Cryoport, Inc.

Calendar Year 2017
Second Quarter Earnings Call

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Safe Harbor – Forward Looking Statements

This presentation contains certain forward-looking statements that involve risks and uncertainties. Such forward-looking statements include statements regarding attempts to identify new strategic opportunities which may include a strategic transaction, plans regarding partnering activities, product pricing, financial forecasts. Such statements are only predictions and the Company's actual results may differ materially from those anticipated in these forward-looking statements. Factors that may cause such differences include the risk that the Company may not be able to identify acceptable strategic opportunities or conclude any strategic transaction which it does identify, the risk that products that appeared promising in early use do not demonstrate the same utility in larger-scale uses, the risks associated with the Company's reliance on outside financing to meet its capital requirements, and the risks associated with the Company's reliance on collaborative partners for shipping. Forward-looking statements are inherently subject to risks and uncertainties, some of which cannot be predicted, or quantified. Future events and actual results could differ materially from those set forth in, contemplated by, or underlying the forward-looking statements. The risks and uncertainties to which forward-looking statements are subject include, but are not limited to, the effect of government regulation, competition and other material risks. These factors and others are more fully discussed in the Company's periodic reports and other filings with the Securities and Exchange Commission.

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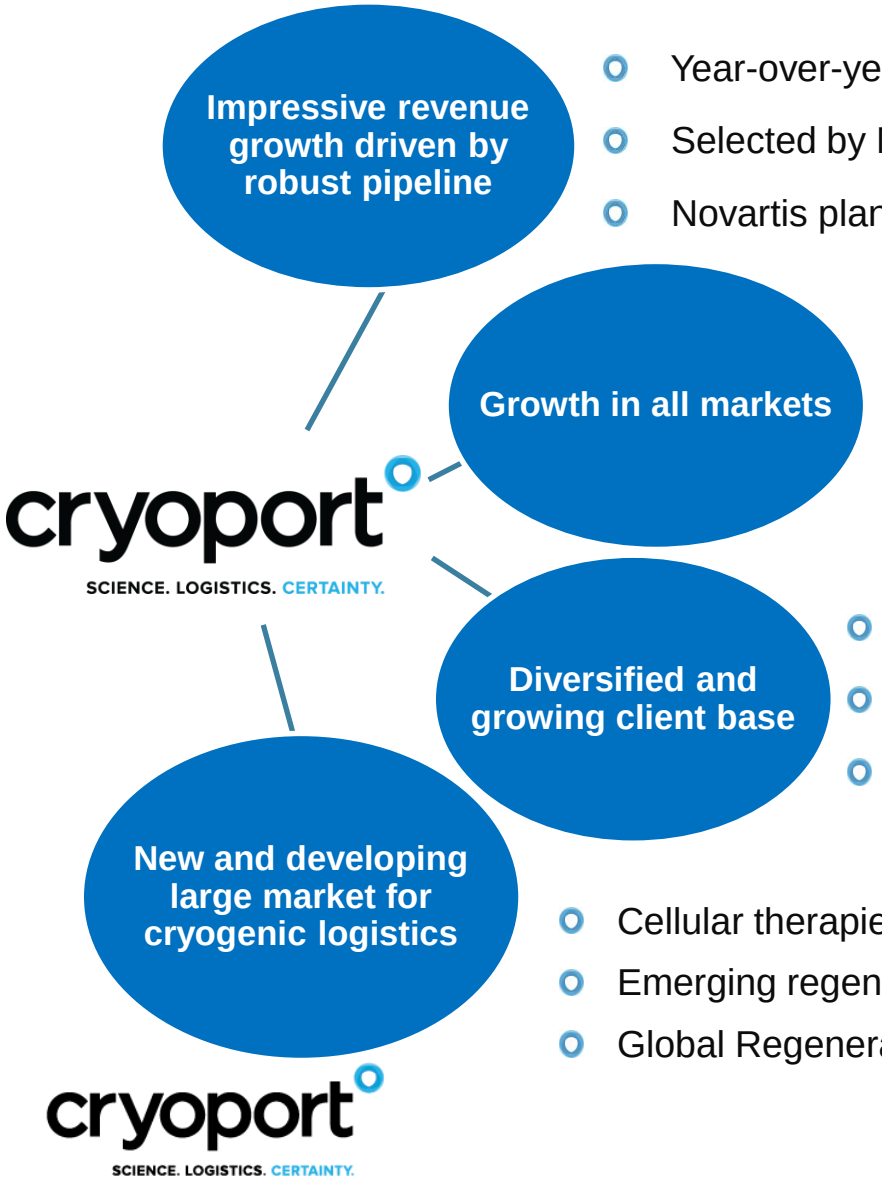
Highlights



- Year-over-year revenue growth up 52%
- Selected by Novartis to support commercial launch of CTL019
- Novartis plans filing in Q4 2017 in US and EU for JULIET approval

- Biopharma revenue up 69% year-over-year
- Animal Health up ~15% year-over-year
- Reproductive Medicine up ~15% year-over-year

- 172 clinical trials; 17 in Phase III (net increase of 33 in Q2)
- Added 19 Biopharma clients in Q2
- Selected by Sanaria for support of PIII malaria vaccine trial

- Cellular therapies must have cryogenic logistics to deliver efficacy
- Emerging regenerative medicines increasing demand for Cryoport
- Global Regenerative Therapy Market $18.9 billion in 2016

Primary Target Market: Regenerative Therapy

899

Clinical trials underway

Q2 2017[a]

804 year-end 2016

Ph. I: 284
(261 in 2016)

Ph. II: 539
(475 in 2015)

Ph. III: 76
(68 in 2015)

- Inflection point: Commercialization expected to begin in 2017
- Novartis PDUFA date in September, Kite PDUFA date in November
- 3 additional BLAs for regenerative therapies expected in 2017
- Rapid growth is just beginning: $53.7B regenerative market by 2021[b]
- Launch strategies require scalable cryogenic logistics support

(a) Alliance for Regenerative Medicine and Informa.
(b) Market and Markets, 2017.

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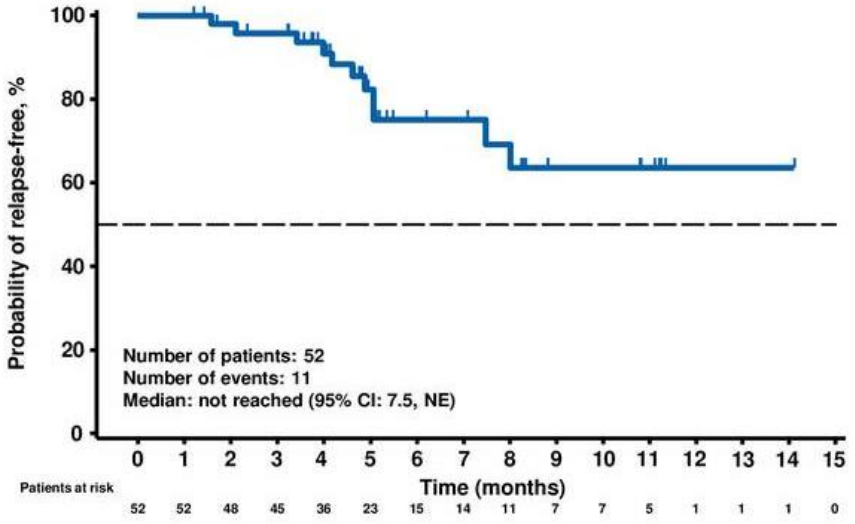
Novartis Update

FDA AdCom unanimously supports profile of CTL019 for licensure in pediatric and young adult r/r ALL[1]

Onco
CM
NS
I&D
Resp
Oph
Bios

Proportion of patients relapse free since onset of remission



- **CTL019 demonstrates consistent results in children and young adults with r/r ALL[1] in an updated analysis**
  - 83% of patients achieved CR[2] or CR[2] with incomplete blood count recovery in 3 months
  - Relapse-free survival 75% at 6 months; overall survival 89% at 6 months
  - CTL019 safety profile well-characterized and manageable without CRS[3] deaths or cerebral edema
- **Novartis manufacturing process is robust with the ability to use cryopreservation, establishing global scale**
  - Scheduling flexibility, global reach, durability in transport, and preserved cell quality

1. r/r ALL – relapsed/refractory acute lymphoblastic leukemia 2. CR – complete remission 3. CRS – cytokine release syndrome

| Novartis Q2 2017 Results | July 18, 2017 | Novartis Investor Presentation

NOVARTIS

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Additional Novartis Trials Supported

CTL019 – CAR-T therapy

Study	NCT02445248 JULIET (CCTL019C2201)	NCT02435849 ELIANA (CCTL019B2202)
Indication	Relapsed / refractory DLBCL	Relapsed/ refractory ALL
Phase	Phase 2	Phase 2
Patients	114	100
Primary Outcome Measures	Overall response rate; efficacy and safety of CTL019	Overall remission rate (ORR) - overall remission rate during the 6 months after CTL019 administration, which includes CR and CR with incomplete blood count recovery (CRi) as determined by IRC assessment
Arms/Intervention	Single-arm study of CTL019	Single-arm study of single dose of CTL019
Target Patients	Adult patients with relapsed or refractory diffuse large B-cell lymphoma (DLBCL)	Pediatric and young adult patients with relapsed and refractory B-cell acute lymphoblastic leukemia
Expected Completion	Q2-2017	2016
Publication	• Schuster et al. at ICML 2017; Bishop et al update at ASH 2017; • Journal TBD in Q4-2017	• Grupp et al. Presented at ASH 2016; Buchner et al Interim Analysis update at EHA 2017; • Publication submission in Q3 2017

Additional Q2 Biopharma Highlights

- Kite completed BLA submission and has priority review for Axi-Cel
- Kite submitted MMA for European Medicines Agency approval. And on 8/7/17 Kite announced the first patient dosing of Axi-Cel in their European trial
- Alliance for Regenerative Medicine expects three more BLA's to be filed in 2017
- Supporting phase III trial for Sanaria malaria vaccine
- CoBRA Index℠ increase of 30% correlates to 21% increase in clinical trials supported during Q2

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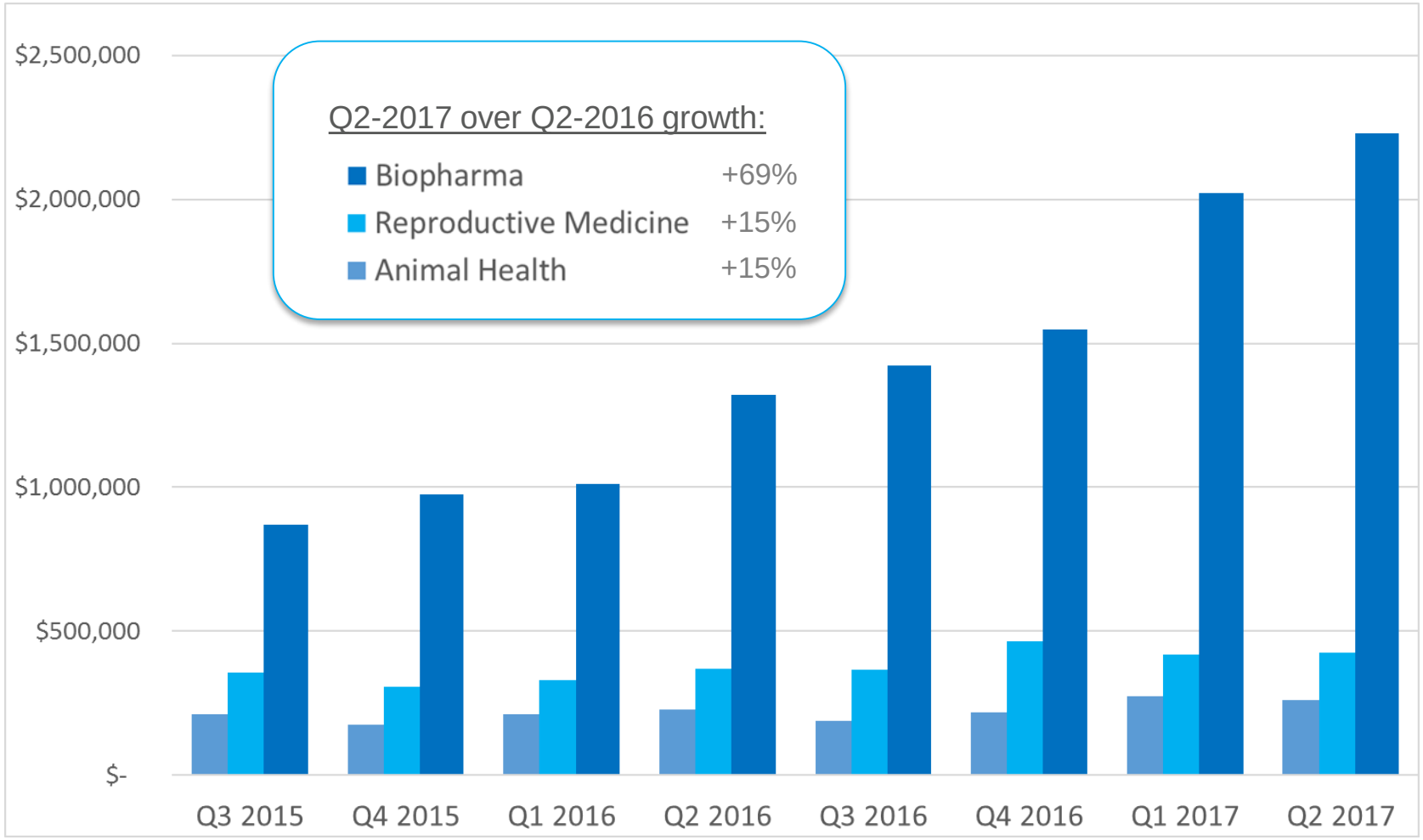
Revenue Trends



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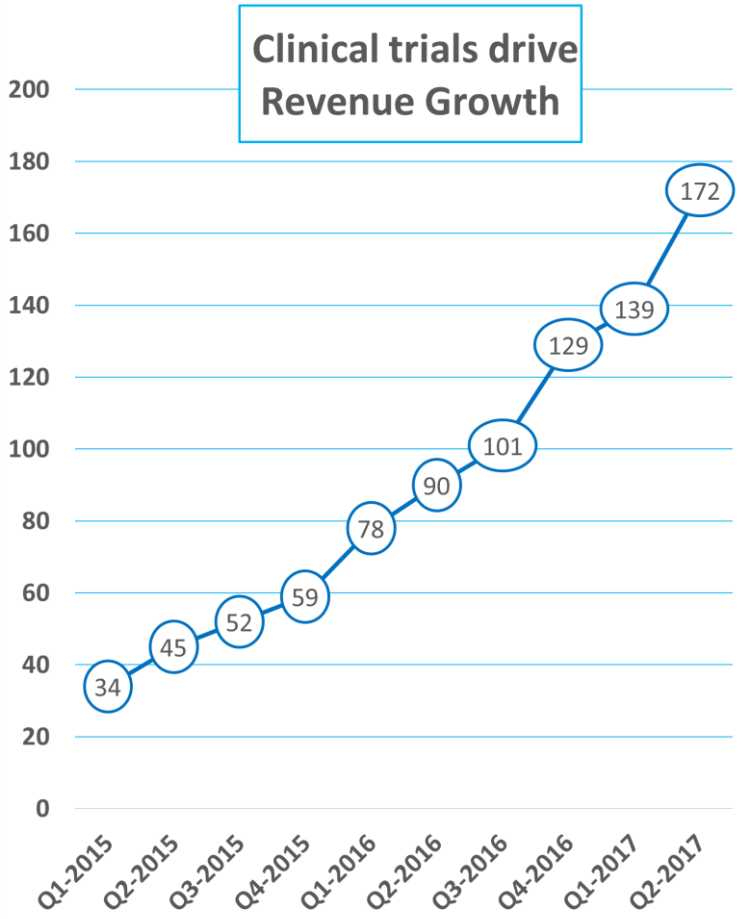
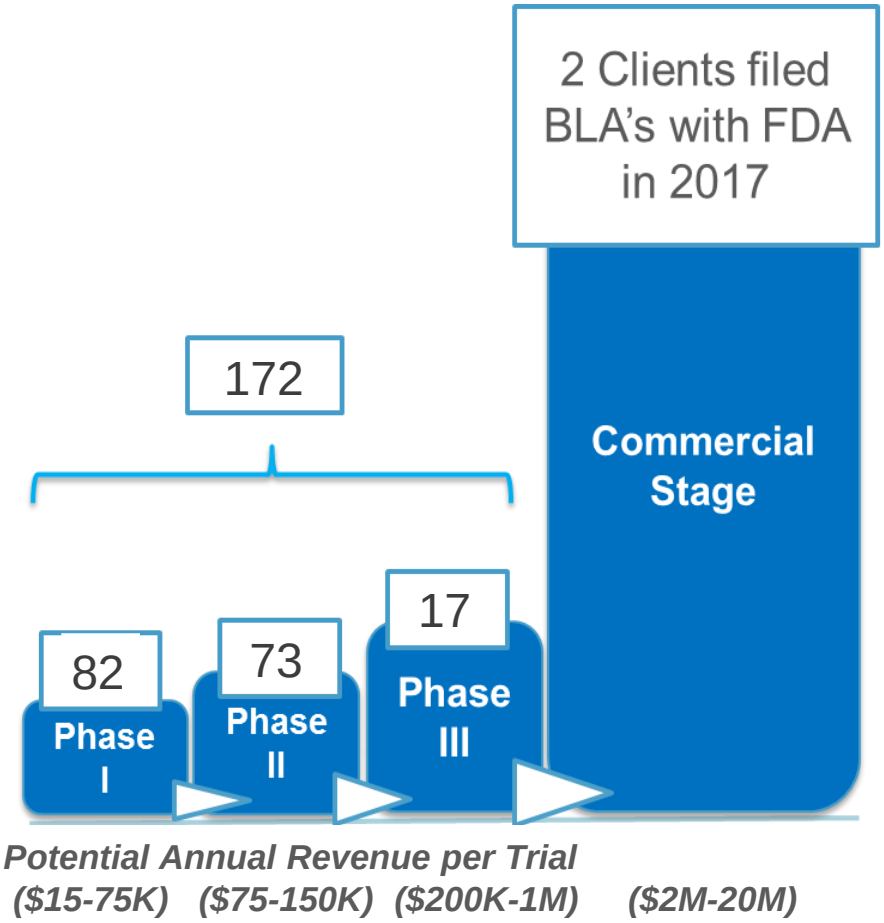
Clinical Trials Drive Revenue Growth





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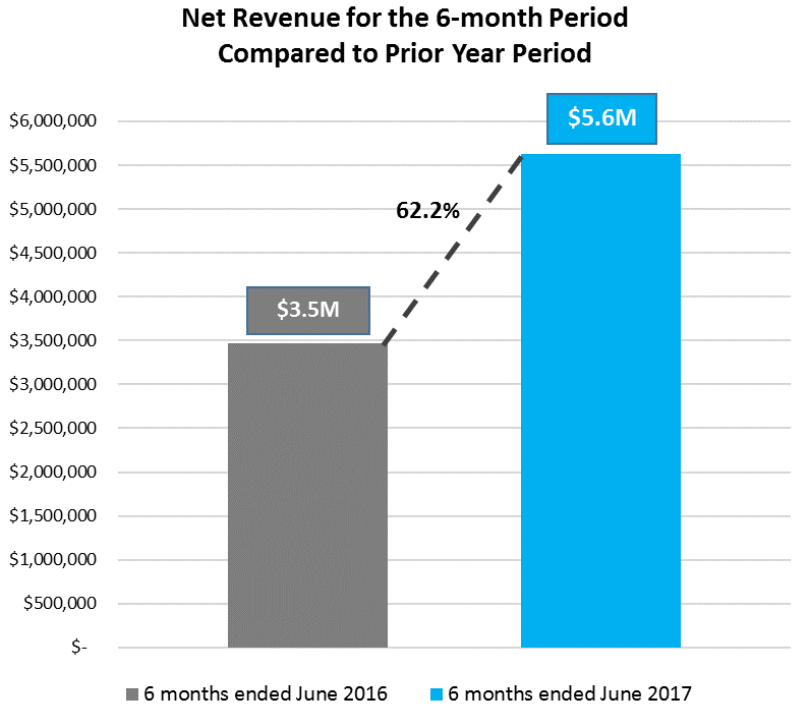
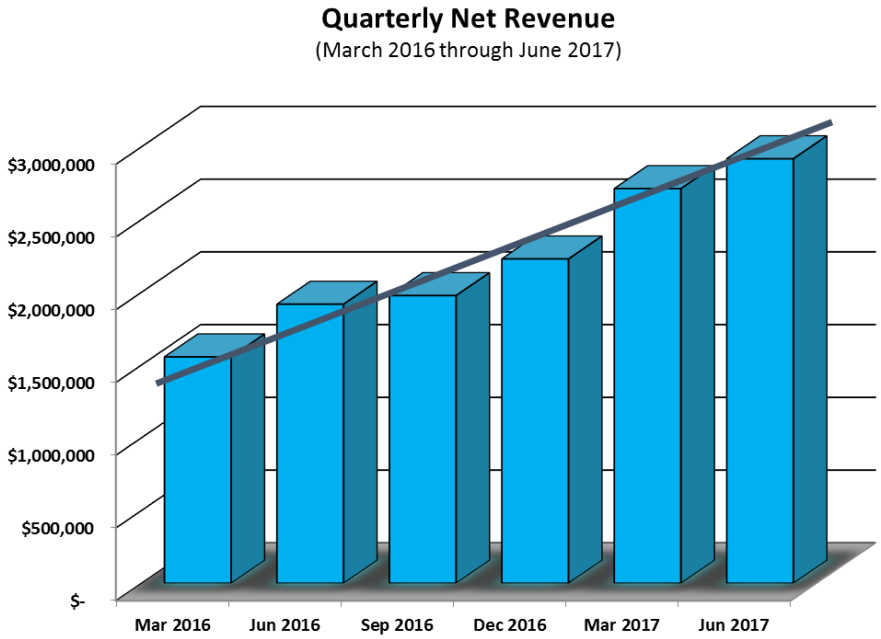
Revenue Trends 1H-2017

(six-month period ended June 30, 2017)





Continuing double-digit growth in all markets fueled by biopharma - increased 82.3% for the 6-month period

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Financial Metrics Q2-2017

(quarter ended June 30, 2017)

$12.9M Cash

GPS TRACKING

Debt free

$1.5M Accounts Receivable

24M shares outstanding

Biopharma revenue

up 69%

Supporting 172 clinical trials, 17 Phase III trials

Total revenue

$2.9M

up 52%

Gross Margin

48%

up 8PP

GLOBAL FACILITY FOOTPRINT

$0.08 net loss per share

(from $0.28 per share)

Growth in all markets

$0.5M increase in operating expenses

Adjusted EBITDA improved by 22% to $(0.9M) for Q2

BEST IN CLASS FLEET PERFORMANCE

33 additional trials - Strong pipeline

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Financial Summary

Statements of Operations Data:

(in thousands)	2012	2013	2014	2015	2016	1H-2016	1H-2017
Net Revenues	$ 863	$ 2,194	$ 3,572	$ 5,525	$ 7,679	$ 3,473	$ 5,630
Cost of revenues	1,761	2,052	2,630	3,847	4,577	2,109	2,983
Gross margin (loss)	(898)	141	942	1,679	3,101	1,364	2,647
Loss from operations	(8,984)	(5,485)	(5,175)	(7,810)	(8,766)	(4,603)	(3,633)
Adjusted EBITDA	(8,145)	(4,427)	(4,260)	(5,339)	(5,293)	(2,901)	(1,752)
Net loss attributable to common stock holders	$ (9,398)	$ (19,840)	$ (9,689)	$ (16,222)	$ (13,188)	$ (6,720)	$ (3,650)
Net loss per share attributable to common stockholders - basic and diluted	$ (3.17)	$ (5.48)	$ (1.94)	$ (2.72)	$ (0.93)	$ (0.54)	$ (0.18)

Balance sheet data:

(in thousands)	30-Jun-17
Cash and cash equivalents	$ 12,855
Working capital	12,519
Total assets	17,192
Related party notes and accrued interest, net	-
Long term obligations, less current portion	197
Total stockholders' equity	15,027

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Summary

Impressive revenue growth driven by robust pipeline

- Year-over-year quarterly revenue up 52%
- Animal Health and Reproductive Medicine markets up ~15% year-over-year
- Biopharma revenue up 69% year-over-year

Novartis

- Selected for commercial support of CTL019
- Novartis plans filing in Q4 2017 in US and EU for JULIET approval (second indication of CTL019)
- Supporting additional trials

Diversified and growing client base

- 172 clinical trials supported; net increase of 33 trials in Q2
- Added 19 Biopharma clients in Q2

Key stats

- Debt free with cash balance of $12.9 million at end of Q2
- Recent warrant exercises brought raised additional $1.8 million at the end of July
- Q2 gross margin of 47% with target of 60%

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Non-GAAP Financial Measures

Note Regarding Use of Non-GAAP Financial Measures

This news release contains non-GAAP financial measures as defined in Regulation G of the Securities Exchange Act of 1934. These financial measures are not calculated in accordance with generally accepted accounting principles (GAAP) and are not based on any comprehensive set of accounting rules or principles. In evaluating the Company's performance, management uses certain non-GAAP financial measures to supplement financial statements prepared under GAAP. Management believes the following non-GAAP financial measure, adjusted EBITDA, to provide a useful measure of the Company's operating results, a meaningful comparison with historical results and with the results of other companies, and insight into the Company's ongoing operating performance. Further, management and the Board of Directors utilize these non-GAAP financial measures to gain a better understanding of the Company's comparative operating performance from period-to-period and as a basis for planning and forecasting future periods. Management believes these non-GAAP financial measures, when read in conjunction with the Company's GAAP financials, are useful to investors because they provide a basis for meaningful period-to-period comparisons of the Company's ongoing operating results, including results of operations, against investor and analyst financial models, identifying trends in the Company's underlying business and performing related trend analyses, and they provide a better understanding of how management plans and measures the Company's underlying business.

	2014	2015	Q1 2016	Q2 2016	Q3 2016	Q4 2016	2016	Q1 2017	Q2 2017
GAAP net loss attributable to common stockholders	$ (9,688)	$ (16,222)	$ (2,786)	$ (3,935)	$ (2,184)	$ (4,284)	$ (13,189)	$ (1,789)	$ (1,860)
Non-GAAP adjustments to net loss attributable to common stockholders:									
Depreciation and amortization expense	207	210	73	98	101	103	374	132	176
Interest expense	1,343	1,227	81	21	19	18	139	16	-
Stock-based compensation expense	724	2,365	789	749	800	780	3,118	770	795
Income taxes	3	4	-	2	3	0	6	4	-
Warrant repricing expense			-	1,930	-	2,265	4,195	-	-
Undeclared cumulative deferred dividends	195	798	-	-	-	-	-	-	-
Preferred stock benefical conversion charge	2,962	6,377	75	-	-	-	75	-	-
Adjusted EBITDA	$ (4,254)	$ (5,241)	$ (1,767)	$ (1,134)	$ (1,262)	$ (1,118)	$ (5,281)	$ (867)	$ (889)

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