Q3 FY-2025 Earnings Call

Cryoport

Enabling the Future of Medicine

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&GT 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 – Q3 2025 Snapshot

(all data from continuing operations)

Performance

$44.2M
+15% YoY growth
Q3-2025 Revenue

$170 - $174M
Revised FY 2025
Revenue Guidance

$421M
Cash & Short-Term investments

Recent News

New Global Supply Chain Center at Charles de Gaulle Airport in Paris, France

MVE Biological Solutions launched its next-generation SC 4/2V and SC 4/3V dry vapor shippers equipped with integrated Condition Monitoring Solutions

C&GT Supply Chain Leader

19
Commercial Cell & Gene Therapies Supported

$8.3M
+36% YoY growth
Commercial Cell & Gene Therapies revenue

745
Active Cell & Gene Therapy
Clinical Trials Supported (2)

Global Platform(2)

Key facilities in Americas, EMEA and APAC regions

Global Clients Base

690 Employees

Source: Company Filings and materials
Notes: (1) As of 9/30/2025

Revenue by the Numbers

+15%
Life Sciences Product Revenue

+16%
Life Sciences Service Revenue

+21%
BioServices & Biostorage Revenue

+36%
Commercial Cell & Gene Therapy Revenue

Q3 Revenue by the Numbers:
Strong Growth Across All Engines of the Business

+15%
Total revenue from continuing operations (Year over Year)

Revenue Q3-FY2025

Cryoport, Inc. and Subsidiaries
Revenue

(unaudited)

	Three Months Ended September 30,					Nine Months Ended September 30,				
(in thousands)		2025		2024	*% Change*		2025		2024	*% Change*
Life Sciences Services	$	24,258	$	20,931	*16%*	$	71,492	$	60,568	*18%*
BioLogistics Solutions		19,428		16,955	*15%*		57,832		49,540	*17%*
BioStorage/BioServices		4,830		3,976	*21%*		13,660		11,028	*24%*
Life Sciences Products	$	19,975	$	17,386	*15%*	$	59,235	$	54,749	*8%*
Total Revenue From Continuing Operations	**$**	**44,233**	**$**	**38,317**	***15%***	**$**	**130,727**	**$**	**115,317**	***13%***

Driving Bottom-Line Improvement

48.2%

Gross Margin from Continuing Operations

$(0.6M)

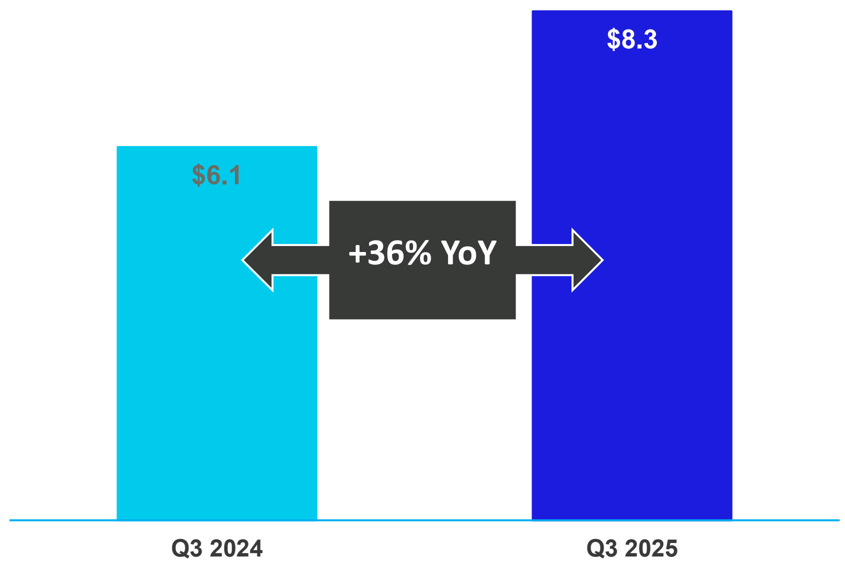
Adjusted EBITDA from Continuing Operations

$421M

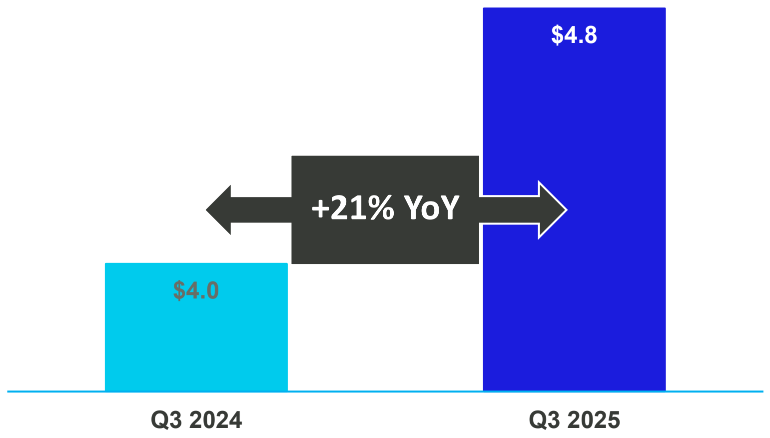
Cash and Short-Term Investment

LS Services Key Revenue Growth Drivers

Commercial CGT Revenue
($ in millions)



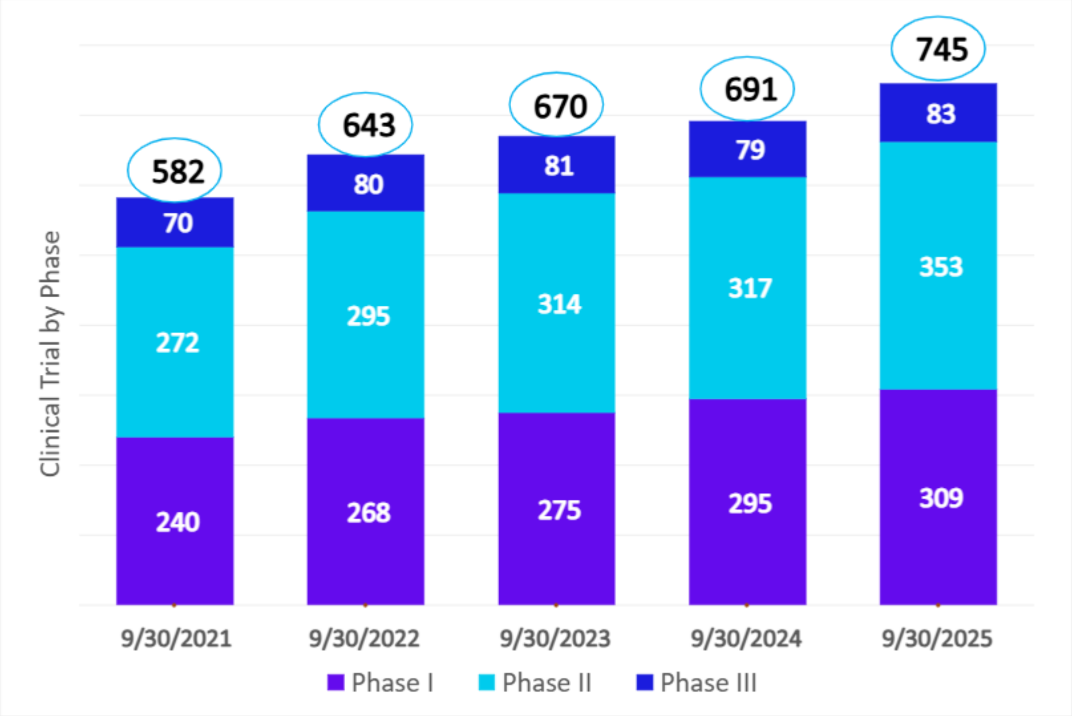
BioStorage/BioServices Revenue
($ in millions)



Cryoport Systems' Clinical Trial Support

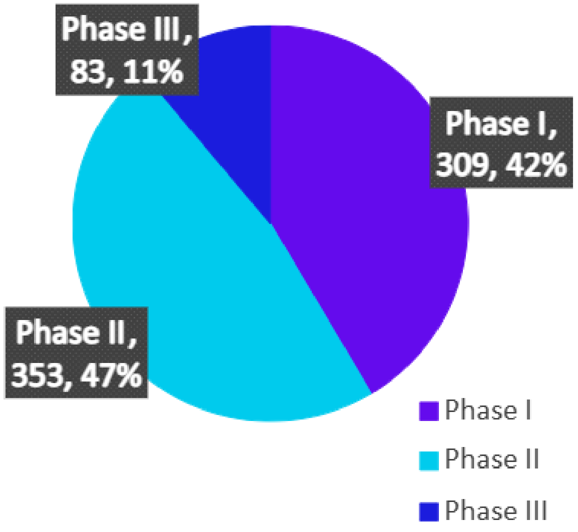
Q3 2025: 83 Phase III Clinical Trials Supported by Cryoport

- **745** clinical trials (net) in aggregate
- **83** Phase III trials in the Americas, EMEA, and APAC



Increased by 54 trials (net) over Q3-2024

Clinical Trials Supported by Trial Phase as of 9/30/25



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

Cryoport Systems' Commercial Support
19 Total Products

zevaskyn™ (prademagene zamikeracel) gene-modified cellular sheets

AMTAGVI™ (lifileucel)

Elevidys delandistrogene moxeparvovec-rokl suspension for intravenous infusion

casgevy™ (exagamglogene autotemcel) suspension for IV infusion

lyfgenia™ (lovotibeglogene autotemcel) suspension for IV infusion

EBVALLO® tabelecleucel

Carvykti™ (ciltacabtagene autoleucel)

Abecma™ (idecabtagene vicleucel) suspension for IV infusion

YESCARTA® (axicabtagene ciloleucel) Suspension for IV infusion

Ryoncil® (remestemcel-L-rknd)

Zemcelpro®

Breyanzi

TECARTUS® (brexucabtagene autoleucel) Suspension for IV infusion

Tecelra® afamitresgene autoleucel

AKUUGO®

libmeldy™ (atidarsagene autotemcel)

Strimvelis®

skysona™ (elivaldogene autotemcel) suspension for IV infusion

zynteglo® (betibeglogene autotemcel) suspension for IV infusion

Cryoport, Inc. is the Global Leader of Supply Chain Solutions for the Life Sciences

745

Active **Cell & Gene Therapy** Clinical Trials Supported[1]

~70%

Of All Industry Clinical Trials Supported[1]

15+

Locations in Americas, EMEA and APAC with 670+ people[2]

19

Commercial **Cell and Gene Therapies** Supported[1]

1,200+

Active Global Clients[2]

1M+

Shipments[3]

The Life Sciences Trusted Provider of Integrated Temperature-controlled Supply Chain Solutions

Notes: 1. Data as of 9/30/25 2. Combined totals of all Cryoport business units 3. Total shipments of Cryoport Systems from inception (all data exclude Cryopdp which was divested)

Gross Margins Q3-2025

Cryoport, Inc. and Subsidiaries
Condensed Consolidated Statements of Operations

(unaudited)

(in thousands, except share and per share data)	Three Months Ended September 30, 2025	2024	YoY	
Revenues:				
Services revenues	$ 24,258	$ 20,931	$ 3,327	15.9%
Product revenues	$ 19,975	$ 17,386	2,589	14.9%
Total revenues	**44,233**	**38,317**	**5,916**	**15.4%**
Cost of revenues:				
Cost of services revenues	12,201	10,822	1,379	13%
Cost of product revenues	10,707	10,059	648	6%
Total cost of revenues	**22,908**	**20,881**	**2,027**	**10%**
Gross Profit - Services	**12,057**	**10,109**	**1,948**	**19%**
Gross Margin Services	**49.7%**	**48.3%**	**1.4 PP**	
Gross Profit - Products	**9,268**	**7,327**	**1,941**	**26%**
Gross Margin - Products	**46.4%**	**42.1%**	**4.3 PP**	
Gross Profit - Total	**21,325**	**17,436**	**3,889**	**22%**
Gross Margin - Total	**48.2%**	**45.5%**	**2.7 PP**	

Adjusted EBITDA

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

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2025	2024	2025	2024
(in thousands)				
GAAP income (loss) from continuing operations	$ (6,696)	$ 3,920	$ (25,448)	$ (87,535)
Non-GAAP adjustments to income (loss):				
Depreciation and amortization expense	6,415	6,041	18,798	17,573
Acquisition and integration costs	38	118	69	652
Cost reduction initiatives	160	397	642	532
Investment income	(3,402)	(3,059)	(6,441)	(8,468)
Unrealized (gain)/loss on investments	(655)	3,535	620	2,593
Foreign currency (gain)/loss	274	(1,621)	2,521	(778)
Interest expense, net	526	882	1,727	3,398
Stock-based compensation expense	2,526	4,056	7,635	12,923
Gain on extinguishment of debt, net	—	(17,326)	—	(18,505)
Impairment loss	—	—	—	63,809
Change in fair value of contingent consideration	—	43	(5,178)	(1,602)
Income taxes	165	316	673	493
Adjusted EBITDA from continuing operations	$ (649)	$ (2,698)	$ (4,382)	$ (14,915)

Balance Sheet 9/30/2025

Cryoport, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets

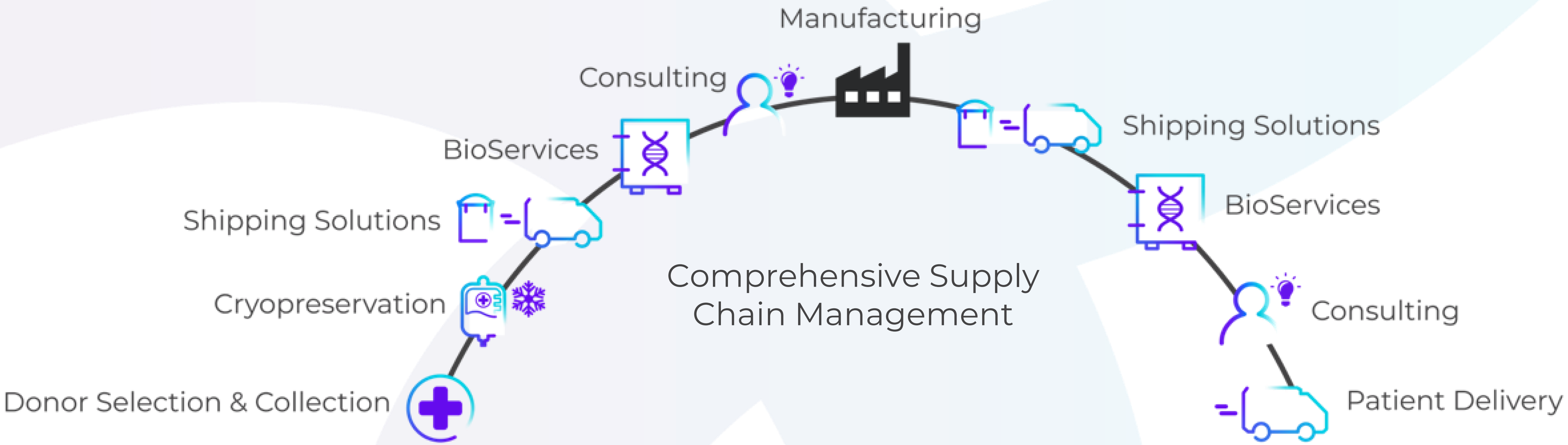
(in thousands)	September 30, 2025	December 31, 2024
Current assets		
Cash and cash equivalents	$ 255,811	$ 34,137
Short-term investments	165,503	216,460
Accounts receivable, net	34,914	25,304
Inventories	23,326	21,476
Prepaid expenses and other current assets	5,289	7,944
Current assets held for sale	-	36,251
Total current assets	484,843	341,572
Property and equipment, net	83,233	80,013
Operating lease right-of-use assets	40,224	39,920
Intangible assets, net	141,254	147,927
Goodwill	22,409	20,569
Deposits	2,097	1,951
Deferred tax assets	268	842
Long-term assets held for sale	-	70,699
Total assets	$ 774,328	$ 703,493

	9/30/2025	12/31/2024	Variance
	$ 421.3	$ 250.6	$ 170.7
NWC			$ 454.1
Quick Ratio			15.0
Current Ratio			15.8
Debt/Equity Ratio			0.5

Cryoport, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets

(in thousands)	September 30, 2025	December 31, 2024
Current liabilities		
Accounts payable and other accrued expenses	$ 13,884	$ 15,895
Accrued compensation and related expenses	10,864	11,209
Deferred revenue	1,447	1,061
Current portion of operating lease liabilities	4,126	3,399
Current portion of finance lease liabilities	428	315
Current portion of convertible senior notes, net	-	14,298
Current portion of notes payable	-	143
Current portion of contingent consideration	-	2,808
Current liabilities held for sale	-	15,435
Total current liabilities	30,749	64,563
Convertible senior notes, net	184,799	183,919
Notes payable, net	1,291	1,114
Operating lease liabilities, net	39,376	38,551
Finance lease liabilities, net	840	800
Deferred tax liabilities	664	804
Other long-term liabilities	2,708	296
Contingent consideration, net	630	3,751
Long-term liabilities held for sale	-	7,797
Total liabilities	261,057	301,595
Total stockholders' equity	513,271	401,898
Total liabilities and stockholders' equity	$ 774,328	$ 703,493

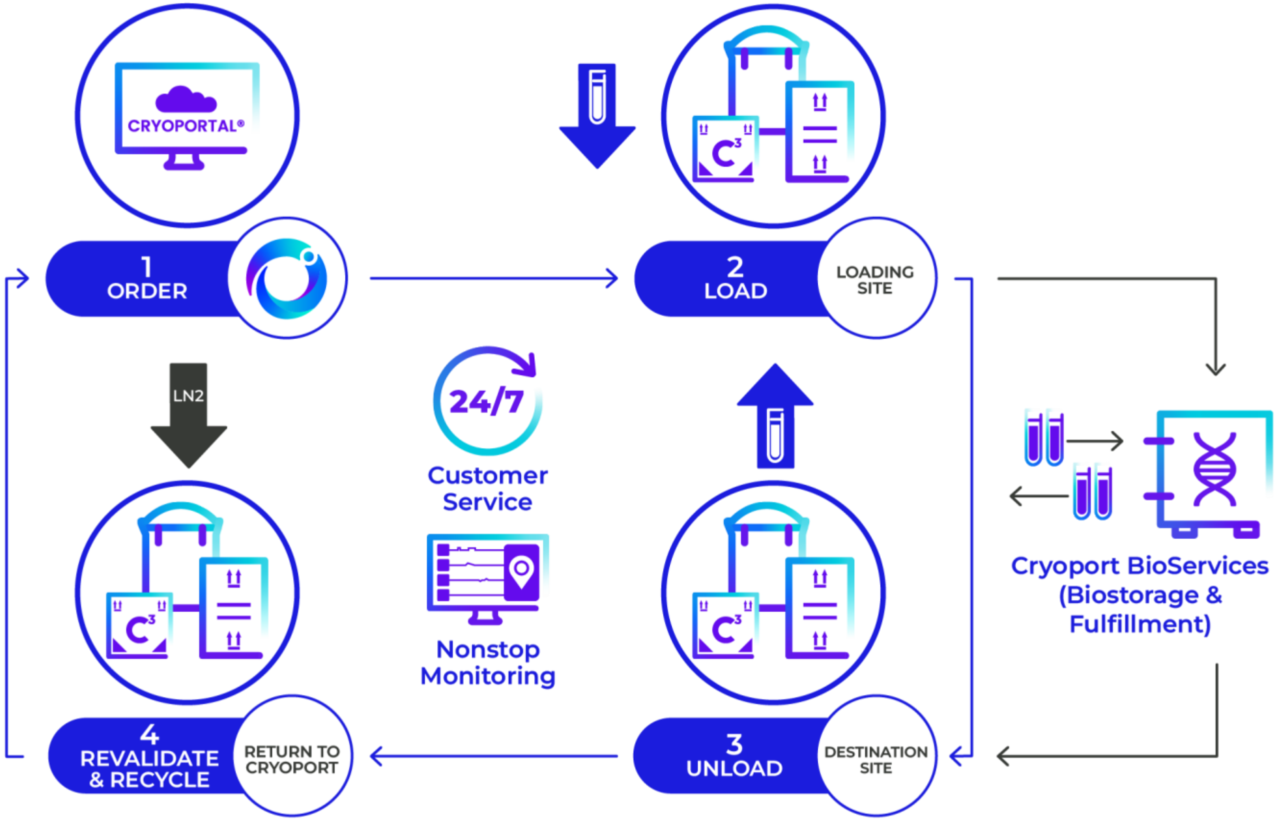
Cryoport's Platform Solution



Cryoport's Logistics Management Made Easy

It's as simple as a couple of clicks

- Log into the Cryoportal® 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 Cryoportal® also provides automated updates to give you total peace of mind



Cryoport Systems’ Robust Shipper Fleet

Cryoport Express® Cryogenic ST1 Shipping System
CXST1
-150° C or colder

Cryoport Express® Cryogenic CB1 Shipping System
CXCB1
-150° C or colder

Cryoport Express® Cryogenic HV2 Shipping System
CXHV2
-150° C or colder

Cryoport Express® Cryogenic HV3 Shipping System
CXHV3
-150° C or colder

Cryoport Express® Sliderite® High Volume Pallet System
CXSR2*
-150° C or colder

Cryoport Express® C3™ Refrigerated Shipping System
C3CH2124*
2°C to 8°C

Cryoport Express® C3™ Controlled Room Temperature Shipping System
C3RT1124
15° C to 25° C

Cryoport Elite® 28L Ultra Cold Shipping System
ELUC128*
-60° C to -80° C

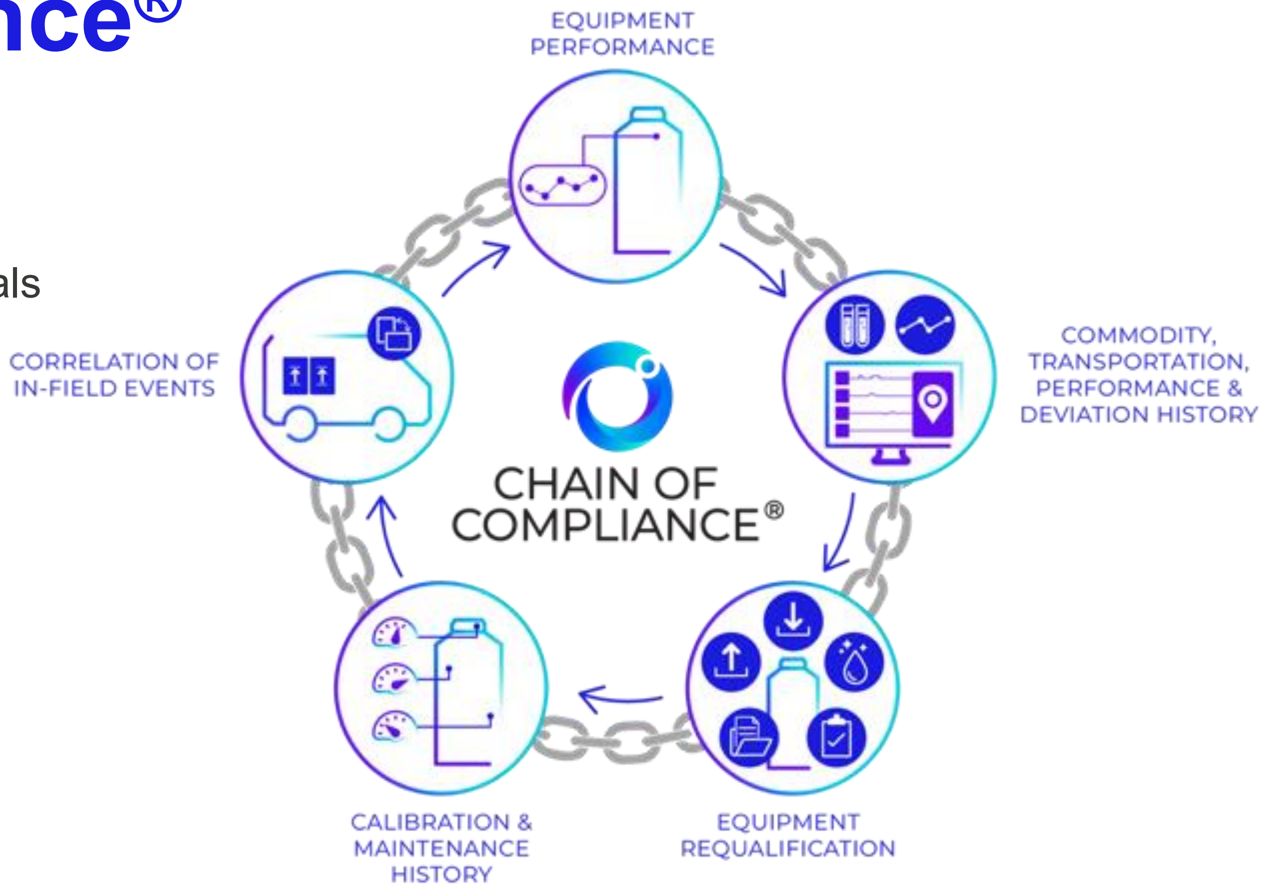
Cryoport Elite ® 56L Ultra Cold Shipping System
ELUC156*
-60° C to -80° C

Cryoport Express® CryoMax® Cryogenic Shipping System
C1536PD
21 days at -150°C or colder

*Product offers both Advanced Therapy Shippers® (ATS) and General Purpose Shippers (GP). The ATS fleet is dedicated exclusively to cell and gene supply chain management and never contains non-human-based materials to eliminate cross-contamination. The GP fleet consists of shippers that allow for the use of both human and animal commodities.

Chain of Compliance®

- Traceability of the equipment and processes used in managing the environmental control of the biomaterials
  - Serialization of the shipper and components
  - 100% shipper (re)qualification
  - Performance history of shipper and courier
  - Commodity history for every shipper
  - Deviation history of the shipper/courier
  - Transportation history of the shipper/courier
  - Maintenance/refurbishment history of the shipper
  - Calibration data and history of the data logger



Supports regulatory compliance requests from the EMEA/FDA and other regulatory agencies. Adheres to ISO 21973 Standard.

Note: *General requirements for transportation of cells for therapeutic use*

What Cryoport BioServices Offers:

GMP Storage

Drug Packaging & Labelling

Kit Production

Drug Recall, Return, & Destruction

Regulatory & Consulting Services

Biobanking

Clinical Sample Management

Logistics Management Services

Cryoport BioServices Value Proposition

Expert Support

A Dedicated Program Manager

Helping you plan and manage every stage of your project

We Collect

Using our specialized kitting, our experts collect your critical materials for manufacturing, testing, or clinical use

We Protect

Guaranteeing the safety of your materials through temperature monitoring, automated alerts, and back-up equipment

We Transport

Ensuring your shipment is transported compliantly and seamlessly at any temperature and to any destination

We Comply

Giving you full end-to-end traceability alongside our robust quality management systems with our Chain of Compliance®

We Store

Offering GMP-compliant storage in state-of-the-art validated units at all temperatures

We Fulfill

Retrieving, labelling, and packaging your materials while keeping them at the required temperature

We Dispose

Offering regulatory-compliant drug recall, return, and disposal services to ensure full accountability of all products

IntegriCell™ Offering

Cryopreservation Services & Process Development

- Ready-to-use leukapheresis cryopreservation protocol
- Technology transfer of client cryopreservation processes to IntegriCell™ teams and facilities
- Customized cryopreservation process development services to meet client needs

The Value We Offer

- Optimization of cellular viability via cryopreservation within 24 hours post-collection
- Standardization of cryopreservation protocols performed by experienced IntegriCell™ teams
- Manufacturing slot utilization improved with the incorporation of cryopreservation
- Global clinical trial coverage through our US and European footprint

IntegriCell™ Current Footprint

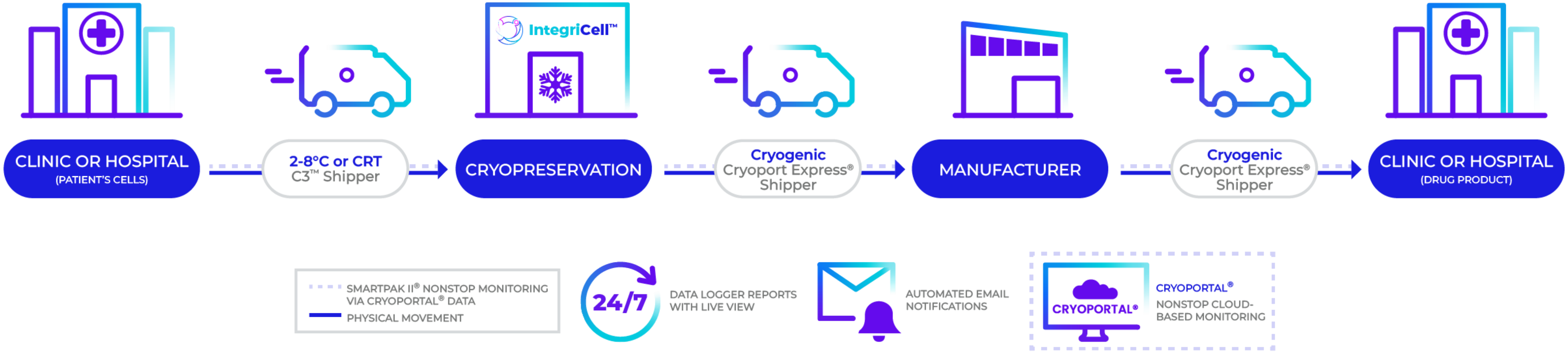
Villers-le-Bouillet, Liège, BELGIUM
CRYO Manufacturing

- Cryopreservation Process Development
- Cryopreservation Manufacturing for Clinical Grade/GMP compliant (1,000 units/year)
- 19,078 sq. ft. (1,772.4 m^2)

Houston, USA
CRYO Manufacturing

- Cryopreservation Manufacturing for Clinical Grade/GMP compliant (1,000 units/year)
- 5,500 sq. ft. (511 m^2)

IntegriCell™ Logistics Flow



MVE At A Glance

The Leading Cryogenic Systems Manufacturer in the World

MVE Biological Solutions is the global leading manufacturer of cryogenic systems, providing cryogenic freezers, dewars, and related equipment used for cryogenic storage and transportation.

- Three primary manufacturing 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

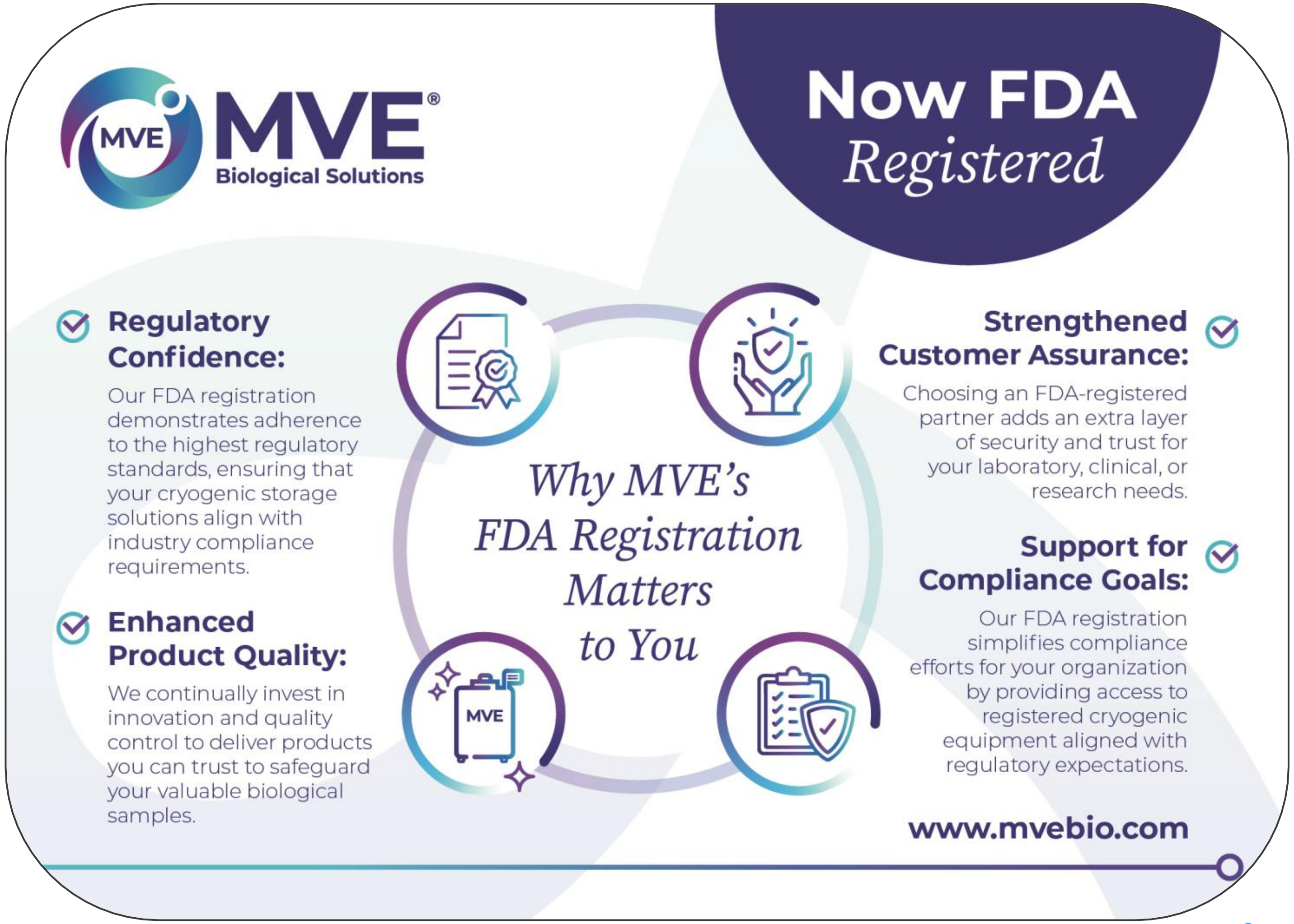
CRYOGENIC DEWARS

New Prague, MN

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

MVE is FDA Registered

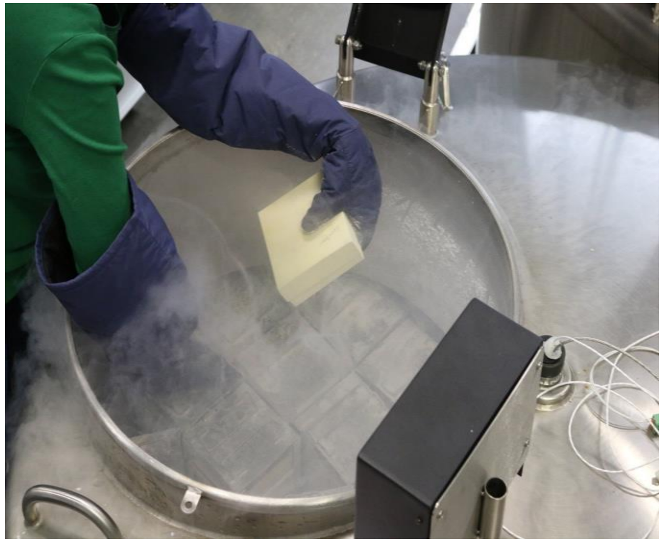
MVE is the ***only*** cryogenic storage manufacturer with FDA Registration, delivering cryogenic solutions that meet the highest ***regulatory standards***, ***ensuring the safety*** of your valuable biological samples.



CRYOGENE Houston

Secure GMP compliant biorepository

- Facility is above the 500-year flood plain and windows rated to 110 MPH winds
- 8 generators supply emergency back up power to the entire facility, including HVAC
- Natural disasters – in the past 20 years, 2 major hurricanes (wind and flooding events) and an unexpected freeze storm with no impact to the facility

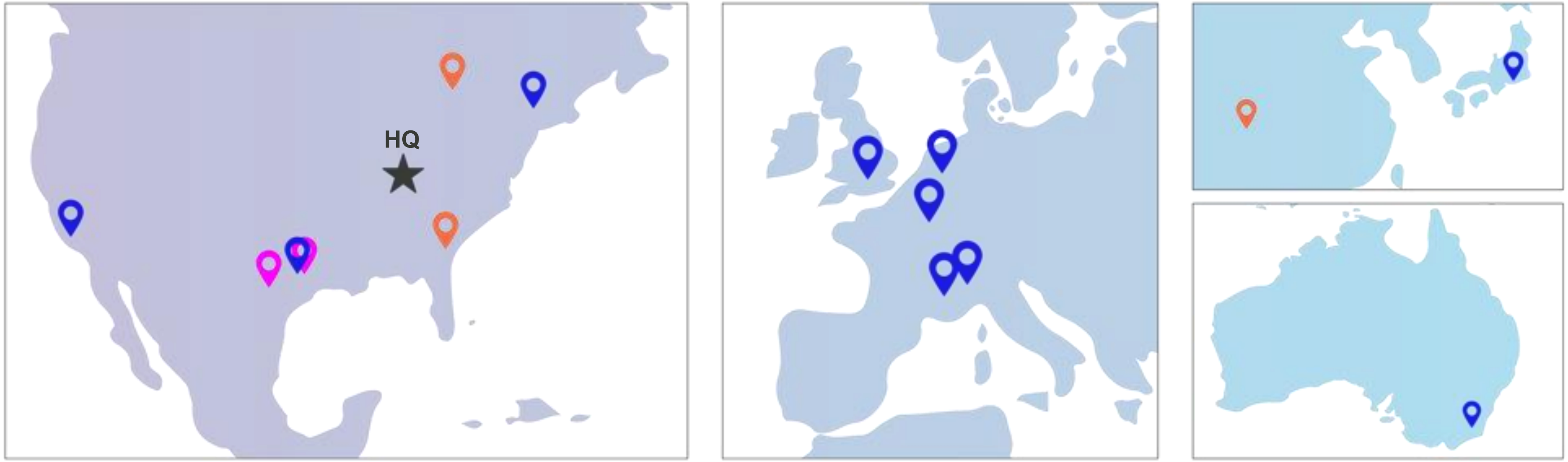


CRYOGENE Will Be Exclusive Supplier to Speros/Moffitt Cancer Center

- 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

A Unified Network Supporting the Life Sciences

Americas | **EMEA** | **APAC**



Cryoport Systems | CRYOGENE | MVE Biological Solutions

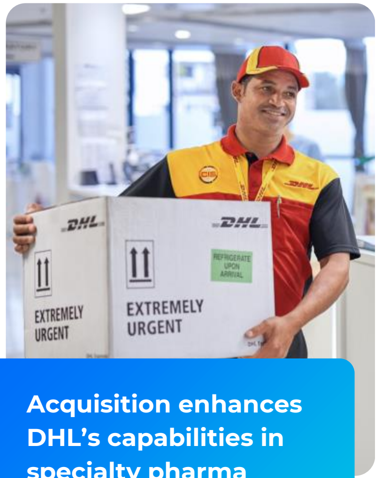
Partnership and Transaction with DHL Group

Our New Partnership with DHL Group

Brings together DHL's global health logistics capabilities with Cryoport's industry-leading expertise in providing specialized solutions

- **We share a common purpose: delivering life-preserving therapies and enabling the life sciences, improving lives around the world**
- **CRYOPDP will integrate into the Supply Chain division of DHL and continue to work closely with Cryoport via a global agreement**
- **Global Scale, Global Efficiency, and Global Flexibility**

- **Cryoport will maintain its relationship with CRYOPDP as a part of DHL Group**
- **Industry-leading expertise in providing specialized solutions in the fast-growing specialty pharma market segment**



- **Acquisition enhances DHL's capabilities in specialty pharma logistics**
- **Supports Group's 2030 strategy to become a leader in life science and healthcare logistics**