

## MARKET RELEASE

Cryosite Limited (ASX: CTE)

13 October 2025

### Trading Update - Q1 FY26

Dear Shareholders,

I am pleased to provide an update on Cryosite's unaudited financial and operational performance for the quarter ended 30 September 2025 (Q1 FY26).

#### Financial Highlights

	Q1 FY26	% Change	Q1 FY25
Revenue	\$ 3.9	22%	\$ 3.2
EBITDA	\$ 1.0	41%	\$ 0.7
<i>EBITDA Margin</i>	25%	3%	22%
EBIT	\$ 0.8	58%	\$ 0.5
NPAT	\$ 0.6	59%	\$ 0.4
<i>NPAT Margin</i>	15%	4%	12%
Cash Flow from Operations	\$ 0.7	44%	\$ 0.5

#### Financial and Operational Overview

Cryosite maintained its strong performance in Q1 FY26, supported by increasing demand across our key revenue segments. We have never been busier on site, managing record amounts of inbound product, storage volumes, and outbound dispatches for new and existing clients.

Pleasingly, our growth has been driven by an uplift in activity from each of our Ambient, Cold, and Frozen and Ultra-Frozen and Cryogenic segments. Following multi-year contract renewals with our major clients in FY25, our existing client base continues to expand their partnerships with Cryosite, with the addition of new domestic and international subsidiaries and clinical trial sponsors. Our business development initiatives are paying dividends, with the onboarding of several new clients each month.

The Ambient, Cold, and Frozen segment saw a material uplift versus Q1 FY25, driven by accelerating activity in Cryosite's handling of highly specialised commercial pharmaceutical products, further diversifying our revenue mix from the traditional clinical trial client base of recent years.

Momentum in the Ultra-Frozen and Cryogenic segment remained robust, underpinned by activity in cell and gene therapies (CGT), mRNA-based medicines and the storage of biological samples. We have added a number of new biotech and R&D clients to this segment, as Cryosite's reputation in the industry as the best-in-class storage and logistics partner continues to grow.

Our [newly acquired freehold warehouse](#) facility in Adderley St, Auburn, NSW, is progressing well. We have received approval from the National Australia Bank for a debt facility on highly competitive terms. Settlement of the transaction is expected to occur in late-November 2025, and works will immediately commence to fit out the facility. Adderley St will add over 100% capacity to Cryosite's operations, enhancing service offerings, scalability, and dual-site security for our clients.

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Our Cord Blood business is delivering increasing cash revenues as legacy contracts expire, some spanning 18 and 25 years, where upfront cash payments were received. Following expiration, there is strong client commitment to continue storage services with Cryosite. These new storage agreements are largely on an annual basis, delivering a growth in operating cash flows from Cord Blood that will continue to expand in the years ahead.

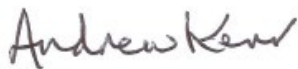
In October, RaaS Advisory published a commissioned [research report](#), which recognises our leadership in temperature-controlled storage and logistics for the life sciences and pharmaceutical industries. The report highlighted the acceleration of our Ultra-Frozen and Cryogenic segment in FY25 and Cryosite's material trading discount to international peers.

### Outlook

Cryosite enters Q2 FY26 with positive momentum, a growing client base, and a clear focus on expanding our operations into our new Adderley St warehouse and scaling our Ultra-Frozen and Cryogenic segment. Demand for compliant, high-integrity storage and logistics continues to rise. A demand Cryosite is uniquely placed to meet.

If you would like to discuss our plans for new warehouse facility, our business or strategy, please don't hesitate to contact me on the details below or via our [Investor Hub](#).

Kind regards,



**Andrew Kerr**

Executive Director



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*Authorised for lodgement by the Board of the Company*



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## About Cryosite

Cryosite is a unique Australian company and a world-class specialist in providing outsourced clinical trial and biological depot services.

Established in 2000, Cryosite is highly experienced in clinical trial logistics. Our team is comprised of highly qualified scientists and clinical trials experts who ensure complex clinical trials are conducted with seamless efficiency and safety.

We manage the importation, receipt, storage, distribution and reverse logistics of specialized ambient, cold, frozen, ultra-frozen, liquid nitrogen clinical trial, pharmaceutical and biological products. Cryosite's third party depot services are professional, reliable and compliant; our people are experts in their respective fields and are approachable, ethical and responsive to clients' needs.

To learn more, please visit:

Website: <https://cryosite.com/>

Cryosite's Investor Hub: <https://investorhub.cryosite.com/>