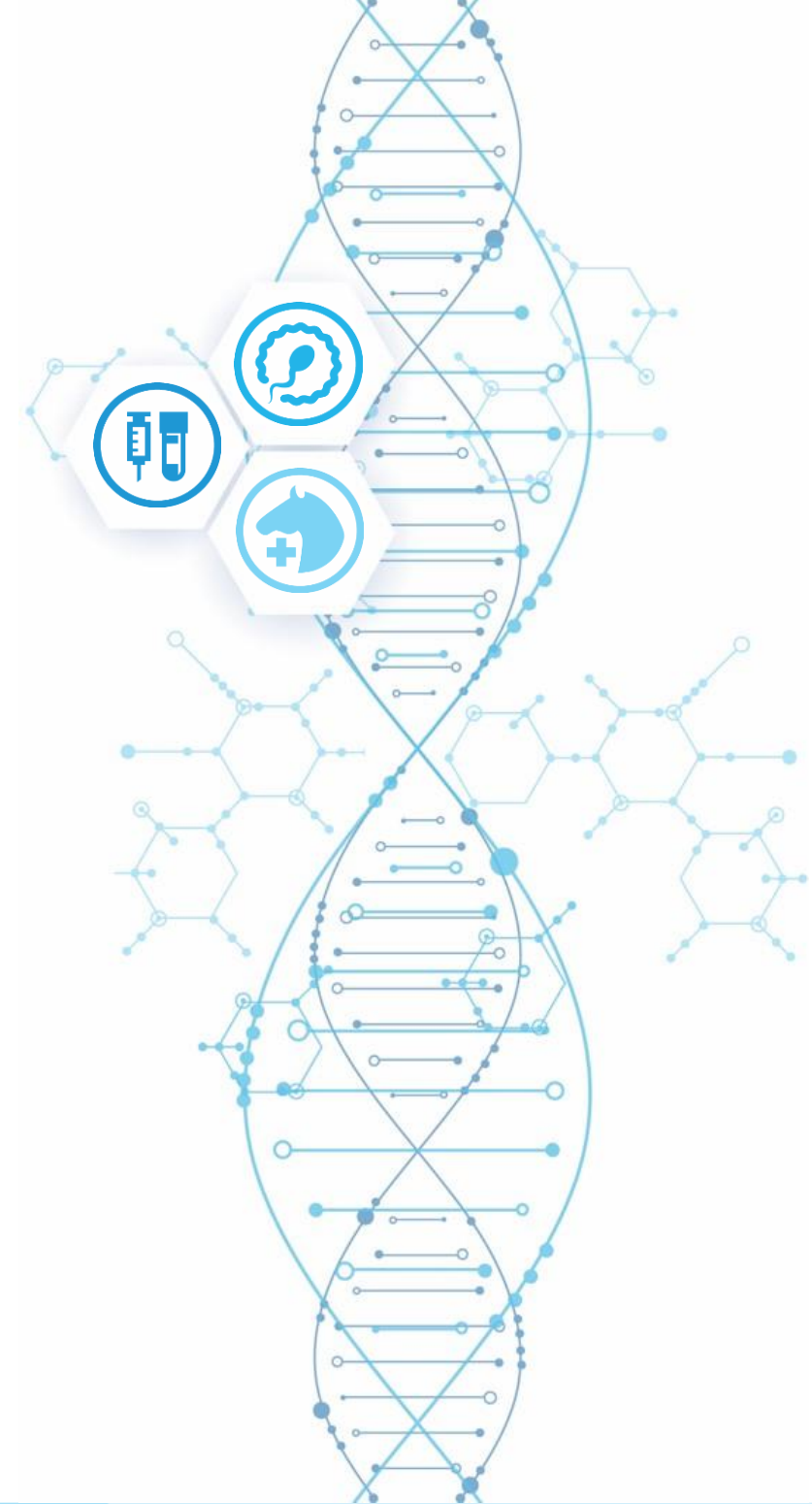


Cryoport 2021 Virtual Annual Meeting

April 30, 2021



AGENDA

- I. Welcome and Introductions / Call to Order**
- II. Report of Mailing and Quorum / Opening of Polls**
- III. Presentation of Proposals**
- IV. Closing of Polls and Preliminary Results of Voting**
- V. Corporate Update**
- VI. Question and Answer Session**
- VII. Adjournment**

Cryoport Shareholder Meeting

Science. Logistics. Certainty.



Forward Looking Statements and Use of Non-GAAP Financial Measures

Statements in this presentation which are not purely historical, including statements regarding the Company'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. It is important to note that the Company'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 conditions, trends in the products markets, variations in the Company's cash flow, market acceptance risks, and technical development risks. The Company's business could be affected by a number of other factors, including the risk factors discussed in the Company's Securities and Exchange Commission ("SEC") reports including, but not limited to, the Company's Annual Report on Form 10-K for the year ended December 31, 2020 and any subsequent filings with the SEC. The forward-looking statements contained in this presentation speak only as of the date hereof and the Company cautions investors not to place undue reliance on these forward-looking statements. Except as required by law, the Company disclaims any obligation, and does not undertake to update or revise any forward-looking statements in this presentation.

This presentation contains non-GAAP financial measures as defined in Regulation G of the Securities Exchange Act of 1934. These financial measures are not calculated in accordance with generally accepted accounting principles (GAAP) and are not based on any comprehensive set of accounting rules or principles. In evaluating the Company's performance, management uses certain non-GAAP financial measures to supplement financial statements prepared under GAAP. Management believes the following non-GAAP financial measures, adjusted EBITDA and Adjusted Net Loss, to provide a useful measure of the Company's operating results, a meaningful comparison with historical results and with the results of other companies, and insight into the Company's ongoing operating performance. Further, management and the Board of Directors utilize these non-GAAP financial measures to gain a better understanding of the Company's comparative operating performance from period-to-period and as a basis for planning and forecasting future period. Management believes these non-GAAP financial measures, when read in conjunction with the Company's GAAP financials, are useful to investors because they provide a basis for meaningful period-to-period comparisons of the Company's ongoing operating results, including results of operations, against investor and analyst financial models, identifying trends in the Company's underlying business and performing related trend analyses, and they provide a better understanding of how management plans and measures the Company's underlying business.

Our Markets

The life sciences industry is rapidly developing with new understandings of cellular function developing daily. As a result, our markets, Biopharma/Pharma, Reproductive Medicine and Animal Health are positively affected.

And, from these developments, a new and evolving class of pharmaceutical products known as Regenerative Medicines are emerging, which we think hold enormous promise.

Regenerative Medicines are a major opportunity, and one that promises to revolutionize treatment for diseases from hemophilia to cancer. The Regenerative Medicines market is expected to reach approximately \$50 billion by 2025¹.

¹ <https://www.businesswire.com/news/home/20180125005536/en/Global-Regenerative-Medicines-Market-2017-2025---Focus>

Vision

Cryoport's vision is to be the preeminent partner for temperature-controlled supply chain solutions for the life sciences industry, worldwide.

Mission Statement

Cryoport's mission is to support life and health by providing reliable and comprehensive temperature-controlled supply chain solutions for the life sciences through its advanced technologies and dedicated personnel.

Cryoport will strive to develop mutually rewarding relationships with its employees, partners and suppliers and to conduct its business to the highest ethical and professional standards.

Science. Supply Chain. [Certainty.](#)

Core Values

- ✓ **Passion** – We are driven to advance our temperature-controlled supply chain solutions for the life sciences industry – we never lose sight of the value we bring to science.
- ✓ **Integrity** – We operate with honesty, truthfulness and transparency in accordance with the highest ethical and corporate governance standards – mutual respect, integrity and trust are our foundation.
- ✓ **Teamwork** – We get things done – we insist on every individual’s commitment to our corporate advancement. None of us is as smart as all of us – we believe all ideas and outcomes are improved through collaboration. We challenge conventional thinking and insist on rigorous problem solving resulting in superior solutions. Overcoming barriers is core to our culture; we never give up. We exercise mutual respect and expect harmonious collaboration amongst our employees across the entirety of our operations enabling us to provide clients with outstanding support and service.
- ✓ **Value Creation** – We strive, in all things, to build value for all stakeholders through our client centric focus, exceeding competitive benchmarks, providing the highest level of performance and achieving consistent revenue and profitability growth – our excellence is the result of our focus, expertise and perseverance.

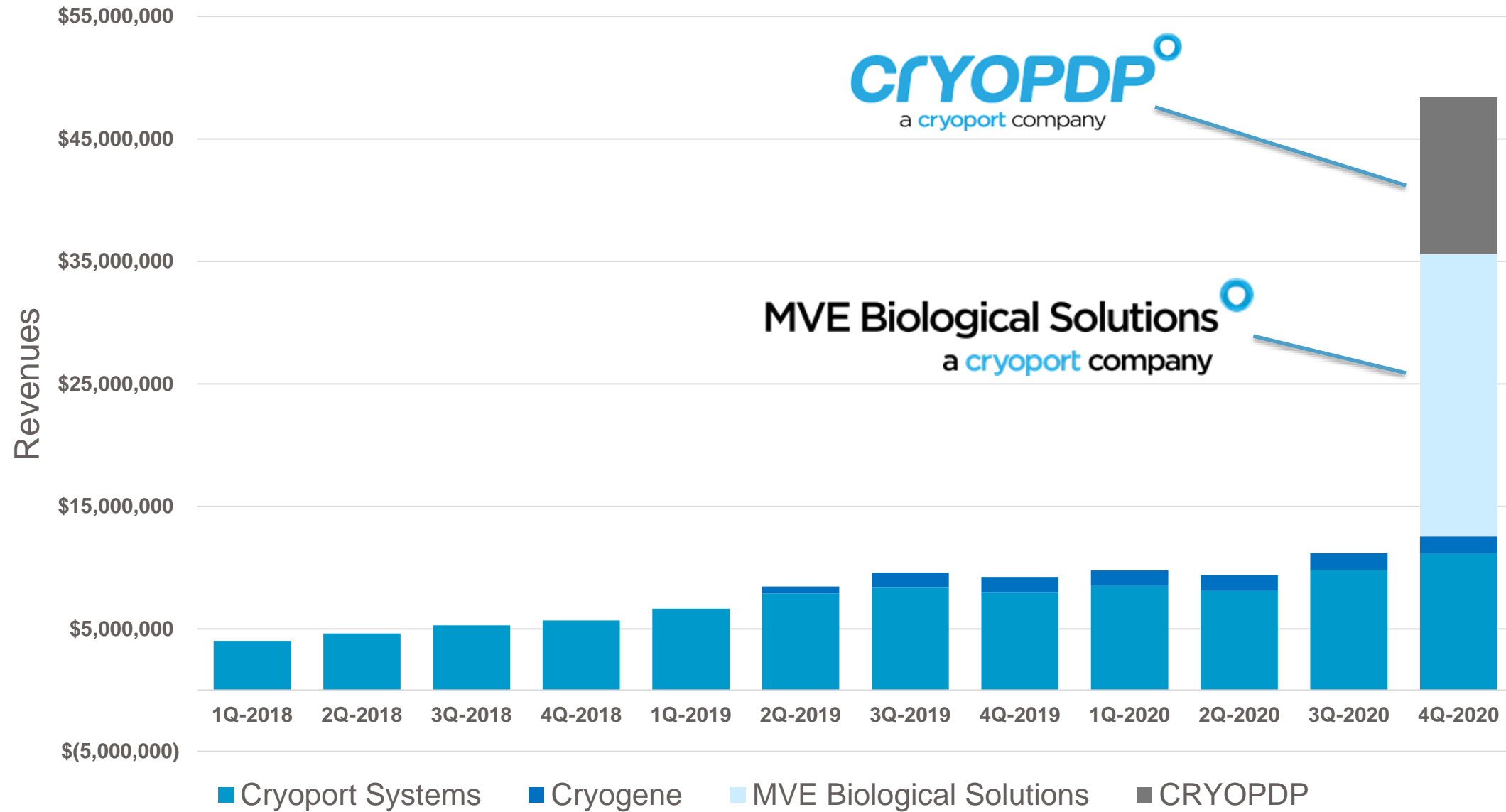


2020 Highlights

- **Expanded our global presence to 30 locations in 13 countries serving clients in over 150 countries:**
 - Expanded our temperature-controlled logistics capabilities and global footprint by acquiring CRYOPDP
 - Acquired MVE Biological Solutions, the leading provider cryogenic equipment, systems and solutions worldwide
- **For FY 2020:**
 - 132% growth over prior year, closing the year at \$78.7 million in revenue (organic growth 26%)
 - Biopharma/Pharma revenue grew by 121% year-over-year to a record \$66.4 million
 - Increased commercial revenue in regenerative medicine by 25.6% to \$10.4 million
 - Increased clinical trials supported in the regenerative medicine to a record 528 trials (69 in Phase III)
 - Five (5) commercial cell & gene therapies supported in 2020
 - Supported 29 COVID-19 clinical trials as well as storage systems
- **For 4th Quarter, FY 2020:**
 - 423% growth for the fourth quarter of 2020 with \$48.4 million in revenue (organic growth 26%)
 - Adjusted EBITDA for the fourth quarter was \$3.9 million compared to \$0.5 million for the fourth quarter of 2019¹
 - Net loss for the fourth quarter was \$11.5 million compared to \$0.9 million for the fourth quarter of 2019
- **Funding:**
 - Raised \$115 million through a convertible debt financing
 - Raised \$275 million by issuing stock to The Blackstone Group Inc.

¹ Please see appendix for a reconciliation of non-GAAP measures.

Quarterly Revenue Trends



CURRENT APPROVED THERAPIES

1) **Kymriah (Novartis)**

- ✓ The first CAR-T approved by the FDA for DLBCL. FY 2020 revenue \$474 million
- ✓ 290+ treatment facilities in 27 countries (including Japan and Singapore)

2) **Yescarta (Gilead/Kite)**

- ✓ FY 2020 revenue of \$563 million. Approved in US and EU.
- ✓ On March 5, 2021 received approved for treatment of follicular lymphoma

3) **Tecartus (Gilead/Kite)**

- ✓ Received FDA approval on 7/24/20 for the treatment of mantel cell lymphoma
- ✓ Revenue of \$34 million in Q4 2020

4) **Zynteglo (bluebird bio)**

- ✓ Gene therapy approved by the EU on 2/29/20

5) **Libmeldy (Orchard Therapeutics)**

- ✓ Approved by the EU on 12/21/20 for metachromatic leukodystrophy

6) **Breyanzi (Bristol Myers Squibb)**

- ✓ Approved by the FDA on 2/5/21 for the treatment of DLBCL.
- ✓ Approved by Japan on 3/27/21

7) **Abecma (Bristol Myers/bluebird bio)**

- ✓ Approved by FDA on 3/27/21 for the treatment of multiple myeloma

INDUSTRY OUTLOOK FOR CELL & GENE THERAPY (2021)

POSITIVE

- **Growth Market** - Anticipated CAGR of 30% - 40% for next decade
- **\$20 Billion Funding** - According to ARM, \$20B raised by Regenerative Medicine industry in 2020
- **DRG Code Established** - Centers for Medicare & Medicaid services released a specific DRG code for CAR-T therapies, increasing market access
- **Growing Industry** - 1,100 regenerative medicine companies with over 1,200 clinical programs world-wide
 - Up to 21 additional commercialization filings anticipated in 2021
- **COVID** - related patient enrollment delays have abated

CAUTIONS

- **Manufacturing capacity** - continues to be a critical consideration and, in some cases, market limiting
 - Both viral vector and final product
 - Driving acquisitions in the space
- **Transportation** - Global transportation demands for ocean containers and air cargo exceed supply and are driving supply chain restrictions and spend overages

DYNAMIC PICTURE CONTINUES

TEAM - CAPITAL - MOMENTUM

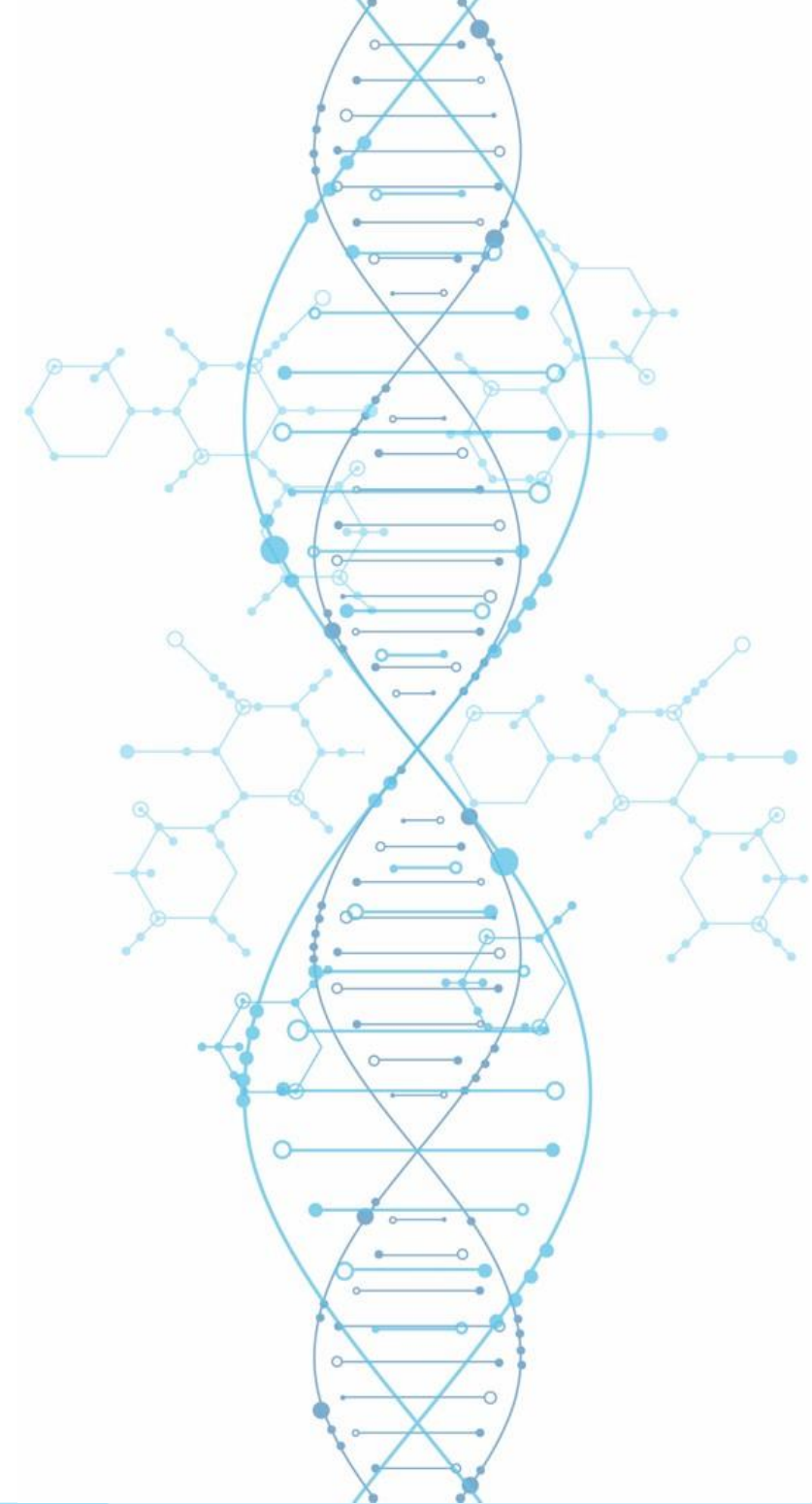
Solid Foundation

- ✓ Culture and People
- ✓ Policies/Processes/Procedures
- ✓ Networks of Facilities and Services
- ✓ World-leading Services and Products
- ✓ Information Technology Leadership
- ✓ Customer Service & Client Relations
- ✓ Capital Accessibility



Science. Logistics. **Certainty.**

Thank you!



Appendix - Non-GAAP Reconciliation – Adjusted EBITDA

Cryoport, Inc. and Subsidiaries Reconciliation of GAAP net loss to adjusted EBITDA

(unaudited)

| | Three months Ended | | Years Ended | |
|---------------------------------------|--------------------|----------|-------------|-------------|
| | December 31 | | December 31 | |
| <i>(Amounts in thousands)</i> | 2020 | 2019 | 2020 | 2019 |
| GAAP net income (loss) | \$ (11,530) | \$ (948) | \$ (32,693) | \$ (18,332) |
| Non-GAAP adjustments to net loss: | | | | |
| Depreciation and amortization expense | 7,370 | 825 | 9,869 | 2,415 |
| Acquisitions and integration costs | 3,700 | - | 11,163 | 383 |
| Inventory step-up charges | 727 | - | 727 | - |
| Other non-recurring charges | 225 | - | 225 | - |
| Investment income | (150) | (290) | (761) | (543) |
| Interest expense, net | 1,077 | 446 | 2,560 | 1,367 |
| Stock-based compensation expense | 2,561 | 382 | 8,916 | 16,524 |
| Income taxes | (98) | 51 | (45) | 62 |
| Adjusted EBITDA | \$ 3,882 | \$ 466 | \$ (39) | \$ 1,876 |