

Full Year and Fourth Quarter 2017

# cryoport<sup>o</sup>

SCIENCE. LOGISTICS. CERTAINTY.

*Trusted by the Life Sciences Industry*



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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.*

# Overview

Business description	Leading temperature-controlled logistics solutions provider for the life sciences industry with a focus on the regenerative medicine market (CAR-T)
Clients	Pharmaceutical and biotechnology companies (Novartis, Gilead/Kite <sup>(a)</sup> , TiGenix, etc.)
Business Segments	Biopharma, Reproductive Medicine, and Animal Health
Commercial Biopharma Agreements	Novartis and Gilead/Kite
Number of Clinical Trials Currently Supported	214, 26 of which are in Phase III ( ~66% Year-on-Year Growth)
Last Twelve Months Revenue Growth	56%
Q4 2017 Gross Margin	52%
Market Cap	~\$240mm <sup>(b)</sup>
CEO	Jerrell Shelton
Headquarters	Irvine, CA



(a) Kite was acquired by Gilead Sciences in October 2017

(b) Based on share price of \$9.37 as of 3/5/18

# Cryoport Underwent Several, Material, Positive Changes in 2017

## March 2017

0 approved CAR-T therapies

0 commercial CAR-T agreements

129 Clinical trials supported as of 12/31/17

Share price of \$3.57; MC of ~\$63mm

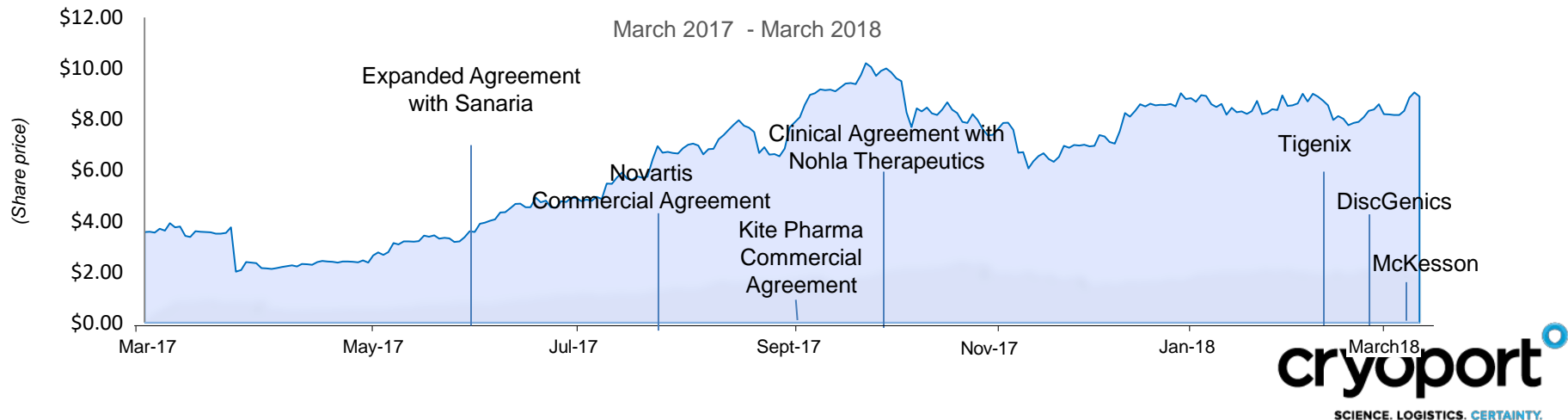
## Current (March 2018)

2 approved CAR-T therapies

2 commercial CAR-T agreements with the leading CAR-T biopharma companies (Novartis and Kite)

214 Clinical trials supported as of 12/31/18

Share price of \$9.37; MC of ~\$240mm





## New Cryoport Shipping Products

- **SafePak & SafePak XL**
  - Used in Cryoport dry shippers
  - Tyvek provides a leak-proof microbial barrier
  - Canes, small vial boxes, plastic goblets
  - Cryovial boxes, blood cassettes, odd-shaped payloads
  - Safepak systems reduce risk of cross contamination and decon procedures for end user
  - Single-use
- **Cryostrap**
  - Lightweight alternative to racks
  - Single-use

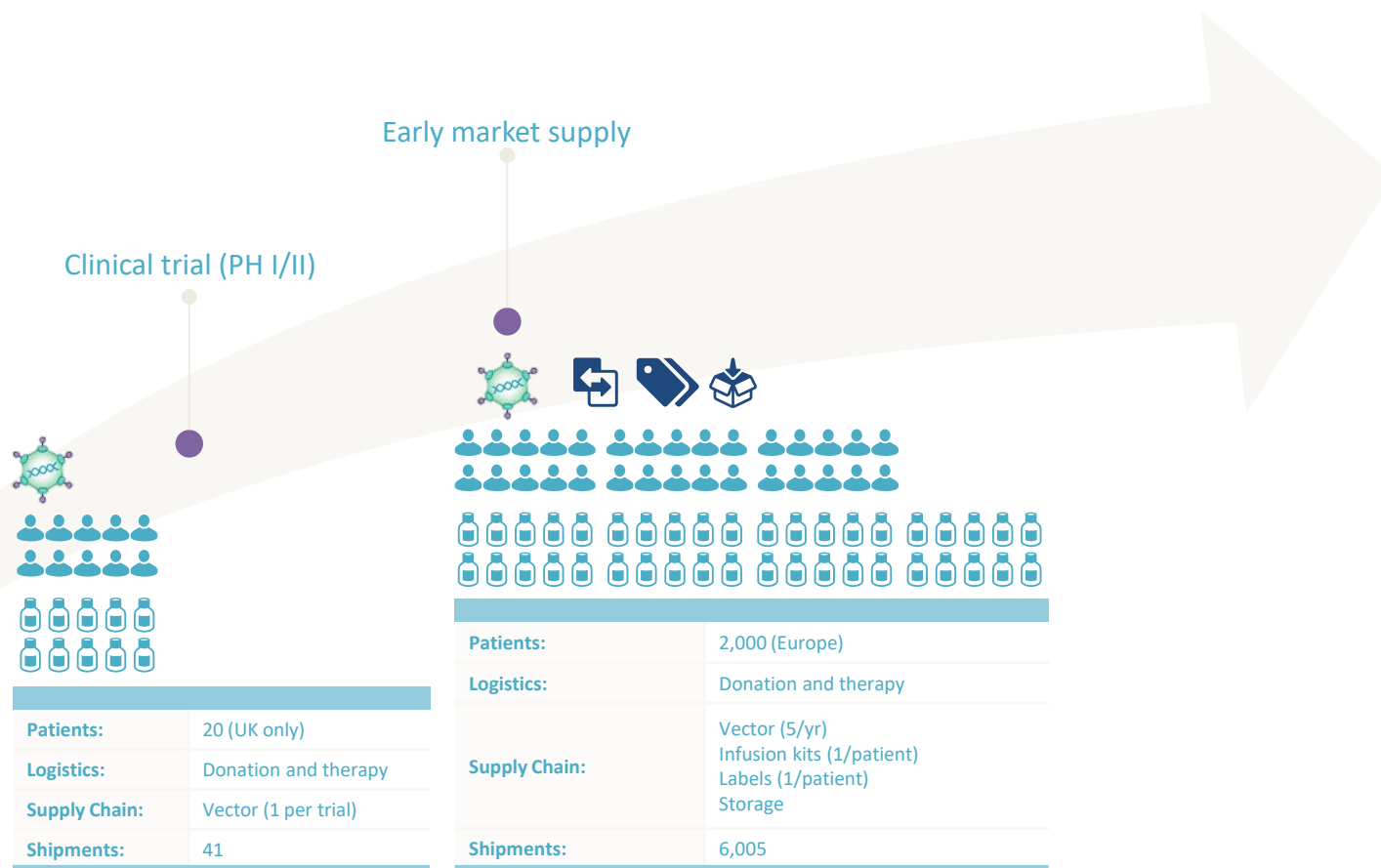
# Case Study—Autologous CAR-T



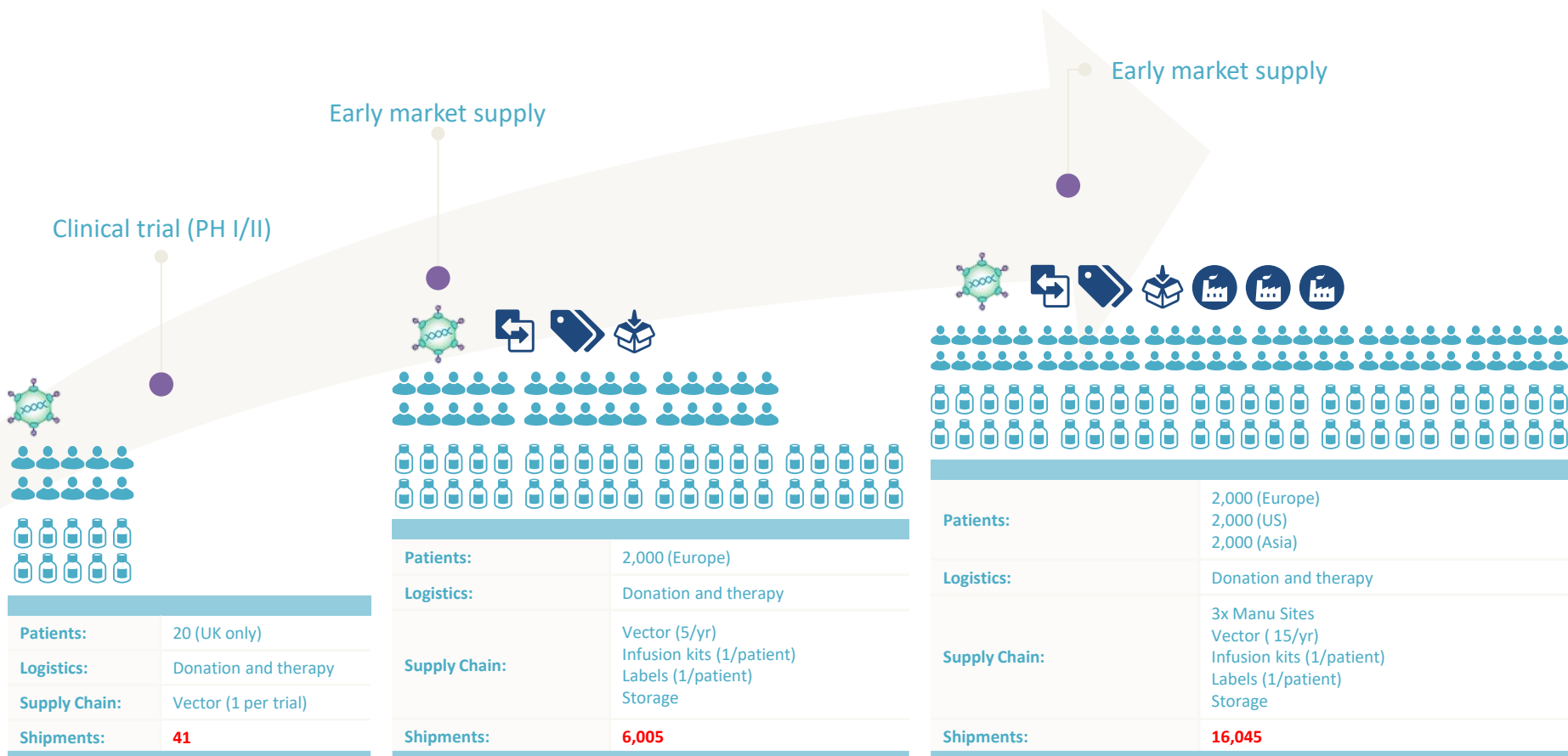
Clinical trial (PH I/II)

Patients:	20 (UK only)
Logistics:	Donation and therapy
Supply Chain:	Vector (1 per trial)
Shipments:	41

# Case Study—Autologous CAR-T

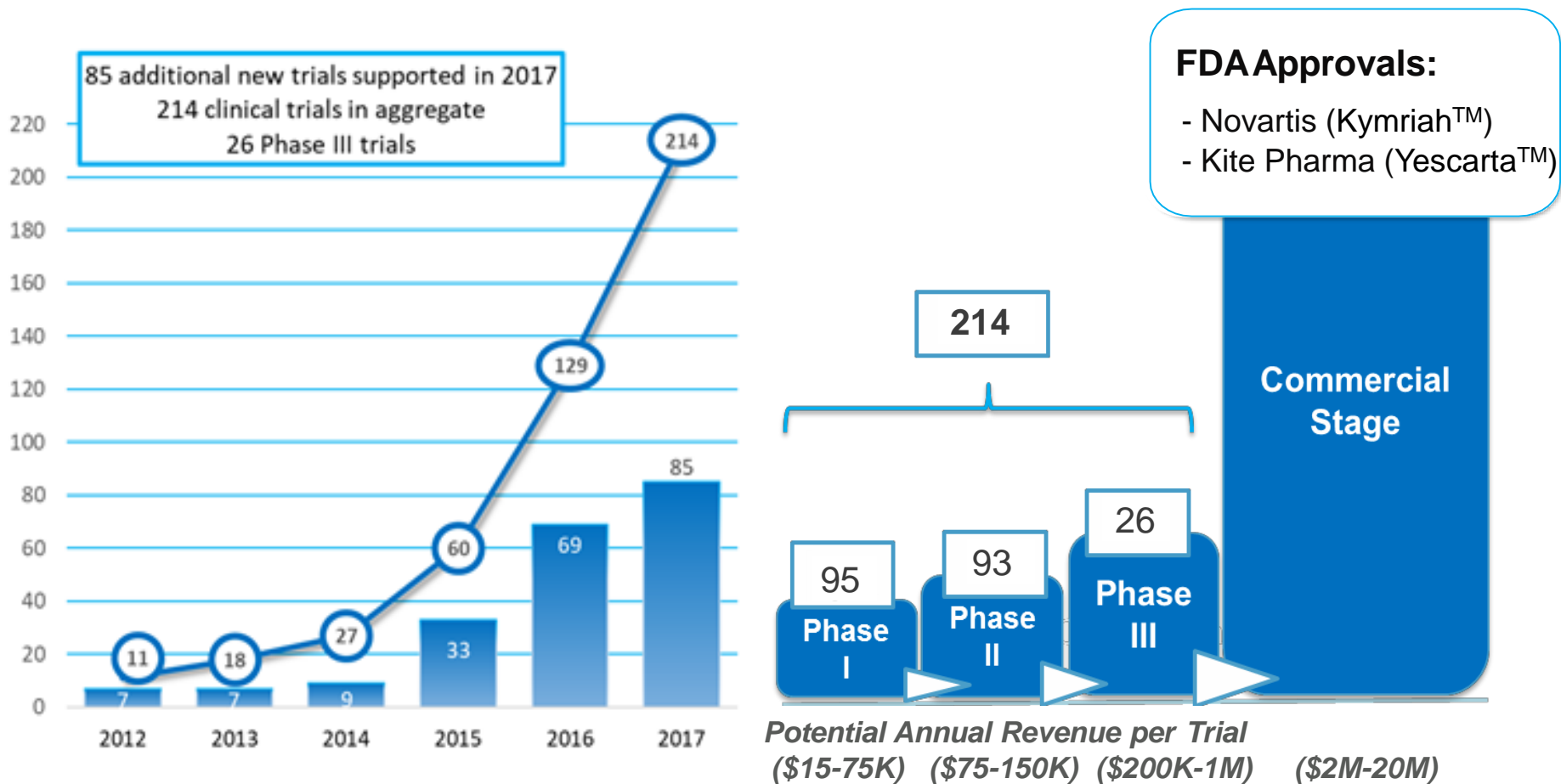


# Case Study—Autologous CAR-T

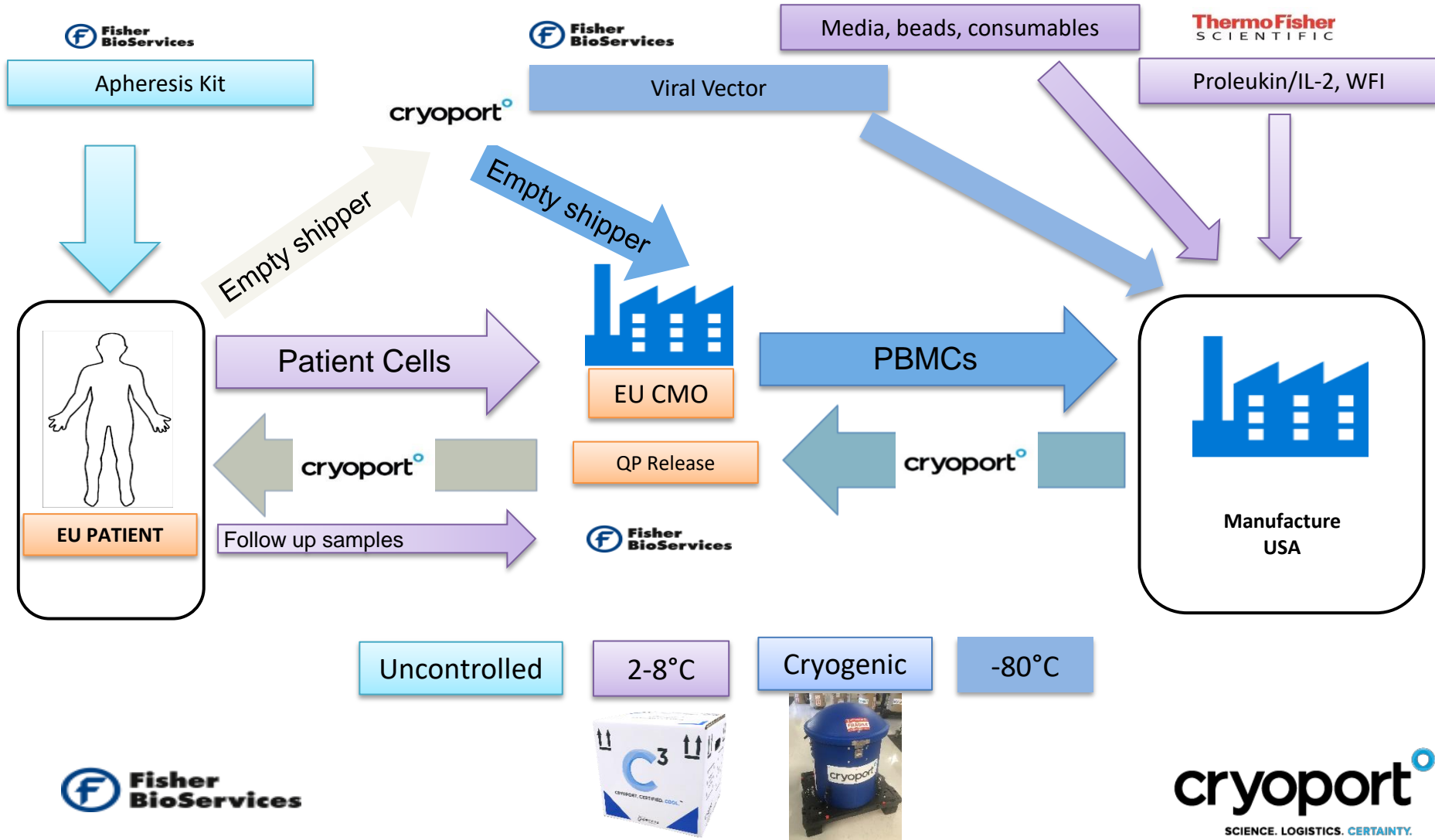




# Clinical Trials Drive Revenue Growth



# Example Auto EU Supply Chain



# 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 ~\$54bn by 2021<sup>(a)</sup>
- In biopharma, currently 934 clinical trials ongoing worldwide; number of trials has grown 48% since 2015<sup>(b)</sup>



### Biopharma

- ✓ Blue chip client base includes Novartis, Gilead/Kite, Juno, bluebird bio, TiGenix, Lonza, among many others
- ✓ \$9.1mm revenue for 2017; 72% Y-o-Y growth



### Reproductive Medicine

- ✓ Superb relationships with > 400 fertility clinics worldwide
- ✓ \$1.7mm revenue for 2017; 11% Y-o-Y growth

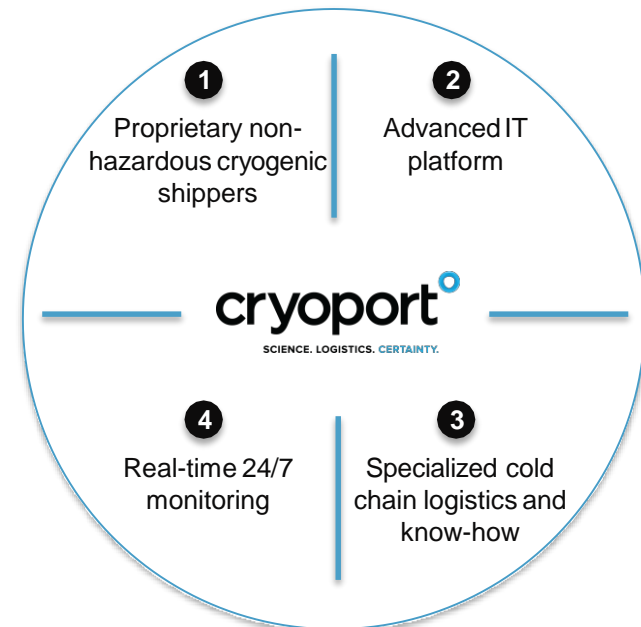


### Animal Health

- ✓ Clients include established names such as Zoetis, Vetstem and Boehringer Ingelheim
- ✓ \$1.1mm revenue for 2017; 34% 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



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(a) Market and Markets, 2017

(b) Alliance for Regenerative Medicine and Information

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

Cryoport is the exclusive cryogenic logistics provider for Kymriah – 3 year agreement with renewal rights



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

Recently filed an sBLA for adult patients with relapsed or refractory diffuse large B-cell lymphoma (DLBCL) in the United States

Also filed with the European Medicines Agency for use in children and young adults with ALL and adult patients with DLBCL

- 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
- 33 centers have been range certified and approximately 25 of them are fully operational



# Cryoport has been Chosen to Support the Launch of Kite/Gilead's CAR-T, Yescarta, which was Approved in October 2017

Cryoport is the exclusive cryogenic logistics provider for Yescarta – 3 year agreement with renewal rights



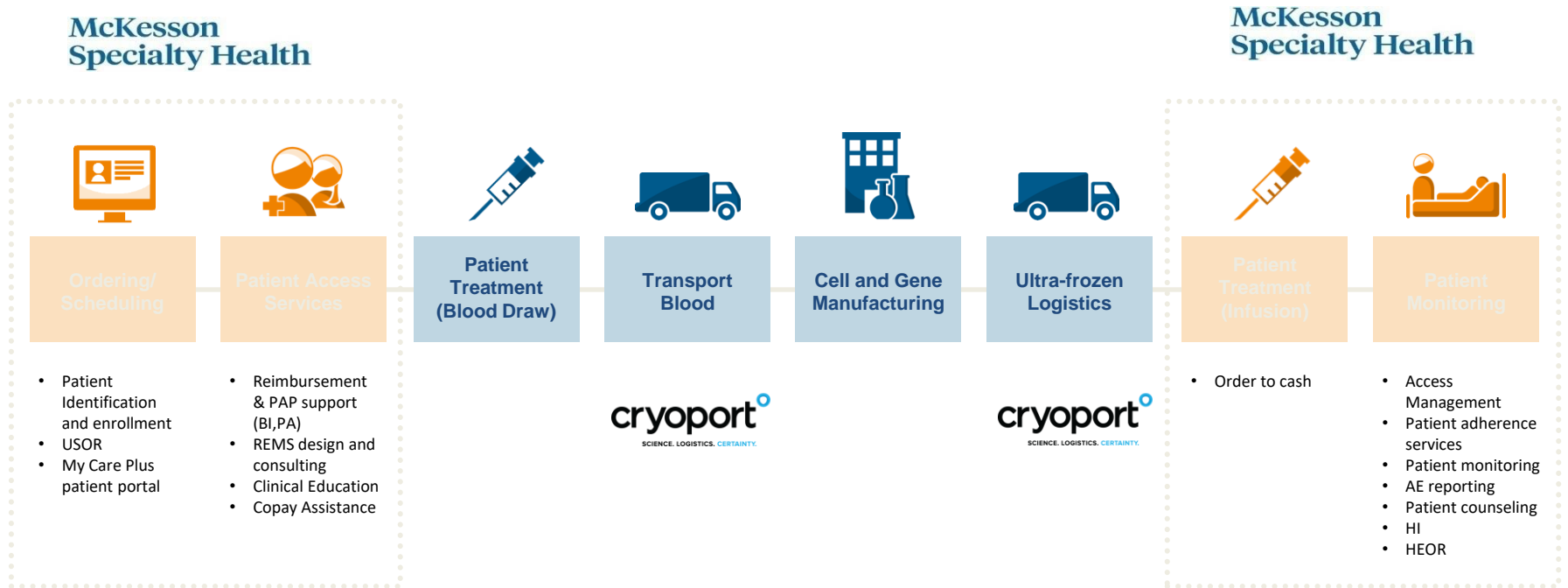
**For the past three decades, Kite has been at the forefront of cancer immunotherapy and a leader in CAR-T therapy**

- **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**
- **After 15.4 months of follow-up, 42% of patients continued to respond to therapy, including 40% with a complete response (CR)**
- **Cryoport has a signed agreement to support Kite/Gilead throughout the lifecycle of Yescarta. Additionally, Cryoport provides cryogenic logistics support for twelve clinical stage therapies by Kite Pharma**
- **28 authorized cancer centers to date, and each center is certified to administer Yescarta to patients.**

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# Commercial Success Relies on Strong Partnerships

*High-touch services that enhance patient outcomes, mitigates financial burden and generates data to align with value-based outcomes is imperative*



●..... Patient Chain of Identity Management, Product Chain of Custody Management & Cell Orchestration .....●

# Client Base of Leading Companies



Biopharma



Reproductive  
Medicine



Animal Health

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# Primary Target Market: Regenerative Therapy

**946**

**Clinical trials underway<sup>(a)</sup>**

**631 year-end 2015**

**Ph. I: 314**

**(192 in 2015)**

**Ph. II: 550**

**(376 in 2015)**

**Ph. III: 82**

**(63 in 2015)**

- **Inflection point: Commercialization has begun**
- **Novartis' CAR-T drug, Kymriah, approved in August 2017 and Gilead/Kite therapy, Yescarta, approved in October 2017**
- **At least 5-7 additional BLA/EMAs for regenerative therapies expected in 2018**
- **Rapid growth is just beginning: ~\$54B regenerative market by 2021<sup>(b)</sup>**
- **Total of 14 Regenerative Medicine Advanced Therapy designations granted.**

(a) Alliance for Regenerative Medicine, State of the Industry Briefing, January 8, 2018

(b) Market and Markets, 2017.

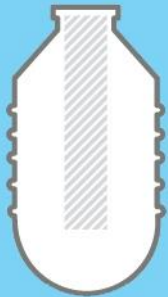


# CryoStork<sup>SM</sup> for Reproductive Medicine



## Science

Risk  
Mitigation



Quality  
by Design\*

Over 50 proprietary modifications to  
shippers to maximize in-field performance

## Logistics



Active  
Monitoring

24/7/365 Customer Support

## Certainty

OVER  
**160,000**  
amount of shipments

**62%**  
of clinics in US using  
CryoStork service

CRYOPORT  
SUPPORTING  
**214**  
Clinical Trials

# 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
- Anticipate 5 – 7 BLA/EMA filings in the next 12 months. Already 55 active IND's related to regenerative therapies, including 76 IND's related to CAR-T cellular therapies. Additionally 14 RMAT designations have been granted
- Cryoport currently supports 214 clinical trials (26 in Phase III) and is continuing to grow its position

# C3™ Shipper for Clients Requiring Reliable 2-8°C Logistics Solutions

The introduction of C3™ means that Cryoport supports the entire logistics continuum for regenerative medicine clinical and commercial programs

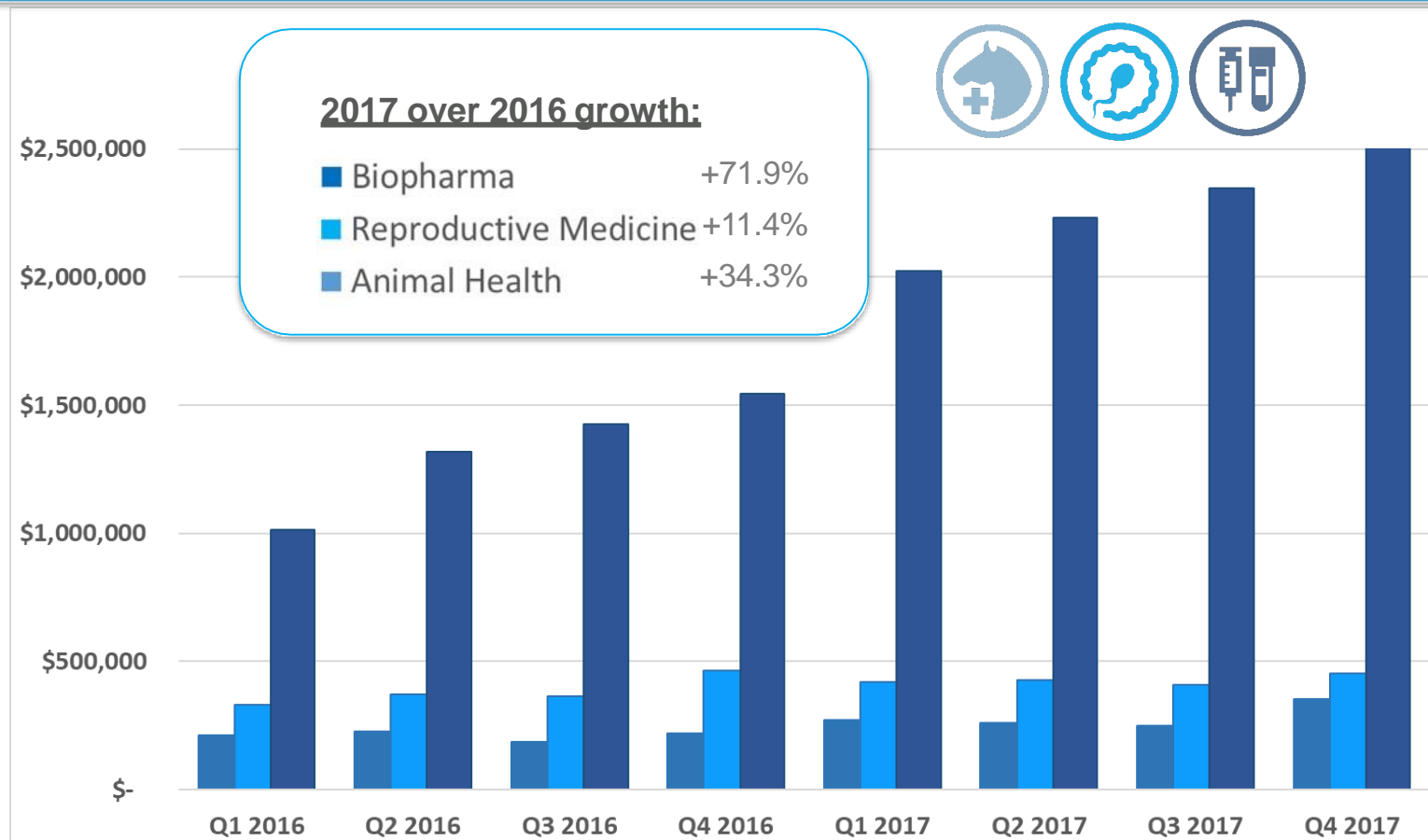
- The C3™ Solution seamlessly integrates Cryoport's expertise in packaging, informatics and logistics for life science commodities requiring 2-8°C temperatures
- Cryoport's powerful Cryoport™ Logistics Management Platform and leading-edge SmartPak II™ Condition Monitoring System provide visibility of 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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# Revenue Trends

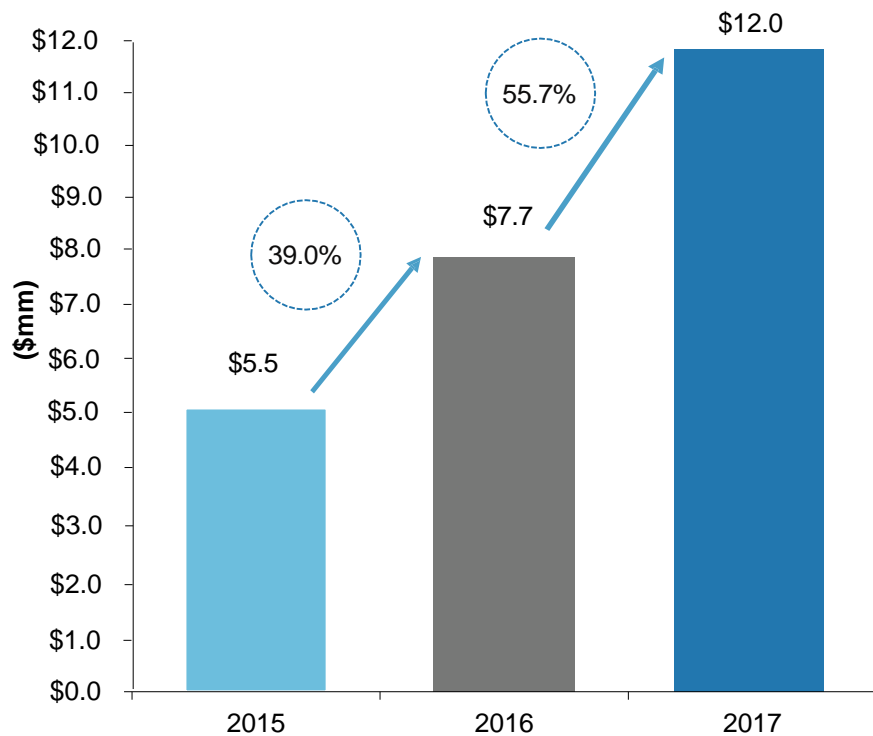
All biopharma growth to-date has been generated without commercial assets



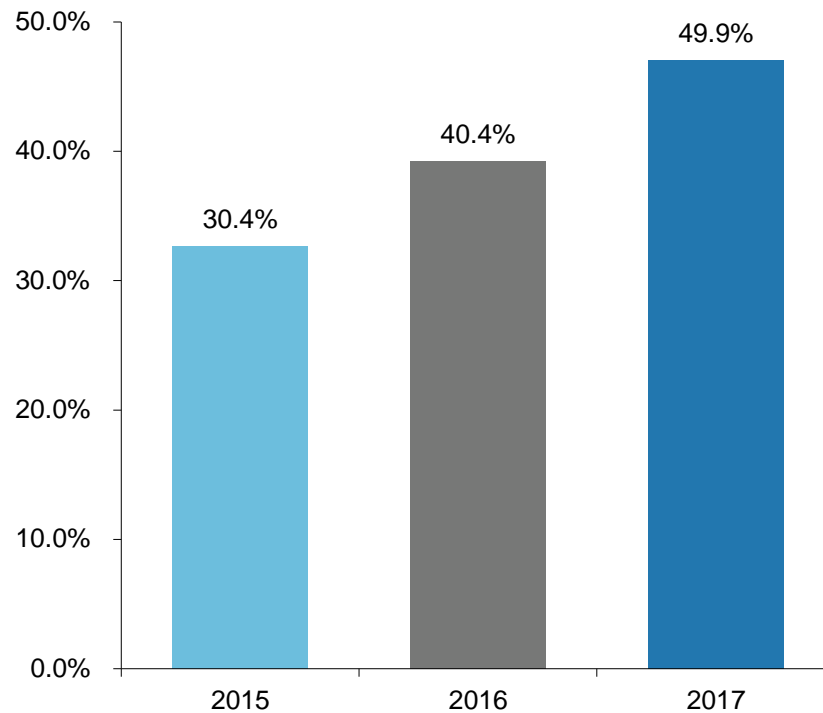
# Cryoport has a Scalable Business Model

Continuing double-digit growth in all markets fueled by biopharma - increased 71.9% from 2016 to 2017

Net revenue for 2017 vs. prior years (\$mm)

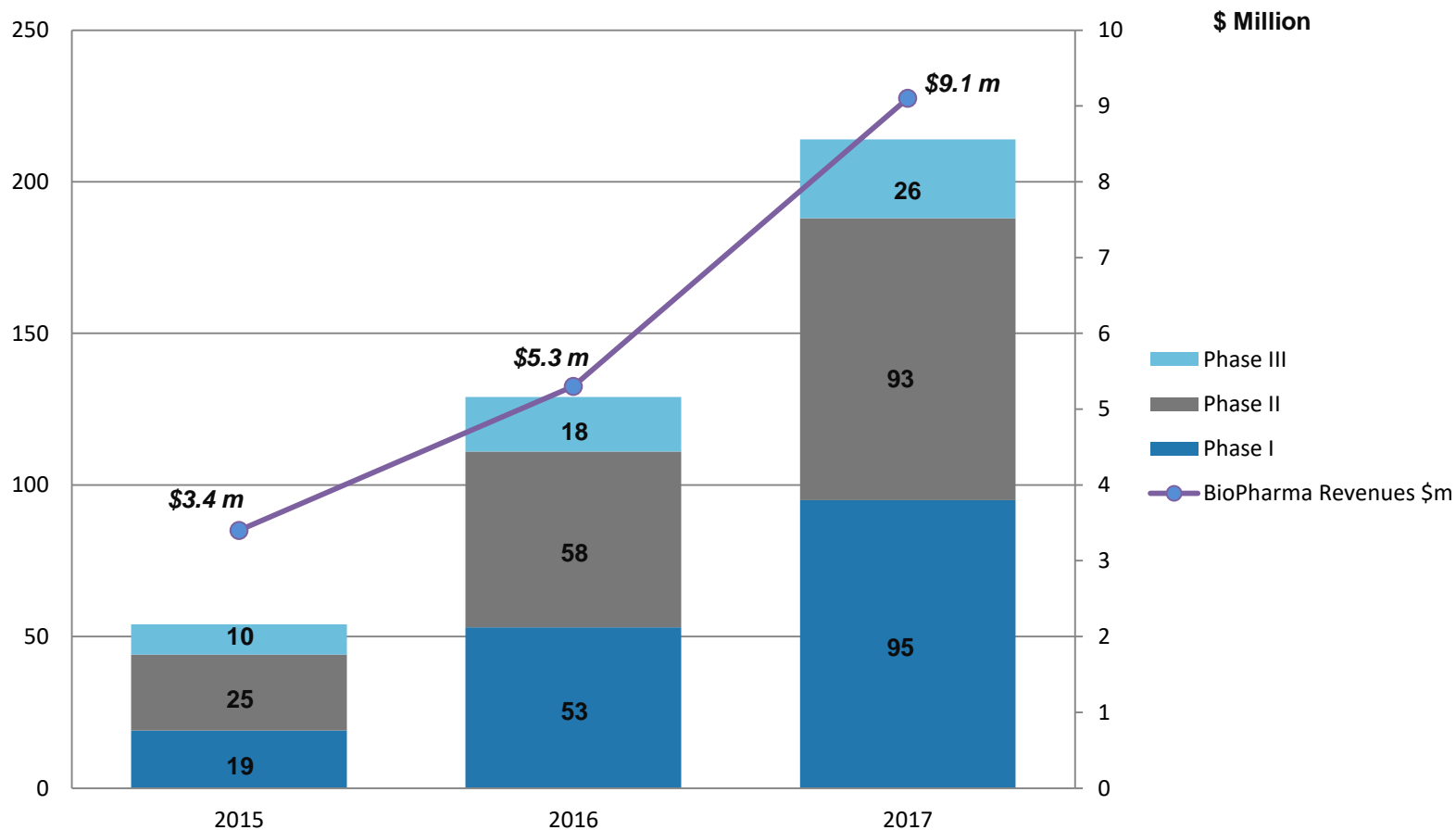


Gross margin % for 2017 vs. prior years



# Clinical Trials Drive BioPharma Revenue Growth

Number of  
clinical trials



As of December 31

# Financial Summary

## Statements of Operations Data:

(in thousands)

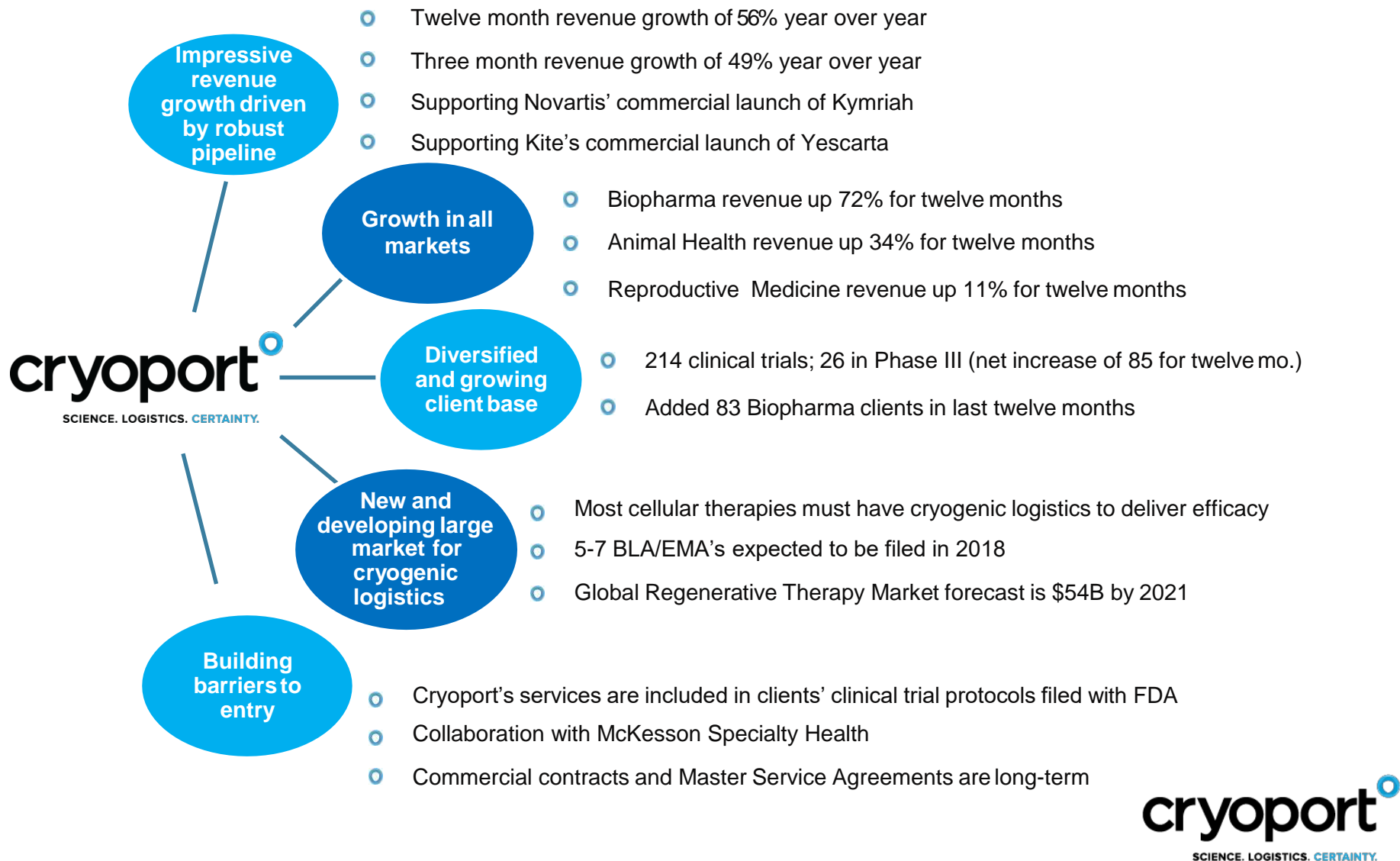
	2012	2013	2014	2015	2016	2017	YoY growth %
Net Revenues	\$ 863	\$ 2,194	\$ 3,572	\$ 5,525	\$ 7,679	\$ 11,954	55.7%
Biopharma	704	1,105	1,736	3,364	5,302	9,113	71.9%
Animal Health	-	627	940	869	845	1,135	34.3%
Reproductive Medicine	159	462	896	1,292	1,532	1,707	11.4%
Cost of revenues	1,761	2,052	2,630	3,847	4,577	5,988	
Gross margin (loss)	(898)	141	942	1,679	3,101	5,966	92.4%
% Gross Margin	NM	6.4%	26.4%	30.4%	40.4%	49.9%	
Loss from operations	(8,984)	(5,485)	(5,175)	(7,810)	(8,766)	(7,893)	
Adjusted EBITDA	(8,145)	(4,427)	(4,260)	(5,339)	(5,281)	(3,666)	
Net loss attributable to common stock holders	\$ (9,398)	\$ (19,840)	\$ (9,689)	\$ (16,222)	\$ (13,188)	\$ (7,899)	
Net loss per share attributable to common stockholders - basic and diluted	\$ (3.17)	\$ (5.48)	\$ (1.94)	\$ (2.72)	\$ (0.93)	\$ (0.93)	

## Balance sheet data:

(in thousands)

	31-Dec-17
Cash and cash equivalents	\$ 15,042
Working capital	15,114
Total assets	20,264
Related party notes and accrued interest, net	-
Long term obligations, less current portion	192
Total stockholders' equity	17,887

# Key Highlights





**Science. Logistics. Certainty.**

*Thank you!*

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