



CytoSorbents Corporation (NASDAQ: CTSO)

Working To Save Lives

Q3 2020 Earnings Conference Call

November 4, 2020

Conference Call Participants

Moderator: Jeremy Feffer
LifeSci Advisors



Phillip Chan, MD, PhD – Chief Executive Officer



Vincent Capponi, MS – Chief Operating Officer and President



Kathleen Bloch, MBA, CPA – Chief Financial Officer



Efthymios “Makis” Deliargyris, MD, FACC, FESC, FSCAI – Chief Medical Officer



Christian Steiner, MD – Senior Vice President of Sales and Marketing
Managing Director – CytoSorbents Europe GmbH



Christopher Cramer, MS, MBA – Vice President of Business Development



Safe Harbor Statement

Statements in this presentation regarding CytoSorbents Corporation and its operating subsidiaries CytoSorbents Medical, Inc and CytoSorbents Europe GmbH that are not historical facts are forward-looking statements and are subject to risks and uncertainties that could cause actual future events or results to differ materially from such statements. Any such forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. It is routine for our internal projections and expectations to change. Although these expectations may change, we are under no obligation to inform you if they do. Actual events or results may differ materially from those contained in the projections or forward-looking statements. The following factors, among others, could cause our actual results to differ materially from those described in a forward-looking statement: our history of losses; potential fluctuations in our quarterly and annual results; competition, inability to achieve regulatory approval for our device, technology systems beyond our control and technology-related defects that could affect the companies' products or reputation; risks related to adverse business conditions; our dependence on key employees; competition for qualified personnel; the possible unavailability of financing as and if needed; and risks related to protecting our intellectual property rights or potential infringement of the intellectual property rights of third parties. This list is intended to identify only certain of the principal factors that could cause actual results to differ from those discussed in the forward-looking statements. Readers are referred to a discussion of important risk factors detailed in the Company's Form 10-K filed with the Securities and Exchange Commission on March 5, 2020 and other reports and documents filed from time to time by us, which are available online at www.sec.gov.

Q3 2020 Operational Highlights

- Q3 2020 Total Revenue grew 73% to \$10.5M, and Product Sales grew 79% to \$10.2M over Q3 2019. Trailing 12-month Product Sales were \$34.5M
- Delivered >110,000 cumulative CytoSorb cartridges to date, up 51% from a year ago
- Blended product gross margins were 74% in Q3 2020, compared to 77% a year ago, but sequentially higher than 70% in Q2 2020, due to higher % of lower margin distributor sales and higher costs of ramped COVID-19 production
- Completed a \$57.5M financing in July 2020, led by Cowen and SVB Leerink, with co-manager B. Riley FBR, strengthening our cash balance to ~\$88M at end of Q3 2020
- The REFRESH 2-AKI Data Monitoring Committee recommended resumption of the trial following a favorable review of safety data.
- Treated >2,800 COVID-19 patients in >30 countries, including here in the U.S. and are working to capture these data in the CTC Registry. We also established collaborations to commercialize CytoSorb in the U.S. in 25 states with Terumo Cardiovascular, InvoSurg Inc, and Surgical Partners
- Hosted a key webinar on “The Use of CytoSorb for Antithrombotic Drug Removal”
- Awarded a \$4.4M contract from the DOD to complete HemoDefend-BGA pre-clinical development
- Expanded distribution to 66 countries, including Brazil



Sales Growth Strategy

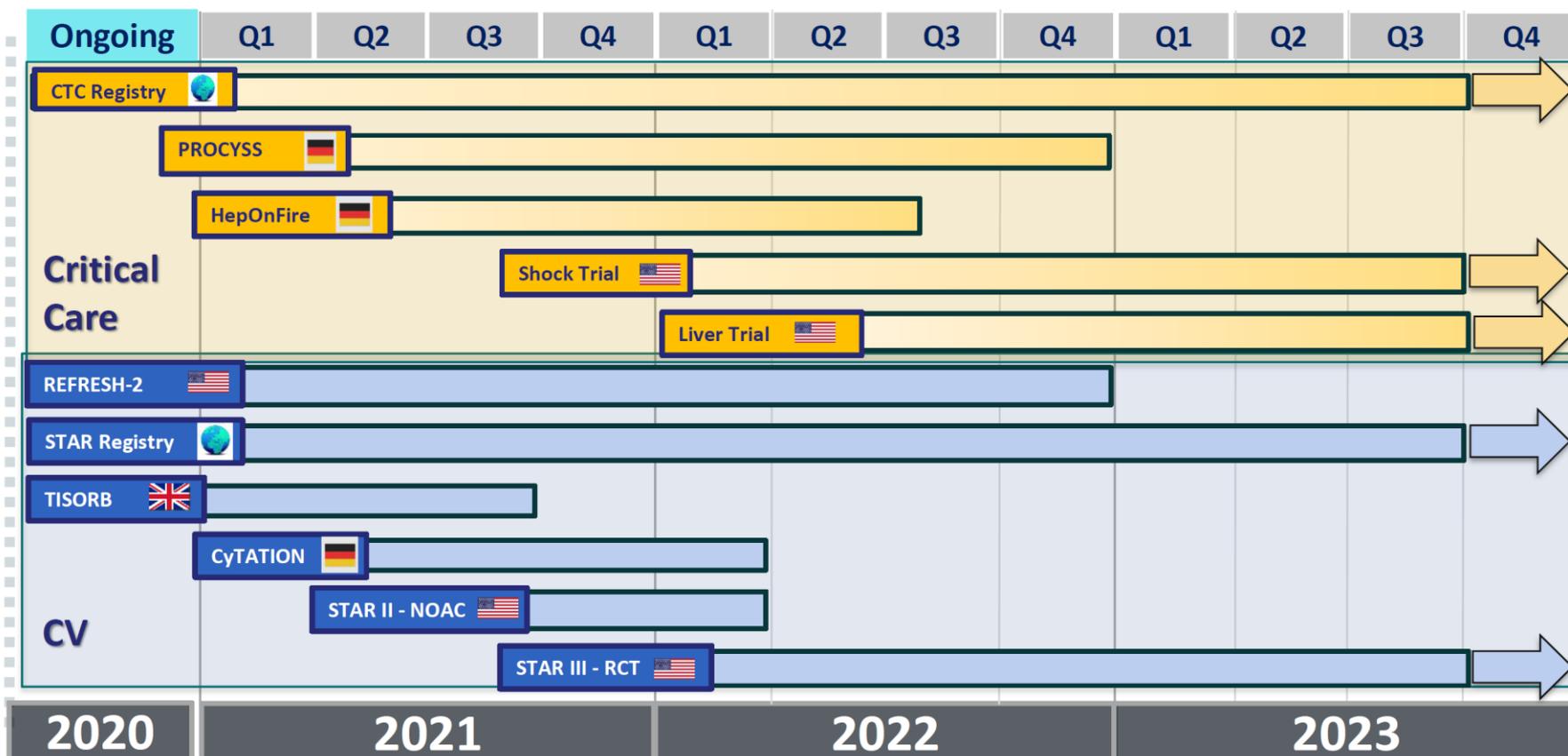
With our strong financial performance and solid cash position, coupled with strong current and anticipated demand for CytoSorb, we are executing a number of key initiatives to drive growth

- Maximize the COVID-19 Opportunity
 - Well-positioned in Europe and throughout the world to help in this next wave
 - Established collaborations in the U.S. to cover 25 states, and establishing key relationships to cover Midwest
- Return to our Pre-COVID-19 Growth Strategy
 - Focus on driving both direct and distributor sales
 - Maximize the ticagrelor and rivaroxaban E.U. approvals
 - Expand in new applications
 - Expand international team with focus on commercialization, manufacturing, clinical, R&D
 - Manufacturing plant expansion
 - Prepare for U.S. commercialization
 - Streamline our balance sheet

Overview of Clinical Activities

	Critical Care			Cardiovascular		
Therapeutic Area	SHOCK REVERSAL	LIVER	COVID-19	ATR	ENDO-CARDITIS	AKI
Mechanism of Action	Cytokines Hemodynamic Stabilization	Bilirubin/NH3 Cytokines	Cytokines ECMO	Antithrombotic drug removal	Cytokines Hemodynamic Stabilization	Plasma free Hgb Cytokines
Registries	CytoSorb Therapy in COVID-19 (CTC)			Safe & Timely Antithrombotic Removal (STAR) I		
Prospective Single Arm	HepOnFire			TISORB CyTATION		
Randomized Clinical Trials	PROCYSS US RCT	US RCT		STAR II STAR III	REMOVE	REFRESH II
Size of Opportunity	Very large	Large	Indeterminate	Large	Growing	Large

Clinical Trials Timetable

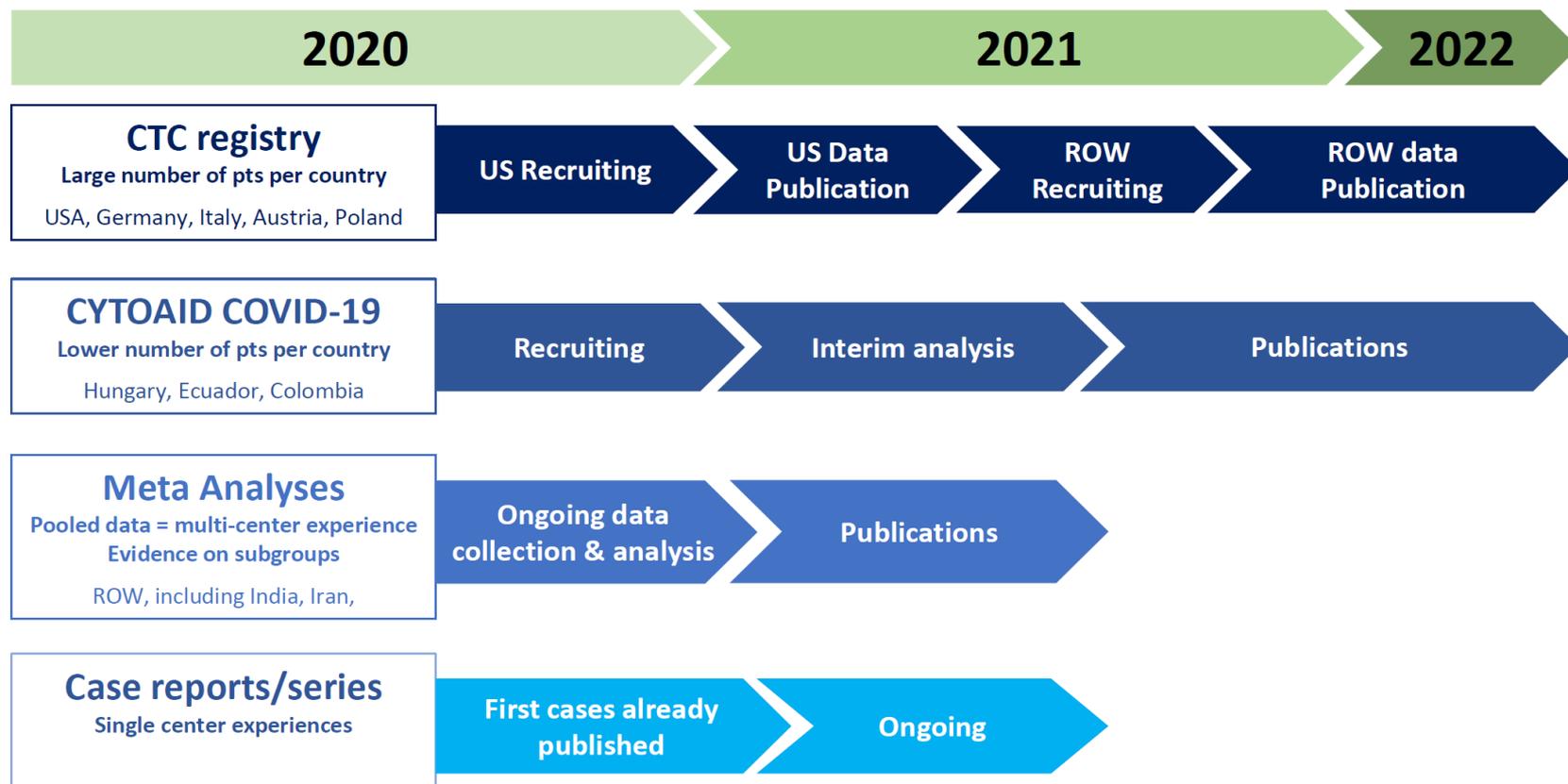


Update on Other Clinical Programs

- Dual Path to U.S. FDA Approval
 - REFRESH 2-AKI Trial
 - FDA Breakthrough Designation for removal of ticagrelor in urgent and emergent cardiothoracic surgery
- TISORB
- REMOVE Endocarditis Trial

COVID-19 Data Generation

- Aim** Generate evidence with CytoSorb therapy in COVID-19 patients
- Strategy** Multiple projects tailored to different data sources and regions
- Process** Dedicated task force > Data identification, collection and analysis
Publications >>> Evidence based treatment recommendations



Financial Highlights

Q3 2020 Comparative Revenue Results

	Quarter Ended Sep 30, 2020		Quarter Ended Sep 30, 2019		% Incr.
Product revenue	\$ 10,245,642		\$ 5,728,463		78.9%
Grant and other income	300,970		366,544		(17.9)%
Total revenue	\$ 10,546,612		\$ 6,095,007		73.0%

- Q3 2020 CytoSorb® sales were \$10.2M, an increase of 79% over \$5.7M in Q3 2019
- Changes in Euro exchange rate had a positive impact to our Q3 sales by \$428K.
- Total revenue in Q3 2020, which includes both product sales and grant revenue, increased 73% to approximately \$10.5M. compared to \$6.1M in Q3 2019
- Q3 2020 gross profit was ~\$7.7M, an approximately 74% increase from ~\$4.4M in Q3 2019
- Q3 2020 product gross margins were 74%, as compared to ~77% for Q3 2019, primarily due to higher percentage of distributor sales in Q3 2020



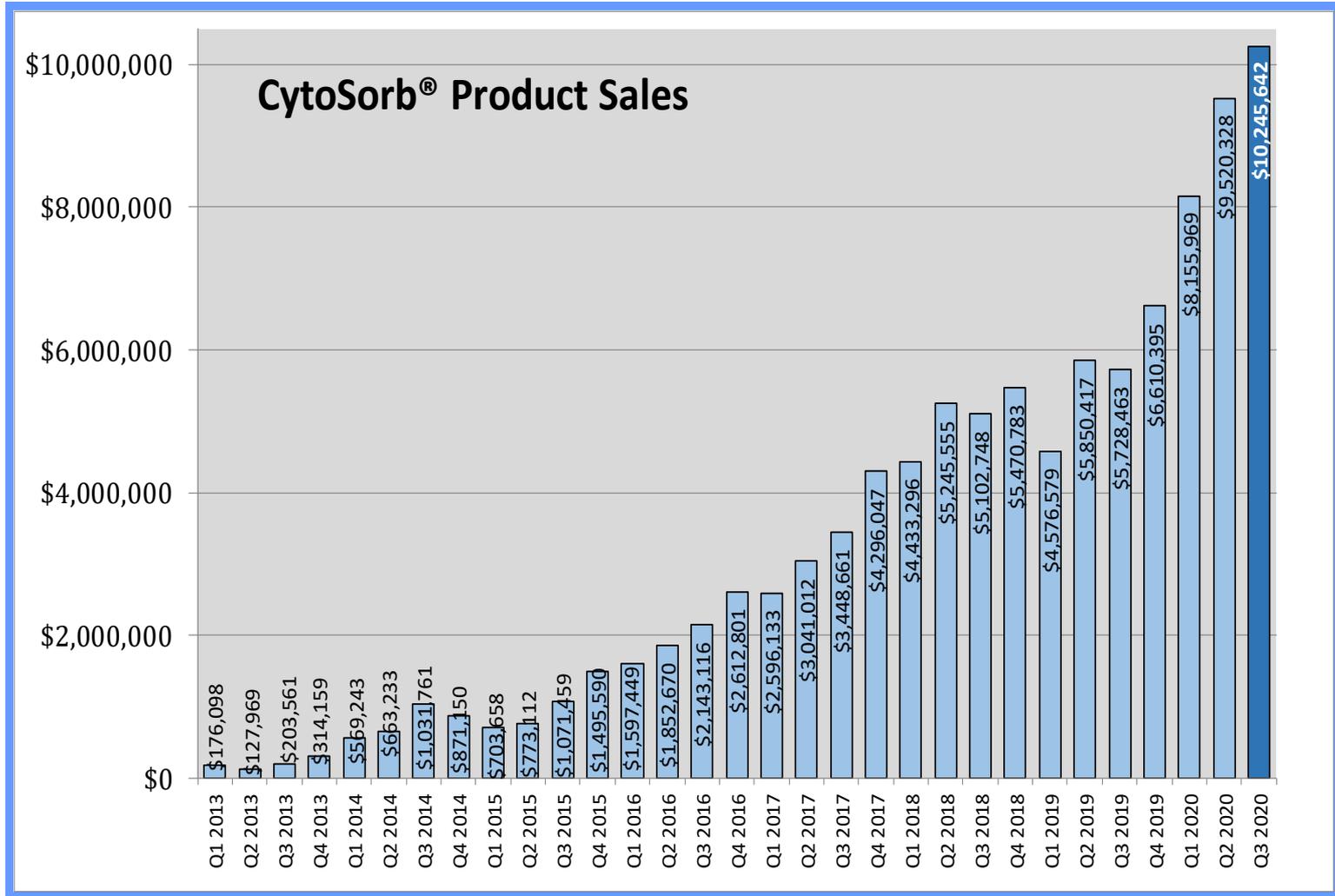
Comparative 9-Month Revenue Results

	Nine Months Ended Sep 30, 2020		Nine Months Ended Sep 30, 2019		% Incr.
Product revenue	\$27,921,940		\$16,155,459		72.8%
Grant and other income	1,126,885		1,363,703		(17.4)%
Total revenue	\$29,048,825		\$17,519,162		65.8%

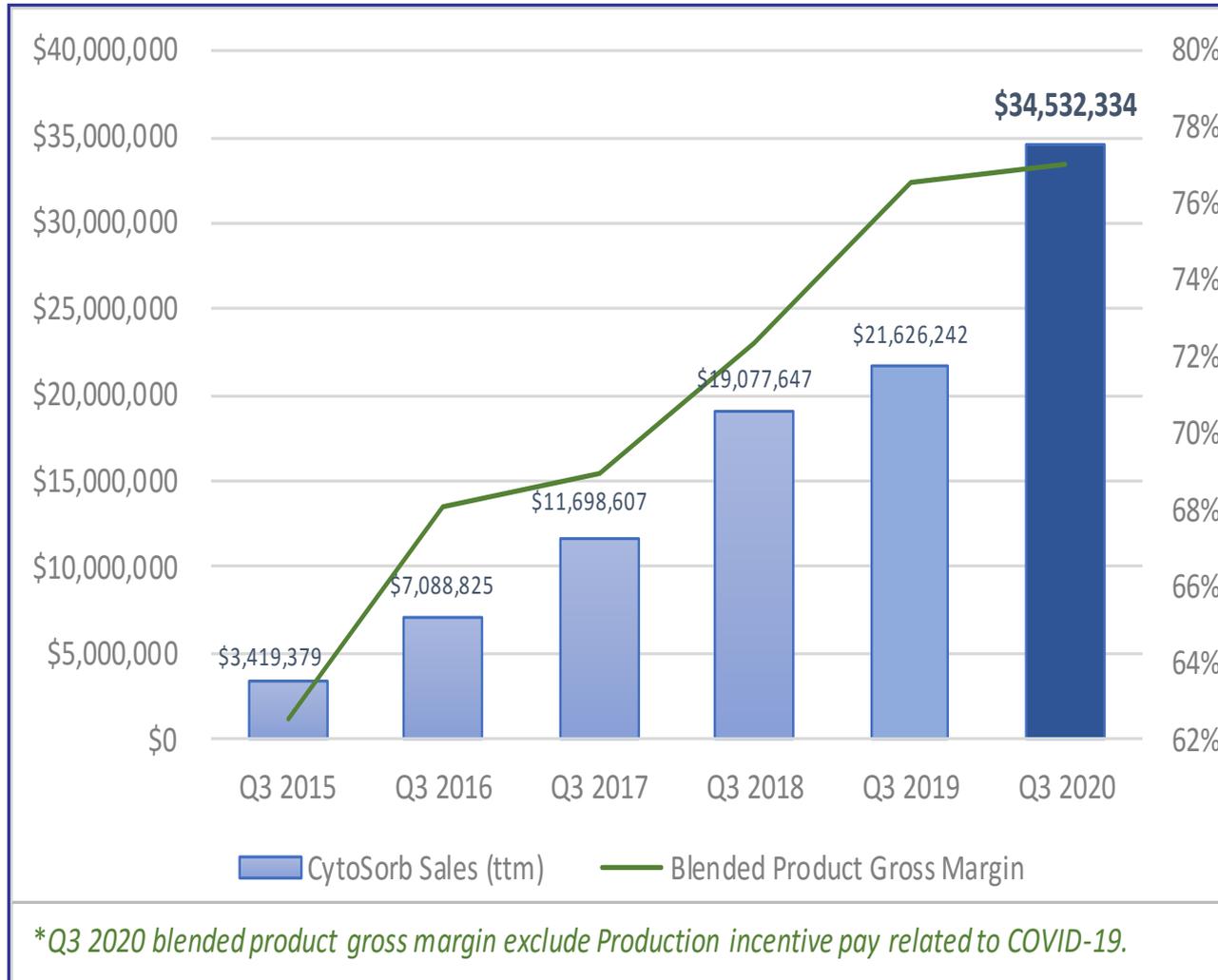
- For the first nine months of 2020, CytoSorb® product sales were approximately \$27.9M, an increase of ~73% over product sales of \$16.2M for the same period a year ago
- Grant revenue was approximately \$1.1M for the first nine months in 2020
- Total revenue for the first nine months in 2020, which includes both product sales and grant revenue, was \$29.0M as compared to \$17.5M for the same period in 2019, an increase of ~66%

Quarterly Product Sales

Q3 2020 product sales were a record high of \$10.2M



Product Sales (TTM) and Blended Gross Margins



Working Capital and Cap Table

Working Capital as of								
	9/30/2020	6/30/2020	3/31/2020	12/31/2019	9/30/2019	6/30/2019	3/31/2019	12/31/2018
Current Assets:								
Cash and short-term investments	\$87,978	\$35,114	\$26,389	\$12,232	\$15,978	\$16,342	\$19,647	\$22,369
Grants and accounts receivable, net	5,797	3,890	5,396	4,580	3,448	3,450	3,267	3,943
Inventories	2,025	1,987	1,967	2,114	1,768	1,463	1,214	833
Prepaid expenses and other current assets	1,002	957	3,778	2,088	1,157	960	700	1,119
Total current assets	96,803	41,948	37,529	21,014	22,351	22,215	24,828	28,264
Current Liabilities:								
Accounts payable	2,386	2,727	1,770	2,039	2,072	2,150	1,841	1,486
Accrued expenses and other current liabilities	5,371	5,853	5,084	5,558	3,691	3,432	2,815	4,386
Current maturities of long-term debt	9,167	6,667	4,167	1,667	2,500	2,667	1,666	667
Lease liability - current portion	432	418	443	428	414	400	389	-
Deferred revenue	-	-	-	-	-	-	-	-
Total current liabilities	17,356	15,664	11,464	9,692	8,677	8,649	6,711	6,539
Net Working Capital	\$ 79,447	\$ 26,284	\$ 26,065	\$ 11,322	\$ 13,674	\$ 13,566	\$ 18,117	\$ 21,725

Cap Table 9/30/2020

	Fully Diluted Common Shares
Common Stock	43,175,685
Options	5,234,948
Restricted Stock Unit Awards	173,972
	48,584,605



Guidance

- CytoSorbents has not historically given specific financial guidance on quarterly results until the quarter has been completed. However:
- Provided that the current order pattern continues, and notwithstanding uncertainty related to the COVID-19 pandemic, we expect that Q4 2020 will be one of Company's strongest quarters in terms of product sales

Q&A Session

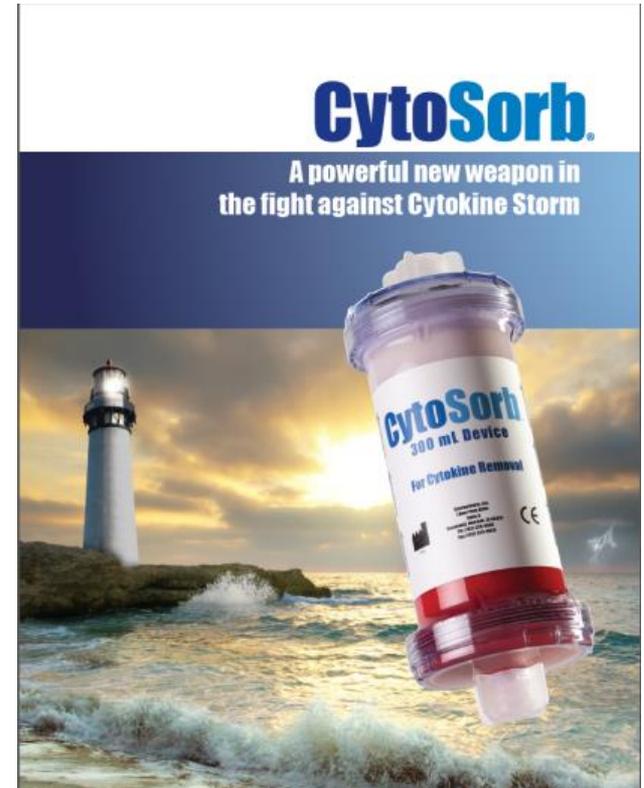
CytoSorbents Corporation

NASDAQ: CTSO

Investor Relations:



Jeremy Feffer
(212) 915-3820
jeremy@lifesciadvisors.com



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Working to Save Lives Through Blood Purification

