

Q1 FY-2025 Earnings Call

May 7, 2025



Forward Looking Statements

Statements in this presentation which 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. 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 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 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 and expectations relating to its previously announced cost reduction and capital realignment strategies, including 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 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 its 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 the SEC. The forward-looking statements contained in this presentation speak only as of 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.

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> market

The leading manufacturer of cryogenic systems and accessories in the world

One of the largest biorepositories in the U.S.



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

Cryoport, Inc.



Jerry Shelton
President and
Chief Executive Officer



Robert Stefanovich
Chief Financial Officer
and Treasurer



Mark Sawicki, Ph.D.
Chief Scientific Officer



Tom Heinzen
VP of Corporate Development

Cryoport – Q1 2025 Snapshot

(all data from continuing operations)

Performance



\$41.0M

Q1-2025 Revenue



\$165 - \$172M

FY 2025 Revenue
Guidance



\$244M

Cash & Short-Term
investments

Recent News



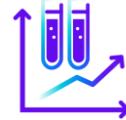
**Strategic Partnership with
DHL Group and all cash
divestiture of CRYOPDP
specialty courier (\$195M
enterprise value) expected
to close Q2/Q3 2025**

C> Supply Chain Leader



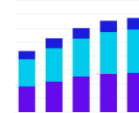
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Commercial Cell & Gene
Therapies Supported ⁽¹⁾



\$7.2M

+33% YoY growth
Commercial Cell & Gene
Therapies revenue



711

Active **Cell & Gene**
Therapy
Clinical Trials Supported ⁽²⁾

Global Platform⁽²⁾



**Key facilities in Americas, EMEA
and APAC regions**



Global Clients Base



670 Employees

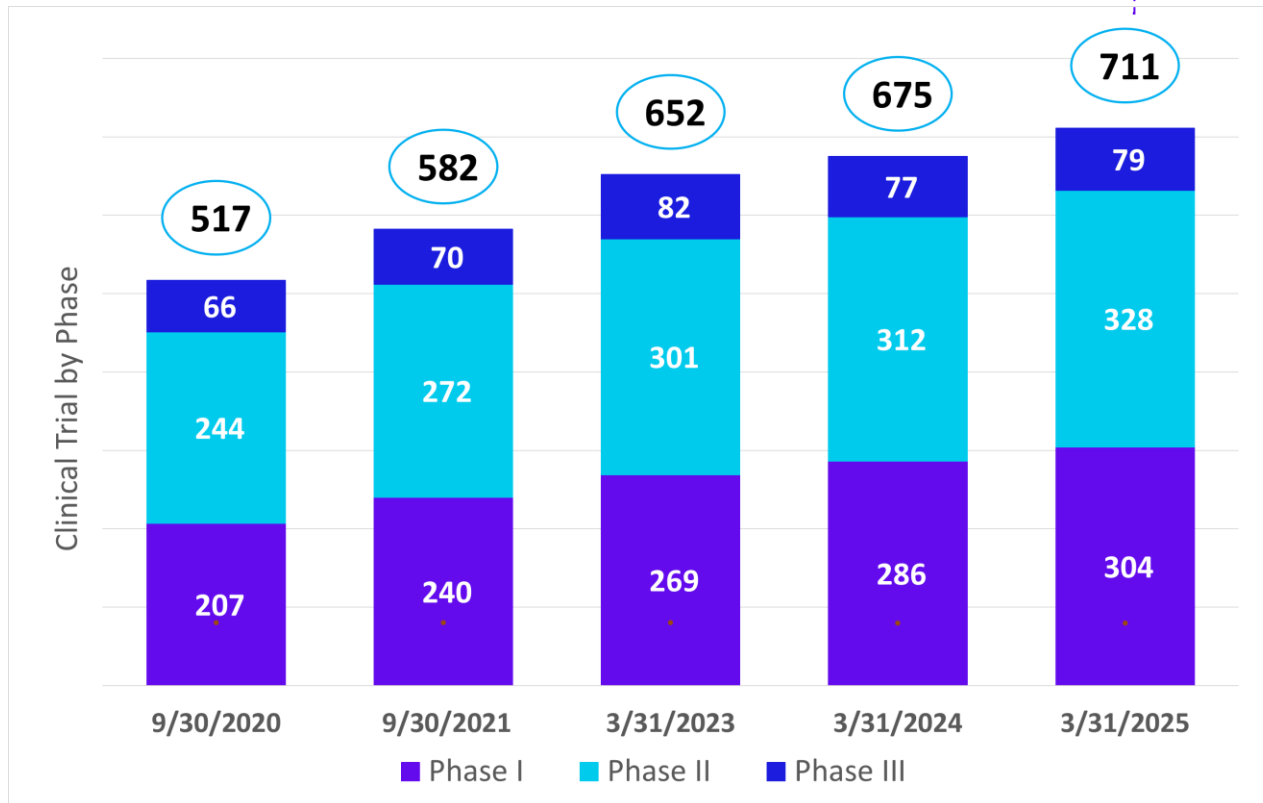
Source: Company Filings and materials

Notes: (1) Supported by Cryoport Systems following FDA's approval of Abeona Therapeutics' ZEVASKYNT™ (2) As of 3/31/2025

Supporting Growing Cell & Gene Therapy Clinical Trial Pipeline

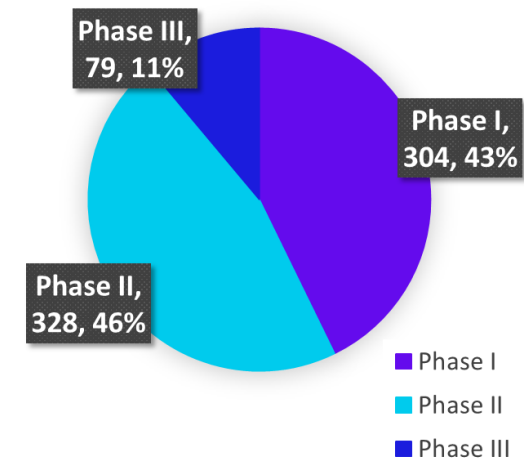
- ✓ 711 clinical trials (net) in aggregate
- ✓ 79 Phase III trials in the Americas, EMEA and APAC

Clinical Trials Supported by Trial Phase as of 3/31/25



Increased by 36 trials (net) over Q1 2024

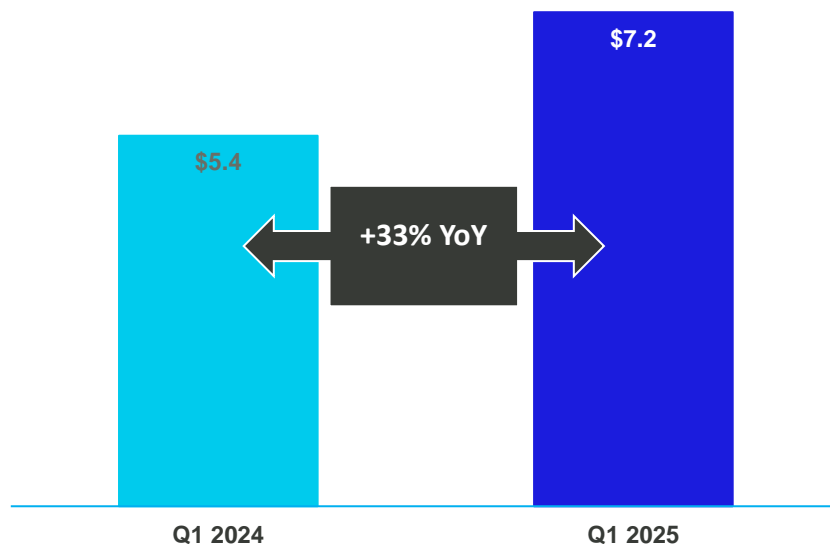
Clinical trials supported by trial phase as of March 31, 2025



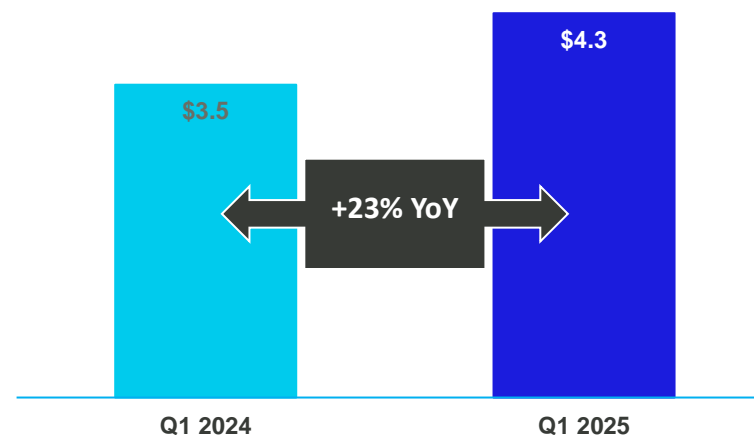
Source: Company materials cross-referenced to clinical trial information publicly available

LS Services Key Revenue Growth Drivers

Commercial CGT Revenue
(\$ in millions)



BioStorage/BioServices Revenue
(\$ in millions)



Q1 2025 Revenue

Cryoport, Inc. and Subsidiaries Revenue

(unaudited)

	Three Months Ended March 31,		
(in thousands)	2025	2024	% Change
Life Sciences Services	\$ 22,865	\$ 19,485	17%
BioLogistics Solutions	18,531	15,957	16%
BioStorage/BioServices	4,334	3,528	23%
Life Sciences Products	\$ 18,175	\$ 17,806	2%
Total Revenue From Continuing Operations	\$ 41,040	\$ 37,291	10%

Cryoport Supports 20 Commercial Cell & Gene Therapies



Balance Sheet

	March 31, 2025	December 31, 2024
<i>(in thousands)</i>		
Current assets		
Cash and cash equivalents	\$ 36,102	\$ 34,137
Short-term investments	207,929	216,460
Accounts receivable, net	28,371	25,304
Inventories	23,340	21,476
Prepaid expenses and other current assets	7,444	7,944
Current assets held for sale	108,090	36,251
Total current assets	411,276	341,572
Property and equipment, net	80,481	80,013
Operating lease right-of-use assets	39,102	39,920
Intangible assets, net	145,414	147,927
Goodwill	20,960	20,569
Deposits	1,997	1,951
Deferred tax assets	614	842
Long-term assets held for sale	-	70,699
Total assets	\$ 699,844	\$ 703,493

	March 31, 2025	December 31, 2024
<i>(in thousands)</i>		
Current liabilities		
Accounts payable and other accrued expenses	\$ 13,442	\$ 15,895
Accrued compensation and related expenses	12,681	11,209
Deferred revenue	1,774	1,061
Current portion of operating lease liabilities	3,661	3,399
Current portion of finance lease liabilities	340	315
Current portion of convertible senior notes, net	14,326	14,298
Current portion of notes payable	149	143
Current portion of contingent consideration	-	2,808
Current liabilities held for sale	27,657	15,435
Total current liabilities	74,030	64,563
Convertible senior notes, net	184,211	183,919
Notes payable, net	1,122	1,114
Operating lease liabilities, net	38,101	38,551
Finance lease liabilities, net	758	800
Deferred tax liabilities	878	804
Other long-term liabilities	1,353	296
Contingent consideration, net	580	3,751
Long-term liabilities held for sale	-	7,797
Total liabilities	301,033	301,595
Total stockholders' equity	398,811	401,898
Total liabilities and stockholders' equity	\$ 699,844	\$ 703,493

Statement of Operations

	Three Months Ended March 31, (unaudited)	
<i>(in thousands, except share and per share data)</i>	2025	2024
Revenue		
Life Sciences Services revenue	\$ 22,865	\$ 19,485
Life Sciences Products revenue	18,175	17,806
Total revenue	41,040	37,291
Cost of revenue:		
Cost of services revenue	11,920	11,011
Cost of products revenue	10,479	11,215
Total cost of revenue	22,399	22,226
Gross margin	18,641	15,065
Operating costs and expenses:		
Selling, general and administrative	24,191	27,821
Engineering and development	3,934	4,752
Total operating costs and expenses:	28,125	32,573
Loss from operations	(9,484)	(17,508)

	Three Months Ended March 31, (unaudited)	
<i>(in thousands, except share and per share data)</i>	2025	2024
Other income (expense):		
Investment income	1,573	2,600
Interest expense	(583)	(1,275)
Other income (expense), net	(300)	1,259
Loss before provision for income taxes	(8,794)	(14,924)
Provision for income taxes	(234)	(111)
Loss from continuing operations	\$ (9,028)	\$ (15,035)
Loss from discontinued operations, net	(2,953)	(3,860)
Net loss	\$ (11,981)	\$ (18,895)
Paid-in-kind dividend on Series C convertible preferred stock	(2,000)	(2,000)
Net loss attributable to common stockholders	\$ (13,981)	\$ (20,895)
Net loss per share attributable to common stockholders - basic and diluted	\$ (0.28)	\$ (0.43)
Weighted average common shares outstanding - basic and diluted	49,947,012	49,019,964



The Leading Cryogenic Systems Manufacturer in the World

MVE Biological Solutions is the leading manufacturer of cryogenic systems, providing cryogenic 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



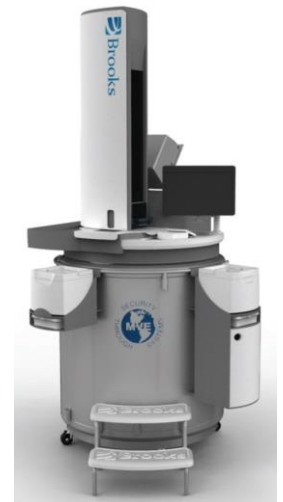
260 employees globally



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



60 years of setting the standard for cryogenic storage



CRYOGENE Will Be Exclusive Supplier to Speros/Moffitt Cancer Center

- 30,000 sq ft facility with exclusivity for biorepository services
- Construction to begin Q2 2025
- Biological material transfers begin Q2 2026
- CRYOGENE will provide our services to biotech, research, and pharma companies in the region
- 775-acre Speros Clinical Research Campus in Tampa, FL



MVE Biological Solutions' FDA Registration

**Cryoport's
MVE Officially
Registered
with the FDA**



Manufacturing Facilities and Applicable Products

- MVE officially registered all three of its manufacturing facilities with the U.S. Food and Drug Administration (FDA), ensuring compliance with stringent regulatory standards
- All applicable MVE-manufactured cryogenic freezers and dewars are now listed with the FDA
- This achievement highlights MVE's adherence to:
 - 21 CFR Part 820
 - Good Manufacturing Practices (GMP), and
 - ISO 13485 certification

Cryoport Systems' Proprietary Shipper Fleet

**Cryoport Express® High Volume
Dry Vapor Shipper CXHV3**
-150° C or colder



**CryoMax® Cryogenic
Lab Move Shipper C1536PD**
21 days at -150°C or colder



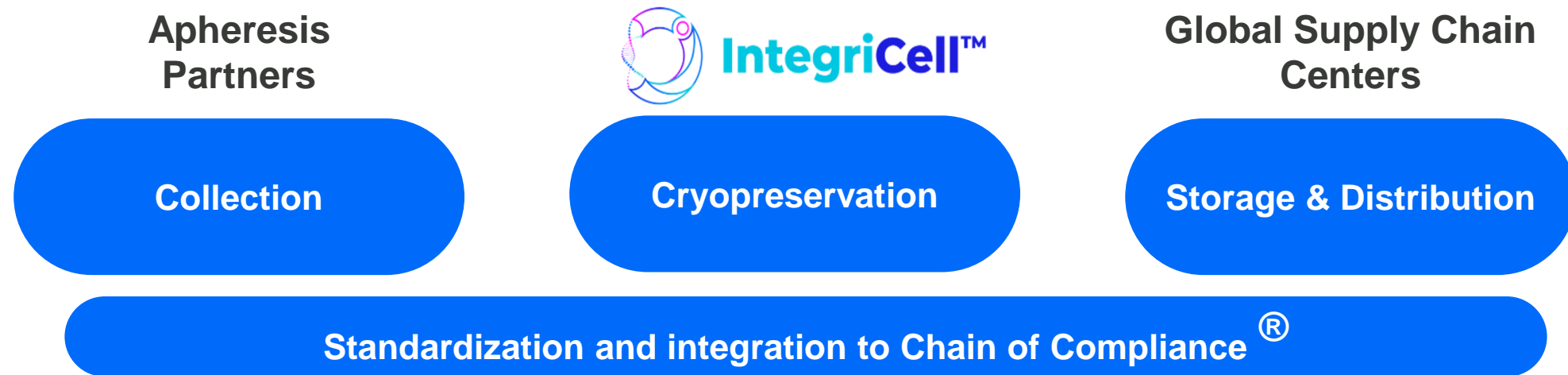
**Cryoport Elite™ 28L Ultra
Cold Shipper ELUC128**
-60° C to -80° C



**Cryoport Elite™ 56L Ultra
Cold Shipper ELUC156**
-60° C to -80° C

IntegriCell™ - a Unique Platform for Starting Materials

A standardized cryopreservation and distribution solution for the global cell therapy market located in Villers le Bouillet, Belgium and Houston, Texas



- **ONE** Contract, **ONE** Quality Management Agreement, **ONE** Audit
- **Removes Risks, Decreases Costs, and Improves Quality**

IntegriCell™ Vision

To establish a standardized cryopreservation and distribution solution for the global cell and gene therapy market

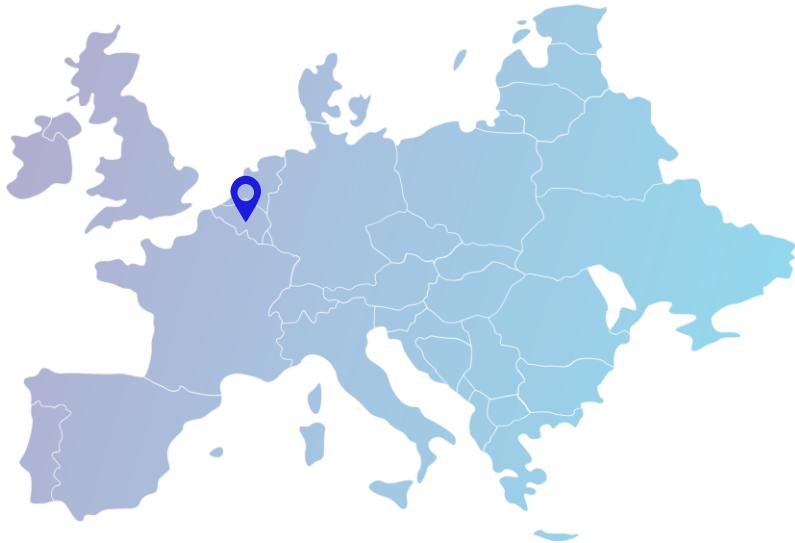
- IntegriCell™ combines:
 - Cryoport Systems' global leadership in temperature-controlled supply chain solutions and storage
 - Cryopreservation experience and expertise
 - Allogeneic donor sourcing and apheresis collection services via strategic partnerships



IntegriCell™ Current Footprint



Villers-le-Bouillet, Liège, BELGIUM
CRYO Manufacturing



- Cryopreservation Process Development
- Cryopreservation Manufacturing for Clinical Grade/GMP compliant (1,000 units/year)
- 19,078 sq. ft. (1,772.4 m²)

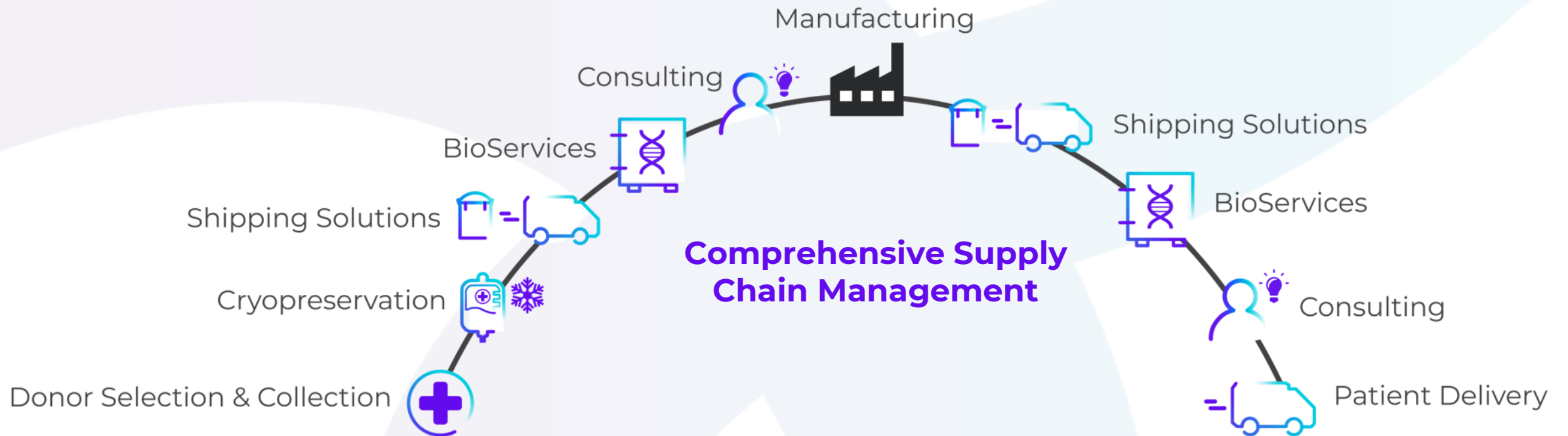


Houston, USA
CRYO Manufacturing



- Cryopreservation Manufacturing for Clinical Grade/GMP compliant (1,000 units/year)
- 5,500 sq. ft. (511 m²)

Cryoport Systems' Platform Solution



Upcoming Investor Conferences

Host	Conference	Date	Location
Jefferies	Healthcare Conference	June 3-5, 2025	New York
Roth	15 th Annual London Conference	June 24-26, 2025	London
Wells Fargo	20 th Annual Healthcare Conference	September 3-5, 2025	Boston
Morgan Stanley	Global Healthcare Conference	September 8-10, 2025	New York
UBS	Global Healthcare Conference	November 9-13, 2025	Florida

Unparalleled Informatics Technology

World-Class Technology & Innovation

- The Cryoport Systems Shipping Solution, comprised of the Cryoport[®], Smartpak II[®], and round-the-clock client support, work together to reduce/manage risk, allow for proactive monitoring, and includes intervention capabilities
- **Cryoport[®] 2 Logistics Management System:** Maintains records of the Smartpak II[®] and transport documents including linked tracking data from carriers' shipment numbers
 - Streamlines ordering, tracking, paperwork, and communications through a single web-based portal
 - Complete shipping history available in 21 CFR, Part 11 compliant database
- **Chain of Compliance[®]** processes provide full traceability and transparency for not only the commodity history of the shipments but of the historical use, performance, handling, cleaning, and disinfection of the equipment as well
- **Smartpak II[®] Condition Monitoring System:** Provides near real-time information while tracking location, temperature, pressure, anti-tamper, orientation, humidity, and shock

Cryoport's Logistics Management Made Easy

It's as simple as a couple of clicks

- Log into the Cryoport® to create an order or select a prepopulated template
- Carrier options, such as our Cryoshuttle®, integrators, and couriers or any combination to meet your specific shipment need are available
- Once the order is placed, Cryoport Systems handles the rest and manages the entire process
- All shipments legs including pickup, deliveries, and returns management are captured and assigned
- Our 24/7/365 client service team provides updates through email notifications
- Our Cryoport® also provides automated updates to give you total peace of mind

