Bell Potter Healthcare Conference 2026

Corporate Presentation

17 November 2026 · ASX: CTE



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From cord blood to advanced therapies

Our Specialisation

Controlled Ambient
15 to 25°C
+ Schedule 8 vault

- Small-molecule drugs
- Solid-dose IMPs
- Medical devices

Cold
2 to 8°C

- Small-molecule drugs
- Injectable IMPs
- Vaccines

Frozen
−20°C

- Frozen vaccines
- Biologics
- Frozen protein formulations

Ultra-Frozen
−80°C

- mRNA vaccines
- Viral vectors
- Master cell banks
- GMOs
- Gene therapies

Cryogenic
Below −150°C

- Cell & gene therapies (incl. CAR-T)
- Human cellular therapies
- Regenerative medicines
- Tissues

Cord Blood
Cryogenic

- Private umbilical cord blood clients

Ambient, Cold & Frozen
FY26 $12.0m +22%

Ultra-Frozen & Cryogenic
FY26 $2.3m +23%

Cord Blood
FY26 $2.4m +2%

WHO WE SERVE

Trusted by sponsors. Hard to replicate.

OUR CLIENTS

Big Pharma
11 of the Top 15

CROs

Biotech

Hospitals

Universities

R&D

WHY THEY STAY

TGA GMP
Licensed for storage, labelling and secondary packaging

24+ years
Cryogenic track record

Multi-year
Contracts with largest clients, minimal churn

Record
Quality performance in FY26

EcoVadis
Gold, two years running. Australian Trusted Trader

HOW WE OPERATE

Controlled custody at every step, import to returns

END-TO-END SERVICES


Import


Receive


Store


Label & pack


Distribute


Returns



Continuous monitoring

24/7 temperature logging with real-time alerts



Redundant systems

Backup power and dual systems keep conditions stable



Full traceability

Every sample tracked, with audit-ready records



Specialist handling

Trained staff following validated procedures

Footprint more than doubled: 4,200+ sqm



4km apart



South Granville HQ

✓ ~2,100 sqm · TGA GMP licensed
✓ Principal cool room capacity +120%
✓ Secure, monitored 24/7 facility

Auburn freehold

✓ ~2,100 sqm · Acquired Nov 2025, $9.5m
✓ GMP licence variation before the TGA

Controlled environments

Validated monitoring

Backup power & alarms

Secure access

Specialist handling

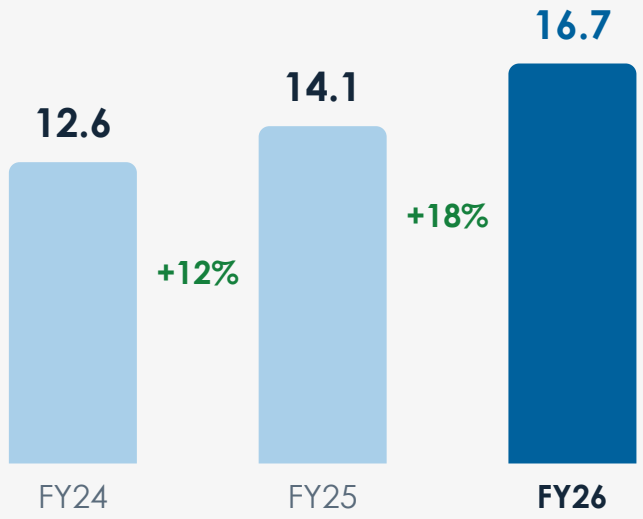
Operational readiness

Usable areas approximate. Both sites TGA audited, September 2026.

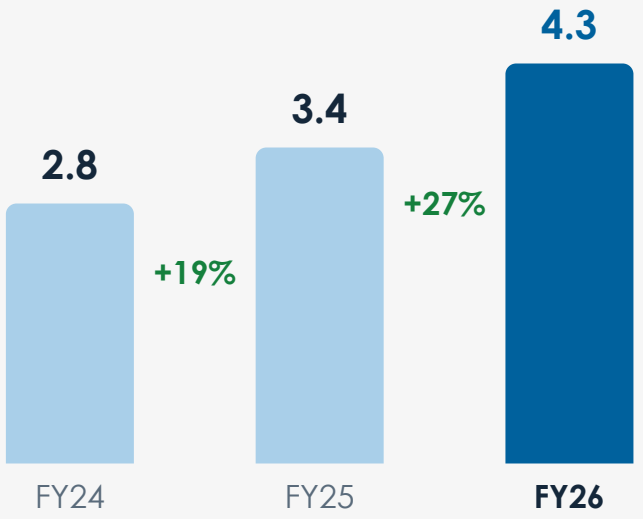
TRACK RECORD

Earnings growing faster than revenue

Revenue ($m)



EBITDA ($m)



Q1 FY27 · A record quarter

Revenue	$4.6m +17%
EBITDA	$1.3m +31%
EBITDA margin	28.5% +3.1pts
Op. cashflow	$1.0m +40%

Revenue
15% CAGR
FY24 to FY26

EBITDA
23% CAGR
FY24 to FY26

EBITDA margin
+3.2pts
FY24 to FY26

Op. cashflow
$2.8m
FY26, **+37% vs FY25**

Capital raised
Nil
FY24 to FY26

CAGR FY24 to FY26. Q1 FY27 unaudited. EBITDA is a non-IFRS measure. Margin 22.5% FY24, 25.7% FY26; Q1 FY27 change vs Q1 FY26.

Converting capacity into growth

FY27 STRATEGY

1. **Activate Auburn, led by client demand**
2. **Accelerate automation and digitisation initiatives**
3. **Strategic partnerships**
4. **Grow cryogenic, commercial ARTG and medical devices**

20 to 30% p.a. forecast Cell & Gene Therapy cold-chain growth, next decade

NEAR-TERM CATALYSTS

TGA: Auburn facility and release for supply added to GMP licence
Outcome due in coming months

Cool room expansion
Capacity +120%, demand accelerating

Auburn fit-out, first client revenue
Staged, so costs follow revenue

Cord blood cash conversion
Legacy contracts maturing over five years

Market growth: Visiongain (2023), Cell & Gene Therapy Cold Chain Logistics Market Report 2023 to 2033.

Thank you

Andrew Kerr, Executive Director

+61 483 840 860

andrew.kerr@cryosite.com

cryosite.com

investorhub.cryosite.com

