
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): **January 19, 2021**

CRYOPORT, INC.

(Exact name of registrant as specified in its charter)

Nevada
(State or other jurisdiction
of incorporation)

001-34632
(Commission File Number)

88-0313393
(IRS Employer
Identification No.)

112 Westwood Place, Suite 350
Brentwood, TN 37027
(Address of principal executive offices, including zip code)

Registrant's telephone number, including area code: **(949) 470-2300**

Not Applicable
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol	Name of each exchange on which registered
Common Stock, \$0.001 par value	CYRX	The NASDAQ Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter). Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 8.01. Other Events.

A copy of presentation materials describing certain updates for Cryoport, Inc. (the "Company"), all or part of which may be used by the Company from time to time, is filed as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by reference.

The information contained in the slides is summary information that is intended to be considered in the context of the more complete information included in the Company's filings with the U.S. Securities and Exchange Commission (the "SEC") and other public announcements that the Company has made and may make from time to time by press release or otherwise. The Company undertakes no duty or obligation to update or revise the information contained in this report, although it may do so from time to time as its management believes is appropriate. Any such update may be made through the filing of other reports or documents with the SEC.

Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

Exhibit No.	Description
99.1	Corporate Presentation
104	Cover Page Interactive Data File (embedded within the inline XBRL document)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: January 19, 2021

Cryoport, Inc.

/s/ Robert Stefanovich

Robert Stefanovich
Chief Financial Officer

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CYRX: NASDAQ

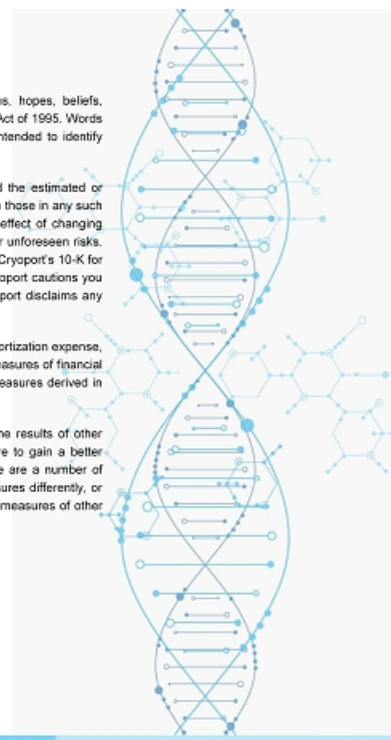
Forward Looking Statements

Statements in this presentation and statements made orally during this presentation 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. Words or phrases such as "believe," "may," "could," "will," "estimate," "continue," "anticipate," "intend," "seek," "plan," "expect," "should," "would" or similar expressions are intended to identify forward-looking statements. Forward-looking statements are based on current beliefs and assumptions that are subject to risks and uncertainties.

These forward-looking statements include, but are not limited to, statements concerning the potential benefit of Cryoport's acquisitions of CRYOPDP and MVE and the estimated or anticipated future business, performance and results of operations following the transaction. 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, (1) risks and uncertainties associated with the effect of changing economic conditions, (6) trends in the products markets, (7) variations in Cryoport's cash flow, (8) market acceptance risks, (9) technical development risks and (10) other unforeseen risks. Cryoport's business could be affected by a number of other factors, including the risk factors listed from time to time in Cryoport's SEC reports including, but not limited to, Cryoport's 10-K for the year ended December 31, 2019, Cryoport's Quarterly Report on Form 10-Q for the quarter ended September 30, 2020 and any subsequent filings with the SEC. Cryoport cautions you not to place undue reliance on the forward-looking statements contained in this presentation, which only speak as of the date hereof. Except as required by law, Cryoport disclaims any obligation, and does not undertake, to update or revise any forward-looking statements.

This presentation includes Adjusted EBITDA, a non-GAAP financial measure. Cryoport defines Adjusted EBITDA as net income (loss), as adjusted for depreciation and amortization expense, interest expense, net, stock-based compensation expense, income taxes and acquisition costs. Adjusted EBITDA is in addition to and not a substitute for or superior to measures of financial performance prepared in accordance with GAAP and should not be considered as an alternative to revenue, net income, operating income or any other performance measures derived in accordance with GAAP. A reconciliation of Adjusted EBITDA to its most directly comparable GAAP counterpart, net income (loss), included in this presentation.

Cryoport believes this non-GAAP measure provides 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 this non-GAAP financial measure 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. However, there are a number of limitations related to the use of these or other non-GAAP measures and their nearest GAAP equivalents. For example, other companies may calculate non-GAAP measures differently, or may use other measures to calculate their financial performance and therefore Cryoport's measure of Adjusted EBITDA may not be directly comparable to similarly titled measures of other companies.



Cryoport – A Trusted Partner to Life Sciences Companies

- Life sciences company focused on providing mission critical, proprietary temperature-controlled supply chain solutions
- Capabilities include core competencies to ship, store and deliver biologics in a cryogenic or temperature-controlled state such as:
 - CAR-T and allogeneic therapies
 - Human and animal reproductive materials
 - Vaccines
- Majority of cell therapies need to be shipped at cryogenic temperatures (-196°C)
- A leading global manufacturer of cryogenic equipment and supplies
- Third largest healthcare specialty logistics provider by revenue



Cryoport, Inc. (CYRX) operates as an operating holding company with a family of businesses that have separate responsibilities but collectively provide synergistic solutions to the life sciences industry



A Global Leader of Temperature-Controlled Supply Chain Solutions for the Life Sciences



The Industry's Most Trusted Provider of Temperature-Controlled Supply Chain Solutions for Temperature-Sensitive Life Sciences Industry



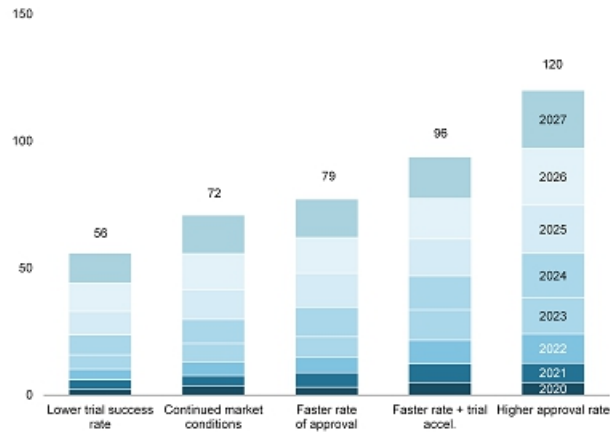
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Notes:
1. '17 - '20 CAGR for Legacy Cryoport
All other data provided is year ended December 31, 2020, unless otherwise noted

Attractive High-Growth Regenerative Medicine Market Driving Expected Demand

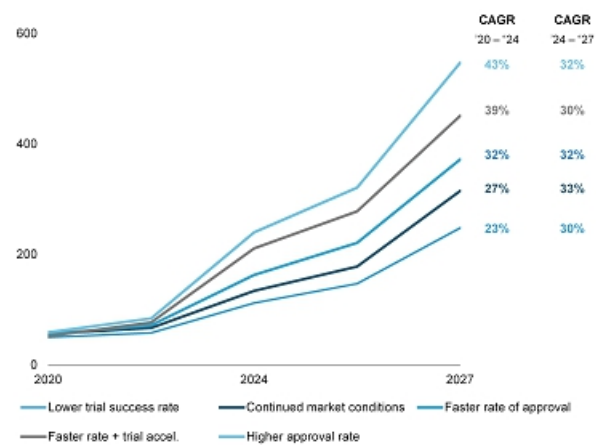
Therapies Approved by Scenario

new therapies approved by FDA



Patients Treated per Year in Trials of Commercially Approved Therapies

of patients treated in-year with C> therapies (000's)






Source: Leading third party consulting firm analysis

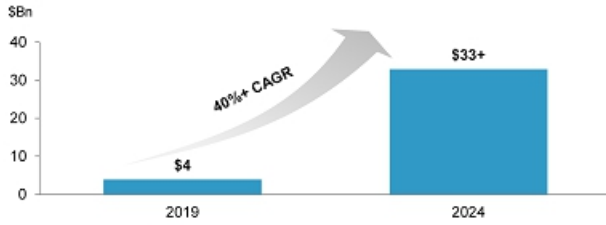
Notes: Some therapies, such as those focused on treating Hepatitis A and B, will drive higher patient populations. In order to avoid predicting success of individual therapies, we have assumed a standard number of treatable patients per therapy based on average incidents currently in trials. This rate assumes that the total patient population treatable by each therapy does not wholly "replenish" each year, given rare nature of many disease that C & GT targets.

Cryoport Grows with Dynamic and Expanding TAM

Cell & Gene Therapy Growing 35 – 40%+

<p>Regenerative Medicine FY 2020</p>	<p> 1,220 Active Global Clinical Trials</p>	<p> 1,085 Gene, Cell & Tissue-Based therapeutic companies globally</p>	<p> \$19.9Bn Total Global Financing Raised</p>	<p> 554 Active Oncology Clinical Trials</p>
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Cell & Gene Therapy Market



The acquisitions of CRYOPDP and MVE Biological Solutions expand Cryoport's addressable market and provide our customers with end-to-end support across the Cell and Gene Therapy value chain.



Clinical Trial Logistics

CRYOPDP
a cryoport company



Cryogenic Equipment

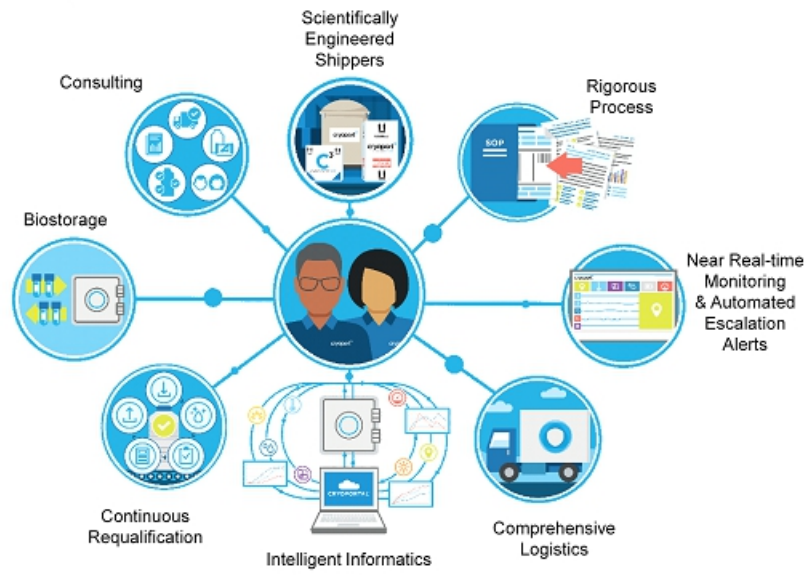
MVE Biological Solutions
a cryoport company

Source: Evaluate Pharma and Leading Third-Party Consulting Firm Analysis; Alliance for Regenerative Medicine



Cryoport Systems' Differentiators

- Fully Integrated System, Processes and Equipment
- Life Sciences Industry's Most Advanced Informatics Platform
- 24/7/365 Personnel
- Full Chain of Compliance®



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Cryoport Express® Shippers are Validated for Safe, Effective and Efficient Transport

Cryoport Express® Shippers – Ensures the Integrity of Shipped Materials

Cryoport Express® Shippers are designed to be non-hazardous and capable of maintaining temperatures of under -150 C for up to 10 days under dynamic conditions



Dewar



Secondary Packaging:
Blood Cassette Rack and
Safepak® XL



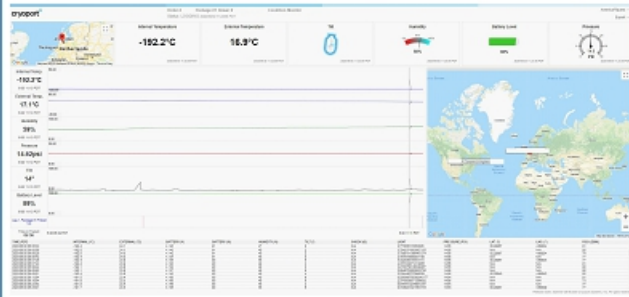
Smartpak™
Condition Monitoring
System



Sliderite® mobile pallet to
assure shipper remains in
the upright position

Cryoportal® and Smartpak II® Systems – Near real-time Monitoring

Cryoport and customers can monitor and track every shipment and key statistics, including Chain of Compliance®



Minimizing Risk and Maximizing Success

Chain of Custody

Traceability of the Custody of each Client's or Patient's Therapy

Chain of Condition

Traceability of the Condition of each Client's or Patient's Therapy

Chain of Identity

Traceability of the Identity of each Client's or Patient's Therapy



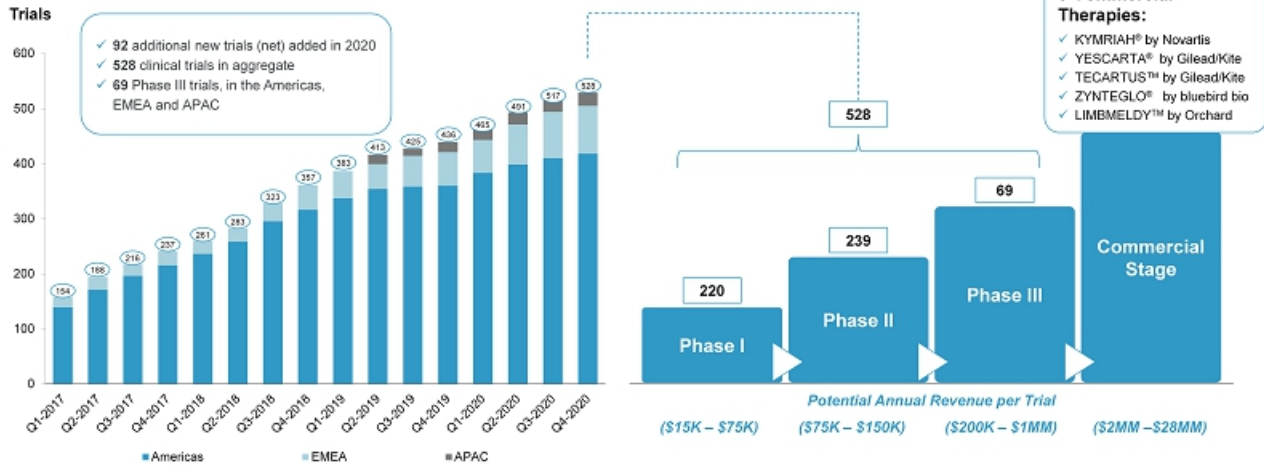
CHAIN OF COMPLIANCE[®]

Traceability of the Equipment and Processes Supporting each Client's or Patient's Therapy

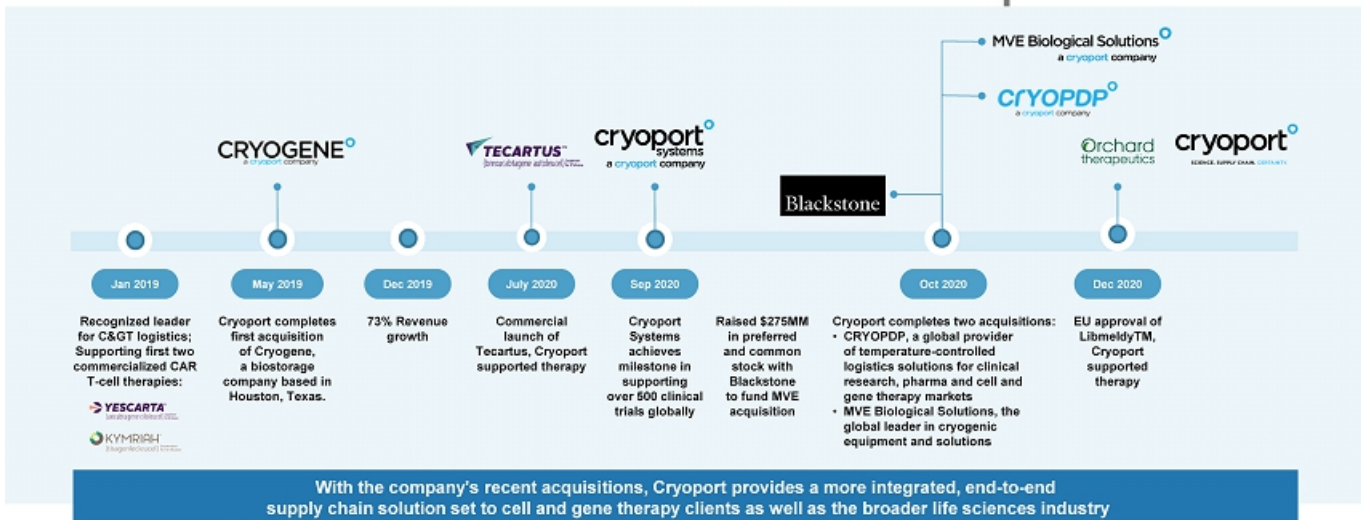
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Clinical Trial Funnel to Commercial Biopharma Revenue

69 Phase III Clinical Trials Supported by Cryoport, 5 Commercial Therapies



Cryoport's History of Amplifying Strength across the Life Sciences Landscape




CRYOPDP – Uniquely Positioned Global Temperature-Controlled Supply Chain Network to Support the Life Sciences Industry

CRYOPDP is the **third largest** specialty global logistics player ⁽¹⁾ providing customized and tailor-made turnkey global transport solutions for high value, time critical and temperature sensitive pharmaceuticals.

 **Headquarters: Paris, France**

 **230 employees in 12 countries**

 **Serving 150 countries**

 **25 Years of Service**



ISO 9001:2015



GDP



IATA



UNECE



C-TPAT

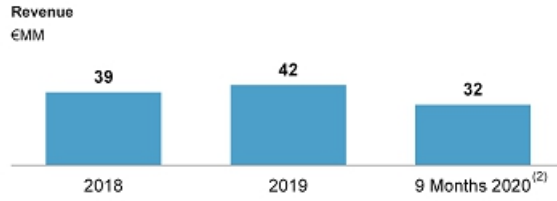


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Notes:

1. Measured by revenue
2. Revenue for the nine months ended September 30, 2020

Attractive Financial Profile



Expected to be **immediately accretive**



Global Scale of a Unified Cryoport and CRYOPDP Network



 Cryoport Locations  CRYOPDP Locations  MVE Biological Solutions Locations



MVE Biological Solutions Overview


MVE Biological Solutions is a leading manufacturer of cryogenic life sciences equipment, providing freezers, dewars and related equipment used for storage and transportation


• Three primary locations

- Ball Ground, GA
- New Prague, MN
- Chengdu, China

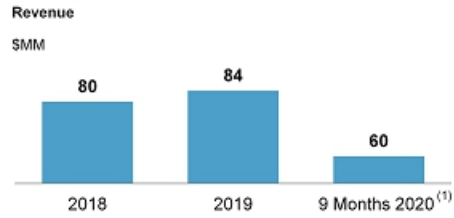
 Headquarters: Ball Ground, GA

 244 employees globally

 A global leader of cryogenic freezers and dewars in the life sciences industry

 Over 50 years of setting the standard for cryogenic storage

Attractive Financial Profile



Note:
1. Revenue for the nine months ended September 30, 2020 as a stand-alone company

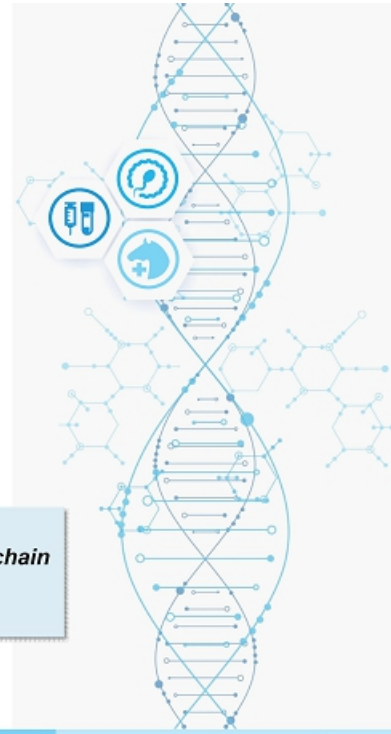
Current Cell & Gene Therapy Pipeline Driving Revenue Growth

- **Seven** Cryoport supported Marketing Authorization Applications (MAA's) or Biologic License Applications (BLA's) were filed in 2020
- Anticipate up to **23** MAA or BLA submissions for Cryoport-supported products in 2021

Each of these therapies require comprehensive temperature-controlled supply chain services including logistics and bioservices support at scale

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COVID-19 Support

Clinical Trials Supported by Cryoport

	18 trials
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	6 trials
---	----------

	5 trials
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Total Clinical Trials

As of 12/31/2020, Cryoport supported 29 separate clinical trials across our business units, including a leading COVID-19 vaccine candidate

29 trials

In Q3 2020, MVE Biological Solutions received several orders from government tenders and through our distribution network for storage systems that are destined for use in storing pandemic related materials.



Financial Overview



Pro Forma Income Statement

Cryoport, Inc. and Subsidiaries
Unaudited Pro Forma Condensed Combined Statements of Operations

Year Ended December 31, 2019				
in MM	Cryoport	Pro Forma CRYOPDP	Pro Forma MVE	Pro Forma Combined
Revenues	33.9	47.4	81.9	163.2
Cost of revenues	16.6	28.9	43.4	88.9
Gross Margin	17.4	18.5	38.4	74.3
Operating costs and expenses:				
General and administrative	17.5	20.7	13.0	51.1
Sales and marketing	13.8	0.1	4.2	18.1
Engineering and development	3.7	--	1.9	5.6
Total operating costs and expenses	35.0	20.8	19.0	74.9
Income (loss) from operations	(17.7)	(2.3)	19.4	(0.6)
Other income (expense):				
Interest expense	(1.4)	(0.4)	--	(1.8)
Other income (expense), net	0.8	(0.1)	(0.1)	0.6
Total other expense, net	(0.6)	(0.5)	(0.1)	(1.2)
Income (loss) before provision for income taxes	(18.3)	(2.7)	19.3	(1.7)
Provision for income taxes	(0.6)	(0.1)	(1.3)	(1.4)
Net income (loss)	(18.3)	(2.8)	18.0	(3.1)
Net earnings (loss) per share - basic and diluted	(0.55)			(0.09)
Weighted average common shares outstanding - basic and diluted	33.4		0.7	34.1

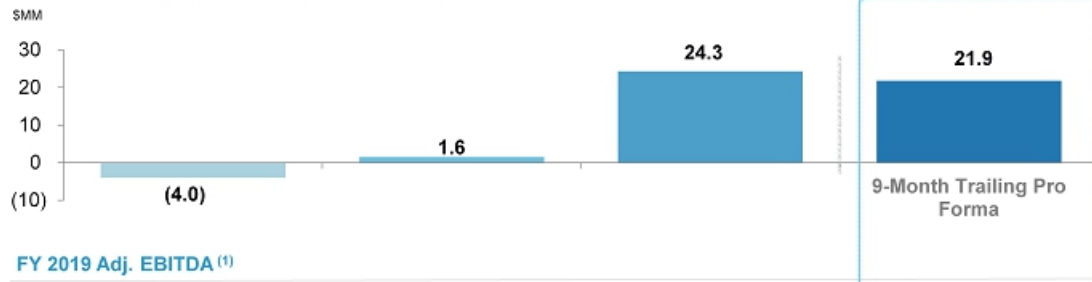
Cryoport, Inc. and Subsidiaries
Unaudited Pro Forma Condensed Combined Statements of Operations

Nine-Month Ended September 30, 2020				
in MM	Cryoport	Pro Forma CRYOPDP	Pro Forma MVE	Pro Forma Combined
Revenues	30.3	35.5	58.0	123.8
Cost of revenues	13.9	22.5	30.7	67.1
Gross Margin	16.4	12.9	27.3	56.7
Operating costs and expenses:				
General and administrative	20.6	16.3	2.2	39.1
Sales and marketing	10.1	0.1	2.5	12.7
Engineering and development	6.0	--	1.2	7.1
Total operating costs and expenses	36.6	16.4	5.9	58.9
Income (loss) from operations	(20.2)	(3.5)	21.4	(2.2)
Other income (expense):				
Interest expense	(1.5)	(1.9)	--	(3.4)
Other income (expense), net	0.5	--	0.1	0.6
Income (loss) before provision for income taxes	(21.1)	(5.4)	21.5	(5.0)
Provision for income taxes	(0.1)	(1.1)	(0.9)	(2.1)
Net income (loss)	(21.2)	(6.5)	20.6	(7.0)
Net earnings (loss) per share - basic and diluted	(0.55)			(0.2)
Weighted average common shares outstanding - basic and diluted	38.2		0.7	38.9

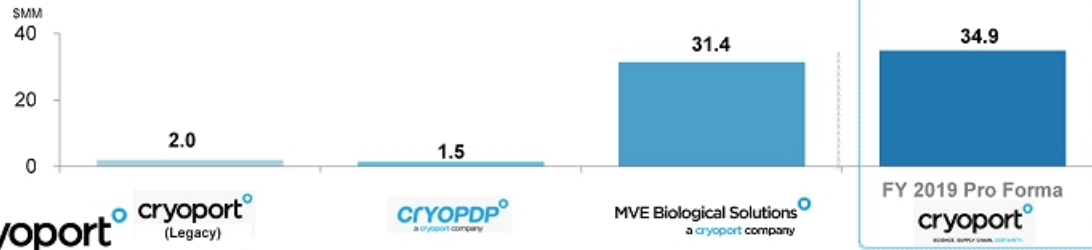


Immediately Accretive Pro Forma Adjusted EBITDA Profile

9 Month Trailing Adj. EBITDA (as of 9/30/20) ⁽¹⁾



FY 2019 Adj. EBITDA ⁽¹⁾



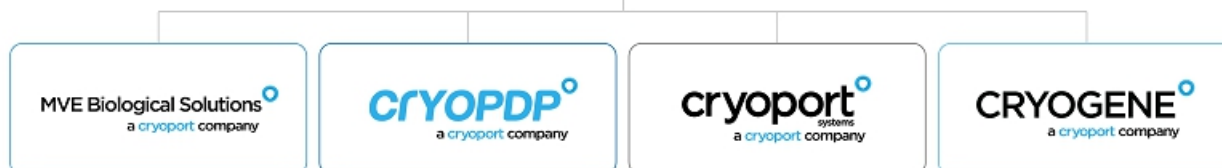






Note: ¹ Adjusted EBITDA reconciliation is included in Appendix

Expanding Tools and Solutions for the Life Sciences

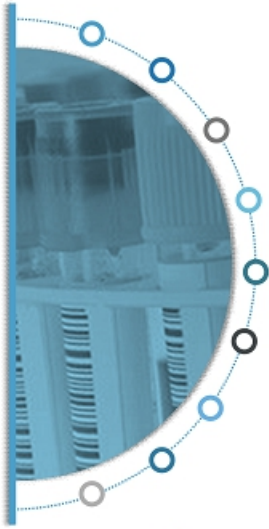


Synergies – Cryoport Family of Companies – Separate Responsibility – Intercompany agreements and sales incentives

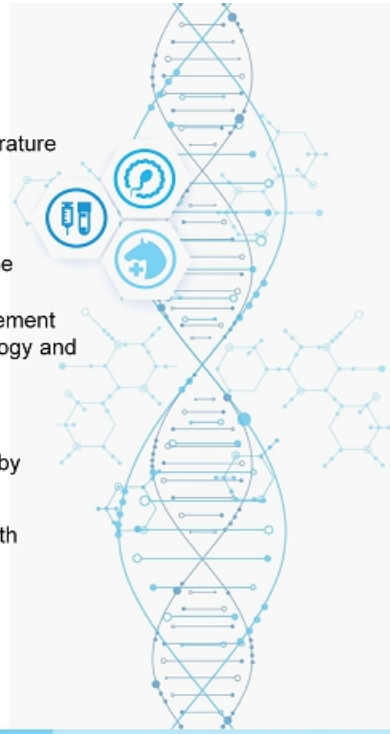


Summary

- | End-to-end solutions platform offering fully integrated temperature controlled supply chain solutions for the life sciences
- | Well positioned to take advantage of the growing needs in the cell & gene therapy market
- | A market leader with long-term client agreements and diverse client base
- | Leading, proprietary solutions: Cryoport[®] Logistics Management Platform, Smartpak II[®] Condition Monitoring System technology and Cryoport Express[®] shipper fleet
- | A global leader in cryogenic manufacturing
- | Third largest healthcare focused specialty logistics provider by revenue
- | Operating holding company platform in place for future growth
- | Financial partnership with Blackstone
- | Strong revenue performance



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Management



Jerrell Shelton,
Chief Executive
Officer, Cryoport Inc.
and MVE
Biological Solutions



Robert Stefanovich,
Chief Financial
Officer, Cryoport Inc.



Thomas Heinzen,
Vice President -
Corporate
Development &
Investor Relations,
Cryoport Inc.



Kylie Crowe,
Vice President Global
Human Resources,
Cryoport Inc.



Mark W. Sawicki,
Ph.D., Chief Scientific
Officer, Cryoport, Inc.,
Chief
Executive Officer,
Cryoport Systems



Marshal Griswold,
Chief Executive
Officer, CRYOGENE



Cedric Picaud,
Chief Executive
Officer, CRYOPDP



Buzz Bies,
Vice President and
General Manager/Chief
Commercial Officer,
MVE Biological
Solutions



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Board of Directors



Jerrell Shelton,
Chairman of
the Board



Richard Berman,
Lead Director



Daniel M. Hancock



Robert Hariri,
PhD, MD



Ram Jagannath



Ramkumar
Mandalam, Ph.D.



Edward Zecchini



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Science. Logistics. **Certainty.**

Thank you!



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Supplementary Materials



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Adjusted EBITDA Reconciliation

Unaudited Pro Forma Combined Adjusted EBITDA

Nine Months Ended September 30, 2020

in MM	Cryoport	CRYOPDP	MVE	Pro Forma Combined
GAAP net income (loss)	(21.2)	(6.5)	20.6	(7.1)
Non-GAAP adjustments to net loss:				
Depreciation and amortization expense	2.5	3.3	8.3	14.1
Interest expense, net	0.9	1.9	–	2.8
Stock-based compensation expense	6.4	–	0.2	6.6
Income taxes	0.1	1.0	0.9	2.0
Acquisition costs	7.4	1.8	(5.7)	3.5
Adjusted EBITDA	(4.0)	1.5	24.3	21.9

Unaudited Pro Forma Combined Adjusted EBITDA

Year Ended December 31, 2019

in MM	Cryoport	CRYOPDP	MVE	Pro Forma Combined
GAAP net income (loss)	(18.3)	(2.9)	18.0	(3.2)
Non-GAAP adjustments to net loss:				
Depreciation and amortization expense	2.4	3.8	11.9	18.1
Interest expense, net	1.4	0.4	–	1.8
Stock-based compensation expense	16.5	–	0.2	16.7
Income taxes	0.1	0.1	1.3	1.5
Adjusted EBITDA	2.0	1.4	31.4	34.9

