



Corporate Presentation
August 2024

Cryosite Limited
ASX Code: CTE
www.cryosite.com

Disclaimer

The following disclaimer applies to this non-confidential presentation prepared by Cryosite Limited ACN 090 919 476 (Cryosite) which is dated 7 May 2024 (Presentation). By accepting or receiving this Presentation, you acknowledge and agree to the terms set out below.

Summary information

This Presentation contains summary information about Cryosite and its activities which is current only as at the date of this Presentation. The information in this Presentation is of a general nature and does not purport to be complete nor does it contain all the information that would be required in a prospectus or other disclosure document prepared in accordance with the requirements of the Corporations Act 2001 (Cth) (Corporations Act). It should be read in conjunction with Cryosite's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at www.asx.com.au. The information in this Presentation has been obtained from or based on sources believed by Cryosite to be reliable. Certain market and industry data used in connection with this Presentation may have been obtained from research, surveys or studies conducted by third parties, including industry or general publications. Neither Cryosite nor its representatives have independently verified any such market or industry data provided by third parties or industry or general publications and no representation or warranty, express or implied, is made as to its fairness, accuracy, correctness, completeness or adequacy. Reliance should not be placed on information or opinions contained in this Presentation and, subject only to any legal obligation to do so, Cryosite does not have any obligation to correct or update the content of this Presentation.

Not an offer

This Presentation is not a prospectus or other disclosure document under the Corporations Act or any other law, and will not be lodged with the Australian Securities and Investments Commission (or any other foreign regulator). This Presentation is for information purposes only. This Presentation is not, and does not constitute, an invitation or offer of securities for application, subscription, purchase or sale in any jurisdiction.

Not for release or distribution in the United States of America

This Presentation does not constitute an offer to sell, or the solicitation of an offer to buy, any securities in the United States.

Not financial product advice

The information contained in this Presentation is not investment or financial product advice (nor tax, accounting or legal advice) or any recommendation to acquire shares in Cryosite. Any references to, or explanations of, legislation, regulatory issues or any other legal commentary (if any) are indicative only, do not summarise all relevant issues and are not intended to be a full explanation of a particular matter. Each recipient of this Presentation should make its own enquiries and investigations regarding all information in this Presentation. You are solely responsible for forming your own opinions and conclusions on such matters and for making your own independent assessment of the information in this Presentation. This Presentation has been prepared without taking into account your investment objectives, financial situation or particular needs. Before making an investment decision, you should consider whether it is a suitable investment for you in light of your own investment objectives, financial situation and particular needs and having regard to the merits or risks involved. Any decision to buy or sell securities or other products should be made only after seeking appropriate financial advice.

Financial information

All financial information in this Presentation is in Australian dollars unless otherwise stated. The Presentation includes certain pro forma financial information. Any pro forma historical financial information provided in this Presentation is for illustrative purposes only and is not recognised as being indicative of Cryosite's views on its, nor anyone else's future financial position or performance. Any pro forma historical financial information has been prepared by Cryosite in accordance with the measurement and recognition principles, but not the disclosure requirements, prescribed by the Australian Accounting Standards (AAS). In addition, the pro forma financial information in this Presentation does not purport to be in compliance with Article 11 of Regulation S-X of the rules and regulations of the U.S. Securities and Exchange Commission. You should be aware that certain financial measures included in this Presentation are 'non-IFRS information' under ASIC Regulatory Guide 230: 'Disclosing non-IFRS financial information' published by ASIC and also 'non-GAAP financial measures' within the meaning of Regulation G under the U.S. Securities Act and are not recognised under AAS and the International Financial Reporting Standards (IFRS). Such non-IFRS financial information/non-GAAP financial measures do not have a standardised meaning prescribed by AAS or IFRS. Therefore, the non-IFRS financial information may not be comparable to similarly titled measures presented by other entities, and should not be construed as an alternative to other financial measures determined in accordance with AAS or IFRS. While Cryosite believes these non-IFRS financial measures provide useful information in measuring the financial performance and condition of its business, you are cautioned not to place undue reliance on any non-IFRS financial information/non-GAAP financial measures included in this Presentation. Certain figures, amounts, percentages, estimates, calculations of value and fractions provided in this Presentation are subject to the effect of rounding. As such, the actual calculation of these figures may differ from the figures set out in this Presentation.

Past performance

The past performance and position of Cryosite reflected in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of Cryosite's views on its future financial performance or condition. Past performance of Cryosite cannot be relied upon as an indicator of (and provides no guidance as to) the future performance of Cryosite, including future share price performance. Nothing contained in this Presentation nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee, whether as to the past, present or future.

Forward-looking statements and future performance

This Presentation contains forward-looking statements and comments about future events, including about the plans, strategies and objectives of Cryosite's management and Cryosite's expectations about the performance of its business. Forward-looking statements can generally be identified by the use of forward-looking words such as, "expect", "anticipate", "likely", "intend", "should", "could", "may", "opinion", "predict", "project", "plan", "propose", "will", "believe", "forecast", "estimate", "target" and other similar expressions. Indications of, and guidance or outlook on, future earnings or financial position or performance are also forward-looking statements. You are cautioned not to place undue reliance on any forward-looking statement. While due care and attention has been used in the preparation of forward-looking statements, forward-looking statements, opinions and estimates provided in this Presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends which are based on interpretations of current market conditions, circumstances and events specific to the industry and markets in which Cryosite and its related bodies corporate and associated undertakings operate. Forward-looking statements including projections, expectations, guidance on future earnings and estimates concerning the timing and success of strategies, plans or intentions are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance and may involve known and unknown risks, contingencies and uncertainties and other factors, many of which are outside the control of Cryosite and cannot be predicted by Cryosite. Forward-looking statements may involve significant elements of subjective judgement and assumptions as to future events, which may or may not be correct, and therefore you are cautioned not to place undue reliance on such information. A number of important factors could cause Cryosite's actual results to differ materially from the plans, objectives, expectations, estimates and intentions expressed in such forward-looking statements. Neither Cryosite nor any other person gives any representation, warranty, assurance or guarantee that the occurrence of the events expressed implied in any forward-looking statement will actually occur.

The forward-looking statements are based on information available to Cryosite as at the date of this Presentation. Except as required by law or regulation (including the ASX Listing Rules), Cryosite disclaims any obligation and makes no undertaking to provide any additional or updated information whether as a result of new information, future events or results or otherwise, or to reflect any change in expectations or assumptions.

Disclaimer

To the maximum extent permitted by law, Cryosite and its related bodies corporate and affiliates, and its officers, directors, partners, employees, agents and advisers: (i) disclaim all responsibility and liability (including, without limitation, any liability arising from fault, negligence or negligent misstatement) for any loss, expense, damage or cost arising from this Presentation or reliance on anything contained in or omitted from it or otherwise arising in connection with this Presentation; (ii) disclaim any obligations or undertaking to release any updates or revision to the information in this Presentation to reflect any change in expectations or assumption; and (iii) do not make any representation or warranty, express or implied, as to the accuracy, reliability, completeness of the information in this Presentation or that this Presentation contains all material information about Cryosite, or likelihood of fulfilment of any forward-looking statement or any event or results expressed or implied in any forward-looking statement. The information in this Presentation remains subject to change without notice.

Investor Enquiries

For enquiries, please contact:

Andrew Kerr

Executive Director

Email: akerr@bercon.com.au

Phone: 0483 840 860

FY24 Highlights

An exceptional year for Cryosite

- NPAT of \$1.8m - an **increase of 31%** on prior year
- EBITDA of \$2.8m – an **increase of 28%** on prior year
- Revenue from ordinary activities \$12.6m - an **increase of 6%** on prior year
- Earnings per share of 3.77 cents - an **increase of 31%** from prior year (on a fully diluted basis)
- A dividend declared for FY24 of **2 cents per share** – an **increase of 33%** on FY23 – payable in October 2024
- A capital return of **5 cents per share** paid in February 2024
- Cryosite has **\$4.7m of cash and no external borrowings**
- Works near completion to **extend the footprint of current facility by 17%**



Leadership Team

Experienced leadership team driving the business

Experienced board of directors



Mark Kerr
Chairman of the Board



- Over 30 years' experience on the boards of public and private companies
- Director of Berkeley Consultants and Chairman of Nido Education Ltd
- Previously Chairman of Think Childcare Group which was sold to Busy Bees in 2021. This was one of the year's most successful M&A transactions on the ASX
- Previously Chairman of WCM Global Long Short Limited, and Chairman and Managing Director of Hawthorn Resources Ltd



Scott Thomas
Non-Executive Director



- Over 12 years working in the financial services industry both locally and internationally
- Held senior roles at ANZ Private in Melbourne and Vanguard Investments in London and Melbourne as the Head of Offer and Growth for Australia
- Dip Financial Strategy at Oxford University (DipFS), Masters of Applied Finance (MAF), BCom



Andrew Kerr
Executive Director



- Over 13 years of experience in financial services and renewable energy across domestic and international markets
- Previously worked at Macquarie Bank (Green Investment Group & Commodities and Global Markets divisions), Bank of America Merrill Lynch, and Meridian Energy Australia (Powershop Australia)
- GAICD, CPA, BCom

...with a talented management team

Alicia Steel, PhD (USyd)
General Manager

- 10 years' experience in quality management in highly controlled environments
- Part of the Cryosite senior management team since 2020
- Extensive experience in GMP audit, regulatory affairs, import/export of clinical trial product, biological storage and logistics
- Doctor of Philosophy in (Bioscience) from University of Sydney

Jane Hao
Chief Financial Officer

- Joined Cryosite in 2021
- FCPA, BCom, EMBA
- A strong finance background with senior roles in healthcare, financial service and manufacturing sector at various USA, Singapore and Australian public-listed companies
- Extensive experience in corporate finance and IFRS compliance, audit and risk management, tax accounting and commercial solutions

Investment Highlights




Leading Australian clinical trials logistics, storage and distribution company

	Leading clinical trial logistics and biological storage business	<ul style="list-style-type: none"> Over 23 years operating in the clinical trials and biological storage businesses Highly regulated, specialist storage and logistics solutions to the clinical trials and biologicals segments of the broader pharmaceuticals market Currently manages over 650 active clinical trials – end users include 11 of the top 15 pharmaceutical companies
	High barriers to entry with limited direct peers	<ul style="list-style-type: none"> State-of-the-art Good Manufacturing Practice (GMP) and Good Wholesaling Practice (GWP) certified facility purpose-built to store a wide range of highly regulated, temperature-sensitive biological materials 33 x LN2 tanks, 20 x -80°C freezers, 10 x -20°C freezers, 4 cold rooms, ambient storage, vaults, safes
	Operating in high growth areas	<ul style="list-style-type: none"> Clinical trials market in Australia is forecast to grow at a CAGR of ~10% for the next 4 years Australian biological market forecast to grow at a CAGR of ~17% for the next 4 years
	Strong year-on-year financial growth	<ul style="list-style-type: none"> Compound annual revenue growth of ~10% p.a. since 2019, with EBITDA margin of ~23% for FY2024 EBITDA growth of ~176% since 2H FY20 (as at 2H FY24) Debt-free¹, strong cash position
	Experienced management team and board	<ul style="list-style-type: none"> Highly experienced team with deep knowledge of clinical trials and logistics

1. Debt excludes Current and Non-Current lease liabilities

Business Segments

Cryosite operates through the following two business segments

 cryosite clinical trials depot	 cryosite biological storage specialists	 cryosite cord blood
<h3>Clinical Trial Logistics</h3> <p>Independent supply chain expertise and third-party depot provider specialising in clinical trials</p> <ul style="list-style-type: none">▪ One of the top clinical trial logistics companies in Australia▪ Services include storage, labelling, status management, secondary packaging, schedule drug distribution, destruction, returns and biological services▪ Manage all clinical trial types – from Phase I studies to larger, complex Phase II and Phase III randomised studies▪ GMP and GWP licensed facility▪ Business-to-business	<h3>Biological Storage</h3> <p>Specialist temperature-controlled storage</p> <ul style="list-style-type: none">▪ Provides comprehensive third-party logistics (3PL) depot services tailored to the unique needs of the life sciences and biotechnology industries▪ State-of-the-art facilities are purpose-built to store a wide range of highly regulated, temperature-sensitive biological materials, including cell banks, mesenchymal stromal cell therapies, tumour-infiltrating lymphocyte therapies, haemopoietic progenitor cell therapies, vaccines and tissue samples▪ Cryogenic / cold chain logistics experience▪ GMP licensed facility▪ Business-to-business▪ Business-to-consumer	<h3>Cord Blood and Tissue Storage</h3> <p>Private cord blood bank</p> <ul style="list-style-type: none">▪ Legacy business▪ First private cord blood bank to become licensed in Australia in 2002▪ Ceased collection and storage of new cord blood/tissue samples in 2017 – continue to store samples prior to that time▪ Business-to-consumer

Broad Scope of Clinical Trial Logistic Services

Cryosite offers a board range of services

Characteristics of the services



Clinical trial logistics

Inventory Control	Reporting	Reconciliation	Web Portal Access	Dry Shipping
Destruction	Secure	Witnessed	Validated Supplier	Certified Destruction
Returns	Collection at Site	Reconciliation	Retention	



- Temperature sensitive Biological storage & distribution
- Temperature sensitive transport
- Secondary packaging

Storage	Ambient	Cold	Frozen	Scheduled Drugs	LN2
Transport	Credo™	Pelican Shippers™	Dry Ice	Destruction	Live Temperature Monitoring
Secondary Packaging	Reduced Text Labelling	Secondary Packaging	Expiry Extension	Bundling & Kitting	Amber Light

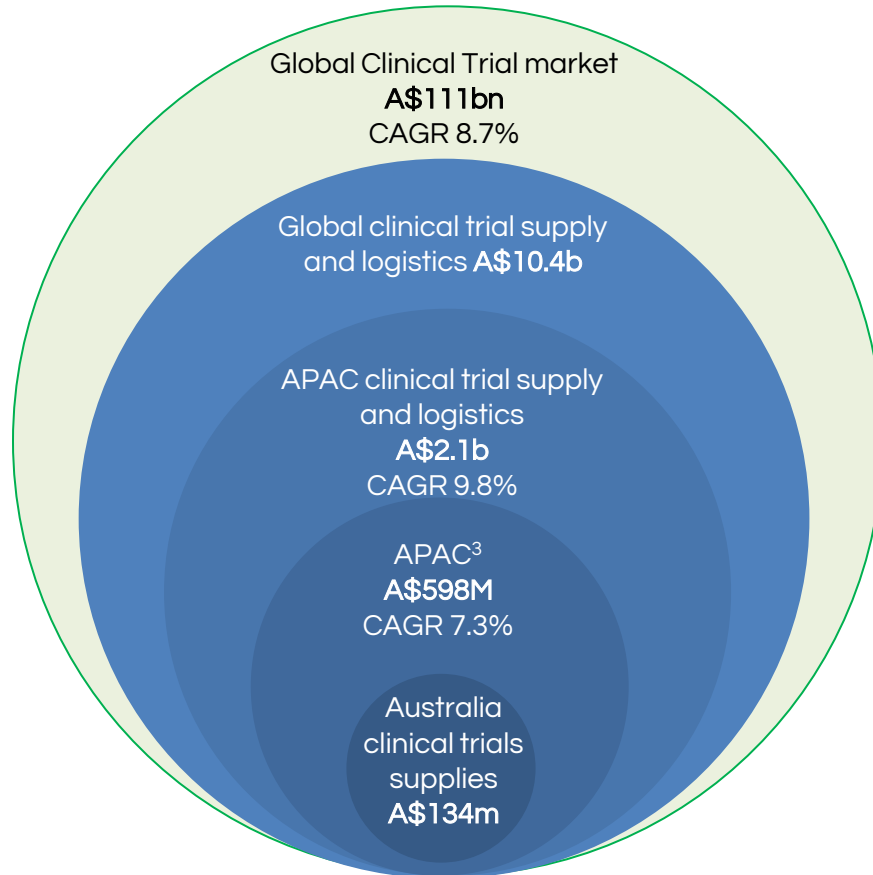
...and are backed by all the necessary accreditations and licences



GWP-
certified

Market Overview: Poised for Growth

2028 Global Clinical Trials Market Forecast^{1,2}



- Australian R&D tax credit continues to make it attractive for overseas and domestic life science companies to conduct R&D in Australia
- There has been a marked increase in the development of drug products that use cell or gene therapy approaches
- Global life science R&D continues to be strong
- Continued interest by small biotech companies and others to conduct early-stage clinical research in Australia before submitting a US IND

1. AUD:USD 1.52
 2. Source: Markets and Markets Clinical Trials Market – Global Forecast from 2023 to 2028, Markets and Markets Clinical Trial Supplies Market – Global Forecast from 2023 to 2028
 3. Ex. China, Japan and India

Barriers to Entry

Significant barriers to entry creates a competitive advantage

Cryosite holds regulatory licenses that can take 2+ years to achieve.

- GMP and GWP licenses are required to support the specialised needs of highly regulated, temperature-sensitive therapeutic products
- Cryosite is GWP licensed to handle schedule 2,3,4 & 8, medicines
- Suited for Schedule 9 Psychotropics and Schedule 8 Medicinal cannabis storage.
- TGA GMP Licensed for clinical trial labelling → including active/placebo medicine blinding.
- TGA GMP licensed for cellular storage, labelling and secondary packaging → important for supporting cell and gene therapy clinical trials within Australia.
- Approved Arrangement for microbiologicals under Biosecurity Containment level 1
- GMO and Bio-safety Level 2 storage.
- Vaccine storage

Specialised storage and transport equipment

- There is a significant lag in acquiring otherwise expensive and specialised equipment
- Cryosite has the only 1500L LN₂ Dry Shipper transport vessel in Australia
- Cryosite has one of the largest LN₂ tank fleets in Australia.
- These all support Cryosite's position and key role in expanding access to cell and gene therapies in Australia.

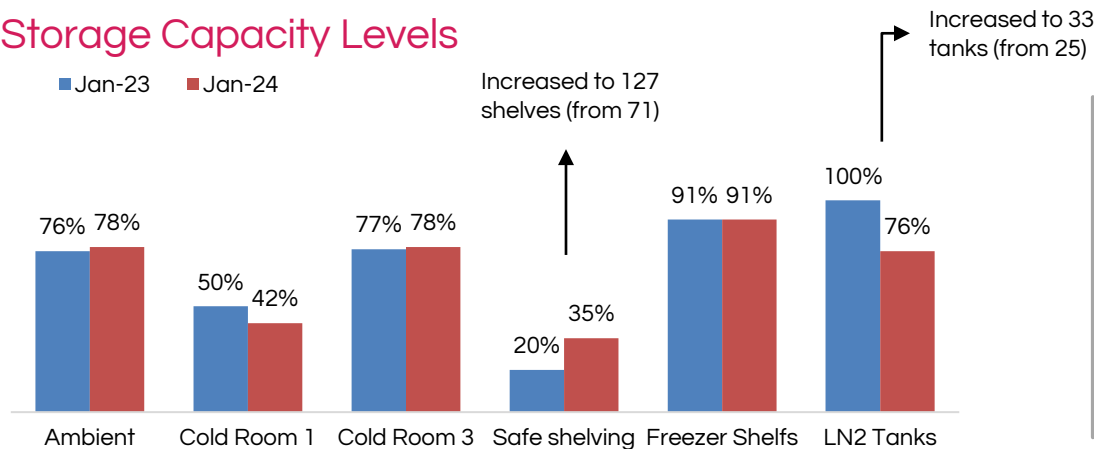


Facility

Purpose-built, modern facility licenced by the TGA

- 2,100m² GMP and GWP-certified facility
- Secure site:
 - > Back to base intrusion alarms
 - > 24 hour / 7-day monitoring
 - > Card access
 - > Security Patrols
- 24-hour temperature monitoring
- Independent backup power by two generators
- IT secure systems with offsite backups

Storage Capacity Levels



Works near completion to extend the footprint of current facility by 17%.

This will, approximately, double the number of freezer shelves and LN2 tanks to support future anticipated growth.



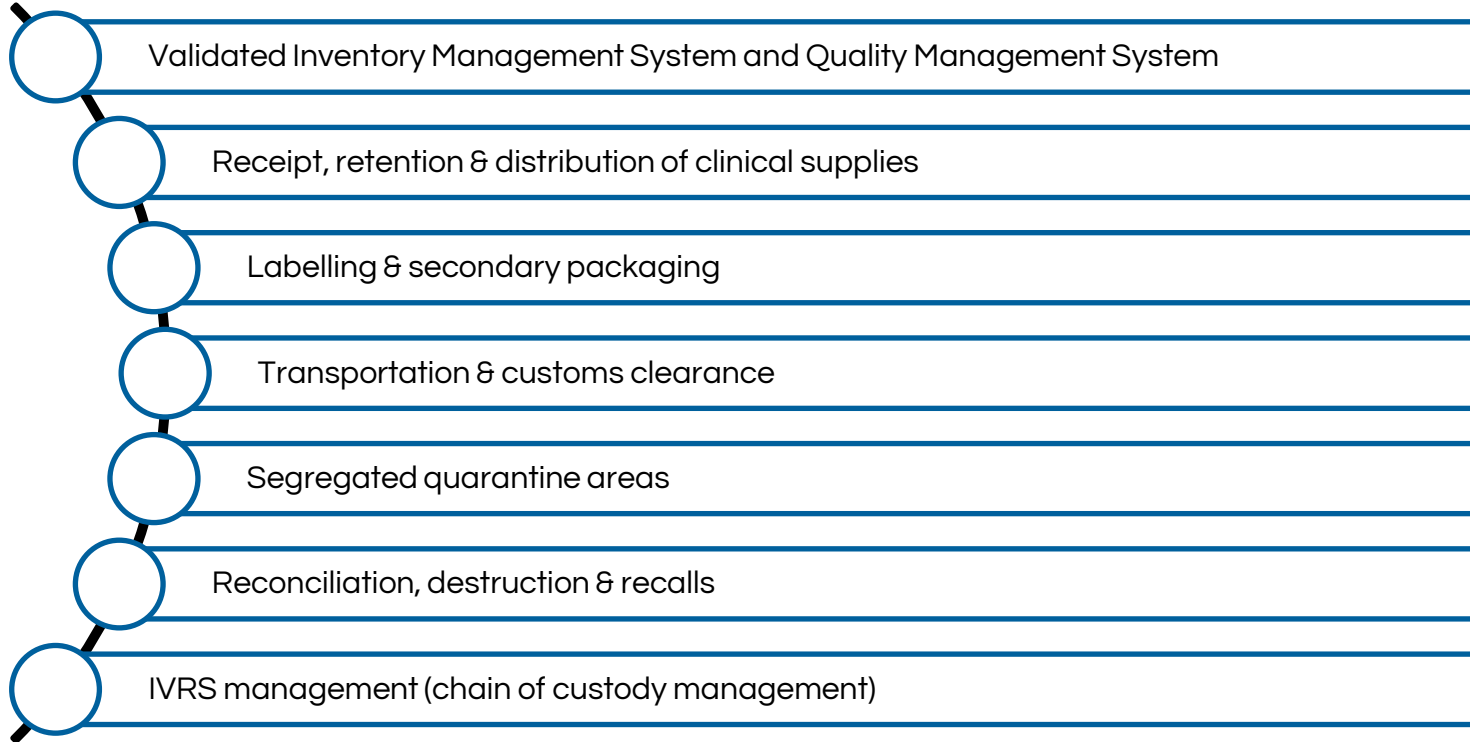


Clinical Trial Services Segment

Clinical Trial Services

Specialist temperature-controlled storage, logistics and distribution services

Manage the entire clinical trial supply chain:



Clinical Trial Services Specifications

Cryosite currently manages 650+ clinical trials

650+
managing
current trials¹

9,300+
shipments per annum,
90% temperature
managed

99.97%²
on-time dispatch rate
for shipments

~25%
market share in
managing active
studies in Australia¹

20%
market share of
clinical trial services
revenue in Australia¹

All
required licences held
by Cryosite

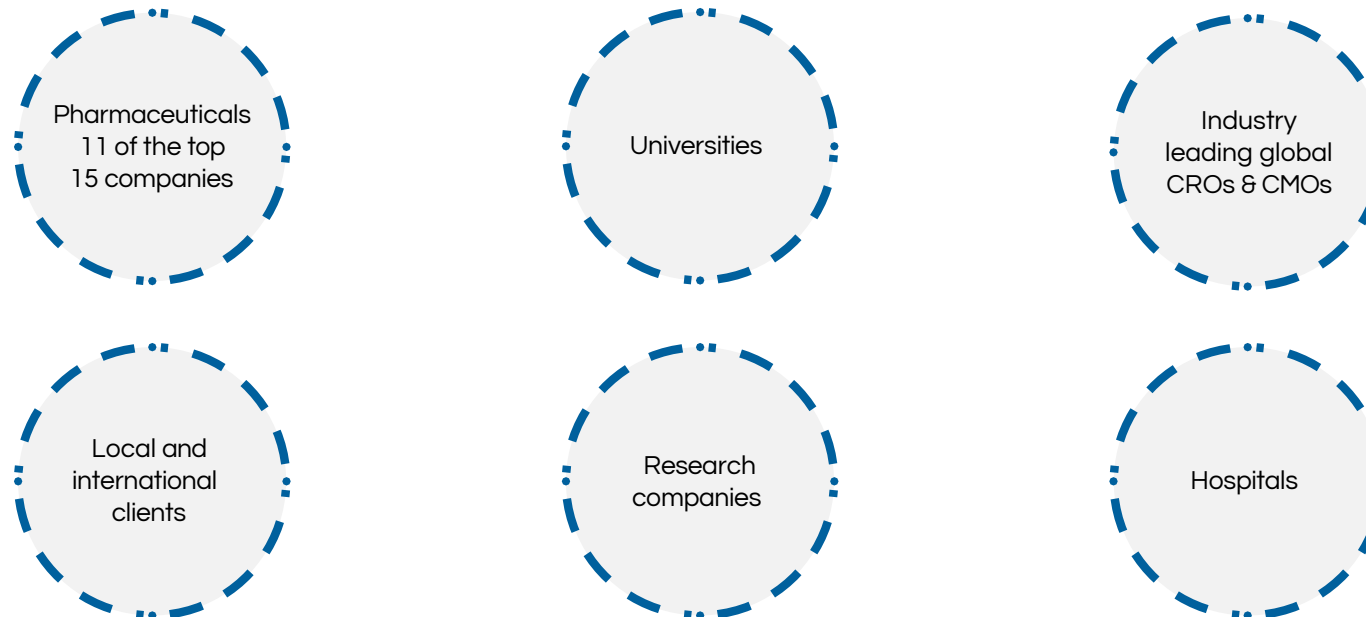
Adhere to the highest industry standards – regularly audited to ensure compliance with GMP, GWP, Bio hazard PC1, and other regulations

1. Based on total studies managed by Cryosite and total studies in Australia from clinicaltrials.gov (as at May 2024)
2. Measured and reported at annual business reviews with customers

Clinical Trial Customers

High quality customer and end user base

End Users of Direct Customers





Biological Storage Segment

Biological Storage Capabilities

Specialist temperature-controlled storage

Expertise, facilities, personnel and systems to provide a wide range of biological storage services for:

Haematopoietic Progenitor Cells	Cellular & Tissue Storage	Mesenchymal Stem Cells	PK/PD Samples
IP Retention	Master & Working Cell Banks	Human Plasma & Serum Samples	Total RNA Samples
Clinical Tissue Specimens	Cell Lines	Microbiological Samples	CAR T-Cells

Specialist temperature ranges, adhered to with absolute precision:

Ambient	Vault	Cold	Blast Freezer	Frozen	Liquid Nitrogen
15-25°C	15-25°C 2-8°C	2-8°C	+40°C -20°C	-20°C -40°C -80°C	-192°C



Biologics Specifications

Cryosite operates out of a state-of-the-art 2,100m² facility

2,100m ² GMP and GWP licensed site facility	33 LN2 tanks	20 -80°C freezers
7.5% market share for biological storage in Australia, and growing	10 -20°C freezers (including 2 being delivered)	4 cold rooms
All required licences (incl. Bio-safety level 1 and level 2) held by Cryosite	2 walk-in freezer rooms	S8 drugs 1 room-size storage vault and 16 safes

Cord Blood and Tissue Storage Segment

Overview

Experts in cord blood and tissue storage

1st

Australian cord blood
service provider

20+

years' experience

~17,000

current customers
(cord blood stored)

Therapeutics
accredited license



Cord Blood Use

One of the richest sources of stem cells, which have huge potential in the treatment of diseases

- Umbilical cord blood is one of the richest sources of stem cells
- Stem cells in cord blood have huge potential to treat chronic diseases such as cancer, diabetes, blood diseases and immune diseases
- Various governments are supporting research and clinical trials of cord blood stem cells



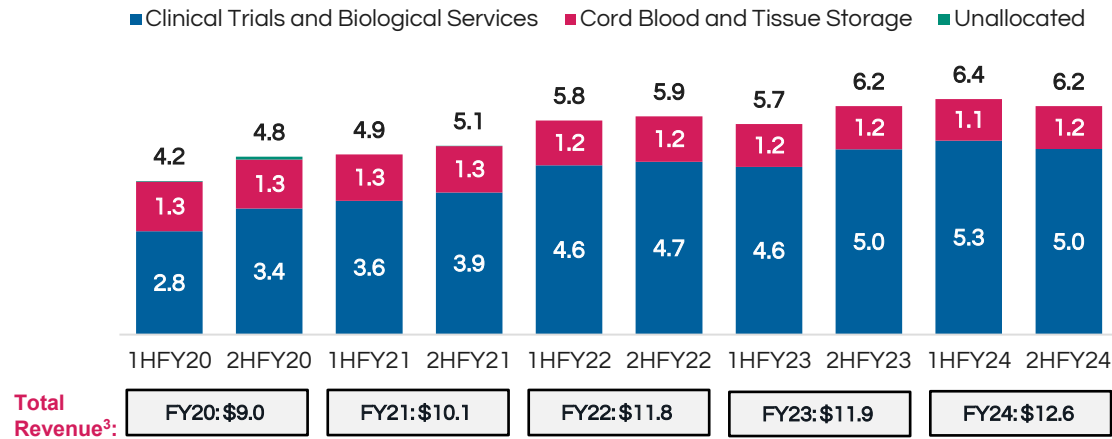


Financials

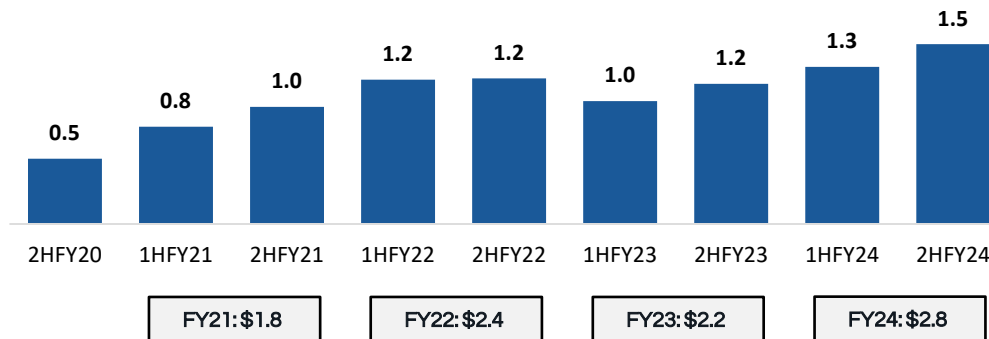
Historical Financials

Record financial results for FY24

Segmented Revenue (A\$m)^{1,2}



EBITDA (A\$m)¹



- EBITDA growth of ~176% since 2H FY20 (as at 2H FY24)
- Organic growth is driving the top and bottom line
 - FY24 group revenue of A\$12.612 million (+5.7% pcp)
 - FY24 net profit of A\$1.840 million (+30.6% pcp)
- Strong balance sheet⁴
 - No debt⁵
 - \$4.7 million cash on hand
 - A\$0.05/share capital return paid in February 2024
- Costs tightly controlled
 - Cryosite purposefully invests in facilities, systems and staff, to optimally position for continued growth
 - A positive expansion in gross margins in FY23 was offset with an increase in operational expenses, primarily driven by inflation
- After several years of high investment in capital expenditure, Cryosite is in a position to leverage these assets

1. Includes cord blood revenue and expenses recognised in accordance with AASB 15
 2. Excludes non-operating income
 3. Includes non-operating income
 4. Audited management accounts as at 30 June 2024

5. Excluding lease liabilities

