Cryoport, Inc.
Calendar Year 2017
Third 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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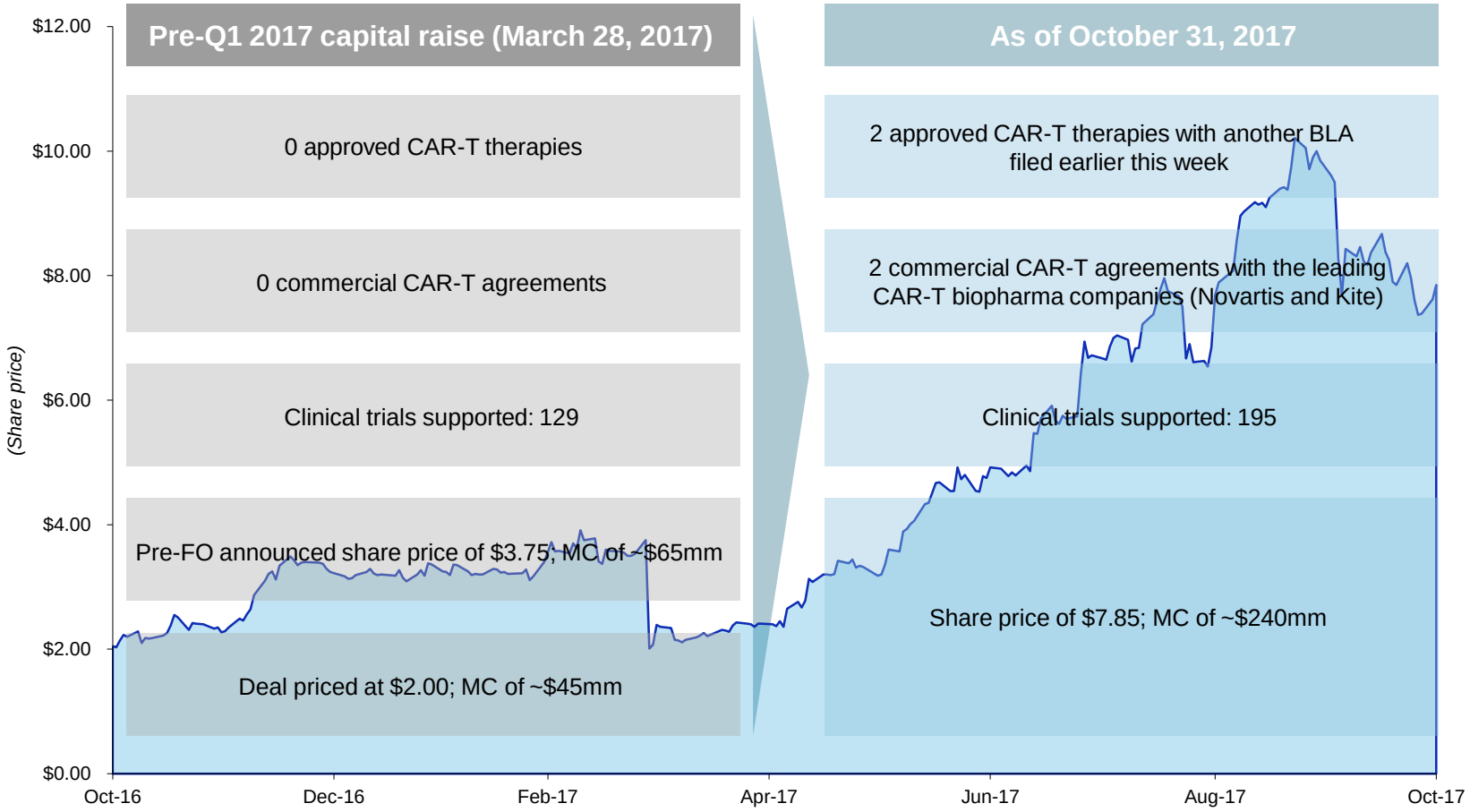
Cryoport has Undergone Material, Positive Changes Since Q1, 2017



Note: Market data as of 10/31/17

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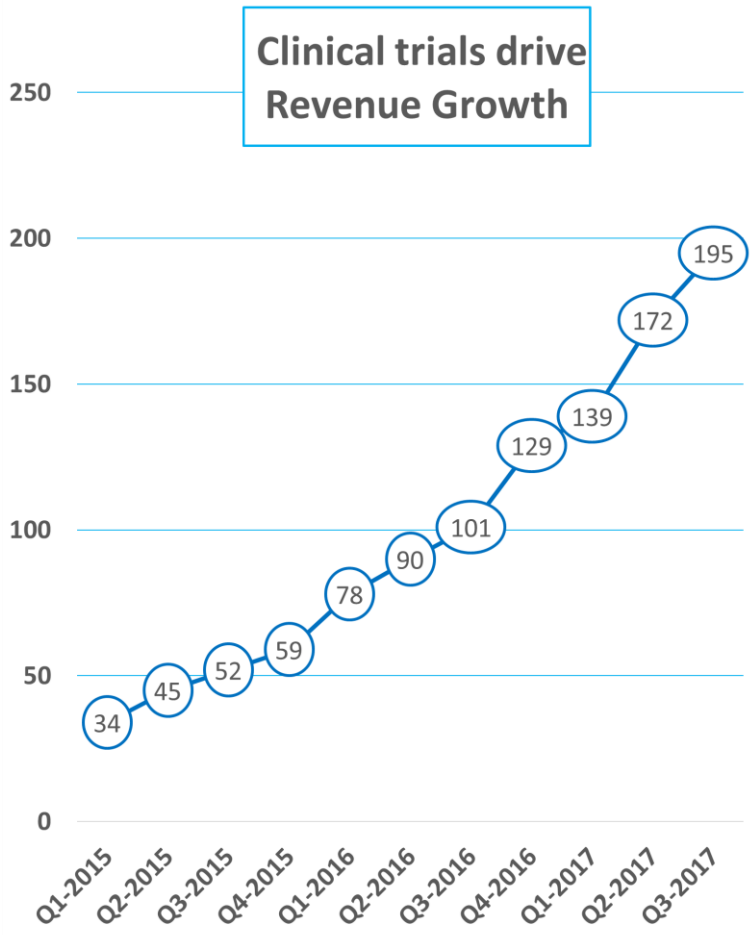
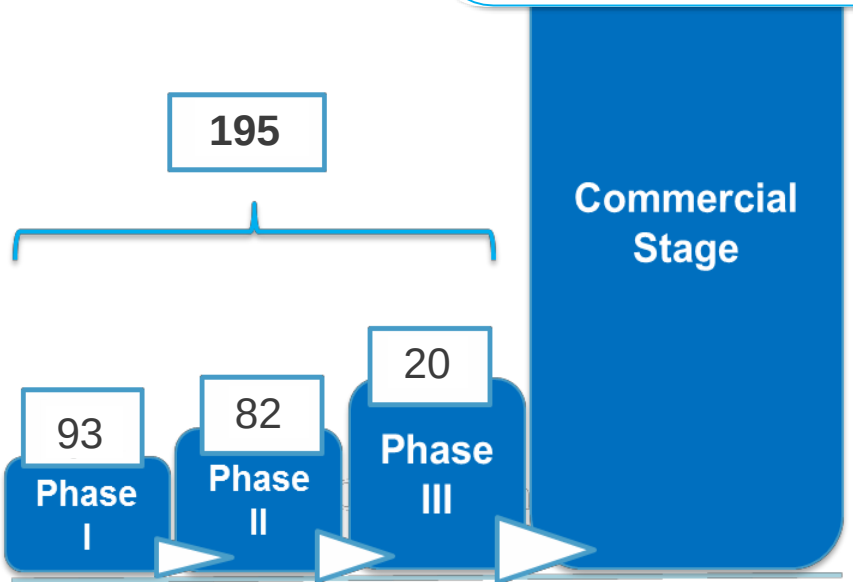
Clinical Trials Drive Revenue Growth



FDA Approvals:

- Novartis (Kymriah™)
- Kite Pharma (Yescarta™)



Potential Annual Revenue per Trial
($15-75K) ($75-150K) ($200K-1M) ($2M-20M)

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Cryoport is Supporting the Commercialization of Kymriah, Novartis' First-to-Market CAR-T Cell Therapy

Cryoport is the exclusive cold-chain solutions provider for Kymriah – 3 year agreement with renewal rights

NOVARTIS

Novartis received first ever FDA approval for a CAR-T cell therapy, Kymriah™ (CTL019), for children and young adults with B-cell ALL that is refractory or has relapsed at least twice

- First-in-class therapy showed an 83% (52/63) overall remission rate in this patient population with limited treatment options and historically poor outcomes
- Novel approach to cancer treatment is the result of pioneering CAR-T cell therapy collaboration with University of Pennsylvania
- Reproducible, flexible and validated manufacturing process builds on years of global clinical trial experience at facility in New Jersey
- Novartis also announces innovative collaboration with the US Centers for Medicare and Medicaid Services

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Cryoport has been Chosen to Support the Launch of Kite/Gilead's CAR-T, Yescarta, which was Approved in October

Cryoport will be the cold-chain solutions provider for axi-cel throughout the product's life cycle

Kite

For the past three decades, Kite has been at the forefront of cancer immunotherapy and a leader in CAR-T therapy

- **Lead product, Yescarta, for the treatment of aggressive Non-Hodgkin Lymphoma (NHL) given priority review by the FDA, then subsequently approved in October. Additionally, a marketing authorization application for Yescarta has been filed in Europe**
- **In the ZUMA-1 study, a single infusion of Yescarta elicited an objective response rate (ORR) of 82% across patients with relapsed/refractory diffuse large B-cell lymphoma (DLBCL). After 8.7 months of follow-up, 44% of patients continued to respond to therapy, including 39% with a complete response (CR)**
- **Cryoport has a signed agreement to support Kite/Gilead throughout the lifecycle of axi-cel. Additionally, Cryoport provides cryogenic logistics support for twelve clinical stage therapies by Kite Pharma**

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Primary Target Market: Regenerative Therapy

934

Clinical trials underway

Q3 2017[a]

631 year-end 2015

Ph. I: 307

(192 in 2015)

Ph. II: 548

(376 in 2015)

Ph. III: 79

(63 in 2015)

- **Inflection point: Commercialization has begun in 2017**
- **Novartis' CAR-T drug, Kymriah, approved in August and Gilead/Kite therapy, Yescarta, approved in October**
- **At least 2-4 additional BLAs for regenerative therapies expected in 2017 to mid 2018**
- **Rapid growth is just beginning: $53.7B regenerative market by 2021[b]**
- **Launch strategies require scalable, dependable cryogenic logistics support**

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

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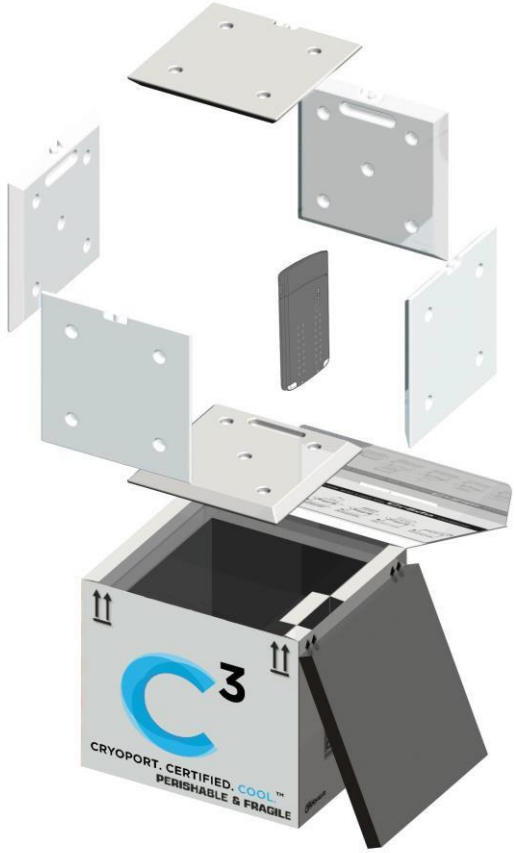
C^3_{TM} Shipper for Clients Requiring Reliable 2-8°C Logistics Solutions

The introduction of C^3_{TM} means that Cryoport can support the entire logistics continuum for regenerative medicine clinical and commercial programs

- **The C^3_{TM} Solution seamlessly integrates Cryoport's expertise in packaging, informatics and logistics for life science commodities requiring 2-8°C temperatures**
- **Cryoport's powerful Cryoportal™ Logistics Management Platform and leading-edge SmartPak II™ Condition Monitoring System provide visibility of the location and the key aspects of your critical shipment**
- **24/7/365 Customer Service support to proactively monitor shipment and mitigate risk with automated escalation**
- **Launched in August 2017**



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Client Base of Leading Companies

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No Other Player – with Comprehensive Logistics Solutions for the Regenerative Therapy Market

Primary focus is on the large and rapidly growing Regenerative Therapy market

- Global regenerative therapy market expected to grow to ~$53bn by 2021[(a)]
- In biopharma, currently 934 clinical trials ongoing worldwide; number of trials has grown 48% since 2015[(b)]

Biopharma

- ✓ Blue chip client base includes Novartis, Gilead/Kite, Juno, bluebird, Gradalis, Zoetis, Lonza, among many others
- ✓ $6.6mm revenue for first nine mo; 58% Y-o-Y growth

Reproductive Medicine

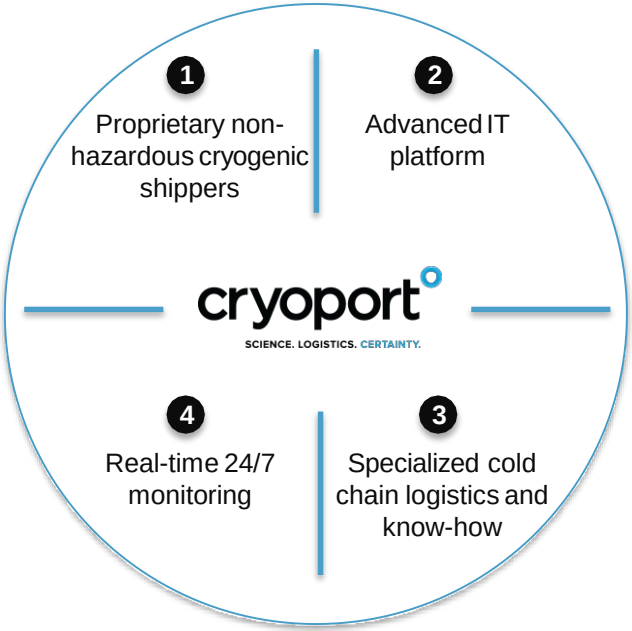
- ✓ Superb relationships with > 400 fertility clinics worldwide
- ✓ $1.3mm revenue last nine mo; 17.5% Y-o-Y growth

Animal Health

- ✓ Clients include established names such as Zoetis, Vetstem and Boehringer Ingelheim
- ✓ ~$0.8 revenue last nine mo; 24% Y-o-Y growth

Offers a comprehensive suite of solutions not available from any competitor

- No competitor offers an advanced IT platform, real time monitoring, global cryogenic logistics and non-hazardous packaging
- "In-house" solutions such as dry-ice and liquid nitrogen are not sufficient for many newer generation medicines



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

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Cryoport is at an Important Inflection Point

- Cryoport holds commercial support agreements with the two currently most important players (Novartis and Gilead/Kite Pharma) in the expanding CAR-T space
- Commercial agreements represent large sources of future revenue - considerably beyond what is achieved from clinical trials support
- FDA's approval of Novartis' Kymriah (CTL-019) and FDA's approval of Kite's Yescarta (axi-cel) are key de-risking events for Cryoport
- Cryoport is the first and only company in the cryogenic logistics space for these new regenerative therapies requiring cryogenic logistics
- As the first advanced technology company in the space and, currently, with few potential direct competitors, Cryoport is positioned to continue to be the preferred provider of cryogenic logistics for future regenerative therapies
- Cryoport currently supports 195 clinical trials (20 in Phase III) and is continuing to grow its position

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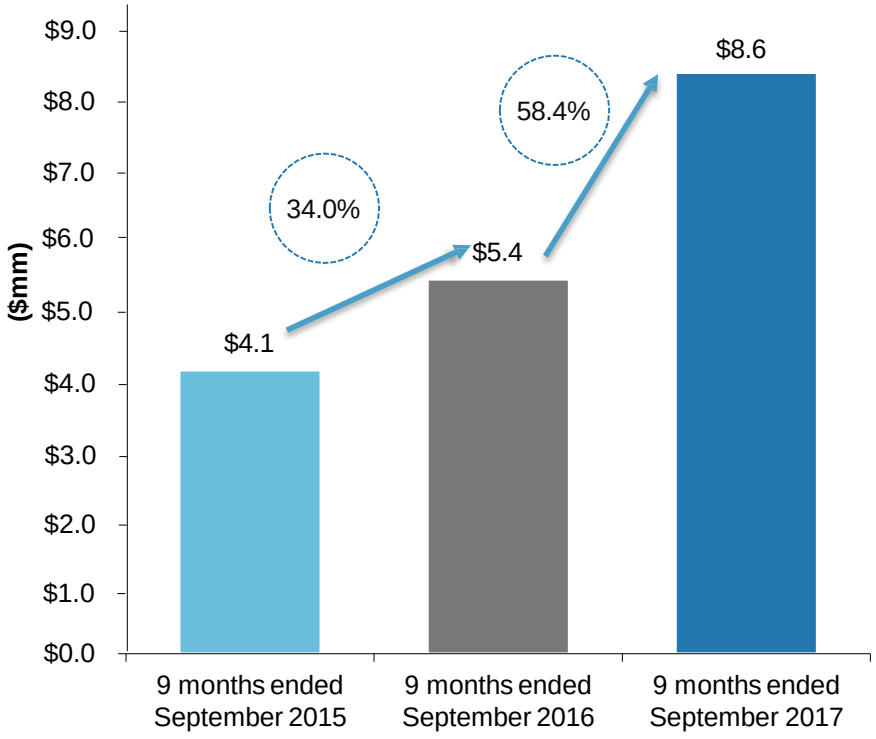
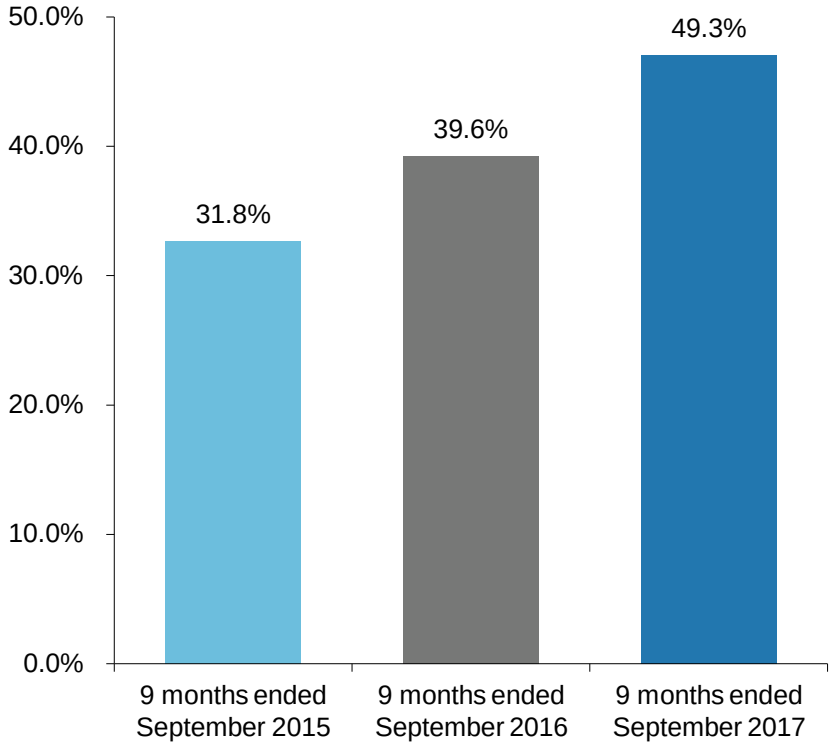
Cryoport has a Scalable Business Model

Continuing double-digit growth in all markets fueled by biopharma - increased 75.6% from 2016 to 2017 for the 9-month period ended September 30th

Net revenue for the 9-month period vs. prior years ($mm)



Gross margin % for the 9-month period vs. prior years



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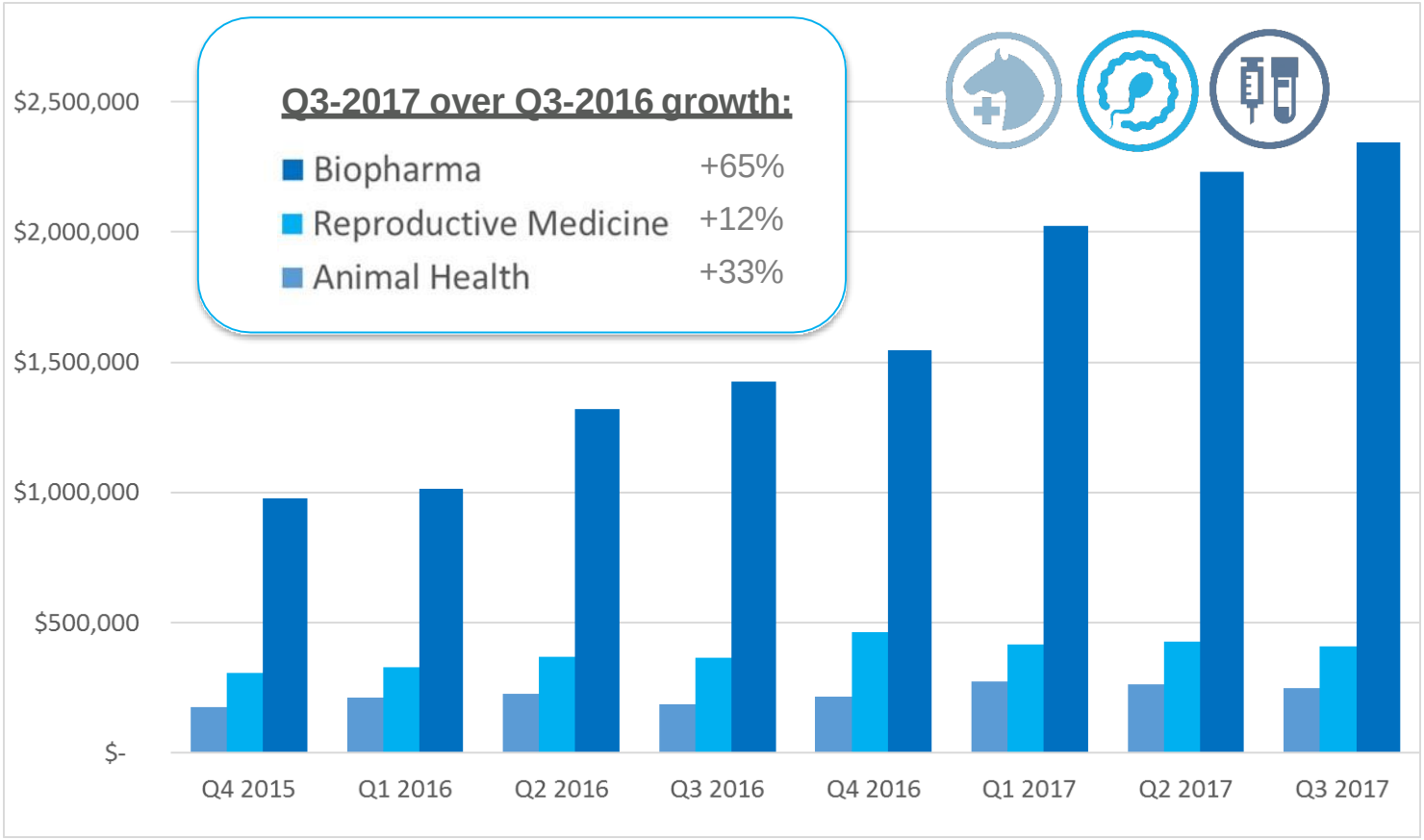
Revenue Trends

All biopharma growth to-date has been generated without commercial assets



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Financial Summary

5-year net revenue CAGR of ~75%

Statements of Operations Data *(in thousands)*	2012	2013	2014	2015	2016	*'12 - '16 CAGR*	9mos-2016	9mos-2017	*YoY growth %*
Net Revenues	$863	$2,194	$3,572	$5,525	$7,679	*72.7%*	$5,450	$8,632	*58.4%*
Biopharma	704	1,105	1,736	3,364	5,302	*65.7%*	*3,756*	*6,597*	*75.6%*
Animal health	-	627	940	869	845	*10.5%*[a]	*628*	*782*	*24.6%*
Reproductive medicine	159	462	896	1,292	1,532	*76.2%*	*1,066*	*1,253*	*17.5%*
Cost of revenues	1,761	2,052	2,630	3,847	4,577		3,289	4,379	
Gross margin (loss)	(898)	141	942	1,679	3,101	*180.2%*[a]	2,161	4,253	*96.9%*
% Gross margin	NM	*6.4%*	*26.4%*	*30.4%*	*40.4%*		*39.6%*	*49.3%*	
Loss from operations	(8,984)	(5,485)	(5,175)	(7,810)	(8,766)		(6,764)	(5,621)	
Adjusted EBITDA	(8,145)	(4,427)	(4,260)	(5,339)	(5,293)		(4,163)	(2,588)	
Net loss attributable to common stock holders	($9,398)	($19,840)	($9,689)	($16,222)	($13,188)		($8,905)	($5,629)	
Net loss per share attributable to comon stock holders - basic and diluted	($3.17)	($5.48)	($1.94)	($2.72)	($0.93)		($0.67)	($0.25)	

Selected balance sheet data:

(in thousands)	30-Sep-17
Cash and cash equivalents	$15,398
Working capital	15,446
Total assets	19,720
Related party notes and accrued interest, net	-
Long term obligations, less current portion	195
Total stockholders' equity	17,754

(a) '13-'16 CAGR

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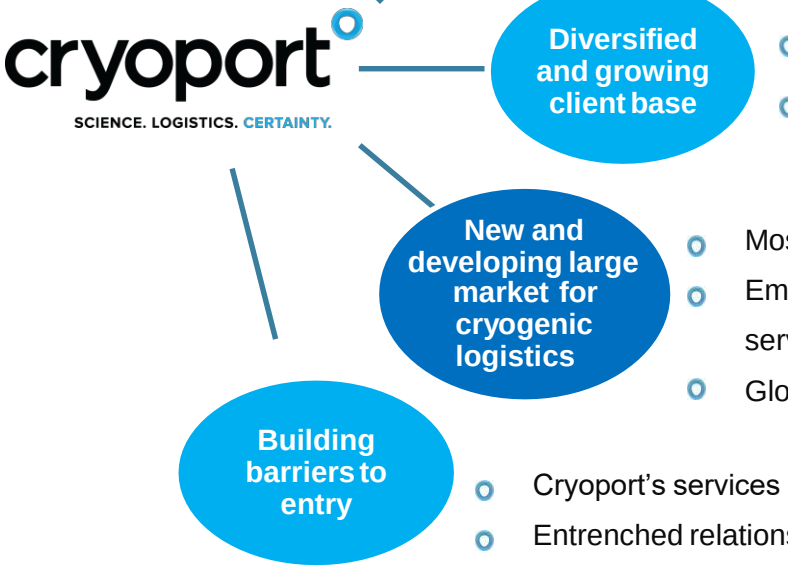
Key Highlights



- **Nine month revenue growth of 58% year over year**
- **Supporting Novartis' commercial launch of Kymriah**
- Novartis recently filed a BLA for second indication of Kymriah
- **Supporting Kite's commercial launch of Yestcarta**

- Biopharma revenue up 76% for nine months
- Animal Health revenue up 24% for nine months and Reproductive Medicine up 17% for nine months

- 195 clinical trials; 20 in Phase III (net increase of 66 for nine mo.)
- Added 68 Biopharma clients in last nine months

- Most cellular therapies must have cryogenic logistics to deliver efficacy
- Emerging regenerative medicines continue to increase demand for Cryoport services
- Global Regenerative Therapy Market forecast is **$53.7B by 2021**

- Cryoport's services are included in clients' clinical trial protocols filed with FDA
- Entrenched relationships
- Commercial contracts and Master Service Agreements are long-term

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Thank you!

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