

An aerial photograph of a multi-level highway interchange with several cars driving on the roads. The image is overlaid with a large, stylized graphic consisting of a thick cyan arc that curves from the top right towards the center, and a thick purple arc that curves from the left side towards the center. The background is a dense forest of green trees.

# Cryoport's Strategic Agreement and Transaction with DHL Group

March 2025

# 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.

# Overview

*A decisive step that sharpens our focus on the cell and gene therapy industry, accelerates our growth trajectory, and fortifies our financial position*



- Strategic pivot to enabling next phase of global Cell and Gene Therapy expansion via leveraging DHL's network
- New partnership with DHL enables us to provide a **more competitively priced, integrated solution** to the Cell & Gene Therapy market, especially **in APAC and EMEA** region
- **Generates substantial cash** and **strengthens** Cryoport's balance sheet
- Improves revenue growth rate and gross margin profile

# Cryoport & CGT Retrospectively – A Look Back In Time

## The Industry Then

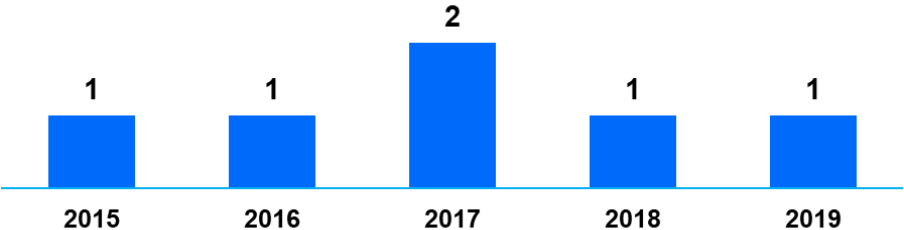
**1**  
Cell & Gene Therapy  
Approved (FY2019) <sup>(1)</sup>

**1.0**  
5-Year Rolling Average of  
CGT Approvals (FY2019) <sup>(1)</sup>

  
**43%**  
Cryoport's Clinical  
Trial Market Share

  
**7**  
CYRX Supported  
BLA/MAA filed in 2020

Annual C&GT FDA Approvals (4)



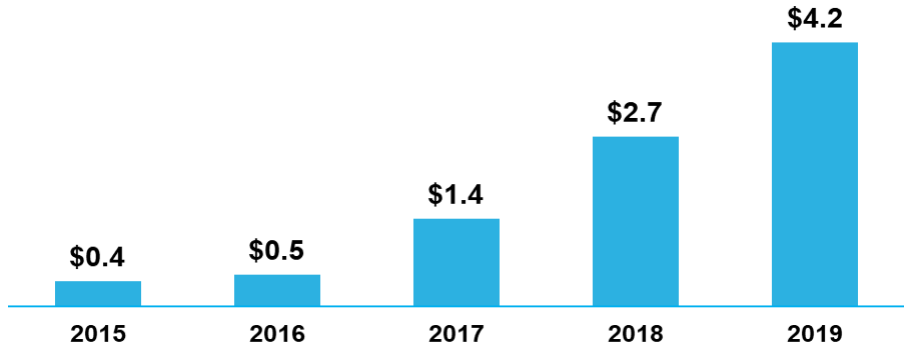
## C&GT Supply Chain Position

  
**6**  
Commercial Cell & Gene  
Therapies Supported <sup>(2)</sup>

  
**\$10M**  
Commercial Cell & Gene  
Therapies revenue

  
**528**  
Active Cell & Gene Therapy  
Clinical Trials Supported <sup>(3)</sup>

Global Cell & Gene Therapy Sales (\$Bn) (4)



Source: Company Filings and materials (unless otherwise indicated)

Notes: (1) Alliance for Regenerative Medicine (2) Supported by Cryoport Systems as of 12/31/2024 (3) As of 12/31/2024 (4) Source: FDA, Evaluate Pharma; data as of December 2024

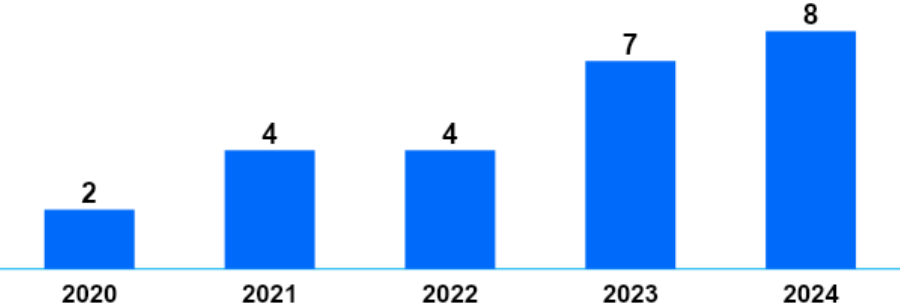
# Cryoport & CGT Industry Momentum Accelerating

## The Industry Now

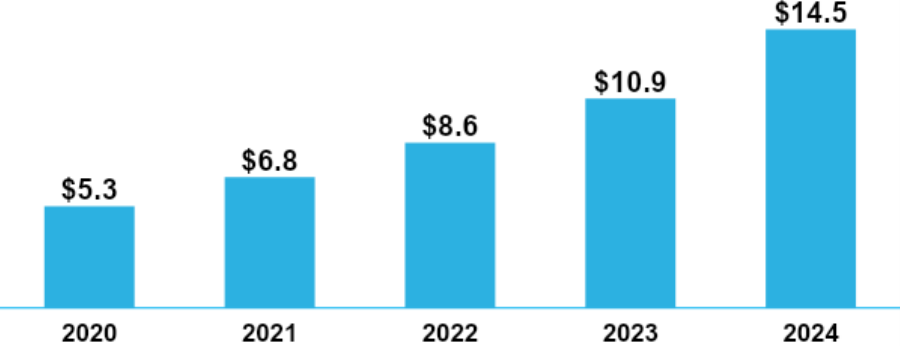
<p><b>8</b> Cell &amp; Gene Therapies Approved (FY2024) <sup>(1)</sup></p> <p><b>4.6</b> 5-Year Rolling Average of CGT Approvals (FY2024) <sup>(1)</sup></p>	<p> <b>70%</b> Cryoport's Clinical Trial Market Share</p>	<p> <b>11</b> CYRX Supported BLA/MAA filed in 2024</p>
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## Cryoport Forecasting up to 18 BLA/MAA Filings and 5 New Commercial Therapies in 2025

Annual C&GT FDA Approvals (4)



Global Cell & Gene Therapy Sales (\$Bn) (4)



## C&GT Supply Chain Position

<p> <b>19</b> Commercial Cell &amp; Gene Therapies Supported <sup>(2)</sup></p>	<p> <b>\$26M</b> Commercial Cell &amp; Gene Therapies revenue</p>	<p> <b>701</b> Active Cell &amp; Gene Therapy Clinical Trials Supported <sup>(3)</sup></p>
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Source: Company Filings and materials (unless otherwise indicated)

Notes: (1) Alliance for Regenerative Medicine (2) Supported by Cryoport Systems as of 12/31/2024 (3) As of 12/31/2024 (4) Source: FDA, Evaluate Pharma; data as of December 2024



# Future Outlook Robust

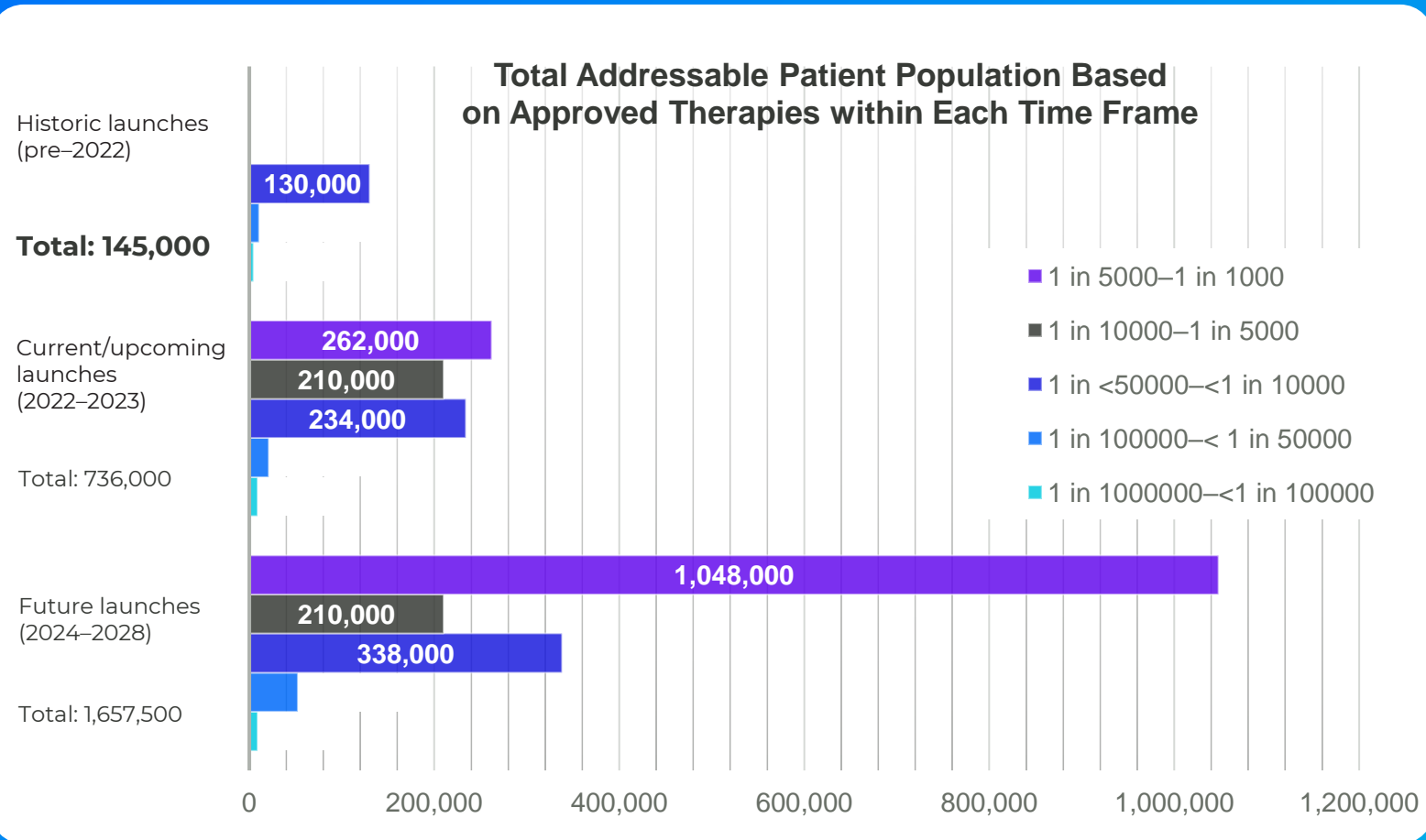
*Street Consensus  
Expected Revenue  
Growth of Cryoport  
Commercial CGT  
Customers*

		Street Consensus Revenues						
Company		2024	2025e	2026e	2027e	2028e	2029e	2030e
SanBio	AKUUGO	-	8	11	21	37	56	80
ImmunityBio	Anktiva	15	105	298	706	1,378	2,532	6,200
Iovance	Amtagvi	104	339	582	834	1,049	1,165	1,242
J&J/Legend	Carvykti	963	1,645	2,545	3,662	4,829	5,785	6,614
bluebird bio	Lyfgenia	10	109	192	286	382	434	444
Crispy/Vertex	Casgev	21	154	415	769	1,211	1,762	2,221
Sarepta	Elevidys	821	2,062	2,855	3,160	3,256	3,121	2,831
Atara	Ebvallo	-	5	14	30	46	62	72
bluebird bio	Skysona	11	14	15	20	22	25	28
bluebird bio	Zynteglo	51	76	94	103	108	111	107
Bristol Myers	Abecma	406	439	469	509	555	596	631
Bristol Myers	Breyanzi	747	1,134	1,489	1,794	2,036	2,244	2,414
Orchard Therapeutics	Libmeldy	21	44	63	74	83	90	130
Gilead	Tecartus	403	428	463	496	518	538	556
Gilead	Yescarta	1,570	1,642	1,807	1,893	1,957	2,010	1,945
Orchard Therapeutics	Strimvelis	-	-	-	-	-	-	-
	Total	5,145	8,229	11,361	14,434	17,574	20,650	25,640
	y/y		60%	38%	27%	22%	18%	24%
					<b>2024-2030 6-YR CAGR</b>			<b>31%</b>
	Total, excluding Elevidys	4,324	6,167	8,506	11,274	14,318	17,529	22,810
	y/y		43%	38%	33%	27%	22%	30%
					<b>2024-2030 6-YR CAGR</b>			<b>32%</b>

**Source:** VisibleAlpha, FactSet, Company Data, UBS; Note: FactSet consensus used for Anktiva estimates, VisibleAlpha used for all other consensus estimates; Strimvelis was divested to a non-profit, based off analysis - assumed very low volume.

# CGT Industry is Moving Rapidly... So is Cryoport

*Our customers require Global Scale, Global Efficiency and Global Flexibility*



Deloitte/Alliance for Regenerative Medicine predict that by 2030 the CGT industry will have at least 10 blockbuster therapies (over \$1 billion in annual sales) and more than 30 therapies will surpass \$500 million in annual sales

Investments into CGT rose to \$15.2 billion in 2024 (+30% y/y) according to the Alliance for Regenerative Medicine

12 of 15 largest biopharma by market cap actively investing in CGT space

Source: <https://www.oliverwyman.com/our-expertise/insights/2023/mar/cell-and-gene-therapy-challenge.html>

# 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



# DHL in Figures – LSH Market

## DHL Life Sciences & Healthcare Global Network

Global network with **>580 locations** handling LSH shipments

**>11,000** LSH trained colleagues

**€2bn** investment to 2030

Number of Operations

**588**

GDP Operations

**257**

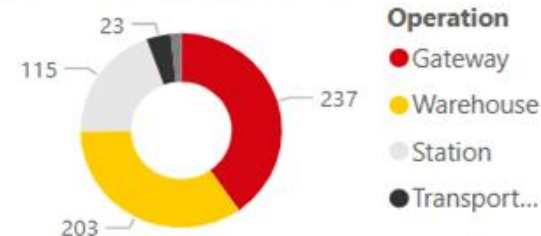
(For DGF – GXP certification)

Total Temp-Controlled Storage (sq. m)

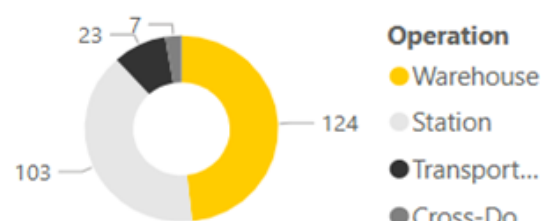
**2,794K**

(Express storage capacity n/a)

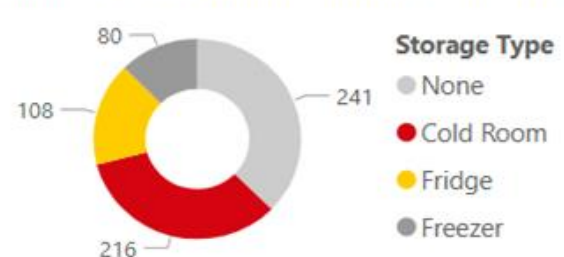
Number of Sites by Operation



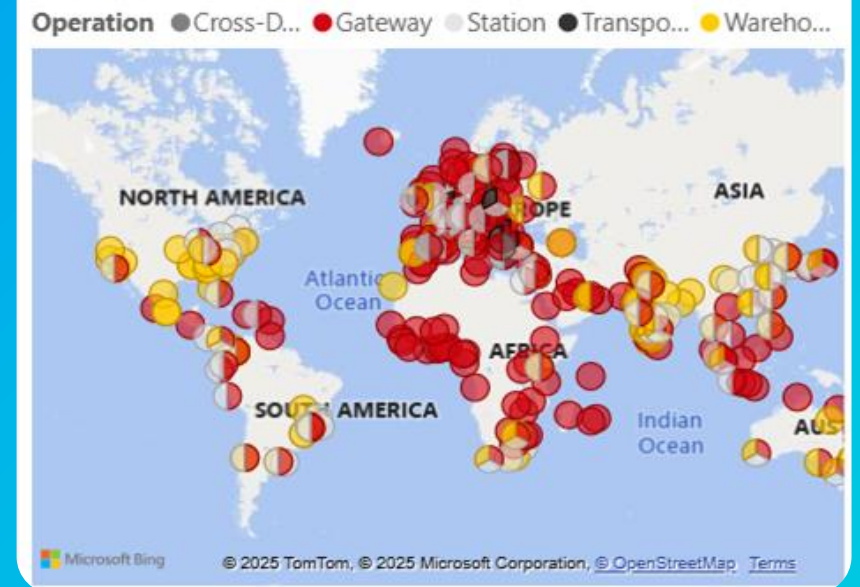
Number of GDP Sites by Operation



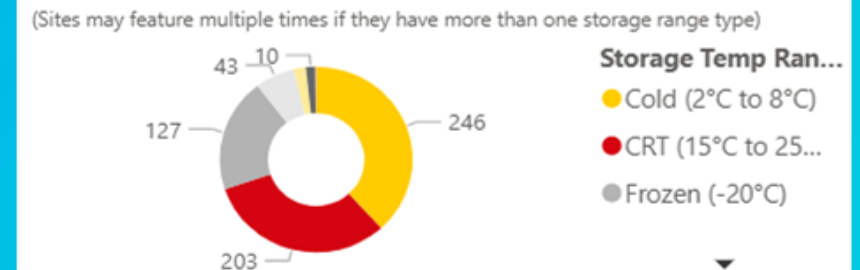
Number of Sites by Temp-Controlled Storage Type



Operation Locations



Number of Sites by Temp-Controlled Storage Temperature Range



# Transaction Summary

*Entering a strategic partnership with DHL and divesting our specialty courier business*

## Proceeds

- **\$195 million, cash (Enterprise Value)**

## Return on Investment

- Purchased for **\$56.7 million** in **August 2020**
- **2.7x** FY'24 Revenue
- **Substantial gain** on investment

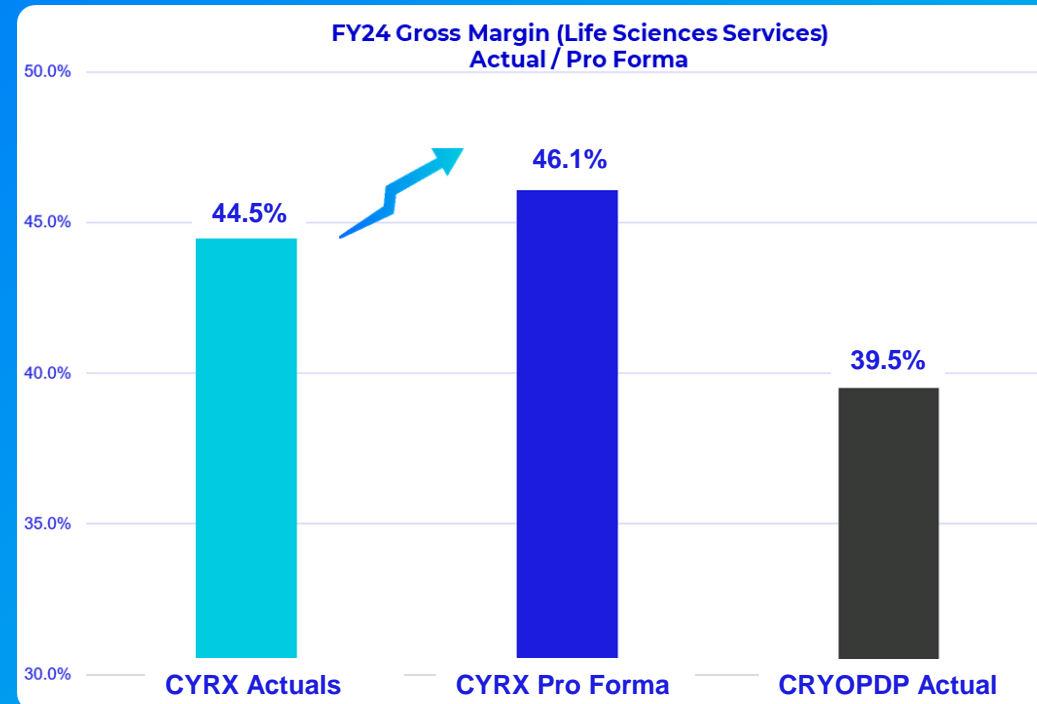
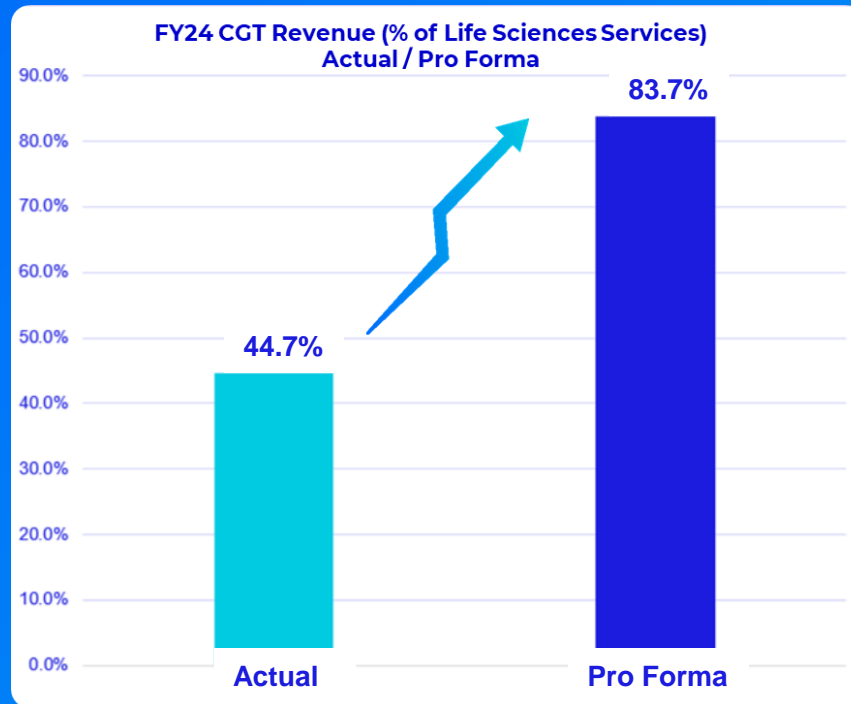
## Strategic Considerations

- Supports **Broader Strategic Pivot**
- **Establishes Partnership** with the **DHL Group**
- **Strengthens** Balance Sheet, **Improves** Growth Rate & Margin Profile

## Timing

- **Closes** upon approval by regulatory in UK & France
- No anticipated regulatory issues

# Financial Snapshot



- Revenue growth **leveraged to the growing global Cell and Gene Therapy expansion**
- Gross margin expansion through **highly differentiated solutions offering and new partnership with DHL**
- New revenue guidance: **\$165.0M – \$172.0M (6%-10% YoY)**
- **Proceeds strengthens** Cryoport's balance sheet

# Conclusion

Enabling the next phase of CGT global expansion

- *Pivot to enabling and leveraging partner networks globally (asset light model)*

Establishes a strategic relationship with the DHL Group

- *Strengthens Cryoport capabilities in the APAC and EMEA regions*

Streamlines operations and improves concentration in core areas

- *Increases leverage to the rapidly growing Cell & Gene Therapy industry*

Substantially improves financial profile

- *Improves revenue growth rate and gross margin profile*
- *Further strengthens our balance sheet*