

# *Q3 2026 Earnings Deck*
# *November 5th, 2026*

Cryoport

*Enabling the Future of Medicine*

# Forward-Looking Statements

**Forward-Looking Statements**

Statements in this press release 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 2026 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 plans regarding its Global Supply Chain Centers, including expected timing of future openings, the Company's anticipation that it will benefit from its operating leverage, the Company's belief that it is well positioned to further expand margins, enhance operating efficiency and deliver sustainable, profitable long-term growth for its shareholders, and the Company's expectation that upcoming growth catalysts in its business segments will drive the Company to new heights in market position, growth, and productivity. 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 effects of changing economic and geopolitical conditions, such as those resulting from the war with Iran, supply chain constraints, inflationary pressures, the effects of foreign currency fluctuations, trends in the products markets, variations in the Company's cash flow, market acceptance risks, the effects of tariffs and other trade restrictions, and technical development risks. 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 press release.

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# 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&GT market

**The leading manufacturer** of cryogenic systems and accessories in the world

**One of the largest biorepositories** in the U.S.

Cryoport
*Enabling the Future of Medicine*

Cryoport Systems

MVE Biological Solutions

CRYOGENE

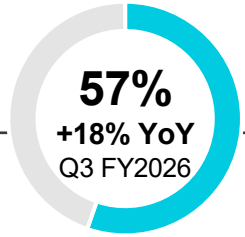
**Cryoport, Inc. (CYRX) operates as an operating holding company with a family of businesses that have separate responsibilities but collectively provide synergistic solutions to the life sciences industry**

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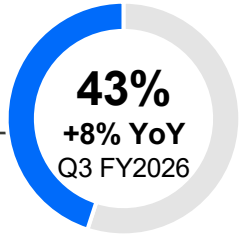
# The Cryoport Platform: Services & Products

*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 Systems | CRYOGENE | MVE Biological Solutions

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# Cryoport Snapshot – By the Numbers

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

**$50.2M**
**+14% Organic Growth**
Q3 FY2026 Revenue

**$197M-$199M**
**+12%* Organic Growth**
FY2026E
Updated Revenue Guidance from $192M-$196M +10%*

**47.5%**
**-75bps YoY**
Q3 FY2026 Gross Margin

**$1.1M**
**+$1.8M**
Q3 FY2026 Adjusted EBITDA

**788**
Active CGT Clinical Trials

**~70%**
CGT Clinical Trials Market Share(1)

**23**
Commercial CGTs Supported

**$393.1M**
Q3 FY2026 Cash
($186M senior convertible debt to be repaid 12/2026)

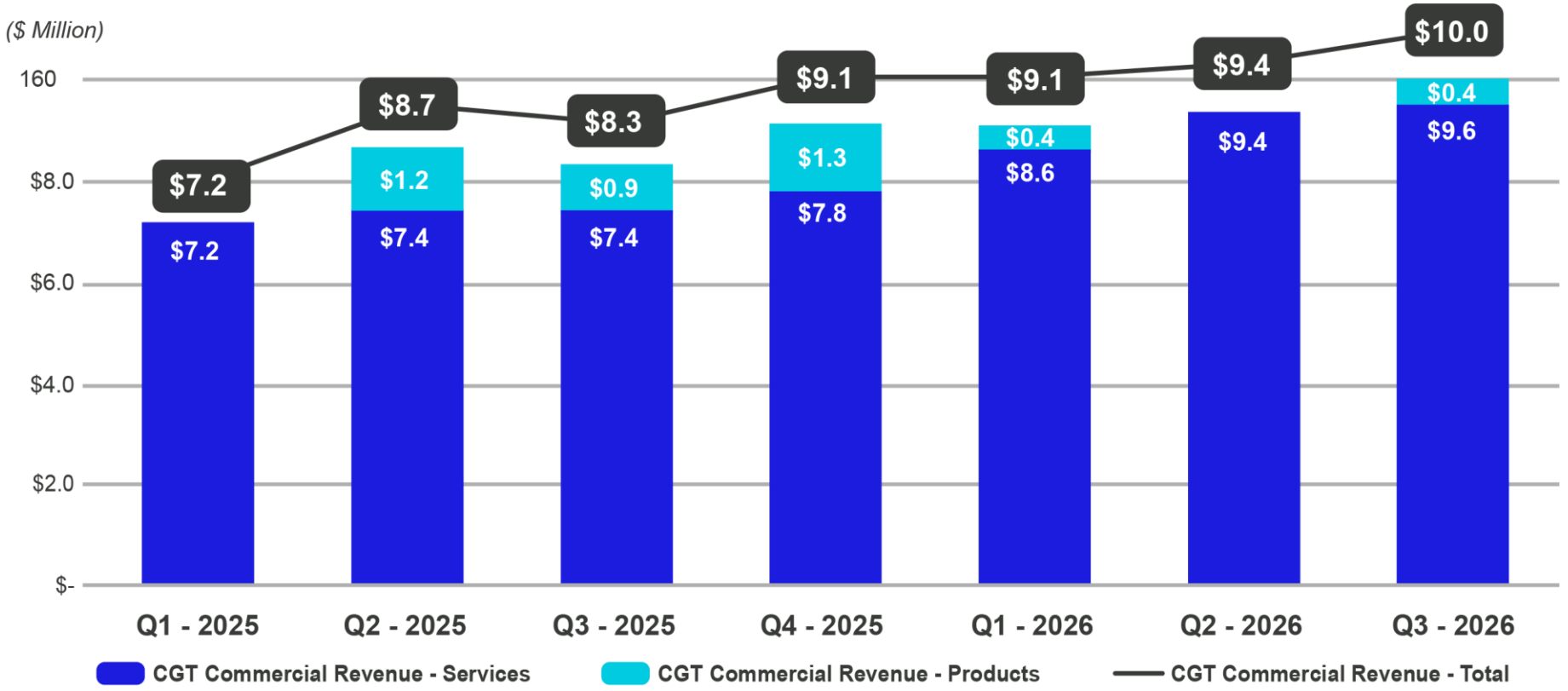
***Note:*** *Number of active CGT clinical trials and commercial CGTs supported is as of September 30, 2026.*
*(1) Based on Citeline.*

** Midpoint of guidance*

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# Revenue from Supporting Commercial Cell and Gene Therapies

*Q1 2025 through Q3 2026*




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# Q3 2026 Revenue Drivers

*Strong growth across the platform of products and services offerings*

**+8%**
**Life Sciences Products Revenue**

**+18%**
**Life Sciences Services Revenue**

+25%
BioServices & BioStorage Revenue

## Cell & Gene Therapy Revenue



**+20%**
Commercial Cell & Gene Therapy Revenue

**+15%**
Clinical Trial Cell & Gene Therapy Revenue

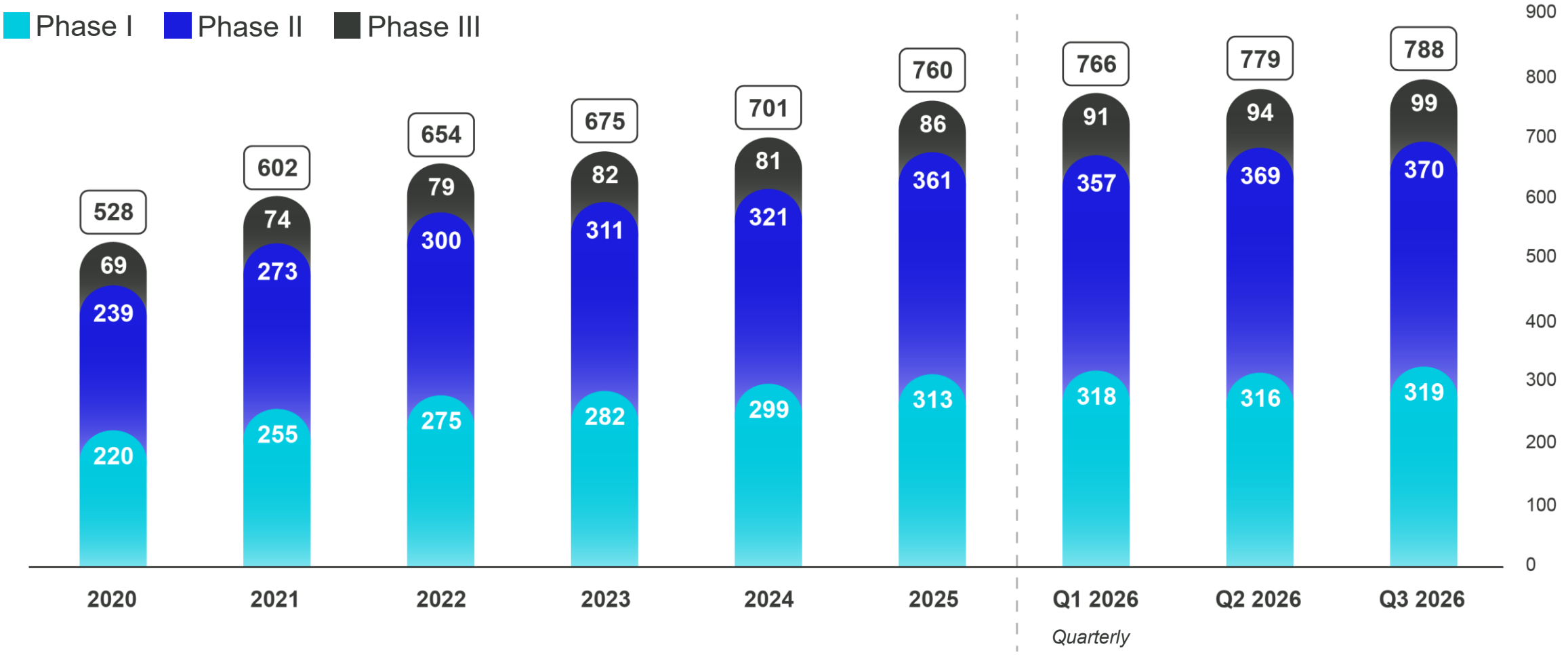
**+14%**
**Total Revenue (Year over Year)**

**Q3 FY2026 Revenue**
**Strong Growth Across All Offerings**

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# Patients First: Supporting the Therapies of Tomorrow

*Clinical Trials Supported, by Trial Phase*




*Trial count as of the end of the respective periods*

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# Supporting 23 Commercial Cell and Gene Therapies Globally



Abecma (idecabtagene vicleucel) suspension for IV infusion

アクーゴ AKUUGO®

AMTAGVI (lifileucel)

Breyanzi

CARVYKTI® (ciltacabtagene autoleucel) Suspension for IV Infusion

casgevy® (exagamglogene autotemcel) suspension for IV infusion

EBVALLO® tabelecleucel

Elevidys delandistrogene moxeparvovec-rokl suspension for intravenous infusion

KRESLADI™ marnetegragene autotemcel

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

TREGZI™ (allogeneic regulatory T cell immunotherapy with HSPC and T cells-vldq) Suspension for IV infusion

TUDRIQEV™ (vusolimogene oderparepvec-wtpg) 1 mL for injection

Waskyra ETUVETIDIGENE AUTOTEMCEL

YESCARTA® (axicabtagene ciloleucel) Dispersion for infusion

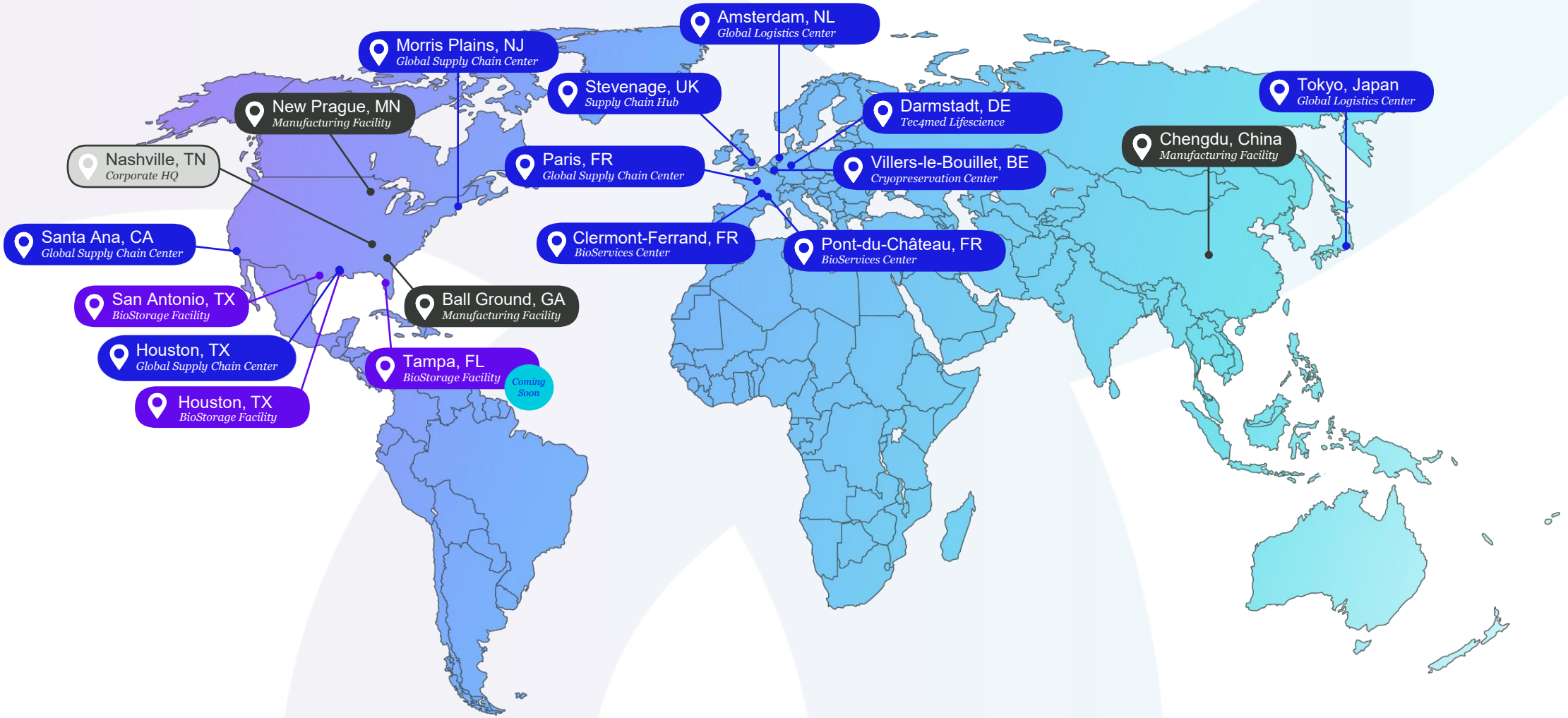
Zemcelpro®

zevaskyn® (prademagene zamikeracel) gene-modified cellular sheets

zynteglo™ (betibeglogene autotemcel) suspension for IV infusion

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# Cryoport, Inc. Global Locations




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# Driving Bottom-Line Improvement



47.5%

Gross Margin from Continuing Operations



$1.1M

Adjusted EBITDA from Continuing Operations

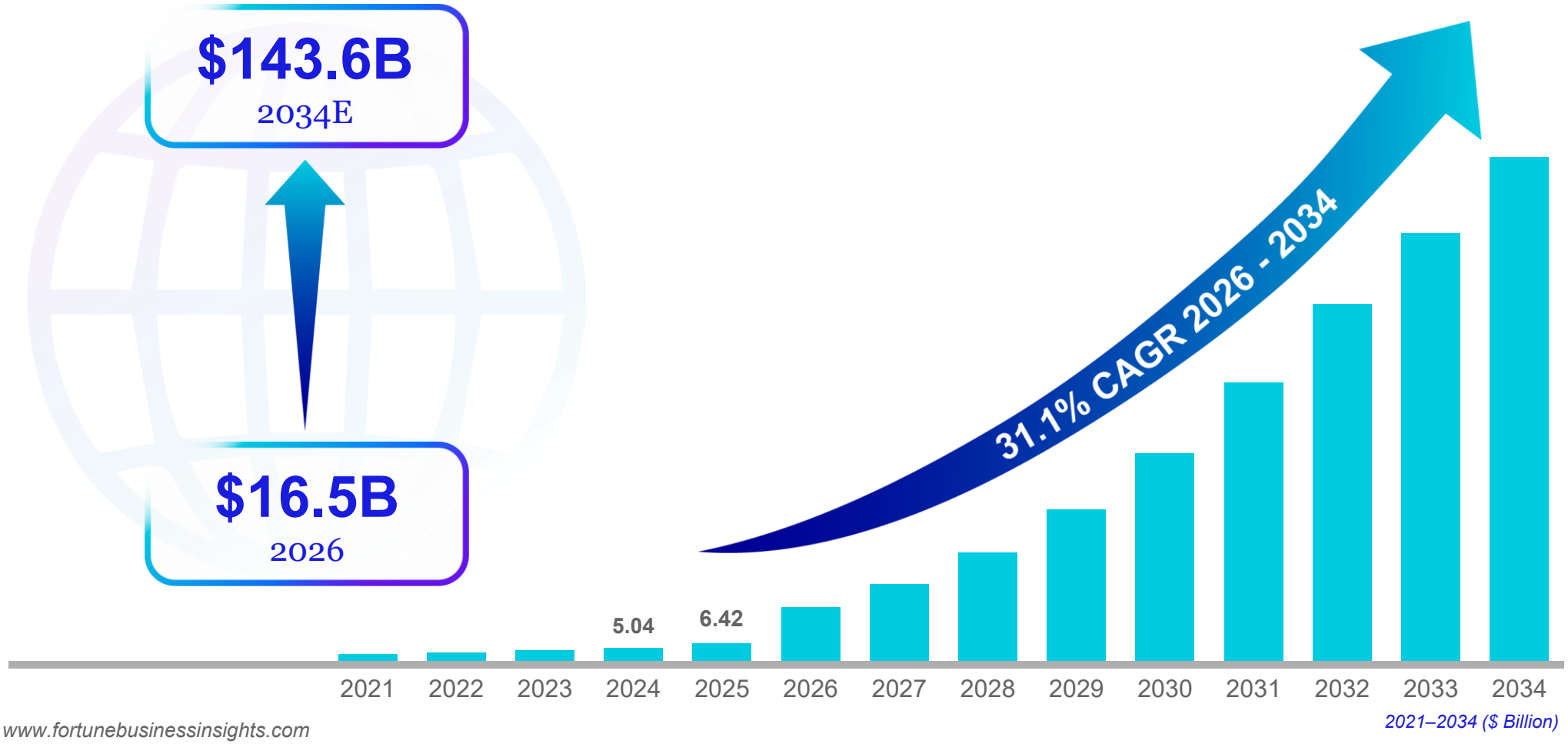


$393.1M

Cash and Short-Term Investment

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# Global Cell and Gene Therapy Market



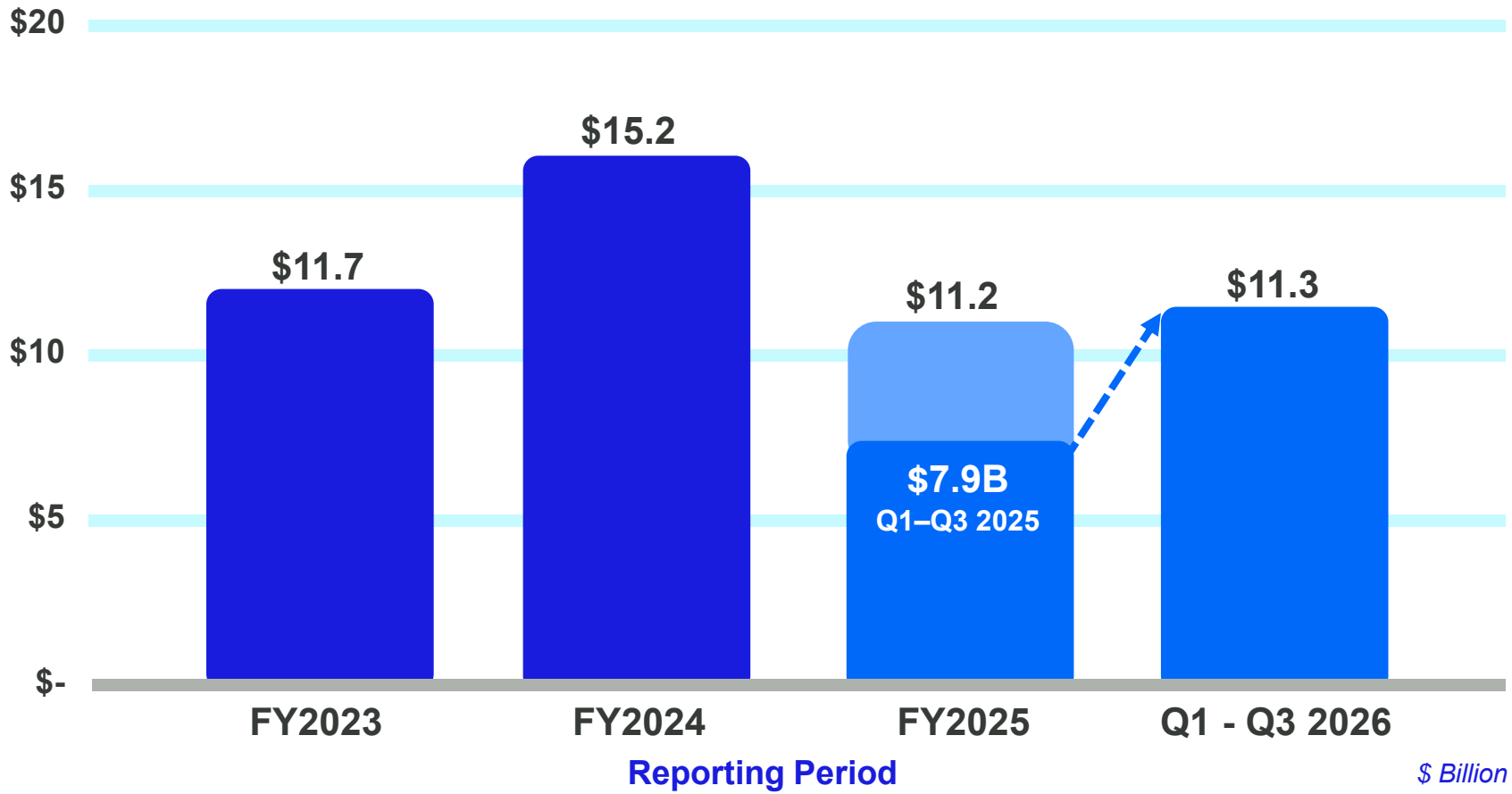

*www.fortunebusinessinsights.com*

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# 2026 CGT Investment Significantly Outpacing 2025

**$11.3B+**
Total sector financings through Q3 2026*

**+43%**
YoY increase from Q1 – Q3 2025




*Q3 2026 Data is Preliminary

*Source: Alliance for Regenerative Medicine - Reasons to Believe: Innovation, access & sustainability in CGT – October 2, 2026*

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# Q3-2026 Clinical Trial Support

### Cryoport Supported Clinical Trials by Phase

| Clinical Trials | September 30, | | |
|---|---|---|---|
| | 2024 | 2025 | 2026 |
| Phase 1 | 295 | 309 | 319 |
| Phase 2 | 317 | 353 | 370 |
| Phase 3 | 79 | 83 | 99 |
| **Total** | **691** | **745** | **788** |

### Cryoport Supported Clinical Trials by Region

| Clinical Trials | September 30, | | |
|---|---|---|---|
| | 2024 | 2025 | 2026 |
| Americas | 531 | 559 | 589 |
| EMEA | 112 | 137 | 143 |
| APAC | 48 | 49 | 56 |
| **Total** | **691** | **745** | **788** |

*Trial count as of the end of the respective periods*

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# Q3-2026 and 9M-2026 Revenue

| | Three Months Ended September 30, (unaudited) | | | Nine Months Ended September 30, (unaudited) | | |
|---|---|---|---|---|---|---|
| *(in millions)* | 2026 | 2025 | *% Change* | 2026 | 2025 | *% Change* |
| Life Sciences Services | $28.6 | $24.3 | *18%* | $83.4 | $71.5 | *17%* |
| BioLogistics Solutions | 22.5 | 19.4 | *16%* | 66.5 | 57.8 | *15%* |
| BioStorage/BioServices | 6.0 | 4.8 | *25%* | 16.9 | 13.7 | *24%* |
| Life Sciences Products | 21.7 | 20.0 | *8%* | 63.6 | 59.2 | *7%* |
| Total Revenue | $50.2 | $44.2 | *14%* | $147.0 | $130.7 | *12%* |

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**Cryoport, Inc. and Subsidiaries**
**Condensed Consolidated Statements of Operations**

| | Three Months Ended September 30, (unaudited) | | Nine Months Ended September 30, (unaudited) | |
|---|---|---|---|---|
| *(in thousands, except share and per share data)* | 2026 | 2025 | 2026 | 2025 |
| **Revenue** | | | | |
| Life Sciences Services revenue | $ 28,564 | $ 24,258 | $ 83,431 | $ 71,492 |
| Life Sciences Products revenue | 21,656 | 19,975 | 63,558 | 59,235 |
| **Total revenue** | 50,220 | 44,233 | 146,989 | 130,727 |
| **Cost of revenue:** | | | | |
| Cost of services revenue | 14,181 | 12,201 | 41,936 | 36,570 |
| Cost of products revenue | 12,205 | 10,707 | 36,482 | 32,814 |
| **Total cost of revenue** | 26,386 | 22,908 | 78,418 | 69,384 |
| Gross margin | 23,834 | 21,325 | 68,571 | 61,343 |
| **Operating costs and expenses:** | | | | |
| Selling, general and administrative | 27,904 | 26,734 | 83,535 | 75,543 |
| Engineering and development | 4,734 | 4,523 | 13,493 | 12,575 |
| **Total operating costs and expenses** | 32,638 | 31,257 | 97,028 | 88,118 |
| Loss from operations | (8,804) | (9,932) | (28,457) | (26,775) |
| **Other income (expense):** | | | | |
| Investment income | 3,027 | 3,402 | 9,249 | 6,441 |
| Interest expense | (517) | (526) | (1,467) | (1,727) |
| Other income (expense), net | (4,364) | 525 | (7,057) | (2,714) |
| Loss before provision for income taxes | (10,658) | (6,531) | (27,732) | (24,775) |
| Provision for income taxes | (194) | (165) | (807) | (673) |
| **Loss from continuing operations** | $ (10,852) | $ (6,696) | $ (28,539) | $ (25,448) |
| Income (loss) from discontinued operations, net | - | (247) | (1,112) | 115,393 |
| **Net income (loss)** | $ (10,852) | $ (6,943) | $ (29,651) | $ 89,945 |
| Paid-in-kind dividend on Series C convertible preferred stock | (2,000) | (2,000) | (6,000) | (6,000) |
| **Net income (loss) attributable to common stockholders** | $ (12,852) | $ (8,943) | $ (35,651) | $ 83,945 |
| **Net income (loss) per share attributable to common stockholders - basic and diluted** | $ (0.25) | $ (0.18) | $ (0.71) | $ 1.68 |
| Weighted average common shares issued and outstanding - basic and diluted | 50,653,987 | 50,125,268 | 50,335,554 | 50,110,450 |

| | | | | |
|---|---|---|---|---|
| Gross margin - Total [%] | 47.5% | 48.2% | 46.7% | 46.9% |
| Gross margin - Services [%] | 50.4% | 49.7% | 49.7% | 48.8% |
| Gross margin - Products [%] | 43.6% | 46.4% | 42.6% | 44.6% |

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# Q3-2026 and 9M-2026 Balance Sheets

**Cryoport, Inc. and Subsidiaries**
**Condensed Consolidated Balance Sheets**

| *(in thousands)* | September 30, 2026 (unaudited) | December 31, 2025 |
|---|---|---|
| **Current assets** | | |
| Cash and cash equivalents | $ 279,179 | $ 250,494 |
| Short-term investments | 113,897 | 160,714 |
| Accounts receivable, net | 36,004 | 33,359 |
| Inventories | 22,438 | 23,188 |
| Prepaid expenses and other current assets | 5,186 | 8,419 |
| Total current assets | 456,704 | 476,174 |
| Property and equipment, net | 96,367 | 85,448 |
| Operating lease right-of-use assets | 39,473 | 39,720 |
| Intangible assets, net | 133,277 | 138,082 |
| Goodwill | 22,030 | 22,400 |
| Deposits | 1,998 | 2,092 |
| Deferred tax assets | 1,096 | 1,073 |
| **Total assets** | $ 750,945 | $ 764,989 |

**Cryoport, Inc. and Subsidiaries**
**Condensed Consolidated Balance Sheets**

| *(in thousands)* | September 30, 2026 (unaudited) | December 31, 2025 |
|---|---|---|
| **Current liabilities** | | |
| Accounts payable and other accrued expenses | $ 16,347 | $ 15,283 |
| Accrued compensation and related expenses | 14,731 | 12,980 |
| Deferred revenue | 1,455 | 943 |
| Current portion of operating lease liabilities | 4,378 | 4,133 |
| Current portion of finance lease liabilities | 448 | 422 |
| Current portion of convertible senior notes, net | 185,986 | 185,094 |
| Current portion of notes payable | 159 | 163 |
| Current portion of contingent consideration | 674 | - |
| Total current liabilities | 224,178 | 219,018 |
| Notes payable, net | 947 | 1,087 |
| Operating lease liabilities, net | 38,905 | 39,078 |
| Finance lease liabilities, net | 688 | 741 |
| Deferred tax liabilities | 1,748 | 1,354 |
| Other long-term liabilities | 965 | 444 |
| Contingent consideration | - | 629 |
| Total liabilities | 267,431 | 262,351 |
| Total stockholders' equity | 483,514 | 502,638 |
| **Total liabilities and stockholders' equity** | $ 750,945 | $ 764,989 |

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# Q3-2026 and 9M-2026 Adjusted EBITDA

**Cryoport, Inc. and Subsidiaries**
**Reconciliation of GAAP loss from continuing operations to adjusted EBITDA**
(unaudited)

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|---|---|---|---|---|
| | 2026 | 2025 | 2026 | 2025 |
| *(in thousands)* | | | | |
| **GAAP loss from continuing operations** | **$ (10,852)** | **$ (6,696)** | **$ (28,539)** | **$ (25,448)** |
| **Non-GAAP adjustments to loss:** | | | | |
| Depreciation and amortization expense | 6,467 | 6,415 | 19,458 | 18,798 |
| Acquisition and integration costs | 25 | 38 | 25 | 69 |
| Cost reduction initiatives | 857 | 160 | 997 | 642 |
| Investment income | (3,027) | (3,402) | (9,249) | (6,441) |
| Unrealized (gain) loss on investments | 4,171 | (655) | 6,064 | 620 |
| Foreign currency loss | 380 | 274 | 1,485 | 2,521 |
| Interest expense, net | 517 | 526 | 1,467 | 1,727 |
| Stock-based compensation expense | 2,346 | 2,526 | 7,143 | 7,635 |
| Change in fair value of contingent consideration | 25 | — | 67 | (5,178) |
| Income taxes | 194 | 165 | 807 | 673 |
| Other adjustments | — | — | 1,142 | — |
| **Adjusted EBITDA from continuing operations** | **$ 1,103** | **$ (649)** | **$ 867** | **$ (4,382)** |

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