



CytoSorbents Corporation (NASDAQ: CTSO)

A Leader in Critical Care Immunotherapy

Q4 2017 and Full Year 2017 Earnings **Conference Call**

March 8, 2018

Conference Call Participants

Dr. Phillip Chan, MD, PhD

Chief Executive Officer and President

Vincent Capponi, MS

Chief Operating Officer

Kathleen Bloch, MBA, CPA

Chief Financial Officer

Dr. Eric Mortensen, MD, PhD

Chief Medical Officer

Dr. Christian Steiner, MD

Vice President of Sales and Marketing

Christopher Cramer, MS, MBA

Vice President of Business Development

Moderator: Jeremy Feffer – LifeSci Advisors

Safe Harbor Statement

Statements in this presentation regarding CytoSorbents Corporation and its operating subsidiaries CytoSorbents Medical, Inc and CytoSorbents Europe GmbH that are not historical facts are forward-looking statements and are subject to risks and uncertainties that could cause actual future events or results to differ materially from such statements. Any such forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. It is routine for our internal projections and expectations to change. Although these expectations may change, we are under no obligation to inform you if they do. Actual events or results may differ materially from those contained in the projections or forward-looking statements. The following factors, among others, could cause our actual results to differ materially from those described in a forward-looking statement: our history of losses; potential fluctuations in our quarterly and annual results; competition, inability to achieve regulatory approval for our device, technology systems beyond our control and technology-related defects that could affect the companies' products or reputation; risks related to adverse business conditions; our dependence on key employees; competition for qualified personnel; the possible unavailability of financing as and if needed; and risks related to protecting our intellectual property rights or potential infringement of the intellectual property rights of third parties. This list is intended to identify only certain of the principal factors that could cause actual results to differ from those discussed in the forward-looking statements. Readers are referred to a discussion of important risk factors detailed in the Company's Form 10-K filed with the Securities and Exchange Commission on March 8, 2018 and other reports and documents filed from time to time by us, which are available online at www.sec.gov.

Operational Highlights

- Record 2017 total revenue of \$15.1M with \$13.4M in CytoSorb sales, due to strong re-order rates
- 2017 blended product gross margins expanded to 71% from 67%
- 35,000+ CytoSorb treatments delivered, from 20,000 a year ago
- Healthy cash balance of \$17.3M (12/31/17)
- Expecting 2018 to be a “transformational” year with key milestones
 - Operating profitability on a quarterly basis (excludes non-cash expenses and clinical trial costs)
 - Progress toward potential U.S. regulatory approval
 - Generation of new clinical data
 - New and expanded strategic partnerships
 - Greater market awareness



Cardiac Surgery Trials Update

- U.S. REFRESH 2 Update:

- Pivotal, 400 patient, randomized, controlled PMA multi-center trial targeting reduction of post-op AKI using CytoSorb during complex cardiac surgery including valve replacement and aortic reconstruction with hypothermic cardiac arrest
- Obtained FDA IDE, central ethics committee approval, CMS approval
- Strengthened clinical trial team to execute upon the trial
- Majority of REFRESH I clinical sites participating with several coming on-line, one already screening patients
- Expecting first patient enrolled very soon



- Germany REMOVE Trial

- 250 patient, randomized, controlled trial evaluating the safety and efficacy of CytoSorb used intraoperatively during valve replacement for infective endocarditis
- Primary endpoint is reduction in SOFA score
- Fully funded by the Federal Ministry of Education
- Driven by growing numbers of intravenous drug users and opiate addiction



HemoDefend Nearing U.S. Pivotal Trial

- 100M pRBC units transfused each year worldwide
- Many companies targeting decreased infectious blood risk – NAT testing, pathogen reduction
- HemoDefend pRBC is a point-of-transfusion in-line filter focused on reduction of non-infectious contaminants that can cause transfusion reactions ranging from fever and allergic reactions, to transfusion related acute lung injury (TRALI) – the leading reported cause of transfusion related death that occurs in 1 to 5,000 transfusions
- HemoDefend pRBC reduces antibodies, cytokines, free hemoglobin, bioactive lipids, and many other substances that can cause transfusion reactions
- The development of HemoDefend pRBC has been generously supported by National Heart, Lung, and Blood Institute (NHLBI – a division of NIH), and U.S. Special Operations Command (US SOCOM)
- Have met with the FDA informally, with the support of NHLBI, and expect to initiate a pivotal study within 12 months that is designed to lead to U.S. approval



Financial Highlights

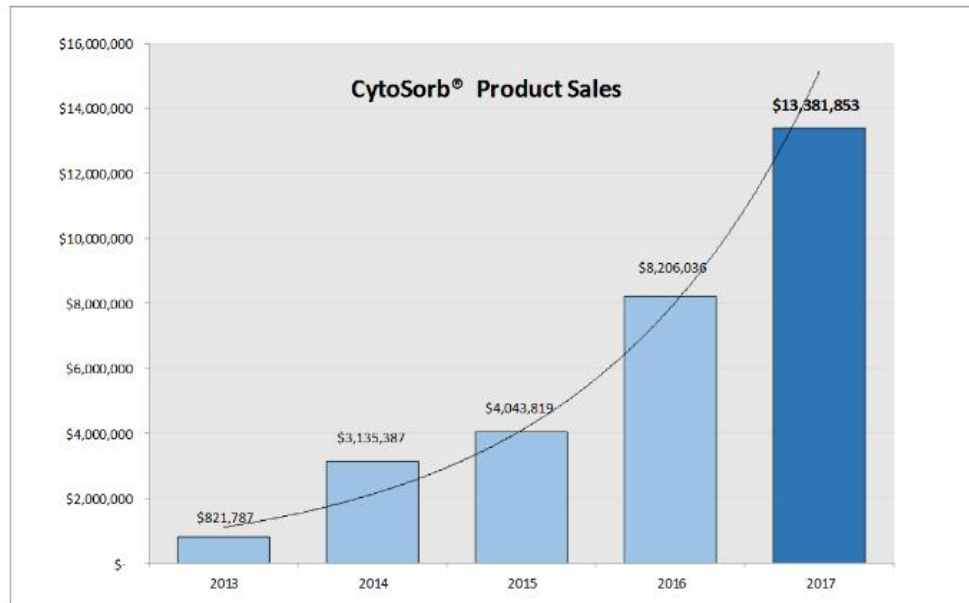
Comparative Annual Revenue Results

	Year Ended Dec 31, 2017	Year Ended Dec 31, 2016	% Incr.
Product revenue	\$13,381,853	\$ 8,206,036	63%
Grant and other income	1,768,901	1,321,807	34%
Total revenue	\$ 15,150,754	\$ 9,527,843	59%

- CytoSorb® product sales for the year 2017 increased by \$5.2M, or 63% to \$13.4M in 2017 as compared to 2016 CytoSorb® product sales of \$8.2M
- Grant revenue in 2017 grew 34% to \$1.8M compared to \$1.3M in the year 2016
- Total revenue, which includes both product sales and grant revenue, increased by 59% to \$15.1M in 2017 as compared to \$9.5M for the year 2016
- 2017 Product gross margins were 71% for 2017, as compared to 67% for 2016

Annual Product Sales

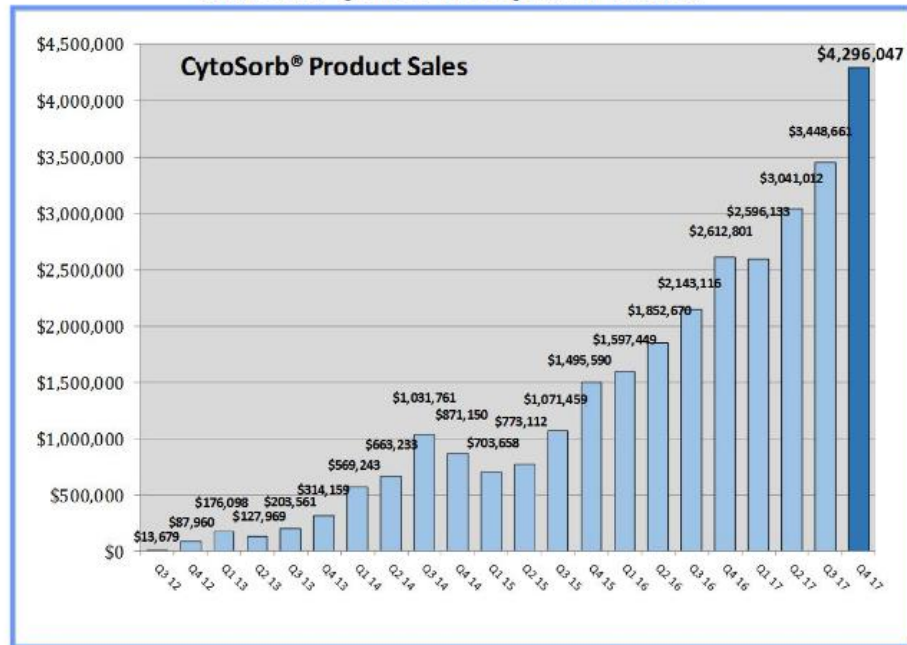
Over the past three years, the compound growth rate of return ("CAGR") on product sales was 62%



CytoSorbents
Working to Save Lives Through Blood Purification

Quarterly Product Sales

In Q4 2017, We Achieved Record Product Sales
With Solid Quarter over Quarter Growth



CytoSorbents
Working to Save Lives Through Blood Purification

Working Capital and Cap Table

Working Capital as of				
	12/31/17	12/31/16	12/31/15	12/31/14
Current Assets:				
Cash and short-term investments	\$ 17,322	\$ 5,245	\$ 7,509	\$ 5,550
Grants and accounts receivable, net	2,206	1,433	649	819
Inventories	796	834	1,191	538
Prepaid expenses and other current assets	415	316	512	700
Total current assets	20,739	7,828	9,861	7,607
Current Liabilities:				
Accounts payable	1,244	1,330	685	698
Accrued expenses and other current liabilities	2,604	2,115	723	825
Current maturities of long-term debt	4,000	833		
Deferred revenue	-	-	-	1
Total current liabilities	7,848	4,278	1,408	1,524
Net Working Capital	\$ 12,891	\$ 3,550	\$ 8,453	\$ 6,083

Cap Table 12/31/2017

	Fully Diluted Common Shares
Common Stock	28,973,679
Options	3,578,538
Warrants	882,560
Restricted Stock Unit Awards	110,003
	33,544,780

Guidance

- We have not historically provided guidance on quarterly results until the quarter has been completed
- We continue to expect that Q1 2018 CytoSorb sales will exceed product sales in the Q1 2017
- Remain very optimistic about our growth opportunities and reiterate guidance on continued growth and achieving operating profitability in 2018 on a quarterly basis (less non-cash expenses and clinical trial costs)
- Anticipate expansion in blended product gross margins (currently at 71%) as we scale up manufacturing and our new plant comes on line in Q2 2018

Q&A Session

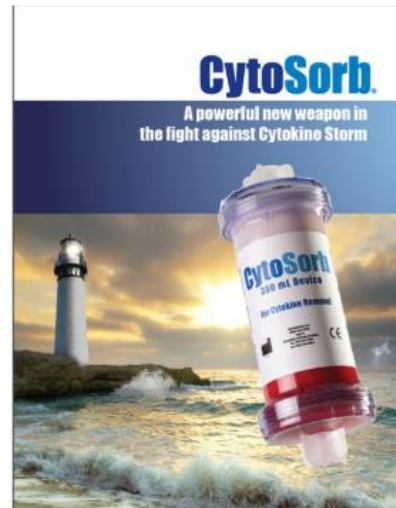
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