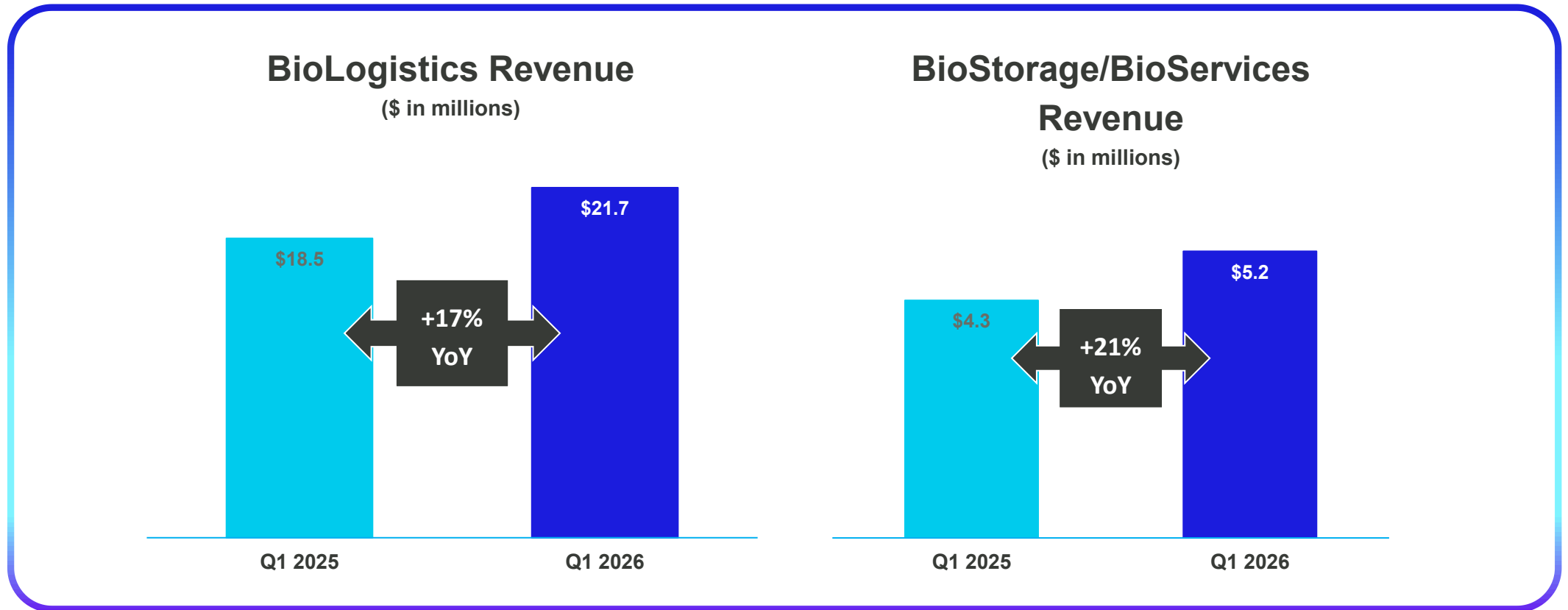
\$403.6M

Cash and
Short-Term
Investments

Key Revenue Growth Drivers - Cell and Gene Therapies (CGT)

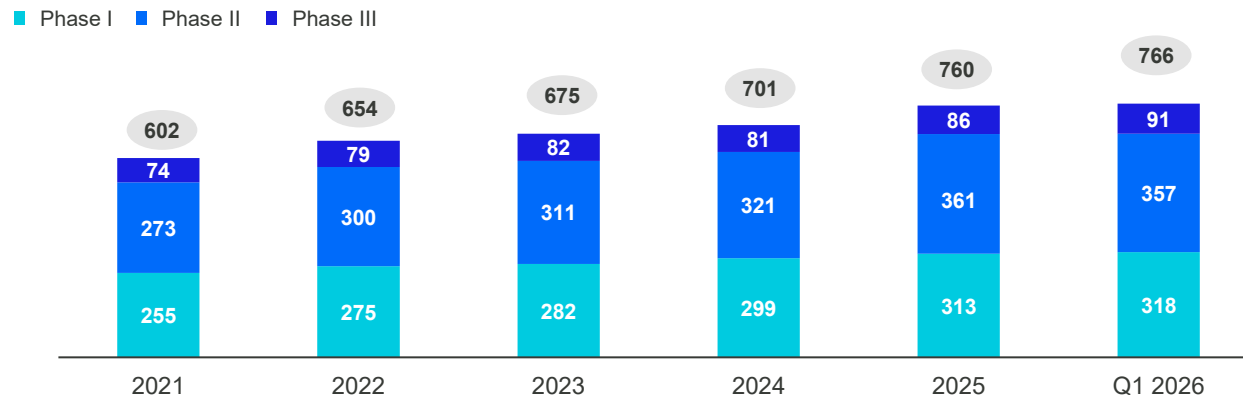


Life Sciences Services Key Revenue Growth Drivers



Patients First: Supporting the Therapies of Tomorrow

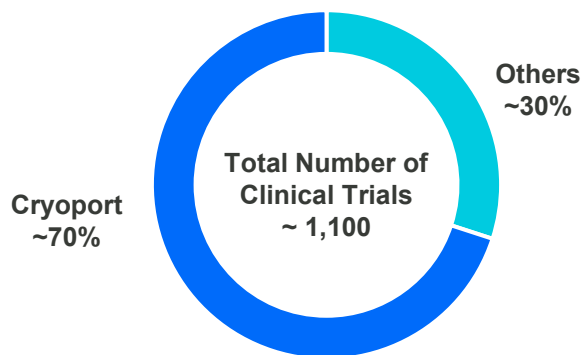
Clinical Trials Supported, by Trial Phase



21 Commercial Therapies Supported



CGT Industry Market Share¹



Forecasted BLA / MAA Filings & Patient Population Growth

Currently forecasting up to 10 additional BLA / MAA filings and 8 new therapy approvals in 2026

- Industry experts anticipate 30 - 50 additional CGT approvals by 2030
- The patient population for CGTs is projected to grow significantly as more treatments are approved
- The Company continues to introduce capabilities to its existing clients and adds new clients to its global network
- Remains focused on scaling its services to meet the needs of the patient population growth

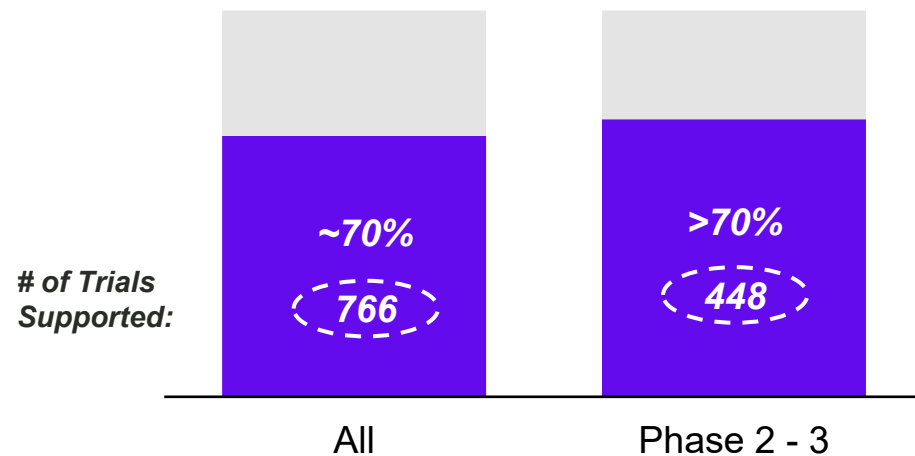
Source: Company materials cross-referenced to clinical trial information publicly available

Cryoport - the Leading Service Provider for CGT

Deeply embedded with customers and partners with significant barriers to entry

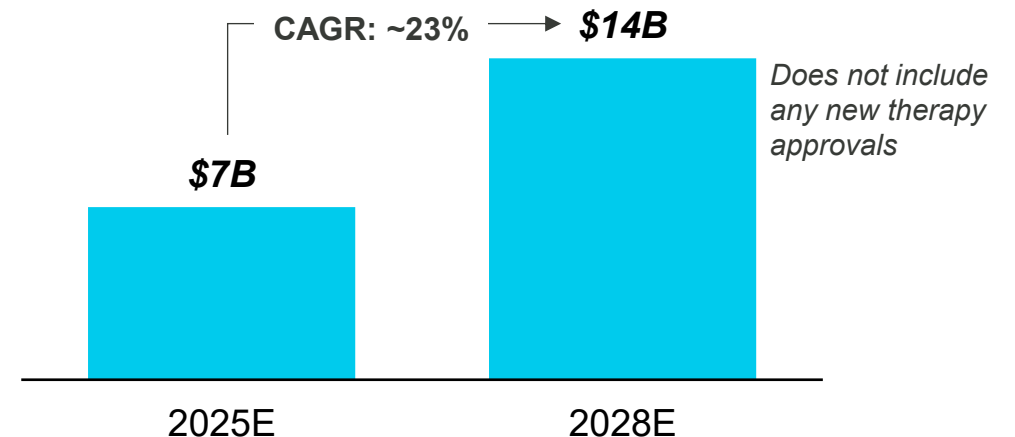
Global CGT Clinical Trials⁽¹⁾

Number & share of global, active cell & gene therapy clinical trials (excl. pre-clinical) supported by Cryoport



Global Commercial Therapies⁽²⁾

Revenue from commercial cell & gene therapies currently supported by Cryoport



Cryoport supports the majority of today's cell & gene therapy trials and leading commercial therapies

Notes: As of September 2025. (1) Based on Citeline. (2) Based on EvaluatePharma. Includes Abecma, AKUUGO, Amtagvi, Breyanzi, Carvykti, Casegevy, Ebvallo, Elevidys, Lenmedly, Lyfgenia, Ryoncil, Skyson, Strimvelis, Tecartus, Tecelra, Yescarta, Zemcelpro, Zevaskyn and Zynteglo.

Growing Clinical Trial Count

Spring-loaded Pipeline for Commercial Revenue Growth

Cryoport Supported Clinical Trials by Phase

Clinical Trials	March 31,		
	2024	2025	2026
Phase 1	286	304	318
Phase 2	312	328	357
Phase 3	77	79	91
Total	675	711	766

Cryoport Supported Clinical Trials by Region

Clinical Trials	March 31,		
	2024	2025	2026
Americas	518	544	569
EMEA	112	118	143
APAC	45	49	54
Total	675	711	766

Supporting 21 Commercial Cell and Gene Therapies Globally

Abecma
(idecabtagene vicleucel) Suspension for IV infusion

アクーゴ
AKUUGO[®]

AMTAGVI[™]
(lifileucel)

Breyanzi

Carvykti[™]
(ciltacabtagene autoleucel)

casgevy[™]
(exagamglogene autotemcel)
suspension for IV infusion

EBVALLO[™]
tabelecleucel

Elevidys
delandistrogene
moxeparvovec-rokl
suspension for intravenous infusion

libmeldy[™]
(atidarsagene autotemcel)

lyfgenia[™]
(lovotibeglogene autotemcel)
suspension for IV infusion

Ryoncil[®]
(remestemcel-L-rknd)

skysona[™]
(elivaldogene autotemcel)
suspension for IV infusion

Strimvelis[®]
autologous CD34+ cells transduced to express ADA

TECARTUS[®]
(brexucabtagene autoleucel) Suspension for IV infusion

Tecelra[®]
afamitresgene autoleucel

KRESLADI[™]
marnetegragene autotemcel

YESCARTA[®]
(axicabtagene ciloleucel) Suspension for IV infusion

Zemcelpro[®]

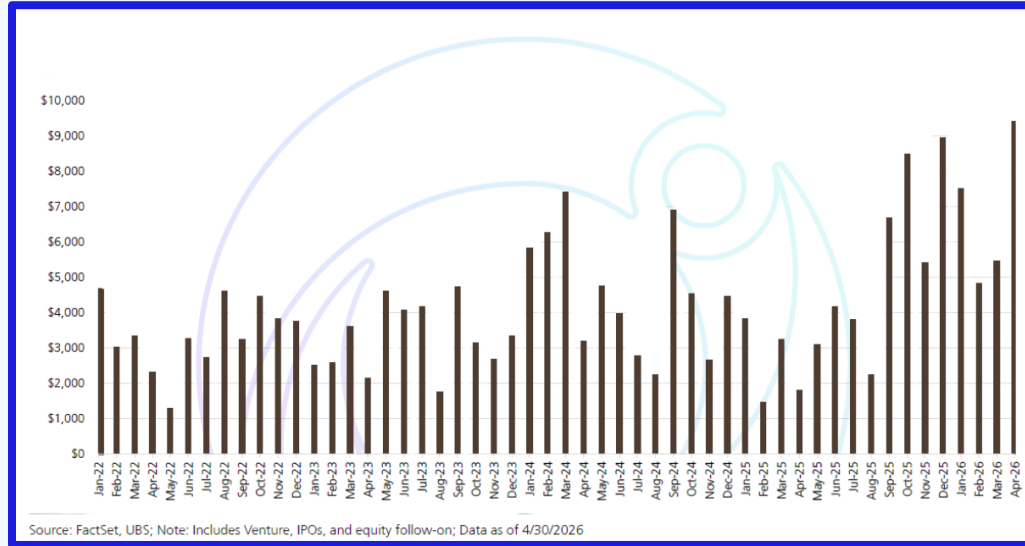
zevaskyn[™]
(prademagene zamikeracel)
gene-modified cellular sheets

zynteglo[®]
(betibeglogene autotemcel)
suspension for IV infusion

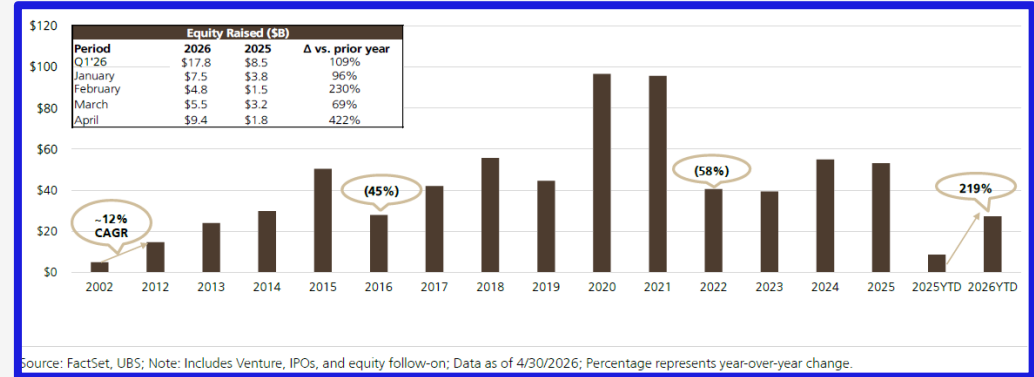
Waskyra
etuvetidigene autotemcel

Funding Environment Strengthening

Total Monthly Biopharma Financing (\$M)



Biopharma Equity Investments (\$B)



Total biopharma funding has remained strong with **April 2026 funding up ~422% year-over-year and up ~72% month-over-month**. April's funding was driven by 13 public transactions greater than \$200 million and five public transactions that were over \$100 million.

Statement of Operations

Q1-2026

Cryoport, Inc. and Subsidiaries Condensed Consolidated Statements of Operations

	Three Months Ended March 31, (unaudited)	
<i>(in thousands, except share and per share data)</i>	2026	2025
Revenue		
Life Sciences Services revenue	\$ 26,898	\$ 22,865
Life Sciences Products revenue	20,900	18,175
Total revenue	47,798	41,040
Cost of revenue:		
Cost of services revenue	13,747	11,920
Cost of products revenue	12,138	10,479
Total cost of revenue	25,885	22,399
Gross margin	21,913	18,641
Gross margin - Total [%]	45.8%	45.4%
Gross margin - Services [%]	48.9%	47.9%
Gross margin - Products [%]	41.9%	42.3%

Cryoport, Inc. and Subsidiaries Condensed Consolidated Statements of Operations

	Three Months Ended March 31, (unaudited)	
<i>(in thousands, except share and per share data)</i>	2026	2025
Operating costs and expenses:		
Selling, general and administrative	27,620	21,901
Engineering and development	3,907	3,934
Total operating costs and expenses:	31,527	25,835
Loss from operations	(9,614)	(7,194)
Other income (expense):		
Investment income	3,090	1,573
Interest expense	(432)	(583)
Other expense, net	(2,368)	(300)
Loss before provision for income taxes	(9,324)	(6,504)
Provision for income taxes	(108)	(234)
Loss from continuing operations	\$ (9,432)	\$ (6,738)
Loss from discontinued operations, net	(1,112)	(5,243)
Net loss	\$ (10,544)	\$ (11,981)
Paid-in-kind dividend on Series C convertible preferred stock	(2,000)	(2,000)
Net loss attributable to common stockholders	\$ (12,544)	\$ (13,981)
Net loss per share attributable to common stockholders - basic and diluted	\$ (0.25)	\$ (0.28)
Weighted average common shares issued and outstanding - basic and diluted	49,897,817	49,947,012

Adjusted EBITDA

Cryoport, Inc. and Subsidiaries

Reconciliation of GAAP loss from continuing operations to adjusted EBITDA

(unaudited)

	Three Months Ended	
	March 31,	
	2026	2025
<i>(in thousands)</i>		
GAAP loss from continuing operations	\$ (9,432)	\$ (6,738)
Non-GAAP adjustments to loss:		
Depreciation and amortization expense	6,402	6,134
Acquisition and integration costs	—	1
Cost reduction initiatives	—	216
Investment income	(3,090)	(1,573)
Unrealized loss on investments	2,105	193
Foreign currency loss	454	245
Interest expense, net	432	583
Stock-based compensation expense	2,395	3,064
Change in fair value of contingent consideration	15	(5,178)
Income taxes	108	234
Adjusted EBITDA from continuing operations	\$ (611)	\$ (2,819)

Balance Sheet 03/31/2026

Cryoport, Inc. and Subsidiaries Condensed Consolidated Balance Sheets

	March 31, 2026	December 31, 2025
<i>(in thousands)</i>	<i>(unaudited)</i>	
Current assets		
Cash and cash equivalents	\$ 272,912	\$ 250,494
Short-term investments	130,722	160,714
Accounts receivable, net	39,004	33,359
Inventories	21,750	23,188
Prepaid expenses and other current assets	6,147	8,419
Total current assets	470,535	476,174
Property and equipment, net	89,805	85,448
Operating lease right-of-use assets	39,299	39,720
Intangible assets, net	138,721	138,082
Goodwill	22,137	22,400
Deposits	2,046	2,092
Deferred tax assets	1,066	1,073
Total assets	\$ 763,609	\$ 764,989

Cryoport, Inc. and Subsidiaries Condensed Consolidated Balance Sheets

	March 31, 2026	December 31, 2025
<i>(in thousands)</i>	<i>(unaudited)</i>	
Current liabilities		
Accounts payable and other accrued expenses	\$ 15,937	\$ 15,283
Accrued compensation and related expenses	17,007	12,980
Deferred revenue	2,314	943
Current portion of operating lease liabilities	3,641	4,133
Current portion of finance lease liabilities	419	422
Current portion of convertible senior notes, net	185,390	185,094
Current portion of notes payable	159	163
Total current liabilities	224,867	219,018
Convertible senior notes, net	-	-
Notes payable, net	1,027	1,087
Operating lease liabilities, net	39,173	39,078
Finance lease liabilities, net	680	741
Deferred tax liabilities	1,580	1,354
Other long-term liabilities	663	444
Contingent consideration	630	629
Total liabilities	268,620	262,351
Total stockholders' equity	494,989	502,638
Total liabilities and stockholders' equity	\$ 763,609	\$ 764,989

	3/31/2026	12/31/2025	Variance
Cash and Short-Term Investment	\$ 403.6	\$ 411.2	\$ (7.6)

	3/31/2026
NWC	\$ 245.7
Quick Ratio	2.0
Current Ratio	2.1
Debt/Equity Ratio	0.5

Regulatory Discipline and Compliance

Assurance of global regulatory compliance



End-to-end control
mitigating risk from
vendor hand-offs



Chain-of-custody, chain-of-identity, chain-of-condition, and **full traceability**



FDA-registered and audit-ready operations across global facilities



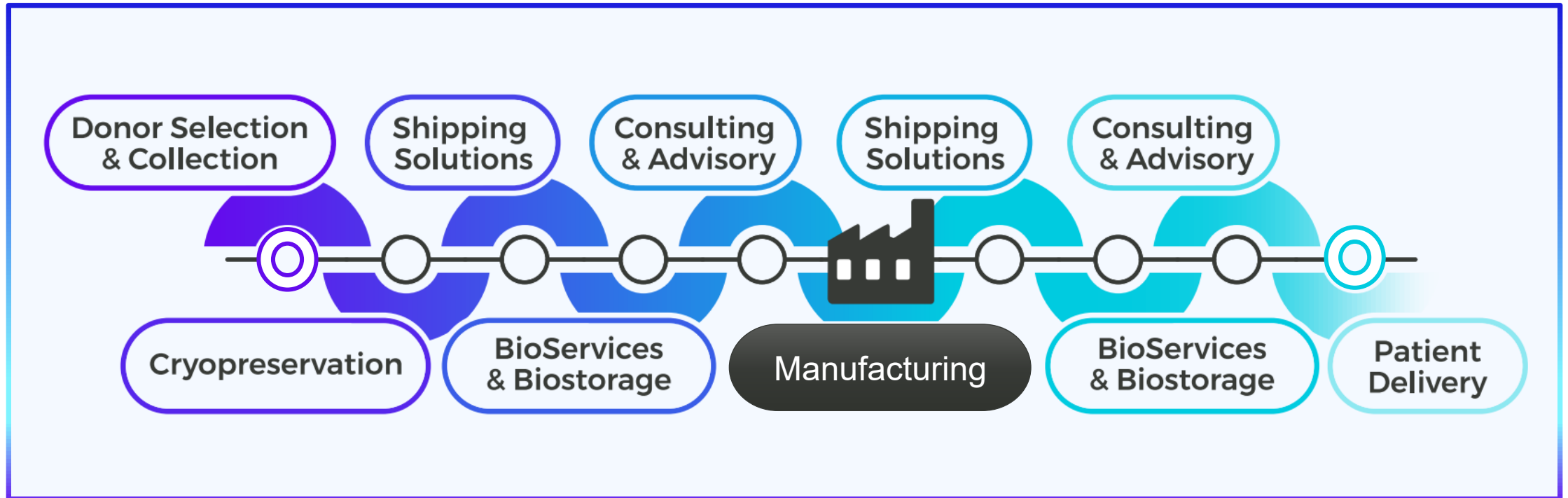
ISO 21973 Certified

Chain of Compliance[®]



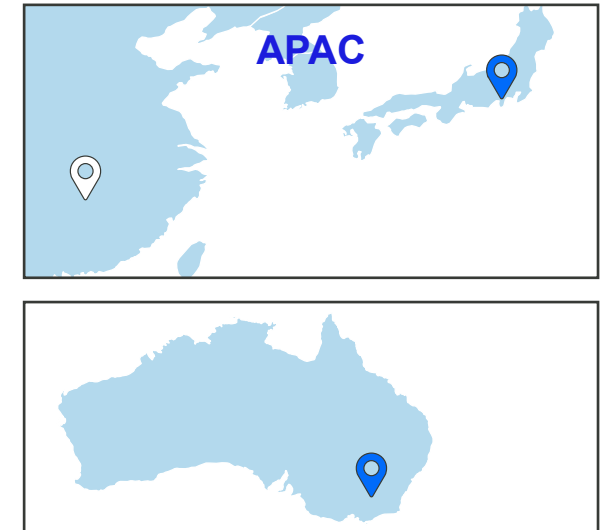
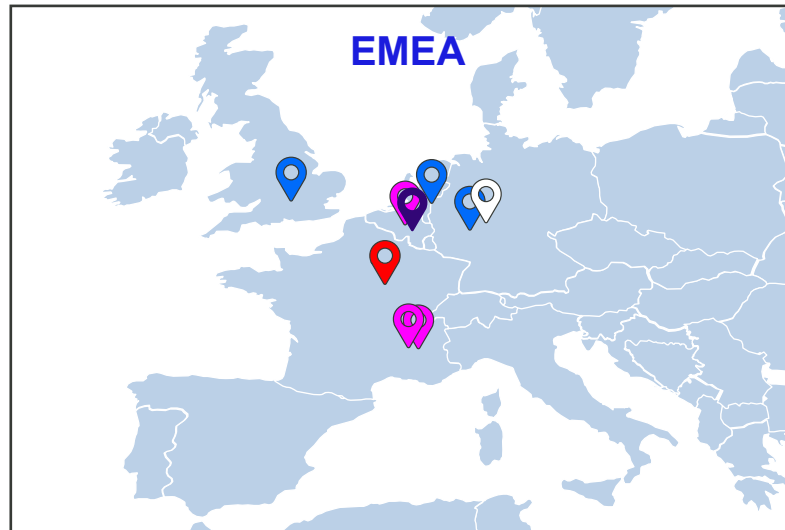
Cryoport: Setting Industry Standards for the CGT Supply Chain

Integration is the Engine that Drives Scale



Comprehensive Global Capabilities

📍 Global Supply Chain Center
 📍 BioLogistics
 📍 BioServices
 📍 IntegriCell®
 📍 BioStorage
 📍 MVE



Expanding Capabilities Globally



Paris, FRANCE (H2'25)



Global Supply Chain Center
55,000 sq. ft. (5,110 m²)



Santa Ana, USA (Expected H2'26)



Global Supply Chain Center
94,000 sq. ft. (8,733 m²)



Tampa, USA (Expected late '27) MOFFITT CANCER CENTER



BioStorage
30,000 sq. ft. (2,787 m²)

FDA Regulatory Shift Unlocks CAR-T Growth

Burden Decreased

- ▶ Risk Evaluation and Mitigation Strategy (REMS) requirements removed
- ▶ Shortened required patient proximity to treatment facility from 4 weeks to 2 weeks
- ▶ Reduced patient driving restrictions from 8 weeks to 2 weeks

“Overall, we view the removal of the REMS program for CAR-T cell therapies as a positive development for the space, as it supports the notion that the FDA is working to minimize red tape and increase access to potentially curative therapies for patients.”
William Blair

Access Increased

- ✓ Makes it easier for physicians to administer CAR-Ts
- ✓ Promotes CAR-T administration outside specialized treatment centers
- ✓ Lowers cost and logistical barriers for patients receiving CAR-T treatment

“One KOL told us that if FDA reduced monitoring requirements and driving restrictions to 14 days, he would expect rates of CAR-T infusion to double.”
Leerink Partners

Source: ARM Reasons to Believe: Innovation, Access & Sustainability in CGT, January 2026

Why Cryoport?



Market leader in temperature-controlled supply chain services



Scalable platform with expanding suite of integrated services



Deeply embedded in majority of cell & gene clinical and commercial therapies



Double-digit services revenue growth and stabilizing product revenue



Significant margin expansion opportunity

Join us in “Enabling the Future of Medicine™”



Cryoport

Enabling the Future of Medicine

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<https://www.cryoport.com/>



<https://ir.cryoportinc.com/>