

Full Year 2024 Conference Call

March 4, 2025



Forward Looking Statements

Statements in this press release 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 press release 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 press release.

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 healthcare specialty couriers focused on biopharma in the world

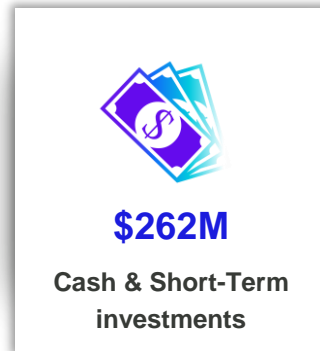
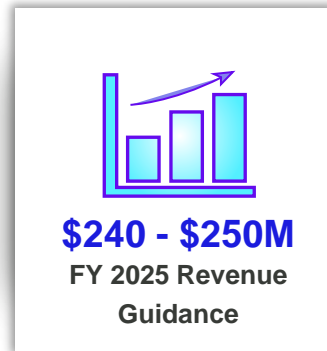
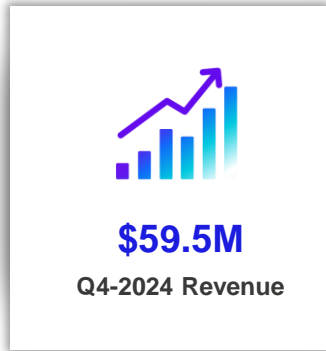
One of the largest biorepositories in the U.S.



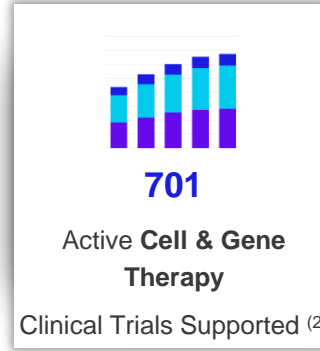
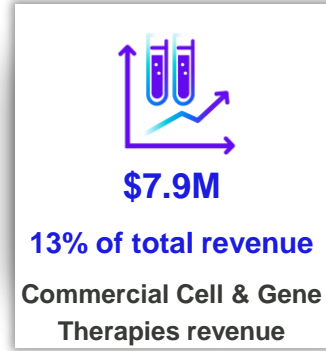
Cryoport, Inc. (CYRX) operates as an operating holding company with a family of businesses that have separate responsibilities but collectively provide synergistic solutions to the life sciences industry

Cryoport – Q4 2024 Snapshot

Performance



C> Supply Chain Leader



Global Platform ⁽²⁾



50+ Facilities in 17 Countries



3,000+ Global Clients



1,100 Employees

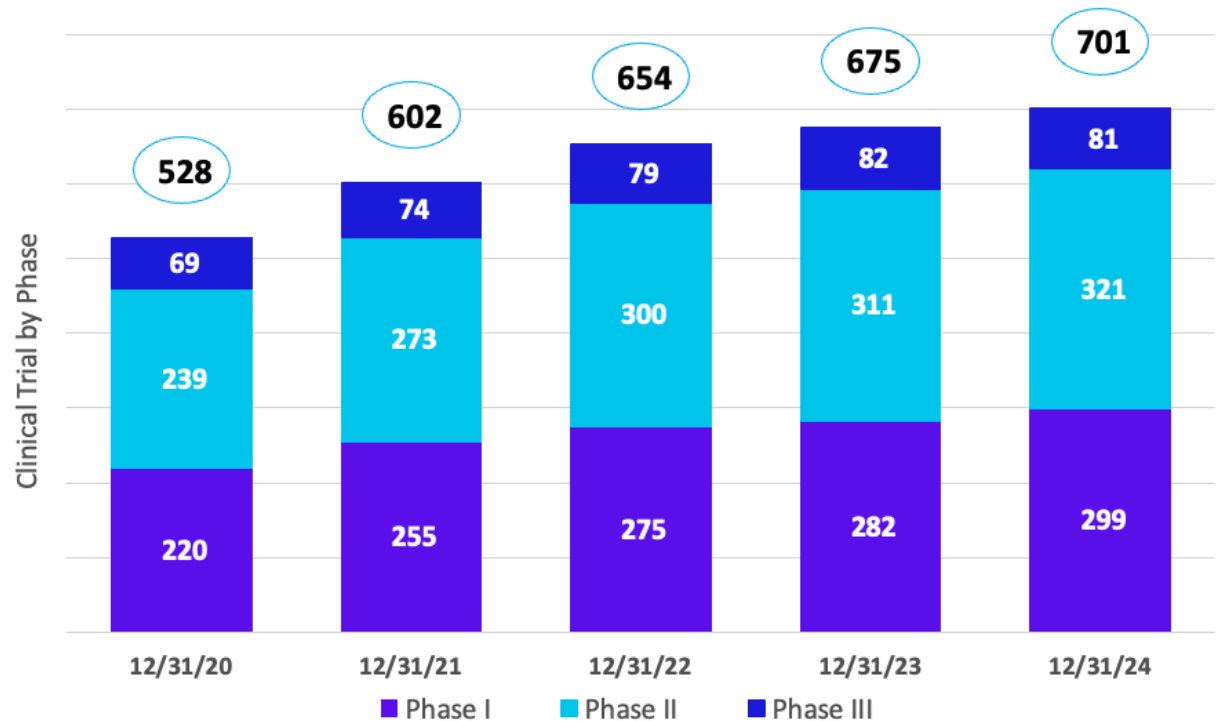
Source: Company Filings and materials

Notes: (1) Supported by Cryoport Systems as of 12/31/2024 (2) As of 12/31/2024

Cryoport Systems Supports a Growing Cell & Gene Therapy Clinical Trial Pipeline

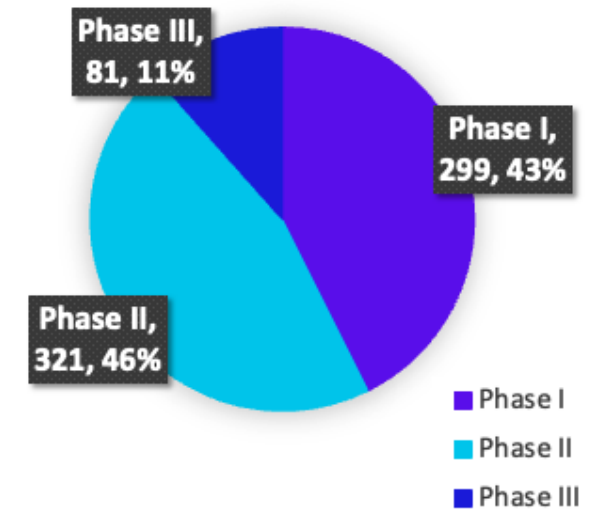
- ✓ 701 clinical trials (net) in aggregate
- ✓ 81 Phase III trials in the Americas, EMEA and APAC

Clinical Trials Supported by Trial Phase as of 12/31/24



Increased by 26 trials (net) over Q4 2023

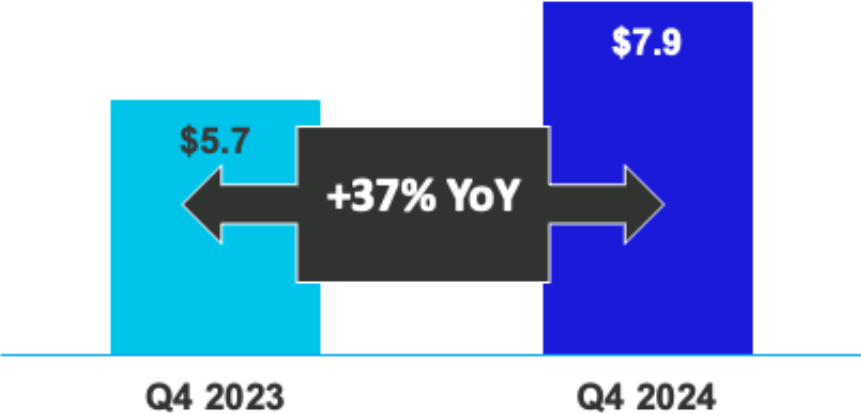
Clinical trials supported by trial phase as of December 31, 2024



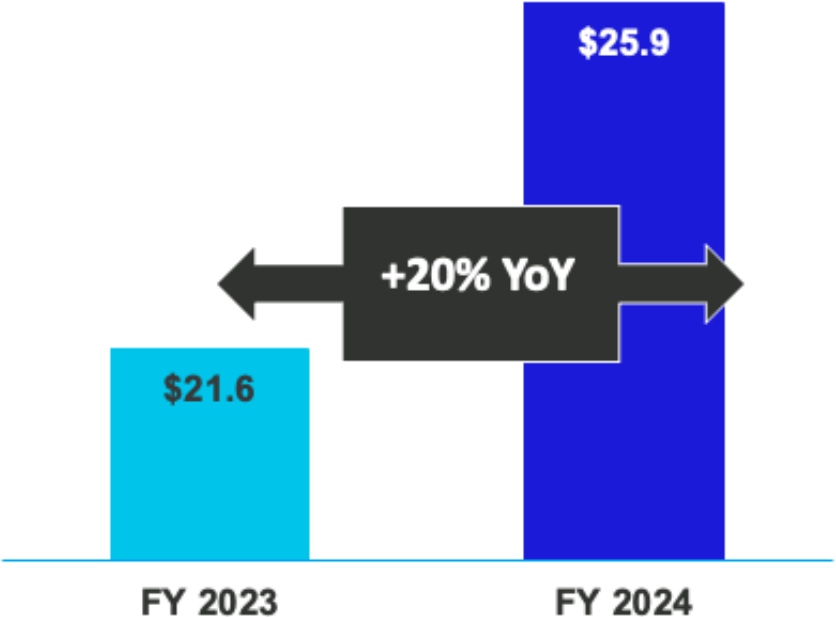
Source: Company materials cross-referenced to clinical trial information publicly available

Cryoport Systems Commercial Revenue Growth

Q4 Commercial CGT Revenue
(\$ in millions)



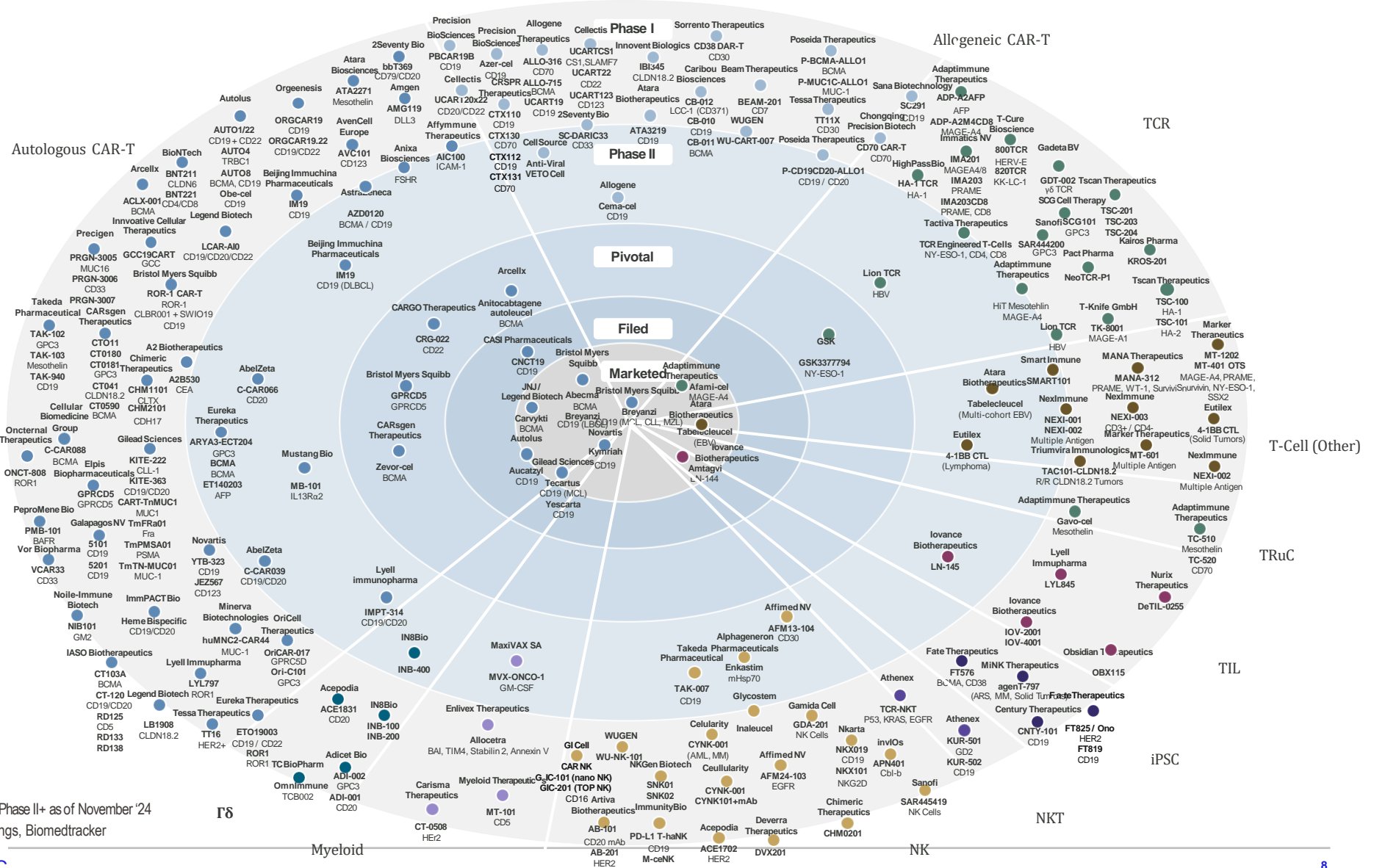
FY Commercial CGT Revenue
(\$ in millions)



Cryoport Supports 19 Commercial Cell & Gene Therapies



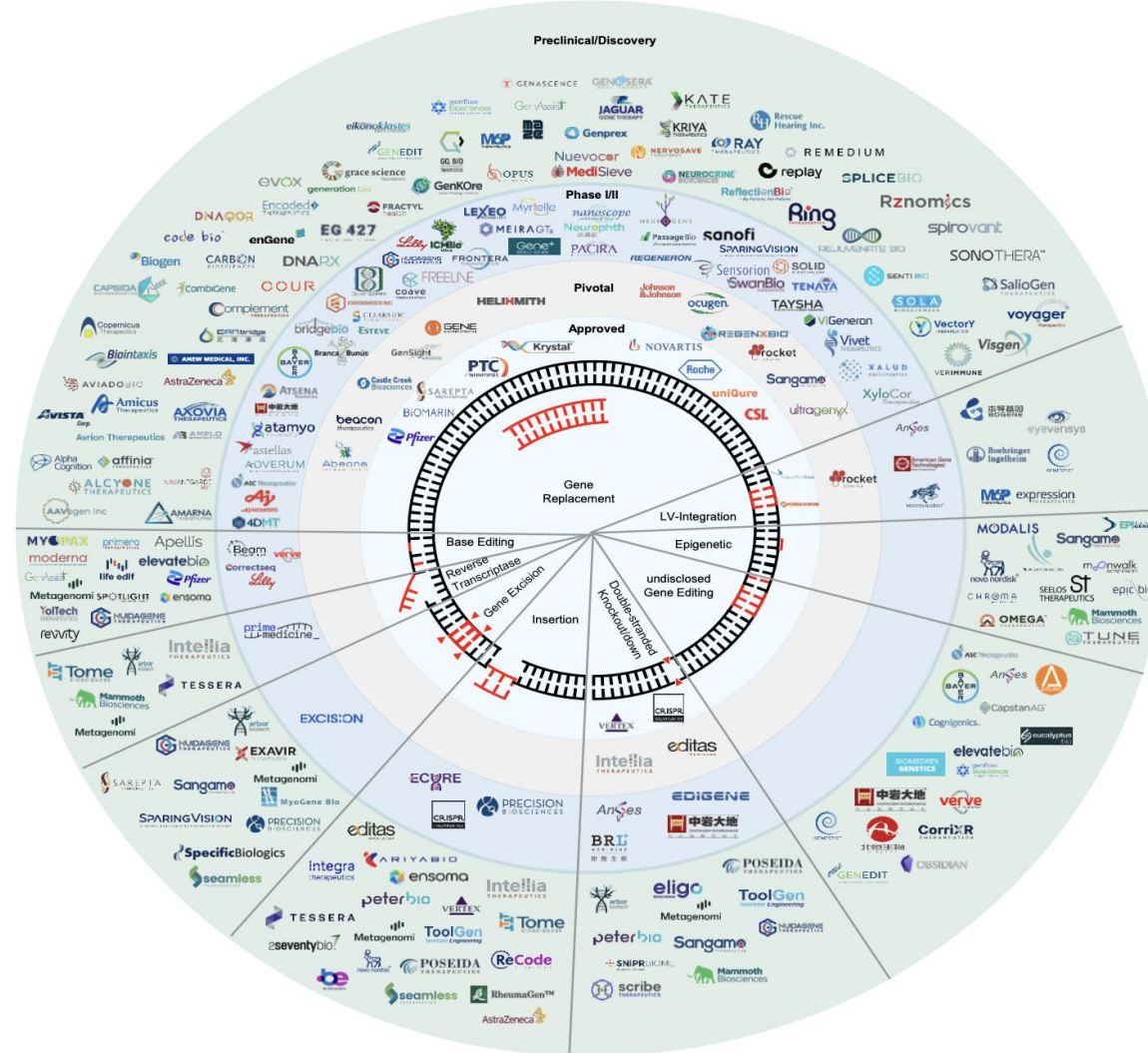
Cell Therapy Market November 2024



Note: Phase I data as of May '24; Phase II+ as of November '24
 Source: Company websites and filings, Biomedtracker

Gene Therapy Landscape April 2024

EXHIBIT J
Landscape of Gene Therapies Companies



Source: William Blair Equity Research LV=lentiviral




The Leading Cryogenic Systems Manufacturer in the World


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

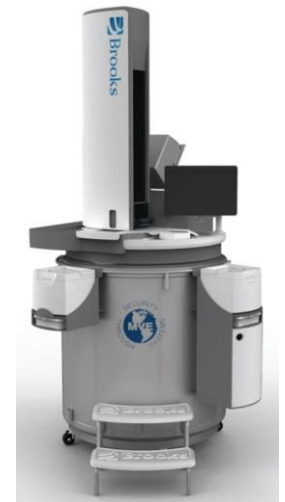
- Three primary locations
 - Ball Ground, GA
 - New Prague, MN
 - Chengdu, China

 **Headquarters: Ball Ground, GA**

 **260 employees globally**

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

 **60 years of setting the standard for cryogenic storage**



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



MVE Biological Solutions' FDA Registration

**Cryoport's
MVE Officially
Registered
with the FDA**



Manufacturing Facilities and Applicable Products

- MVE officially registered all three of its manufacturing facilities with the U.S. Food and Drug Administration (FDA), ensuring compliance with stringent regulatory standards
- All applicable MVE-manufactured cryogenic freezers and dewars are now listed with the FDA
- This achievement highlights MVE's adherence to:
 - 21 CFR Part 820
 - Good Manufacturing Practices (GMP), and
 - ISO 13485 certification

CRYOPDP

In one page

Focused on *Life Science* and *Healthcare*



Backed by a **team of experienced professionals** in the **logistics and cold chain** market.



Committed to providing **temperature-controlled logistics** and **supply chain solutions**



CRYOPDP facilities span **16 countries**, encompassing **39 locations** across the **US, EMEA and APAC regions.**

We provide **customized solutions tailored** to meet our customers' needs.

With an extensive offer from **packaging**, to **transport** and **added-value solutions**

16	Countries
39	Facilities
+4K	Customers trust us
+3M	Patients served together with our partners every year
360k+	Shipments per year

Cryoport Systems' Proprietary Shipper Fleet

**Cryoport Express® High Volume
Dry Vapor Shipper CXHV3**
-150° C or colder



**CryoMax® Cryogenic
Lab Move Shipper C1536PD**
21 days at -150°C or colder



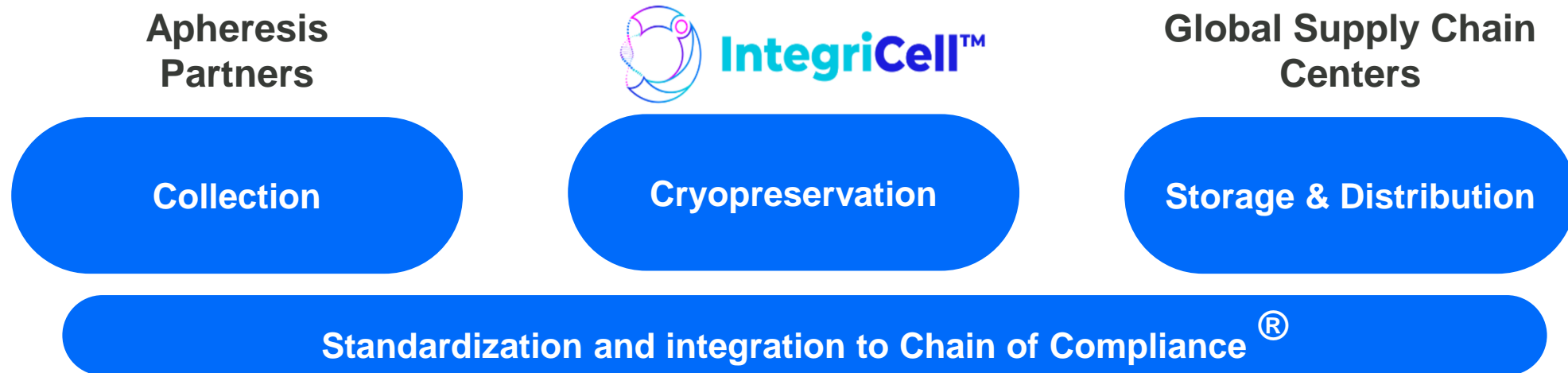
**Cryoport Elite™ 28L Ultra
Cold Shipper ELUC128**
-60° C to -80° C



**Cryoport Elite™ 56L Ultra
Cold Shipper ELUC156**
-60° C to -80° C

IntegriCell™ - a Unique Platform for Starting Materials

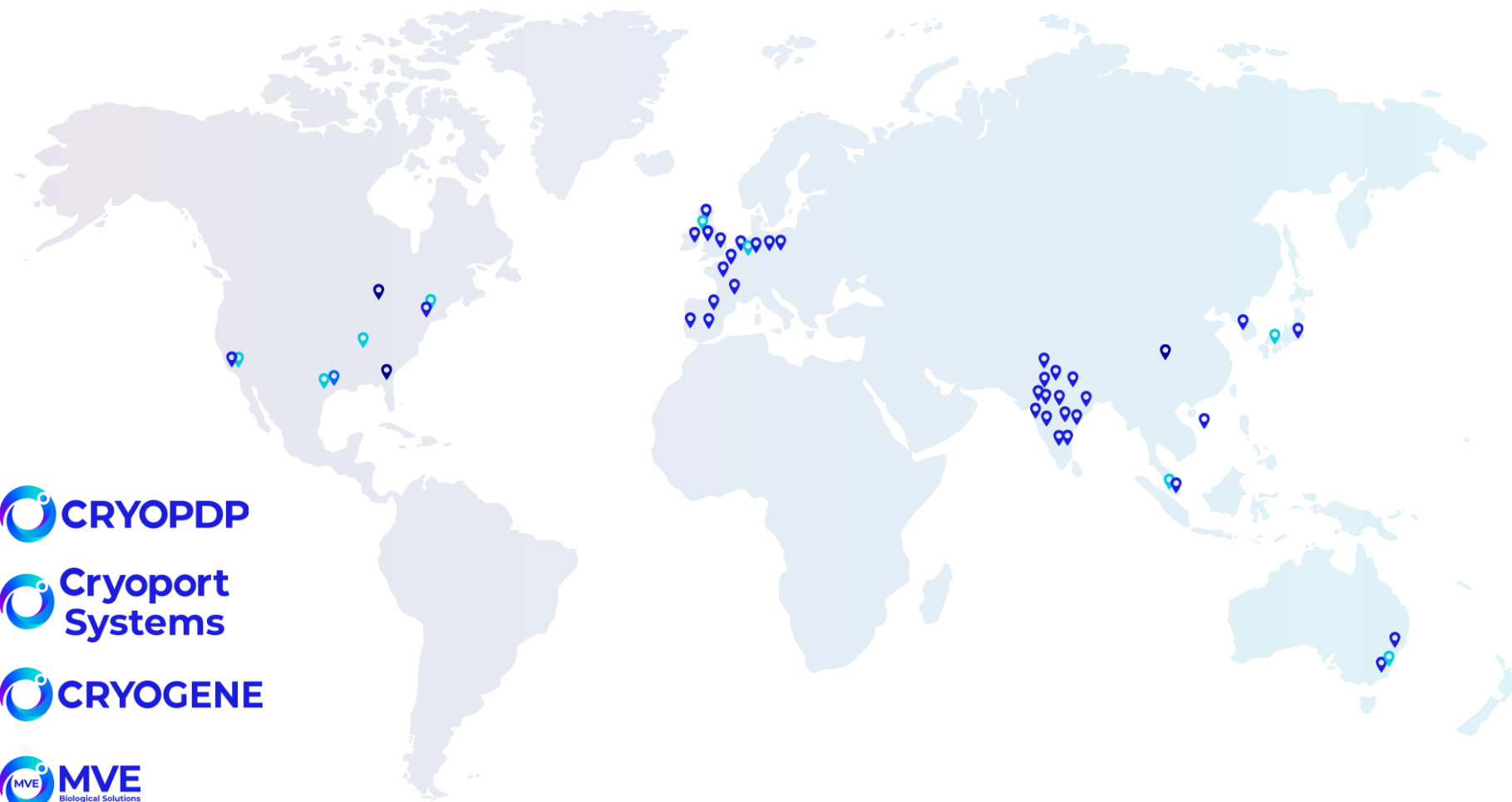
A standardized cryopreservation and distribution solution for the global cell therapy market located in Villers le Bouillet, Belgium and Houston, Texas






- **ONE** Contract, **ONE** Quality Management Agreement, **ONE** Audit
- **Removes Risks, Decreases Costs, and Improves Quality**

A Unified Network Supporting the Life Sciences

17 countries
> 50 locations



-  
-  
-  
-  

- US**
Brentwood, Tennessee
Irvine, California
Morris Plains, New Jersey
Houston, Texas
San Antonio, Texas
Ball Ground, Georgia
New Prague, Minnesota
Valley Stream, New York
Huntington Beach, California
Chicago, Illinois
- UK**
Feltham (London)
Stockport (Manchester)
Edinburgh
Stevenage
- FR**
Roissy CDG
Lyon
Clermont Ferrand
Pont de Chateau
- PT**
Lisbon
- NL**
Kaatshoevel
Amsterdam
- ES**
Madrid
Barcelona
- BE**
Brussels
Liege
- DE**
Leipzig
Greven
Darmstadt
- IE**
Dublin
- PL**
Warsaw
- PH**
Manila
- KR**
Seoul
- JP**
Tokyo
- SG**
Singapore
- AU**
Sydney
Melbourne
Brisbane
- CN**
Chengdu
- IN**
Ahmedabad
Bangalore
Delhi
Hyderabad
Mumbai
Pune
Vizag
Indore
Jaipur
Baroda
Chennai
Kolkata
Chandigarh
Lucknow

Upcoming Investor Conferences

Host	Conference	Date	Location
Leerink	Global Healthcare Conference	March 10-12, 2025	Miami, FL
Roth	Annual Growth Conference	March 16-18, 2025	Dana Point, CA
KeyBanc	Healthcare Forum	March 18-19, 2025	Virtual
Needham	Healthcare Conference	April 7-10, 2025	Virtual
Jefferies	Healthcare Conference	June 3-5, 2025	New York
Roth	15 th Annual London Conference	June 24-26, 2025	London