



Corporate Presentation
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Cryosite Limited
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The Cryosite Opportunity

A market leading clinical trial and biological depot, positioned to capitalise on the **exponential global growth** in Ultra-Frozen and Cryogenic storage and logistics.

Over the past three years, Cryosite has invested in the human capital, equipment, operational procedures, and regulatory systems to leverage this opportunity.

Cryosite is poised to tap into a market that is expected to be the future of modern medicine, with the addressable market estimated to **grow 5x in the next decade**¹.

¹ Visiongain. (2023) 'Cell & Gene Therapy Cold Chain Logistics Market Report 2023-2033', Visiongain. Available at: <https://www.visiongain.com/report/cell-gene-therapy-cold-chain-logistics-market-2023/>

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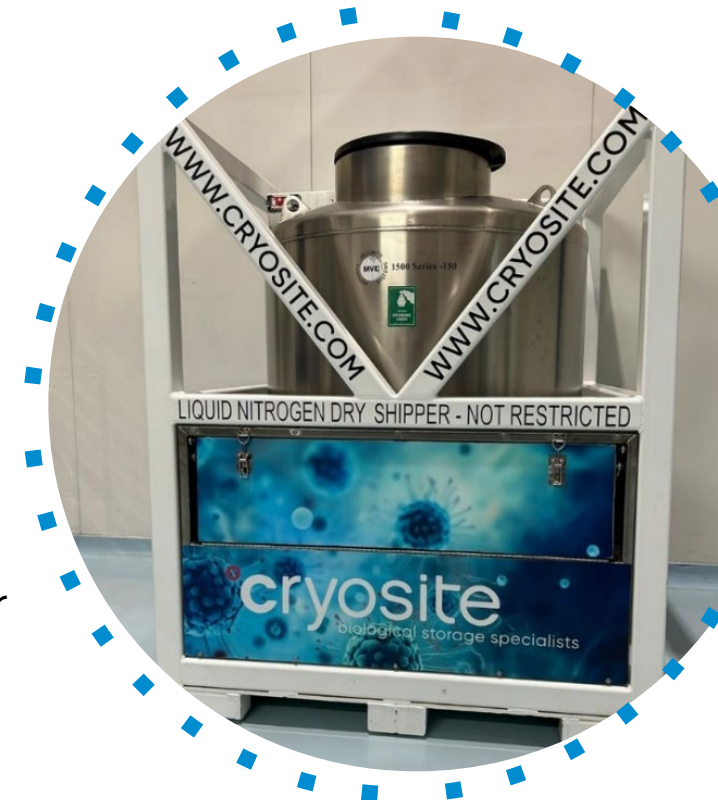
Agenda

1. FY25 – Overview
2. FY25 – Financial Performance
3. Ultra-Frozen and Cryogenic
 - i. A Growth Engine
 - ii. Global Tailwinds
 - iii. Performance
4. FY26 – Strategic Priorities

FY25 – Another record year for Cryosite

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- ✓ Record financial performance with double digit growth across revenue, gross profit, and EBITDA
- ✓ Our strongest operational volumes and quality results
- ✓ Commenced reporting on our Ultra-Frozen and Cryogenic revenue segment
- ✓ All major client contracts extended on multi-year agreements
- ✓ Capacity expansion through mezzanine extension (17% uplift in site capacity)
- ✓ External accreditation from: **Australian Border Force** (Australian Trusted Trader Status), and **EcoVadis** (Gold Medal ESG rating)
- ✓ New revenue streams: large-capacity Cryogenic dry-shipper (photo in slide)



FY 25 - Financial Performance

A record financial performance leveraging Cryosite's strategic position in **Ultra-Frozen and Cryogenic** storage and logistics:

• **Revenue \$14.1m** – an increase of 12% vs FY24 (\$12.6m)

- A cumulative increase of 18% vs FY23

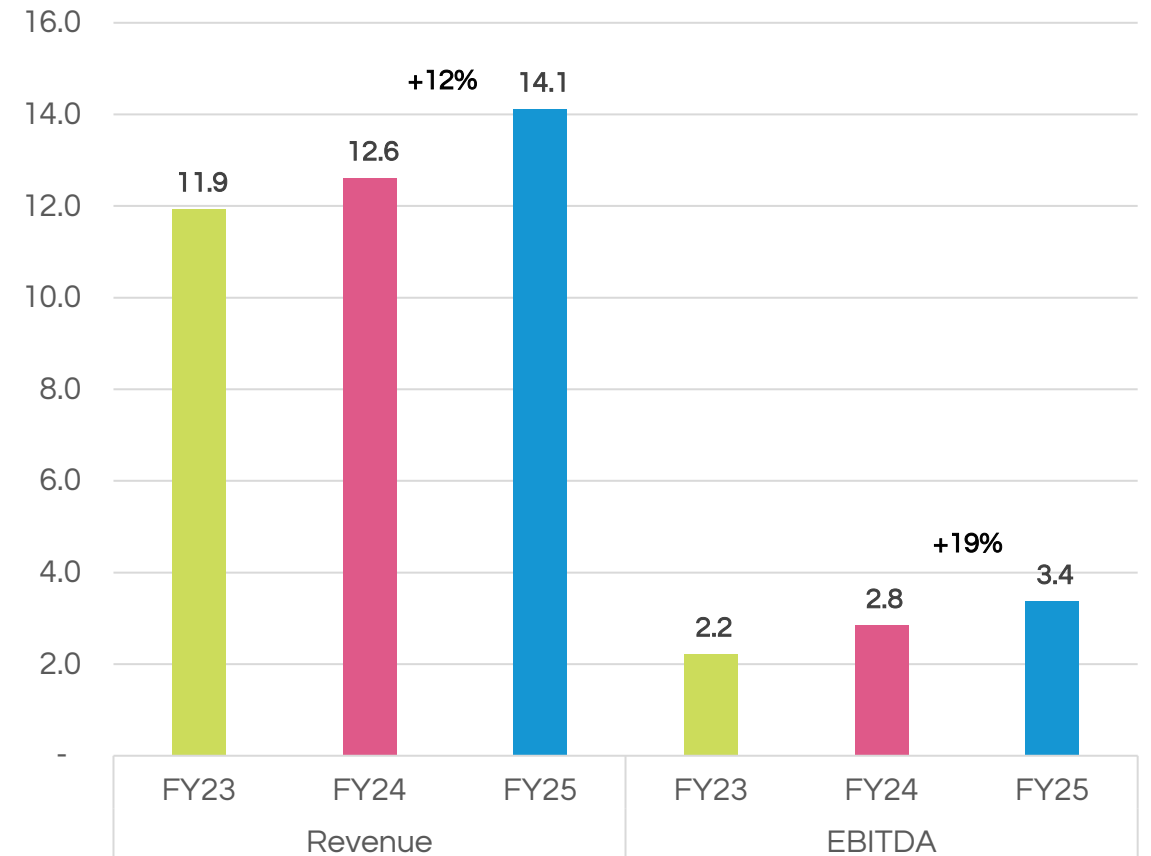
• **EBITDA \$3.4m** – an increase of 19% vs FY24 (\$2.8m)

- A cumulative increase of 52% from FY23

• **NPAT \$1.9m** – an increase of 2% vs FY24 (\$1.8m)

- Income tax expenses increased \$0.4m (160%) in FY25 due to our strong financial performance and the full utilisation of historical tax credits in FY24
- A cumulative increase of 34% vs FY23

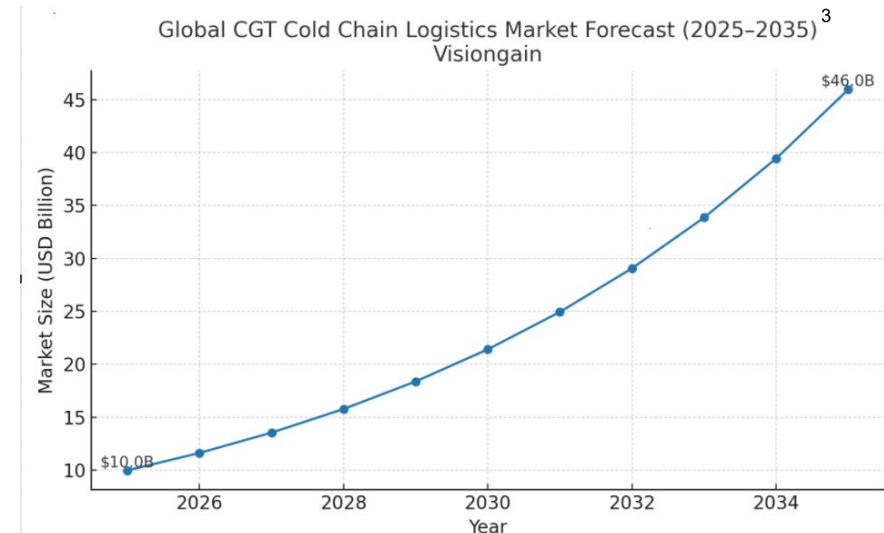
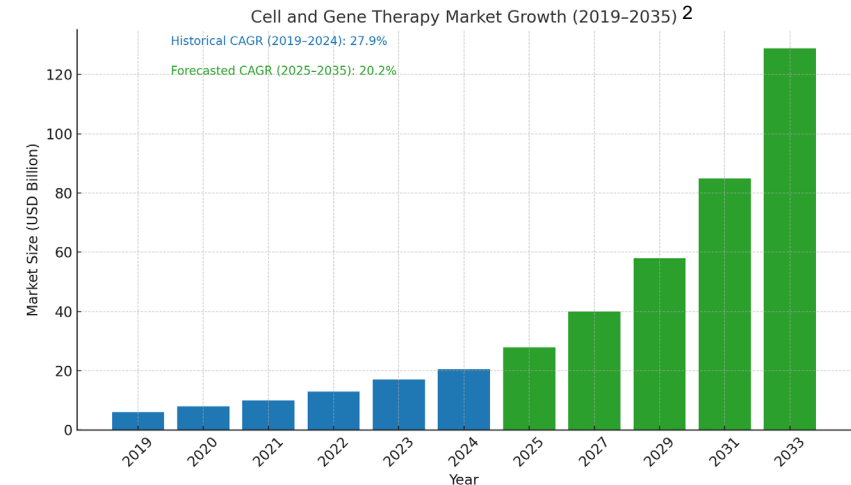
Cryosite
Revenue and EBITDA (AUDm FY23 to FY25)



Ultra-Frozen and Cryogenic – A Growth Engine

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- In FY25, Cryosite commenced reporting on our new **Ultra-Frozen and Cryogenic** revenue segment encompassing advanced therapies stored in temperatures ranging from -70°C to -196°C. These include:
 - **Cell and Gene Therapies (CGT)**
 - mRNA-based medicines (inc. vaccines)
 - Biological samples
 - Research and Development (R&D) materials
- The global Cell and Gene Therapies market is projected to **grow ~20% p.a.**¹ over the next 10 years driven by:
 - Advancements in biotechnology
 - Rising prevalence of chronic disease
 - Increased R&D investment
 - Regulatory support



With a wealthy and ageing global population, GDP spending on Healthcare continues to rise

^{1,3} Visiongain. (2023) 'Cell & Gene Therapy Cold Chain Logistics Market Report 2023-2033', Visiongain. Available at: <https://www.visiongain.com/report/cell-gene-therapy-cold-chain-logistics-market-2023/>
² <https://market.us/report/cell-and-gene-therapy-market/>

Ultra-Frozen and Cryogenic - Global Tailwinds

- **Cell and Gene Therapies** are a major driver of our Ultra-Frozen and Cryogenic revenue segment
- This market is expected to **grow significantly** through the next decade as **trial complexity increases** and **demand for compliant infrastructure intensifies**
- Cryosite is well positioned to **capitalise on this growth**:
 - **First mover advantage**: Limited competition in TGA regulated storage and distribution
 - **Track record**: 20+ years experience handling Ultra-Frozen and Cryogenic materials via Cord Blood business
 - **TGA-licensed**: for storage, labelling, and secondary packaging manufacturing steps, which can take several years and significant capital expenditure to obtain
 - **Equipment and technology**: including one of Australia's largest independent Cryogenic storage facilities and a large-scale Ultra-Frozen freezer farm
 - **Established client relationships**: existing experience and trust from key global players



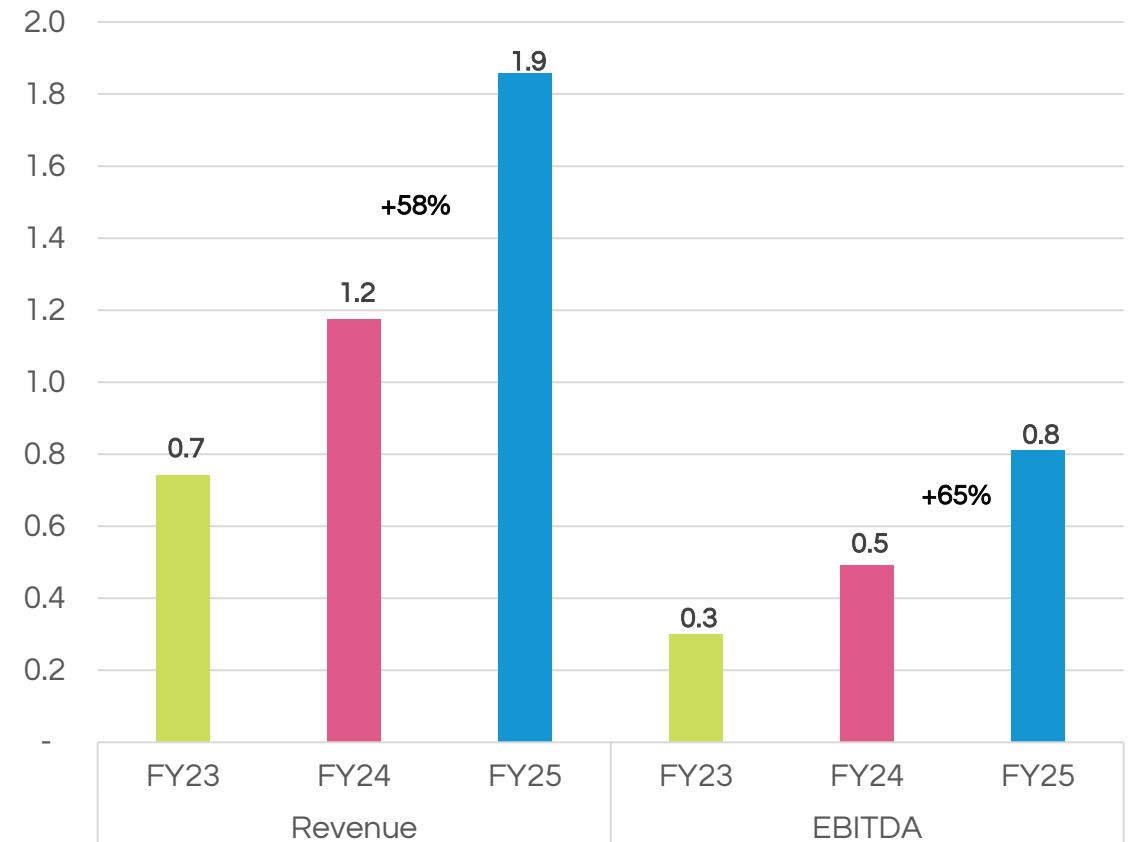
The growth potential for this segment is already materialising in Cryosite's business

Ultra-Frozen and Cryogenic – Performance

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- Revenue \$1.9m – an increase of 58% vs FY24 (\$1.2m)
 - a cumulative increase of 150% from FY23 (\$0.7m)
- EBITDA \$0.8m – an increase of 65% vs FY24 (\$0.5m)
 - A cumulative increase of 169% from FY23 (\$0.3m)
- Clients/Sponsors – active clients/sponsors (up 27% vs FY24)
- 17% site footprint increase – through a mezzanine expansion
- 40% capacity uplift in Ultra-Frozen freezers
- Launch of large-capacity Cryogenic dry-shipper logistics – enabling relocation of large-volumes of cryopreserved products in a single shipper
- Systems – enhanced digitisation

Ultra-Frozen and Cryogenic
Revenue and EBITDA (AUDm FY23 to FY25)



FY26 – Strategic Priorities

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- **Securing a second premises**
 - to meet growing client demand. Cryosite’s strong balance sheet, pre-approved funding, and robust cashflow provide the means to acquire additional site capacity without requiring a capital raise
- **Strengthening our Ultra -Frozen and Cryogenic leadership**
 - expanding value for regulated storage and logistics customers
- **Continuing domestic and international partnership discussions**
 - to expand market access and capabilities
- **Leveraging operational data and digitisation**
 - to deliver smarter reporting and improved decision-making value for our clients



How Cryosite will capitalise on this opportunity