CRYOPORT, INC. (NASDAQ: CYRX)
THIRD QUARTER 2025 IN REVIEW
November 4, 2025

Important information

This document provides a review of Cryoport, Inc.'s operational performance during the third quarter (Q3) of 2025, covering the three-month period ended September 30, 2025, and a general business outlook, supplementing our Q3 2025 earnings release. It is designed to be read by interested parties before the regularly scheduled quarterly conference call, which, for this quarter, is scheduled for 5:00 p.m. ET on Tuesday, November 4, 2025. Therefore, the conference call will be in the format of a questions and answers session and will address any questions the investment community has regarding the Company's results.

Conference Call Information

Date:	November 4, 2025
Time:	5:00 p.m. ET
Dial-in numbers:	1-800-717-1738 (U.S.), 1-646-307-1865 (International)
Confirmation code:	Request the "Cryoport Call" or Conference ID: 1120106
Live webcast:	'Investor Relations' section at www.cryoportinc.com or click here. Please allow 10 minutes prior to the call to visit this site to download and install any necessary audio software.

Questions and answers will be recorded and available approximately three hours after completion of the live event on the Investor Relations section of the Company's website at www.cryoportinc.com for a limited time. To access the replay of the questions and answers, please follow this link. A dial-in replay of the call will also be available to those interested, until November 11, 2025. To access the replay, dial 1-844-512-2921 (United States) or 1-412-317-6671 (International) and enter replay entry code: 1120106#.

THIRD QUARTER 2025 FINANCIAL RESULTS OVERVIEW

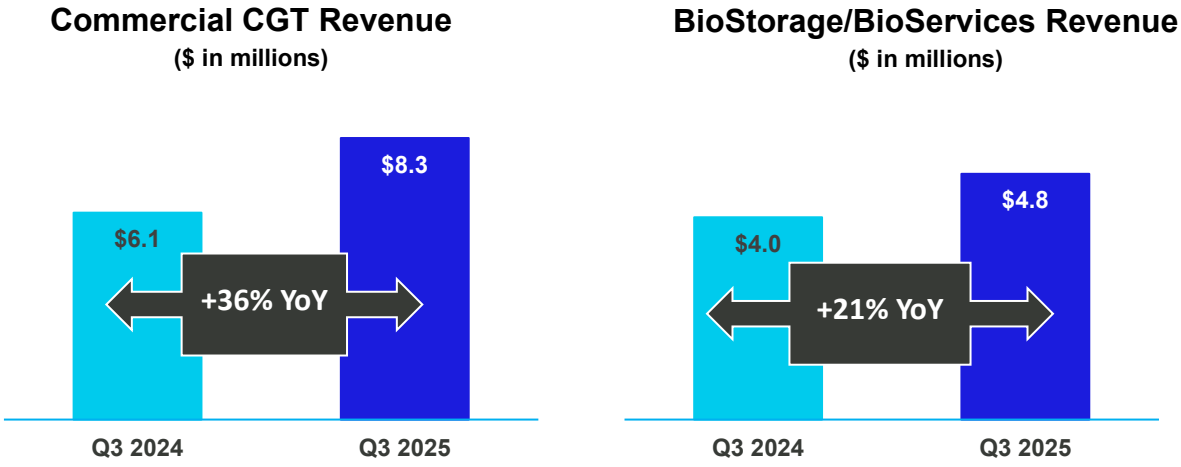
Business description	***Cryoport, Inc. (Nasdaq: CYRX)*** *is a leading global provider of temperature-controlled supply chain solutions for the life sciences, with a strategic focus on supporting the development and commercialization of cell and gene therapies. Leveraging advanced technologies, proprietary logistics systems, and industry-leading expertise, Cryoport delivers mission-critical services that ensure the safe, compliant, and efficient transport, storage, and monitoring of temperature-sensitive biopharmaceutical materials.*
Client Examples	• **Biopharma/Pharma:** *Bristol-Myers Squibb, Gilead, Vertex Pharma, Mesoblast, Lonza Abeona Therapeutics, Janssen Pharma, ThermoFisher Scientific* • **Animal Health:** *Zoetis, Genus PLC, Boehringer Ingelheim, Elanco* • **Reproductive Medicine:** *Inception, CCRM, IVI RMA, Pinnacle Fertility, Virtus Health, Carrot Fertility*
Q3 2025 Revenue (from Continuing Operations)	$44.2 million
Number of Global Clinical Trials Currently Supported	745 clinical trials - 83 in Phase 3
2025 Full Year Revenue Guidance (for Continuing Operations)	$170 - $174 million
Cash, Cash Equivalents & Short-Term Investments	$421 million
CEO	Jerrell Shelton

Double-Digit Growth in Both of Our Core Business Segments

The third quarter was another outstanding quarter for Cryoport with 15% growth in total revenue from continuing operations year-over-year. During the third quarter we continued to see strong momentum. A driver of our Q3 revenue was from the support of commercial cell and gene therapies, which grew 36% year-over-year to $8.3 million. Our third quarter Life Sciences Services revenue increased 16% year-over-year, now representing 55% of total revenue from continuing operations. This included a 21% rise in BioStorage/BioServices revenue, reflecting continued strong demand for our integrated platform. As of September 30, 2025, we supported nineteen (19) commercial therapies.

Life Science Services Key Revenue Growth Drivers

LS Services Rises 16% YoY



We also saw continuing signs of market stability in our Life Sciences Products segment, where revenue grew 15% year-over-year, supported by sustained demand for our market-leading cryogenic systems.

Prioritizing Profitability and Cash

Third quarter 2025 total gross margin was 48.2%, a 270-basis point improvement compared to 45.5% for Q3 2024. Adjusted EBITDA from continuing operations was a negative $0.6 million for Q3 2025, an improvement of $2.1 million compared to negative $2.7 million for Q3 2024.

We finished the quarter with a solid cash, cash equivalents, and short-term investments position of $421 million. Our strong balance sheet and focus on higher margin services, gave us ample firepower to execute on our organic growth initiatives.

Strong YTD Momentum Raises the Bar:

Given our momentum and year-to-date performance along with our strong Q3 results, we are raising our annual revenue guidance from continuing operations to a range of $170.0 million to $174.0 million.

Positive Regulatory Developments for CGT Therapies:

We continued to see positive developments related to the development and adoption of Cell and Gene therapies. In September, the FDA released three new draft guidance documents aimed at streamlining the development, approval, and post-market monitoring of cell and gene therapies. This new guidance provides a data-driven framework to lower execution risk across modalities, while providing more regulatory pathway options for developers. We believe this recent guidance reflects continuity in the FDA's approach to accelerate the safe and efficient advancement of regenerative medicines, while adhering to the highest scientific and regulatory standards.

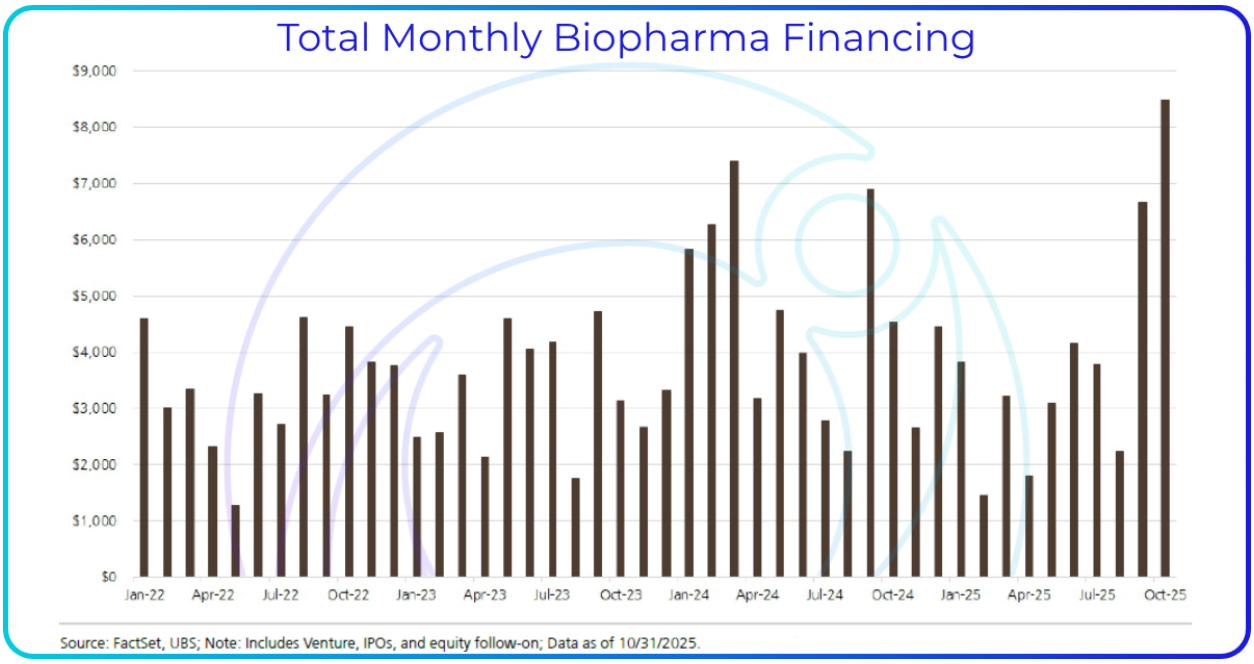
Earlier in the year, the FDA eliminated Risk Evaluation and Mitigation Strategy (REMS) requirements from approved CAR-T cell therapies and made other labeling updates, including reducing restricted driving time after the treatment from eight to two weeks and shortening the required stay near a healthcare facility post-treatment from four weeks to two.

We think this is a bold step by this agency, one we believe signals increased confidence in real-world clinical management of CAR-T toxicities and their broader integration into standard oncology practices. We also think that the elimination of REMS requirements removes barriers affecting patient access for these therapies and has the potential to reduce the financial and logistical burdens associated with CAR-T treatments such as lodging, transportation, and lost wages, and could also support a faster return home for the patient with expanded outpatient care. This REMS elimination includes Cryoport-supported therapies such as Carvykti®, Yescarta®, Tecartus®, and Breyanzi®.

Regarding changes this year to National Institutes of Health (NIH) funding, to date we have experienced nominal impact to our support of Cell and Gene Therapy clinical trials, with no impact on the commercial therapies that we support. The NIH reductions have had the biggest impact on research, pre-clinical activities and grants as opposed to the majority of Cryoport's business, which is focused on clinical trials, commercial activities, and other areas of the life sciences. Most clinical trials as well as commercial therapies we support are backed by industry sponsors rather than government funding. Regarding the product side of our business, for our cryogenic systems, we have seen some delays in projects related to the overall changes at the various government agencies. To date, MVE's leading market position and share have enabled us to navigate these short-term headwinds.

Additionally, the European Commission (EC) announced in Q2 their European Life Sciences strategy, which aims to make the EMEA (Europe, the Middle East, and Africa) region a global hub for the life sciences industry. The strategy outlines several positive steps to reduce barriers to the development of advanced therapies, such as European Centers of Excellence for Advanced Therapy Medicinal Products (ATMP) and funding for multi-country clinical trials.

Total Biopharma Funding was up 87% year over year in October and was the strongest month of financing activity in 2025. The October funding was diversified with over 20 initial public offerings and follow on offerings greater than $100 million. While cell and gene therapy funding is a subset of overall biopharma funding, we feel that this is another indication of the overall sector improving and gaining momentum.

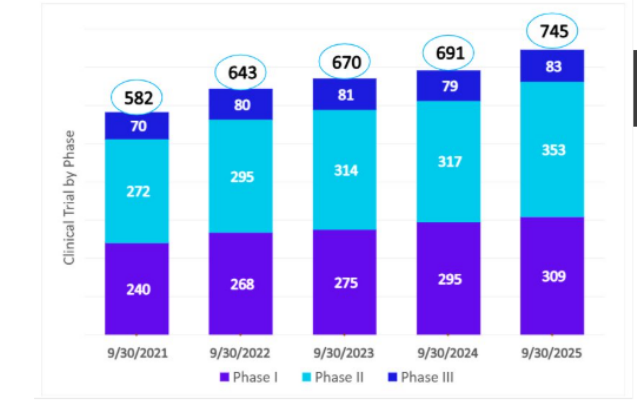


Cryoport's temperature- controlled supply chain solutions are supporting a record number of clinical and commercial cell & gene therapies, with a total of 745 global clinical trials, representing a net increase of 54 clinical trials over last year, with 83 of these clinical trials in Phase 3, along with 353 in Phase 2. As of September 30, 2025, approximately 6% of the global clinical trials supported by Cryoport are gene therapies, 3% are vaccines, and 31% are allogeneic therapies.

Cryoport Systems' Clinical Trial Support

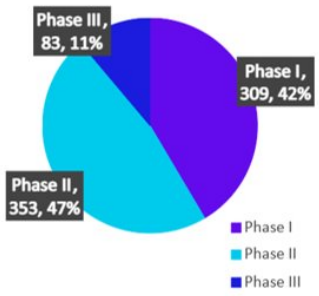
Q3 2025: 83 Phase III Clinical Trials Supported by Cryoport

- **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

By geographic region, as of September 30, 2025, Cryoport supported 559 trials in the Americas, 137 in EMEA, and 49 in APAC (Asia Pacific). This compares to 531 in the Americas, 112 in EMEA, and 48 in APAC as of September 30, 2024.

Cryoport Supported Clinical Trials by Phase

Clinical Trials	September 30,		
	2023	2024	2025
Phase 1	275	295	309
Phase 2	314	317	353
Phase 3	81	79	83
Total	**670**	**691**	**745**

Cryoport Supported Clinical Trials by Region

Clinical Trials	September 30,		
	2023	2024	2025
Americas	516	531	559
EMEA	112	112	137
APAC	42	48	49
Total	**670**	**691**	**745**

During the third quarter four (4) Biologics License Applications (BLA) / Marketing Authorization Applications (MAA) filings occurred. Additionally, Cryoport's customer ExCellThera received conditional marketing authorization from the EC for its cell therapy Zemcelpro®, as the first and only cell therapy for blood cancer patients without access to suitable donor cells. This decision by the EC authorizes the marketing of Zemcelpro® in all European Union member states, as well as Iceland, Norway, and Liechtenstein.

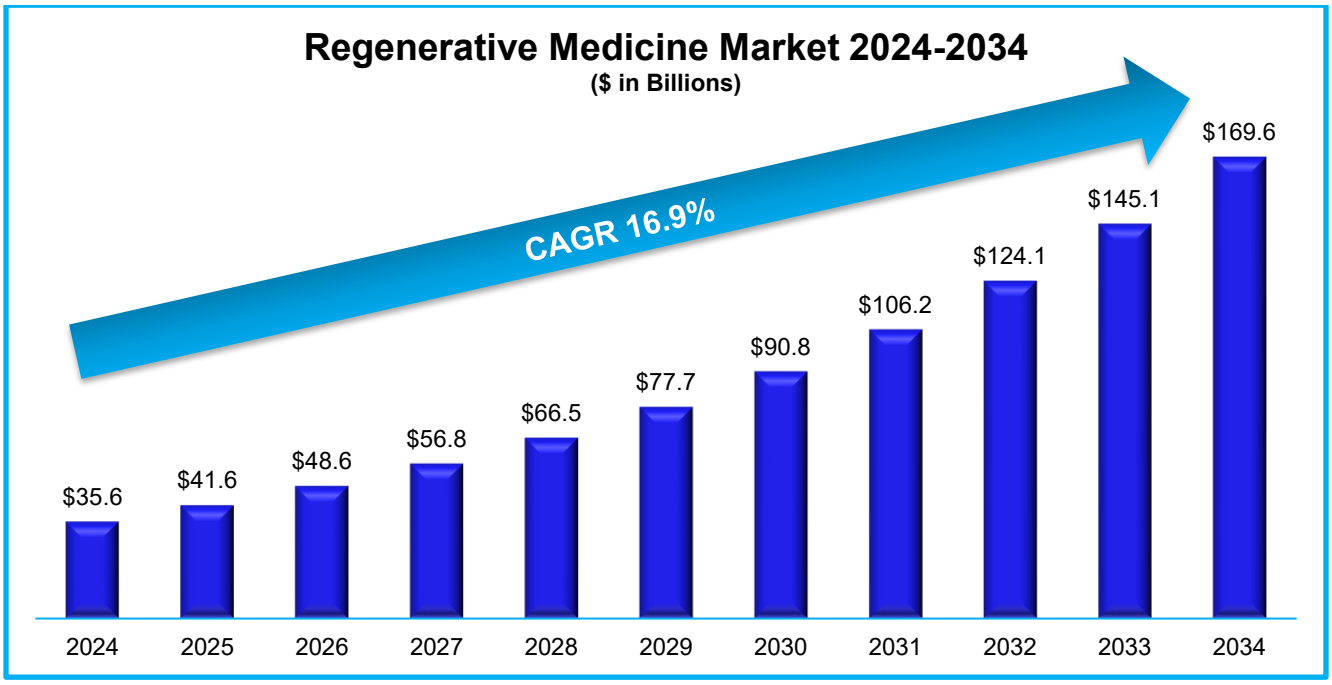
Following the quarter end, three (3) additional BLA filings occurred. Also, after the quarter ended Cryoport's customer Bristol Myers Squibb received another supplemental approval from the EC to expand the label of Breyanzi® as a third line treatment for relapsed or refractory follicular lymphoma.

During the remainder of 2025, we anticipate up to an additional seven (7) application filings, one (1) new therapy approval and an additional two (2) approvals for label/geographic expansions. Of course, these approvals and filings may be impacted by the current U.S. federal government shutdown in the United States.

Looking ahead to 2026, five (5) customers have Prescription Drug User Fee Act (PDUFA) dates in the first and early second quarter. Additionally, we are currently forecasting up to twenty-five (25) possible BLA/MAA filings in 2026, with the majority being for new therapies.

Steady Progress in Regenerative Medicine:

Regenerative Medicine has been advancing at a steady pace despite larger macroeconomic and geopolitical concerns. This growth has been driven by the expanding pipeline of regenerative therapeutics entering clinical development and commercialization. According to Statifacts, the global regenerative medicine market surpassed $35.6 billion in 2024 and is projected to hit approximately $169.6 billion by 2034, growing at a projected CAGR of 16.9% from 2025 to 2034.



Source: Statifacts, Precedence Research l

Despite any short-term industry headwinds, cell and gene therapies have continued to enter and move through the clinical pipeline, which should result in growing revenues from commercially approved therapies.

While there are still some concerns regarding the world trade environment, Cryoport did not experience any material impact from tariffs during the third quarter; however, our sourcing teams have taken steps to diversify our supply chain and to mitigate, partially or wholly, potential impacts from tariffs. At this point, we think we can manage potential future cost impacts related to tariffs.

Cryoport is maintaining its competitive differentiation as the only pure-play, end-to-end temperature-controlled supply-chain platform and supporting the largest portfolio of clinical and commercial Cell & Gene therapies on a global basis.

Executing on Key Growth Initiatives:

We advanced our key strategic and operational initiatives during the quarter. MVE Biological Solutions launched its next-generation SC 4/2V and SC 4/3V dry vapor shippers with newly integrated Condition Monitoring Solutions, combining MVE's trusted cryogenic systems with our

advanced, real-time condition monitoring technology supplied by Tec4med, another Cryoport company. The new monitoring and visibility systems integrate either a SmartTag or CryoBeacon built directly into the dewar lids, to provide centralized condition monitoring. These new condition monitoring systems add proprietary, high-value touchpoints across our clients' workflows, deepening relationships and, eventually create recurring revenue streams.

In addition to these product introductions, we have continued to advance a number of other growth initiatives to better serve our clients and diversify our revenue streams. One example is the expansion of Cryoport Systems' Global Supply Chain Center Network. It recently launched its newest, state-of-the-art Global Supply Chain Center near the Charles de Gaulle Airport in Paris, France. This 55,000-square-foot facility provides us with increased ability to serve our clients in the EMEA and global markets. It is designed to support complex life sciences supply chain needs, including biologistics, bioservices and in the future, cryopreservation services. An official grand opening to celebrate the beginning of the launch of this facility will be held on November 20th.

Supplementing the Paris Global Supply Chain Center, we have commissioned another Global Supply Chain Center in Santa Ana, California, that will replace three existing facilities in the area. It is expected to come online in late 2026.

We also continued to advance IntegriCell, our cryopreservation service located near Liège, Belgium and in Houston, Texas. We have onboarded our first clients, with technology transfer activities for multiple biotechnology and top 10 pharmaceutical companies. IntegriCell is designed to address a critical aspect in optimizing the supply chain for the development and commercialization of cell-based therapies through high quality, standardized, cryopreserved starting material. We have the proven ability to scale with clients from first-in-human clinical trials to global commercial launches.

IntegriCell™ Centers of Excellence

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

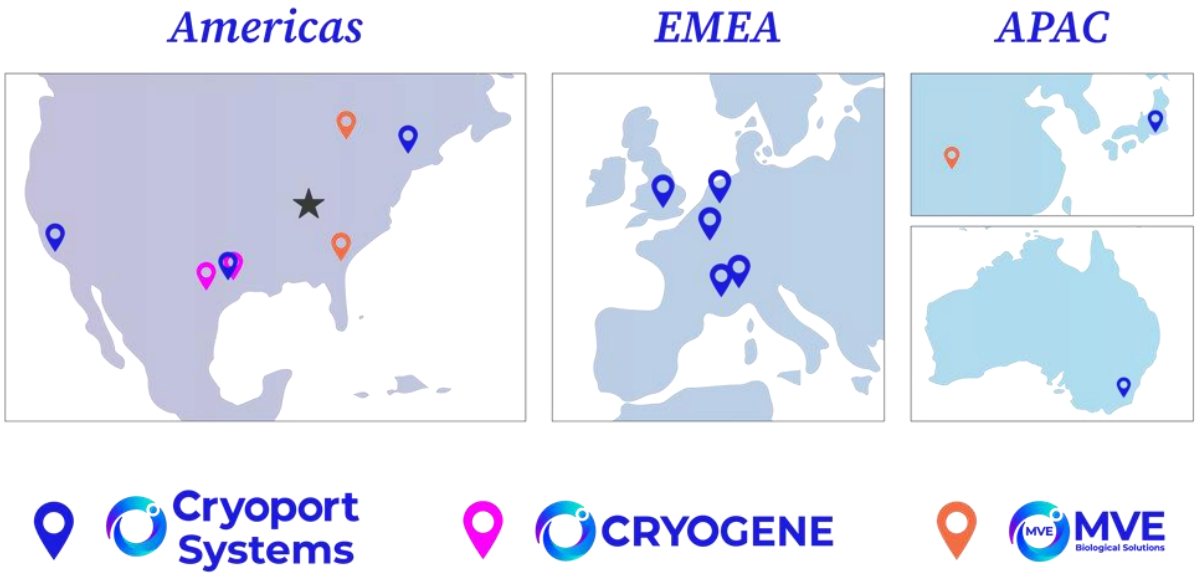
- Cryopreservation Manufacturing for Clinical Grade/GMP compliant (1,000 units/year)
- 5,500 sq. ft. (511 m^2)

Complementing these activities, we continue to develop our recently established strategic partnership with the DHL Group, which will allow us to grow more quickly in our Life Sciences Services business in EMEA and APAC and further strengthen our leadership in supporting the global life sciences market. As a reminder, part of our strategic partnership included that DHL acquired CRYOPDP in a transaction that included cash payments of approximately $200 million to Cryoport. This transaction was completed in June and provided us with a significant infusion of capital and a considerable return on investment.

Cryoport – Continuing Its Pathway to Profitability

In conclusion, Q3 was another outstanding quarter for Cryoport with 15% year-over-year growth in revenue from continuing operations. With the momentum we have achieved year-to-date and our progress on across the board, we are raising our annual 2025 guidance and now expect total revenue from continuing operations in the range of $170.0 to $174.0 million.

Cryoport: A Unified Network Supporting the Life Sciences



Third Quarter 2025 Financial Results

Please refer to the Q3 2025 Earnings Release published on our website www.cryoportinc.com under *Investor Relations*.

Upcoming Financial Conferences

Cryoport's management team frequently participates in financial conferences and other industry events, including virtual conferences, to ensure it is in regular communication with the investment community. Upcoming Company participations are shown in the following table:

Host	Conference	Date	Location
UBS	Global Healthcare Conference	November 9-13, 2025	Palm Beach, FL
Jefferies	Global Healthcare Conference	November 18-19, 2025	London, UK
Stephens	Annual Growth Conference	November 18-20, 2025	Nashville, TN
J.P. Morgan	Healthcare Conference	January 12-15, 2026	San Francisco, CA
BTIG	Annual MedTech	February 10-12, 2026	Snowbird, UT
Leerink	Global Healthcare Conference	March 8-11, 2026	Miami, FL
KeyBanc	Healthcare Forum	March 17-18, 2026	Virtual
Roth	Annual Conference	March 22-24, 2026	Dana Point, CA

Outlook

Cryoport now expects total revenue from continuing operations for fiscal year 2025 to be in the range of $170.0 million to $174.0 million. The Company's 2025 guidance is dependent on its current business and expectations, which may be further impacted by, among other things, factors that are outside of our control, such as national economic factors, the global macroeconomic and geopolitical environment, supply chain constraints, inflationary pressures, the continued U.S.

federal government shutdown, tariffs and other trade restrictions and/or the effects of foreign currency fluctuations, as well as the other factors described in the Company's filings with the Securities and Exchange Commission ("SEC"), 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.

Forward-Looking Statements

Statements in this document which are not purely historical, including statements regarding the Company'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 the Company's industry, business, long-term growth prospects, plans, strategies, acquisitions, future financial results and financial condition, such as the Company'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 Company operates, the Company'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, the Company'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 the Company's clients. Forward-looking statements also include those related to the Company's expectations about future benefits relating to the CRYOPDP divestiture and strategic partnership with DHL (collectively, the "DHL Transaction") and the Company's plans regarding the completion of its Global Supply Chain Centers, including expected timing. It is important to note that the Company'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, tariffs and other trade restrictions, the effects of foreign currency fluctuations, trends in the products markets, the continued U.S. federal government shutdown, variations in the Company's cash flow, market acceptance risks, and technical development risks. Additional risks and uncertainties relating to the DHL Transaction include, but are not limited to, the risk that any disruption resulting from the DHL Transaction may adversely affect our businesses and business relationships, including with employees and suppliers. The Company's business could be affected by other factors discussed in the Company'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 the Company cautions investors not to place undue reliance on these forward-looking statements. Except as required by law, the Company disclaims any obligation and does not undertake to update or revise any forward-looking statements in this document.

About Cryoport, Inc.

Cryoport, Inc. (Nasdaq: CYRX), is a leading global provider of temperature-controlled supply chain solutions for the life sciences, with an emphasis on regenerative medicine. We support biopharmaceutical companies, contract manufacturers (CDMOs), contract research organizations (CROs), developers, and researchers with a comprehensive suite of services and products designed to minimize risk and maximize reliability across the temperature-controlled supply chain for the life sciences. Our integrated supply chain platform includes the Cryoportal® Logistics Management Platform, advanced temperature-controlled packaging, informatics, specialized biologistics, biostorage, bioservices, cryopreservation services, and cryogenic systems, which in varying combinations deliver end-to-end solutions that meet the rigorous demands of the life sciences. With innovation, regulatory compliance, and agility at our core, we are ***"Enabling the Future of Medicine™."***

Headquartered in Nashville, Tennessee, our company maintains a strong global presence with operations across the Americas, EMEA, and APAC.

For more information, visit www.cryoportinc.com or follow via LinkedIn at https://www.linkedin.com/company/cryoportinc or @cryoport on X, formerly known as Twitter at www.x.com/cryoport for live updates.