

# cryoport<sup>o</sup>

SCIENCE. LOGISTICS. CERTAINTY.



Cryoport to acquire **CRYOPDP**

# Forward Looking Statements

Statements in this presentation and statements made orally during this presentation 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. Words or phrases such as "believe," "may," "could," "will," "estimate," "continue," "anticipate," "intend," "seek," "plan," "expect," "should," "would" or similar expressions are intended to identify forward-looking statements. Forward-looking statements are based on current beliefs and assumptions that are subject to risks and uncertainties.

These forward-looking statements include, but are not limited to, statements concerning the potential benefit of Cryoport's acquisition of CRYOPDP and the estimated or anticipated future business, performance and results of operations following the transaction. 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, (1) the conditions to the closing of the CRYOPDP acquisition may not be satisfied; (2) the CRYOPDP acquisition may involve unexpected costs, liabilities or delays; (3) the business of the Company may suffer as a result of uncertainty surrounding the CRYOPDP acquisition; (4) the occurrence of any event, change or other circumstances that could give rise to the termination of the CRYOPDP acquisition agreement; (5) risks and uncertainties associated with the effect of changing economic conditions, (6) trends in the products markets, (7) variations in Cryoport's cash flow, (8) market acceptance risks, (9) technical development risks and (10) other risks to the consummation of the CRYOPDP acquisition, including the risk that the CRYOPDP acquisition will not be consummated within the expected time period or at all. Cryoport's business could be affected by a number of other factors, including the risk factors listed from time to time in Cryoport's SEC reports including, but not limited to, Cryoport's 10-K for the year ended December 31, 2019, Cryoport's Quarterly Report on Form 10-Q for the quarter ended June 30, 2020 and any subsequent filings with the SEC. Cryoport cautions investors not to place undue reliance on the forward-looking statements contained in this press release, which speak only as of the date of this press release. 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.





## Transaction Overview

### Acquisition Price

- Total cash consideration of €49 million



### Synergies

- Anticipate over \$100 million of revenue and cost synergies over a 5-year period



### Financing

- From existing cash balance



### Path to Completion

- Customary closing conditions
- Expected to be closed within approximately 60 days



# CRYOPDP Overview



Headquarters: Paris, France



220 employees in 12 countries



Serving 150 countries



25 Years of Service

CRYOPDP is the **third largest** specialty global logistics player providing customized and tailor-made turnkey global transport solutions for high value, time critical and temperature sensitive pharmaceuticals



ISO 9001:2015



GDP



IATA



UNECE



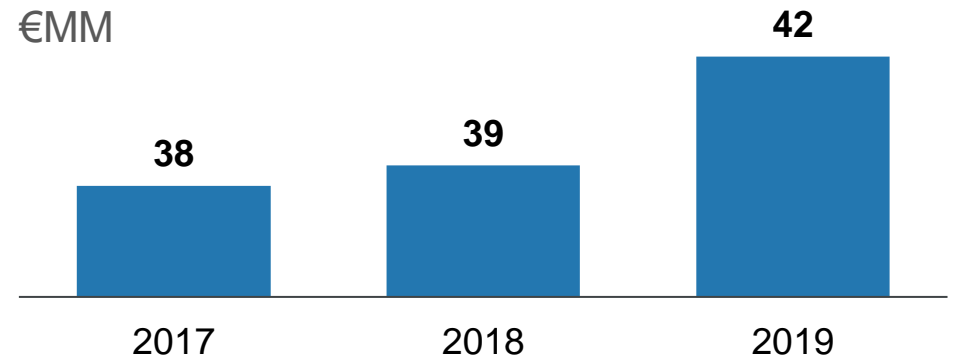
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## ATTRACTIVE FINANCIAL PROFILE

Revenue  
€MM



Expected to be **immediately accretive** to earnings upon closing.





# Cryoport – A Trusted Partner to Life Sciences

## GLOBAL LEADER OF TEMPERATURE-CONTROLLED SUPPLY CHAIN SOLUTIONS



**491**

Active **Cell & Gene Therapy**  
and Tissue Engineering  
Clinical Trials Supported



**68%**

of all Phase III  
**Regenerative Medicine**  
Clinical Trials Supported



**~44% / ~69%**

Growth in Clinical  
Trials Supported      Growth in  
Revenue  
( '17-'19 CAGR)



**~\$38MM**

LTM Revenue



**4**

Commercial **Cell & Gene**  
**Therapies** Supported



**265+**

Active Global Clients



**325,000+ / 100+**

Shipments      Countries



**8**

COVID-19 Vaccines /  
Treatments Supported

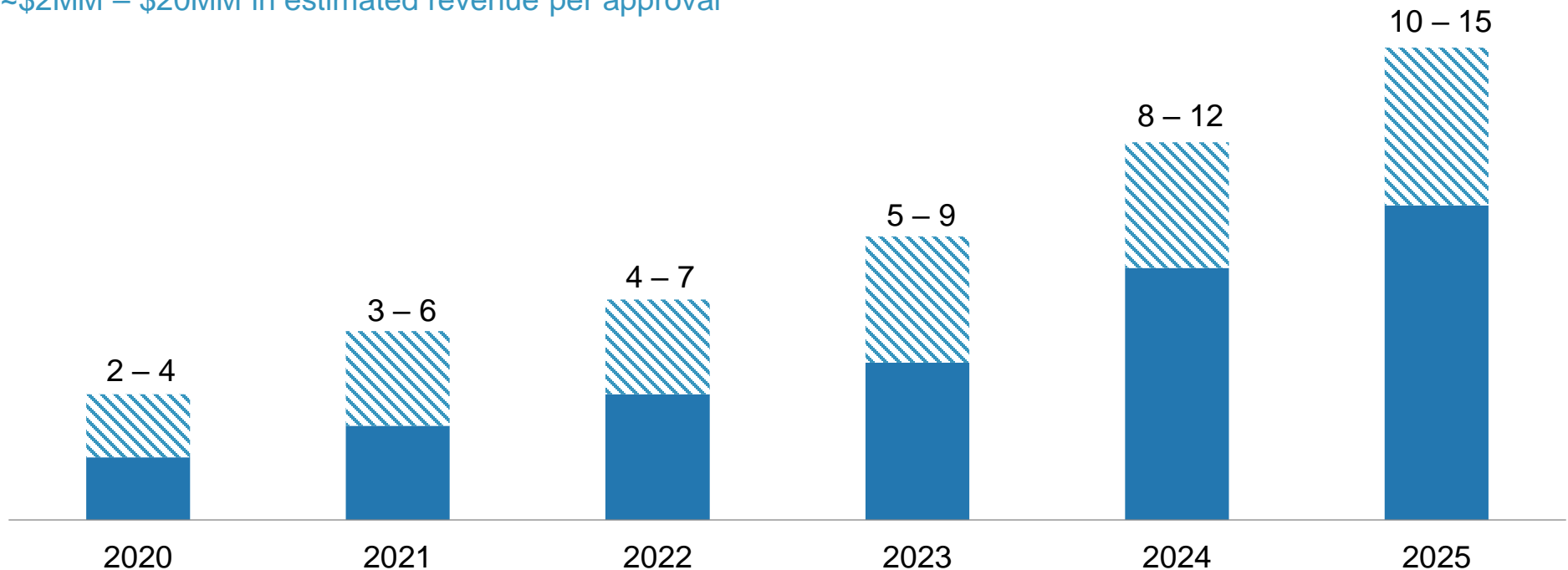
◆..... THE INDUSTRY'S MOST TRUSTED PROVIDER OF COLD CHAIN LOGISTICS SOLUTIONS FOR TEMPERATURE-SENSITIVE LIFE SCIENCES MATERIALS .....◆



# Attractive High-Growth Regenerative Medicine Market Driving Demand

## Estimated Number of Annual Approvals of Cell & Gene Therapies Ramping

~\$2MM – \$20MM in estimated revenue per approval



### Cryoport Expects

6 BLA/MAA's to be submitted by  
Cryoport customers in 2020

17 submissions in 2021



# Strategic Rationale For Acquisition

CRYOPDP + CRYOPORT SYSTEMS = FILLING OUT THE ECOSYSTEM



**Creates global temperature-controlled supply chain network** supporting the life sciences, the growing number of regenerative medicine clinical trials, and the coming wave of commercialization's



**CRYOPDP supports additional temperature-controlled ranges** allowing for the support of valuable commodities that are not shipped cryogenically (e.g. viral vector logistics)



Cell & Gene therapy manufacturing hubs in **EMEA and APAC** align with the CRYOPDP network



**CRYOPDP doubles revenue run rate to over \$80MM** with a robust growth trajectory



**CRYOPDP is profitable, well established, growing,** and led by talented management team





# Global scale of a unified Cryoport and CRYOPDP network



 Cryoport Locations  
 CRYOPDP Locations

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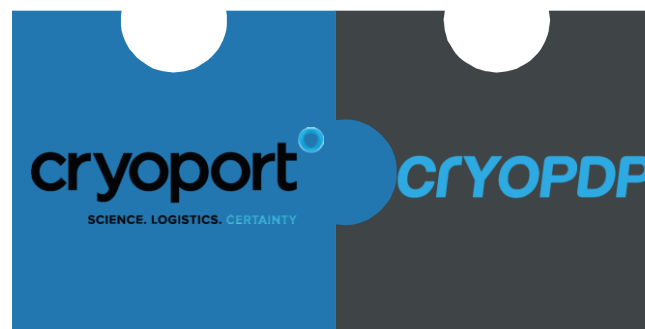
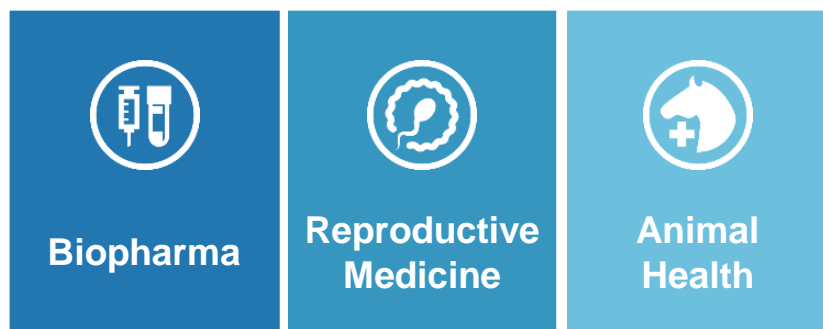






# Partner of Choice with Diverse and Expanding Client Base

## SERVING DIVERSE END MARKETS



## Commercial Products:



CRYOPDP and Cryoport support Over 500 of the top companies in biopharma





# Complementary Services to Benefit Advanced Therapy Clients



## Expands Portfolio of Solutions for Advanced Therapies

- **Packaging:** Supporting additional temperature ranges
- **Transportation:** Fleet for first and last mile shipment management
- **Direct Freight management** capabilities
- CRYOPDP's complementary UniTy IT<sup>SM</sup> platform provides visibility and extends Cryoport's Chain of Compliance<sup>®</sup> to further de-risk the logistics process



## Expands Access for Advanced Therapies Commercial Activity

- Providing logistics services directly by combining CRYOPDP's network in EMEA and APAC with Cryoport Systems
- Global forward operating depots provide expanded reach and scale to more effectively support the growing number of approved therapies and their ramp ups
- The expanded opportunity to capture the inbound non-cryogenic shipments

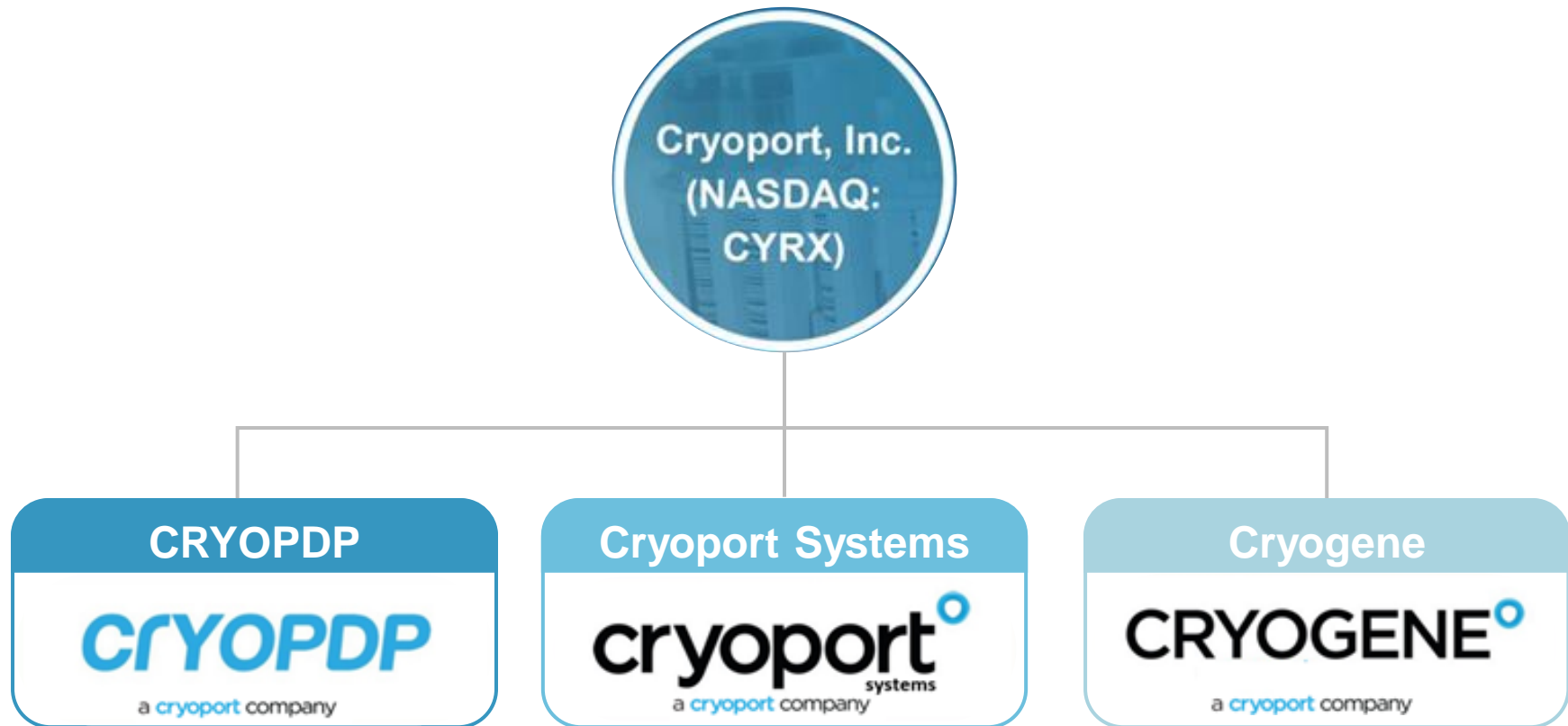


## Doubles Cryoport's 2020 Revenue Run Rate

- Accretive purchase
- 1.15x 2019 revenue



## Operating Holding Structure



Synergies – Cryoport Family of Companies – Separate P&L Responsibilities – Intercompany agreements and sales incentives

**Science. Logistics. Certainty.**

*Thank you!*