

# cryoport<sup>o</sup>

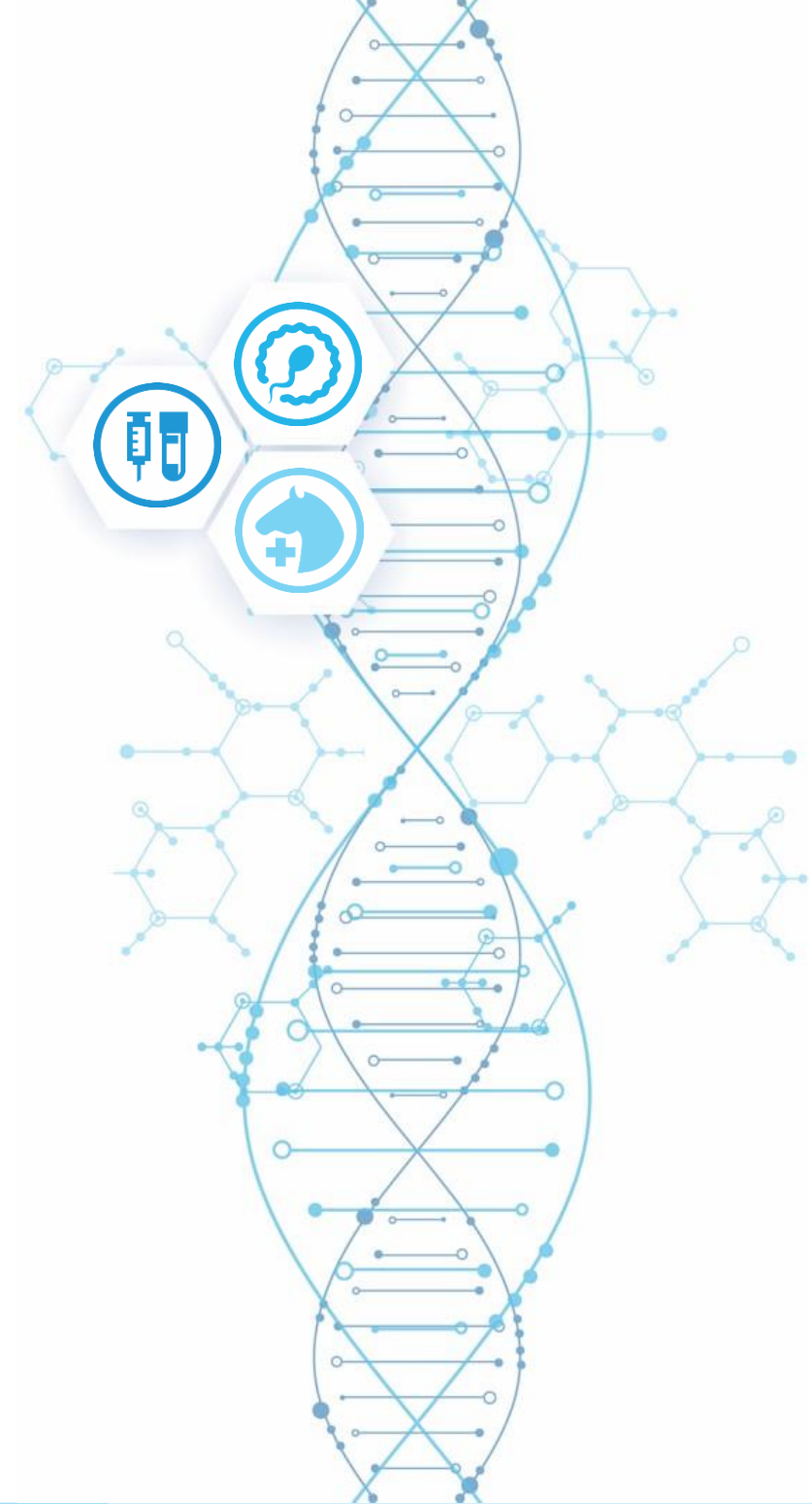
SCIENCE. SUPPLY CHAIN. CERTAINTY.

41st Annual J.P. Morgan

## HEALTHCARE CONFERENCE

January 9–12, 2023 | San Francisco, CA

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

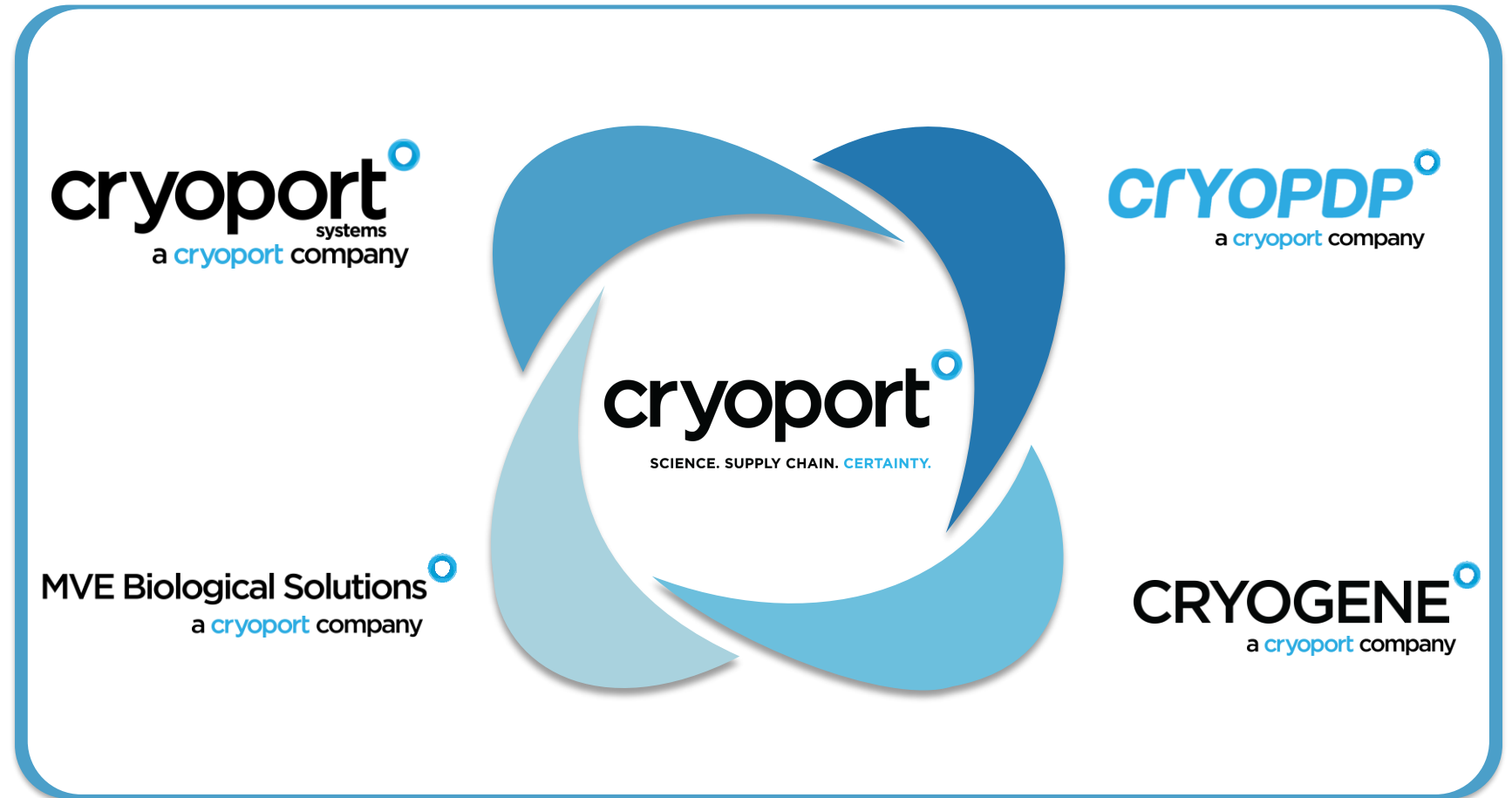


# Forward Looking Statements

Statements in this presentation 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, plans, strategy, acquisitions, future financial results and financial condition, projected trends in the market in which the Company operates, expected impact of the New Prague facility fire, and regulatory approvals with respect to the products of the Company's clients. 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 effect of changing economic conditions, including as a result of the COVID-19 pandemic and its variants, trends in the products markets, variations in the Company's cash flow, market acceptance risks, and technical development risks. The Company's business could be affected by a number of other factors, including the risk factors discussed in the Company's Securities and Exchange Commission ("SEC") reports including, but not limited to, the Company's Annual Report on Form 10-K for the year ended December 31, 2021, and any subsequent filings with the SEC. The forward-looking statements contained in this presentation 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 presentation.

# Cryoport – Trusted Partner to Life Sciences Companies

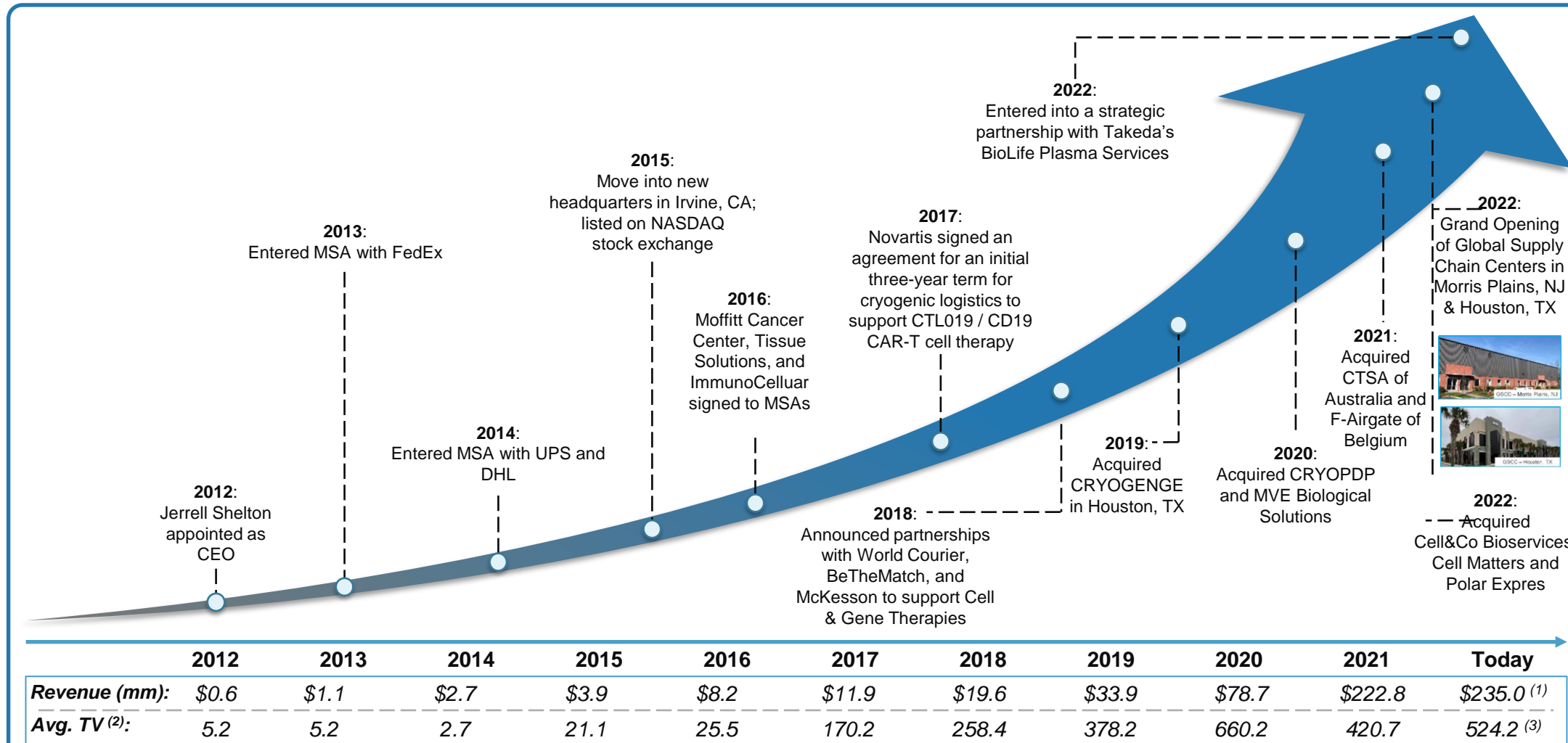
- Life sciences company focused on providing mission critical, proprietary temperature-controlled supply chain solutions
- Capabilities include core competencies to ship, store and deliver biologics in a cryogenic or temperature-controlled state such as:
  - CAR-T and allogeneic therapies
  - Gene therapies
  - 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 healthcare specialty couriers** focused on biopharma in the world
- **One of the largest biorepositories** in the U.S.



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

# Cryoport's Evolution

82% Revenue CAGR Since 2012



## Key Facts Since Nov-2012



8

Acquisitions Completed



3,000+

Active Customers Globally



+450,000

Total Square Feet of Facilities Globally

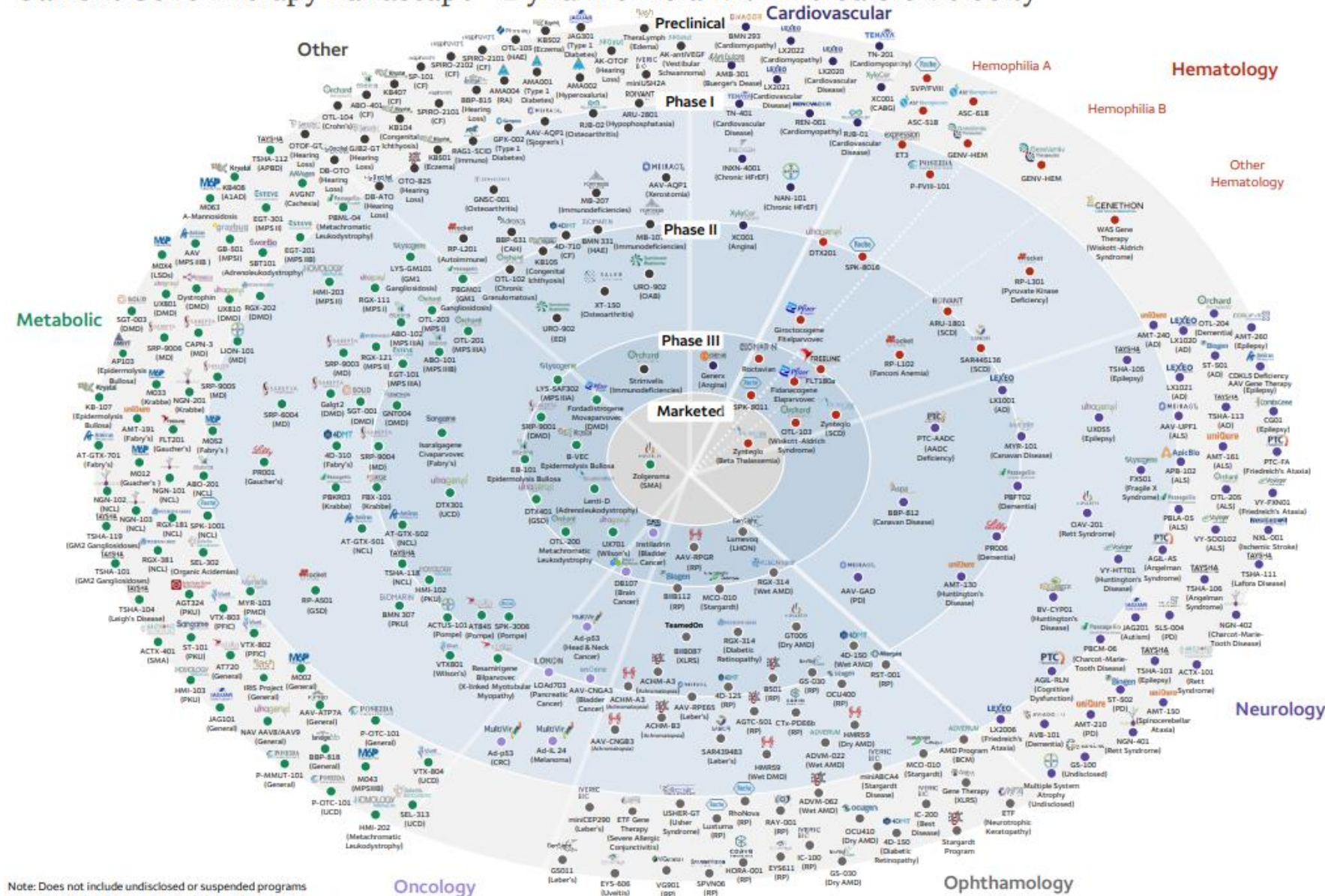






# Gene Therapy Market September 2022

Current Gene Therapy Landscape – Dynamic Field with Incredible Velocity



# Our Growth Drivers for Temperature-Controlled Supply Chain Solutions for the Life Sciences Industry

## C&GT Leader



**10**

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



**643**

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



**80**

**Phase III** Regenerative  
Medicine Clinical Trials  
Supported <sup>(1)</sup>

## Global Scale



**3000+**

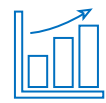
Active Global Clients <sup>(3)</sup>



**1MM+**

Shipments <sup>(4)</sup>

## Performance Driven



**\$232-\$238MM**

FY2022 Revenue Guidance



**\$60.5MM**

Q3 2022 Revenue



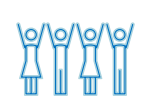
**>100%**

Revenue CAGR since  
2018 <sup>(2)</sup>



**38**

Facilities Globally in  
17 Countries <sup>(3)</sup>



**950+**

Employees

**Trusted Provider of Temperature-Controlled Supply Chain Solutions for Temperature-Sensitive Life Sciences Industry**

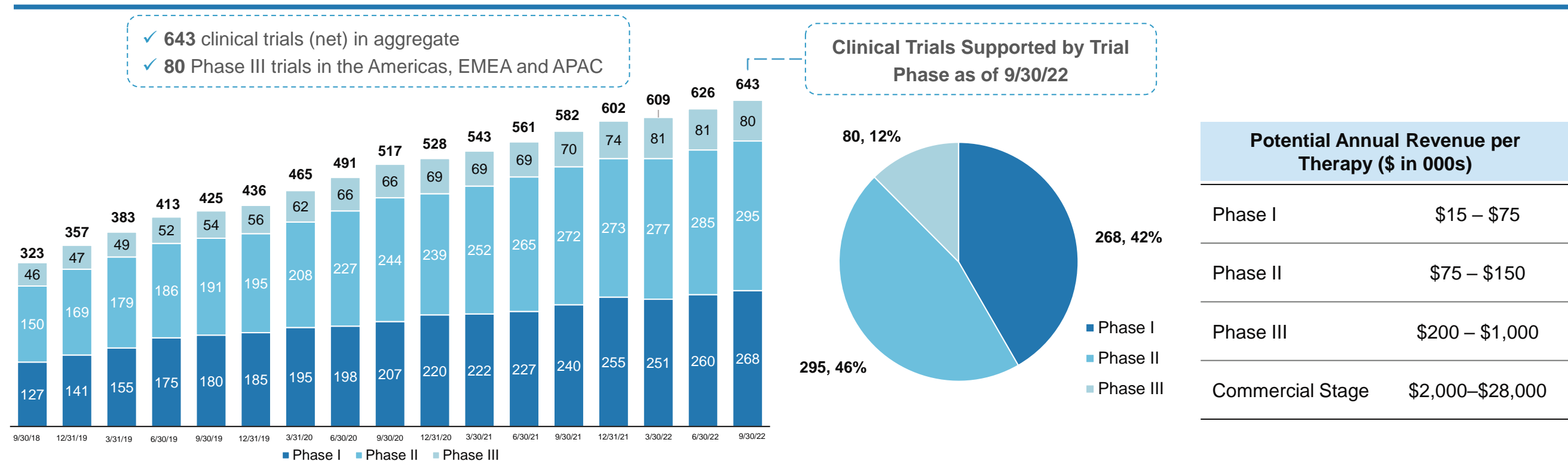


Source: Company Filings and materials

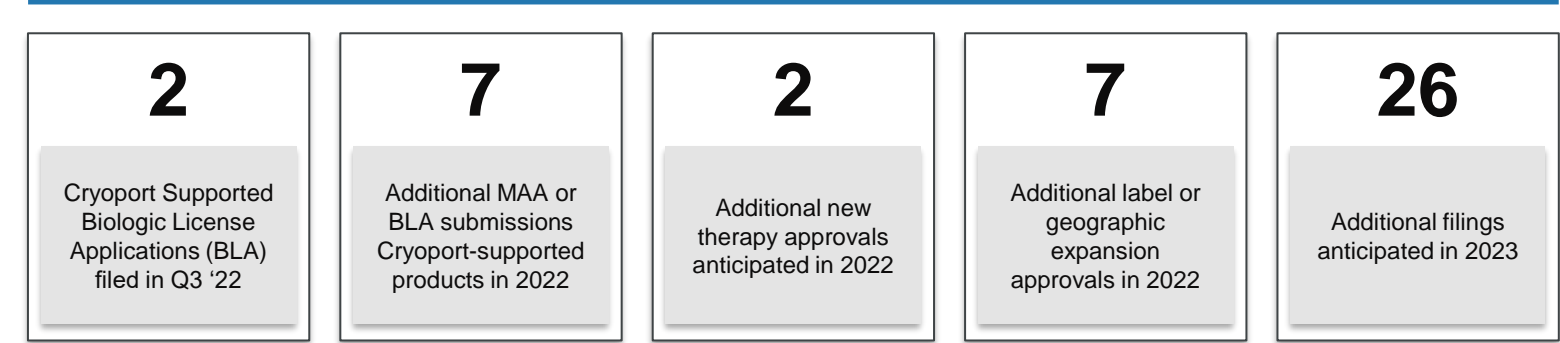
Notes: (1) Supported by Cryoport Systems as of 9/30/2022 (2) Pro Forma for acquisitions since 2018 (3) as of 9/30/2022 (4) Total combined shipments of Cryoport Systems and CRYOPDP since inception

# Robust Cell & Gene Therapy Pipeline Driving Revenue Growth

## 80 Phase III Clinical Trials Supported by Cryoport



## Recent Momentum



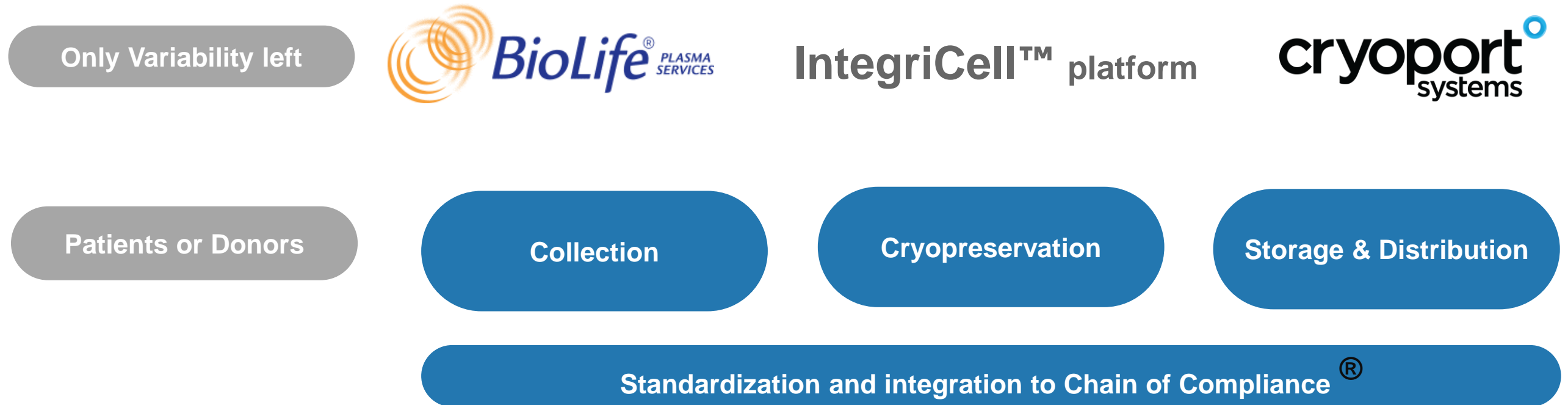
## Approved Therapies Supported by Cryoport



Source: Company materials

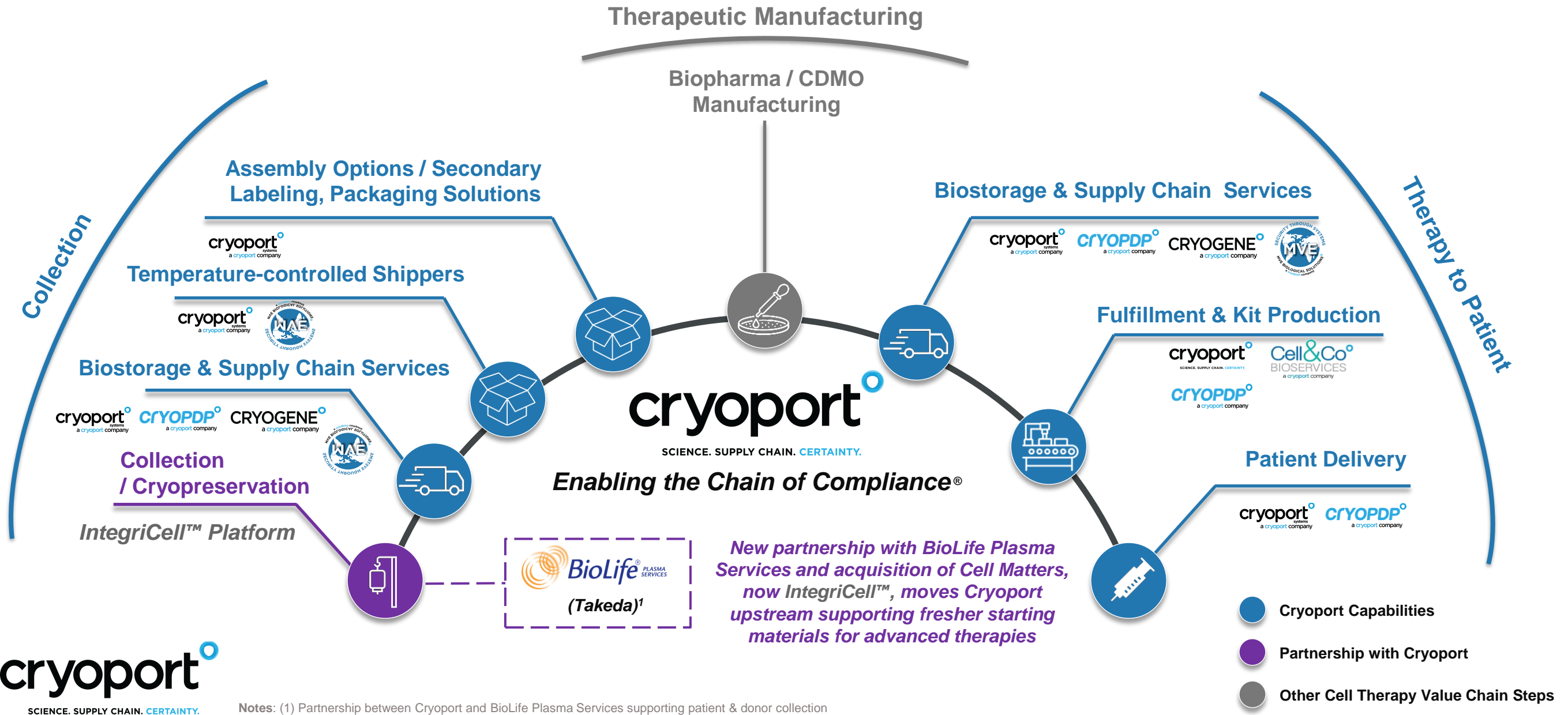


# IntegriCell™, a Unique Platform for Starting Materials



- 1 Contract, 1 Quality Management Agreement, 1 Audit
- **Removes Risks, Decreases Costs and Increases Quality**
- Texas, New Jersey, Belgium locations under development now
- 10 future locations planned in US & EU during 2023-2025

# Unique Platform Supporting the Cell Therapy Workflow



# Client-Focused Solutions



Market Leader  
Category

## Temperature-controlled Supply Chain

## Life Science Specialty Courier

## Cryogenic Systems

## Biostorage

Key Capabilities

- ✓ Temperature-controlled supply chain solutions
  - Advanced therapy shippers
  - Bioservices
  - Logistics solutions

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

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

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

Key Figures

- 10 commercial products
- 600k+ shipments
- 150+ countries
- 6 GSCCs and Logistics Centers

- 150+ agents worldwide
- 3mm+ patients served
- 600k+ shipments
- 30 courier depots

- ~65% market share
- 60 years of setting the standard for cryogenic systems manufacturing
- 3 facilities

- 84,000 square foot facility
- 24-hour turnaround for pick / pack shipments





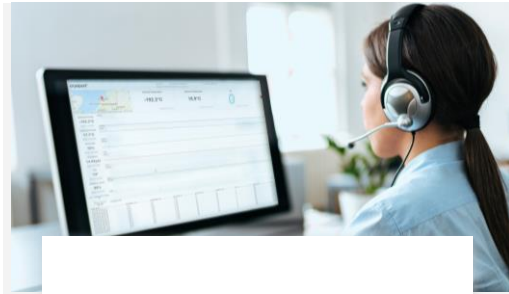


# Global Leader of Integrated Temperature-Controlled Supply Chain Solutions for the Life Sciences Industry



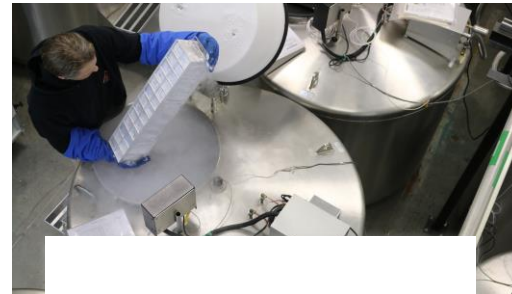
## Unmatched Expertise & Experience

Industry leader - trusted to support 600+ regenerative medicine clinical trials and 10 commercial products. Procedures and processes consistent with ISO 21973:2020



## Integrated & Advanced Logistics

Fully integrated system, processes and equipment Supported by the Life Sciences Industry's most advanced informatics platform and proactive monitoring 24/7/365



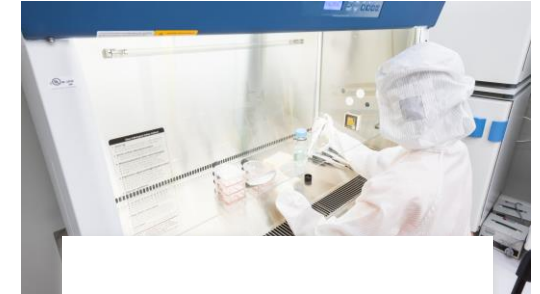
## Secure, Compliant Global BioServices

Comprehensive and traceable "Vein to Vein" services with temperature-controlled GMP storage and fulfillment, secondary packaging/labeling, and kit production ensuring product continuity



## Comprehensive Consulting Services

Dedicated consulting services to de-risk the temperature sensitive supply chain with innovative offerings to support research, clinical, and commercial drug product materials



## Innovative Leukapheresis Supply Chain Platform

IntegriCell™ platform provides standardized and integrated leukapheresis collection, cryopreservation, storage, and distribution for cell therapy manufacturing

## The Most Comprehensive Supply Chain Solutions for the Life Sciences



# Global Supply Chain Centers (“GSCC”) Ensuring the Chain of Compliance and Enabling our Allogenic Future

Cryoport's Foundation



Logistics



Track & Trace  
Regulatory & QP Services



CryoSystems



Consulting Services



Biostorage



Bioservices

Cryoport Now

2022



GSCC – Houston, TX  
(June 2022)



GSCC – Morris Plains, NJ  
(June 2022)




GSCC – Clermont-  
Ferrand, France (August  
2022)

2023


+3

GSCCs coming online in 2023


Cryoport Tomorrow




Cryoprocessing




Cryopreservation Optimization




Leukapheresis




Drug Return & Destruction



Facility Automation



Kit Production



Packaging & Labeling

# Cryoport Elite™ & Cryoport Express® Line of Shippers

## 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**



## 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 Express® Shippers

- Validated for safe, effective and efficient transport
- Designed to be non-hazardous and capable of maintaining temperatures of under -150°C for up to 10 days under dynamic conditions





# #3 Specialty Courier Dedicated to Biopharma in the World



## 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**.

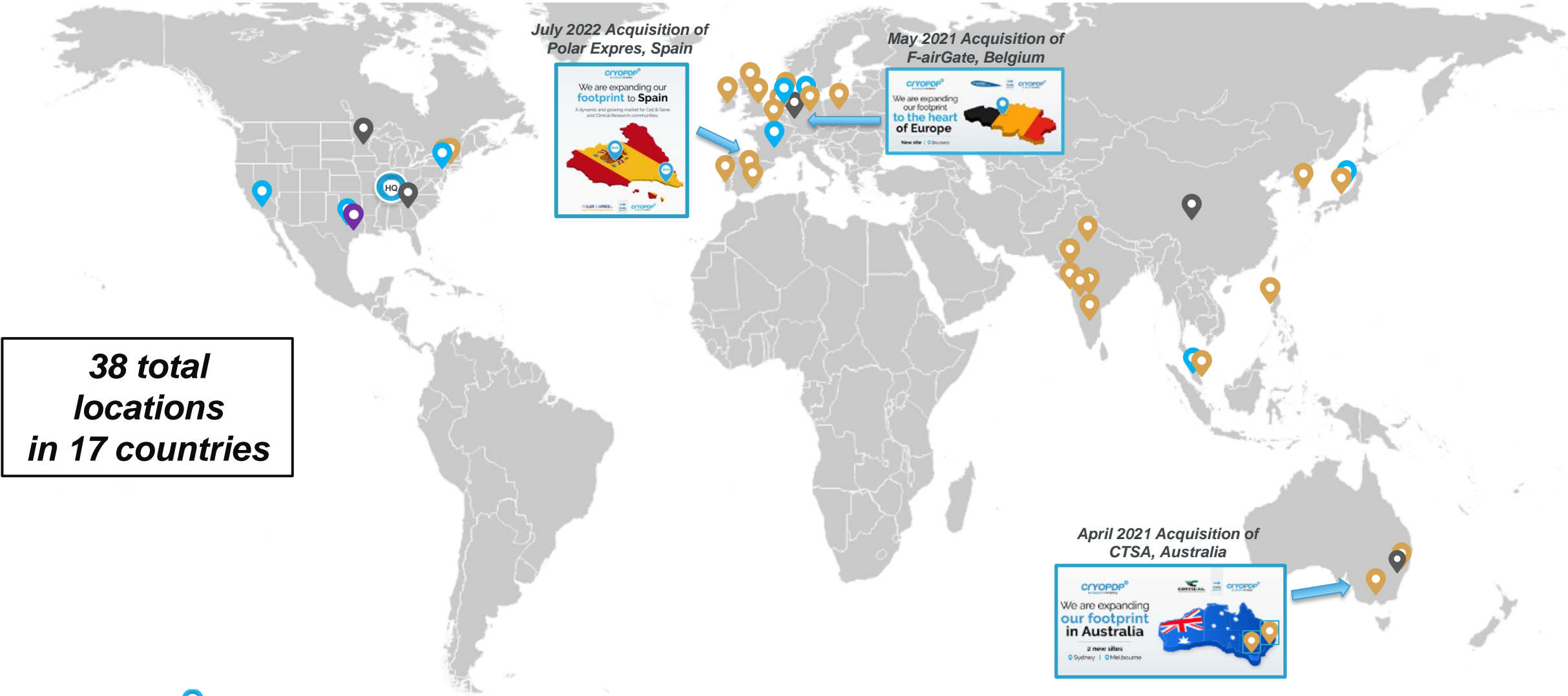


## Life Science Expertise

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**.

# CRYOPDP Adds To Our Growing Global Unified Network



- Cryoport Systems Locations
- Cryogene Location
- CRYOPDP Locations
- MVE Biological Solutions Locations



# MVE Biological Solutions

MVE Biological Solutions is a **leading manufacturer of cryogenic systems**, providing 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**



**280 employees globally**

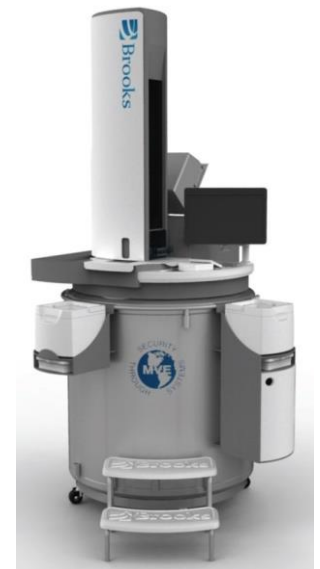


**Global leader in the provision of cryo-systems in the life sciences industry**



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

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# Innovations: Fusion and Vario

## Stainless Steel Freezers

### Vario Freezers

- Variable temperature nitrogen freezer: -20C to -190C
- LN2 flows through controller actuated heat exchangers to achieve desired temperature
- Utilizes minimal electricity
- Provides greater sample security than a mechanical freezer due to superior thermodynamic properties
- Fill using controller



## Stainless Steel Freezers

### Fusion

- Self sustaining nitrogen freezer
- Operates between -160C & -170C
- Utilizes minimal electricity compared to mechanical freezers
- Provides far superior sample security compared to mechanical freezers
- Perfect for locations where LN2 access is challenging
- Fill using transfer hose initially plus top off to counter thermal addition



# One of The Largest, Most 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**
- **24-hour Turn Around for Pick/Pack Shipments**
- **Sample Processing**
- **Sample Transportation**
- **Final Product Processing**
- **Expanding to San Antonio and Philadelphia in 2023**



# 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	<ul style="list-style-type: none"><li>• GHG Emissions</li><li>• Resource Efficiency</li></ul>	<ul style="list-style-type: none"><li>• Diversity, Equity &amp; Inclusion</li><li>• Employee Health &amp; Safety</li></ul>	<ul style="list-style-type: none"><li>• Product &amp; Service Quality</li><li>• Product Lifecycle Management &amp; Innovation</li></ul>	<ul style="list-style-type: none"><li>• Business Ethics</li><li>• Supplier Management</li><li>• Data Privacy &amp; Security</li></ul>



# Outstanding 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><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><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><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><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>	

# Strong Balance Sheet

	September 30, 2022	December 31, 2021
<i>(in thousands)</i>	<i>(unaudited)</i>	
<b>Current assets:</b>		
Cash and cash equivalents	\$ 30,724	\$ 139,101
Short-term investments	498,801	489,698
Accounts receivable, net	44,419	39,412
Inventories	24,542	16,501
Prepaid expenses and other current assets	10,639	8,804
Total current assets	609,125	693,516
Property and equipment, net	57,680	49,029
Operating lease right-of-use assets	24,820	20,675
Intangible assets, net	192,140	201,427
Goodwill	147,458	146,954
Deposits	926	950
Deferred tax assets	1,642	419
<b>Total assets</b>	<b>\$ 1,033,791</b>	<b>\$ 1,112,970</b>

	September 30, 2022	December 31, 2021
<i>(in thousands)</i>	<i>(unaudited)</i>	
<b>Current liabilities:</b>		
Accounts payable and other accrued expenses	\$ 27,441	\$ 28,583
Accrued compensation and related expenses	8,625	9,912
Deferred revenue	549	547
Current portion of operating lease liabilities	3,007	3,542
Current portion of notes payable	1,010	—
Current portion of finance lease liabilities	96	61
Total current liabilities	40,728	42,645
Convertible senior notes, net	406,071	404,171
Notes payable, net	351	1,086
Operating lease liabilities, net	23,112	18,144
Finance lease liabilities, net	171	51
Deferred tax liabilities	3,037	4,018
Other long-term liabilities	455	298
Contingent consideration	4,145	729
Total liabilities	478,070	471,142
Total stockholders' equity	555,721	641,828
<b>Total liabilities and stockholders' equity</b>	<b>\$ 1,033,791</b>	<b>\$ 1,112,970</b>

# Income Statement Indicative of a Growth Company

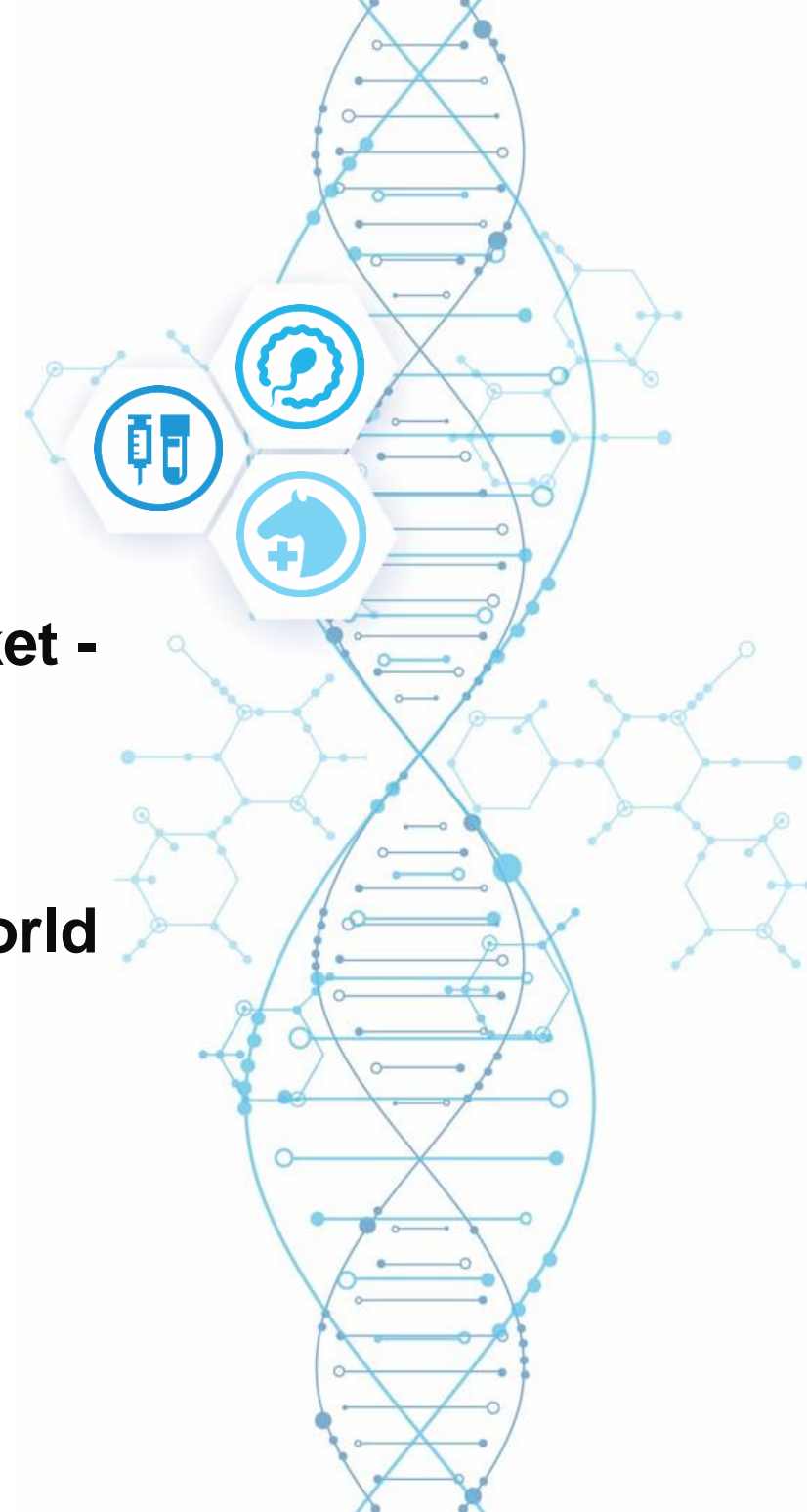
**Cryoport, Inc. and Subsidiaries**  
**Condensed Consolidated Statements of Operations**  
(unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
(in thousands, except share and per share data)	2022	2021	2022	2021
<b>Revenues</b>	\$ 60,464	\$ 56,693	\$ 176,919	\$ 166,168
<b>Cost of revenues</b>	34,047	33,180	99,323	92,704
<b>Gross margin</b>	26,417	23,513	77,596	73,464
<b>Operating costs and expenses:</b>				
Selling, general and administrative	30,235	23,901	87,420	69,977
Engineering and development	3,985	4,188	11,045	12,953
<b>Total operating costs and expenses:</b>	<b>34,220</b>	<b>28,089</b>	<b>98,465</b>	<b>82,930</b>
Loss from operations	(7,803)	(4,576)	(20,869)	(9,466)
Other income (expense):	2,487	(1,950)	(7,028)	(5,976)
<b>Net loss</b>	<b>\$ (5,316)</b>	<b>\$ (6,526)</b>	<b>\$ (27,897)</b>	<b>\$ (15,442)</b>
Paid-in-kind dividend on Series C convertible preferred stock	(2,000)	(2,000)	(6,000)	(6,196)
<b>Net loss attributable to common stockholders</b>	<b>\$ (7,316)</b>	<b>\$ (8,526)</b>	<b>\$ (33,897)</b>	<b>\$ (21,638)</b>
<b>Net loss per share attributable to common stockholders - basic and diluted</b>	<b>\$ (0.15)</b>	<b>\$ (0.18)</b>	<b>\$ (0.69)</b>	<b>\$ (0.48)</b>
Weighted average common shares outstanding - basic and diluted	48,520,696	46,137,147	49,148,558	45,220,319



# A Brief Summary of Cryoport

- **Global leader in integrated temperature-controlled supply chain solutions for the life sciences industry**
- **38,17,1,000**
- **Global leader in the support of the cell & gene therapy market - and poised for accelerated growth**
- **Global leader in the supply of cryogenic systems solutions**
- **3<sup>rd</sup> largest specialty courier focused on biopharma in the world**
- **One of the largest biorepositories in the United States**
- **Strong balance sheet**
- **Robust innovation pipeline**





# A PATIENT IS WAITING

SETTING THE STANDARD. THE FIRST SHIPPER CERTIFIED

**cryoport<sup>o</sup>**

SCIENCE. SUPPLY CHAIN. CERTAINTY.

Science. Logistics. **Certainty.**

*Thank you!*

