



Corporate Presentation
May 2024

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Leadership Team

Experienced leadership team driving the business

Experienced board of directors

...with a talented management team



Mark Kerr
Chairman of the Board



- Over 15 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



Andrew Kroger
Non-Executive Director



- Over 13 years of experience in stockbroking, law and general management
- Director since 2011
- Owner of Process Wastewater Technologies, a company focusing on wastewater in the United States
- Two years running Forsayth Group



Andrew Kerr
Non-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



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



John Hogg
Chief Executive Officer



- Joined Cryosite in 2018
- Highly experienced in warehousing, logistics and supply chain management,
- 10+ years' experience with Macquarie Pathology, Allergan, Boots Healthcare, Johnson & Johnson, Philips, and UTI Worldwide freight forwarders.
- John has worked across Australia, Asia and the US



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

- 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 with 11 of the top 15 pharmaceutical companies



High barriers to entry with limited direct peers

- 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

- 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 17% for the next 4 years



Strong year-on-year financial growth

- Revenue growth of 10.8% p.a. since 2019, with EBITDA margin of 19.5%¹ last 12 months and EBITDA growth of 71.9% p.a. since 2019
- Debt-free^{2,3}, strong cash position



Experienced management team and board

- Highly experienced team with deep knowledge of clinical trials and logistics

1. As of 31 December 2023

2. Unaudited management accounts as at 30 April 2024

3. Debt excludes Current and Non-Current lease liabilities

Business Segments

Cryosite operates through the following business segments



Clinical Trial Logistics

Independent supply chain expertise and third-party depot provider specialising in clinical trials

- 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



Biological Storage

Specialist temperature-controlled storage

- 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



Cord Blood and Tissue Storage

Private cord blood bank

- 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

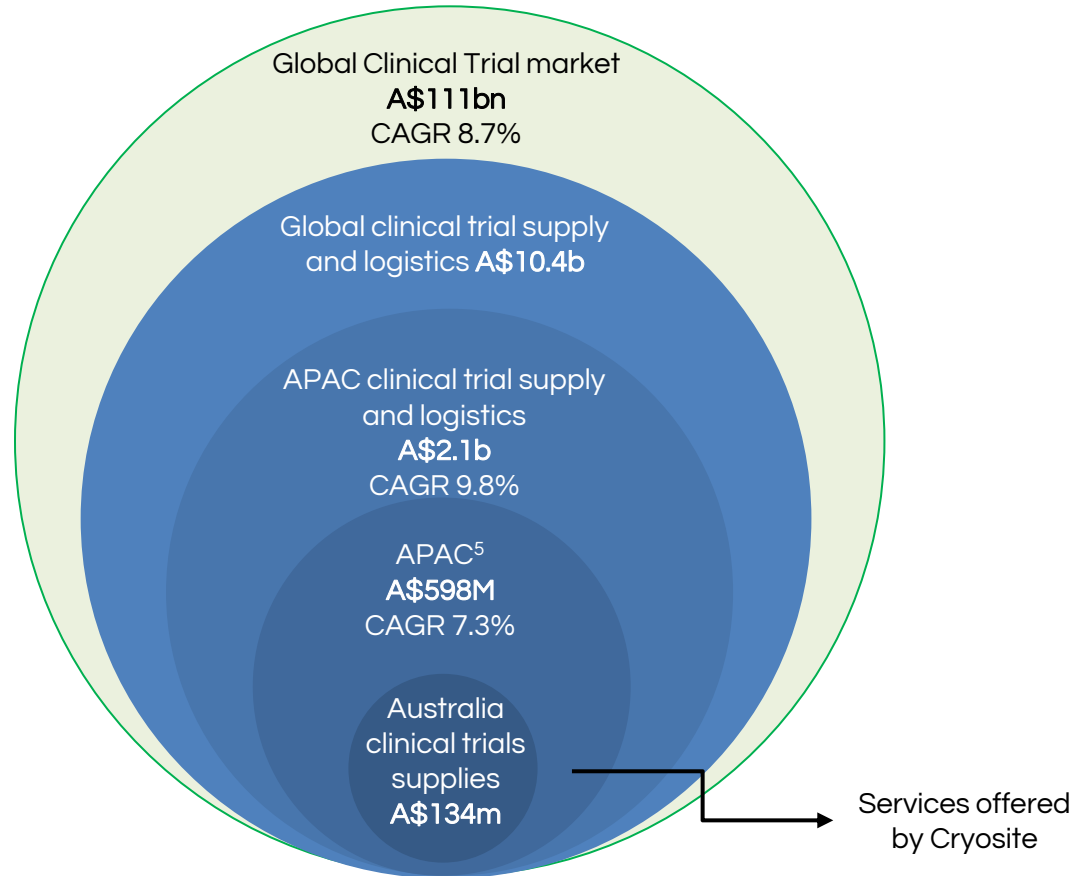
...and are backed by all the necessary accreditations and licences



GWP-certified

Market Overview: Poised for Growth

2028 Global Clinical Trials Market Forecast^{2,3}



- 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 interested by small biotech companies and others to conduct early-stage clinical research in Australia before submitting a US IND

1. Source: Visiongain, 2023
 2. AUD:USD 1.52
 3. 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
 4. Source: Cryosite model
 5. Ex. China, Japan and India

Barriers to Entry

Significant barriers to entry creates a competitive advantage

Licenses and Certifications

- GMP and GWP licenses are required to support the specialised needs of highly regulated, temperature-sensitive products
- Certification can take >2 years to achieve
- There is a significant lag in acquiring otherwise expensive and key equipment
- Cryosite is licensed to handle schedule 2,3,4 & 8, and suitable for handling Schedule 9 Psychotropics
- TGA licensed under section 38 for cellular storage, labelling and release for supply. This is important and unique for the storage and supply of cord blood and blood human tissue
- Licensed for secondary packaging under GMP
- GWP NSW Health for scheduled medicines 2 – 8 including medicinal cannabis.
- Approved Arrangement for microbiological goods under Bio-safety level 1 and storage for Bio-safety Level 2

Specialised equipment unique to Cryosite

- Only LN2 transport vessel in Australia → 8-month lead time on equipment, need customers and storage facility (no others in Australia find this worth doing, licenses and storage facility)
- One of the largest single site LN2 farms in Australia. Cryosite uses 6-7 thousand litres of LN2 per week, around half of which is for Cord Blood

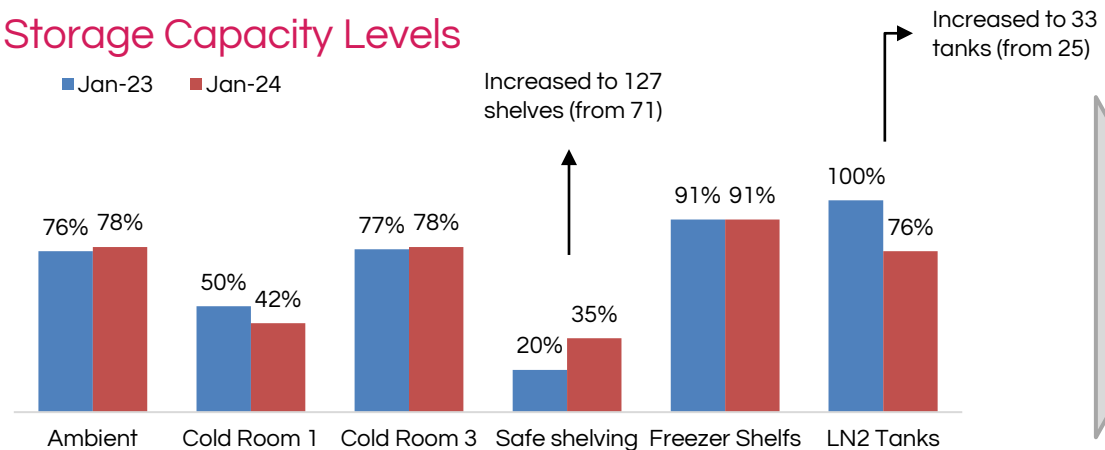


Facility

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



Adding mezzanine to current facility expanding capacity for additional LN2 tanks and freezers. Capacity exists to increase cold room space



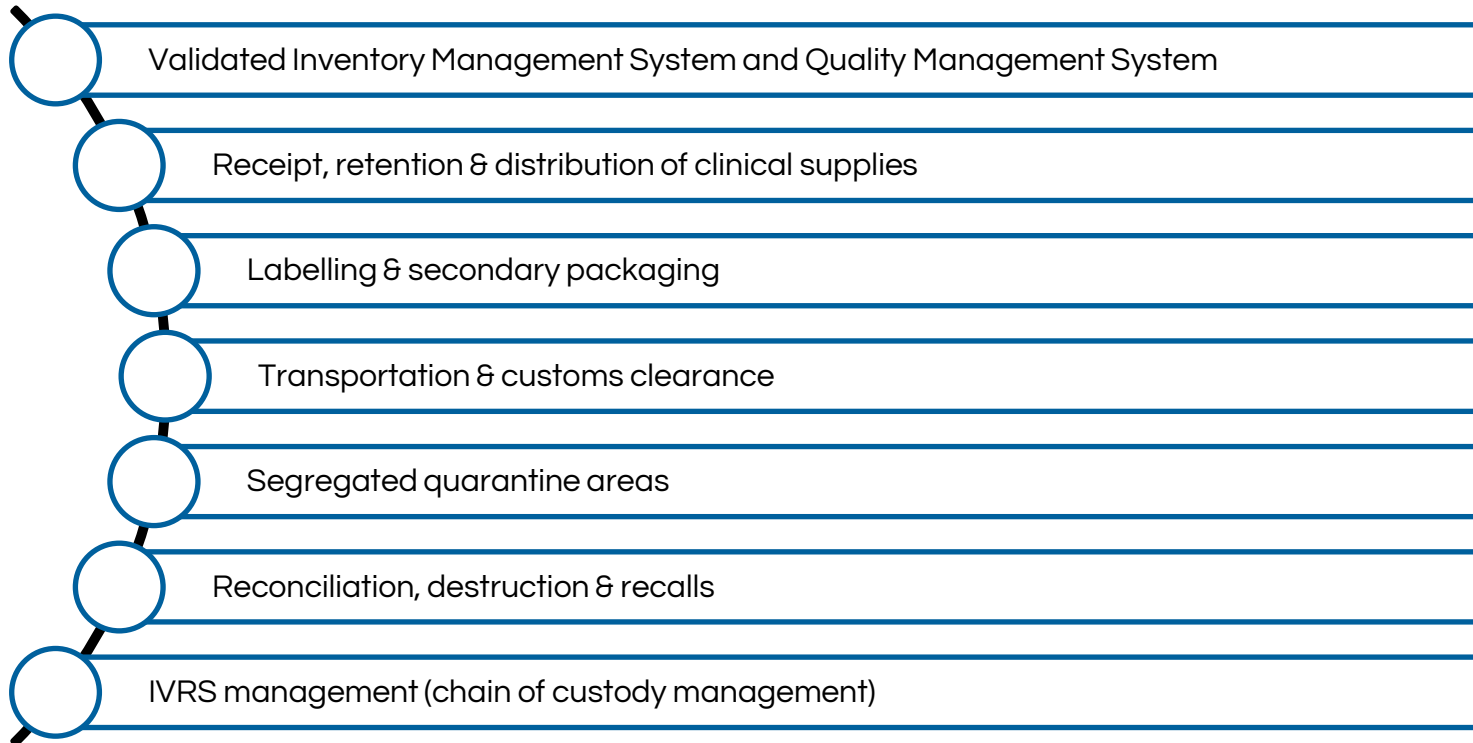


Clinical Trial Services Segment

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 trials

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

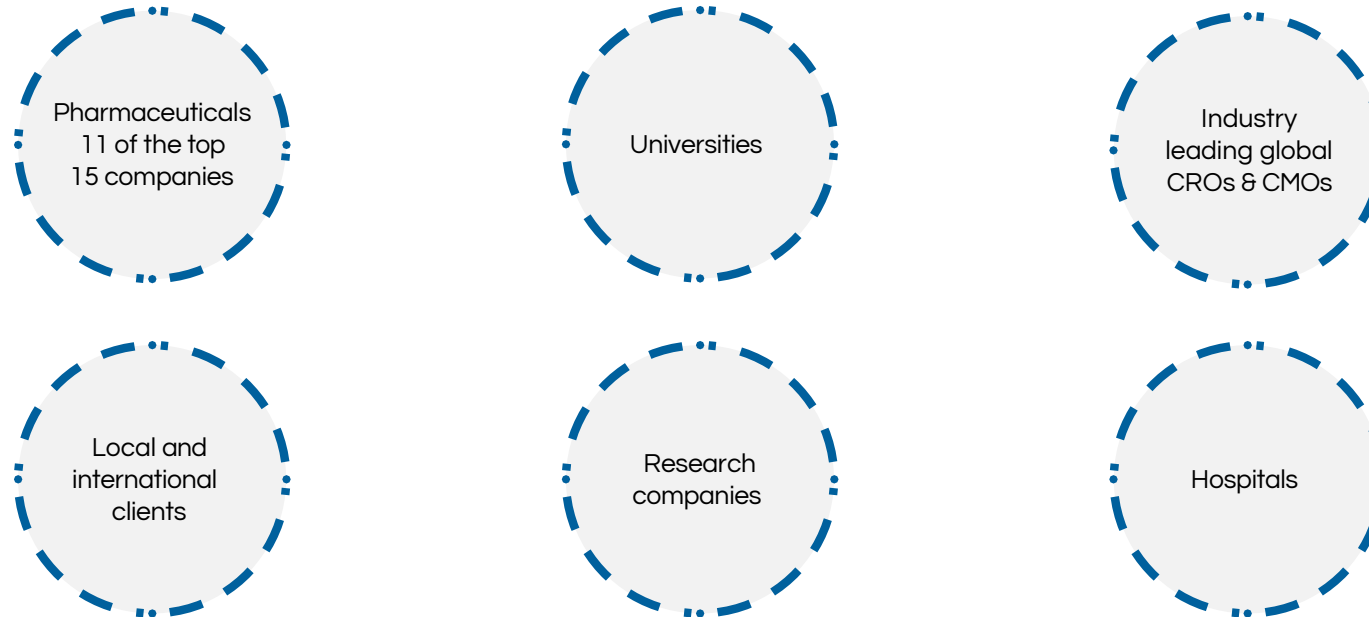
Adhere to the highest industry standards – regularly audited to ensure compliance with GMP, GWP, Bio hazard PC1, and other regulations

1. Based on total studies managed by Cryosite and total studies in Australia from clinicaltrials.gov
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



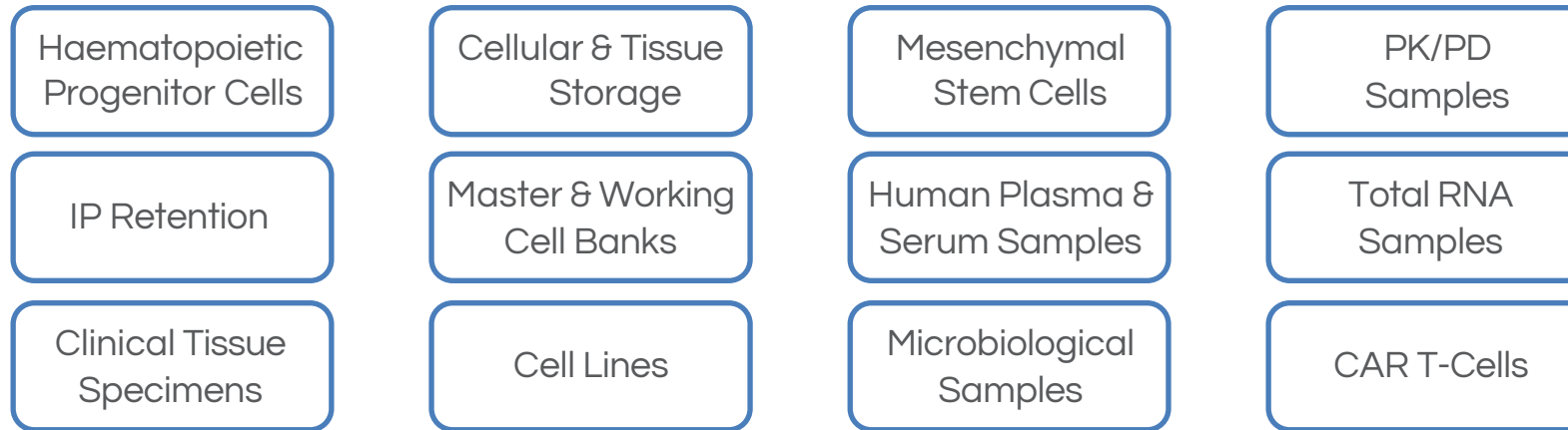


Biological Storage Segment

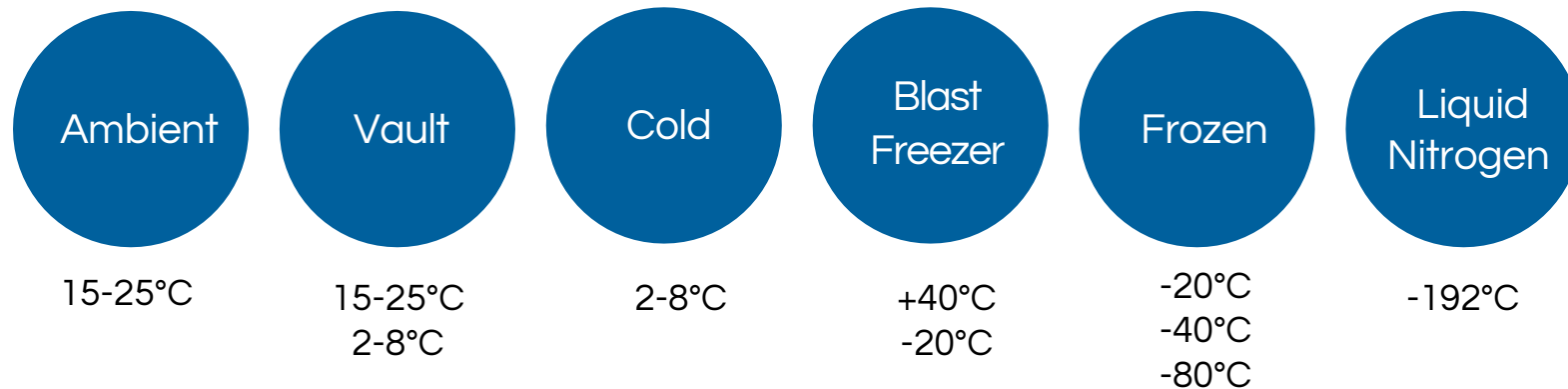
Biological Storage Capabilities

Specialist temperature-controlled storage

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



Specialist temperature ranges, adhered to with absolute precision:



Biologics Specifications

Cryosite operates out of 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
- Cord blood are the type of cells that are stored in controlled conditions due to their lower volume and higher cell count





Financials

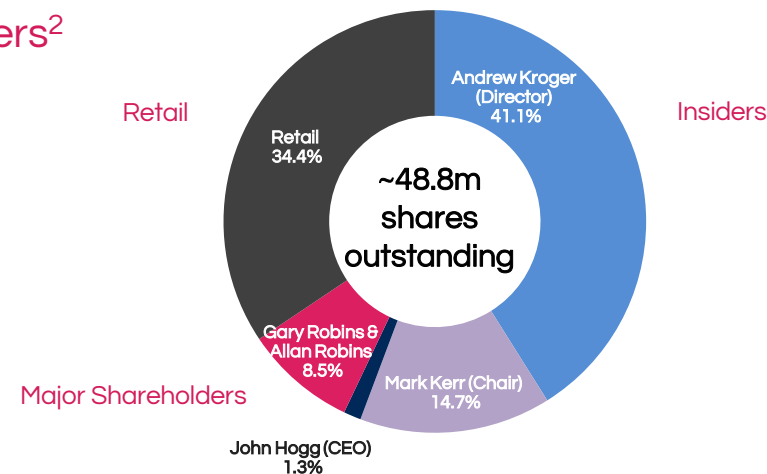
Capitalisation and Shareholders

Tightly held register with strong share price performance over the last ~4 years

Capitalisation and Trading

Company ticker	ASX:CTE
Closing Price (6-May-2024)	\$0.85
52 Week Trading Range	\$0.51 - \$0.87
Basic Shares Outstanding ¹	48.8M
Market Capitalisation (Basic)²	\$41.5M
Add: Debt ^{3,4}	\$0.0M
Less: Cash ^{3,5}	\$4.7M
Total Enterprise Value (Basic)	\$36.8M

Shareholders²



Share Price Performance²



EBITDA (A\$m)

\$0.24	\$0.82	\$0.72	\$1.23	\$0.95	\$0.92	\$1.03	\$1.44
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Note: Figures in A\$

1. The Company has no convertible securities on issue including options or performance rights

2. As of 6 May 2024

3. Unaudited management accounts as at 30 April 2024

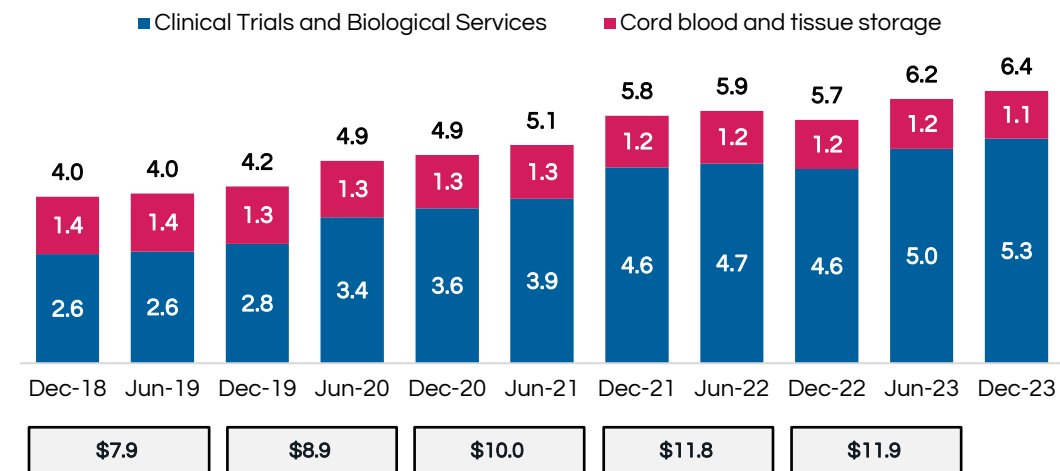
4. Debt excludes Current and Non-Current lease Liabilities

5. Includes the cash return of capital of A\$0.05/share on the 29th February 2024

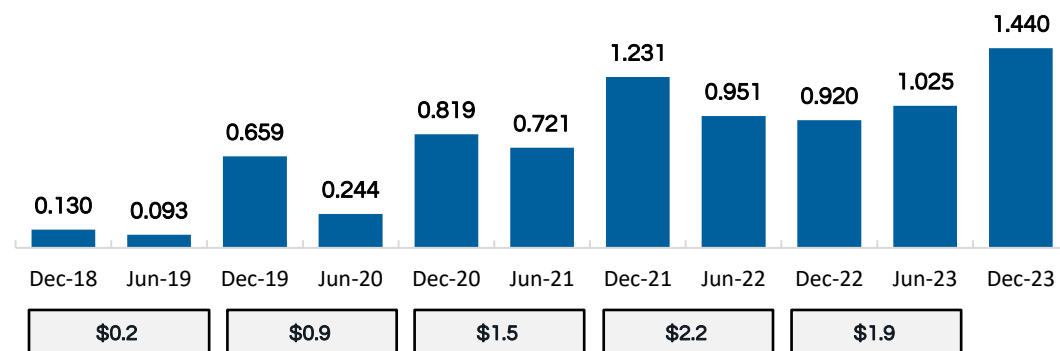
Historical Financials

Record financial results for FY23

Revenue (A\$m)



EBITDA (A\$m)



- EBITDA annualised growth rate since FY2019 of **71.9%**
- Organic growth is driving the top and bottom line
 - H1 FY24 group revenue of A\$6.402 million (+11.9% pcp)
 - H1 FY24 net profit of A\$846k (+24.6% pcp)
- Strong balance sheet
 - No debt^{1,2}
 - \$4.7 million cash on hand (post A\$0.05/share capital return in February 2024)^{1,3}
- 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. Unaudited management accounts as at 30 April 2024

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