



CytoSorbents Corporation (NASDAQ: CTSO)

A Leader in Critical Care Immunotherapy

Q2 2018 Earnings Conference Call

August 2, 2018

Conference Call Participants

Dr. Phillip Chan, MD, PhD

Chief Executive Officer and President

Vincent Capponi, MS

Chief Operating Officer

Kathleen Bloch, MBA, CPA

Chief Financial Officer

Dr. Eric Mortensen, MD, PhD

Chief Medical Officer

Dr. Christian Steiner, MD

Vice President of Sales and Marketing

Moderator: Jeremy Feffer – LifeSci Advisors

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 8, 2018 and other reports and documents filed from time to time by us, which are available online at www.sec.gov.



Operational Highlights

- 46,000+ CytoSorb treatments delivered, from 27,000 a year ago
- Record trailing 12-month total revenue of \$19.1M, including record 12-month product sales of \$17.4M with a mix of strong direct and distributor/partner activity
- Well-capitalized with a healthy cash balance of \$25.3M (6/30/18)
- Officially opened our new manufacturing plant, now in commercial production, that is expected to help expand blended product gross margins well beyond the current 74%
- Added to the Russell 2000 small cap and Russell 3000 indexes
- CytoSorb E.U. label expansion now includes reduction of bilirubin in liver disease, and myoglobin in severe trauma. Has potential to significantly expand the usage of CytoSorb



Clinical Trial Update

- REMOVE Endocarditis Trial (funded by German government)
 - 250 patient RCT: Safety and efficacy of CytoSorb to improve organ dysfunction when used intraoperatively during valve replacement for infective endocarditis
 - First patient in January, now with 40 patients at 6 centers
- U.S. REFRESH 2 Pivotal Trial
 - 400 patient RCT PMA multi-center adaptive trial targeting reduction of post-op AKI using CytoSorb during complex cardiac surgery
 - 7 active sites, 3 completed clinical trial agreements, 19 completing start-up activities
 - At the recommendation of key clinical advisors, a protocol amendment was submitted to expand the inclusion criteria, improve operational aspects of patient screening, enhance the rate of enrollment, and ultimately increase the applicable market. Changes were back-tested to patient screening logs. FDA approval is expected this quarter
 - Plan to be ready with 15-20 active sites recruiting when amendment goes into effect driving step-function in enrollment (1 patient/site/mth), rather than gradual increase
- HemoDefend Pivotal Trial
 - Point-of-care filter removes non-infectious contaminants from transfused pRBCs
 - U.S. pivotal trial for U.S. FDA approval expected to start in Q1 2019



Financial Highlights

Q2 2018 Comparative Revenue Results

	Quarter Ended June 30, 2018	Quarter Ended June 30, 2017	% Incr.
Product revenue	\$ 5,245,555	\$ 3,041,012	73%
Grant and other income	509,883	525,214	(2)%
Total revenue	\$ 5,755,438	\$ 3,566,226	61%

- Q2 2018 CytoSorb® sales were a record \$5.2M, a 73% increase over \$3.0M in Q2 2017
- ~\$21M annualized product sales run rate (as of Q2 2018) versus ~\$12.2M in Q2 2017
- Total revenue in Q2 2018 increased 61% to \$5.8M, which includes both product sales and grant revenue, compared to \$3.6M in Q2 2017
- Q2 2018 gross profit was ~\$4.0M, a 90% increase from ~\$2.1M for Q2 2017
- Q2 2018 product gross margins were ~74%, compared to 65% for Q2 2017, primarily as a result of manufacturing efficiency improvements at older facility

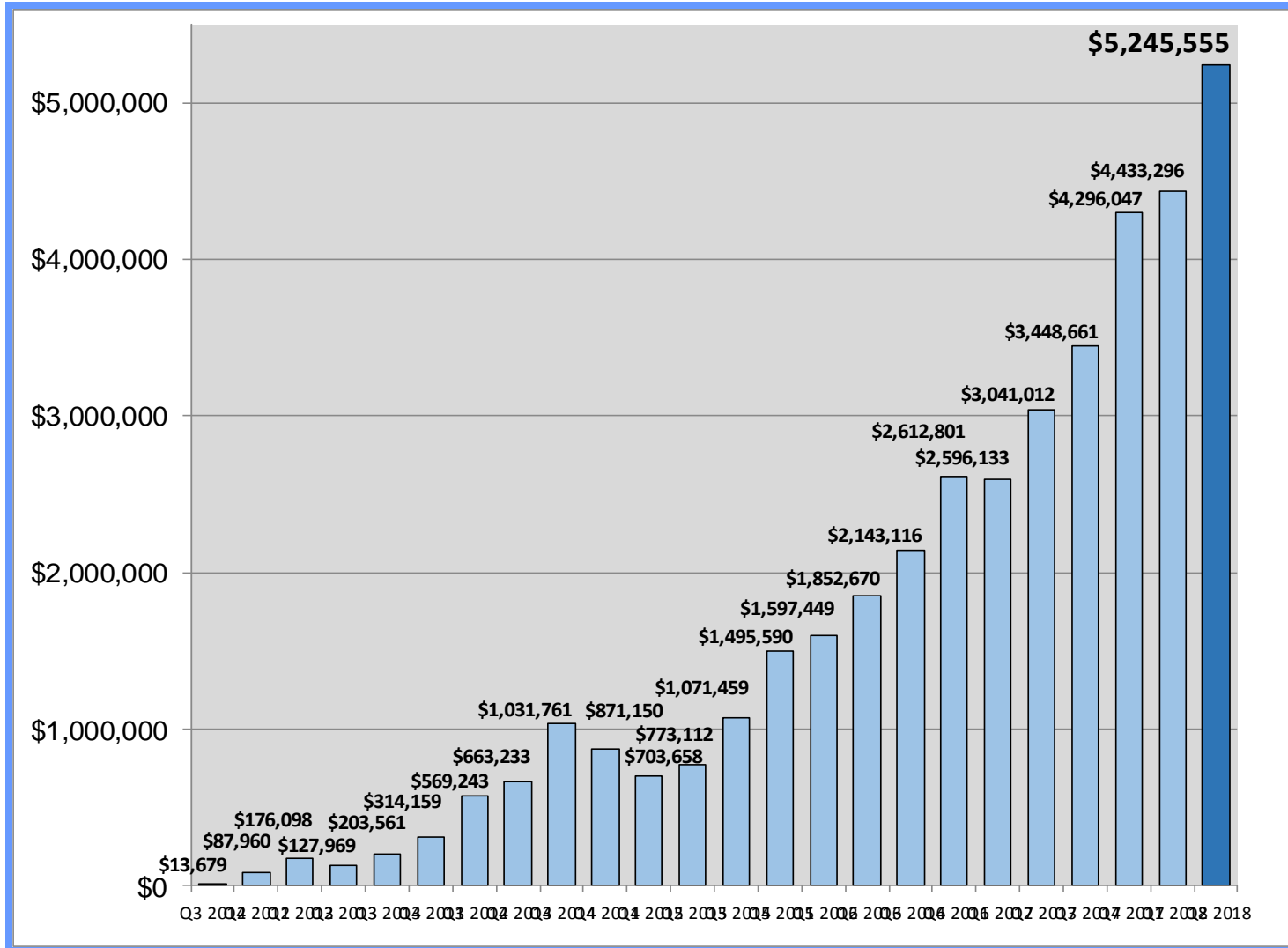
Comparative 6-Month Revenue Results

	6 Months Ended June 30, 2018	6 Months Ended June 30, 2017	% Incr.
Product revenue	\$9,678,852	\$5,637,145	72%
Grant and other income	\$1,001,239	\$1,042,599	(4)%
Total revenue	\$10,680,091	\$ 6,679,744	60%

- CytoSorb® product sales for 1H 2018 were \$9.7M, a 72% increase over product sales of \$5.6M for the same period a year ago
- Grant revenue was approximately \$1.0M for the 1H 2018
- Total revenue for 1H 2018, which includes both product sales and grant revenue, was \$10.7M as compared to \$6.7M for 1H 2017, an increase of 60%

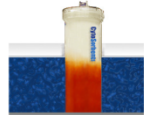
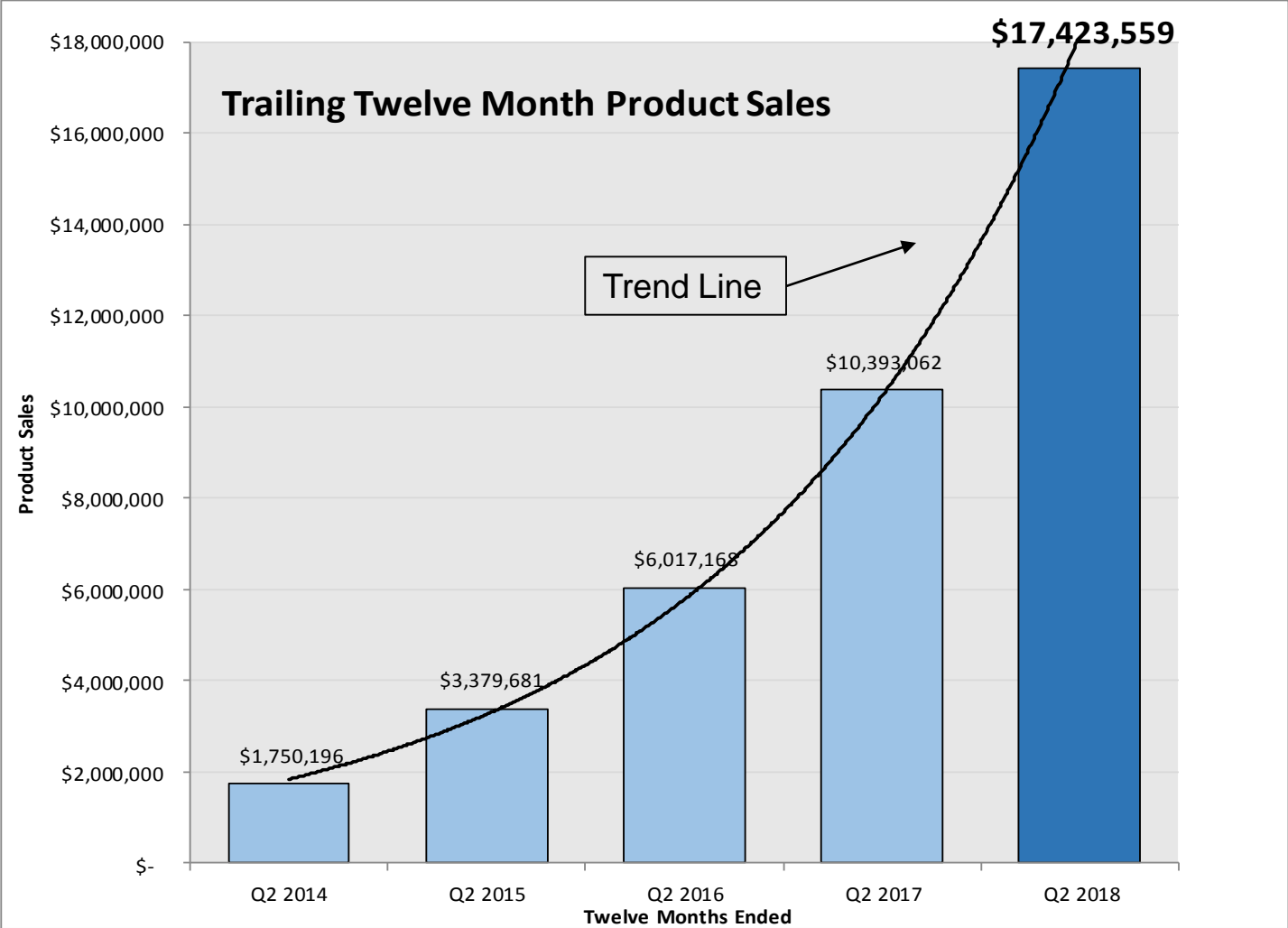
Quarterly Product Sales

Have achieved 24 consecutive quarters of year-over-year quarterly growth



Trailing Twelve Months Product Sales

Over the past three years, the compound growth rate of return (“CAGR”) on product sales was 73%

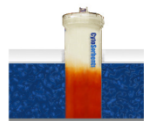


Working Capital and Cap Table

Working Capital as of						
	6/30/2018	3/31/18	12/31/17	12/31/16	12/31/15	12/31/14
Current Assets:						
Cash and short-term investments	\$25,282	21,090	\$ 17,322	\$ 5,245	\$ 7,509	\$ 5,550
Grants and accounts receivable, net	2,903	2,352	2,206	1,433	649	819
Inventories	769	680	796	834	1,191	538
Prepaid expenses and other current assets	1,826	393	415	316	512	700
Total current assets	30,780	24,515	20,739	7,828	9,861	7,607
Current Liabilities:						
Accounts payable	1,253	2,139	1,244	1,330	685	698
Accrued expenses and other current liabilities	2,238	1,847	2,604	2,115	723	825
Current maturities of long-term debt	-	-	4,000	833	-	-
Deferred revenue	-	-	-	-	-	1
Total current liabilities	3,491	3,986	7,848	4,278	1,408	1,524
Net Working Capital	27,289	20,529	\$ 12,891	\$ 3,550	\$ 8,453	\$ 6,083

Cap Table 6/30/2018

	Fully Diluted Common Shares
Common Stock	31,418,654
Options	4,304,368
Warrants	465,358
Restricted Stock Unit Awards	139,138
	36,327,518



Guidance

- We expect 2H 2018 CytoSorb sales will exceed 1H 2018 CytoSorb sales
- Continue to expect solid growth and achievement of operating profitability in 2018 on a quarterly basis (less non-cash expenses and clinical trial costs)
- Anticipate expansion in blended product gross margins (currently at 74%) as we scale up production from our new manufacturing facility

Q&A Session

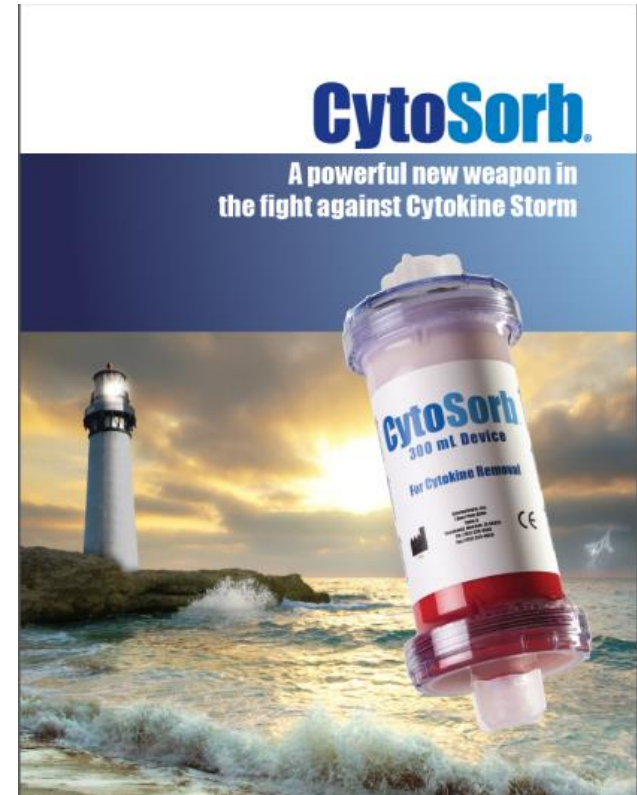
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NASDAQ: CTSO

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