CRYOPORT, INC. (NASDAQ: CYRX)
SECOND QUARTER 2025 IN REVIEW
August 5, 2025

Important information

This document provides a review of Cryoport, Inc.'s operational performance during the second quarter (Q2) of 2025, covering the three-month period ended June 30, 2025, and a general business outlook, supplementing our Q2 2025 earnings release. It is designed to be read by interested parties before the regularly scheduled quarterly conference call, which, for this quarter, is scheduled for 5:00 p.m. ET on Tuesday, August 5, 2025. Therefore, the conference call will be in the format of a questions and answers session and will address any questions the investment community has regarding the Company's results.

Conference Call Information

Date:	August 5, 2025
Time:	5:00 p.m. ET
Dial-in numbers:	1-800-717-1738 (U.S.), 1-646-307-1865 (International)
Confirmation code:	Request the "Cryoport Call" or Conference ID: 1197564
Live webcast:	'Investor Relations' section at www.cryoportinc.com or click here. Please allow 10 minutes prior to the call to visit this site to download and install any necessary audio software.

Questions and answers will be recorded and available approximately three hours after completion of the live event on the Investor Relations section of the Company's website at www.cryoportinc.com for a limited time. To access the replay of the questions and answers, please follow this link. A dial-in replay of the call will also be available to those interested, until August 12, 2025. To access the replay, dial 1-844-512-2921 (United States) or 1-412-317-6671 (International) and enter replay entry code: 1197564#.

SECOND QUARTER 2025 FINANCIAL RESULTS OVERVIEW

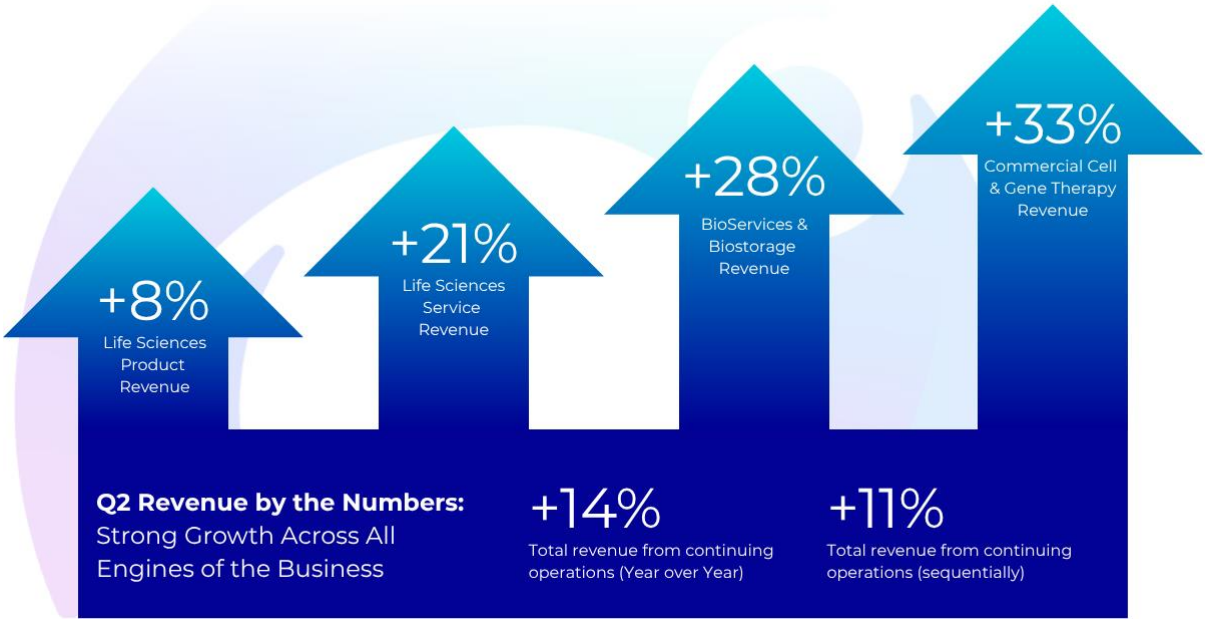
Business description	***Cryoport, Inc. (Nasdaq: CYRX)*** *is a global leader in comprehensive supply chain solutions for the life sciences, with a strategic focus on supporting the development and commercialization of cell and gene therapies. Leveraging advanced technologies, proprietary logistics systems, and industry-leading expertise, Cryoport delivers mission-critical services that ensure the safe, compliant, and efficient transport, storage, and monitoring of temperature-sensitive biopharmaceutical materials.*
Client Examples	• **Biopharma/Pharma:** *Bristol-Myers Squibb, Gilead, Vertex Pharma, Mesoblast, Lonza Abeona Therapeutics, Sarepta Therapeutics, ThermoFisher Scientific* • **Animal Health:** *Zoetis, Genus PLC, Boehringer Ingelheim, Elanco* • **Reproductive Medicine:** *Inception, CCRM, RMA, Donor Nexus, Virtus Health, Boston IVF, Monash IVF Group*
Q2 2025 Revenue (from Continuing Operations)	$45.5 million
Number of Global Clinical Trials Currently Supported	728 clinical trials - 82 in Phase 3
2025 Full Year Revenue Guidance (for Continuing Operations)	$165 - $172 million
Cash, Cash Equivalents & Short-Term Investments	$426.0 million
CEO	Jerrell Shelton

Double-Digit Growth Across All Life Science Services Revenue Streams:

Cryoport delivered strong, double-digit growth across all revenue streams within Life Sciences Services in the second quarter. Total revenue from continuing operations for Q2 2025 was $45.5 million, a 14% year-over-year increase and 11% growth sequentially.

Revenue in Life Sciences Services increased 21% year-over-year, accounting for 54% of total revenue from continuing operations. Notably, revenue from our support of commercial cell & gene therapies, which includes both BioLogistics services and accessories, increased 33% and our BioStorage/BioServices revenue rose 28%, underscoring the growing demand for our integrated platform. This growth continues to be fueled by the increasing development and adoption of cell & gene therapies, a positive trend that we believe will continue.

Revenue by the Numbers



Life Sciences Products revenue grew 8% year-over-year. This solid performance was primarily driven by stronger demand, particularly from animal health customers.

Driving Bottom-Line Improvement:

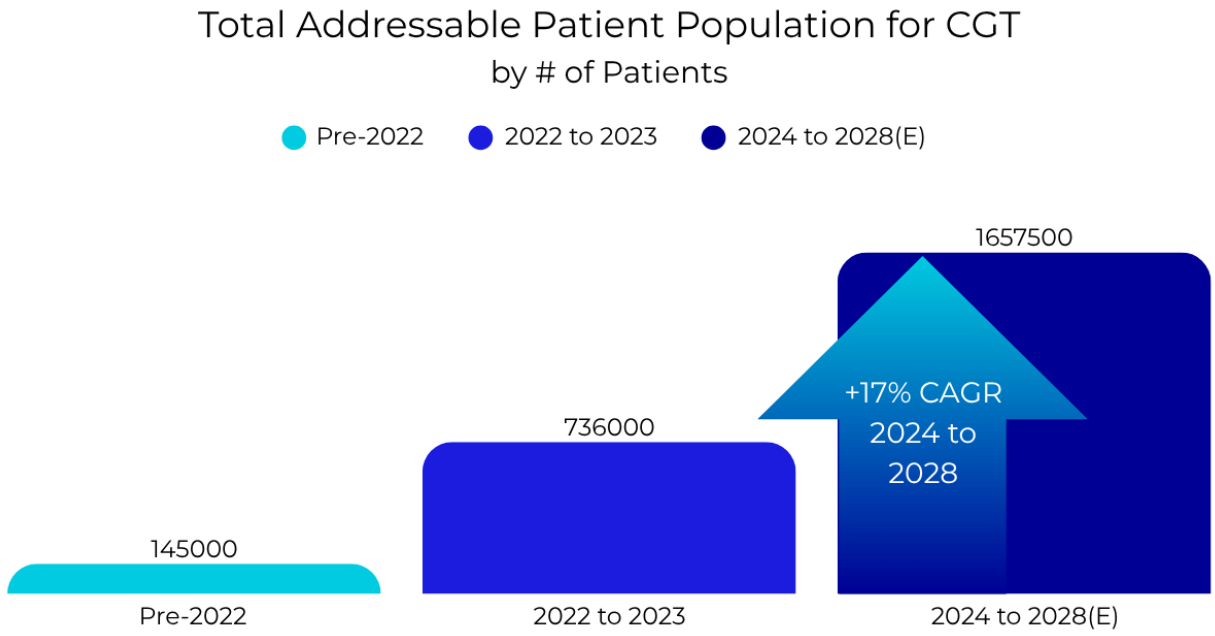
The increase in total revenue from continuing operations during the second quarter, combined with our initiatives to drive profitability, contributed to an increase in gross margins and a meaningful improvement in our adjusted EBITDA. Second quarter total gross margin was 47.0%, a 250-basis point-improvement compared to 44.5% for Q2 2024. With strong execution across all business units, we are reaffirming our full-year 2025 revenue guidance as we move towards our goal of sustainable, long-term profitability.

We finished the quarter with a strong cash, cash equivalents, and short-term investments position of $426.0 million. As we move forward in 2025, we will further sharpen our focus on profitable growth and maintaining a strong balance sheet.

Cell & Gene Therapy – Expanding Market and Commercial Pipeline:

Each year the number patients treated globally with Cell or Gene Therapies grows. We believe that trend will continue for the foreseeable future as the total amount of clinical trials grows and as the number of commercial therapies grows and scales.

Factors that continue to drive this market's projected growth include the increasing demand for advanced lifesaving therapies targeting cancer, genetic disorders, and rare diseases, investments in manufacturing capacity by global pharmaceutical and biotechnology companies, advancements in technology and other modern equipment, increased adoption of CAR-T cell therapies and the development of allogenic therapies.

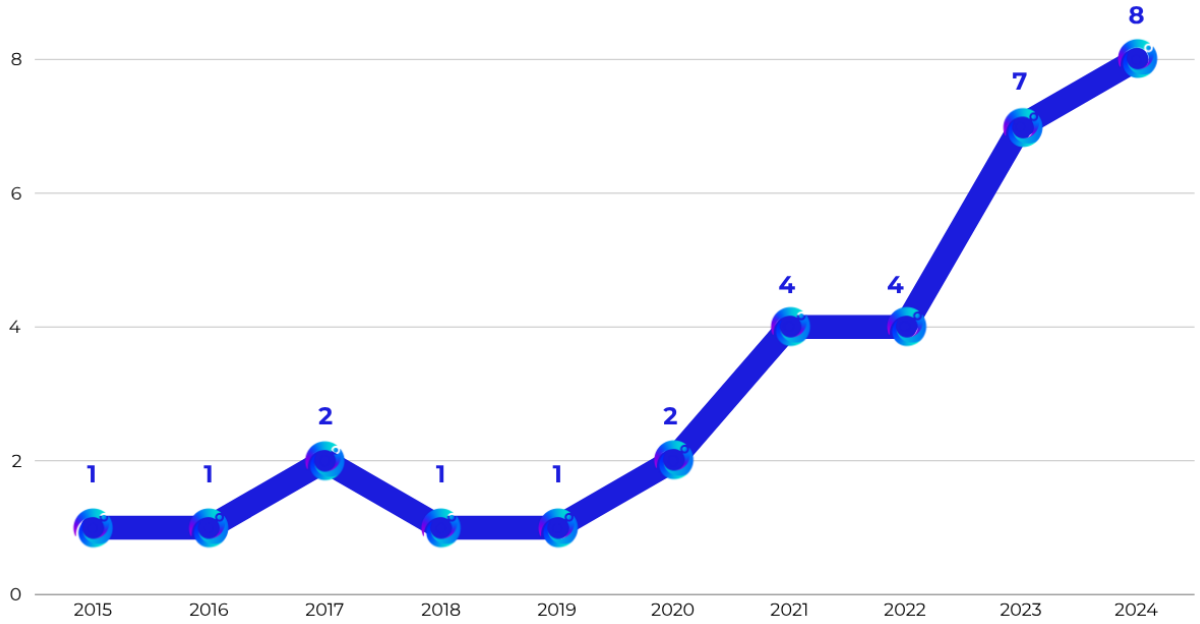


Source: Oxford Biomedica, Oliver Wymann – Cell and Gene Therapy Challenge

CGT Product Launches

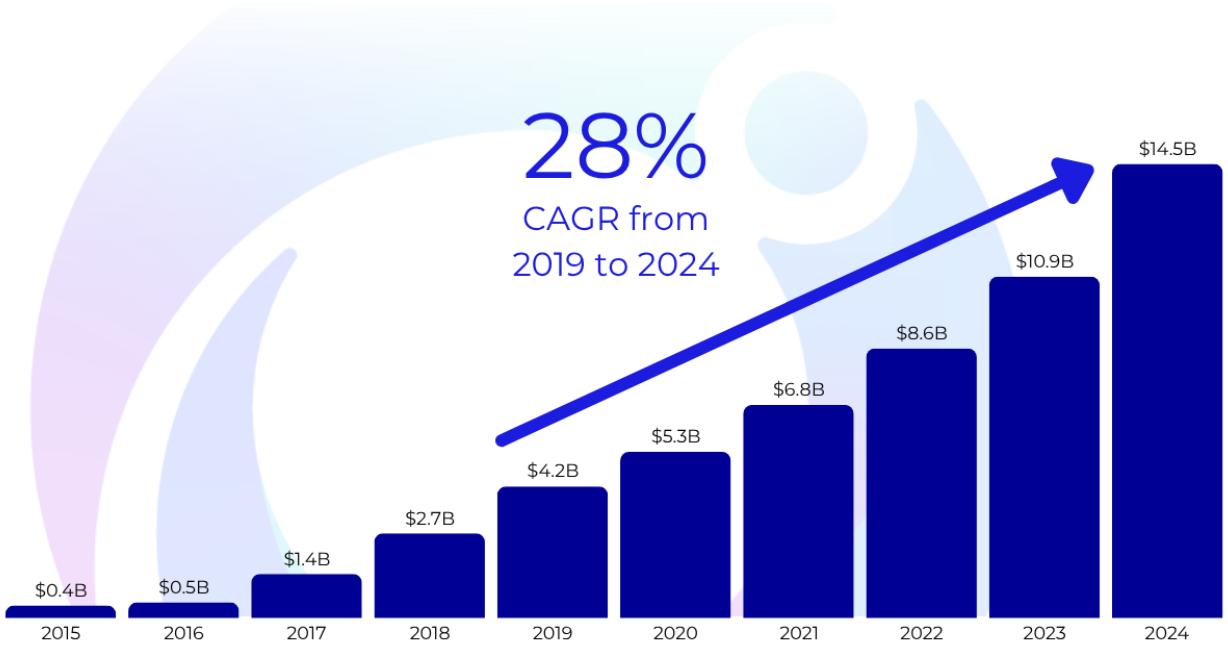
Over the past decade, the CGT industry has experienced steady growth including higher regulatory approvals and rising global sales. Between 2019 and 2024, global CGT sales grew from $4.2 billion to reach $14.5 billion, representing a CAGR of 28%.

Annual Cell & Gene Therapy FDA Approvals



Global Cell & Gene Therapy Sales

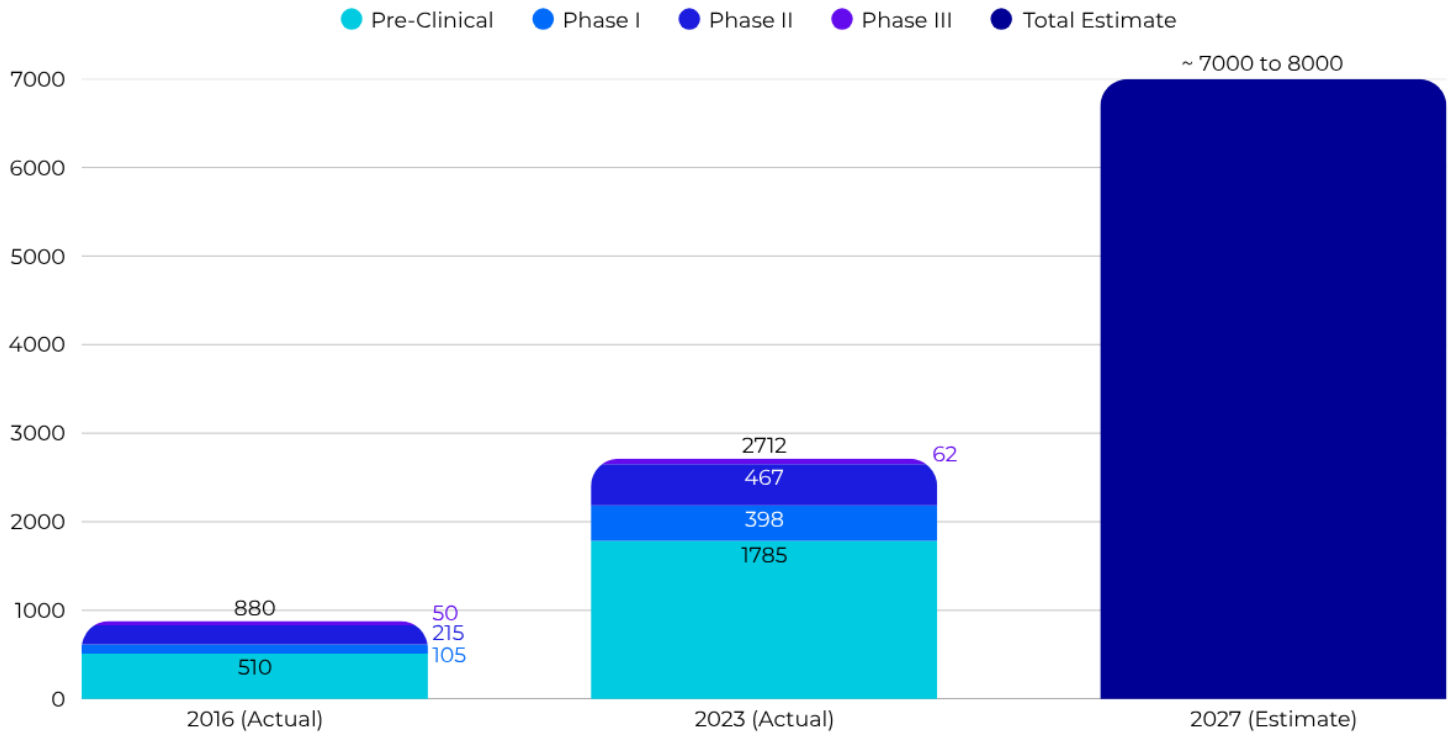
($ in billions)



Source: FDA, Evaluate Pharma; data as of December 2024

The volume and phase of clinical activity has also increased during this time frame with preclinical and Phase 1 activity increasing over three times since 2016, suggesting that the pace of innovation and approved therapies will only increase.

Growth in Cell and Gene Therapy Trials*
(Global Cell & Gene Therapy Pipeline (# Programs))



Source: FDA, Evaluate Pharma; data as of December 2024

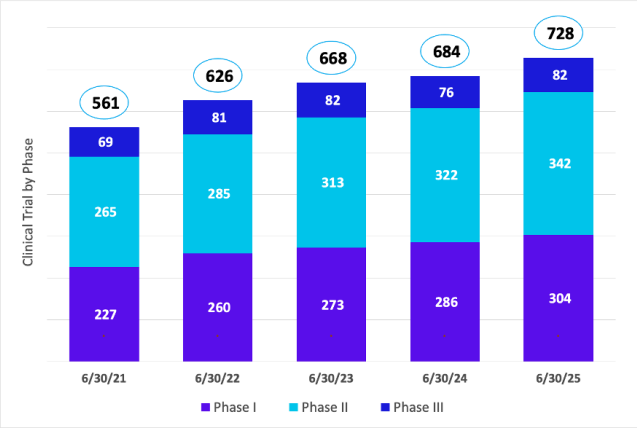
* Notes:
1. Filtration criteria include industry-sponsored studies posted from Jan 1 to Dec 31 of each respective year
2. Phase 3 includes pre-registration assets

As of June 30, 2025, Cryoport supported a record total of 728 global clinical trials in regenerative medicine, representing a net increase of 44 clinical trials over last year, with 82 of these clinical trials in Phase 3, along with 342 in Phase 2. These include gene therapies and many types of cell therapies including autologous and allogeneic CAR-T, autologous and allogeneic TCR, MIL, TIL, CTL, NK, B, and Gamma Delta cells. Approximately 6% of the global clinical trials we supported as of June 30, 2025 are gene therapies and 32% are allogeneic therapies.

Cryoport Systems' Clinical Trial Support

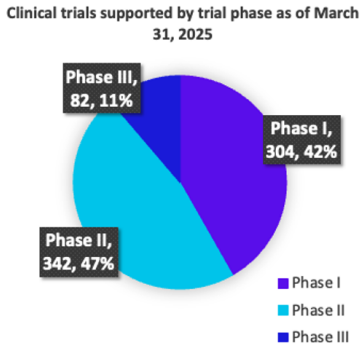
Q2 2025: 82 Phase III Clinical Trials Supported by Cryoport

- **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



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

By geographic region, as of June 30, 2025, Cryoport supported 556 trials in the Americas, 124 in EMEA, and 48 in APAC (Asia Pacific). This compares to 525 in the Americas, 114 in EMEA, and 45 in APAC as of June 30, 2024.

Cryoport Supported Clinical Trials by Phase

Clinical Trials	June 30,		
	2023	2024	2025
Phase 1	273	286	304
Phase 2	313	322	342
Phase 3	82	76	82
Total	**668**	**684**	**728**

Cryoport Supported Clinical Trials by Region

Clinical Trials	June 30,		
	2023	2024	2025
Americas	515	525	556
EMEA	109	114	124
APAC	44	45	48
Total	**668**	**684**	**728**

During the second quarter one (1) MAA filing occurred and two (2) BLA filings occurred post the quarter end for label/geographic expansions. Additionally, Abeona Therapeutics' ZEVASKYN™ was approved by the FDA as the first and only autologous cell-based gene therapy for the treatment of wounds in adult and pediatric patients with recessive dystrophic epidermolysis bullosa (RDEB), a serious and debilitating genetic skin disease. There is no cure for RDEB and ZEVASKYN is the only FDA-approved product to treat RDEB wounds with a single application.

For the remainder of 2025, we anticipate the regulatory bodies could receive up to an additional twenty (20) application filings, approve up to one (1) new therapy and approve up to three (3) label/geographic expansions.

During the second quarter, as previously disclosed, we completed our divestiture of CRYOPDP. As a result, two smaller scale commercial therapies that we previously supported are no longer a part of our ongoing operations, as these therapies are solely supported by CRYOPDP. Following this transaction, Cryoport currently supports a total of eighteen (18) commercial therapies.

Recently one of our gene therapy customers temporarily paused the distribution of their commercial therapy for about a week. The therapy is back on the market and shipping to patients; however, the company anticipates treating fewer patients than originally forecasted in 2025. We do not expect this to have a material impact on our business. The guidance we reaffirmed today takes into account an estimated revenue impact of approximately $2 million from this client for the remainder of the year.

During the second quarter five of our clients that had filed for approvals earlier this year or late last year received negative opinions from the FDA or MAA. All of these clients have requested

meetings with the regulators to find a path forward to bring their therapies to market. Given the need for these therapies along with the recent changes within the FDA, many analysts are thinking more positively about their chances of gaining approval later this year or early in 2026.

The strength and resilience of Cryoport's performance in the second quarter, despite these challenges faced by a few of our clients, lies largely in the broad number of clinical trials we support and the scaling of the current commercial therapies we are supporting on a global basis. Our commercial revenue growth is expected to drive our growth for years and be boosted by additional Cryoport supported therapies as they reach commercialization.

CGT Industry – Regulatory Developments:

Since the first chimeric antigen receptor T-cell (CAR-T) was launched in 2017, regulatory advancements supporting the development and adoption of Cell and Gene therapies has progressed at an accelerated pace. Based on current trends, we expect this momentum will continue. Recent regulatory events support this view.

In late June, the FDA eliminated Risk Evaluation and Mitigation Strategy (REMS) requirements from approved CAR-T cell therapies and made other labeling updates, including reducing restricted driving time after the treatment from eight to two weeks and shortening the required stay near a healthcare facility post-treatment from four weeks to two.

We believe this significant regulatory shift signals increased confidence in real-world clinical management of CAR-T toxicities and their broader integration into standard oncology practices. Further, the elimination of REMS requirements removes barriers affecting patient access for these therapies and has the potential to reduce the financial and logistical burdens associated with CAR-T treatments such as lodging, transportation, and lost wages, and could also support a faster return home for the patient with expanded outpatient care. This REMS elimination includes Cryoport-supported therapies such as Carvykti®, Yescarta®, Tecartus®, and Breyanzi®.

In terms of changes this year to National Institutes of Health (NIH) funding, we have experienced minimal impact to our support of Cell and Gene Therapy clinical trials, with no impact on the commercial therapies that we support. The NIH reductions are mainly concentrated in research, pre-clinical activities and grants as opposed to the bulk of Cryoport's business, which is focused

on clinical trials and commercial activities. The majority of clinical trials we support as well as all of the commercial therapies we support are backed by industry sponsors rather than NIH funding.

The European Commission announced in Q2 their European Life Sciences strategy, which aims to make the EMEA region a global hub for the life sciences industry. The strategy outlines several positive steps to reduce barriers to the development of advanced therapies, such as European Centers of Excellence for Advanced Therapy Medicinal Products (ATMP) and funding for multi-country clinical trials.

In terms of broader biopharma spending and pipeline rationalization, the effects have been largely limited to early-stage research. At Cryoport, we are primarily focused on supporting Cell and Gene Therapy clinical trials and commercial scale-up.

Today's industry and Macroeconomic Backdrop:

Regenerative Medicine continues to make progress at a stable pace despite larger macroeconomic or geopolitical concerns. To date, biotech and pharma companies have publicly announced 139 FDA-approved RMAT (Regenerative Medicine Advanced Therapy) designations. Rocket Pharmaceuticals leads with five RMATs, followed by CRISPR Therapeutics with four. Allogene, AlloVir, Humacyte, and Mesoblast each hold three, while 13 other companies have received two RMAT designations.

While the world trade environment remains uncertain, Cryoport did not experience any material impact from tariffs in the second quarter. Further, we have plans in place that we believe will mitigate any potential impact from tariffs as the situation evolves and we gain greater certainty on final resolutions as the U.S. continues to negotiate with various countries around the world. In scenarios where tariffs could have an impact on our business, such as potential increases in the cost of raw materials, such as aluminum and stainless steel used in cryogenic systems, we have already taken steps to diversify our supply chain in an effort to mitigate any potential impact and, in addition, we plan to implement surcharges to absorb any temporary additional costs that may occur. We have successfully taken a similar approach in the past. For example, during the supply chain challenges experienced during COVID, we were able to maintain solid gross margins. This gives us confidence in our ability to manage potential future cost impacts due to tariffs.

Lastly, regarding the economic situation in China, our 2025 revenue guidance assumes no revenue recovery in China, which currently represents approximately 3% of Cryoport's total revenue.

Closed Transaction and Launched Partnership with DHL Group:

An important milestone for Cryoport this quarter was the launch of our strategic partnership with the DHL Group (DHL) and DHL's acquisition of CRYOPDP. This transaction with DHL delivered both a strong infusion of capital, a substantial return on investment, and strengthens our global biologistics capabilities and effectiveness. By being able to leverage DHL's competencies, scale, and reach in APAC and EMEA, we will be increasingly well positioned to expand our Life Sciences Services business and deepen our leadership in the fast-growing global Regenerative Medicine market.

As a part of our strategic partnership, DHL acquired CRYOPDP in a transaction that included cash payments of approximately $200 million to Cryoport. CRYOPDP will be integrated into the DHL Health division of DHL Supply Chain and will continue to work closely with Cryoport via a global agreement. The strategic partnership is expected to enhance the Company's ability to develop its business and to provide differentiated and high-value services aligned with Cryoport's long-term growth strategy. The transaction was completed on June 11, 2025.

Life Sciences Products – Innovation and Stabilization:

Our Life Sciences Products business produced solid revenue growth of 8% year over year. During Q2, MVE launched its next generation MVE SC 4/2V and MVE SC 4/3V vapor shippers, offering improved safety and reliability for transporting and preserving sensitive biological materials at cryogenic temperatures.

These four-liter vapor shippers are engineered to safely transport critical biological materials such as cells and tissue materials for cell therapies, biopharma, reproductive health materials, and animal health materials, including vaccines, while maintaining the materials' integrity throughout the journey.

Also in the quarter, MVE recorded significant revenue from its MVE **High-Efficiency 800 C**, which was released earlier this year. This next-generation High-Efficiency ("HE") Series of cryogenic freezers combines advanced performance with a compact footprint to meet the evolving needs of biorepositories, clinical laboratories, and IVF clinics. With the HE 800C, we are delivering an unmatched cryogenic storage solution that balances high-capacity preservation with a practical, space-efficient design meeting a market need.

Activity in Life Sciences Services:

In addition to these new product introductions, we made significant progress in Life Sciences Services during the second quarter as we continued our progress on our Global Supply Chain Centers in Paris, France and Santa Ana, California. The Paris Global Supply Chain Center is planned to come online in late 2025 with BioServices added in 2026, and our Global Supply Chain Center in Santa Ana will begin to come online in the second half of 2026 followed by phased additions of BioServices and other services. Once fully operational, these Global Supply Chain Centers will provide end-to-end support under one roof, reinforcing our commitment to delivering integrated solutions across the temperature-controlled supply chain.

IntegriCell, our cryopreservation service, located near Liège, Belgium and in Houston, Texas, continues to make progress in onboarding our first clients, with technology transfer activities nearing completion for multiple biotechnology and top 10 pharma companies, a precursor for recurring service revenue. Additionally, we recently published a poster at ISCT in conjunction with a European biotechnology company that demonstrates the value of our automated cryopreservation process to the market. This data will be published in peer reviewed journals in the near future.

In Houston, we opened the first southeast regional automated sample storage complex in partnership with Texas Children's Hospital. In Tampa, we are finalizing plans for the building our new state of the art biorepository on the 775-acre global innovation life sciences campus to support the Moffitt Cancer Center, an NCI-designated Comprehensive Cancer Center. Our opening is planned for the third quarter of 2026 in concurrence with the new Moffitt Research Center.

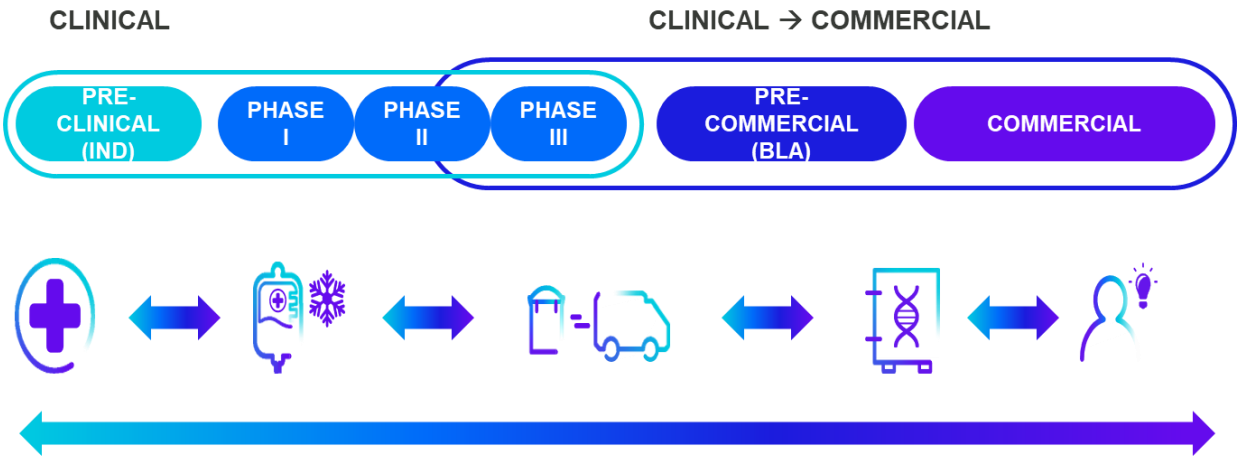
And lastly, Cryoport Systems launched our Cryoshuttle local pickup and delivery service in Tokyo, Japan, supporting multiple commercial therapies in that city. For advanced therapies, the most vulnerable parts of the transportation journey are not always the longest. In fact, the greatest risks often occur in the shortest distances. Cryoport Systems developed our Cryoshuttle® local pickup and delivery services to solve precisely this problem. Designed as a dedicated, short-range logistics service for the life sciences, Cryoshuttle helps close the gap between global transport lanes and local handling environments, reinforcing chain of custody, ensuring near real-time visibility, and preserving product integrity from start to finish.

Cryoport - Connecting Clinical to Commercial Support:

In summary, the second quarter was marked by strong revenue growth, improved profitability, and the execution of a transformative strategic partnership agreement. We are entering the

second half of the year with strong momentum and a clear focus on driving long-term shareholder value as we support the growth of the global regenerative therapies markets.

Cryoport's Platform: Clinical to Commercial Support



Supporting our regenerative medicine clients through all phases of development

As the regenerative medicine industry accelerates, the complexity and precision required to safely deliver personalized, often lifesaving, therapies has never been greater. Our global platform of temperature-controlled supply chain solutions, coupled with real-time informatics and regulatory-compliant processes, supports 728 active clinical trials and 18 commercial therapies worldwide. Whether supporting first-in-human studies or globally scaled commercial treatments, Cryoport ensures end-to-end integrity from the manufacturing site to the point of care. Our advanced packaging systems, biostorage/bioservices capabilities, cryogenic processing services, consulting, bio-logistics, and cryogenic systems infrastructure have become mission-critical to the industry's leading biopharma companies, CDMOs, and researchers alike. In short, we form the "connective tissue" between researchers, manufacturers, and patients, enabling the secure preservation and movement of living therapies, with real-time data and systems, and a global reach. We don't just support the ecosystem—we make it responsive, resilient, and ready for the future of medicine.

Second Quarter 2025 Financial Results

Please refer to the Q2 2025 Earnings Release published on our website www.cryoportinc.com under *Investor Relations*.

Upcoming Financial Conferences

Cryoport's management team frequently participates in financial conferences and other industry events, including virtual conferences, to ensure it is in regular communication with the investment community. Upcoming Company participations for the remainder of 2025 are shown in the following table:

Host	Conference	Date	Location
Needham	Annual MedTech & Diagnostics Conference	August 11-12, 2025	Virtual
Wells Fargo	20th Annual Healthcare Conference	September 3-5, 2025	Boston
Morgan Stanley	Global Healthcare Conference	September 8-10, 2025	New York
Jefferies	Healthcare Services Conference	September 29-30, 2025	Nashville
UBS	Global Healthcare Conference	November 9-13, 2025	Florida
Jefferies	Global Healthcare Conference	November 18-29, 2025	London
Stephens	Annual Growth Conference	November 18-20, 2025	Nashville

Outlook

Cryoport's management is reiterating its revenue guidance for fiscal year 2025 in the range of $165 million - $172 million, representing 5% to 10% growth year-over-year. The Company's 2025

guidance is dependent on its current business expectations, which may be further impacted by, among other things, factors that are outside of our control, such as the current presidential administration, global macroeconomic and geopolitical environment, supply chain constraints, inflationary pressures, and the effects of foreign currency fluctuations, as well as the other factors described in the Company's filings with the Securities and Exchange Commission ("SEC"), 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.

Forward-Looking Statements

Statements in this document 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. These forward-looking statements include, but are not limited to, those related to the Company's industry, business, long-term growth prospects, plans, strategies, acquisitions, future financial results and financial condition, such as the Company'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 Company operates, the Company'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, the Company'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 the Company's clients. Forward-looking statements also include those related to the Company's belief regarding the stabilization of order patterns in its Life Sciences Products segment, the Company's anticipation of minimal impact from tariffs as it believes related charges will be passed through if and when they occur, the Company's expectation that development and commercialization of Cell & Gene-based therapies will continue to increase, the Company's belief that it is positioned well to accelerate its growth, the Company's belief regarding a return to positive adjusted EBITDA during 2025, and the Company's beliefs and expectations related to the previously announced disposition of CRYOPDP to the DHL Group (the "DHL Transaction"), such as the expected benefits relating to the DHL Transaction including its strategic partnership with DHL. 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 and geopolitical conditions, supply chain constraints, inflationary pressures, tariffs and other trade restrictions, the effects of foreign currency fluctuations, trends in the products markets, variations in the Company's cash flow, market acceptance risks, and technical development risks. Additional risks and uncertainties relating to the DHL Transaction include, but are not limited to, the risk that disruption resulting from the DHL Transaction may adversely affect our businesses and business relationships, including with employees and suppliers. The Company's business could be affected by other factors discussed

in the Company'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 press release 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 document.

About Cryoport, Inc.

Cryoport, Inc. (Nasdaq: CYRX), is a global leader in temperature-controlled supply chain solutions for the Life Sciences, with an emphasis on regenerative medicine. We support biopharmaceutical companies, contract manufacturers (CDMOs), contract research organizations (CROs), developers, and researchers with a comprehensive suite of services and products designed to minimize risk and maximize reliability across the temperature-controlled supply chain for the Life Sciences. Our integrated supply chain platform includes the Cryoportal® Logistics Management Platform, advanced temperature-controlled packaging, informatics, specialized biologistics, biostorage, bioservices, and cryogenic systems, which in varying combinations deliver end-to-end solutions that meet the rigorous demands of the life sciences. With innovation, regulatory compliance, and agility at our core, we are ***"Enabling the Future of Medicine™."***

Headquartered in Nashville, Tennessee, our company maintains a strong global presence with operations across the Americas, EMEA, and APAC.

For more information, visit www.cryoportinc.com or follow via LinkedIn at https://www.linkedin.com/company/cryoportinc or @cryoport on X, formerly known as Twitter at www.x.com/cryoport for live updates.