Cryoport, Inc.

Calendar Year 2017
First 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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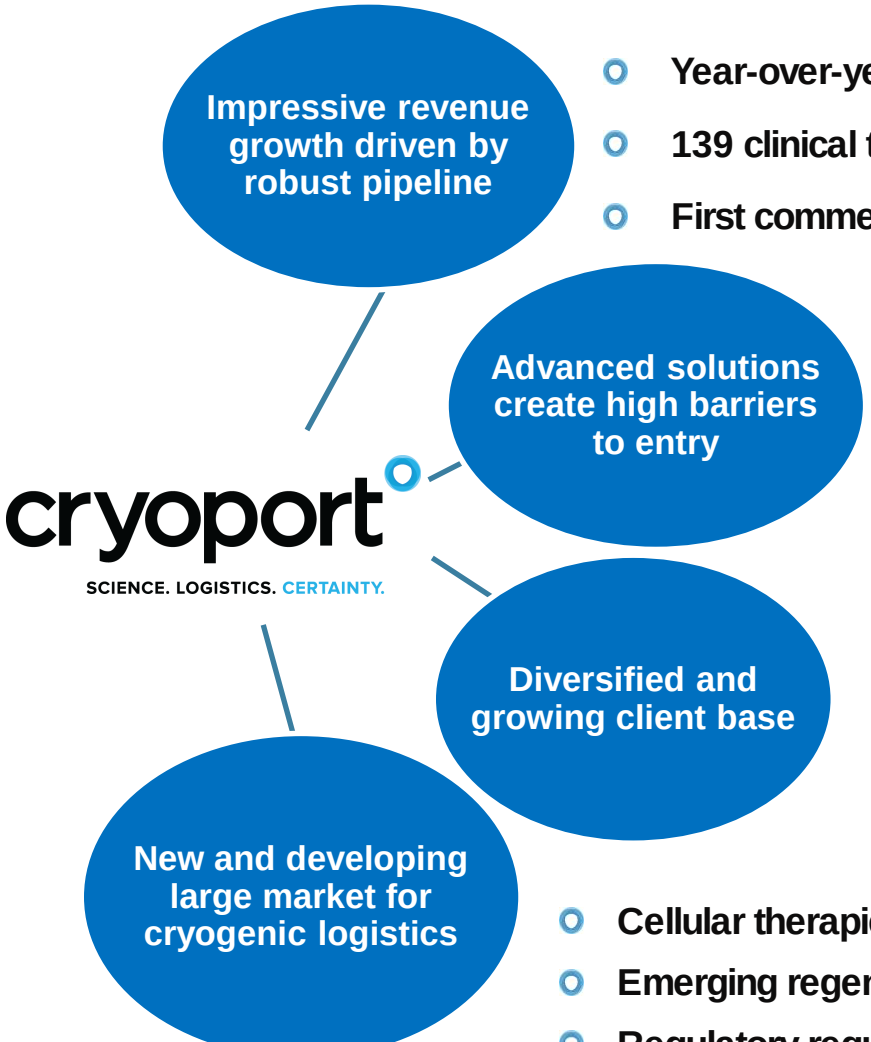
Highlights



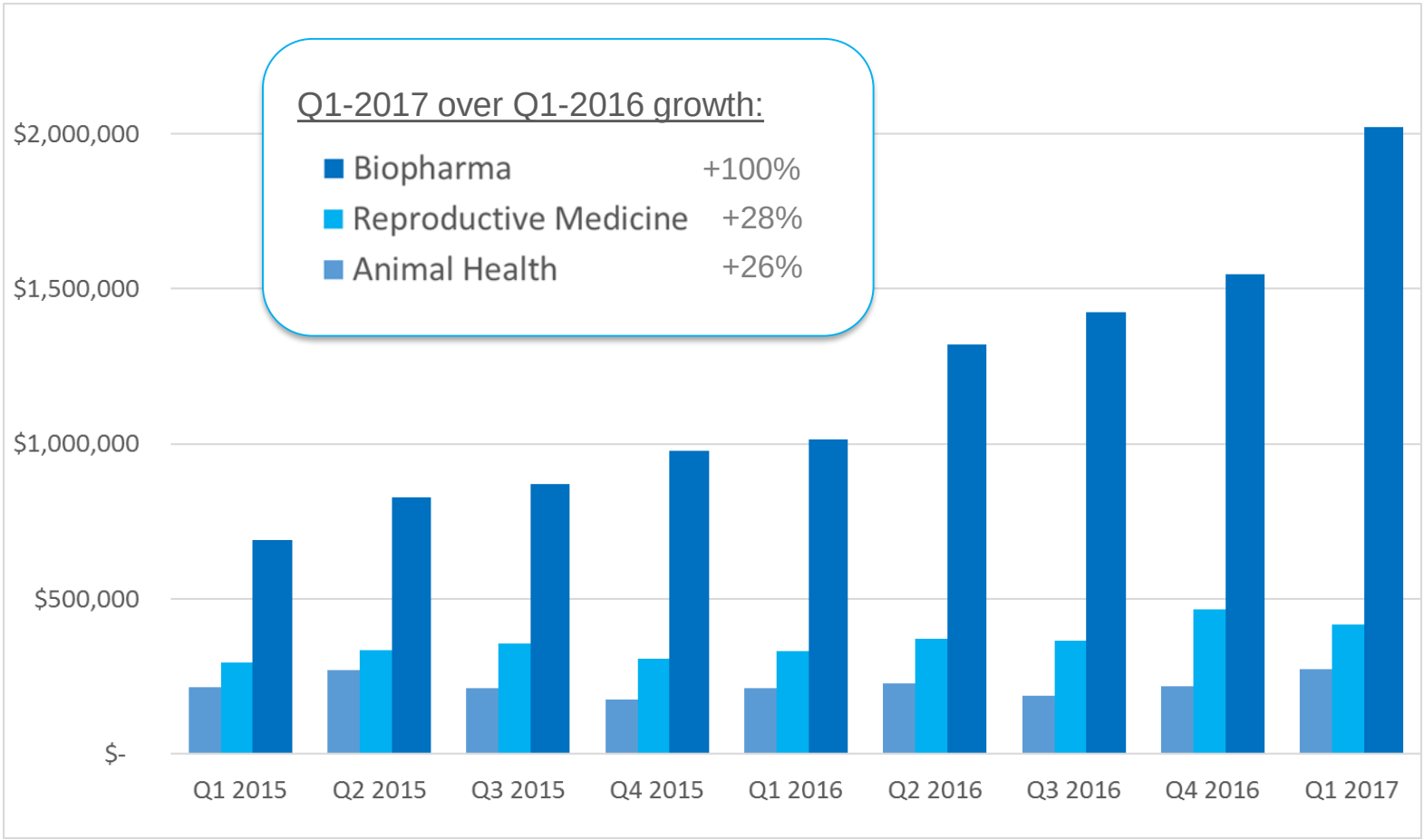
- Year-over-year revenue growth 74%; 31% sequentially
- 139 clinical trials drive revenue as trials progress; 17 in Phase III
- First commercial biopharma client signed in 2016; two more in 2017

- Proven and validated by blue chip clients
- Integrated with FedEx, UPS & DHL
- Covering 100+ countries from operations in California, The Netherlands and Singapore

- Novartis, Kite Pharma, Bristol-Myers Squibb, Zoetis, Sanofi among marquee clients
- Added 27 Biopharma clients in Q1

- Cellular therapies must have cryogenic logistics to deliver efficacy
- Emerging regenerative medicines increasing demand for Cryoport
- Regulatory requirements also increasing demand

Revenue Trends



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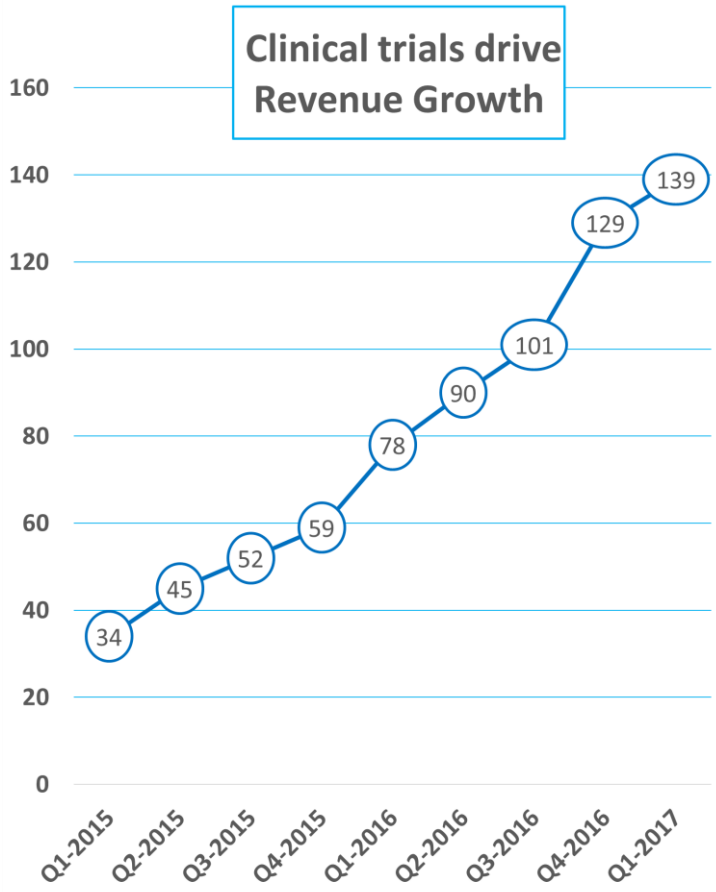
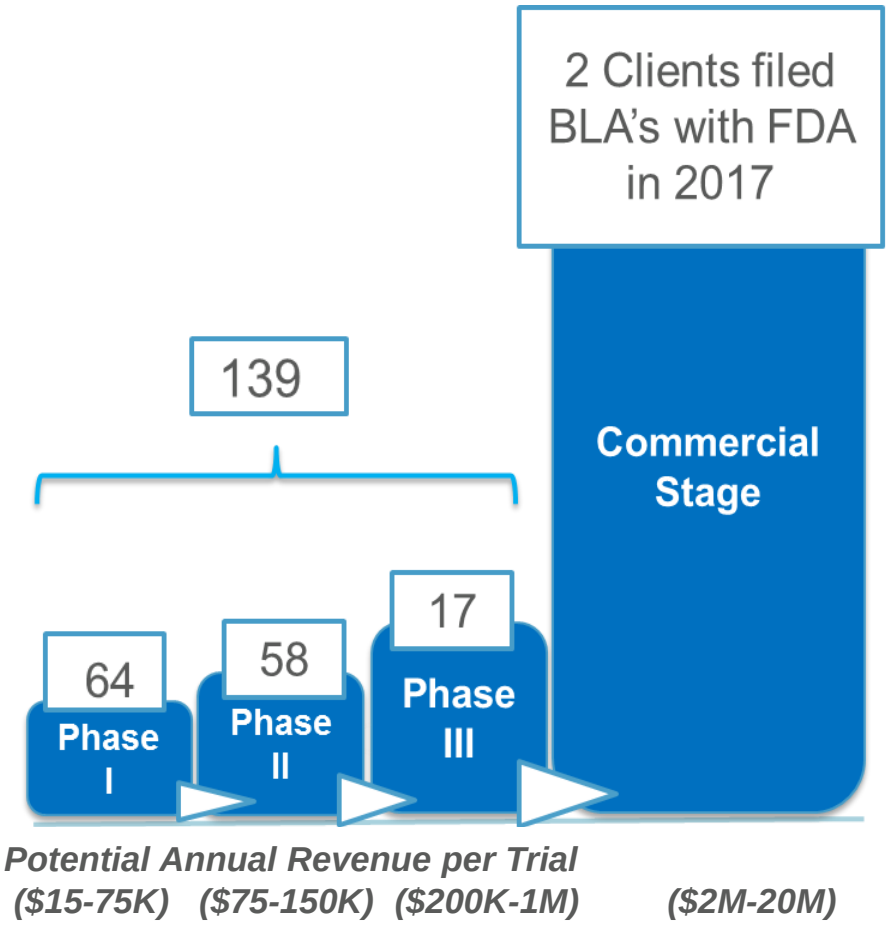
Clinical Trials Drive Revenue Growth





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Kite Pharma Facility

Commercial Manufacturing Ready in 2017 for ***Axi-Cel***

- In-house clinical manufacturing in full operation
- Commercial facility within close proximity to LAX airport
- Capacity to produce 4,000+ patient therapies per year
- Modular design – scalable, cost effective and can be quickly replicated to meet increased demand if needed
- Site to produce ***axi-cel***/KTE-C19, CAR and all TCR products

Kite Pharma

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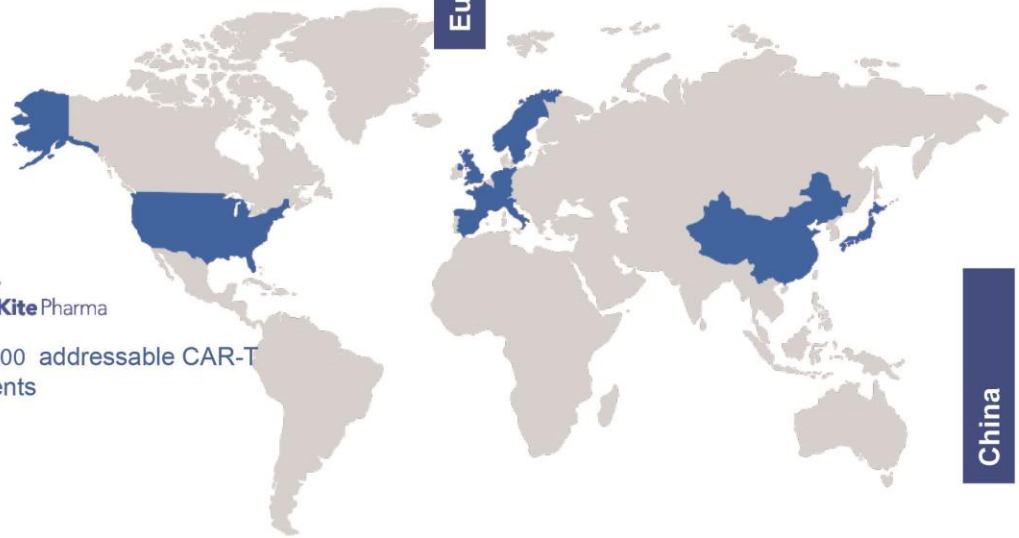
Kite Pharma Potential Market

Engineering a Focused Global Market Expansion in DLBCL



Europe

Kite Pharma

- ≈ 7,000 addressable CAR-T patients

Japan

Daiichi-Sankyo

- ≈ 7,800 new cases diagnosed yearly

United States

Kite Pharma

- ≈ 7,400 addressable CAR-T patients

China

FOSUNPHARMA 复星医药 Kite Pharma

- ≈ 25,000 new cases diagnosed yearly in key urban/eastern rural coastal areas

Strategy to Maximizing Experience, Resources & Reach

Kite Pharma

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Novartis Therapies

CTL019

CTL019 – Priority Review granted by FDA for Pediatric ALL; Breakthrough Therapy designation granted for DLBCL

Pediatric and young adult r/r ALL

- Current **prevalence**[1] of **ped. ALL** ~7,000;
  - Potentially eligible patients 2L ~1,100 / 3L~700
- **Met primary endpoint** with strong ORR (CR/CRi 82%) with **acceptable safety profile**[2]
- US BLA filing acceptance notification received from FDA and **Priority Review granted**
- Filing in Europe targeted for H2 2017

Adult r/r DLBCL

- Current **DLBCL prevalence**[1] ~56,000
  - Potentially eligible patients 2L ~25,000 / ≥3L ~19,000
- **Interim analysis** of ongoing Phase 2 to be presented in June at ICML
- FDA **Breakthrough Therapy designation**
- Planned filing in US and EU in **H2 2017**

1. Prevalence data for US, EU, Canada, Japan and Israel; Sources: Surveillance, Epidemiology, and End Results Program (SEER); Decision Resources; Novartis analysis 2. Source: Grupp, Stephen A. et al. Session 614, December 3, 2016. 58th American Society of Hematology Annual Meeting and Exposition: Abstract 221.

NOVARTIS

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Trusted by the Life Sciences Industry

Strong and Growing Client Base

Kite Pharma
Bristol-Myers Squibb
Lonza
Bellicum PHARMACEUTICALS
NOVARTIS
zoetis
ImmunoCellular Immunocellular Therapeutics Ltd.
SANOFI GENZYME
The Jackson Laboratory
VetStem BIOPHARMA
MERCK
genocea BIOSCIENCES
immudex IMMUNOLOGY TAKEN TO A HIGHER LEVEL
bluebirdbio
TIGENIX Living Medicines
ProMab Biotechnologies, Inc. Custom Antibodies
janssen
PHARMACEUTICAL COMPANIES OF Johnson & Johnson

Biopharma

Reproductive Medicine

Animal Health

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Primary Target Market: Regenerative Therapy

855

Clinical trials underway

Q1 2017[(a)]

804 year-end 2016

Ph. I: 270
(261 in 2016)
Ph. II: 517
(475 in 2015)
Ph. III: 68
(68 in 2015)

- **Inflection point: Commercialization expected to begin in 2017**
- **Launch strategies require scalable cryogenic logistics support**
- **Cryoport is the only effective solution on the market for regenerative therapy logistics**
- **6 BLAs for regenerative therapies expected in 2017**
- **Rapid growth is just beginning: $49B regenerative market by 2021[(b)]**

(a) Alliance for Regenerative Medicine and Informa.
(b) Market and Markets, 2016.

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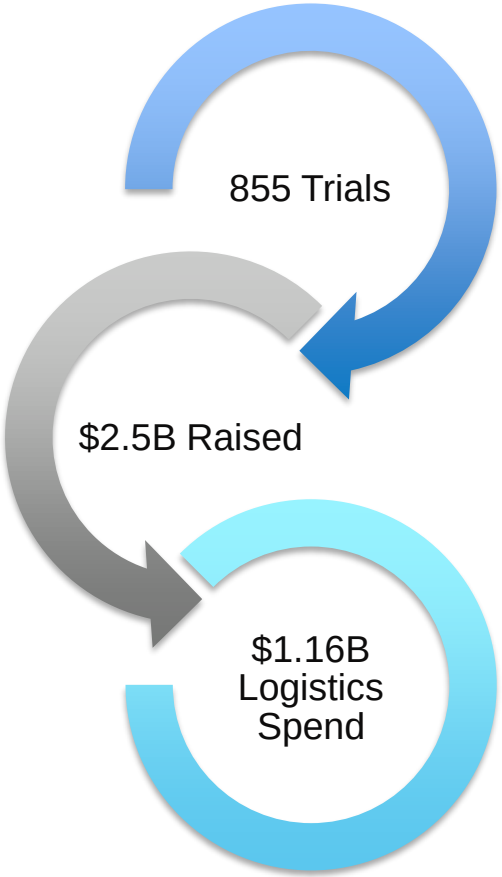
Regenerative Therapy Clinical Snapshot Q1 2017

- $2.5B raised in Q1 2017 vs $5.1 billion total raised during 2016. Supporting 855 trials as of Q1 2017*
- Cold chain logistics spend in support of biopharma is more than $10 billion and expected to grow to $13 billion by 2019**
- Estimated regenerative therapy logistics spend is $1.16B***



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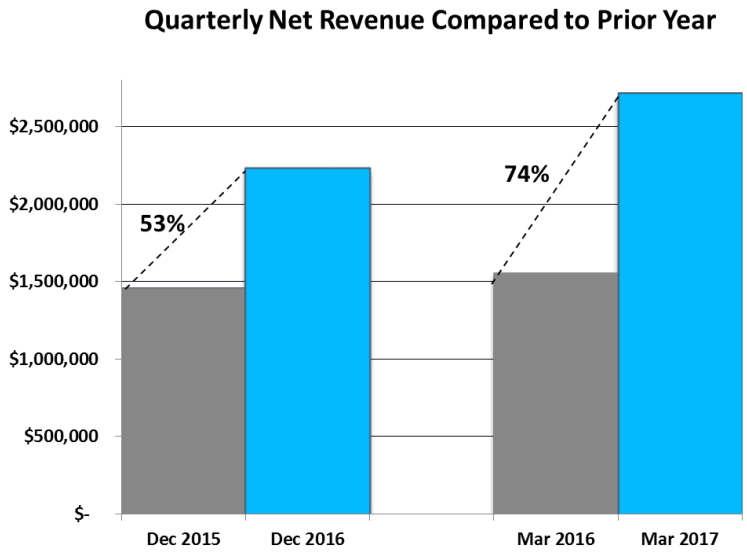
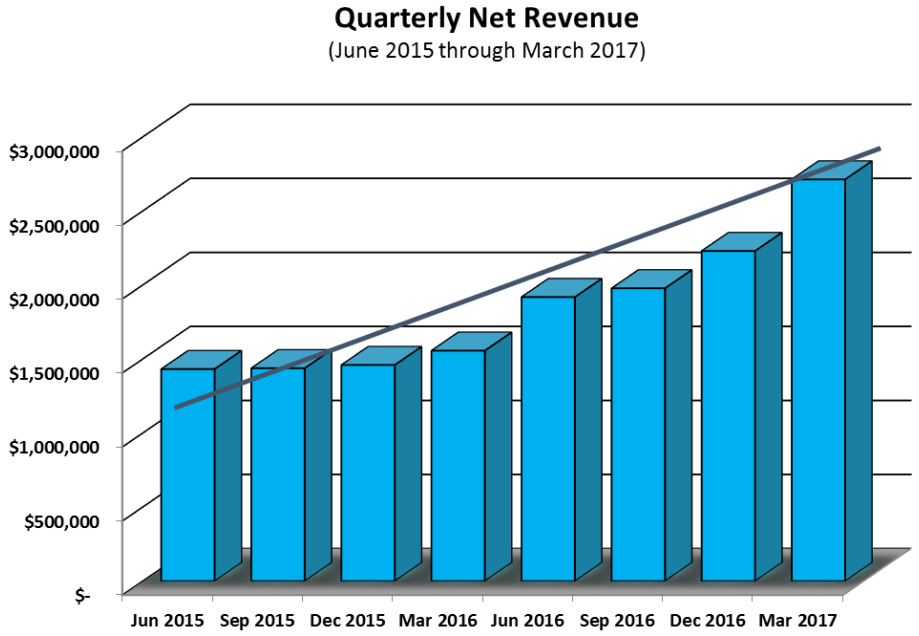
* Source: Alliance for Regenerative Medicine Q1 Presentation
** Source: International Trade Administration 2016 Top Markets Report Cold Chain
*** Source: Pharmaceutical Commerce Article, March 15, 2016

Revenue Trends Q1-2017

(quarter ended March 31, 2017)





68% CAGR over the last 4 years - continuing strong double-digit growth year-over-year

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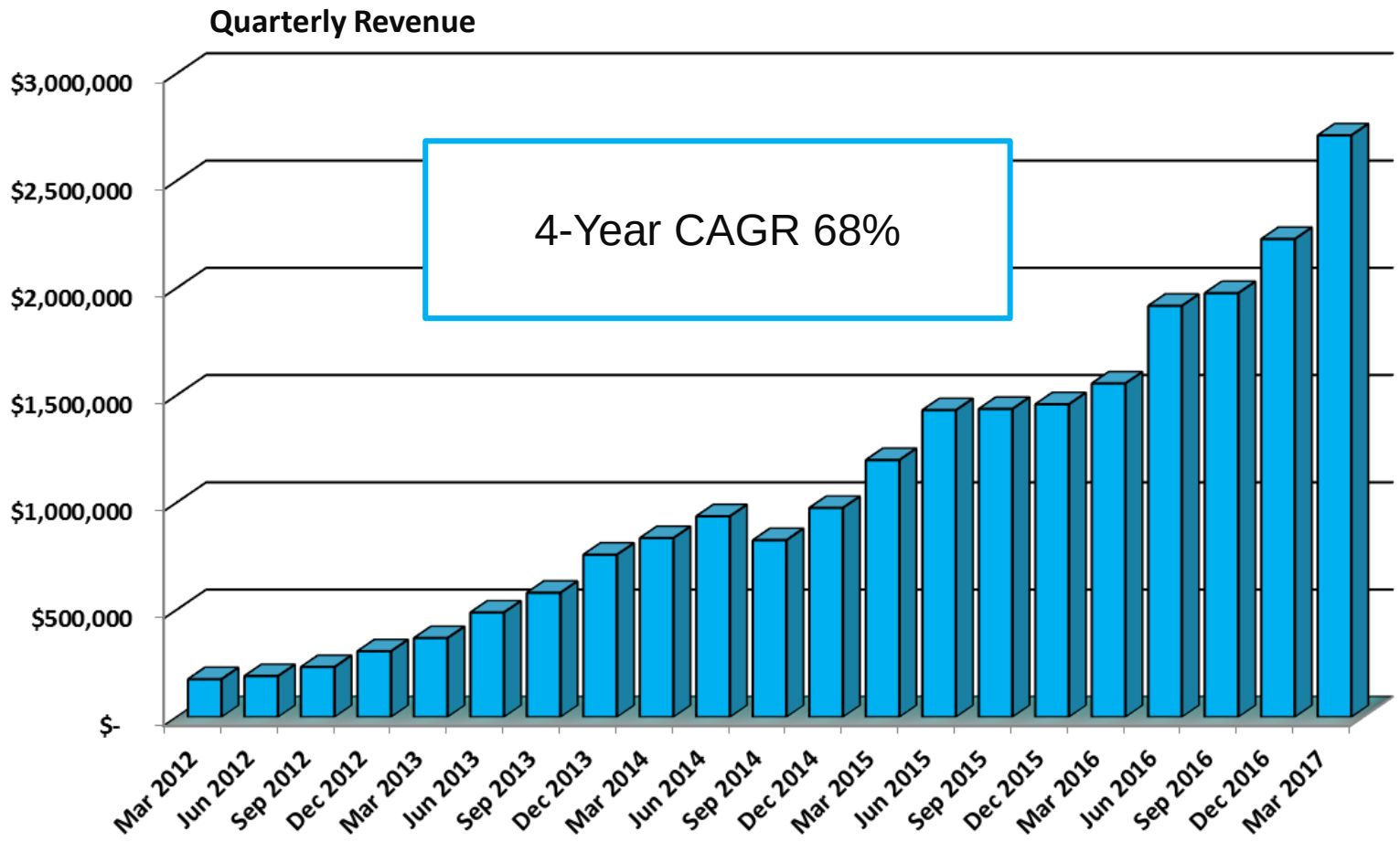
Strong Revenue Momentum



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Financial Summary

Statements of Operations Data:

(in thousands)	2012	2013	2014	2015	2016	Q1-2016	Q1-2017
Net Revenues	$ 863	$ 2,194	$ 3,572	$ 5,525	$ 7,679	$ 1,556	$ 2,712
Cost of revenues	1,761	2,052	2,630	3,847	4,577	974	1,459
Gross margin (loss)	(898)	141	942	1,679	3,101	582	1,253
Loss from operations	(8,984)	(5,485)	(5,175)	(7,810)	(8,766)	(2,624)	(1,769)
Adjusted EBITDA	(8,145)	(4,427)	(4,260)	(5,339)	(5,293)	(1,767)	(867)
Net loss attributable to common stock holders	$ (9,398)	$ (19,840)	$ (9,689)	$ (16,222)	$ (13,188)	$ (2,785)	$ (1,789)
Net loss per share attributable to common stockholders - basic and diluted	$ (3.17)	$ (5.48)	$ (1.94)	$ (2.72)	$ (0.93)	$ (0.26)	$ (0.10)

Balance sheet data:

(in thousands)	31-Mar-17
Cash and cash equivalents	$ 14,533
Working capital	13,759
Total assets	18,901
Related party notes and accrued interest, net	564
Long term obligations, less current portion	199
Total stockholders' equity	16,068

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Financial Metrics Q1-2017

(quarter ended March 31, 2017)

$14.5M Cash

GPS TRACKING

$1.5M Accounts Receivable

$0.6M Debt (paid off in April)

23.9M shares outstanding

Revenue $2.7M up 74%

Supporting 139 clinical trials, 17 Phase III trials

Biopharma revenue up 100%

Gross Margin 46% up 9PP

GLOBAL FACILITY FOOTPRINT

Growth in all markets

$0.10 net loss per share (from $0.26 per share)

OPTIMIZED RETURN LOGISTICS + FLEET MANAGEMENT = SAVINGS

$0.2M decrease in operating expenses

Adjusted EBITDA improved by 51% to $(0.9M) for Q1

BEST IN CLASS FLEET PERFORMANCE

14 additional trials - Strong pipeline

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Science. Logistics. Certainty.

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Summary

Impressive revenue growth driven by robust pipeline

- Year-over-year quarterly revenue up 74%; up 31% sequentially
- 139 clinical trials drive revenue as trials progress; 17 in Phase III
- First commercial biopharma client signed in 2016; two more in 2017

Advanced solutions create high barriers to entry

- Proven and validated by blue chip clients
- Validated by and integrated with FedEx, UPS & DHL
- Covering 100+ countries from operations centers in California, The Netherlands and Singapore

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Diversified and growing client base

- Novartis, Kite Pharma, Bristol-Myers Squibb, bluebirdbio, Zoetis, Sanofi, Bellicum, Juno among marquee clients
- Added 27 Biopharma clients in Q1

New and developing large market for cryogenic logistics

- Cellular therapies must have cryogenic logistics to deliver efficacy
- Emerging regenerative medicines increasing demand for Cryoport
- Regulatory requirements are expected to further increase demand

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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
GAAP net loss attributable to common stockholders	$ (9,688)	$ (16,222)	$ (2,786)	$ (3,935)	$ (2,184)	$ (4,284)	$ (13,189)	$ (1,789)
Non-GAAP adjustments to net loss attributable to common stockholders:								
Depreciation and amortization expense	207	210	73	98	101	103	374	132
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
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)

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