



HELPING TO TREAT LIFE-THREATENING CONDITIONS IN THE ICU AND CARDIAC SURGERY AROUND THE WORLD

CytoSorbents™

WORKING TO SAVE LIVES

NASDAQ: CTSO
Investor Presentation
September 2022

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CytoSorbents

Leading the Prevention or Treatment of
**Life-Threatening Inflammation
and other Deadly Conditions**
in the ICU and Cardiac Surgery using
CytoSorb® Blood Purification



CytoSorbents At a Glance (NASDAQ: CTSO)

- U.S.-based international medical device company commercializing our E.U. approved CytoSorb® blood purification cartridge in 75 countries worldwide
 - **\$40.1M in 2021 product sales**
 - **Historically high (80+%) product gross margins**
 - **\$31.9M in cash (6/30/22)**
 - **200+ employees**
- Celebrating 10 years of commercialization with >179,000 cumulative CytoSorb devices utilized (6/30/22)
 - Treating cytokine storm and massive uncontrolled inflammation in life-threatening conditions such as sepsis, COVID-19, shock, lung failure, pancreatitis, and many others
 - Reducing other toxins such as bilirubin (liver disease), myoglobin (trauma)
 - Removing “blood thinners” or antithrombotic drugs during cardiac surgery that cause bleeding
- Partnered with leading multi-national corporations:



- Seeking dual U.S. FDA approvals for DrugSorb-ATR, an equivalent polymer technology to CytoSorb, to reduce perioperative bleeding during cardiac surgery by removing the leading blood thinners, Eliquis, Xarelto, and Brilinta under FDA Breakthrough Device Designation
 - U.S. pivotal STAR-T and STAR-D RCTs are underway with both expected to complete in 2023
 - Targets a \$1B total addressable market opportunity in the U.S. alone

Marketed Products and Product Pipeline

Internal development supplemented by strong government support with ~\$40M in grants, contracts, other non-dilutive funds awarded to date for our technology from DARPA, NIH, NHLBI, U.S. Army, U.S. Air Force, HHS, and others



Sepsis,
Critical Care,
High Risk
Surgery
CE

ECOS-300CY[®]

Ex Vivo Organ
Perfusion
For Transplant
CE



Critical
Illnesses in
Animals

Marketed

DrugSorb[™]
ATR

Removal of
Antithrombotic Drugs

HemoDefend RBC

Purification of pRBCs

HemoDefend BGA

Universal Plasma



CytoSorb-XL

Successor to CytoSorb



K+ontrol

Severe Hyperkalemia



ContrastSorb

CT Imaging and
Interventional Radiology

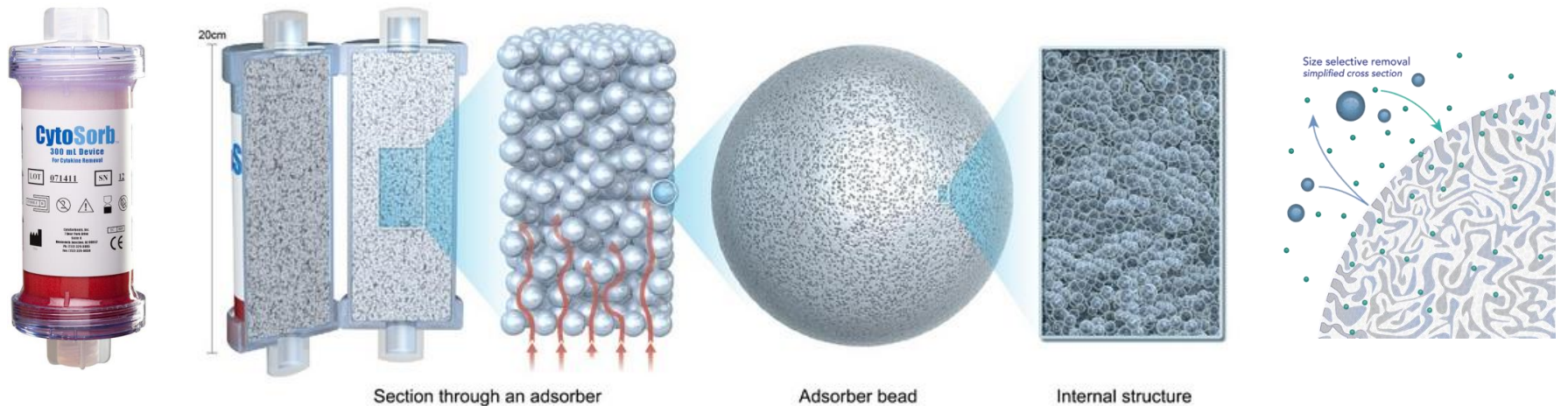
Under Development



What does CytoSorb do and
How does it work??

The CytoSorb adsorber

The underlying blood purification technology is based on biocompatible, highly porous polymer beads that act like tiny sponges to remove harmful substances from blood



- Massive surface area: 7 football fields in a single cartridge



- 21 issued U.S. patents and multiple patents issued and pending worldwide
- Manufactured at our ISO 13485 certified facility in New Jersey

Expanding the Dimension of Blood Purification

CytoSorb is fundamentally different from, but complementary to, dialysis technology, removing a broad range of dissimilar toxins that dialysis does not remove well

CytoSorb works like the liver with some kidney function



Large Molecules and Fat soluble substances

Cytokines
Inflammatory mediators
Bacterial toxins
Liver toxins
Proteins and peptides
Fat-soluble drugs

Dialysis works like the kidney



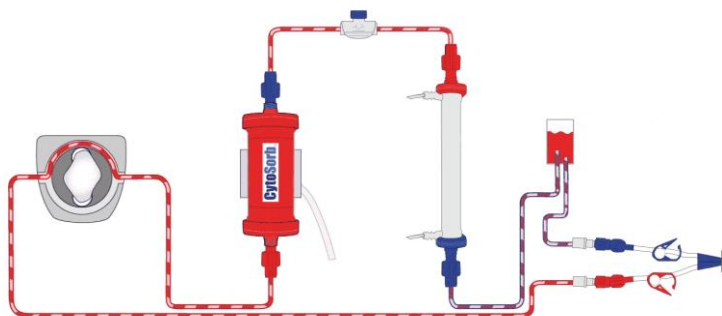
Small Molecules and Water soluble substances

Urea, Ammonia
Electrolytes
Water
Water-soluble drugs

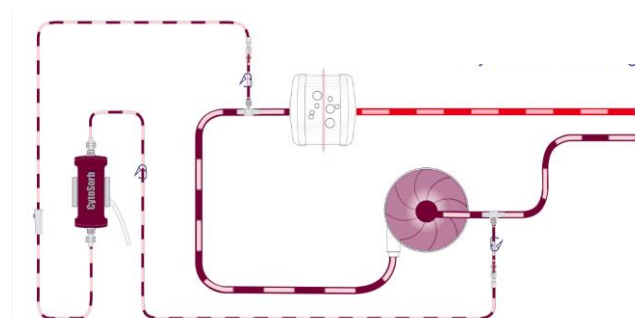
CytoSorb is “Plug and Play” Compatible

Compatible with Existing Blood Pump Infrastructure In Hospitals Today

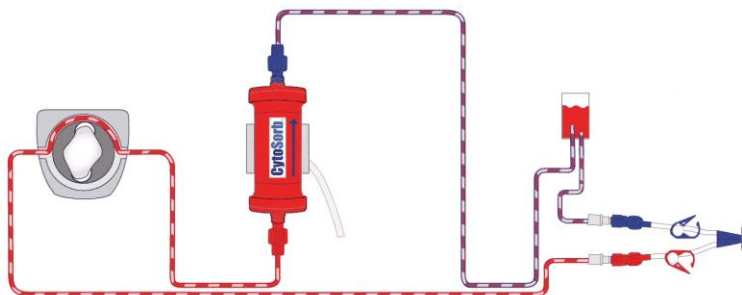
Dialysis or CRRT
(Continuous Renal Replacement Therapy)



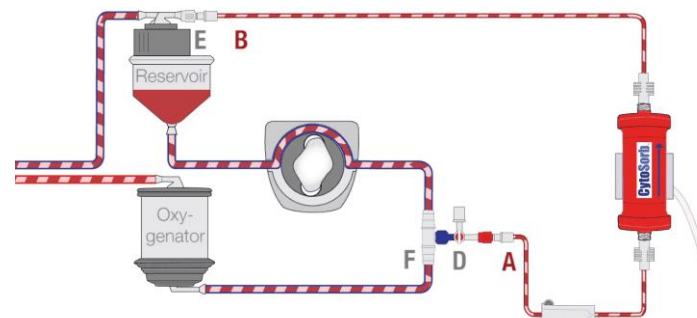
ECMO
(Extracorporeal Membrane Oxygenation)



Hemoperfusion
(Standalone Treatment)



CPB
(Cardiopulmonary Bypass)



Targets Deadly Conditions That Afflict Millions of People

Critical Care

Removes the “fuel to the fire” of massive uncontrolled inflammation that is often associated with organ failure and death



Sepsis



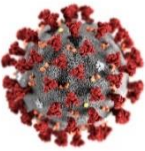
Surgical Complications



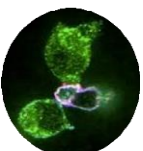
Influenza



Burn Injury



COVID-19



Cytokine Release Syndrome



Lung Injury



Liver Failure



Trauma



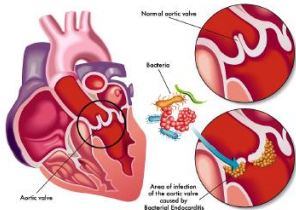
Pancreatitis

Cardiothoracic Surgery

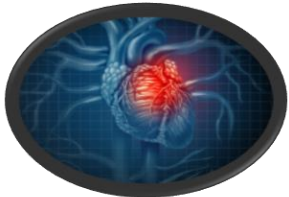
Reduces inflammation and blood thinners, targeting reduction in complications of cardiac surgery like sepsis, bleeding, shock, and others



Life-threatening bleeding due to anti-thrombotic “blood thinners”



Infective Endocarditis



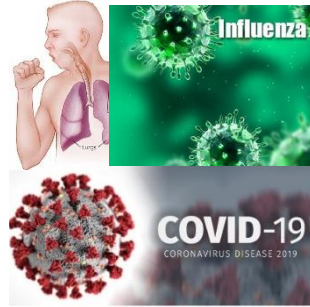
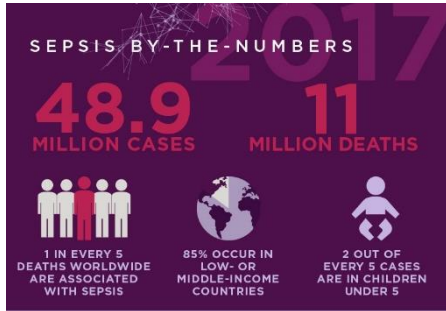
High Risk Procedures

Riding Many Macro Trends in Healthcare

Aging Population is Getting Older

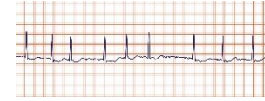


>1 billion
over 60

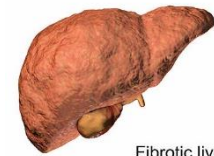


The Use of Blood Thinners

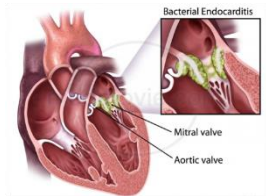
Millions worldwide are on blood thinners to reduce risk of stroke and heart attack



Chronic Liver Disease Afflicts 1 in 11 worldwide



Opiate Crisis & Endocarditis





What is the Company's
Business model
and
Financial performance?

CytoSorbents Has a Strong Hybrid Sales Model

75 Countries Worldwide and >179,000 devices utilized

Critical Care and Cardiac Surgery

Direct Sales



Distributor and Partner Sales



Direct sales in 15 countries:

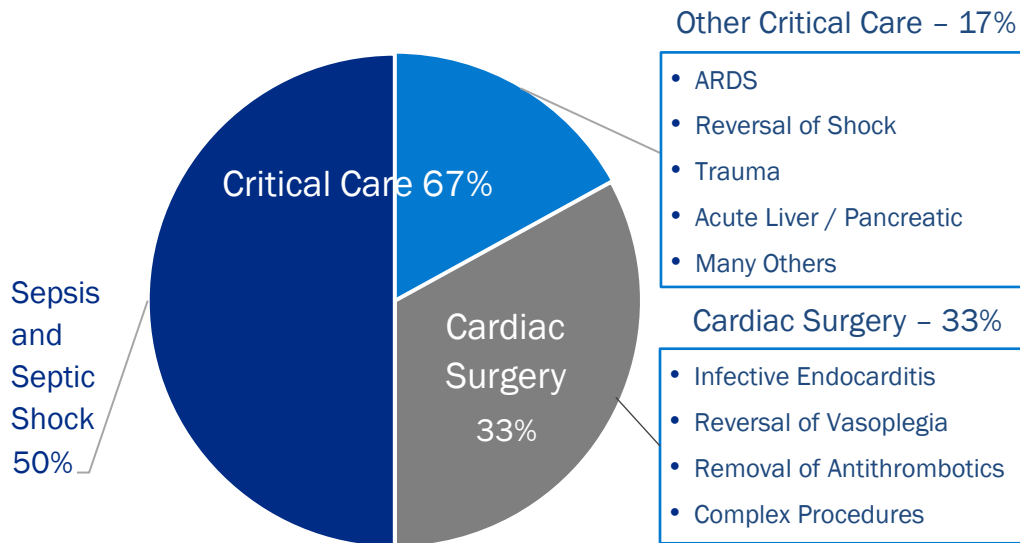
Germany, Austria, Switzerland, Belgium, Poland, Netherlands, Denmark, Norway, Sweden, Luxembourg, England, Wales, Scotland, Northern Ireland, Ireland



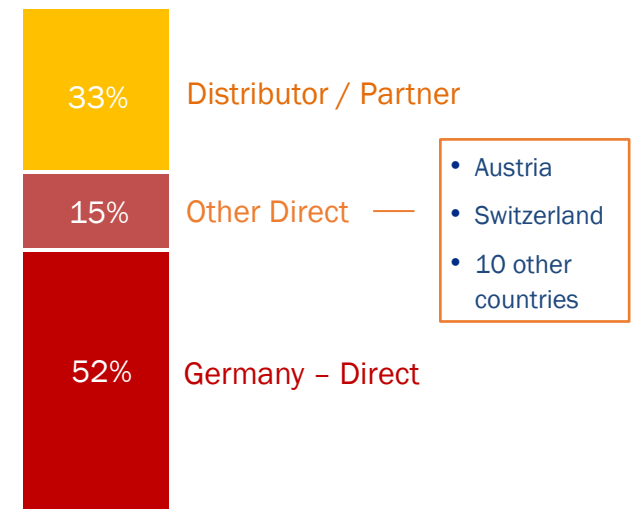
Distributor and Partner sales in >60 other countries
Entered U.S. under FDA EUA, expanded to Latin America, the Middle East, South Korea, and many others

CytoSorb Commercialization Focus

By Market



By Geography



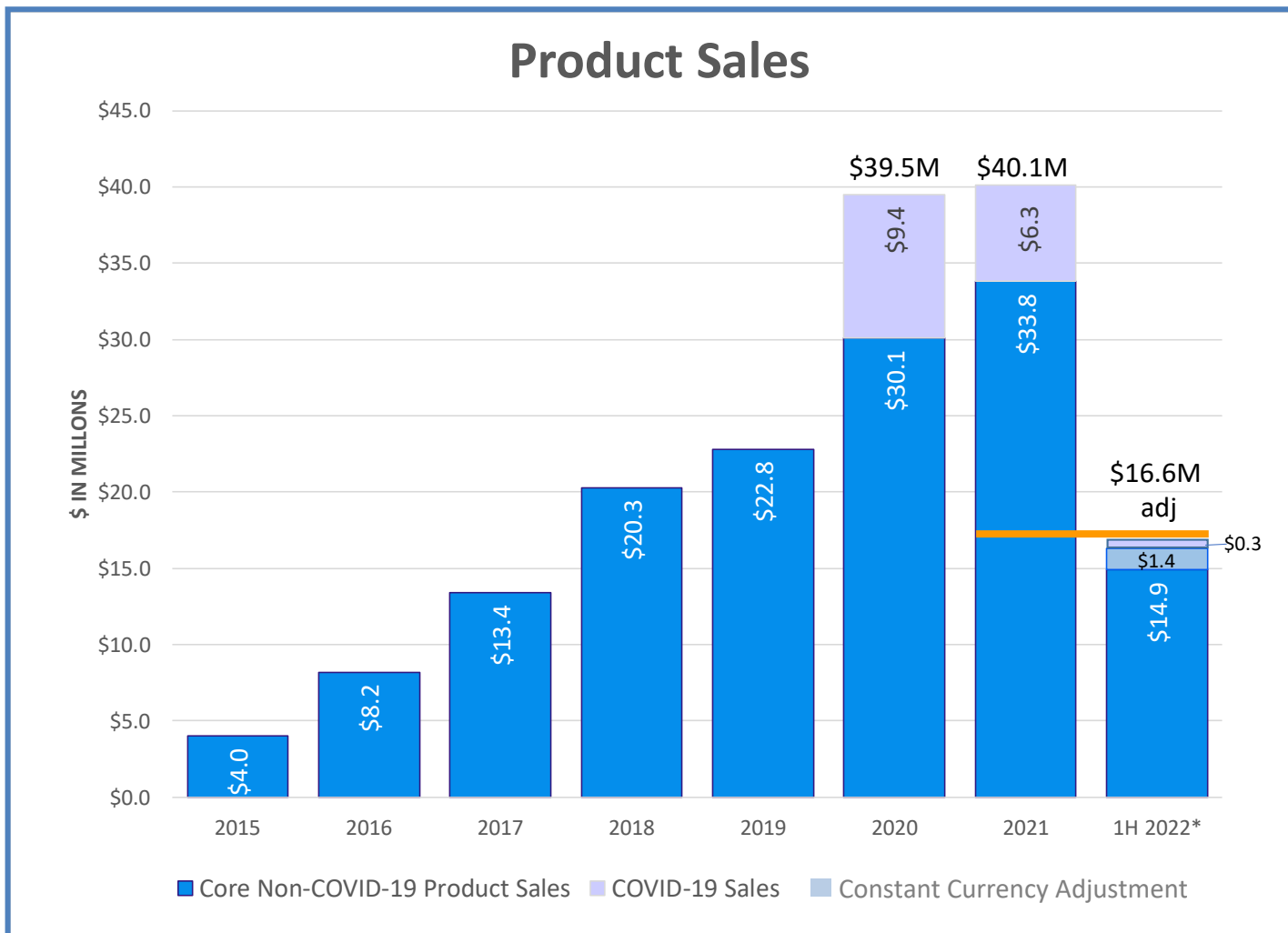
2021

CytoSorb Is a High Margin “Razorblade”

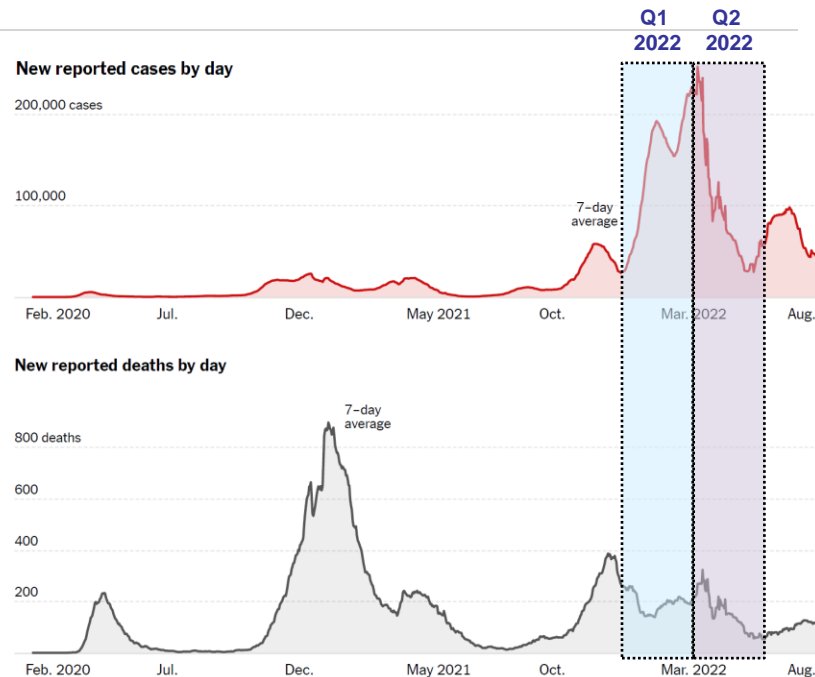
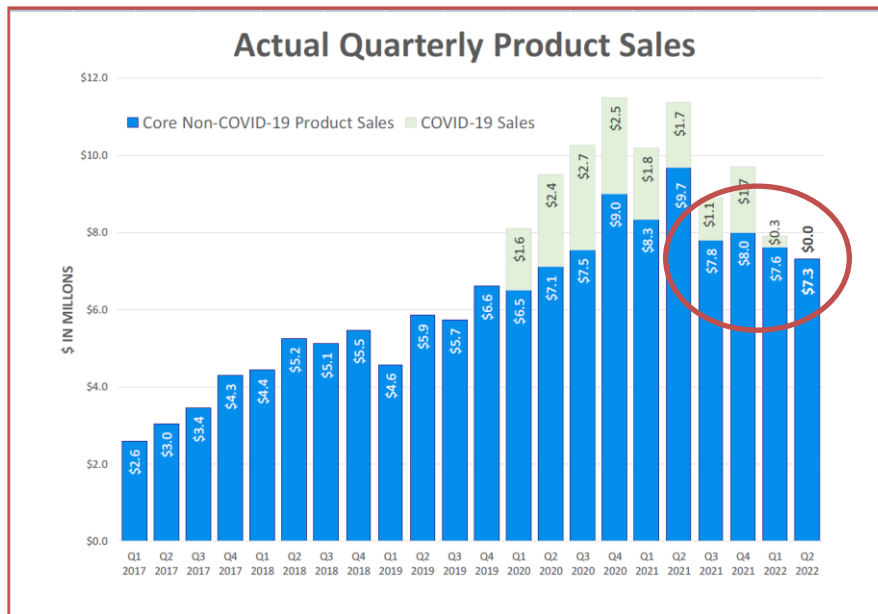
- High margin “razorblade” fully compatible with existing installed base of “razor” blood pumps: Dialysis, CRRT, and ECMO machines (ICU), and heart-lung machines (OR)
- Blended historic gross margins are 80+%, driven by volume production from our current manufacturing facility and manufacturing efficiencies
- Average Direct Selling Price is approximately \$1,000 per cartridge
- ~1 - 5 cartridges are typically used per patient depending on the course of treatment
 - Open heart surgery: 1-2 cartridges
 - Sepsis: 3-5 cartridges (or the cost of roughly 1 day in the ICU)
 - ARDS and ECMO: 5+ cartridges
- In Germany, 400 hospitals have >400 beds. Each hospital typically sees 300-600 sepsis patients per year. At 3-5 cartridges per patient:
 - Revenue per patient = ~\$3,000-5,000
 - Potential revenue per hospital = \$1-3M for sepsis alone
- Previously disclosed one German hospital with sales >\$1M, broadly adopting the use of CytoSorb in critical care and cardiac surgery, validating revenue model. Other hospitals are tracking along same path, giving us visibility on future growth

Annual Product Sales

1H 2022 core non-COVID-19 product sales were \$14.9M, or \$16.3M on a constant currency adjusted basis reflecting a weak Euro, roughly half of 2021 core sales. COVID-19 sales were nominal at \$0.3M



However, Recent Results Reflect Impact of COVID



- The macro environment has been challenging in Europe and Germany
 - Core business has been stable on a constant currency basis, averaging \$8.2M for the past 4 quarters but Germany has been impacted by prior high rates of COVID which has led to lower sales:
 - COVID patients not as sick
 - Limited elective surgeries, staffing shortages, lower ICU capacity, restrictions on sales reps visiting hospitals
 - Ukraine/Russia war has created uncertainty in several markets
 - Inflation & currency exchange volatility: Euro down 17% the past year & below the dollar for 1st time in 20 years
- But we anticipate sales conditions to improve as time passes, and as COVID likely burns itself out this year due to high rates of vaccination and natural immunity to become more like seasonal influenza, core sales are expected to return to growth on a constant currency basis



What are the catalysts
for growth?

Laser-Focused on 2022 Strategic Objectives

Despite the short-term impact of COVID-19 and geopolitical and economic events on our business, we continue to be disciplined in our focus and execution to position our company for success with key near-term goals:

1

Execute on STAR-T and STAR-D to open the U.S. market for DrugSorb-ATR

2

Restore growth of core CytoSorb sales

3

Fully transition CytoSorb production to new Princeton manufacturing facility

4

Forge and expand new and existing strategic partnerships

#1

Open the U.S. Market by Targeting
FDA Marketing Approval via
STAR-T and -D Pivotal Trials

EU Approval to Remove Brilinta and Xarelto “Blood Thinners” During Cardiothoracic Surgery

CytoSorb has received E.U. approval to remove two well-known blockbuster “blood thinners” during cardiothoracic surgery, used in millions of patients to reduce risk of stroke and heart attacks



Brilinta® (generic ticagrelor, aka Brilique® - AstraZeneca) is a blockbuster P2Y₁₂ anti-platelet agent (“blood thinner”) with more than \$1.5 billion in 2021 global sales, used in patients with acute coronary syndrome



Rivaroxaban (Xarelto® – Bayer, Jansenn/J&J) is a blockbuster Factor Xa inhibitor anticoagulant (“blood thinner”) with ~\$7.5 billion in 2021 global sales used as lifelong therapy in patients with atrial fibrillation

Problem: Patients that require emergent or urgent cardiothoracic surgery on these blood thinners can develop serious bleeding complications

CytoSorb installs easily into a heart-lung machine or cardiopulmonary bypass machine and as blood flows through the cartridge, removes these drugs rapidly during surgery and >90% from whole blood in CPB simulations to reverse their anticoagulant effect

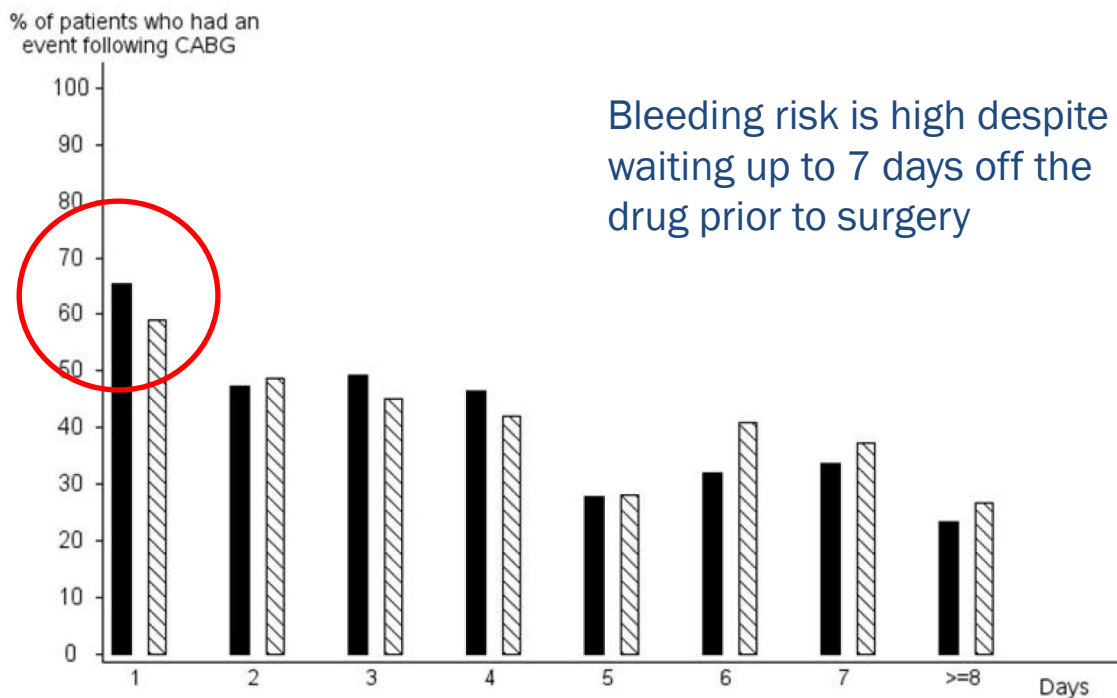
We believe CytoSorb can quickly become a cost-effective standard of care to prevent bleeding due to antithrombotic drugs, helping to drive sales growth



Risk of Bleeding Is High in CABG Patients on Brilinta

In the Brilinta (ticagrelor) registration PLATO (PLAeLeT inhibition and patient Outcomes) trial, 1584 patients underwent CABG surgery, randomized between those who received either ticagrelor or clopidogrel. Those patients (%) with life-threatening bleeding are shown.

Figure 2 – ‘Major fatal/life-threatening’ CABG-related bleeding by days from last dose of study drug to CABG procedure (PLATO)



Ticagrelor (T)
Clopidogrel (C)

	1	2	3	4	5	6	7	>=8
T	55/84	50/106	56/114	39/84	22/79	29/91	25/74	53/228
C	52/88	42/86	33/73	29/69	27/96	45/110	40/107	73/274

PLATO Major bleed, fatal/life-threatening: any major bleed as described above and associated with a decrease in Hb of more than 5 g/dL (or a fall in hematocrit (Hct) of at least 15%); transfusion of 4 or more units.

Fatal: A bleeding event that directly led to death within 7 days.

* Astra Zeneca Prescribing Information for Ticagrelor
PLATO Trial: Wallentin, L. et al. Ticagrelor versus clopidogrel in patients with acute coronary syndromes, NEJM 2009 Sep 10; 361(11):1045-57.

By Removing Drug, CytoSorb Reduces Bleeding Complications



43 patients
emergency surgery with **ticagrelor**

32 patients with intra-operative CytoSorb

11 patients control without CytoSorb



CPB + CytoSorb
(n=32)

CPB alone
(n=11)

288 ± 63

353 ± 84

Procedure duration** (min; mean ± SD)

21.9% (n=7)

45.5% (n=5)

Red blood cell transfusion

34.4% (n=11)

100% (n=11)

Platelet transfusion

350 [300 - 450]

890 [630 - 1025]

Chest tube drainage
remove volume/24hrs (ml; median [IQR])

0% (n=0)

36.4% (n=4)

Re-thoracotomy

2 [1 - 3]

3 [2 - 4]

Days in intensive care (median [IQR])

11 [9 - 12]

14 [10 - 16]

Total length of stay (days; median [IQR])

55 patients

12 patients
emergency surgery with **rivaroxaban**

7 patients with intra-operative CytoSorb

5 patients control without CytoSorb



CPB + CytoSorb
(n=7)

CPB alone
(n=5)

184 ± 97

309 ± 50

14.3% (n=1)

100% (n=5)

28.6% (n=2)

100% (n=5)

390 [310 - 430]

600 [590 - 1000]

0% (n=0)

40% (n=2)

2 [2 - 3]

6 [5 - 6]

11 [10 - 13]

18 [18 - 20]



In a separate analysis done in the U.K., this has translated into a projected cost savings to the hospital of approximately \$5,000 per patient, including the cost of CytoSorb

Targeting U.S. FDA Marketing Approval



- We seek U.S. FDA marketing approval of DrugSorb™-ATR to remove the blood thinners, Brilinta®, and Xarelto® and Eliquis® (\$16.7B in 2021 sales) during open heart surgery, to reduce potentially fatal bleeding complications
- We were awarded **two** FDA Breakthrough Device Designations for this application - a “fast track” path for devices addressing major unmet clinical needs
- We are actively enrolling dual pivotal U.S. randomized controlled trials, called STAR-T (to remove Brilinta) and STAR-D (to remove Xarelto and Eliquis), each designed to separately support U.S. FDA marketing approval of DrugSorb™-ATR
 - Each trial is expected to enroll 120 patients across 30 sites
 - The primary endpoint is a reduction in peri-operative bleeding vs standard of care alone
 - STAR-T is expected to achieve its first milestone of 40 patients enrolled this fall and complete enrollment by 1H 2023, and STAR-D 6-months behind
 - FDA marketing approval submission is expected within 3-6 months of completing enrollment
 - If successful, we seek to establish DrugSorb-ATR as the new global standard to reduce a broad range of blood thinners during cardiothoracic surgery



Co-Principal Investigators of STAR-T

C. Michael Gibson, MS, MD



Interventional Cardiologist

- Professor of Medicine, Harvard Medical School
- President & CEO of non-profit Baim Institute (formerly Harvard Clinical Research Institute) that has led over 1,000 studies, 3,000 manuscripts, and 60 FDA submissions
- Founder, Editor-In-Chief www.wikidoc.org
- Internationally recognized thought leader in cardiovascular clinical trials and regulatory process
- Led Phase 1-4 trials, totaling >180K patients including approval of Effient[®], Xarelto[®], and Bevyxxa[®]

Michael Mack, MD



Cardiothoracic Surgeon

- Chairman, Baylor Scott & White The Heart Hospital
- President, Baylor Scott & White Research Institute
- Pioneer in the field of cardiothoracic surgery
- World—renowned clinical research and physician
- Performed > 7,000 cardiac surgeries, > 400 publications
- Instrumental in key advances in therapy of cardiovascular disease

United States TAM for Ticagrelor Removal

50,000 patients on ticagrelor needing emergent/urgent open heart surgery annually in US

X

\$5,000 per device

\$250M Initial U.S. Total Addressable Market



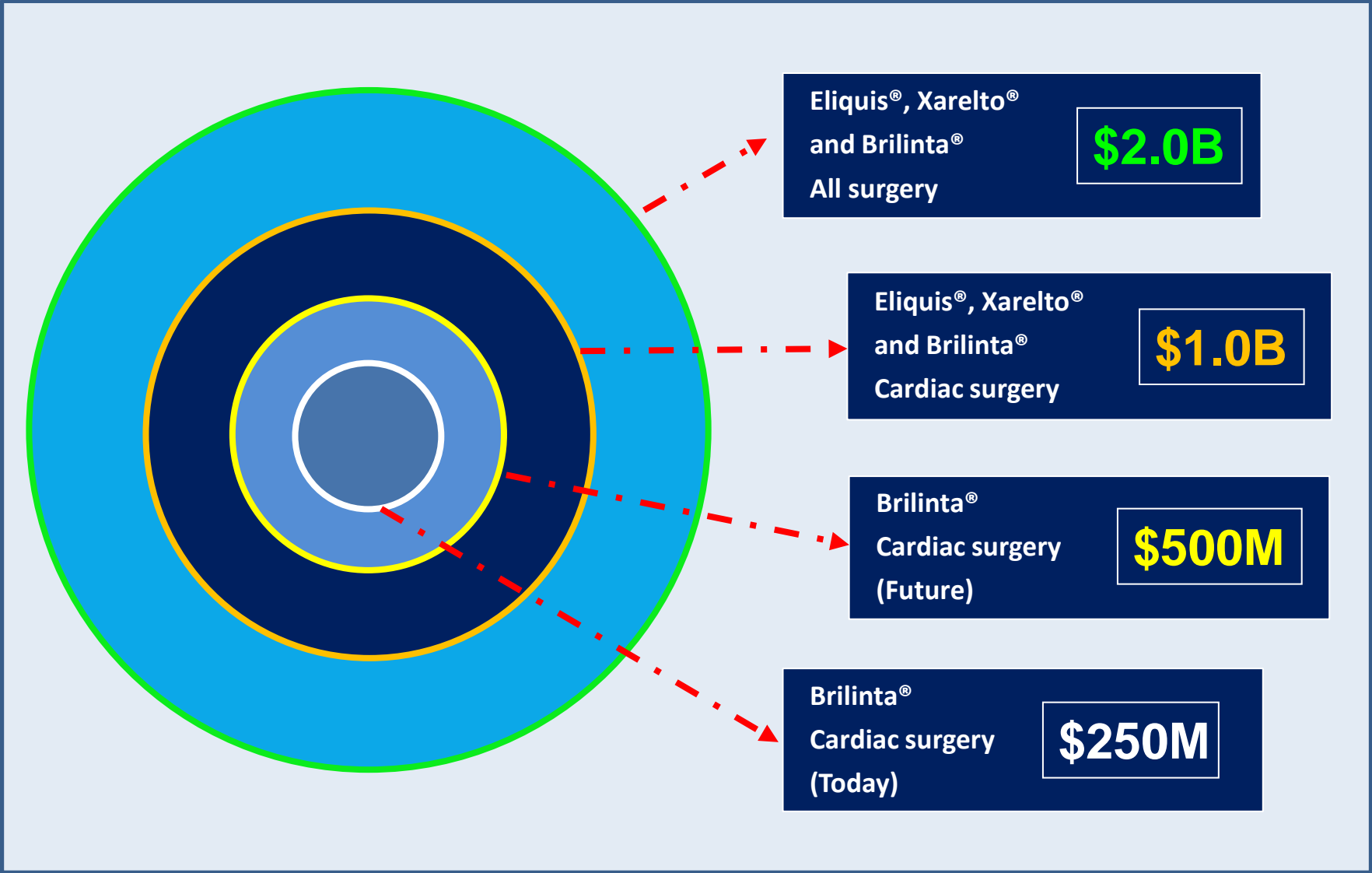
Ticagrelor market share expected to grow

- DrugSorb-ATR would make ticagrelor the only reversible platelet inhibitor
- Ticagrelor goes off patent in 2024 leading to a likely drop in prices



\$500M U.S. Total Addressable Market

Addressable U.S. Market For Current and Potential Future Indications for Antithrombotic Removal by DrugSorb-ATR



#2

Restore Growth of CytoSorb Sales

Early but Encouraging Signs of Market Improvement

Although not yet showing up in our numbers, we see early, but encouraging signs of improvement, including:

- More customer visits in Germany during the quarter
- Continued strong positive support from customers, where the feedback on lower orders in Germany has been primarily due to hospital challenges, such as staffing shortages, budgets, ICU capacity, and lower numbers of severely ill patients
- Strong pipeline of positive data on CytoSorb across both critical care and cardiac surgery
- Improved cross-functional synergy within our company, based on our new therapy area vertical strategy and leadership



Important Recent Developments

- Expansion of direct sales to U.K.
- New dedicated reimbursement in Israel (cardiac) and Turkey (ICU and cardiac)
- Important recent business developments that have the potential to drive future sales
 - Preferred supplier agreement with Asklepios Group, one of largest private hospital networks in Germany, adding to an existing agreement with Fresenius Helios, the other major private hospital network in Germany
 - Positive early response to our standalone blood pump strategy with new partner, Nikkiso, intended to drive easy and earlier CytoSorb use and expand the market for blood purification, with numerous equipment trials occurring or scheduled
 - New, expanded global marketing agreement with FMC, the market leader in dialysis worldwide with headquarters and a stronghold market in Germany, to make CytoSorb the featured technology for cytokine, bilirubin, and myoglobin removal



#3

Transition to New Manufacturing Facility

Scaling Manufacturing Capacity to \$300-400M

- Relocated to new headquarters in Princeton, NJ with new manufacturing facility that is expected to increase manufacturing capacity by 5x to \$300-400M in annual sales, while expanding product gross margins beyond 85% due to volume manufacturing
- Capital expenditures to build out facility are modest (<\$10M), an excellent ROI
- Buildout is complete, with commercial devices split between our older production facility and new facility, with final certification expected this year
- Product gross margins in Q2 2022 were 67%, down from 80% in Q1 2022, due to a month-long scheduled shutdown of production as we relocated to the new facility. Product gross margins are expected to return to historic levels (80+%) next year as we end the lease on our old facility, consolidate manufacturing, and drive volume



#4

More Partnerships

We are Central to Major Therapeutic Areas

Acute Care



Cardiovascular



Organ Transplant



Summary

CytoSorbents has the potential to become a highly profitable performer in the therapeutics space with superior operating profit margins

- High margin razorblade business model with excellent operating leverage and a solid track record of ex-US growth
- Strong foundation and well-funded for potential future growth, with new and existing clinical applications that address major unmet medical needs and ride major trends in healthcare
- We have extensive validation from physicians around the world, leading strategic partners, U.S. government agencies, and the media
- Focus on 4 key milestones is expected to drive our current and future success
 - U.S. FDA marketing approval based on 2 pivotal U.S. RCTs (STAR-T and STAR-D) for blood thinner removal and dual FDA Breakthrough Device Designations
 - Return to sales growth of CytoSorb as COVID fades
 - Transition fully to new manufacturing facility, increase capacity & gross margins
 - New partnerships and expansion of existing ones

The logo features the text "CytoSorb[®] Therapy" in white, with "10 YEARS" in a large, bold, white font below it. A white swoosh underline is positioned under the "10".

CytoSorb[®]
Therapy

10
YEARS

HELPING TO TREAT LIFE-THREATENING CONDITIONS IN THE ICU AND CARDIAC SURGERY AROUND THE WORLD

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CytoSorbents[™]

WORKING TO SAVE LIVES

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