

# cryoport<sup>o</sup>

SCIENCE. SUPPLY CHAIN. CERTAINTY.

**Jefferies** London Conference 2023

**cryoport<sup>o</sup>**  
SCIENCE. SUPPLY CHAIN. CERTAINTY.



# A trusted partner to the life sciences industry

- Life sciences company focused on providing **mission critical, proprietary temperature-controlled supply chain solutions**
- Capabilities include core competencies to collect, ship, store and deliver biologics in a cryogenic or temperature-controlled state such as:
  - Biopharmaceuticals (including Cell & Gene Therapies)
  - Human and animal reproductive materials
  - Animal therapeutics and vaccines
- A **recognized leader** in supporting the supply chain for C&GT market
- A **global manufacturer** of cryogenic systems and supplies
- **One of the largest** healthcare focused specialty supply-chain providers by revenue

**cryoport**<sup>o</sup>  
systems  
a cryoport company

**CRYOPDP**<sup>o</sup>  
a cryoport company



**MVE Biological Solutions**<sup>o</sup>  
a cryoport company

**CRYOGENE**<sup>o</sup>  
a cryoport company

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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Notes: (1) 2022E Revenue (2) Pro forma for acquisitions since 2018

# Client-Focused Solutions



Market  
Leader  
Category

## Temperature-controlled Supply Chain

## Life Science Specialty Courier

## Cryogenic Systems

## Biostorage

Key  
Capabilities

- ✓ Cryo-processing
- ✓ Temperature-controlled supply chain solutions
  - Logistics & packaging solutions
  - Bioservices

- ✓ Temperature-controlled specialty courier solutions
- ✓ Direct to patient
- ✓ Pick pack preparation
- ✓ Onboard courier

- ✓ Stainless steel and aluminum biostorage and transportation solutions
- ✓ Cryocarts
- ✓ Aluminum cassettes and racks

- ✓ Temperature-controlled storage
- ✓ Sample processing and distribution
- ✓ Validated lab information system

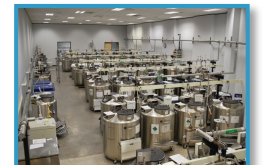
Key  
Figures

- ✓ 12 commercial products
- ✓ 50k+ annual shipments
- ✓ 150+ countries
- ✓ 5 GSCCs and Logistics centers

- ✓ 150+ agents worldwide
- ✓ 3mm+ patients served
- ✓ 600k+ shipments
- ✓ Over 30 offices

- ✓ 60 years of setting the standard for cryogenic manufacturing
- ✓ 3 manufacturing facilities

- ✓ 78,000 square foot facility
- ✓ 24-hour turnaround for pick / pack shipments



Source: Company materials  
Notes: (1) Represents 2022E revenue

# Cryoport - Snapshot

## Performance Driven



**\$233- \$243 MM**  
*FY23 Revenue  
Guidance*



**\$56.2 MM**  
Q3 2023 Revenue



**\$465.9 MM**  
Cash & Short-Term  
investments

## C&GT Supply Chain Leader



**12**  
Commercial **Cell & Gene  
Therapies** Supported <sup>(1)</sup>



**670**  
Active **Cell & Gene  
Therapy**  
Clinical Trials Supported <sup>(1)</sup>

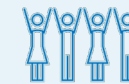
## Global Platform



**50 Facilities Globally  
in 17 Countries**



**3,000+ Active Global Clients** <sup>(2)</sup>



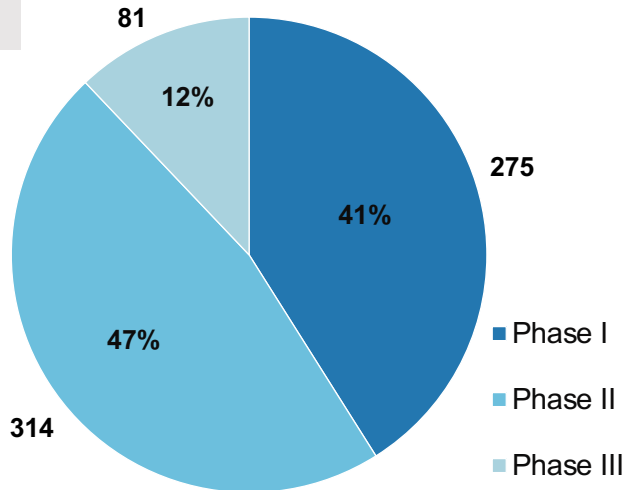
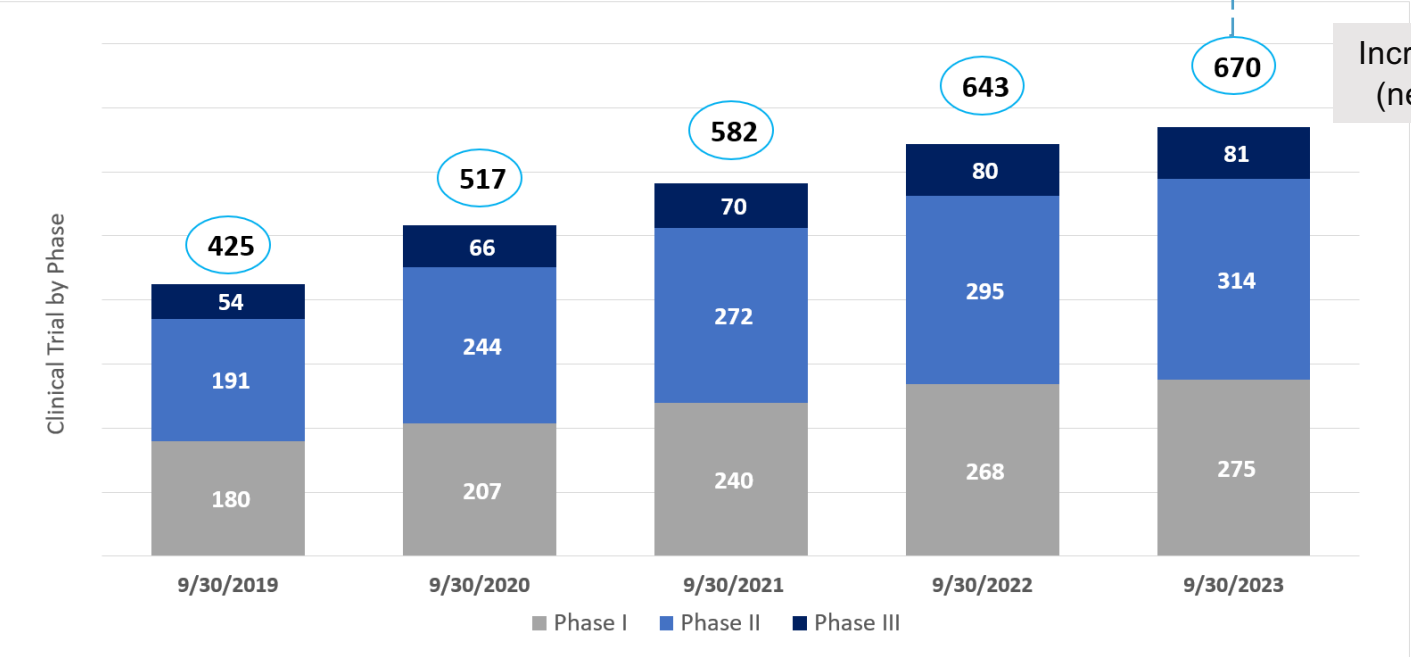
**1,100+ Employees**

# Robust Cell & Gene Therapy Pipeline

Q3 2023 - 81 Phase III Clinical Trials Supported by Cryoport

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

Clinical Trials Supported by Trial Phase as of 9/30/23

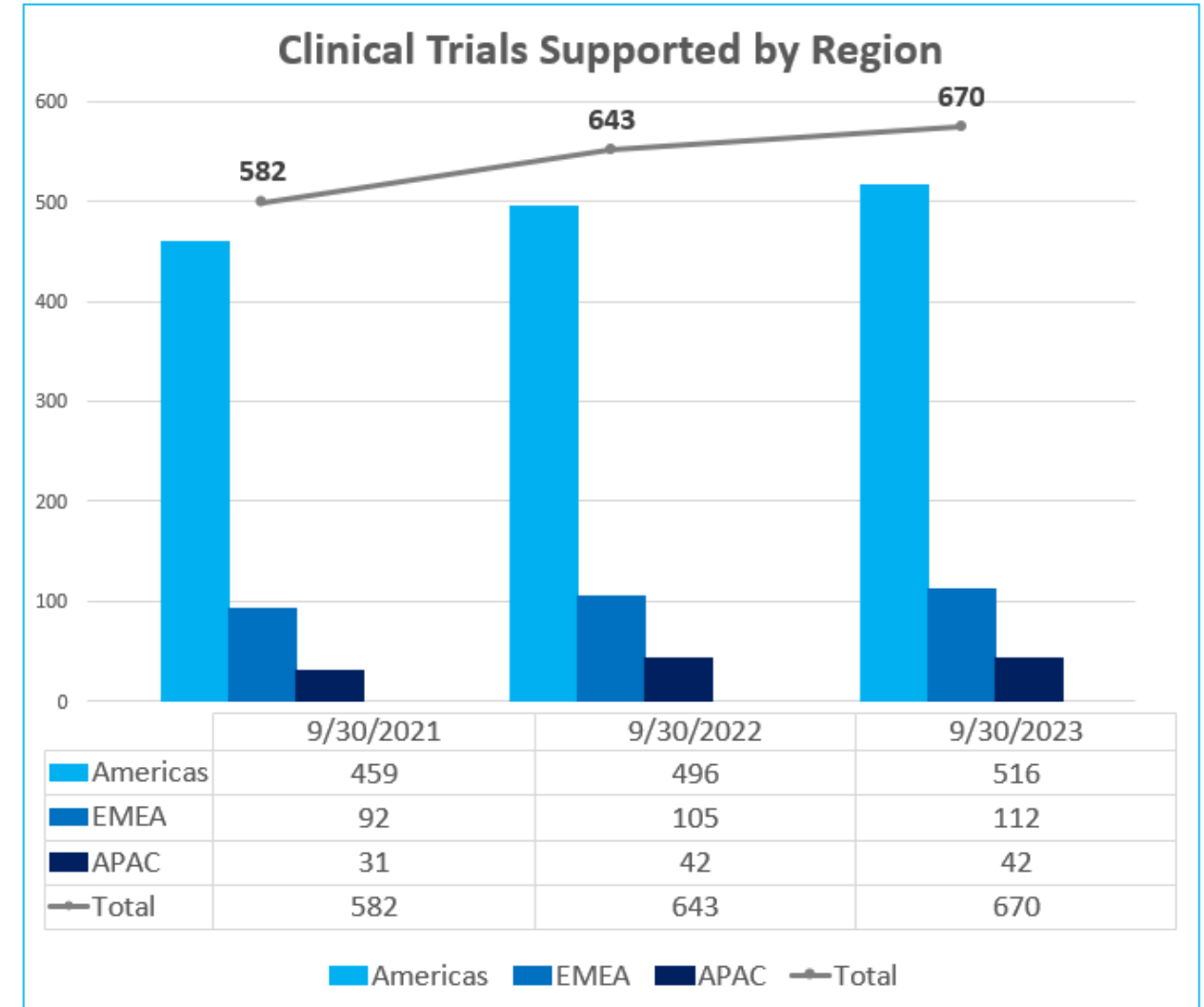
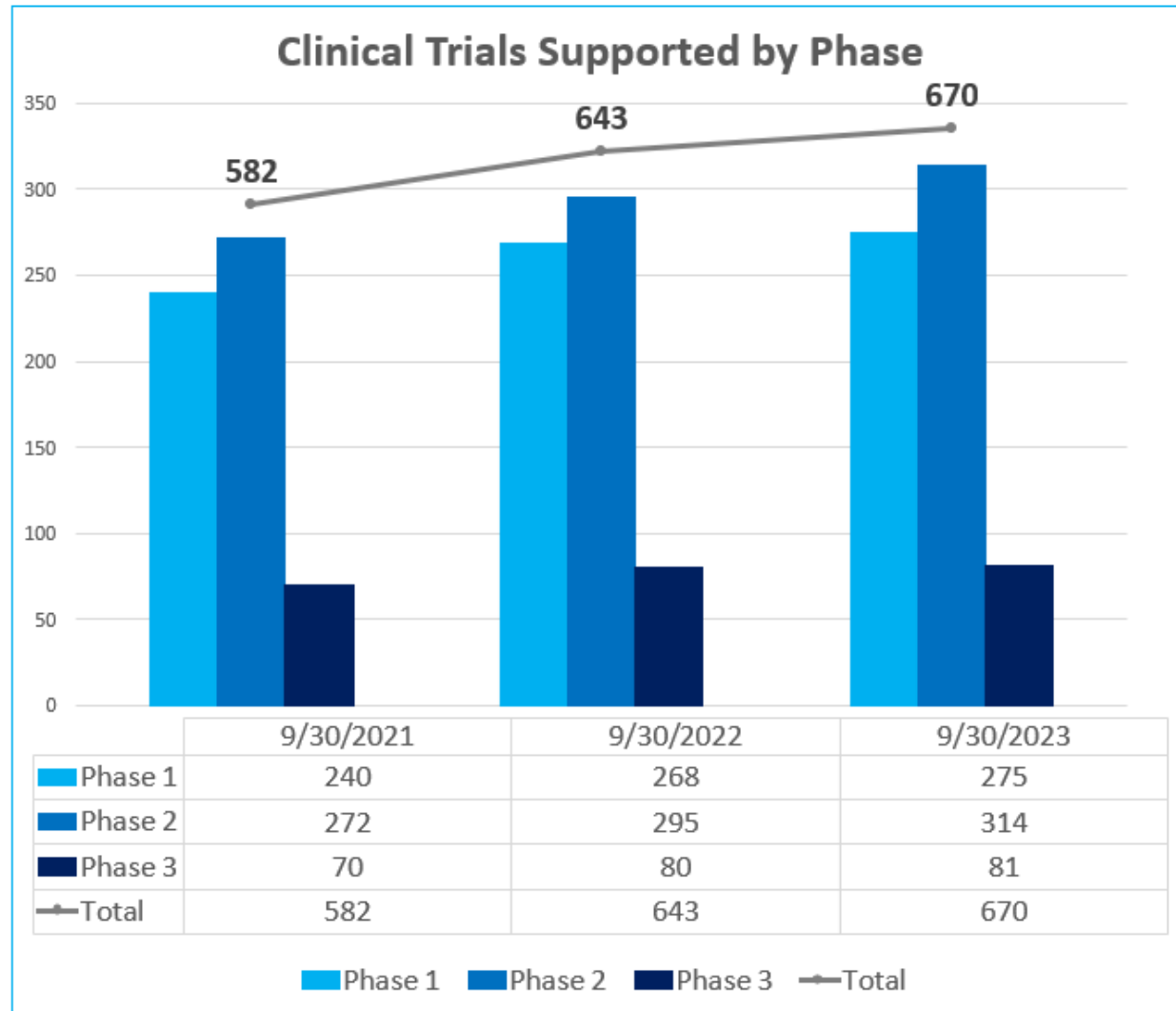


## Recent Momentum

<b>6</b>	<b>5</b>	<b>2</b>	<b>20</b>	<b>6</b>
Cryoport supported BLA/MAA's filed in Q3 2023	More Cryoport supported BLA/MAA's expected in 2023	Additional potential new therapy approvals anticipated in 2023	Potential Additional label or geographic expansion approvals in 2024	Potential additional new therapy approvals anticipated in 2024

Source: Company materials

# Clinical trials by phase and region



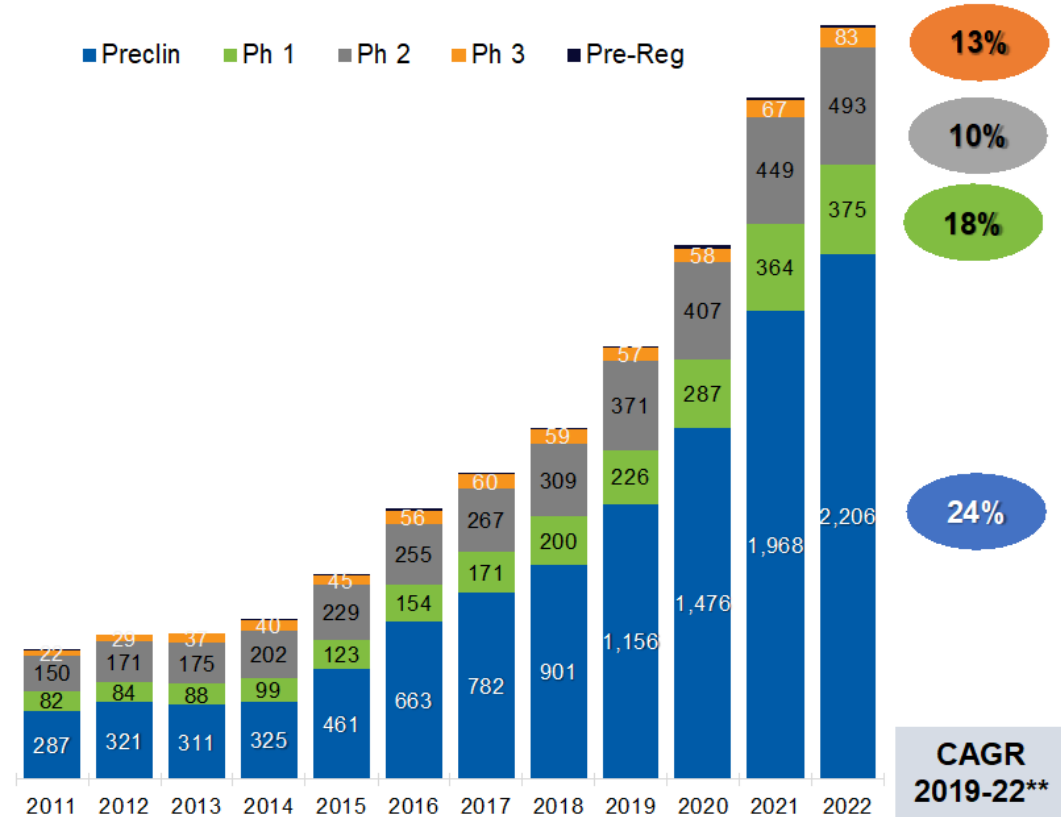






# C&GT Continues to be a Significant Growth Opportunity

## C&GT Pipeline by Phase: ~3,300 Active Programs



**~20\***  
total

Therapies approved by FDA today



**10-20**  
per year

**C&GT approvals** expected  
per year by 2025



**~15%**

of biopharma R&D pipelines  
are C&GT programs



**>2/3**

of programs in **preclinical phase**,  
setting the stage for sustained growth



**2,700+**

**C&GT developers worldwide**



**\$12.6B**

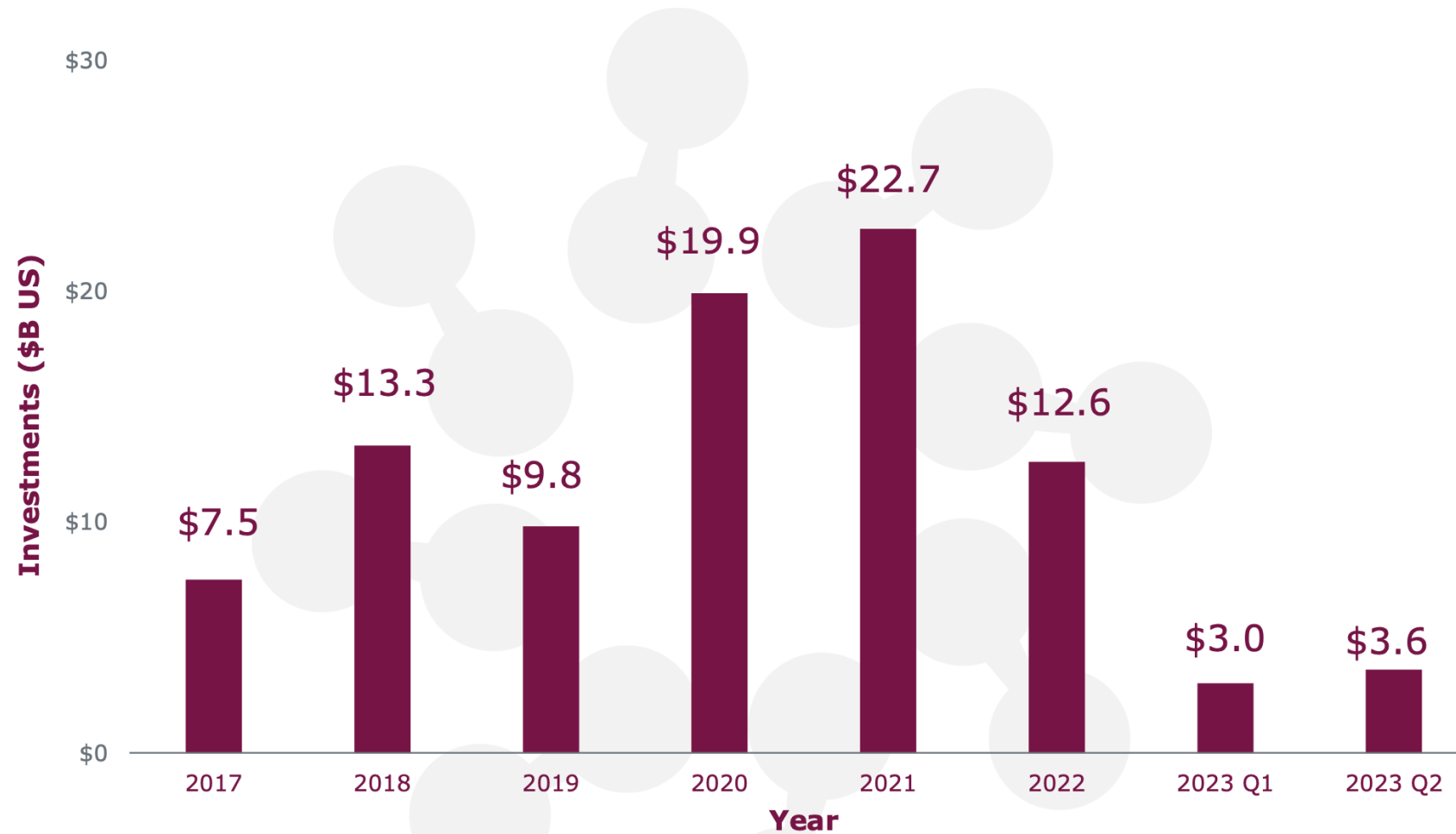
Funding for **C&GT companies**  
in FY 2022

Charles River Laboratories (CRL)

Source: FDA, Alliance for Regenerative Medicine, PricewaterhouseCoopers, PharmaProjects, Citeline, SVB.

\*Excludes cell transplantation and cell-based regenerative medicine products.

# Investments by Year



# Key customers around the world rely on us every day

## Pharma & Biotech

Adaptimmune  
Allogene THERAPEUTICS  
allo VIR  
AMGEN  
ATARA BIO  
BE THE MATCH BioTherapies  
bluebirdbio  
Bristol Myers Squibb  
CARIBOU BIOSCIENCES  
cellectis EDITING LIFE  
celularity  
CRISPR THERAPEUTICS  
Fate THERAPEUTICS  
FRED HUTCH CURES START HERE  
gamida Cell  
gritstone ONCOLOGY  
Immatics  
ImmunityBio  
IOVANCE BIOTHERAPEUTICS  
Janssen PHARMACEUTICAL COMPANIES OF Johnson & Johnson  
Kite A GILEAD Company  
LEGEND BIOTECH  
MAYO CLINIC  
MOFFITT CANCER CENTER  
NOVARTIS  
Orchard therapeutics  
POSEIDA THERAPEUTICS  
PROKIDNEY  
rocket pharma  
SanBio Pioneering Regenerative Medicine  
SAREPTA THERAPEUTICS  
TCR<sup>2</sup> THERAPEUTICS  
zoetis

## CRO & CDMO

Boehringer Ingelheim  
charles river  
COVANCE by labcorp  
Catalent  
FUJIFILM Di-synth biotechnologies  
ICON  
IQVIA™  
LABCONNECT Your connection to confidence.  
Lonza  
MEDPACE  
MINARIS REGENERATIVE MEDICINE  
patheon by Thermo Fisher Scientific  
PPD  
Syneos Health  
WuXi Biologics Global Solution Provider

# Growing global network supporting the life sciences



**17 countries**  
**50 facilities**



- UK**  
Feltham (London)  
Stockport (Manchester)  
Edinburgh
- UK**  
Stockport, (Manchester)
- FR**  
Roissy CDG
- PT**  
Lisbon
- NL**  
Kaatshuvel
- NL**  
Amsterdam
- ES**  
Madrid  
Barcelona
- BE**  
Brussels
- BE**  
Liege
- DE**  
Leipzig  
Greven
- DE**  
Darmstadt
- IE**  
Dublin
- PL**  
Warsaw
- US**  
Morris Plains (New Jersey)  
Irvine (California)
- US**  
Brentwood, Tennessee  
Irvine, California  
Morris Plains, New Jersey  
Houston, Texas
- US**  
Georgia  
Minnesota
- US**  
Houston, Texas
- PH**  
Manila
- KR**  
Seoul
- JP**  
Tokyo
- JP**  
Tokyo
- SG**  
Singapore
- SG**  
Singapore
- AU**  
Sydney  
Melbourne
- AU**  
Sydney
- CN**  
Chengdu
- IN**  
Ahmedabad  
Bangalore  
Delhi  
Hyderabad  
Mumbai  
Pune  
Vizag  
Indore  
Jaipur  
Baroda  
Chennai  
Kolkata  
Chandigarh  
Lucknow



# End-to-End Solutions for the Life Sciences



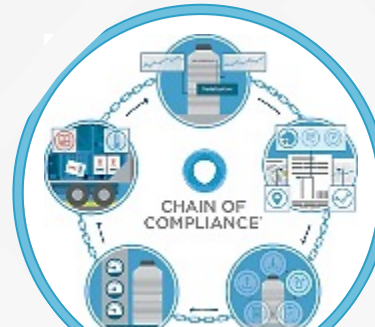
Intelligent Shippers



Specialty Courier & Logistics



Monitoring & Informatics



Chain of Compliance®



Consulting

Consulting Services



Storage – All Temperatures



Packaging & Labeling



Regulatory & QP Services



Kit Design & Production



Drug Return & Destruction

Comprehensive Temperature-Controlled Supply Chain Solutions for Cell & Gene Therapies

# Cryoport ELITE™ Line of Shippers

The Cryoport Elite™ Ultra Cold Shipper – Ensures the Integrity of Shipped Materials



## The Cryoport Elite™ Ultra Cold Shipper

- Proprietary, custom-designed for high value gene therapies at -80°C
- 140+ hours of dynamic hold time
- Currently available in 2 sizes – 28L and 56L
- Innovative payload holding system: consistent cooling, reduced movement, customizable
- Tamper evident security system
- Robust outer packaging for security and safety

The Cryoport Elite™ Cryosphere Shipper – Ensures the Integrity of Shipped Materials

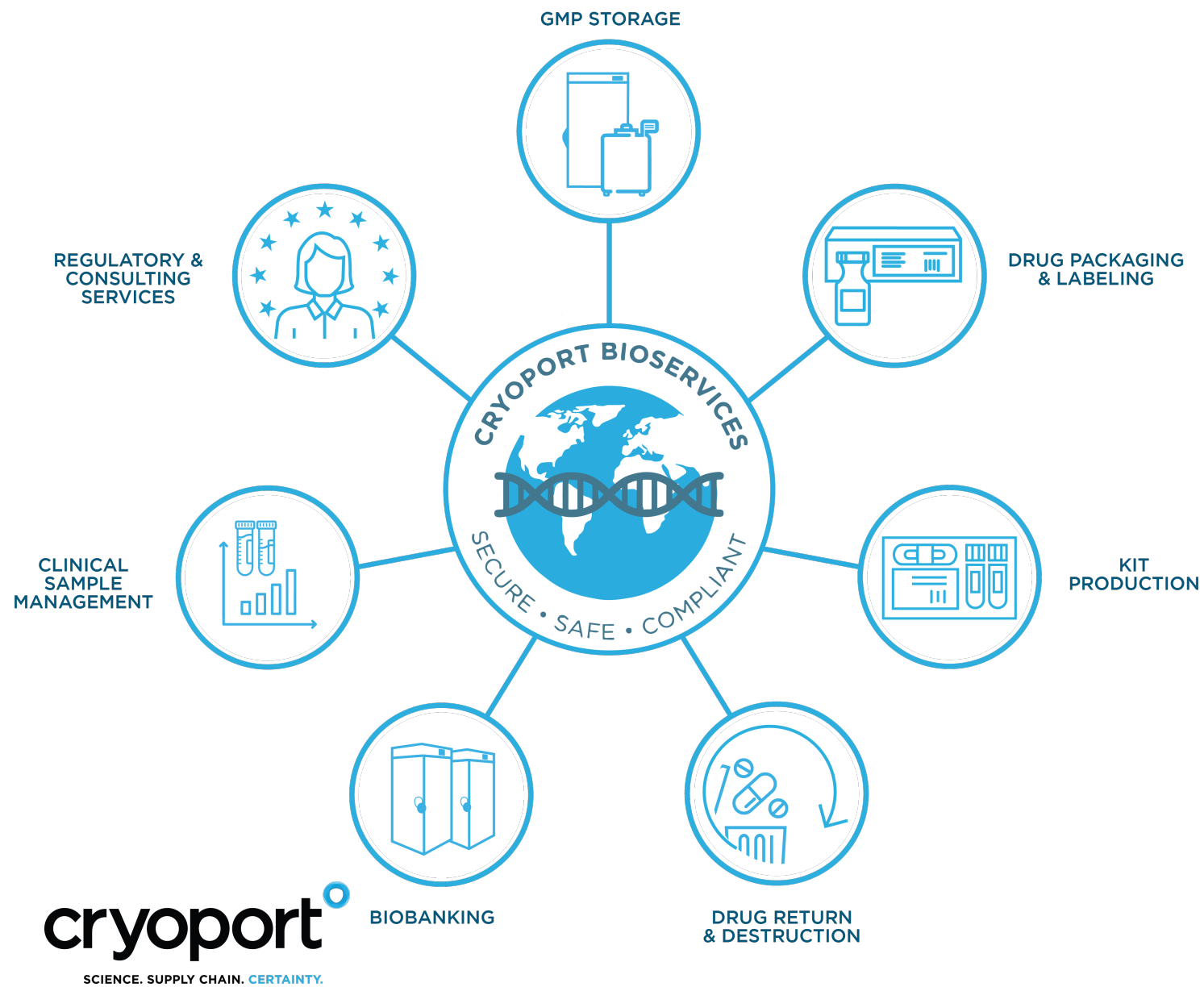
## The Cryoport Elite™ Cryosphere™

- Revolutionary cryogenic shipper passively stabilizes its payload through an internal gravitational sphere
- Keeps payload in upright orientation regardless of the external shipper orientation
- Extends hold time with absolute certainty

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# Cryoport BioServices



# Cryoportal<sup>®</sup> 2 Logistics Management Platform

- Cryoportal<sup>®</sup> 2 is the next generation of our existing supply chain information system
- Features and Benefits:
  - Enhanced Security/GAMP Compliance (CFR 21 Part 11)
    - New audit logging system that captures all changes made in the database
    - Stronger password requirements to protect against attacks
    - Built with latest industry standards in web security and cross-site scripting prevention
    - Chain of Condition and Custody
    - Chain of Compliance<sup>®</sup> processes
  - New and Improved UI/UX
    - Customizable main menu for easier navigation and functionality
    - Draggable and resizable split view for better usability
    - Mobile-friendly for “on-the-go” experience





# Global Specialty Courier Dedicated to Biopharma



## Cold Sources

Using **qualitative cold material sources** to provide all of our temperature range requirements.



## Temperature Controlled Packaging

Certified tailor-made packaging solutions to guarantee **the cold chain integrity**

- Autonomy up to 168h
- Easy-to-use solutions



## Reliable International Network

**Everywhere in the world**, we have the the best teams that allows us to propose various focused levels of services.



## Service Quality

Our **25 years** of experience allows us to present high-quality processes. This enables us **to reach a +99% success delivery rate.**



## Life Science Expertise

CRYOPDP means experience. We are **100% committed to the Life Science and Healthcare industry.**

**Life Science and Healthcare Logistics. We deliver at the right place, at the right time and at the right temperature.**

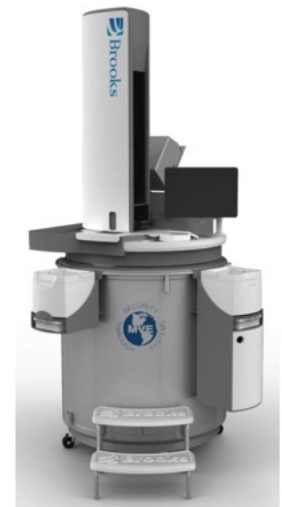
# Comprehensive Biostorage Operations in U.S.

- Secure GMP Compliant Biorepository
  - Liquid Nitrogen (at or below -150°C)
  - Mechanical Freezers (4C, -20°C to -80°C)
  - Controlled room temperature
  - Storage for bulk biopharma materials
- FDA Registered
- 84,000 sq ft
- ISO 9001 Quality Management System
- Expanding to San Antonio and Philadelphia in 2023



MVE Biological Solutions is a **market leading manufacturer of cryogenic systems**. We provide freezers, dewars, and accessories for cryogenic storage and transportation

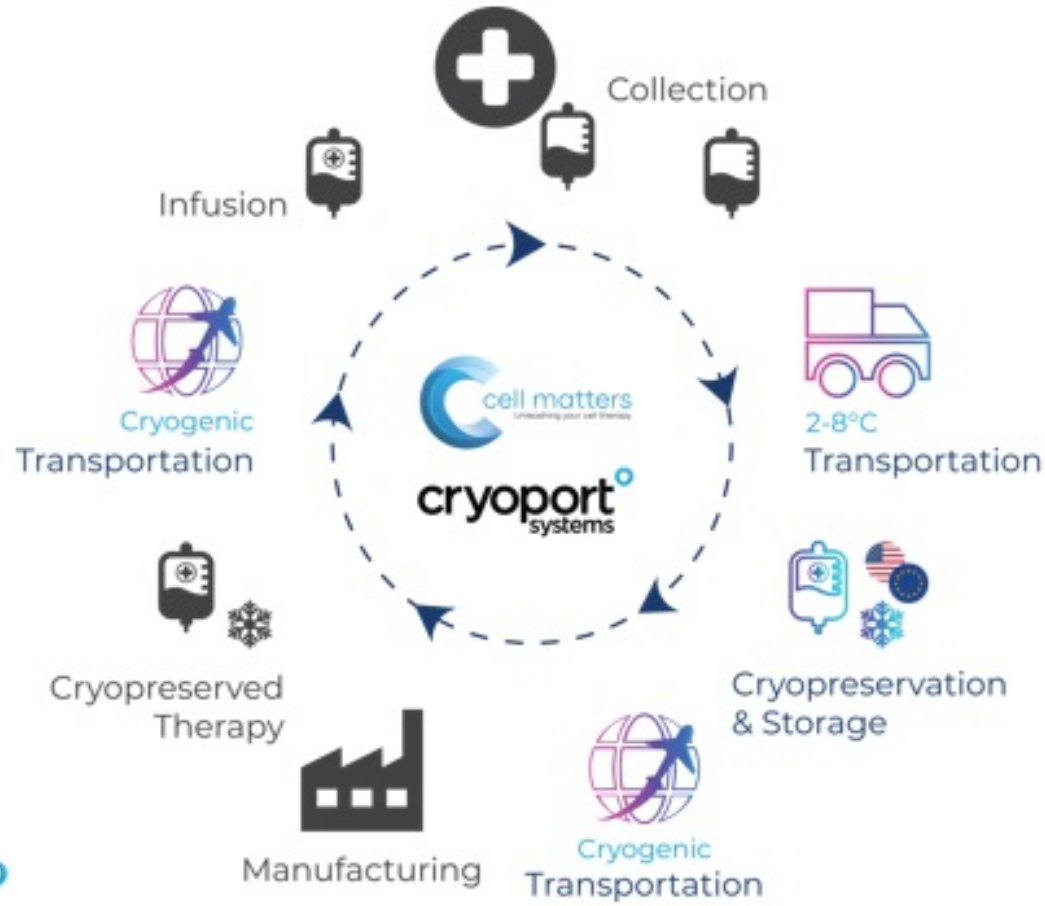
-  **60 years of setting the standard for cryogenic storage**
-  **Broad product portfolio including**
  - Stationary LN cryogenic freezers 3,000-94,000 sample capacity
  - Active (MVE Fusion™) & variable temp (Vario) freezers
  - Liquid & vapor phase transportation/storage dewars
-  **Global footprint**
  - Manufacturing in USA & China
  - Worldwide sales & distribution network
-  **ISO 13485 MDD compliant Quality System (MDR certification planned for late 2023)**
-  **280 employees globally**



# Unique Platform Supporting Cell Therapy Workflow



# IntegriCell™ – Expanding Our Supply Chain



## Our Facilities



Belgium



Texas

**cryoport**  
systems

**cryoport**  
SCIENCE. SUPPLY CHAIN. CERTAINTY.

# Expanding Partnerships



# Tec4med Acquisition



# Key Highlights

**Enabling the future** of research through mission critical, proprietary temperature-controlled supply chain solutions

**Purpose built platform** addressing high-growth regenerative medicine end markets

**Blue chip customer base** - large and expanding

**Global infrastructure** to support clinical and commercial demands

**Recurring, high growth business** with expanding margin profile and strong balance sheet

**Strategic initiatives** to set new industry standards and drive expansion of 'share of wallet'

**Passionate management team** with decades of industry experience and proven execution and value creation





# Strong Balance Sheet

\$465.9MM

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

	September 30, 2023	December 31, 2022
(in thousands)	(unaudited)	
<b>Current assets:</b>		
Cash and cash equivalents	\$ 59,473	\$ 36,595
Short-term investments	406,389	486,728
Accounts receivable, net	42,626	43,858
Inventories	29,104	27,678
Prepaid expenses and other current assets	11,548	9,317
Total current assets	549,140	604,176
Property and equipment, net	74,520	63,603
Operating lease right-of-use assets	32,561	26,877
Intangible assets, net	192,962	191,009
Goodwill	148,954	151,117
Deposits	1,656	1,017
Deferred tax assets	863	947
<b>Total assets</b>	<b>\$ 1,000,656</b>	<b>\$ 1,038,746</b>

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

	September 30, 2023	December 31, 2022
(in thousands)	(unaudited)	
<b>Current liabilities:</b>		
Accounts payable and other accrued expenses	\$ 27,875	\$ 28,046
Accrued compensation and related expenses	10,426	8,458
Deferred revenue	1,580	439
Current portion of operating lease liabilities	4,759	3,720
Current portion of finance lease liabilities	195	128
Current portion of notes payable	70	60
Total current liabilities	44,905	40,851
Convertible senior notes, net	377,955	406,708
Notes payable, net	307	355
Operating lease liabilities, net	29,757	24,721
Finance lease liabilities, net	632	216
Deferred tax liability	4,708	4,929
Other long-term liabilities	484	451
Contingent consideration	4,380	4,677
Total liabilities	463,128	482,908
Total stockholders' equity	537,528	555,838
<b>Total liabilities and stockholders' equity</b>	<b>\$ 1,000,656</b>	<b>\$ 1,038,746</b>

# Income Statement

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

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
<i>(in thousands, except share and per share data)</i>				
<b>Revenues:</b>				
Service revenues	\$ 36,022	\$ 33,296	\$ 107,062	\$ 100,791
Product revenues	20,135	27,168	68,933	76,128
<b>Total revenues</b>	<b>56,157</b>	<b>60,464</b>	<b>175,995</b>	<b>176,919</b>
<b>Cost of revenues:</b>				
Cost of service revenues	20,803	18,913	59,887	56,742
Cost of product revenues	11,088	15,134	40,037	42,581
<b>Total cost of revenues</b>	<b>31,891</b>	<b>34,047</b>	<b>99,924</b>	<b>99,323</b>
<b>Gross Margin</b>	<b>24,266</b>	<b>26,417</b>	<b>76,071</b>	<b>77,596</b>
<b>Operating costs and expenses:</b>				
Selling, general and administrative	36,023	30,235	108,066	87,420
Engineering and development	5,152	3,985	13,291	11,045
<b>Total operating costs and expenses:</b>	<b>41,175</b>	<b>34,220</b>	<b>121,357</b>	<b>98,465</b>
Loss from operations	(16,909)	(7,803)	(45,286)	(20,869)
<b>Other income (expense):</b>				
Investment income	2,848	2,485	7,962	5,797
Interest expense	(1,357)	(1,609)	(4,197)	(4,686)
Gain on extinguishment of debt, net	5,679	-	5,679	-
Other income (expense), net	(3,059)	1,668	242	(7,377)
Loss before provision for income taxes	(12,798)	(5,259)	(35,600)	(27,135)
Provision for income taxes	(471)	(57)	(1,598)	(762)
<b>Net loss</b>	<b>\$ (13,269)</b>	<b>\$ (5,316)</b>	<b>\$ (37,198)</b>	<b>\$ (27,897)</b>
Paid-in-kind dividend on Series C convertible preferred stock	(2,000)	(2,000)	(6,000)	(6,000)
<b>Net loss attributable to common stockholders</b>	<b>\$ (15,269)</b>	<b>\$ (7,316)</b>	<b>\$ (43,198)</b>	<b>\$ (33,897)</b>
<b>Net loss per share attributable to common stockholders - basic and diluted</b>	<b>\$ (0.31)</b>	<b>\$ (0.15)</b>	<b>\$ (0.89)</b>	<b>\$ (0.69)</b>
Weighted average common shares outstanding - basic and diluted	48,904,102	48,520,696	48,660,646	49,148,558

# Cryoport: ESG and Sustainability Framework

**Vision** To protect the health and safety of current and future generations through supply chain solutions that promote sustainability, resilience, and respect for the environment.

**Mission** 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, clients, partners and suppliers and to conduct its business to the highest ethical and professional standards. Science. Supply Chain. Certainty.

**Theme**

ENABLING A HEALTHIER, SUSTAINABLE FUTURE

**Pillars**

DELIVERING  
SUSTAINABLE  
OPERATIONS

SUPPORTING OUR  
PEOPLE

INNOVATING  
RESPONSIBLY

GOVERNING  
ETHICALLY

**Focus  
Areas**

- GHG Emissions
- Resource Efficiency

- Diversity, Equity & Inclusion
- Employee Health & Safety

- Product & Service Quality
- Product Lifecycle Management & Innovation

- Business Ethics
- Supplier Management
- Data Privacy & Security

# Leadership Team

(The right people in the right positions)

 <p>SCIENCE. SUPPLY CHAIN. CERTAINTY.</p>	 <p><b>Jerrell Shelton</b> President and Chief Executive Officer</p>		 <p><b>Robert Stefanovich</b> CFO, Treasurer and Corporate Secretary</p>		 <p><b>Thomas Heinzen</b> VP of Corporate Development and Investor Relations</p>		 <p><b>Tony Ippolito</b> VP, General Counsel</p>	
 <p>a cryoport company</p>	 <p><b>Mark Sawicki</b> President &amp; Chief Executive Officer</p>		 <p><b>Keith Boothroyd</b> Vice President - Finance</p>		 <p><b>Phil Wilson</b> Chief Operating Officer</p>		 <p><b>Adam Fox</b> VP Quality Assurance &amp; Regulatory Affairs</p>	
 <p>a cryoport company</p>	 <p><b>Cedric Picaud</b> Chief Executive Officer</p>		 <p><b>Guillaume Chevillon</b> Chief Finance Officer</p>		 <p><b>Tangi Tremorin</b> Chief Operations Officer</p>		 <p><b>Susan Lewis</b> Global Quality Director</p>	
 <p>a cryoport company</p>	 <p><b>Mike Duich</b> Chief Executive Officer</p>		 <p><b>Karl Schmidt</b> Vice President - Finance</p>		 <p><b>Frank "Buzz" Bies</b> Sr. Vice President &amp; CCO</p>		 <p><b>Max Mortenson</b> VP Quality Assurance &amp; Regulatory Affairs</p>	
 <p>a cryoport company</p>	 <p><b>Marshall Griswold</b> Chief Executive Officer</p>		 <p><b>Brandon Malone</b> Controller</p>		 <p><b>Leigh Anne Hill</b> Chief Operating Officer</p>		 <p><b>Kristen Knezevich</b> Quality Assurance &amp; Regulatory Affairs</p>	

Science. Supply Chain. **Certainty.**

*Thank you!*

