

43rd Annual J.P. Morgan  
**HEALTHCARE CONFERENCE**

January 13-16, 2025 | The Westin St. Francis • San Francisco, California

*A legacy Hambrecht & Quist®  
event since 1983*



**Jerrell Shelton, CEO**

*January 15, 2025*



# Forward Looking Statements

Statements in this press release 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 2024 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 press release 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 press release.

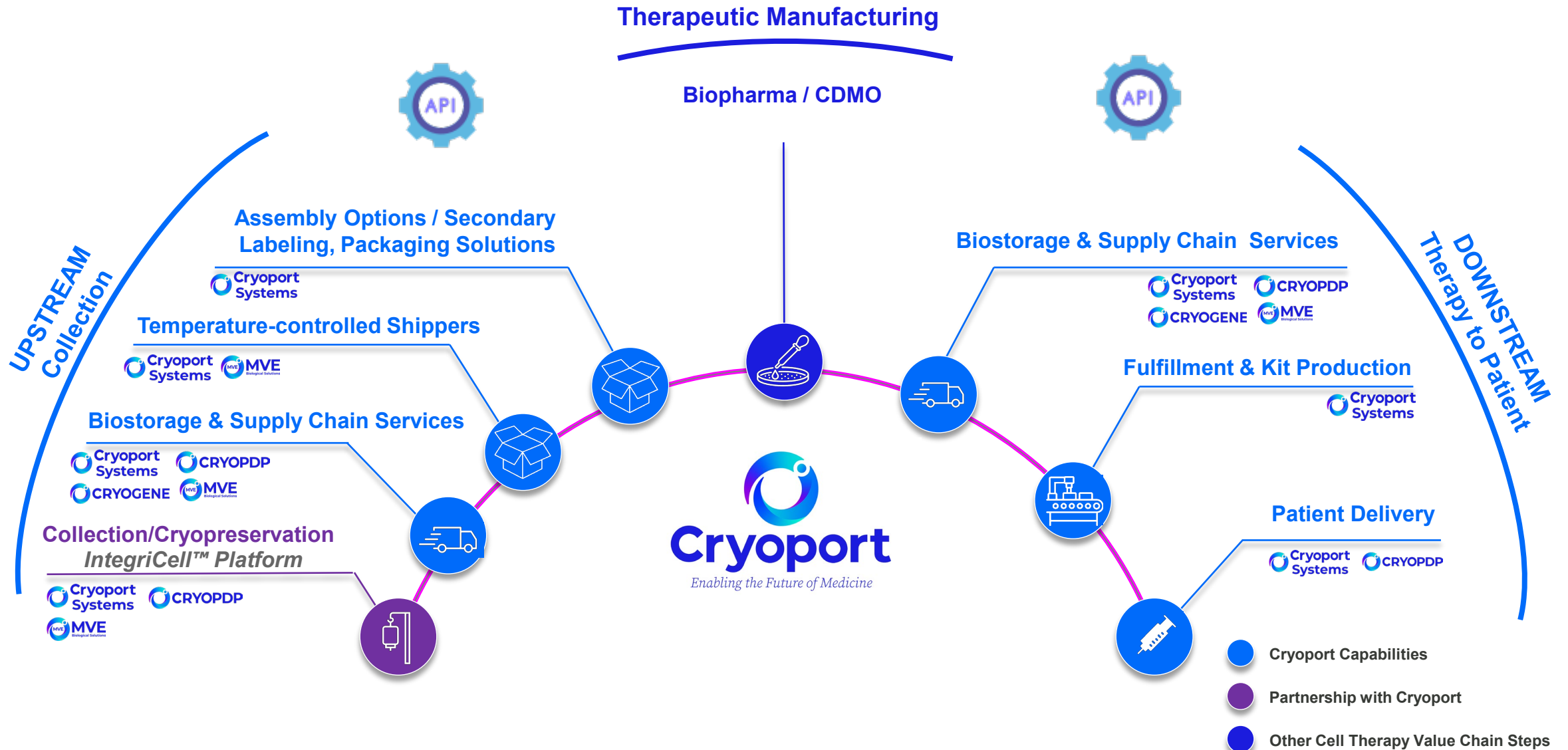
# Cryoport Platform Solutions

Infrastructure and Information Technology is crucial to the cell & gene therapy (C&GT) industry as it provides the foundation for its development and growth by enabling and facilitating efficient production and supporting innovation, essentially acting as the backbone for the industry to develop and operate effectively.

Without adequate infrastructure it will be very hard for cell & gene therapies to scale on a global basis.

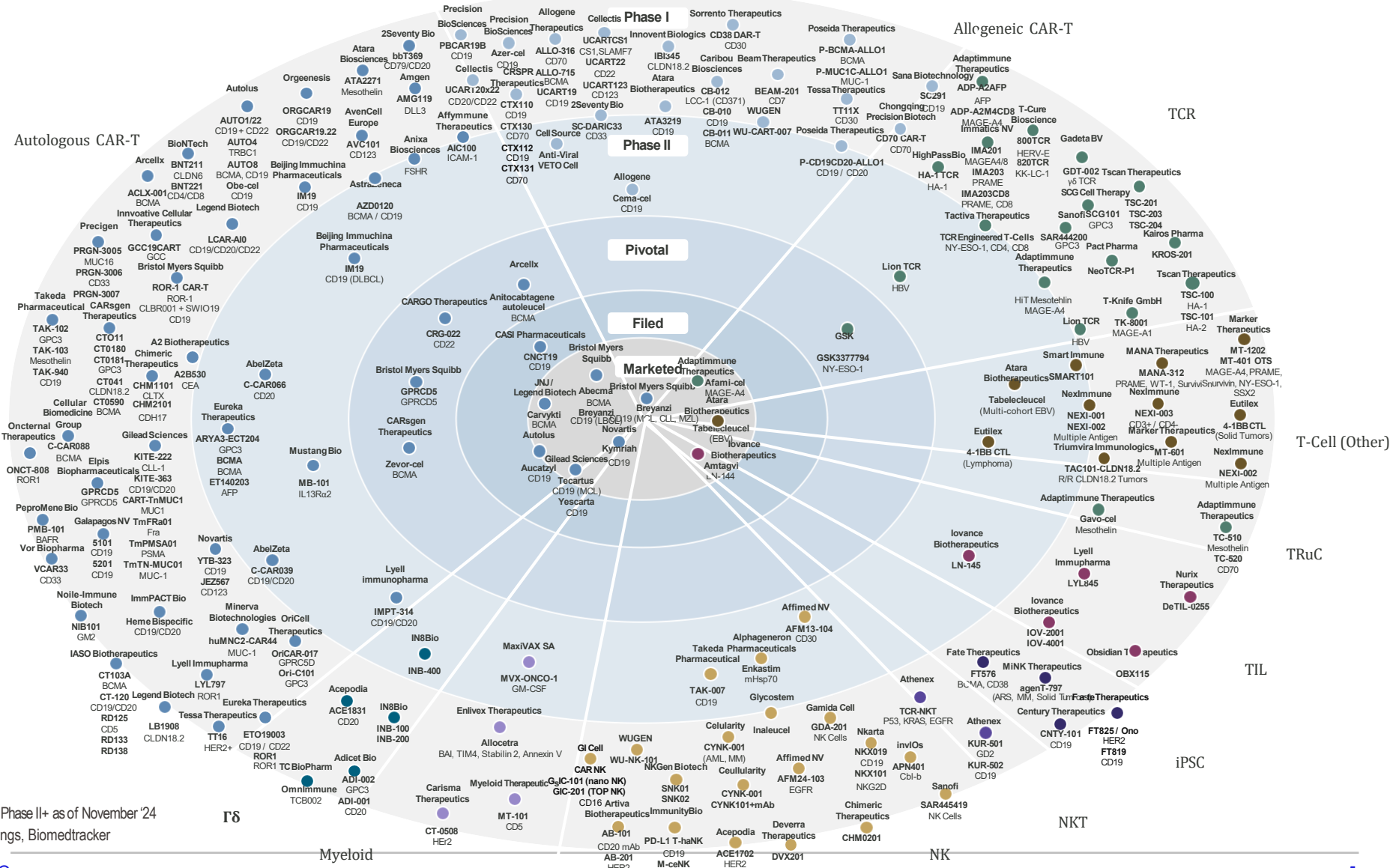
Cryoport's fully integrated, advanced supply chain platform is a key piece of the supporting infrastructure for C&GT.

# Cryoport's Infrastructure for the C&GT Workflow

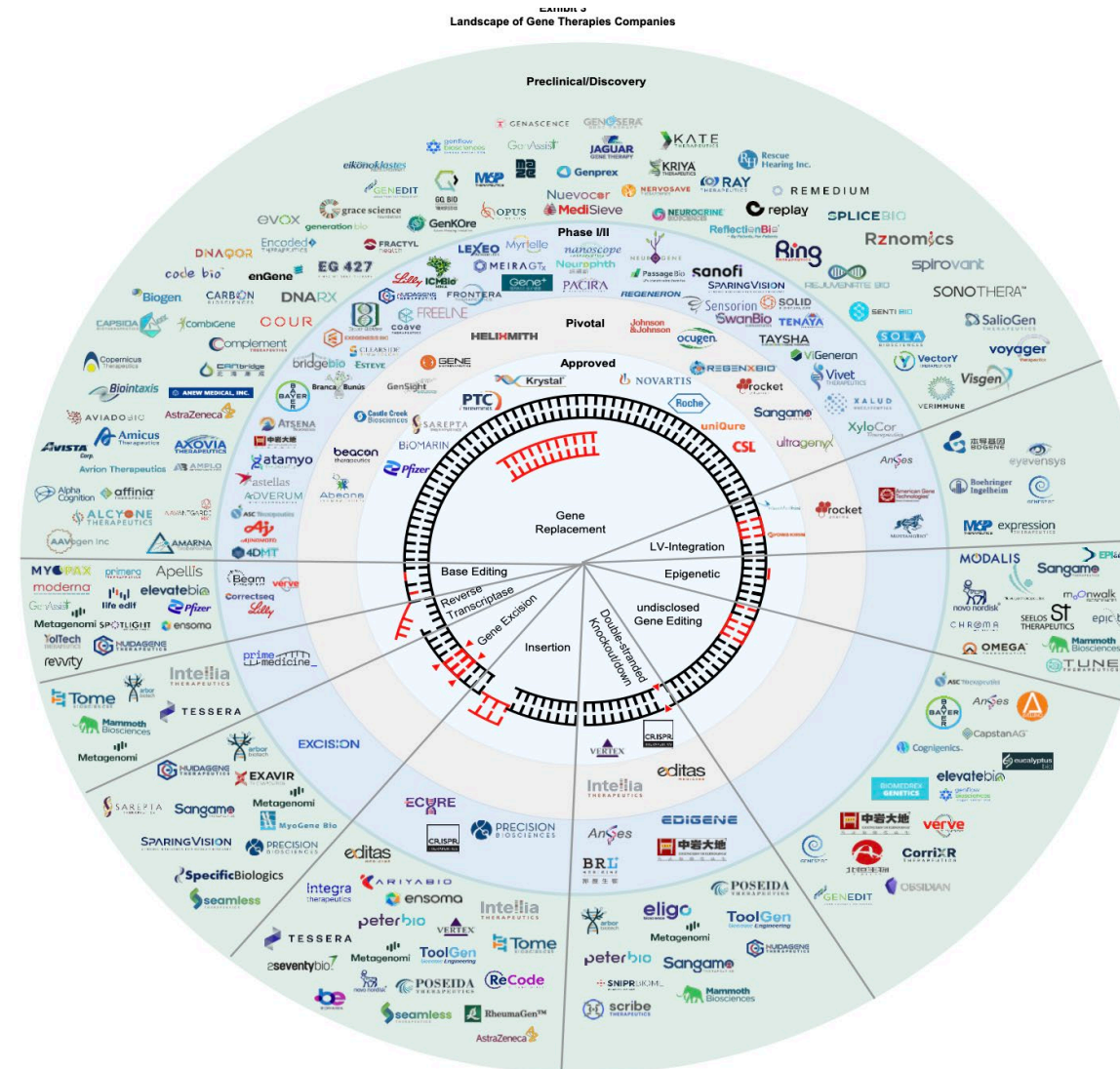




# Cell Therapy Market November 2024



# Gene Therapy Market April 2024



Source: William Blair Equity Research      LV=lentiviral

# Cryoport – Q3 2024 Snapshot

## Performance



**\$56.7M**

Q3-2024 Revenue



**\$225 - \$235M**

FY 2024 Revenue  
Guidance



**\$273M**

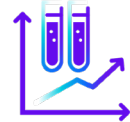
Cash & Short-Term  
investments

## C&GT Supply Chain Leader



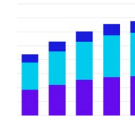
**17**

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



**\$6.1M**

11% of total revenue  
Commercial Cell & Gene  
Therapies revenue



**691**

Active Cell & Gene  
Therapy  
Clinical Trials Supported <sup>(2)</sup>

## Global Platform <sup>(2)</sup>



50+ Facilities in 17 Countries



3,000+ Global Clients



1,100 Employees

Source: Company Filings and materials

Notes: (1) Supported by Cryoport Systems as of 9/30/2024 (2) As of 9/30/2024

# Client-Focused Solutions



Market Leader  
Category

## Temperature-controlled Supply Chain

## Life Science Specialty Courier

## Cryogenic Systems

## Biostorage

Key Capabilities

- ✓ Temperature-controlled supply chain solutions
- ✓ Biologistics & packaging
- ✓ Bioservices
- ✓ IntegriCell™
- ✓ Consulting

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

- ✓ Cryogenic biostorage solutions
- ✓ Cryogenic transportation solutions
- ✓ Innovative cassettes and racks

- ✓ Temperature-controlled biostorage services
- ✓ Sample processing and distribution
- ✓ Validated lab information system
- ✓ Emergency backup services

Key Figures

- 17 commercial therapies
- 691 Clinical trials
- 55k+ annual shipments
- 150+ countries
- 10 facilities

- 150+ qualified agents worldwide
- 3M+ patients served
- 1M+ shipments
- 30 depots

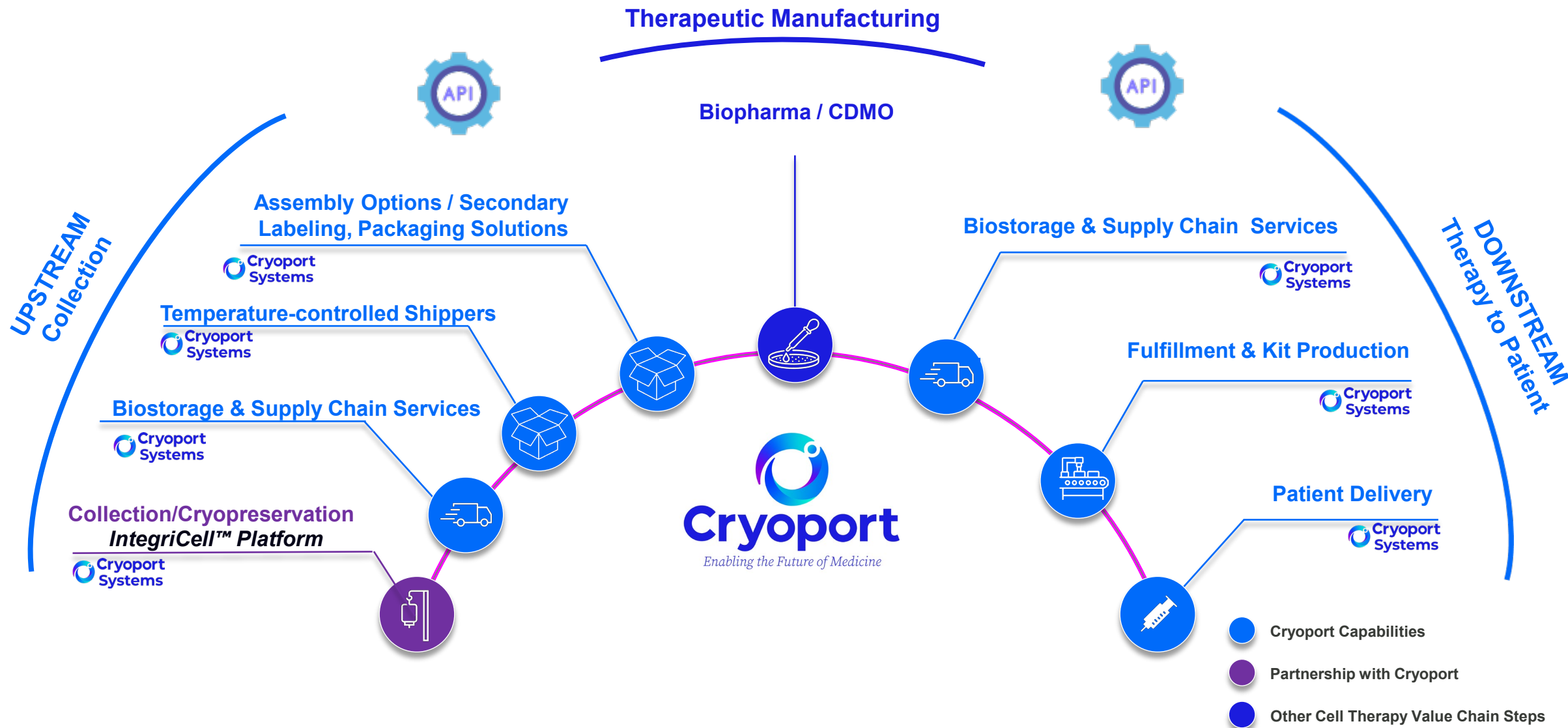
- 3 facilities
- 60 years of setting the standard for cryogenic systems products and services

- 84,000 sq ft facility in Houston
- 10,000 sq ft facility in San Antonio
- 30,000 sq ft facility under construction soon
- 24-hour turnaround for pick/pack shipments





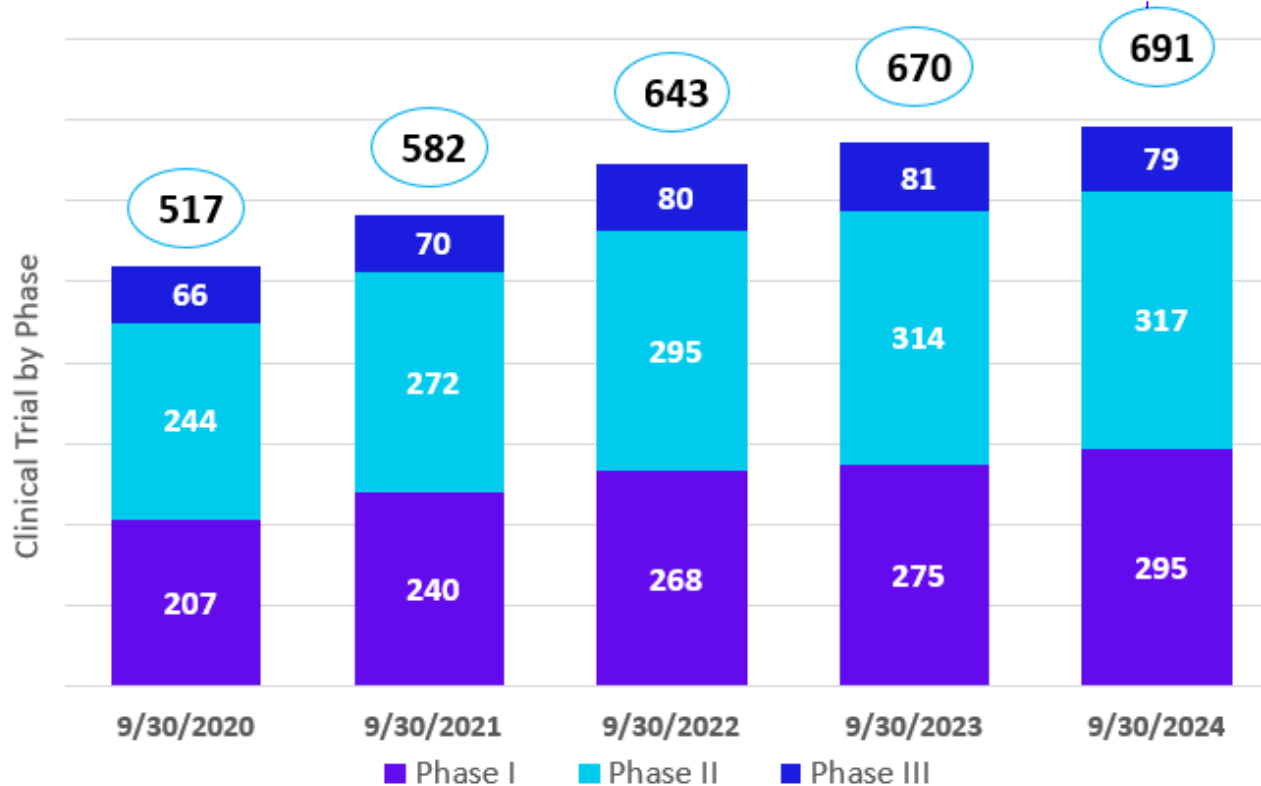
# Cryoport Systems is a Fully Integrated C&GT Supply Chain Solution



# Cryoport Systems Supports a Growing Cell & Gene Therapy Clinical Trial Pipeline

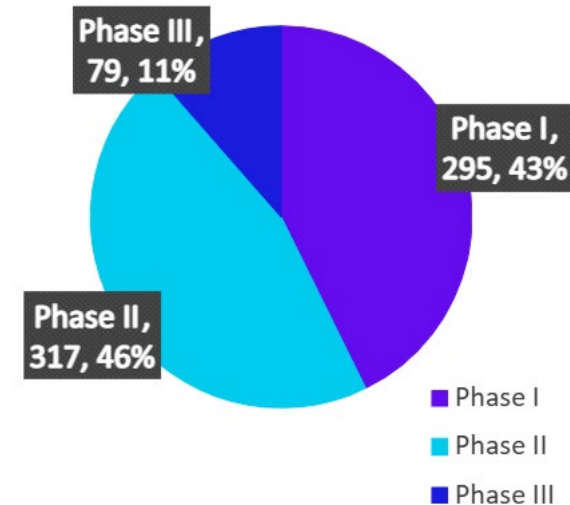
- ✓ **691** clinical trials (net) in aggregate
- ✓ **79** Phase III trials in the Americas, EMEA and APAC

Clinical Trials Supported by Trial Phase as of 9/30/24



Increased by 21 trials (net) over Q3 2023

Clinical trials supported by trial phase as of September 30, 2024



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

# Cryoport Supports 17 Commercial Cell & Gene Therapies



# Cryoport Systems' Proprietary Shipper Fleet

**Cryoport Express® High Volume  
Dry Vapor Shipper CXHV3**  
-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

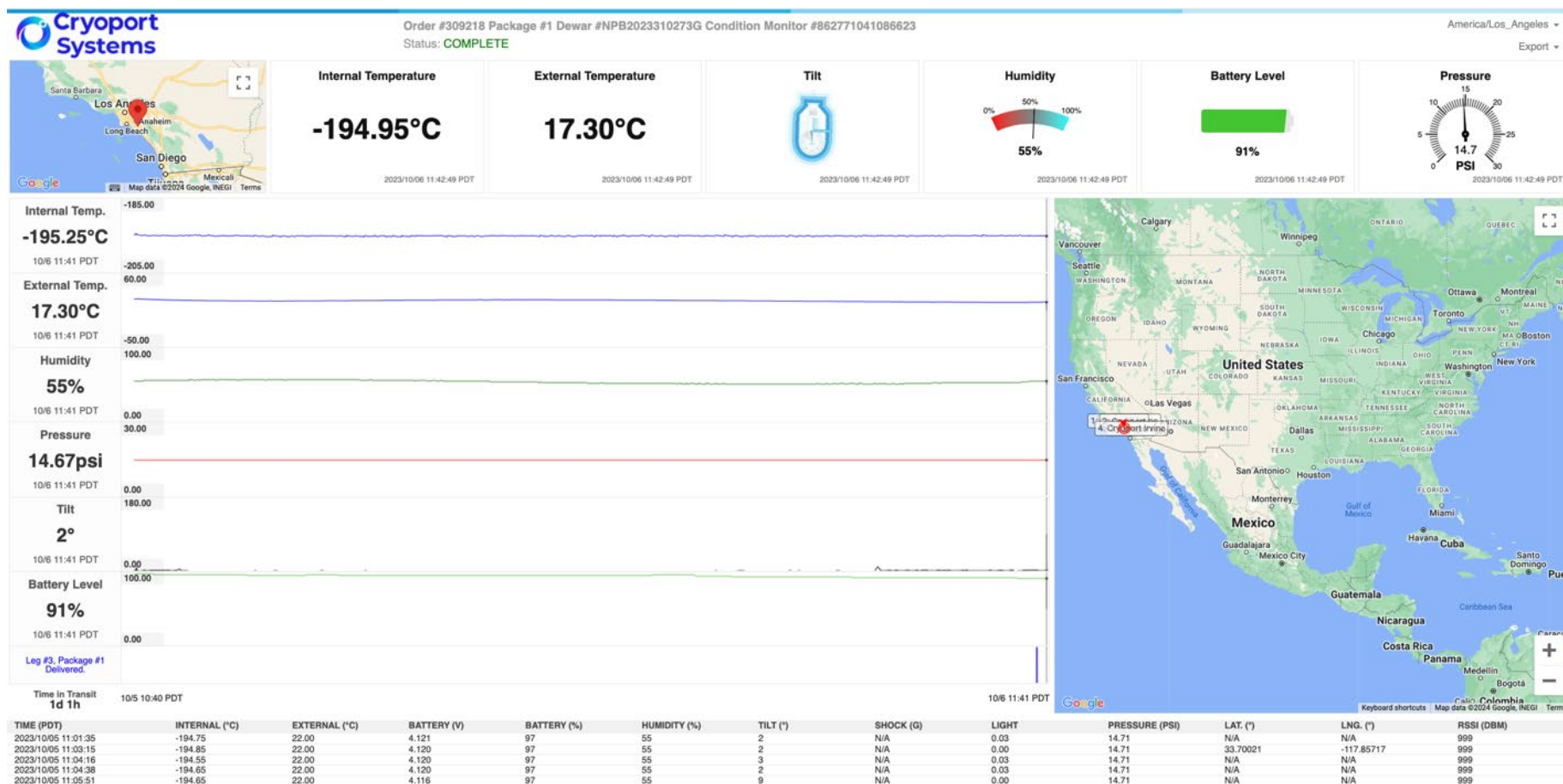
**CryoMax® Cryogenic  
Lab Move Shipper C1536PD**  
21 days at -150°C or colder





# Managed Through Live View™

## Cryoportal® 2 Logistics Management Platform & Smartpak II® Condition Monitoring System



# Providing Crucial Information Regarding Conditions Supporting Efficacy

## *Chain of Custody*

Traceability of the custody of each client's/patient's therapy

## *Chain of Condition*

Traceability of the condition of each client's/patient's therapy

## *Chain of Identity*

Traceability of the identity of each client's/patient's therapy



## *Chain of Compliance<sup>®</sup>*

Traceability of the equipment and processes supporting each client's/patient's therapy

# Cryoport Systems' BioServices



**GMP BioStorage**



**Drug Packaging  
& Labelling**



**Kit Production**



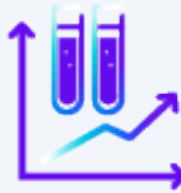
**Drug Recall, Return,  
& Destruction**



**Regulatory &  
Consulting Services**



**Biobanking**



**Clinical Sample  
Management**



**Logistics Management  
Services**

# IntegriCell™ - a Unique Platform for Starting Materials

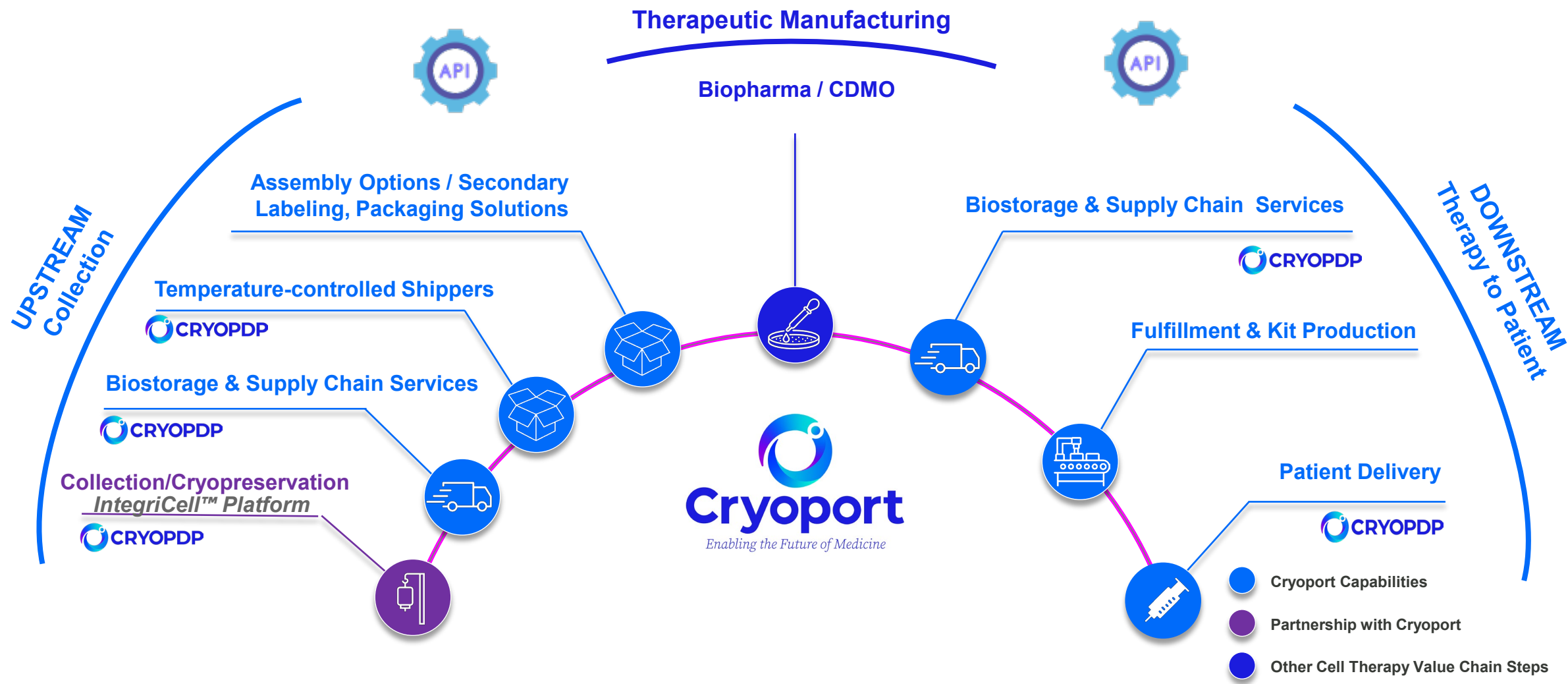
A standardized cryopreservation and distribution solution for the global cell therapy market located in Villers le Bouillet, Belgium and Houston, Texas



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



# CRYOPDP is One of the Largest Specialty Couriers in the World



# CRYOPDP *in one page*

Focused on ***Life Science*** and  
***Healthcare***



Backed by a team of  
experienced professionals in  
the **logistics and cold chain**  
market.



Committed to providing  
**temperature-controlled logistics**  
and **supply chain solutions**



CRYOPDP facilities  
span **16 countries**,  
encompassing **39**  
**locations** across the  
**US, EMEA and**  
**APAC regions.**

We provide **customized**  
**solutions tailored** to meet  
our customers' needs.



With an extensive offer from  
**packaging, to transport**  
and **added value solutions**

**16** **Countries**

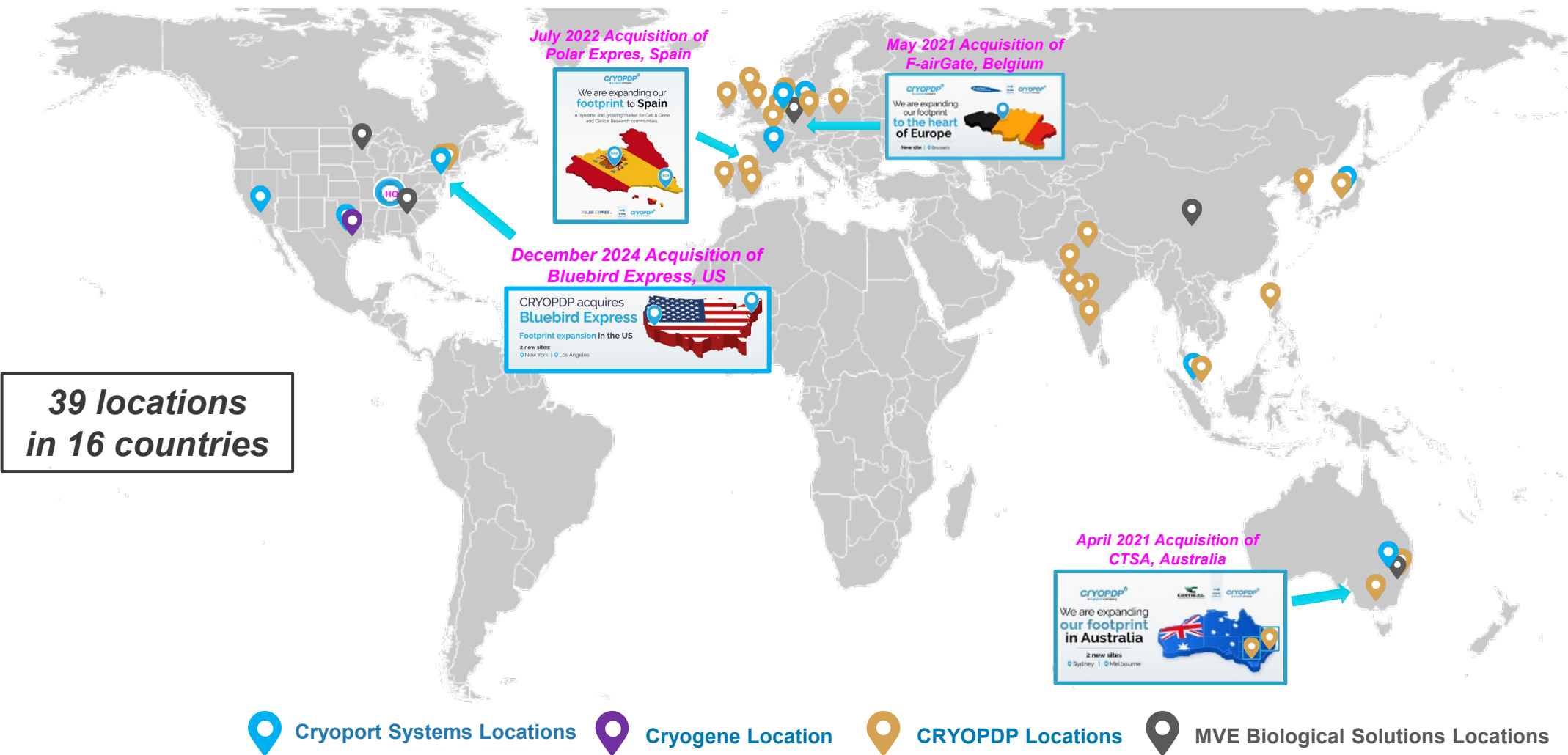
**39** **Facilities**

**+4K** **Customers** trust us

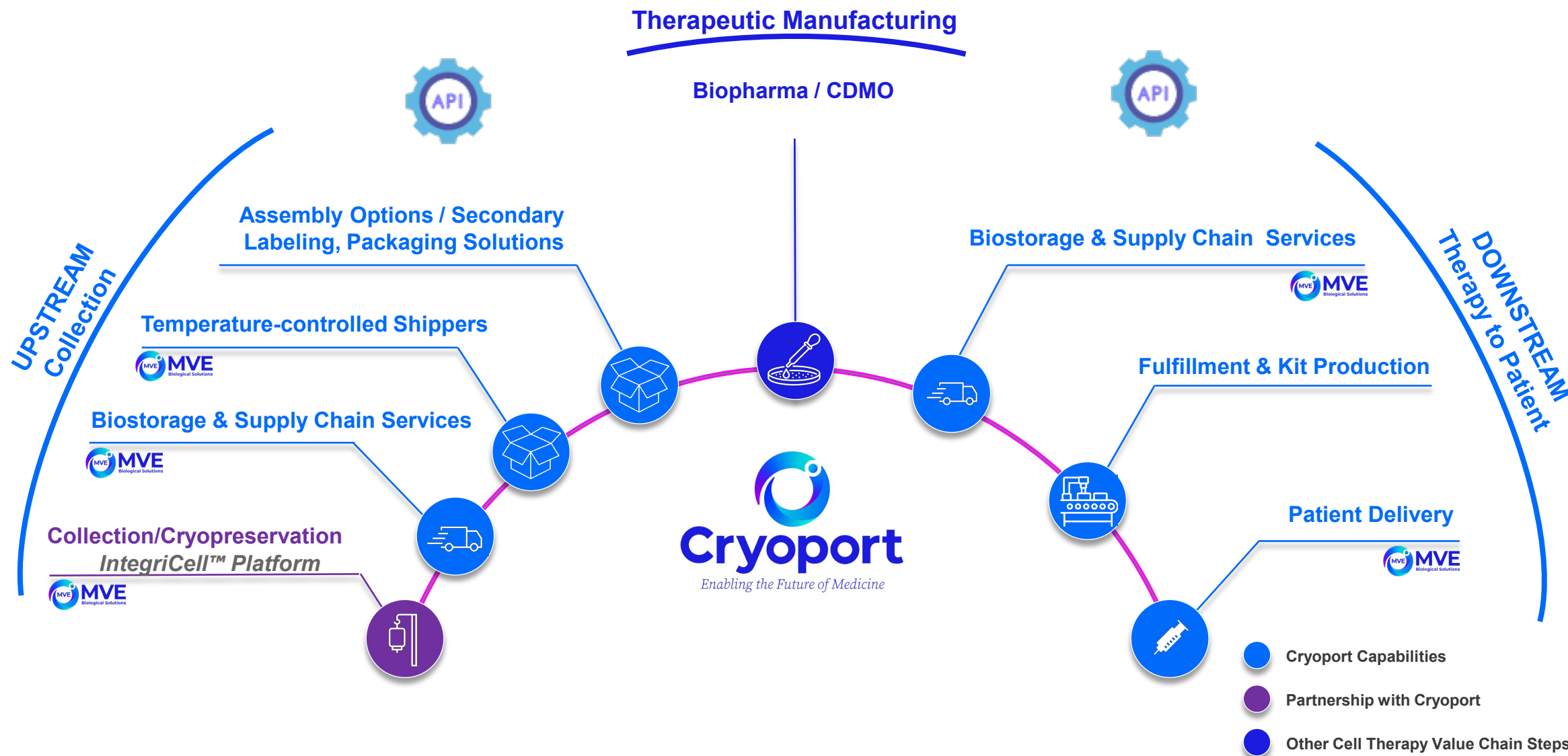
**+3M** **Patients** served  
together with our  
partners every year

**360k+** **Shipments** per year

# CRYOPDP - Adds To Our Growing Global Unified Network



# MVE Biological Solutions Cryogenic Systems Support C&GT Workflow







# 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**



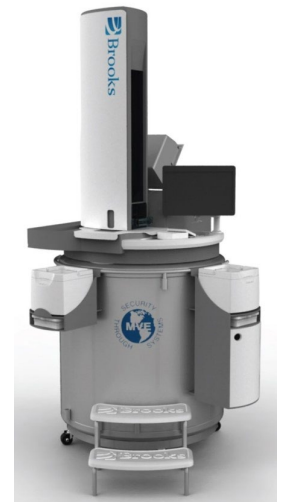
**270 employees globally**



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



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



# MVE's Product Family

## CRYOGENIC FREEZERS

*Ball Ground, GA*

Bulk storage stainless-steel freezers in a range of sizes and configurations  
Basic bulk storage stainless-steel freezer for the breeder market



## CRYOGENIC DEWARs

*Chengdu, China*

Complete portfolio of aluminum dewars for sample storage, sample shipping, and LN2 storage

## CRYOGENIC DEWARs

*New Prague, MN*

Complete portfolio of aluminum dewars for sample storage, sample shipping, and LN2 storage



# Innovations: Vario and Fusion

## Vario Freezer

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



## Fusion Freezer

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





# MVE Biological Solutions' FDA Registration

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

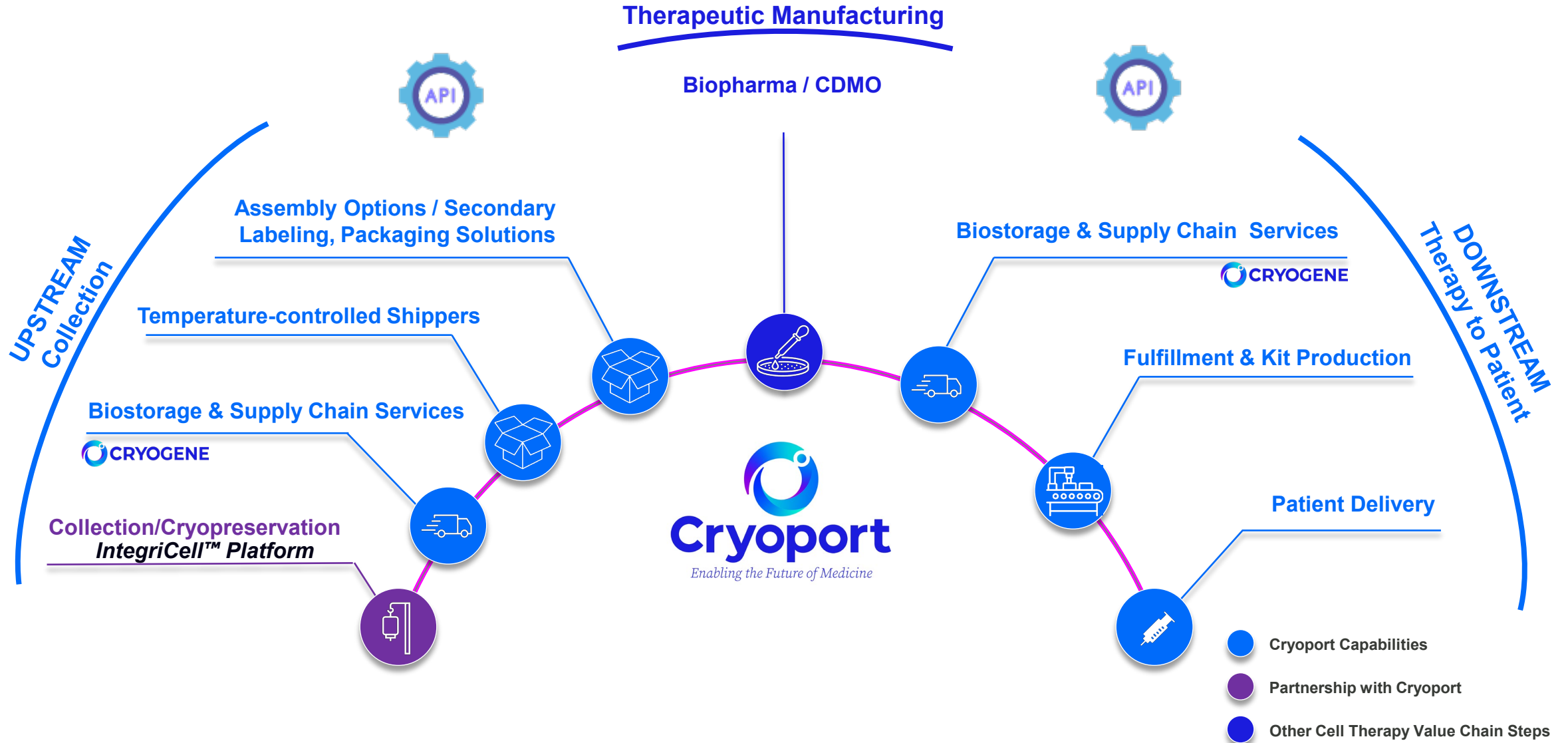


## Manufacturing Facilities and Applicable Products

- 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



# CRYOGENE Supports Pre-clinical C&GT Workflow





# One of The Largest, Most Comprehensive Biostorage Operations in U.S.

- Secure GMP Compliant Biorepository
  - Liquid Nitrogen (at or below  $-150^{\circ}\text{C}$ )
  - Mechanical Freezers ( $4^{\circ}\text{C}$ ,  $-20^{\circ}\text{C}$  to  $-80^{\circ}\text{C}$ )
  - Controlled room temperature
  - Storage for bulk biopharma materials
- FDA Registered
- 84,000 sq ft facility in Houston
- ISO 9001 Quality Management System
- 24-hour Turn Around for Pick/Pack Shipments
- Sample Processing
- Sample Transportation
- Final Product Processing
- Opened San Antonio in 2024
- Moffitt/Speros construction in 2025



# CRYOGENE Will Be Exclusive Supplier to Speros/Moffitt Cancer Center

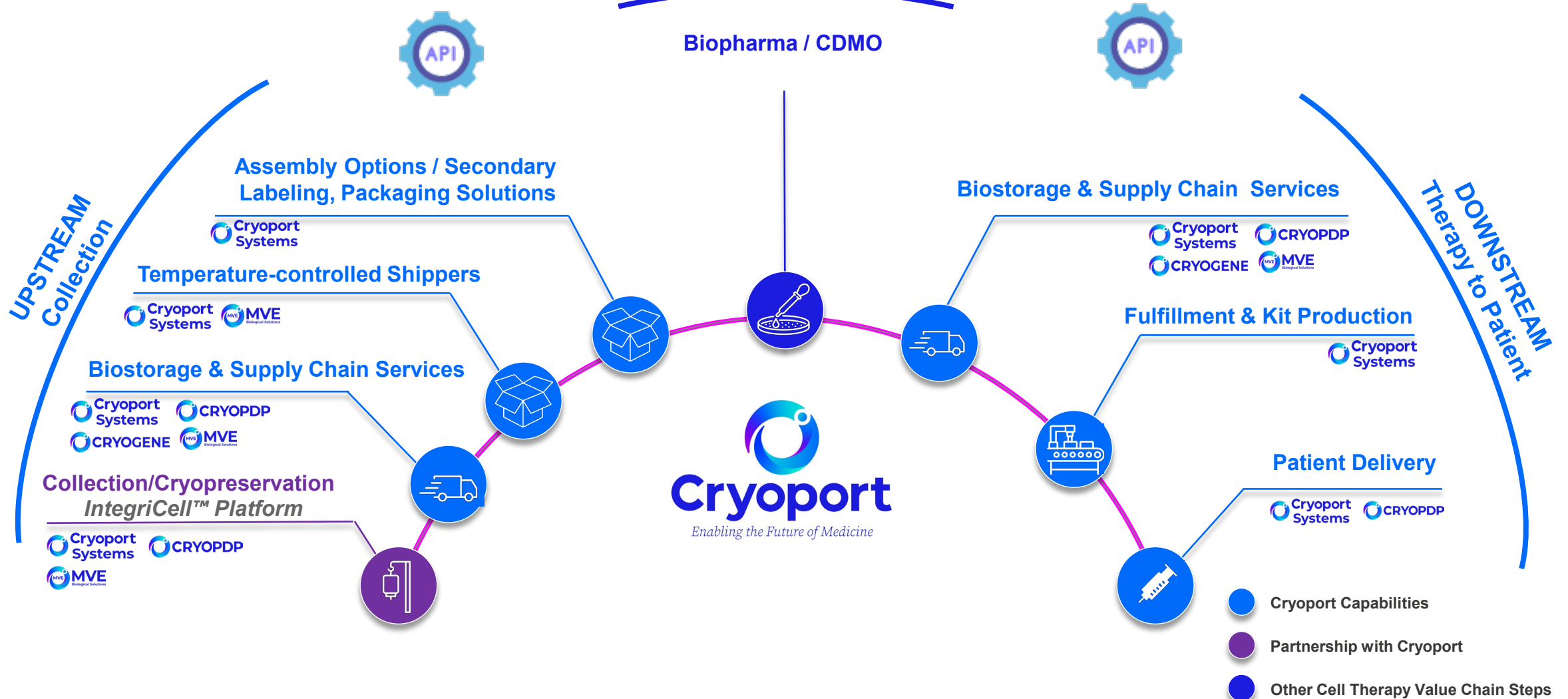
- 30,000 sq ft facility with exclusivity for biorepository services
- Construction to begin Q2 2025
- Biological material transfers begin Q2 2026
- CRYOGENE will provide our services to biotech, research, and pharma companies in the region
- 775-acre Speros Clinical Research Campus in Tampa, FL



# Cryoport's Infrastructure for the C&GT Workflow

## Therapeutic Manufacturing

Biopharma / CDMO





# Cryoport's 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

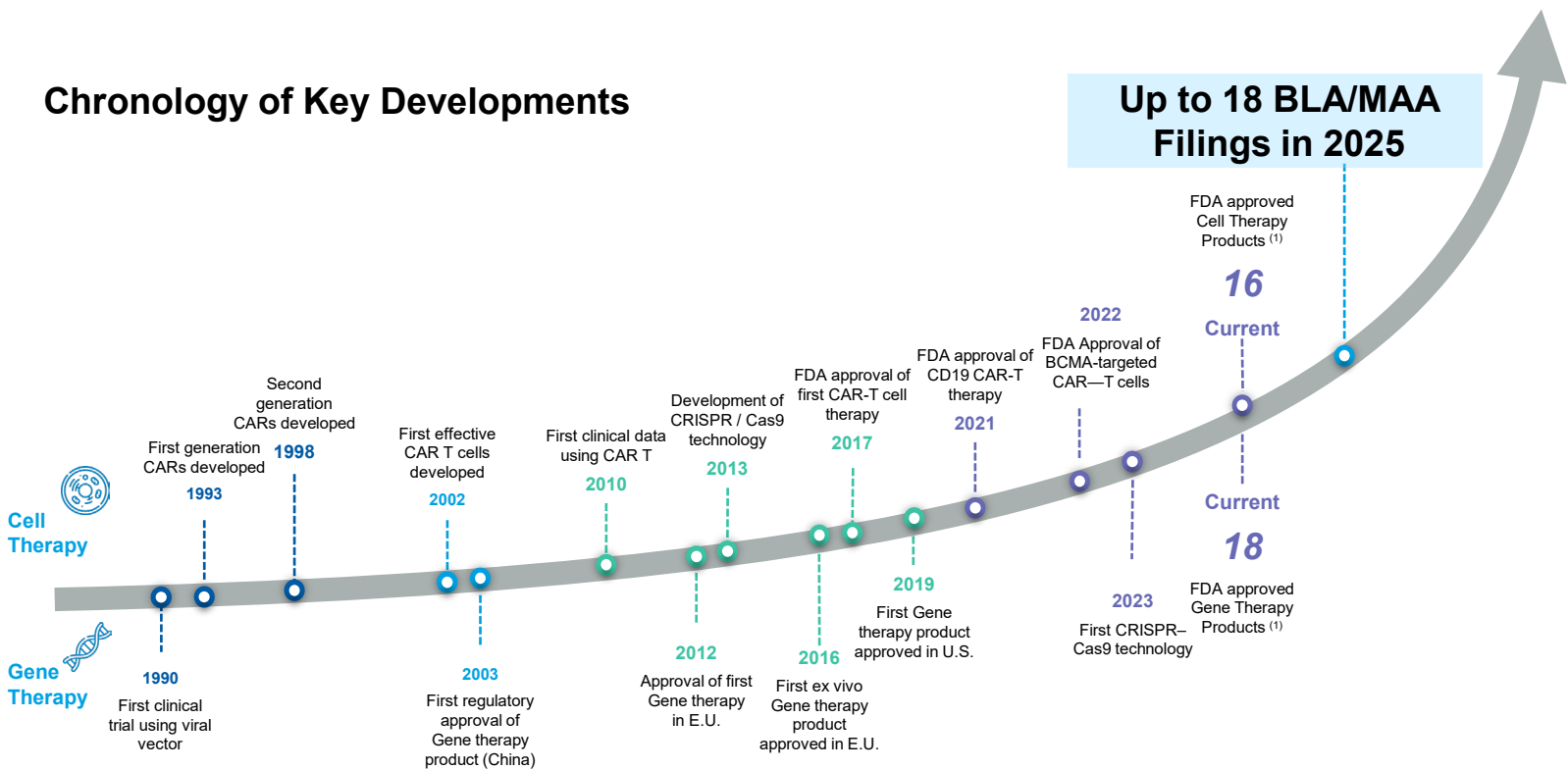


A person wearing a white protective suit and hood is working inside a biosafety cabinet. The cabinet contains various laboratory equipment, including a pipette, a container with a white substance, and a small digital display. A large blue circular graphic is overlaid on the left side of the image.

# What's Ahead for Cell & Gene Therapies

# Cell & Gene Therapy

## Accelerating Toward a Therapeutic Revolution



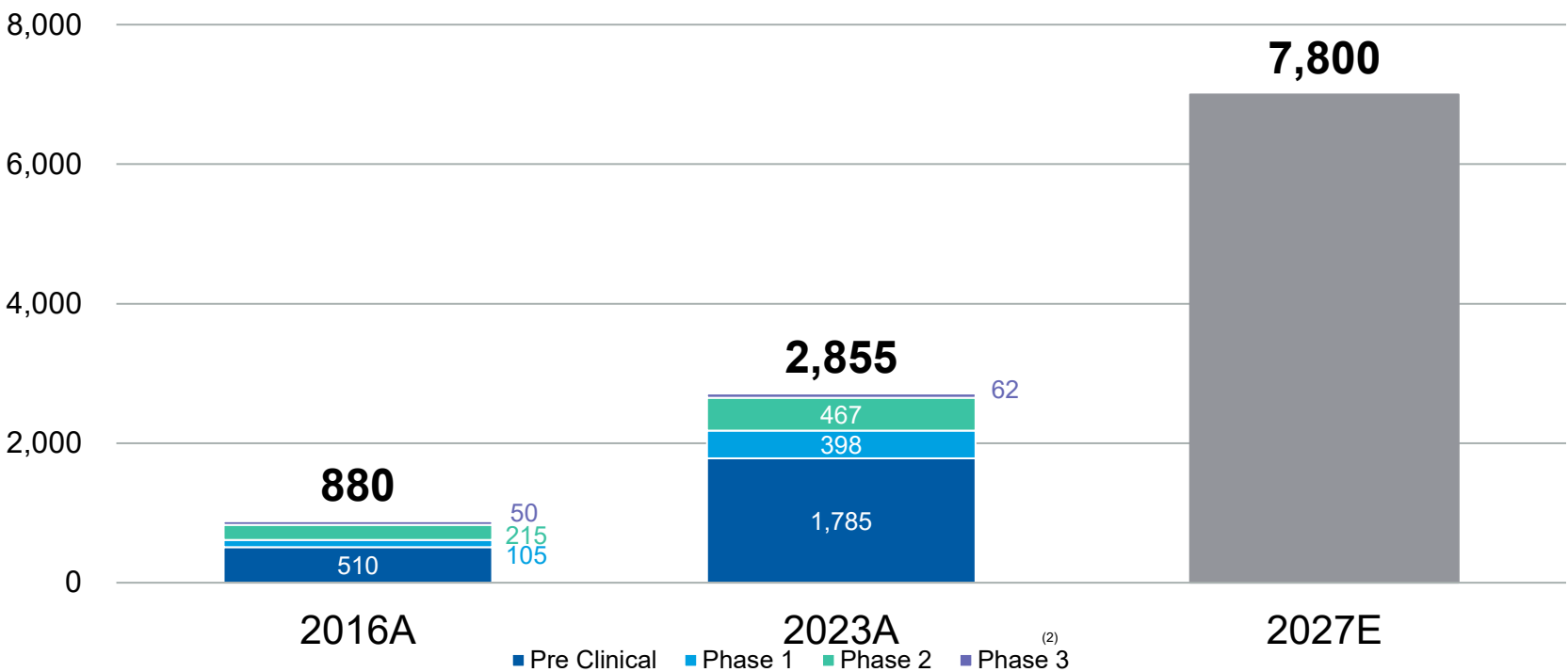
Source: Wall Street Research, Genehome, American Society of Cell and Gene Therapy, Alliance for Regenerative Medicine, FDA

**Note:**  
1. As of December 2024; excludes cord blood products

# Volume and Stage of Clinical Activity Suggest Pace of Innovation Will Only Increase

Growth in Cell and Gene Therapy Trials <sup>(1)</sup>

Global Cell & Gene Therapy Pipeline (# Programs)



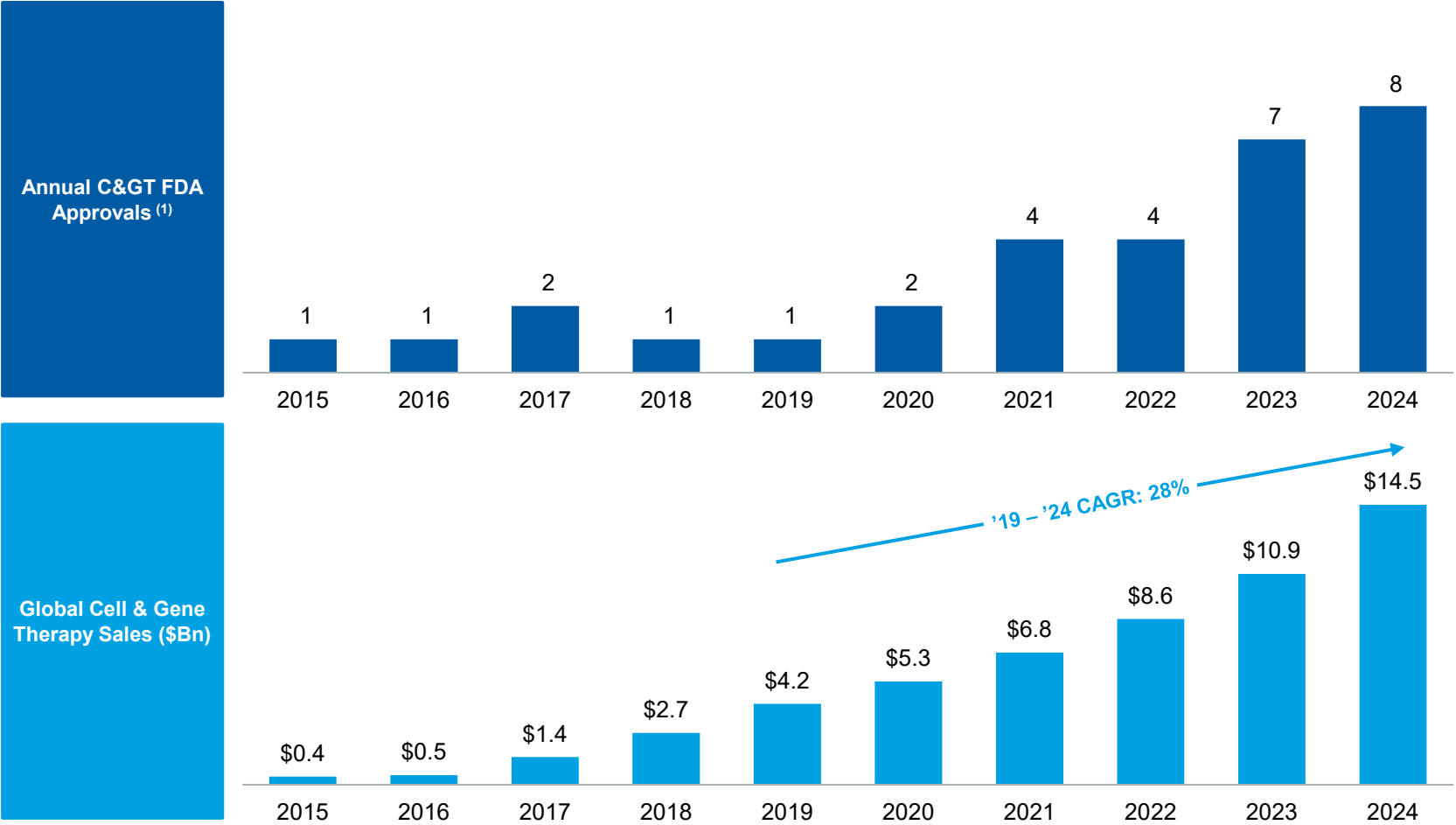
**Innovation is Leading the Way, with *Preclinical* and Phase 1 Activity in 2023 Having Grown 3.5x Over 2016 and Total Growth Forecast to be Over 8.8X 2016 by 2027**

Source: clinicaltrials.gov, Gene Cell & RNA Therapy Landscape Report from ASGCT, L.E.K. LP

Notes:

- 1. Filtration criteria includes industry-sponsored studies posted from Jan 1 to Dec 31 of each respective year
- 2. Phase 3 includes pre-registration assets

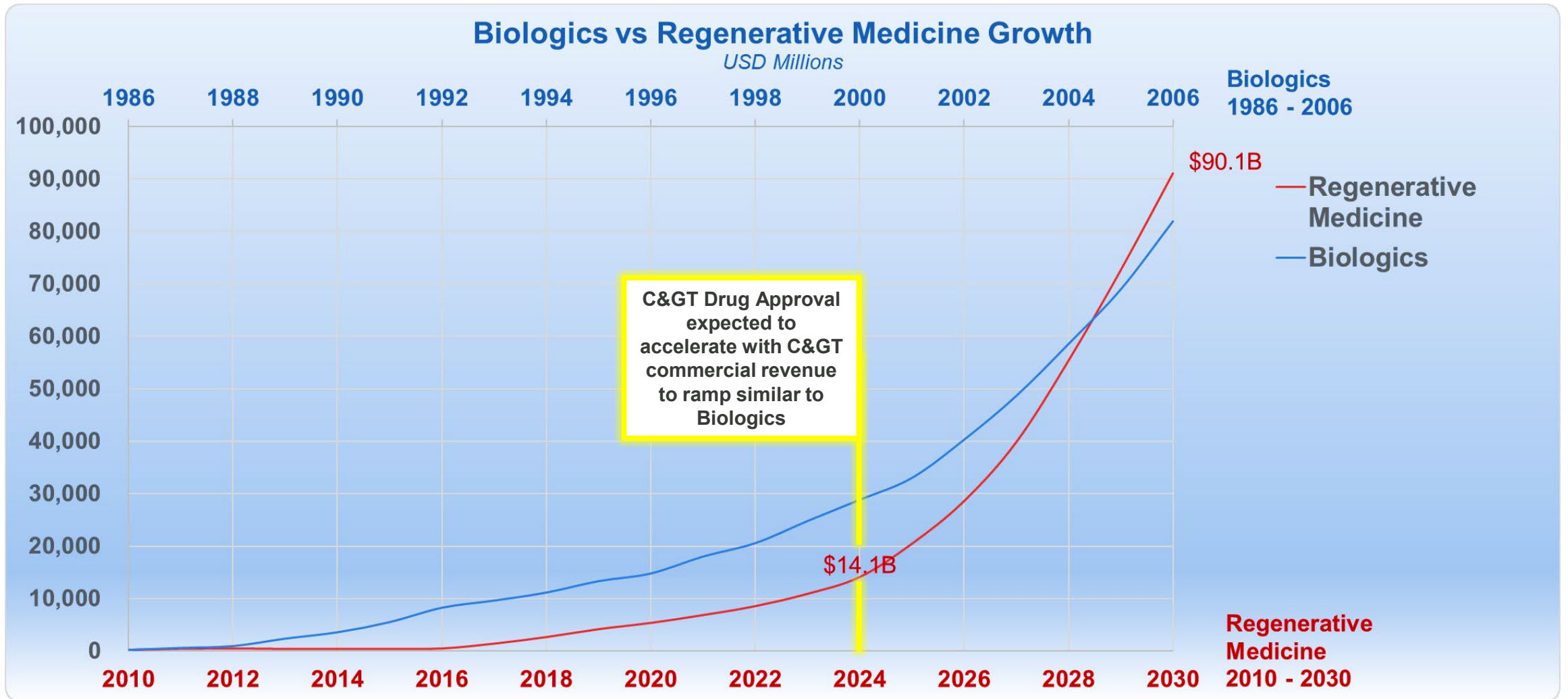
# Cell & Gene Therapy Commercial Pipeline Continues to Progress



Source: FDA, Evaluate Pharma; data as of December 2024

**Note:**  
1. Excludes cord blood approvals; 3 approvals before 2015

# Evaluate's Expected 20-Year Growth Trend: Regenerative Medicine *Compared to* Biologics



Source: Evaluate LTD



# Thank You!





# Appendix



# Revenue by Type

## Cryoport, Inc. and Subsidiaries Revenue (unaudited)

	Three Months Ended September 30,			Nine Months Ended September 30,		
<i>(in thousands)</i>	2024	2023	% Change	2024	2023	% Change
<b>Life Sciences Services</b>	\$ 39,278	\$ 36,022	9%	\$ 114,104	\$ 107,062	7%
BioLogistics Solutions	35,302	32,486	9%	103,076	97,093	6%
BioStorage/BioServices	3,976	3,536	12%	11,028	9,969	11%
<b>Life Sciences Products</b>	\$ 17,386	\$ 20,135	-14%	\$ 54,749	\$ 68,933	-21%
<b>Total Revenue</b>	\$ 56,664	\$ 56,157	1%	\$ 168,853	\$ 175,995	-4%

# Statement of Operations

## Cryoport, Inc. and Subsidiaries Condensed Consolidated Statements of Operations

	Three Months Ended September 30, (unaudited)		Nine Months Ended September 30, (unaudited)	
<i>(in thousands, except share and per share data)</i>	2024	2023	2024	2023
<b>Revenue</b>				
Life Sciences Services revenue	\$ 39,278	\$ 36,022	\$ 114,104	\$ 107,062
Life Sciences Products revenue	17,386	20,135	54,749	68,933
<b>Total revenue</b>	<b>56,664</b>	<b>56,157</b>	<b>168,853</b>	<b>175,995</b>
<b>Cost of revenue:</b>				
Cost of services revenue	21,220	20,803	63,927	59,887
Cost of products revenue	10,059	11,088	32,576	40,037
<b>Total cost of revenue</b>	<b>31,279</b>	<b>31,891</b>	<b>96,503</b>	<b>99,924</b>
<b>Gross margin</b>	<b>25,385</b>	<b>24,266</b>	<b>72,350</b>	<b>76,071</b>
<b>Operating costs and expenses:</b>				
Selling, general and administrative	37,654	36,023	111,921	108,066
Engineering and development	4,157	5,152	13,555	13,291
Impairment loss	-	-	63,809	-
<b>Total operating costs and expenses:</b>	<b>41,811</b>	<b>41,175</b>	<b>189,285</b>	<b>121,357</b>
Loss from operations	(16,426)	(16,909)	(116,935)	(45,286)
<b>Net income (loss)</b>	<b>\$ 805</b>	<b>\$ (13,269)</b>	<b>\$ (96,079)</b>	<b>\$ (37,198)</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>\$ (1,195)</b>	<b>\$ (15,269)</b>	<b>\$ (102,079)</b>	<b>\$ (43,198)</b>
<b>Net loss per share attributable to common stockholders - basic and diluted</b>	<b>\$ (0.02)</b>	<b>\$ (0.31)</b>	<b>\$ (2.07)</b>	<b>\$ (0.89)</b>

# Adjusted EBITDA

Cryoport, Inc. and Subsidiaries  
Reconciliation of GAAP net income (loss) to adjusted EBITDA  
(unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
(in thousands)				
<b>GAAP net income (loss)</b>	<b>\$ 805</b>	<b>\$ (13,269)</b>	<b>\$ (96,079)</b>	<b>\$ (37,198)</b>
Non-GAAP adjustments to net income (loss):				
Depreciation and amortization expense	7,836	6,911	22,863	20,038
Acquisition and integration costs	308	675	896	6,304
Cost reduction initiatives	568	—	1,116	—
Investment income	(3,059)	(2,848)	(8,468)	(7,962)
Unrealized loss on investments	3,535	2,336	2,593	2,300
Gain on insurance claim	—	—	—	(2,642)
Foreign currency (gain)/loss	(1,724)	710	(762)	114
Interest expense, net	889	1,357	3,472	4,197
Stock-based compensation expense	4,838	5,976	15,291	16,960
Gain on extinguishment of debt, net	(17,326)	(5,679)	(18,505)	(5,679)
Impairment loss	—	—	63,809	—
Change in fair value of contingent consideration	316	250	(1,329)	250
Income taxes	649	471	1,247	1,598
<b>Adjusted EBITDA</b>	<b>\$ (2,365)</b>	<b>\$ (3,110)</b>	<b>\$ (13,856)</b>	<b>\$ (1,720)</b>



# Balance Sheet

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

	September 30, 2024	December 31, 2023
(in thousands)	(unaudited)	
<b>Current assets</b>		
Cash and cash equivalents	\$ 44,665	\$ 46,346
Short-term investments	228,001	410,409
Accounts receivable, net	43,461	42,074
Inventories	23,552	26,206
Prepaid expenses and other current assets	10,658	10,077
Total current assets	350,337	535,112
Property and equipment, net	88,281	84,858
Operating lease right-of-use assets	30,113	32,653
Intangible assets, net	175,815	194,382
Goodwill	54,057	108,403
Deposits	1,493	1,680
Deferred tax assets	1,669	656
<b>Total assets</b>	<b>\$ 701,765</b>	<b>\$ 957,744</b>

Cash and Investments: \$272.7M

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

	September 30, 2024	December 31, 2023
(in thousands)	(unaudited)	
<b>Current liabilities</b>		
Accounts payable and other accrued expenses	\$ 25,194	\$ 26,995
Accrued compensation and related expenses	11,275	11,409
Deferred revenue	1,091	1,308
Current portion of operating lease liabilities	5,834	5,371
Current portion of finance lease liabilities	470	286
Current portion of convertible senior notes, net	14,271	-
Current portion of notes payable	153	149
Current portion of contingent consideration	3,151	92
Total current liabilities	61,439	45,610
Convertible senior notes, net	183,628	378,553
Notes payable, net	1,238	1,335
Operating lease liabilities, net	26,466	29,355
Finance lease liabilities, net	1,306	954
Deferred tax liabilities	3,526	2,816
Other long-term liabilities	569	601
Contingent consideration, net	5,021	9,497
Total liabilities	283,193	468,721
Total stockholders' equity	418,572	489,023
<b>Total liabilities and stockholders' equity</b>	<b>\$ 701,765</b>	<b>\$ 957,744</b>

# Upcoming Investor Conferences

Host	Conference	Date	Location
J.P. Morgan	Healthcare Conference	January 13-16, 2025	San Francisco, CA
Needham	Annual Growth Conference	January 17, 2025	Virtual
BTIG	Annual MedTech	February 11-12, 2025	Snowbird, UT
Leerink	Global Healthcare Conference	March 10-12, 2025	Miami, FL
Roth	Annual Growth Conference	March 17-19	Dana Point, CA
KeyBanc	Healthcare Forum	March 18-19	Virtual
Needham	Healthcare Conference	April 7-10	Virtual



# Cryoport

*Enabling the Future of Medicine*

