Third Quarter 2018

cryoport

SCIENCE. LOGISTICS. CERTAINTY.

Trusted by the Life Sciences Industry

cryoport
SCIENCE. LOGISTICS. CERTAINTY.

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.

Company Overview

Business description	Leading temperature-controlled logistics solutions provider for the life sciences industry with a focus on the regenerative medicine market (e.g., CAR-T)
Clients	Pharmaceutical and biotechnology companies (e.g., Novartis, Gilead/Kite, Atara, Zoetis etc.)
Markets	Biopharma, Reproductive Medicine, and Animal Health
Third Quarter Commercial Revenue	$555,000
Number of Clinical Trials Currently Supported	295, 38 in Phase III
Revenue Growth Year-over-Year	76%
Q2 2018 Gross Margin	52%
Biopharma Revenue Growth Year-over-Year	91%
CEO	Jerrell Shelton
Headquarters	Irvine, CA

Gilead – Yescarta® Ramp Builds

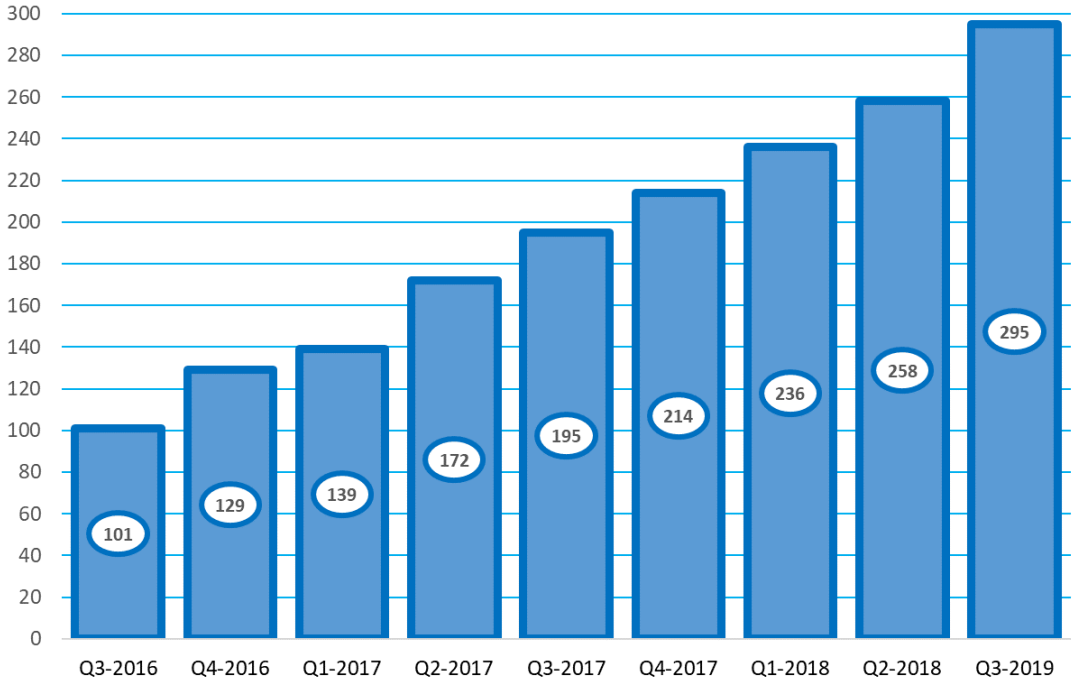
- Yescarta® approved in U.S. in October 2017
- Received EU approval August 27th for relapsed/refractory DLBCL and PMBCL
- Goal of 20 certified EU centers by end of 2018
- $75 million in net commercial Yescarta® revenues in Q3 2018 and $183 million YTD
- 64 cancer centers authorized as of 10/24/18
- Treated nearly 700 patients
- New 117,000 sq ft manufacturing facility leased in the Netherlands
- CMS approval of a New Technology Add-On Payment (NTAP) and assignment of MS-DRG 016 code to Yescarta®, effective October 201
- Supporting 14 additional clinical trials

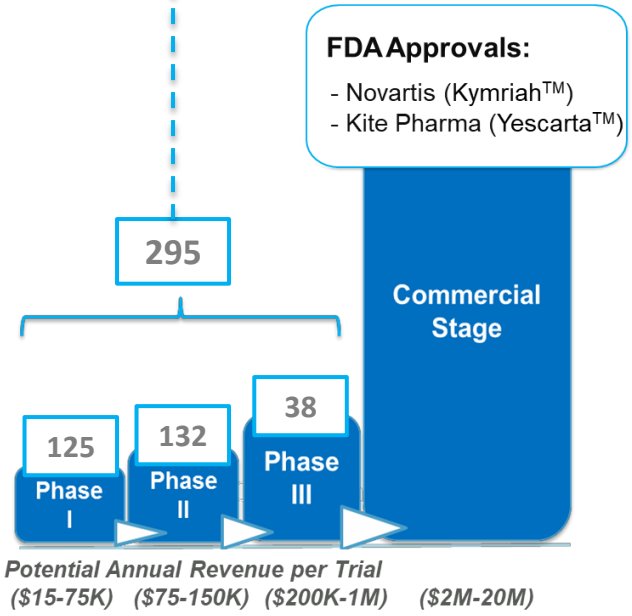
Novartis – Kymriah® Ramp Continues

- Second indication of Kymriah® for adult r/r DLBCL approved in Q2 2018
- August 27th received EU approval for r/r pediatric & young adult ALL and r/r DLBCL. September 5th NHS England reaches deal with Novartis for Kymriah ® reimbursement
- September 6th Kymriah® received Canadian approval
- $20 million Q3 2018, $48 million YTD commercial revenue for Kymriah®
- Agreement with CBMG for manufacturing Kymriah® in China
- Supporting 15 additional clinical trials

Clinical Trials Drive Revenue Growth in Biopharma

37 new clinical trials (net) added in Q3-2018;
100 clinical trials (net) added during the last 12 months;
38 Phase III trials





Primary Target Market: Regenerative Therapy

1003

Clinical trials underway[a]

804 year-end 2016[b]
631 year-end 2015[b]

Ph. I: 330

(261 in 2016)
(192 in 2015)

Ph. II: 580

(475 in 2016)

(376 in 2015)

Ph. III: 93

(68 in 2016)
(63 in 2015)

- **Industry inflection point: Commercialization has begun**
- **Novartis' CAR-T drug, Kymriah™, FDA approved in August 2017 and Gilead/Kite therapy, Yescarta™, FDA approved in October 2017**
- **Kymriah™ and Yescarta received European approval August 27th, 2018**
- **Four MAA's and one BLA filed so far in 2018**
- **One additional BLA for a regenerative therapy expected to be filed in 2018**
- **Total of 27 Regenerative Medicine Advanced Therapy designations granted**
- **17 Breakthrough designations and 43 Fast Track designations granted**

(a) Alliance for Regenerative Medicine, July 1, 2018
(b) Alliance for Regenerative Medicine, March 7, 2017

Global Transportation Partnerships

Cryoport's solutions have global reach through shipping agreements with FedEx, UPS, DHL, and World Courier

FedEx®
FedEx® Deep Frozen Shipping Solution
powered by Cryoport®

cryoport®
SCIENCE. LOGISTICS. CERTAINTY.

UPS
Cryogenic shipping from UPS
UPS Temperature True® Cryo, powered by Cryoport℠

DHL
THERMONET

Continue to build new partnerships

BE THE MATCH BioTherapies℠

- **30** years of expertise and global leadership
- **80,000** total stem cell therapies managed
- **22,000** cell and blood shipments annually
- **6,200** annual stem cell therapies
- **19 million** donors in world's largest registry
- **250** research studies underway
- **900** employees strong
- **$400M** in annual revenue

Global Distribution of Regenerative Medicine Companies

Global Logistics Centers

- **$10.3 billion raised by Regenerative Medicine industry through Q3**
- **May, 2018 Gilead announced a new Yescarta™ manufacturing facility would be built in Amsterdam, Netherlands.**
- **July, 2018 Novartis announced Kymriah™ manufacturing centers in Paris, France and Leipzig, Germany.**
- **New Cryoport Global Logistics Centers in Livingston, New Jersey and Amsterdam, Netherlands.**

cryoport
SCIENCE. LOGISTICS. CERTAINTY.

2018 Clinical Milestones

mesoblast
the regenerative medicine company

Released data on remestemcel-L for the treatment of acute graft versus host disease, showing an 87 percent 28-day survival rate and a 75 percent overall survival rate for the often-fatal condition

bluebirdbio

Presented positive data from its Phase 3 trial of its LentiGlobin gene therapy for patients with transfusion-dependent beta thalassemia and non-β0/β0 genotypes

Kiadis pharma

Received RMAT status in the US for ATIR101, and anticipates MAA approval in early 2019 for ATIR101, an adjunctive immunotherapeutic administered in combination with hematopoietic stem cell transplantation

ENZYVANT

Initiated a rolling Biologics Licensing Application (BLA) for RVT-802 for the treatment of complete DiGeorge anomaly

Cryoport's Continuous Vigilance to Minimize Risk and Maximize Success

CHAIN OF CUSTODY

Traceability of the Custody of each Client's or Patient's Therapy

CHAIN OF CONDITION

Traceability of the Condition of each Client's or Patient's Therapy

CHAIN OF IDENTITY

Traceability of the Identity of each Client's or Patient's Therapy

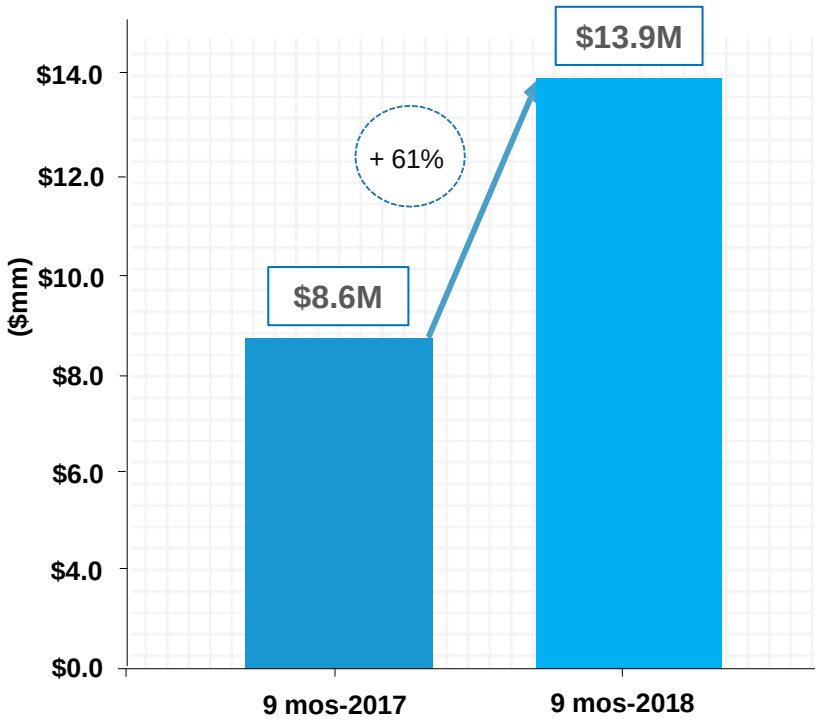
CHAIN OF COMPLIANCE™

Traceability of the Equipment and Processes Supporting each Client's or Patient's Therapy

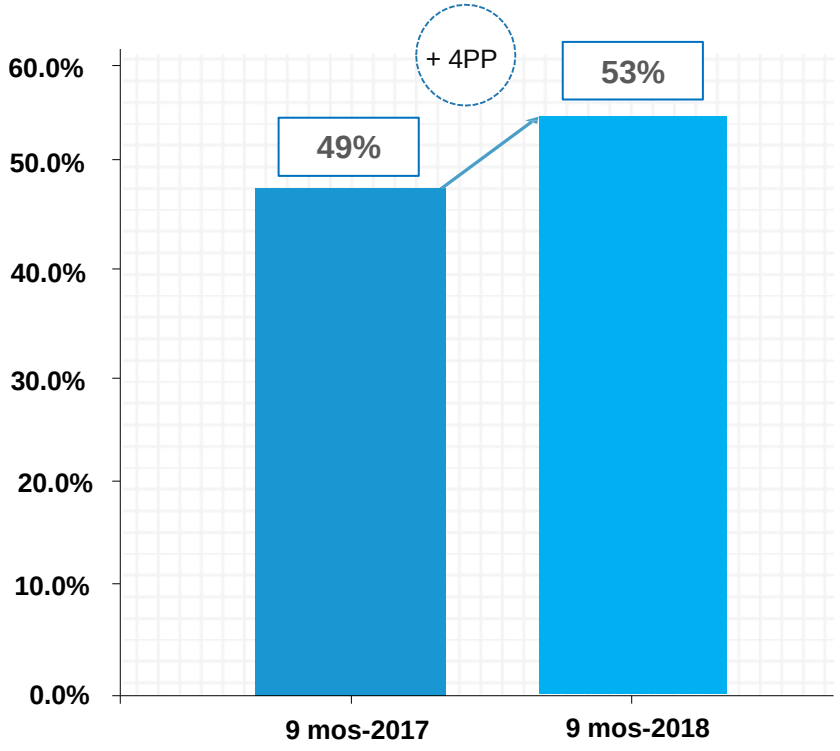
Leveraging the Scalable Business Model

Continuing strong double-digit growth in revenue, year-over-year and sequentially

Net revenue for the nine months ended September 30, 2018 vs. prior year ($mm)



Gross margin for the nine months ended September 30, 2018 vs. prior year (%)



cryoport
SCIENCE. LOGISTICS. CERTAINTY.

Financial Performance YTD September 30, 2018

Statements of Operations Data:

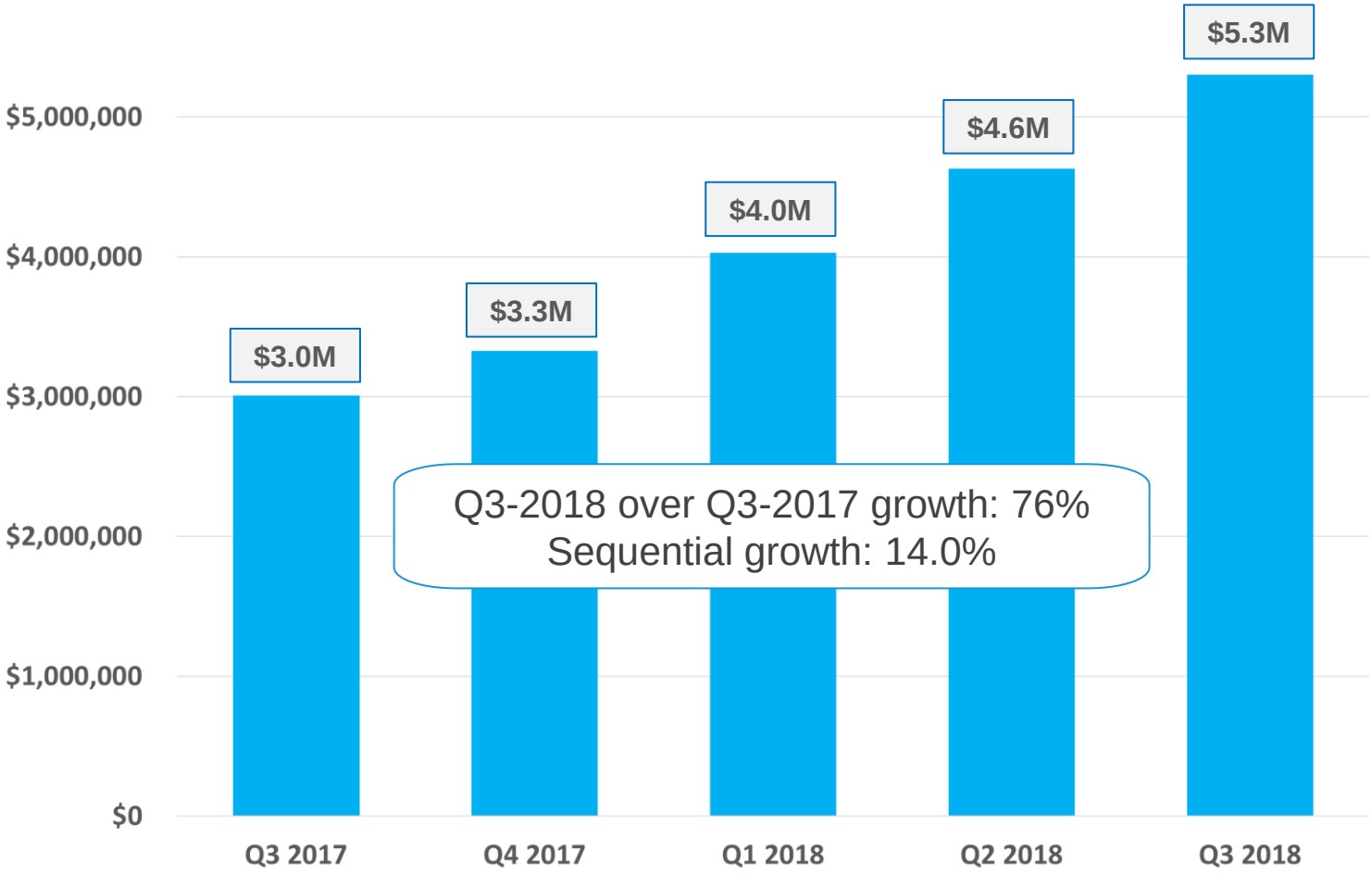
(in thousands)	2015	2016	2017	9 months 2017	9 months 2018	growth %
Net Revenues	$ 5,525	$ 7,679	$ 11,954	$ 8,632	$ 13,936	61.4%
Biopharma	3,364	5,302	9,113	6,597	11,603	75.9%
Animal Health	869	845	1,135	782	748	-4.3%
Reprodcutive Medicine	1,292	1,532	1,707	1,253	1,585	26.5%
Cost of revenues	3,847	4,577	5,988	4,379	6,511	
Gross margin (loss)	1,679	3,101	5,966	4,253	7,424	79.7%
Loss from operations	(7,810)	(8,766)	(7,893)	(5,621)	(6,425)	
Adjusted EBITDA	(5,339)	(5,281)	(3,666)	(2,588)	(1,795)	
Net loss	$ (16,222)	$ (13,188)	$ (7,899)	$ (5,629)	$ (7,297)	
Net loss per share - basic and diluted	$ (2.72)	$ (0.93)	$ (0.93)	$ (0.26)	$ (0.25)	

Balance sheet data:

(in thousands)	30-Sep-18
Cash and s-t investments	$ 23,735
Working capital	25,159
Total assets	31,999
Long term obligations, less current portion	180
Total stockholders' equity	29,034

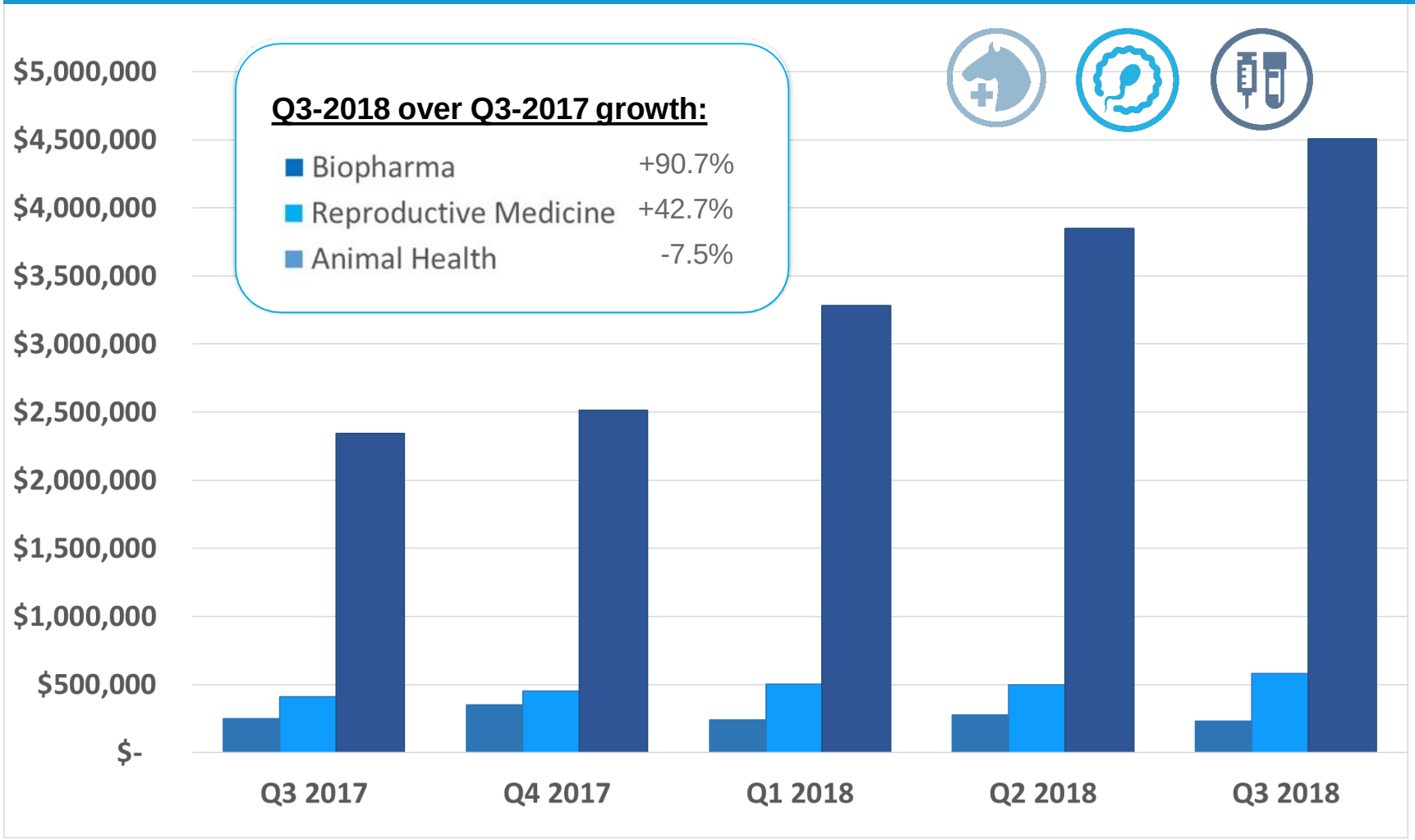
Quarterly Revenue Trends

Continued quarterly revenue growth fueled by revenue expansion from existing clients and new client acquisitions



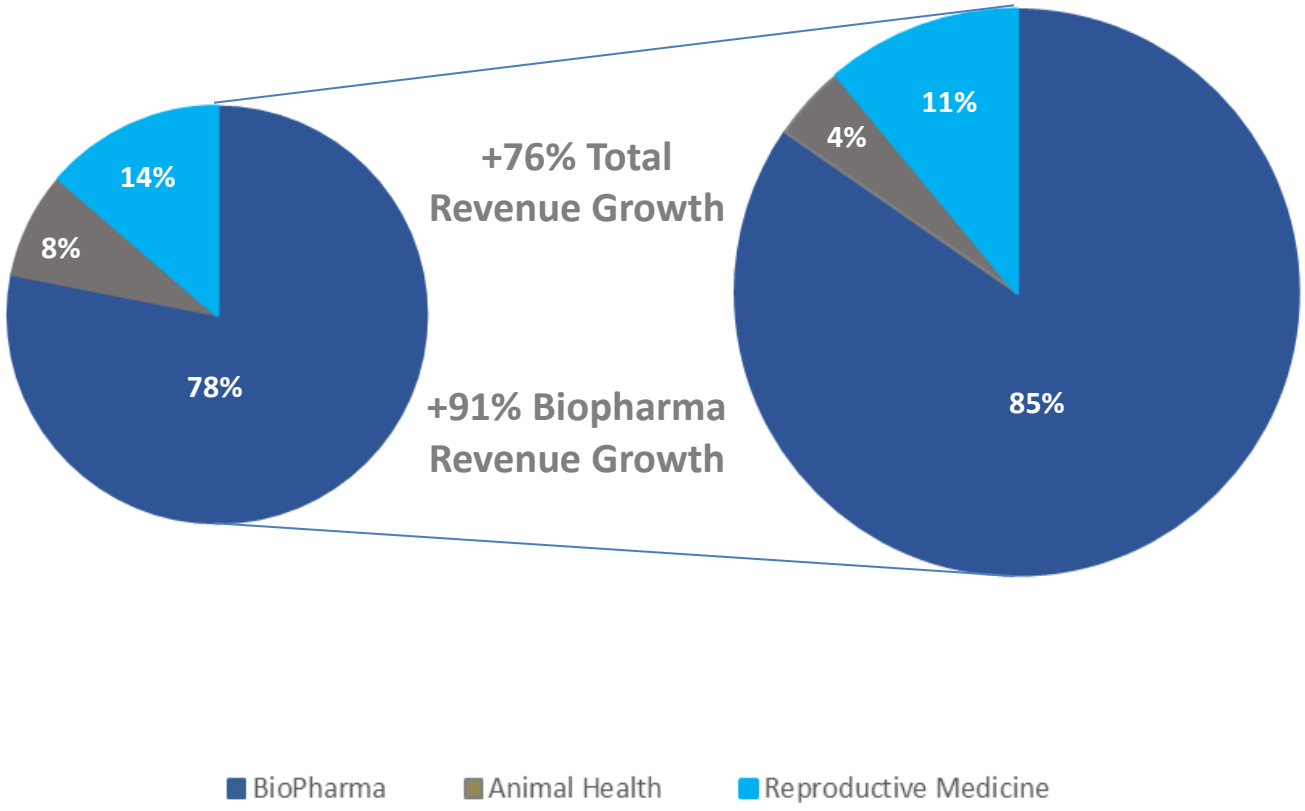
Quarterly Revenue Trends (cont'd)

Biopharma growth continues to be driven by ramp in clinical trials supported and commencement of revenue from the support of commercials therapy launches



Quarterly Revenue Trends

The biopharma market now represents 85% of total revenue, growing 91% compared to 2017



Financial Highlights: Q3-2018

Revenue
$5.3M
up 76%

Biopharma revenue
up 91%

38 Phase III trials

Supporting 295 clinical trials

GPS TRACKING

$550,000 revenue from commercial agreements

Reproductive Medicine
up 43%

Gross Margin
52%

GLOBAL FACILITY FOOTPRINT

Strong embedded growth with existing clients

1 BEST IN CLASS FLEET PERFORMANCE

Adjusted EBITDA improved by 48%

$24M Cash/ Short term Investments; No debt

30 biopharma clients added during the quarter

29.2M shares o/s EPS ($0.07)

All comparisons are on a year-over-year basis

cryoport
SCIENCE. LOGISTICS. CERTAINTY.

Science. Logistics. Certainty.

Thank you!

cryoport
SCIENCE. LOGISTICS. CERTAINTY.