



Cryoport

Enabling the Future of Medicine™

Jerrell Shelton, CEO

January 14, 2026



Forward Looking Statements

Statements in this presentation which are not purely historical, including statements regarding Cryoport's intentions, hopes, beliefs, expectations, representations, projects, 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 are 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 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's 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 it's 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 SEC. The forward-looking statements contained in this presentation speak only as 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 presentation.



**Global leader in temperature-controlled
supply chain solutions supporting the
rapidly growing Cell & Gene Therapy market**

Cryoport Snapshot – By the Numbers

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



745

Active Cell & Gene
Therapy Clinical Trials



>65%

Of Active Cell & Gene
Therapy Clinical Trials⁽¹⁾



19

Commercial Cell & Gene
Therapies Supported



Gross Margin
55%



\$170-\$174M
+8-11% Organic Growth
FY2025E
Revenue Guidance



47%
+270bps YoY
9ME Sep. 2025
Gross Margin



\$421M

Q3 2025 Cash & Short-
Term Investment

Financial Targets

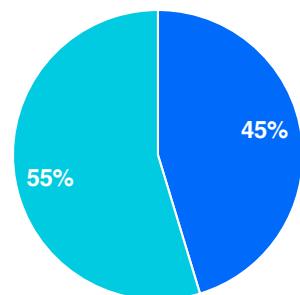
Note: As of September 2025. (1) Based on Citieline.

Cryoport Snapshot – Revenue Mix

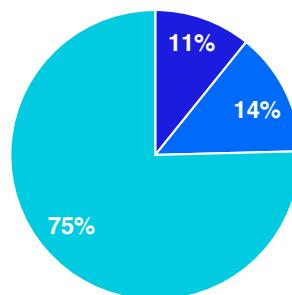
Leading integrated platform ensuring the integrity of critical biomaterials across the life sciences value chain

9M Ended September 2025

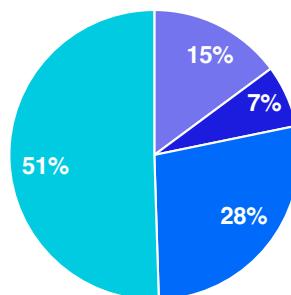
Revenue Type



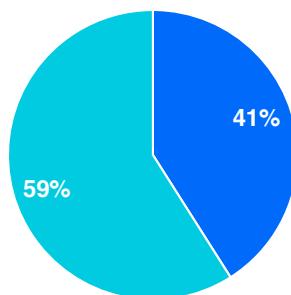
Geography



End Markets



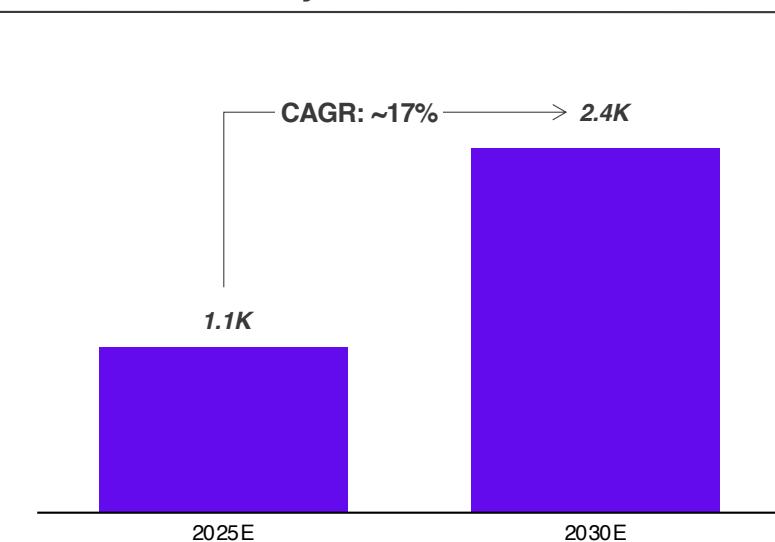
Cell & Gene Therapy (“CGT”) Revenue



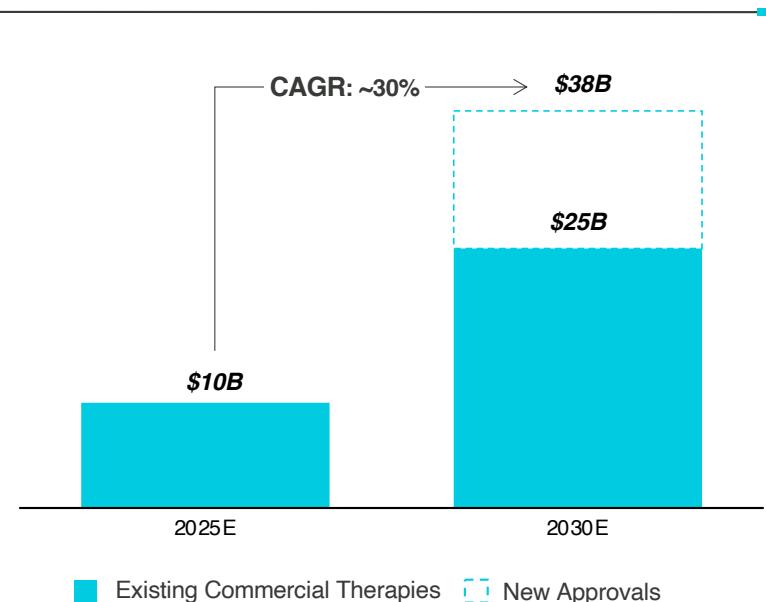
Serving The High Growth \$10B+ CGT Market

Expanding pipeline, rising trial activity, and growing patient populations underpin durable growth opportunities for Cryoport

CGT Clinical Activity⁽¹⁾



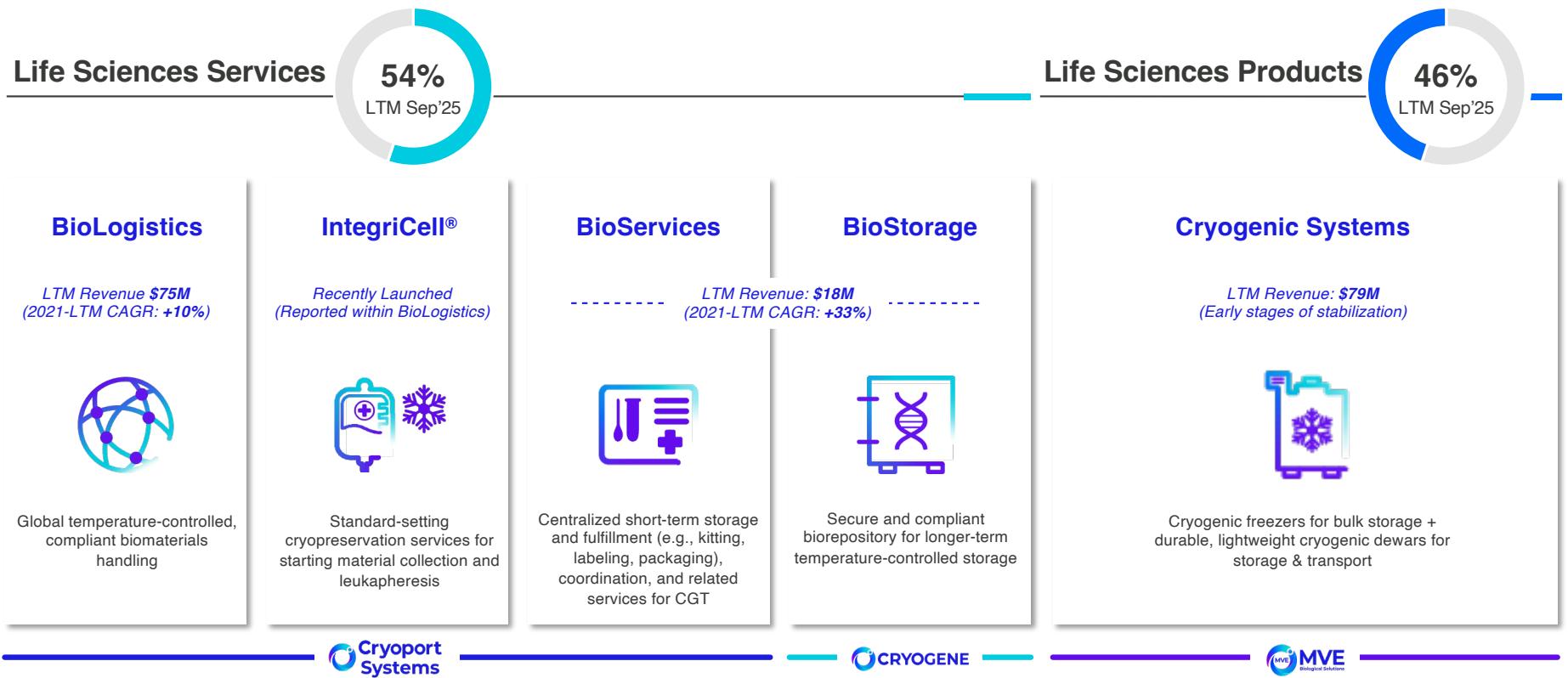
CGT Commercial Market⁽²⁾



Note: (1) Based on ASCGT, ARM, Citieline and Global Data. Reflects only industry-sponsored clinical trials excluding China, mRNA and in-vivo. (2) Based on EvaluatePharma and Wall Street research.

The Cryoport Platform: Services & Products

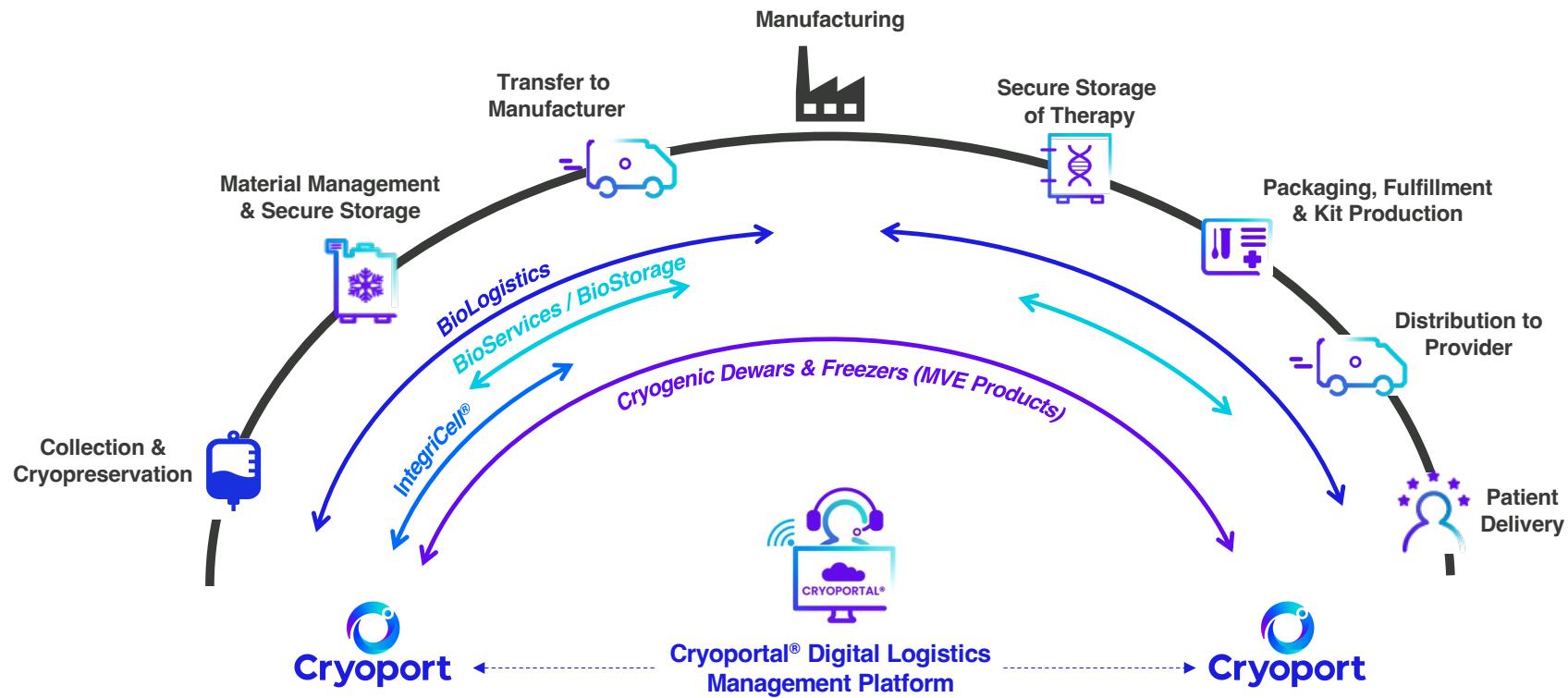
Core services and products supporting the management of critical biomaterials



Note: LTM represents last twelve months as of September 2025.

The Cryoport Platform: End-to-End Support

Comprehensive supply chain management of cell & gene therapies throughout the full workflow – upstream and downstream



The Cryoport Platform: BioLogistics

Leading provider of global temperature-controlled, compliant biomaterials handling, focused on cell & gene therapies

BioLogistics Overview

- **Patented, ISO 21973-compliant** systems and processes designed specifically for life sciences, enabling secure, **temperature-controlled global transport**
- **Packaging, monitoring, and logistics coordination** for all shipment legs including pickup, deliveries, and returns
- **Digital logistics management platform (Cryoportal®)** for order management, global inventory, and predictive shipment analysis
- **Real-time visibility, traceability, and chain-of-custody oversight** throughout entire handling process with **24/7/365 client service**



Zero-failure transport across temperatures



Regulatory and compliance certainty



Global reach as therapy programs scale



The Cryoport Platform: IntegriCell®

Manufacturing-ready leukopak and cryopreservation services and processes for cell therapy

IntegriCell® Overview

- Standardized solution for the collection, processing, and preservation of cell & gene therapy starting materials
- Ready-to-use leukapheresis protocols and technology transfer
- Customized cryopreservation process co-development services
- Consistent quality assurance, control and documentation
- Global clinical trial coverage through our first 2 sites in the US and Europe



Minimize starting material variability



Improved cellular viability



Predictable, consistent production



Protocol
Co-Development

Standardized
Collection

Consistent
Cryopreservation
Services

Quality Control &
Documentation

ONE Contract, ONE Quality Management Agreement, ONE Audit
Reduces risk, lowers cost, and improves quality at scale

The Cryoport Platform: BioServices

Centralized biomaterials storage, fulfillment, and related services for allogeneic and autologous cell & gene therapies

BioServices Overview

- Network of state-of-the-art facilities for **GMP biostorage, clinical and commercial sample management, and inventory control**
- **Clinical and commercial fulfillment** including kitting, labeling, secondary packaging, sample management, and drug recall and returns
- BioServices offering fully integrated with BioLogistics for comprehensive support



Centralized control of biomaterial portfolios



Reduced operational and compliance risk



Reliable fulfillment of patient-critical therapies



The Cryoport Platform: BioStorage

Secure and compliant biorepository for longer-term, temperature-controlled storage

BioStorage Overview

- **Specialized biorepository services** providing secure, long-term multi-temperature cryogenic storage for biological specimens and pre-clinical materials
- **Regulatory-grade facilities** that are FDA-registered and fully compliant with cGMP, CGTP, and AATB standards
- **Advanced inventory control systems** and cryogenic technologies for controlled access, monitoring, and environmental oversight
- **End-to-end storage operations**, from specimen processing and collection through retrieval and distribution



Resilient systems for long-term preservation



Risk mitigation and peace of mind over time



Scalable storage capacity



Houston, TX; San Antonio, TX
Combined 110,000 sq ft biorepository facilities



Tampa, FL (Scheduled opening mid-2027)
30,000 sq ft biorepository facility
collaboration with Moffitt Cancer Center

The Cryoport Platform: Products

Leading cryogenic systems manufacturer globally

MVE Biological Solutions Overview

- Advanced cryogenic transport, storage, and containment systems with next-generation cryogenic systems technologies
- Diverse base of direct customers including biopharma, biotech, vaccine manufacturers, IVF clinics, animal health, government, and academic institutions
- Global benchmark for reliability and sample integrity

MVE is the **only** cryogenic systems manufacturer with FDA Registration, delivering cryogenic solutions that meet the **highest regulatory standards, ensuring the safety** of valuable biological material

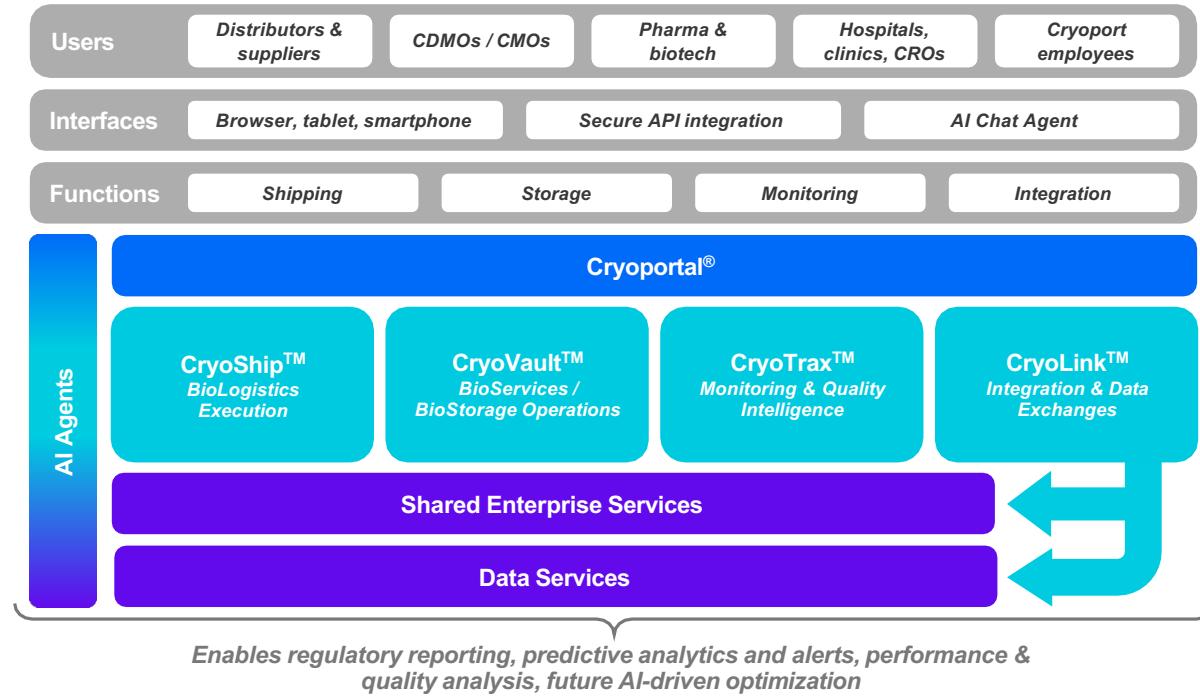
MVE Product Family



Advanced Integrated Digital Platform

Proprietary digital infrastructure unifying services, equipment, data, and users into a single source for end-to-end visibility

..... Cryoportal® Digital Logistics Management Platform Tech Stack



Regulatory Discipline and Compliance

Assurance of global regulatory compliance



End-to-end control
mitigating risk from
vendor hand-offs



Chain-of-custody, chain-of-
identity, chain-of-condition,
and **full traceability**



FDA-registered and audit-
ready operations across
global facilities



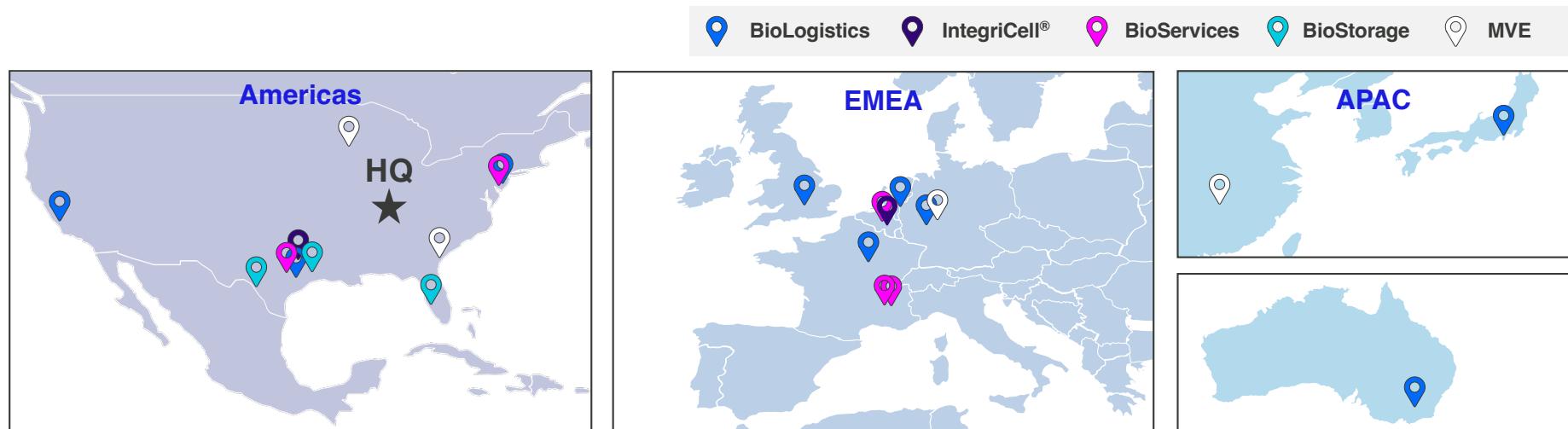
GxP-compliant quality
systems aligned with **ISO**
21973 standards



Chain of Compliance®



Comprehensive Global Capabilities



Expanding Capabilities Globally



Paris, FRANCE (H2'25)



Global Supply Chain Center
55,000 sq. ft. (5,110 m²)



Santa Ana, USA (Expected H2'26)



Global Supply Chain Center
94,000 sq. ft. (8,733 m²)



Tampa, USA (Expected mid-'27) MOFFITT CANCER CENTER



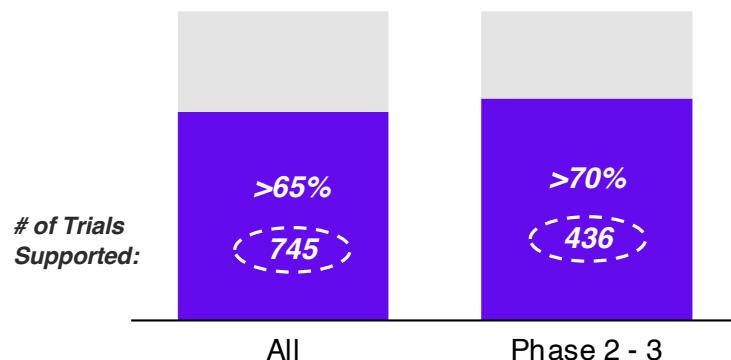
BioStorage
30,000 sq. ft (2,787 m²)

Cryoport's Current Position as the Leading Service Provider for CGT

Deeply embedded with customers and partners with significant barriers to entry

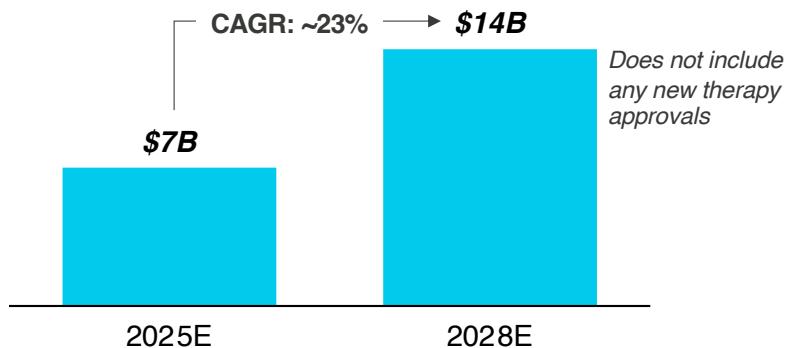
Global CGT Clinical Trials⁽¹⁾

Number & share of global, active cell & gene therapy clinical trials (excl. pre-clinical) supported by Cryoport



Global Commercial Therapies⁽²⁾

Revenue from commercial cell & gene therapies currently supported by Cryoport



Cryoport supports the majority of today's cell & gene therapy trials and leading commercial therapies

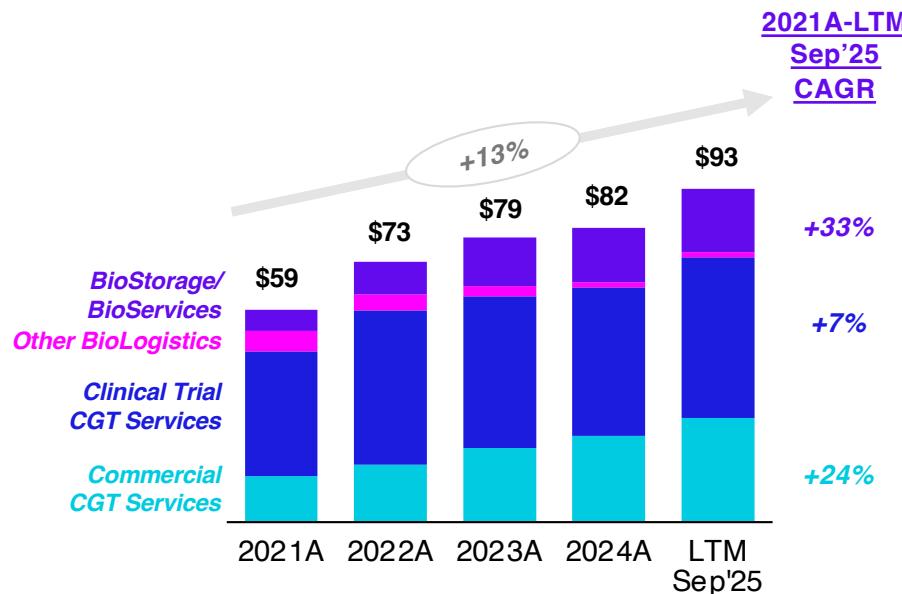
Notes: As of September 2025. (1) Based on Citeline. (2) Based on EvaluatePharma. Includes Abecma, AKUUGO, Amtagvi, Breyanzi, Carvykti, Casegevvy, Ebvallo, Elevidys, Lenmedly, Lyfgenia, Ryoncil, Skyson, Strimvelis, Tecartus, Tecelra, Yescarta, Zemcelpro, Zevaskyn and Zynteglo.

Clear Path to Long-Term Growth & Profitability

Strong foundation for sustainable growth and margin expansion

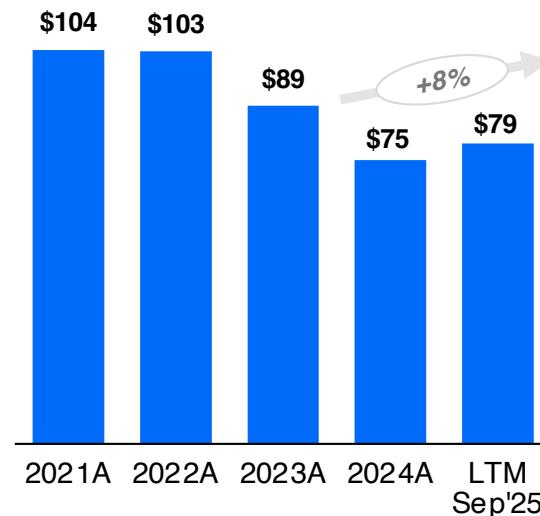
Life Sciences Services (\$M)

Consistent double-digit growth with expanding suite of services



Life Sciences Products (\$M)

Stabilization after capex downcycle



Scaling into Profitability

- Life Sciences Services key driver of Cryoport's future growth outlook
- +270bps YoY gross margin improvement 9ME Sep'25
- Operating leverage to drive Adj. EBITDA for 2026
- 30% target Adj. EBITDA margin

Why Cryoport?



Market leader in temperature-controlled supply chain services



Scalable platform with expanding suite of integrated services



Deeply embedded in majority of cell & gene clinical and commercial therapies



Double-digit services revenue growth and stabilizing product revenue



Significant margin expansion opportunity



Join us in “Enabling the Future of Medicine™”



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<https://www.cryoport.com/>



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