

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

FORM 10-K

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE  
SECURITIES EXCHANGE ACT OF 1934

For the Fiscal Year Ended: June 30, 2004

Commission File Number: 0-16375

ThermoGenesis Corp.  
(Exact name of registrant as specified in its charter)

Delaware  
(State of incorporation)

94-3018487  
(I.R.S. Employer Identification No.)

2711 Citrus Road  
Rancho Cordova, California 95742

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(Address of principal executive offices) (Zip Code)

(916) 858-5100  
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(Registrant's telephone number, including area code)

Securities Registered Pursuant to Section 12(b) of the Act: None  
Securities Registered Pursuant to Section 12(g) of the Act: Common Stock, \$0.001  
par value

Indicate by check mark whether the registrant (1) has filed all reports required  
to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during  
the preceding twelve months (or for such shorter period that the registrant was  
required to file such reports), and (2) has been subject to such filing  
requirements for the past 90 days. [X] Yes [ ] No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405  
of Regulation S-K, is not contained herein, and will not be contained, to the  
best of the registrant's knowledge, in definitive proxy or information  
statements incorporated by reference in Part III of this Form 10-K or any  
amendment of this Form 10-K. [X]

Indicate by check mark whether the registrant is an accelerated filer (as  
defined in Rule 12b-2 of the Act). [X] Yes [ ] No

The aggregate market value of the common stock held by non-affiliates as of  
December 31, 2003 (the last trading day of the second fiscal quarter) was  
\$213,876,725, based on the closing sale price on such day.

As of August 20, 2004, 44,843,919 shares of the Registrant's Common Stock were  
outstanding.

Documents incorporated by reference: Portions of the registrant's proxy  
statement for its 2004 Annual Meeting of Stockholders are incorporated by  
reference into Part III hereof.

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PART I

ITEM 1. BUSINESS  
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(A) Overview of Business  
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ThermoGenesis Corp. ("the Company", "we", "our") incorporated in Delaware in July 1986, designs, manufactures and distributes blood processing systems---CryoSeal(R) Fibrin Sealant ("FS") System and BioArchive(R) System and their companion products--- that enable the manufacture of surgical sealants or cell therapy drugs from donor blood. These "enabling technologies" are sold into two distinct markets: Blood Processing and Hospital/Wound Care centers. Both the CryoSeal and BioArchive systems consist of an automated blood processing device, and dedicated sterile single-use disposables that our customers use to manufacture surgical sealant and cell therapy products sourced from single units of blood. These products include hematopoietic stem cells from placental/cord blood for bone marrow rescue transplants and blood derived proteins and wound healing growth factors that provide surgeons with a means of arresting bleeding and/or bonding excised tissue together thereby initiating cellular repair of the excised tissues. These growth factors are also reported to accelerate the healing of damaged bones and chronic dermal wounds. Initially, the Company developed its ThermoLine products for ultra rapid freezing and thawing of blood components.

The Company markets and sells its products through both a direct sales force and independent distributors. The principal geographic markets are the United States, Europe, Japan and Asia-Pacific. The Company also sells its products in Canada and Latin America.

Blood Processing  
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The Company produces the BioArchive System and Accessories, the ThermoLine™ Ultra-Rapid Plasma Thawers and Ultra-Rapid Plasma Freezers.

The BioArchive System is a robotic liquid Nitrogen Storage System with integrated controlled rate freezers. The BioArchive technology enables the processing, cryopreservation and archiving of single unit of donor cell specimens in liquid nitrogen (-196 degree centigrade) without harmful transient warming events by eliminating manual transfer of samples from the controlled rate freezer to the quarantined freezer and to storage freezers. The robotic storage and retrieval reduces losses of cell viability, provides consistent handling and eliminates misplacement of samples.

The BioArchive Accessories and Disposables include overwrap bags, sealers, expressors, a manual retrieval device, canisters, processing bags and freezing bags. The 25 ml freezer bag provides consistent sample geometry (shape, size, volume) and repeatable freeze characteristics for each unit for traceable freeze process.

The BioArchive System, Accessories and Disposables are sold to both Public and Private Cord Blood Banks.

The ThermoLine Ultra-Rapid Plasma Thawers are used for thawing stored RBC (red blood cells) or FFP (fresh frozen plasma) before their transfusion. A process of rapid homogenous thawing of frozen plasma or red blood cells is desirable so that emergency transfusions can be quickly administrated. The sealed system (membrane thawer pockets) allows the hospital blood bank to thaw frozen blood plasma in approximately twelve minutes with substantially reduced maintenance requirements and with reduced airborne contaminants.

The Ultra-Rapid Plasma Freezers optimize plasma freezing through unique liquid heat transfer and uniform freezing technologies. The snap-seal membrane pockets

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accommodate plasma bags of various sizes and reduce possibility of contamination. Conventional freezing systems rely on air blast freezing; however, this method requires a considerable length of time to thoroughly freeze a unit of FFP.

The market for Ultra Rapid Plasma Freezers is concentrated within the blood banks, blood transfusion centers, and plasma collection centers around the world. Another category of customer is the facilities where plasma fractionators collect blood plasma from paid donors. These customers require large, high-capacity freezers.

Hospital/Wound Care

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The Company produces the CryoSeal FS System and a Thrombin Processing Device for the Hospital/Wound Care Market.

Fibrin sealants are a type of protein gel used by surgeons as hemostatic agents (material used to control or stop bleeding) or to glue tissue together during surgery. While sutures and staples will bring tissue edges together very effectively, they do not have inherent sealing and clotting activity or certain growth factors which induce the regeneration of damaged tissue.

Conventional "first generation" fibrin sealants sourced from "pools" of thousands of purchased units of plasma are used today for a wide variety of surgical procedures. These include the major blood-loss surgeries of the cardiovascular, pulmonary, and liver regions. Fibrin sealants are used to seal needle holes, pulmonary leaks, and to seal slow oozing wounds. Fibrin sealants provide excellent adhesion for skin graft, plastic surgery procedures, and sealing the dura to prevent cerebral spinal fluid leaks.

The CryoSeal FS System simultaneously produces fibrin sealant components, fibrinogen-rich cryoprecipitate and thrombin, from a single unit of autologous plasma in about 1 hour. The system is convenient and easy to use with minimized "hands-on" time through system automation. The CryoSeal ("CS-1") device displays step-by-step instructions. The system allows creating customized fibrin sealant kits depending on the volume required. Each kit may contain up to 6 ml of fibrin sealant.

CryoSeal FS components are prepared in a closed system from autologous plasma, eliminating the risks associated with pooled plasma products. CryoSeal FS is 100% human and contains no bovine or animal components and no synthetics (gluteraldehyde, cyanoacrylate).

CryoSeal FS has CE Mark approval and is available in Europe, Latin America and Canada. In the US, the Company is completing its Food and Drug Administration ("FDA") Phase III clinical trial utilizing CryoSeal sealant to achieve hemostasis after liver resection surgery.

The Thrombin Processing Device is available as part of the CryoSeal FS system. It is a unique, sterile single use disposable, which can produce approximately 8 ml of activated thrombin from a 10 ml aliquot of the patient's blood. The Thrombin Processing Device is also available as a stand alone product for spinal surgery and is sold to Interpore Cross for distribution in Europe.

(B) CLINICAL SUMMARY STATUS  
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Other than initial filing of applications and final agency approval of such applications, the Company does not comment on the day-to-day details of ongoing clinical activities.

CryoSeal FS System:  
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- (1) As of July 15, 2001 the Company successfully completed the pre-clinical studies designed to characterize CryoSeal Fibrin Sealant for our Investigational Device Exemption ("IDE") submission to the FDA:

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- o Chemical Characterization of the Thrombin and Fibrinogen and Protein-rich Cryoprecipitate. In vitro assays were performed to demonstrate the reproducibility of the system and its performance across a significant sampling of donor plasmas, the impact of system variables on system performance, including fresh vs. frozen plasma, starting plasma volume and the type of anticoagulant present, the protein composition as well as the short and long term stability of the final thrombin and cryoprecipitate preparations.
  - o Determination of Tensile Strength of the Thrombin and Fibrinogen-rich Cryoprecipitate. In vitro tensile (mechanical) strength measurements were performed on CryoSeal Fibrin Sealant, as well as a commercial fibrin sealant, using equipment designed for such purpose.
  - o Demonstration of Pre-Clinical Efficacy of CryoSeal Fibrin Sealant during Pig Liver Resectioning. An in vivo animal model, pig liver resectioning, was performed to refine the technique of applying the CryoSeal Fibrin Sealant to the surgical site, determination of the time to hemostasis.
- (2) In March of 2001, CE Mark approval was granted by the European community, thus approving the CryoSeal FS System for commercial activities within the European Community. A number of European clinical studies are planned during the fiscal year 2004 to demonstrate the product's efficacy with a wide array of surgical procedures.
  - (3) In May of 2001, a license was granted by the Canadian government approving the CryoSeal FS System for commercialization within Canada.
  - (4) In August 2001, an IDE was filed with the FDA requesting approval to initiate Phase III human clinical trials for liver resectioning. The filing and the approval of the results of the phase III clinical trials will enable the Company to immediately initiate commercial activities for the CryoSeal FS System in the United States.
  - (5) On July 31, 2002, the Company announced that an independent Data Safety Monitoring Board ("DSMB"), comprised of surgeons, a biostatistician and an ethicist, recommended proceeding with the multi-center pivotal trial for the CryoSeal FS System.
  - (6) As of June 30, 2004, the Company was continuing to enroll patients into our Phase III clinical study at multiple US teaching hospitals.

Non-US Clinical Studies

- (1) Bellaria-Maggiore Hospital in Bologna, conducted a study titled, "Production and Use of Fibrin Glue at Blood Transfusion Service of Bellaria-Maggiore Hospital Bologna". The authors report on a retrospective controlled evaluation of the efficacy and safety of autologous CryoSeal FS Fibrin Sealant. The thirty (30) patients receiving CryoSeal FS had a significantly lower number of blood units transfused and were significantly less anemic at discharge. In addition, the evaluation shows shorter hospital stay in the group receiving CryoSeal FS.
- (2) St. Michael's Hospital, University of Toronto Canada compared the influence of allogeneic units transfused of pre-operative autologous donation ("PAD"), and usage of CryoSeal FS. There were 21 patients included in the study. They found that using PAD and CryoSeal compared with using only PAD decreased the usage of allogeneic blood from 2.5 units to 1.25 units/transfused patient.

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- (3) Mercuriali et al., study titled, "Efficacy of 'Home-Made' Fibrin Glue in Reducing Bleeding in Liver Resections", reported a comparison of using CryoSeal FS and commercial fibrin sealant on patients undergoing liver resections. The results show that using CryoSeal FS gives similar outcomes compared with Tissucol from Baxter. There were 30 patients included in the study.
- (4) Ottawa Civic Hospital is conducting a randomized trial to evaluate hemostasis in surgical procedures for ear, nose and throat using the CryoSeal FS System. The study involves one-hundred (100) patients and is on-going.
- (5) Asahi Medical Ltd. has completed the CryoSeal FS study in Japan. The study evaluated the hemostatic ability of the CryoSeal Fibrin Sealant during multiple surgical procedures. Submission to the Japanese Ministry of Health is expected in early FY2005. There were 70 patients included in the study.

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(C) Competition

Blood Processing

o Cord Blood Banking and Cell Therapy

The competition is limited to manufacturers of individual cryogenic components (dewars, controlled rate freezers, etc.) of conventional systems, such as Taylor Wharton and MVE.

The Company anticipates greater demand for the BioArchive System and compatible disposables as cell therapy companies work to develop products that are more end user friendly and provide the manufacturer with greater logistical flexibility. This could lead to other competitors emerging to provide various products which deliver one or more of the needed enabling technologies for the future growth of the cell therapy industry.

o Freezers: North American Competitors

In North America, the three major manufacturers of Plasma Freezers are the Company, SPX/SGA Division and Forma Scientific. ThermoGenesis Corp. utilizes a liquid heat transfer freezing method while Forma Scientific and SPX use an air blast freezing method.

Thawers: North American Competitors

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In North America, the major manufacturers of Plasma Thawers are the Company, Helmer, Cytotherm and Genesis.

Hospital/Wound Care Market  
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o Commercial Fibrin Sealants  
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The Company is aware of five companies which have developed or are developing commercial fibrin glues: Baxter, Hemacure, Aventis, Vivolution and Omrix Pharmaceuticals ("Omrix").

To date, only Baxter, Hemacure, and Omrix have received FDA approval to market their products in the US.

The main competitor is Baxter, which markets Tisseel/Tissucol in the US and in Europe.

Aventis markets Beriplast in Europe and Japan and is the largest manufacturer of fibrin sealant outside the US. Beriplast is not available in the US.

o Thrombin Processing Devices ("TPD")  
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The only competition for the ThermoGenesis TPD in the U.S. is bovine thrombin.

In Europe, two companies e.g., Medtronic, Harvest Technologies offer a thrombin processing device which integrated in their platelet gel systems.

Dideco has released the Activat device in Europe, which produces autologous thrombin.

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(D) Research and Development  
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The Company is focused on the development of new product line extensions and on improvements to existing products. The future research and development activities of the Company will be devoted to the completion of the CryoSeal System's human clinical trial for the control of bleeding during liver resectioning surgery, and additional products or significant upgrades to existing products associated with the BioArchive and CryoSeal product platforms. Research and Development expense reflects the cost of these activities, as well as the costs to obtain regulatory approvals of new products and processes and to maintain the highest quality standards with respect to existing products. The Company's research and development expenses were \$3,472,000 or 30% of net revenues in 2004, \$2,937,000 or 29% of net revenues in 2003 and \$2,283,000 or 24% of net revenues in 2002. See "Management's Discussion and Analysis of Financial Condition and Results of Operations."

(E) Description of Device Manufacturing  
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The Company is currently manufacturing all major instruments and equipment sold by the Company, as well as manufacturing a limited number of its disposable products (Thrombin Reagent and the BioArchive Overwrap Bag). The manufacturing site is compliant to the FDA's Quality System Regulations ("QSR"), the European ISO 9001 and ISO 13485. The Company believes that vendors used by the Company are capable of producing sufficient quantities of all required components. Products manufactured or sold by the Company are warranted against defect in manufacture for major instrument equipment for a period of 12 months from shipment or installation, as applicable, when used for the equipment's intended purpose, which warranties exclude consequential damages to the extent allowed by law.

Instrument Manufacturing- The Company manufactures the BioArchive

instrument, the Auto-Expressor, CS-1 instrument, Ultra Rapid Plasma Freezers and Ultra Rapid Plasma Thawers at its ISO 9001 and FDA Compliant Rancho Cordova, CA facility. The Company assembles the hardware from multiple subassemblies supplied by a wide base of skilled suppliers. However, the Company manufactures certain sub-assemblies, e.g., the BioArchive robotic, barcode-reading periscope, in their entirety at the Rancho Cordova facility. All parts and subassemblies are procured from qualified suppliers. Trained ThermoGenesis employees inspect incoming parts and sub-assemble products and perform final QC release based on performance criteria. All processes are procedurized and either verified or validated to ensure products meet specification.

Disposables Manufacturing- The Company utilizes contract manufacturers with FDA registered facilities that we believe have the technical capability and production capacity to manufacture our CryoSeal and BioArchive disposables. However, there are two disposables that we manufacture in house.

Thrombin Reagent and BioArchive Overwrap Bag Manufacturing- The manufacturing process for the Thrombin Reagent occurs at two different facilities, ThermoGenesis Corp. and at a contract manufacturer. We perform the initial manufacturing processes at our manufacturing facilities. After filling and stoppering of the syringes, the syringes are shipped to our contract manufacturer where they are terminally sterilized, individually labeled and packaged. Our Quality Assurance Department is responsible for final product release. All processes associated with the manufacture of the BioArchive overwrap bag occur at the Company's manufacturing facility.

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The majority of the materials used to produce the Company's products are readily available from various sources. Based upon current information from manufacturers, the Company does not anticipate any shortage of supply. In the event that it becomes necessary for us to obtain raw materials from an alternative supplier, we would first be required to qualify the quality assurance systems and product of that alternative supplier.

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We, as well as any contract manufacturers of our products, are subject to inspections by the FDA and other regulatory agencies for compliance with applicable good manufacturing practices, codified in the Quality System Regulation ("QSR's"), which include requirements relating to manufacturing conditions, extensive testing, control documentation and other quality assurance procedures. Our facilities have undergone an ISO 9001 and ISO 13485 and Medical Device Directives ("MDD") inspection, in preparation for obtaining a CE Mark on our products, in addition to an FDA and State Food and Drug inspections. Failure to obtain or maintain necessary regulatory approval to market our products would have a material adverse impact on our business. See "Factors Affecting Operating Results."

(F) Government Regulation  
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The product development, pre-clinical and clinical testing, manufacturing, labeling, distribution, sales, marketing, advertising and promotion of the Company's research, investigational, and medical devices are subject to extensive government regulation in the United States, and also in other countries. These national agencies and other federal, state and local entities regulate, among other things, development activities and the testing (in vitro and in clinical trials), manufacture, safety, effectiveness, labeling, storage, record keeping, approval, advertising and promotion of our products.

The extent of the process required by the FDA before a medical device may be marketed in the United States depends on the classification of device. If the medical device is a Class III such as the CryoSeal FS System, the process includes the following:

- o Extensive pre-clinical laboratory and animal testing;

- o Submission and approval of an Investigational Device Exemption (IDE) application;
- o Human clinical trials to establish the safety and efficacy of the medical device for the intended indication; and
- o Submission and approval of a Pre-Market Application ("PMA") to the FDA.

Pre-clinical tests include laboratory evaluation of product chemistry/biochemistry and animal studies to assess the potential safety of the product. Safety testing includes tests such as biocompatibility, package integrity and stability. Pre-clinical tests must be performed by laboratories that comply with the FDA's Good Laboratory Practices ("GLP's") regulations. The results of the pre-clinical tests are submitted to the FDA as part of an IDE application and are reviewed by the FDA before human clinical trials can begin. Human clinical trials begin when IDE approval is granted.

Clinical trials involve the application of the medical device or biologic produced by the medical device to patients by a qualified medical investigator according to an approved protocol and approval from an Institutional Review Board ("IRB"). Clinical trials are conducted in accordance with FDA regulations and an approved protocol that detail the objectives of the study, the parameters to be used to monitor participant safety and efficacy or other criteria to be evaluated. Each protocol is submitted to the FDA as part of the IDE. Each clinical study is conducted under the approval of an IRB. The IRB considers, among other things, ethical factors, the potential risks to subjects participating in the trial and the possible liability of the institution. The IRB also approves the consent form signed by the trial participants.

Medical device clinical trials are typically conducted as a phase III clinical trial. A safety pilot trial may be performed prior to initiating the phase III clinical trial to determine the safety of the product for specific targeted

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indications to determine dosage tolerance, optimal dosage and means of application and to identify possible adverse effects and safety risks. Phase III trials are undertaken to confirm the clinical efficacy and safety of the product within an expanded patient population at geographically dispersed clinical study sites. The FDA, the clinical trial sponsor, the investigators or the IRB may suspend clinical trials at any time if any one of them believes that study participants are being exposed to an unacceptable health risk.

The results of product development, pre-clinical studies and clinical studies are submitted to the FDA as a PMA for approval of the marketing and commercial shipment of the medical device in the United States. The FDA may deny a PMA if applicable regulatory criteria are not satisfied or may require additional clinical testing. Even if the appropriate data is submitted, the FDA may ultimately decide the PMA does not satisfy the criteria for approval. Product approvals, once obtained, may be withdrawn if compliance with regulatory standards are not maintained or if safety concerns arise after the product reaches the market. The FDA may require post-marketing testing and surveillance programs to monitor the effect of the medical devices that have been commercialized and has the power to prevent or limit future marketing of the product based on the results of such programs.

Each domestic manufacturing establishment in California must be registered with by the FDA and the California State Food and Drug Branch. Domestic manufacturing establishments are subject to biennial inspections by the FDA and annual inspections by the State of California for compliance with the QSRs. We are also subject to U.S. federal, state, and local regulations regarding workplace safety, environmental protection and hazardous materials and controlled substance regulations, among others. The Company has a California Environmental Protection Agency Identification number for the disposal of bio-hazardous waste from its research and development biological lab.

Some of our products which have a lower potential safety risk to the intended user or patient, and which have similar, competitive products previously cleared by the FDA for the same intended indication, may utilize a simpler and shorter regulatory path called a Premarket Notification or a 510(k) application to gain commercial access to the marketplace. This regulatory process requires that the Company demonstrate substantial equivalence to a product which was on the market prior to May 29, 1976, or which has been found substantially equivalent after that date.



Some of our products that have minimal risk to the intended user and do not involve direct patient interaction may be deemed by the FDA as being exempt from FDA review. These products still require compliance with QSRs.

Failure to comply with applicable FDA requirements can result in fines, injunctions, civil penalties, recall or seizure of products, total or partial suspension of production, distribution, sales and marketing, or refusal of the FDA to grant clearance of a PMA or clearance of a 510(k). Actions by the FDA might also include withdrawal of marketing clearances and criminal prosecution. Such actions could have a material adverse effect on the Company's business, financial condition, and results of operation.

(G) Patents and Proprietary Rights  
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The Company believes that patent protection is important for products and potential segments of its current and proposed business. In the United States, the Company currently holds 20 patents, and has six (6) patents pending to protect the designs of products which the Company intends to market. There can be no assurance, however, as to the breadth or degree of protection afforded to

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the Company or the competitive advantage derived by the Company from current patents and future patents, if any. Although the Company believes that its patents and the Company's existing and proposed products do not infringe upon patents of other parties, it is possible that the Company's existing patent rights may be challenged and found invalid or found to violate proprietary rights of others. In the event any of the Company's products are challenged as infringing, the Company would be required to modify the design of its product, obtain a license or litigate the issue. There is no assurance that the Company would be able to finance costly patent litigation, or that it would be able to obtain licenses or modify its products in a timely manner. Failure to defend a patent infringement action or to obtain a license or implementation of modifications would have a material adverse effect on the Company's continued operations.

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While patents have been issued or are pending, the Company realizes (a) that the Company will benefit from patents issued only if it is able to market its products in sufficient quantities of which there is no assurance; (b) that substitutes for these patented items, if not already in existence, may be developed; (c) that the granting of a patent is not a determination of the validity of a patent, such validity can be attacked in litigation or the Company or owner of the patent may be forced to institute legal proceedings to enforce validity; and (d) that the costs of such litigation, if any, could be substantial and could adversely affect the Company.

(H) Factors Affecting Future Results  
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We Have Incurred Net Losses since Our Inception and Expect Losses to Continue. Except for net income of \$11,246 for fiscal 1994, we have not been profitable since our inception. For the fiscal year ended June 30, 2004, we had a net loss of \$4,777,000, and an accumulated deficit at June 30, 2004, of \$59,490,000. We will continue to incur significant costs as we continue our efforts to develop and market our current systems and related applications. Although we are executing on our business plan to develop and market launch new products, continuing losses may impair our ability to fully meet our objectives for new product sales.

We May Need to Raise Additional Capital in the Future to Fund Our Operations. We May be Unable to Raise Funds When Needed or on Acceptable Terms. During the year ended June 30, 2004, our operating activities used cash of \$4,478,000 and our financing activities provided \$15,124,000 in the same period. As of June 30, 2004, we had cash on hand of \$16,612,000. Based on our cash balance, historical trends and future projections, we believe our current funds are sufficient to provide for our projected needs to maintain operations for at least the next 12 months. However, if actual sales do not meet expectations, or marketing, production and clinical trial costs increase significantly, we may need to seek

additional financing. Any additional equity financings may be dilutive to our existing stockholders.

We Have Limited Testing Data and Must Complete Further Testing Successfully in Order to Gain FDA Approval Required to Market our CryoSeal Fibrin Sealant System in the United States. The Company is conducting the pivotal trial of its CryoSeal FS System in the United States. While these studies provide a basis to achieve regulatory permission to promote these systems for some of the indications that management believes can be achieved, they do not provide a basis to achieve all of the indications. Further clinical studies must be performed. There can be no assurance that the clinical studies can be successfully completed within the Company's expected time frame and budget, or that the Company's products will prove effective in the required clinical trials. If the Company is unable to conclude successfully the clinical trials of its products in development, the Company's business, financial condition and results of operations could be adversely affected.

Our Failure to Develop New Products Will Adversely Affect Our Future Growth. Historically, substantially all of our sales have been from products related to freezing, thawing, and storing of blood plasma. Because we expect this segment of the blood plasma market to have limited growth potential, new products for the biotechnology market will have to be successfully developed and marketed for future growth. Recently, the BioArchive product line has been a significant contributor to our revenues. We are currently focused on increasing our BioArchive product line revenues and marketing novel blood processing systems such as the CryoSeal FS System for the automated production of autologous or allogeneic blood components used as fibrin sealants. Although the CryoSeal product uses technology related to our core competencies, it also represents a departure from our former core blood plasma business. Further, although we have had discussions with experts in areas of application for this product, it is still in its development and/or initial market phase. No assurance can be given that potential products can be successfully developed, and if developed, that a market will also develop for them.

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Our Business is Heavily Regulated, Resulting in Increased Costs of Operations and Delays in Product Sales. Most of our products require FDA approval to sell in the U.S and will require clearance from comparable agencies to sell our products in foreign countries. These clearances may limit the U.S. or foreign market in which our products may be sold or circumscribe applications for U.S. or foreign markets in which our products may be sold. The majority of our products related to freezing blood components are currently exempt from the requirement to file a 510(k) pre-market application. These products are currently marketed and sold worldwide. Further, our products must be manufactured under principals of our quality system for continued CE Marking that allows our products to be marketed and sold in Europe, which are similar to the quality system regulations of both the FDA and California Department of Health. Failure to comply with those quality system requirements and regulations may subject the Company to delays in production while it corrects any deficiency found by either the FDA, the State of California or the Company's Notifying European Body during any audit of our quality system. With limited working capital and resources there is no assurance that we will not be found to be out of compliance, resulting in warning letters or even temporarily shut down in manufacturing while the non-conformances are rectified.

Influence By the Government and Insurance Companies May Adversely Impact Sales of Our Products. Our business may be materially affected by continuing efforts by government, third party payers such as Medicare, Medicaid, and private health insurance plans, to reduce the costs of healthcare. For example, in certain foreign markets the pricing and profit margins of certain healthcare products are subject to government controls. In addition, increasing emphasis on managed care in the U.S. will continue to place pressure on the pricing of healthcare products. As a result, continuing effort to contain healthcare costs may result in reduced sales or price reductions for our products. To date, we are not aware of any direct impact on our pricing or product sales due to such efforts by governments to contain healthcare costs, and we do not anticipate any immediate impact in the near future.

Our Inability to Protect Our Patents, Trademarks, and Other Proprietary Rights could Adversely Impact Our Competitive Position. We believe that our patents, trademarks, and other proprietary rights are important to our success and our competitive position. Accordingly, we devote substantial resources to the establishment and protection of our patents, trademarks, and proprietary rights.

We currently hold patents for products, and have patents pending for additional products that we market or intend to market. However, our actions to establish and protect our patents, trademarks, and other proprietary rights may be inadequate to prevent imitation of our products by others or to prevent others from claiming violations of their trademarks and proprietary rights by us. If our products are challenged as infringing upon patents of other parties, we will be required to modify the design of the product, obtain a license, or litigate the issues, all of which may have an adverse business effect on us.

Failure to Protect Our Trade Secrets May Assist Our Competitors. We use various methods, including confidentiality agreements with employees, vendors, and customers, to protect our trade secrets and proprietary know-how for our products. However, such methods may not provide complete protection and there can be no assurance that others will not obtain our know-how, or independently develop the same or similar technology. We prepare and file for patent protection on aspects of our technology which we think will be integrated into final products early in design phases, thereby attempting to mitigate the potential risks.

Competition in Our Industry is Intense and Will Likely Involve Companies with Greater Resources than We Have. We hope to develop a competitive advantage in the medical applications of our products, but there are many competitors that are substantially larger and who possess greater financial resources and personnel than we have. Our current principal market is the users of ultra-rapid blood plasma freezing and thawing equipment and cord blood banks. There are companies that sell freezers to the blood plasma freezing industry that are larger and possess greater financial and other resources than we do. The

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CryoSeal System may face competition from major plasma fractionators that currently sell fibrin glue sourced from pooled plasma outside the U.S. With regard to the BioArchive System, numerous larger and better-financed medical device manufacturers may choose to enter this market as it develops.

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We Have a Limited Marketing and Sales Force for New Products Which May Delay Our Goal of Increased Sales Levels. We currently sell our existing medical devices through a direct sales and marketing force, and our foreign distribution network. Although we have entered into exclusive distribution agreements for our two new platform products and we continue to seek strategic partners, there are no assurances that the distributors will produce significant sales of the systems.

Our Lack of Production Experience May Delay Producing Our New Products. We have manufactured our blood Plasma Thawers, Freezers and BioArchive Systems for a number of years. Although we have redesigned our manufacturing facility to accommodate the BioArchive System and the CryoSeal System, we do not have significant experience in manufacturing the CryoSeal System or in the manufacture of disposables. There can be no assurance that our current resources and manufacturing facility could handle a significant increase in orders for either the BioArchive System or the CryoSeal System. If we are unable to meet demand for sales of the new systems, we would need to contract with third-party manufacturers for the backlog, and no assurances can be made that such third-party manufacturers can be retained, or retained on terms favorable to us and our pricing of the equipment. Inability to have products manufactured by third parties at a competitive price will erode anticipated margins for such products, and negatively impact our profitability.

Our New Products Are at Initial Market Introduction, and We Are Not Sure the Market Will Accept Them. The market acceptance of our new products in development will depend upon the medical community and third-party payers accepting the products as clinically useful, reliable, accurate, and cost effective compared to existing and future products or procedures. Market acceptance will also depend on our ability to adequately train technicians on how to use the CryoSeal System and the BioArchive System. Even if our new product systems are clinically adopted, the use may not be recommended by the medical profession or hospitals unless acceptable reimbursement from health care and third party payers is available. Failure of either of these new systems to achieve significant market share could have material adverse effects on our long term business, financial condition, and results of operation.

Failure to Keep Our Key Personnel May Adversely Affect Our Operations. Failure to retain skilled personnel could hinder our operations. Our future success partially depends upon the continued services of key technical and senior management personnel. Our future success also depends on our continuing ability to attract, retain and motivate highly qualified managerial and technical personnel. The inability to retain or attract qualified personnel could have a significant negative effect upon our efforts and thereby materially harm our business and financial condition. We have entered into employment agreements with each member of our senior management. Specifically, we are dependent upon the experience and services of Philip H. Coelho, Chairman and Chief Executive Officer, and Kevin Simpson, our President and Chief Operating Officer. We have obtained key man life insurance covering Mr. Coelho in the amount of \$2,000,000 as some protection against the risk.

Product Liability and Uninsured Risks May Adversely Affect the Continuing Operations. We may be liable if any of our products cause injury, illness, or death. We also may be required to recall certain of our products should they become damaged or if they are defective. We are not aware of any material product liability claim against us. Further, we maintain a general liability policy that includes product liability coverage of \$1,000,000 per occurrence and \$2,000,000 per year in the aggregate. However, a product liability claim against us could have a material adverse effect on our business or financial condition.

Dependence on Suppliers for Custom Components may Impact the Production Schedule. The Company obtains certain custom components from a limited number of suppliers. If the supplier raises the price of the component or discontinues production, the Company will have to find another qualified supplier to provide the component. In the event that it becomes necessary for us to find another

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supplier, we would first be required to qualify the quality assurance systems and product of that alternative supplier. Any transfer between qualified suppliers may impact the production schedule, thus delaying revenues, and may cause the price of the key components to increase.

A Significant Portion of our Sales is to Customers in Foreign Countries. We may Lose Revenues, Market Share, and Profits due to Exchange Rate Fluctuations and Other Factors related to our Foreign Business. In the year ended June 30, 2004, sales to customers in foreign countries comprised approximately 74% of our revenues. Our foreign business is subject to economic, political and regulatory uncertainties and risks that are unique to each area of the world. Fluctuations in exchange rates may also affect the prices that our foreign customers are willing to pay, and may put us at a price disadvantage compared to other competitors. Potentially volatile shifts in exchange rates may negatively affect our financial condition and operations.

The Preparation of our Financial Statements in Accordance with U.S. Generally Accepted Accounting Principles Requires Us to Make Estimates, Judgments, and Assumptions that may Ultimately Prove to be Incorrect. The accounting estimates and judgments that management must make in the ordinary course of business affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the periods presented. If the underlying estimates are ultimately proven to be incorrect, subsequent adjustments could have a material adverse effect on our operating results for the period or periods in which the change is identified. Additionally, subsequent adjustments could require us to restate our financial statements. Restating financial statements could result in a material decline in the price of our stock.

(I) Licenses and Distribution Rights

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In January 2002, the Company entered into a five year OEM supply agreement with Interpore Cross International ("ICI") for a modified version of the Thrombin Activating Device ("TAD") for spinal surgery applications. In accordance with the agreement, ICI paid the Company \$300,000 for worldwide license and distribution rights and development fees. The Company will be the exclusive manufacturer of the modified TAD, which will be used in conjunction with the ICI Autologous Growth Factors product.

In March 1997, the Company and New York Blood Center ("NYBC"), as licensors, entered into a license agreement with Pall Medical, a subsidiary of Pall Corporation, as Licensees through which Pall Medical became the exclusive

world-wide manufacturer (excluding Japan) for a system of sterile, disposable containers developed by the Company and NYBC for the processing of hematopoietic stem cells sourced from placental cord blood ("PCB"). The system is designed to simplify and streamline the harvesting of stem cell rich blood from detached placental/cords and the concentration, cryopreservation (freezing) and transfusion of the PCB stem cells while maintaining the highest stem cell population and viability from each PCB donation. These units of PCB stem cells will be "banked" in frozen storage for hematopoietic reconstitution of patients afflicted with such diseases as aplastic anemia, hypoproliferative stem and progenitor cell disorders, leukemia, lymphomas and gaucher disease. In May of 1999, the Company and Pall Medical amended the original agreement, and the Company regained the rights to distribute the bag sets outside North America & Europe under the Company's name, and in May of 2000, the Company negotiated rights to directly co-market the bag sets in Europe in exchange for an additional royalty fee, while continuing to utilize Pall Europe's distribution centers.

In June 1995, the Company granted the Japanese distribution rights to its BioArchive System to Air Water, Japan. The Company received \$350,000 for the distribution rights and access to the necessary technology. In May of 1999, the Company granted development, manufacturing and distribution (Japan and Asia)

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rights to Air Water for a downsized version of the BioArchive System. The Company received \$300,000 for the technology rights and retained the rights to manufacture and sell the new "mini" BioArchive System in the non-Asia marketplace.

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(J) Employees

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As of June 30, 2004, the Company had 72 employees, 15 of whom were engaged in research and new product development, regulatory affairs, clinical and scientific affairs, 28 in manufacturing and quality control, 17 in sales, marketing and service and 12 in finance and administration. The Company also utilizes temporary employees throughout the year to address business needs and significant fluctuations in orders and product manufacturing. None of our employees is represented by a collective bargaining agreement, nor have we experienced any work stoppage.

FINANCIAL INFORMATION ON FOREIGN SALES AND OPERATIONS

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During fiscal 2004, the Company entered into a contract with Kawasumi Laboratories Inc. ("KLI") to manufacture certain disposables for the CryoSeal product line. The manufacturing facility and company headquarters are located in Asia. For fiscal year 2004, foreign sales were \$8,595,000 or 74% of net revenues. For fiscal year 2003, foreign sales were \$6,162,000 or 60% of net revenues. For fiscal year 2002, foreign sales were \$3,930,000, or 41% of net revenues.

The Company is required to file annual reports on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and other information with the Securities and Exchange Commission ("SEC"). The public can obtain copies of these materials by visiting the SEC's Public Reference Room at 450 Fifth Street, NW, Washington, D.C. 20549, by calling the SEC at 1-800-SEC-0330, or by accessing the SEC's website at [www.sec.gov](http://www.sec.gov). In addition, as soon as reasonably practicable after these materials are filed with or furnished to the SEC, the Company will make copies available to the public free of charge through its website, [www.thermogenesis.com](http://www.thermogenesis.com). The information on the Company's website is not incorporated into, and is not part of, this annual report.

ITEM 2. PROPERTIES

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The Company leases one facility with approximately 28,000 square feet of space located in Rancho Cordova, California. Approximately 50% of the facility is devoted to warehouse space and manufacturing of products, including 500 square feet for a clean room. The other 50% is comprised of office space, a Biologics lab and a research and development lab. The lease expires in September, 2008. At

fiscal year end, the Company did not own or lease any other facilities.

ITEM 3. LEGAL PROCEEDINGS  
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The Company and its property are not a party to any pending legal proceedings. In the normal course of operations, the Company may have disagreements or disputes with employees, vendors or customers. These disputes are seen by the Company's management as a normal part of business, and there are no pending actions currently or no threatened actions that management believes would have a significant material impact on the Company's financial position, results of operations or cash flows.

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS  
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The Company did not submit any matters to security holders during the fourth quarter of its last fiscal year ended June 30, 2004.

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PART II

ITEM 5. MARKET FOR THE REGISTRANT'S COMMON STOCK AND RELATED STOCKHOLDER MATTERS  
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The Company's common stock, \$0.001 par value, is traded on the Nasdaq SmallCap Market under the symbol KOOL. The following table sets forth the range of high and low bid prices for the Company's common stock for the past two fiscal years as reported by Nasdaq. The ranges listed represent actual transactions, without adjustment for retail markups, markdowns or commissions, as reported by Nasdaq.

Fiscal 2004	High	Low	Fiscal 2003	High	Low
First Quarter (Sep. 30)	\$3.94	\$2.36	First Quarter (Sep. 30)	\$2.060	\$1.450
Second Quarter (Dec. 31)	\$5.75	\$3.03	Second Quarter (Dec. 31)	\$2.050	\$1.100
Third Quarter (Mar. 31)	\$6.78	\$3.83	Third Quarter (Mar. 31)	\$2.100	\$1.500
Fourth Quarter (June 30)	\$5.14	\$3.91	Fourth Quarter (June 30)	\$2.929	\$1.910

The Company has not paid cash dividends on its common stock and does not intend to pay a cash dividend in the foreseeable future. There were approximately 456 stockholders of record on June 30, 2004 (not including street name holders).

The following table provides information for all of the Company's equity compensation plans and individual compensation arrangements in effect as of June 30, 2004:

Plan Category	Number of securities to be issued upon exercise of outstanding options, warrants and rights	Weighted-average exercise price of outstanding options, warrants and rights	Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in column (a))
	(a)	(b)	(c)
Equity compensation plans approved by securities holders	1,834,077	\$1.97	1,536,351
Equity compensation plans not approved by security holders	25,000	\$1.57	--
Total	1,859,077		1,536,351

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ITEM 6. SELECTED FINANCIAL DATA  
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ThermoGenesis Corp.  
Five-Year Review of Selected Financial Data

Summary of Operations	Year Ended June 30,				
	2004	2003	2002	2001	2000
Net revenues	\$11,646,000	\$10,187,000	\$9,549,000	\$5,792,000	\$4,211,000
Cost of revenues	(7,844,000)	(7,900,000)	(7,558,000)	(5,012,000)	(4,246,000)
Gross profit (loss)	3,802,000	2,287,000	1,991,000	780,000	(35,000)
Selling, general and administration	(5,174,000)	(5,014,000)	(4,843,000)	(3,889,000)	(4,195,000)
Research and development	(3,472,000)	(2,937,000)	(2,283,000)	(1,782,000)	(1,624,000)
Interest and other income	90,000	74,000	110,000	130,000	77,000
Interest and other expense	(23,000)	(13,000)	(13,000)	(1,110,000)	(41,000)
Net loss before cumulative effect of accounting change under SAB 101	(4,777,000)	(5,603,000)	(5,038,000)	(5,871,000)	(5,818,000)
Cumulative effect of accounting change under SAB 101	--	--	--	(282,000)	--
Net loss	(\$4,777,000)	(\$5,603,000)	(\$5,038,000)	(\$6,153,000)	(\$5,818,000)
Per share data:					
Net loss before preferred stock dividend or discount and cumulative effect of accounting change under EITF 00-27	(\$4,777,000)	(\$5,603,000)	(\$5,038,000)	(\$6,153,000)	(\$5,818,000)
Preferred stock dividend or discount	--	--	--	(100,000)	(905,000)
Cumulative effect of accounting change under EITF 00-27	--	--	--	(580,000)	--
Net loss to common stockholders	(\$4,777,000)	(\$5,603,000)	(\$5,038,000)	(\$6,833,000)	(\$6,723,000)
Basic and diluted net loss per share before cumulative effect of accounting changes	(\$0.11)	(\$0.15)	(\$0.15)	(\$0.22)	(\$0.30)
Cumulative effect of accounting change under SAB 101	--	--	--	(0.01)	--
Cumulative effect of accounting change under EITF 00-27	--	--	--	(0.02)	--
Basic and diluted net loss per common share	(\$0.11)	(\$0.15)	(\$0.15)	(\$0.25)	(\$0.30)
Pro Forma amounts assuming the accounting change under SAB 101 is applied retroactively:					
Net loss to common stockholders	(\$4,777,000)	(\$5,603,000)	(\$5,038,000)	(\$6,551,000)	(\$6,299,000)
Basic and diluted net loss per share	(\$0.11)	(\$0.15)	(\$0.15)	(\$0.24)	(\$0.28)

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Balance Sheet Data	As Of June 30,				
	2004	2003	2002	2001	2000
Cash and short term investments	\$16,612,000	\$6,815,000	\$6,726,000	\$5,366,000	\$2,550,000
Working capital	\$19,798,000	\$10,365,000	\$9,631,000	\$7,098,000	\$4,613,000
Total assets	\$24,114,000	\$12,791,000	\$12,239,000	\$9,553,000	\$6,735,000
Total liabilities	\$3,146,000	\$2,217,000	\$2,046,000	\$1,621,000	\$1,043,000
Total stockholders' equity	\$20,968,000	\$10,574,000	\$10,193,000	\$7,932,000	\$5,692,000

ITEM 7. MANAGERMENTS DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

CERTAIN STATEMENTS CONTAINED IN THIS SECTION AND OTHER PARTS OF THIS REPORT ON FORM 10-K WHICH ARE NOT HISTORICAL FACTS ARE FORWARD-LOOKING STATEMENTS AND ARE SUBJECT TO CERTAIN RISKS AND UNCERTAINTIES. THE COMPANY'S ACTUAL RESULTS MAY DIFFER SIGNIFICANTLY FROM THE PROJECTED RESULTS DISCUSSED IN THE FORWARD-LOOKING STATEMENTS. FACTORS THAT MIGHT AFFECT ACTUAL RESULTS INCLUDE, BUT ARE NOT LIMITED TO, THOSE DISCUSSED IN ITEM 1 - BUSINESS - UNDER THE SUBSECTION ENTITLED

"FACTORS AFFECTING OPERATING RESULTS," AND OTHER FACTORS IDENTIFIED FROM TIME TO TIME IN THE COMPANY'S REPORTS FILED WITH THE U.S. SECURITIES AND EXCHANGE COMMISSION.

The following discussion should be read in conjunction with the Company's financial statements contained in this report.

(a) Overview

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The Company designs and manufactures medical devices and disposables used for the distributed manufacturing of biologic products such as concentrated stem cells from umbilical cord blood, fibrin sealant and thrombin from blood plasma and other related blood components. Initially the Company developed its ThermoLine products for ultra rapid freezing and thawing of blood components, which the Company distributes to blood banks and hospitals. After extensive research and development, two new technology platforms (the BioArchive System and the CryoSeal System) have evolved products which provide new biologic products to patients in need. We believe our future continued growth will be predicated at large by the developing increased therapeutic benefits and the corresponding market acceptance of our newer products. We believe that our continuing research and development efforts are also a key to maintaining our market share and future growth of our market share where our products are sold and utilized.

Beginning in late 1993, and with accelerated research and development efforts from 1996 to 1999, the Company completed development of the BioArchive and CryoSeal technology platforms, each of which will give rise to multiple medical products targeted at a number of different surgical and transplant indications. To achieve completion of these research projects and add experienced executive talent to launch the products and move the Company to new levels of growth and revenues, considerable capital resources were used.

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Prior to the development and market launch of our BioArchive and CryoSeal technology, our revenue was derived principally from the sale of our blood plasma freezers and thawers. With the launch of our BioArchive System, we have realized significant revenue increases due to the sale of that equipment and more recently increases in revenue due to the recurring sale of disposables used in the BioArchive that is commensurate with an ever increasing installed base of BioArchive Systems worldwide. We anticipate similar revenue increases from disposable sales related to the CryoSeal System when the installed base of units increases, however there is no assurance that this will occur.

Our BioArchive Systems and related products are purchased predominantly by specialized cord blood stem cell banks and stem cell research facilities. The sales in prior years were dependent on start up and funding costs associated with new stem cell banks as the science evolved. In more recent periods governmental funding of cord blood banks, as well as more recognized therapeutic benefits from this stem cell treatment, have shortened the sales cycle and appears to be increasing demand. Consistent with the perception that governmental backing and funding will accelerate the demand for the products, the Company has incurred expenses to promote federal financing to increase the inventory of high quality cord blood units manufactured by a network of FDA-approved cord blood banks. Although legislation appropriating \$10 million passed in January 2004 and additional authorizing legislation is pending, there is no certainty that the authorizing legislation will ultimately pass or that if it passes, it will result in a corresponding increase in our revenues due to cord blood banks who receive the funds deciding to purchase our BioArchive System.

Our CryoSeal System is still in U.S. clinical trials, and sales in the U.S. are limited pending completion of the trial and the required FDA approval following pre-market application ("PMA") submission. The Company has received CE approval for the system enabling its sale and use in Europe, although sales into individual countries under cost reimbursement structures often requires some supporting clinical usage. We have, through our distribution partner in Europe, undertaken many of those clinical studies and, upon completion, will pursue a more aggressive marketing plan. In Japan, our distributor, Asahi Medical Co. Ltd., has recently completed enrollment in their pivotal clinical trials and is expected to file their PMA soon. In Canada, field trials are underway to provide a cost justification for federal reimbursement to hospitals that use the product. In Brazil, field trials have begun to establish training and



demonstration with selected customers. Several similar field trials are at various stages throughout Europe.

A significant focus during the past year has been on decreasing manufacturing costs and overhead to drive operations towards profitability, while also pursuing required improvements in our operations required for compliance with new regulatory pronouncements, including the Sarbanes-Oxley Act and FDA Quality System Regulations.

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#### Critical Accounting Policies

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The Company believes the following critical accounting policies affect its more significant judgments and estimates used in the preparation of its financial statements.

##### Revenue Recognition:

The Company recognizes revenue in accordance with the provisions of SAB No. 101 and EITF 00-21. For licensing arrangements pursuant to which the Company receives up-front licensing fees for products or technologies that will be provided by the Company over the term of the arrangements, the Company defers the upfront fees and recognizes the fees as revenue on a straight-line method over the term of the respective contracts. For sales of products made to distributors, the Company considers a number of factors in determining whether revenue is recognized upon transfer of title to the distributor, or when the distributor places the product with an end-user. These factors include, but are not limited to, whether the payment terms offered to the distributor are considered to be non-standard, the distributor's history of adhering to the terms of its contractual arrangements with the Company, the level of inventories maintained by the distributor, whether the Company has a pattern of granting concessions for the benefit of the distributor, or whether there are other conditions that may indicate that the sale to the distributor is not substantive.

##### Allowance for Doubtful Accounts:

The Company maintains allowances for doubtful accounts for estimated losses resulting from the inability of its customers to make required payments. If the financial condition of the Company's customers were to deteriorate, resulting in an impairment of their ability to make payments, additional allowances may be required, which would be charged against earnings.

##### Warranty:

The Company provides for the estimated cost of product warranties at the time revenue is recognized. While the Company engages in extensive product quality programs and processes, including actively monitoring and evaluating the quality of its component suppliers, the Company's warranty obligation is affected by product failure rates, material usage and service delivery costs incurred in correcting a product failure. Should actual product failure rates, material usage or service delivery costs differ from the Company's estimates, revisions to the estimated warranty liability could have a material impact on the Company's financial position, cash flows or results of operations.

##### Inventory Reserve:

The Company plans inventory procurement and production based on orders received, forecasted demand and supplier requirements. The Company writes down its inventories for estimated obsolescence or unmarketable inventories equal to the difference between the cost of inventories and its net realizable value based upon estimates about future demand from our customers and distributors and market conditions. Because some of the Company's products are highly dependent on government and third-party funding, current customer use and validation, and completion of regulatory and field trials, there is a risk that we will forecast incorrectly and purchase or produce excess inventory. As a result, actual demand may differ from forecasts, and such a difference may have a material adverse effect on future results of operations due to required write-offs of excess or obsolete inventory. This inventory risk may be further compounded for the CryoSeal family of products because they are at initial market introduction and market acceptance will depend upon the customer accepting the products as clinically useful, reliable, accurate and cost effective compared to existing and future products and completion of required clinical or field acceptance trials.

## (b) Results of Operations

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The following is Management's discussion and analysis of certain significant factors which have affected the Company's financial condition and results of operations during the periods included in the accompanying financial statements.

Results of Operations for the Year Ended June 30, 2004 as Compared to the Year Ended June 30, 2003

## Net Revenues:

Revenues for year ended June 30, 2004 were \$11,646,000 compared to \$10,187,000 for the fiscal 2003 period, an increase of \$1,459,000 or 14%. BioArchive revenues were \$7,745,000 for the year ended June 30, 2004, compared to \$5,448,000 for the corresponding fiscal 2003 period, an increase of \$2,297,000 or 42%. The Company sold 26 devices in the year ended June 30, 2004 versus 20 in the year ended June 30, 2003. The increase is due to the infusion of government funding in Japan and Moscow and the growth of private cord blood banking in Asia. Revenues generated by the CryoSeal product line for the year ended June 30, 2004 were \$393,000 versus \$575,000 for the year ended June 30, 2003. The decrease is due to the sales of four CryoSeal devices and the related disposables during the first quarter of fiscal 2003, to our distributor in Japan to initiate clinical trials. As the trials in Japan were in progress, the distributor purchased CryoSeal disposables in fiscal 2004, but no devices. Also, we experienced lower than expected sales from our distributor in Europe who underwent a significant internal reorganization earlier this year. Revenues generated from the ThermoLine Freezers decreased \$700,000 or 50% from the prior year primarily due to significantly raising the price on the smallest model, the MP500, which resulted in a higher gross margin but lower revenues and eight of our largest freezer model were sold to our distributor in the U.K. for the National Blood Services tender. Only one freezer was sold under this tender in fiscal 2004.

The following represents the Company's cumulative BioArchive devices sold into the following geographies:

	June 30,	
	2004	2003
	-----	-----
United States	18	17
Asia	39	26
Europe	23	16
Rest of World	12	7
	-----	-----
	92	66
	=====	=====

## Cost of Revenues:

Cost of revenues as a percent of revenues was 67% for the year ended June 30, 2004, as compared to 78% for the corresponding fiscal 2003 period. The primary drivers behind the cost of revenues percentage decrease were the cost reduction programs that were implemented in the fourth quarter of fiscal 2003, an increase in ASPs of the BioArchive device and ThermoLine Freezers and the volume increase of the BioArchive product line. The cost reduction programs included reducing manufacturing overhead costs and consolidating operations into one facility. The programs resulted in a \$241,000 decrease in the manufacturing overhead pool for the year ended June 30, 2004. The ASP for the BioArchive device increased 6% and the ThermoLine Freezers ASP increased 40% for the year ended June 30, 2004 versus the prior year. The increase in the ASPs increased gross margin by approximately \$405,000. The products in the BioArchive product line have a higher gross profit margin than the other product lines, ranging from 30% to greater than 50%. The amount of BioArchive product line revenues as a percent of total Company revenues increased 14% for the year ended June 30, 2004 as compared to the year ended June 30, 2003.

## Selling, General and Administrative Expenses:

Selling, general and administrative expenses remained relatively consistent year to year, increasing \$160,000 or 3%. The increase is due to the commissions paid to the Company's agent in Japan. Also, the increase in professional and

consulting fees associated with the Sarbanes-Oxley Act of 2002, was offset by a

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decrease in professional fees from the comparable prior year paid in connection with the executive search for a new President and Chief Operating Officer and to promote federal financing of a National Cord Blood Stem Cell Bank Network.

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Research and Development Expenses:

Research and development expenses for the year ended June 30, 2004 were \$3,472,000 compared to \$2,937,000 for the corresponding fiscal 2003 period, an increase of \$535,000 or 18%. The increase in research and development is due to the costs associated with new product development, primarily the "Smart" automated cell selection device and proprietary disposable. The costs associated with the CryoSeal FS human clinical trials were \$1,255,000 a decrease from \$1,310,000 in fiscal 2003.

Management believes that product development and refinement is essential to maintaining the Company's market position. Therefore, the Company considers these costs as continuing costs of doing business. No assurances can be given that the products or markets recently developed or under development will be successful.

Results of Operations for the Year Ended June 30, 2003 as Compared to the Year Ended June 30, 2002

Revenues:

Net revenues increased \$638,000 or 7% from fiscal 2002 to 2003. BioArchive revenues were \$5,448,000 for the year ended June 30, 2003 compared to \$3,043,000 for the year ended June 30, 2002, an increase of \$2,405,000 or 79%. There were 20 BioArchive devices recognized in revenue in the year ended June 30, 2003 versus 14 for the previous year. BioArchive revenues also increased from disposables due to the increased demand from private and public cord blood banks in Asia. The increase in revenues from the BioArchive product line help offset in part the decrease in freezer revenues due to the large order received from Aventis Bio-Services, Inc. in the prior year. Revenues generated by the CryoSeal product line for the year ended June 30, 2003 were \$575,000 versus \$322,000 for the year ended June 30, 2002 an increase of 79%.

Cost of Revenues:

As a percentage of revenues, the Company's cost of revenues decreased from 79% in fiscal year 2002 to 78% in fiscal 2003. The slight improvement in the cost of revenues percentage was due to the increase in revenues from the BioArchive product line which has a higher gross profit margin than the other product lines.

Selling, General and Administrative Expenses:

Selling, general and administrative expenses increased \$171,000 or 4% from fiscal 2002 to 2003. The increase is primarily the result of professional fees paid in connection with the executive search for a new President and Chief Operating Officer.

Research and Development Expenses:

Research and Development expenses increased \$654,000 or 29% from fiscal 2002 to fiscal 2003. The increase is due to the costs associated with the CryoSeal FS human clinical trials, which accounted for approximately \$1,310,000 of the research and development expenses in fiscal 2003. Management expects the research and development line item to increase as the human clinical trials continue.

(c) Liquidity and Capital Resources

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At June 30, 2004, the Company had a cash balance of \$16,612,000 and working capital of \$19,798,000. This compares to a cash balance of \$6,815,000 and working capital of \$10,365,000 at June 30, 2003. The Company raised net proceeds of \$9.8 million through the private placement of common stock in March 2004. There was \$5.3 million of cash generated from the exercise of stock options and warrants during the year ended June 30, 2004. This was offset by the funding of operations and other cash needs of the Company. In addition to product revenues, the Company has primarily financed operations through the private placement of

equity securities and has raised approximately \$71.9 million, net of expenses,

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through common and preferred stock financings and option and warrant exercises. As of June 30, 2004, the Company had no off-balance sheet arrangements.

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Net cash used in operating activities for the year ended June 30, 2004 was \$4,478,000, primarily due to the net loss of \$4,777,000. Accounts receivable utilized \$1,093,000 of cash as a result of revenue growth through the year. Accounts payable provided \$544,000 in cash due to larger production volumes and vendor accruals for research and development and capital expenditure projects initiated in fiscal 2004. Accrued liabilities provided \$440,000 in cash through accruals for warranty reserves due to the increase in product sales.

The Company generally does not require extensive capital equipment to produce or sell its current products. However, when significant capital equipment is required, the Company purchases from a vendor base. In fiscal 2002, the Company spent \$175,000 primarily for molds, tooling and equipment used in research and development. In fiscal 2003, the Company spent \$92,000 primarily for computers, equipment used in research and development and a truck for field service personnel. In fiscal 2004, the Company spent \$849,000, which consisted of leasehold improvements, furniture, phone and security systems as a result of moving to a consolidated facility in the first quarter of fiscal 2004 and the purchase of an Enterprise Resource Planning ("ERP") system. Future capital expenditures are anticipated, and the Company believes that the amounts expended will be lower in fiscal 2005. At June 30, 2004, the Company has \$1.7 million outstanding in cancelable orders to purchase inventory, supplies and services for use in normal business operations.

At June 30, 2004, the Company had four customers that individually accounted for 16%, 13%, 12% and 12% of accounts receivable. At June 30, 2003 the Company had two customers that individually accounted for 12% and 11% of accounts receivable. The Company manages the concentration of credit risk with these customers through a variety of methods including, letters of credit with financial institutions, pre-shipment deposits credit reference checks and credit limits. Although management believes that these customers are sound and creditworthy, a severe adverse impact on their business operations could have a corresponding material effect on their ability to pay timely and therefore on our net revenues, cash flows and financial condition.

As of June 30, 2004, the Company had the following contractual obligations and commercial commitments:

Contractual Obligations	Payments Due by Period				
	Total	Less than 1 year	1-3 years	4-5 years	After 5 years
Capital Lease Obligations	\$ 20,000	\$ 20,000	--	--	--
Operating Leases	1,633,000	366,000	\$781,000	\$486,000	--
Note payable	32,000	9,000	18,000	5,000	--
Total Contractual Cash Obligations	\$1,685,000	\$395,000	\$799,000	\$491,000	--

ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

All sales, domestic and foreign, are made in U.S. dollars and therefore currency fluctuations are believed to have no impact on the Company's net revenues. The Company has no material long-term investments or debt, other than a note payable, and therefore is not subject to interest rate risk. Management does not believe that inflation has had or will have a significant impact on the Company's results of operations.

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ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

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REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

The Board of Directors and Stockholders of ThermoGenesis Corp.

We have audited the accompanying balance sheets of ThermoGenesis Corp. as of June 30, 2004 and 2003, and the related statements of operations, stockholders' equity, and cash flows for each of the three years in the period ended June 30, 2004. Our audits also included the financial statement schedule listed in the Index at Item 15.(a)(2). These financial statements and schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements and schedule based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of ThermoGenesis Corp. at June 30, 2004 and 2003, and the results of its operations and its cash flows for each of the three years in the period ended June 30, 2004, in conformity with U.S. generally accepted accounting principles. Also, in our opinion, the related financial statement schedule, when considered in relation to the basic financial statements taken as a whole, presents fairly in all material respects the information set forth therein.

/s/ ERNST & YOUNG LLP

Sacramento, California  
August 17, 2004

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ThermoGenesis Corp.  
Balance Sheets

ASSETS	June 30, 2004	June 30, 2003
Current assets:		
Cash and cash equivalents	\$16,612,000	\$6,815,000
Accounts receivable, net of allowance for		

doubtful accounts of \$61,000 (\$80,000 at June 30, 2003)	3,107,000	2,014,000
Inventory	2,470,000	2,650,000
Other current assets	582,000	820,000
Total current assets	22,771,000	12,299,000
Equipment at cost less accumulated depreciation of \$2,383,000 (\$2,599,000 at June 30, 2003)	1,146,000	442,000
Other assets	197,000	50,000
	\$24,114,000	\$12,791,000
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$1,709,000	\$1,165,000
Accrued payroll and related expenses	287,000	235,000
Deferred revenue	142,000	145,000
Accrued liabilities	835,000	389,000
Total current liabilities	2,973,000	1,934,000
Long-term portion of capital lease obligations and note payable	21,000	44,000
Deferred revenue	152,000	239,000
Commitments and contingencies		
Stockholders' equity:		
Preferred stock, \$0.001 par value; 2,000,000 shares authorized; Series A convertible preferred stock, 1,077,540 shares issued, 126,000 outstanding (158,000 outstanding at June 30, 2003) (\$1,203,000 aggregate involuntary liquidation value at June 30, 2004)	--	--
Common stock, \$0.001 par value; 50,000,000 shares authorized; 44,711,871 issued and outstanding (39,396,594 at June 30, 2003)	45,000	39,000
Paid in capital in excess of par	80,413,000	65,248,000
Accumulated deficit	(59,490,000)	(54,713,000)
Total stockholders' equity	20,968,000	10,574,000
	\$24,114,000	\$12,791,000

See accompanying notes.

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ThermoGenesis Corp.  
Statements of Operations

	Years ended June 30		
	2004	2003	2002
Revenues:			
Product and other revenues	\$10,459,000	\$9,036,000	\$8,309,000
Service revenues	1,187,000	1,151,000	1,240,000
Net revenues	11,646,000	10,187,000	9,549,000
Cost of revenues:			
Costs of product and other revenues	7,112,000	7,260,000	6,682,000
Cost of service revenues	732,000	640,000	876,000
Total costs of revenues	7,844,000	7,900,000	7,558,000
Gross profit	3,802,000	2,287,000	1,991,000
Expenses:			
Selling, general and administrative	5,174,000	5,014,000	4,843,000
Research and development	3,472,000	2,937,000	2,283,000
Total expenses	8,646,000	7,951,000	7,126,000
Loss before interest and other income	(4,844,000)	(5,664,000)	(5,135,000)
Interest and other expense	(23,000)	(13,000)	(13,000)
Interest and other income	90,000	74,000	110,000
Total interest and other income	67,000	61,000	97,000
Net loss	(\$4,777,000)	(\$5,603,000)	(\$5,038,000)

Per share data:			
Basic and diluted net loss per common share	(\$0.11)	(\$0.15)	(\$0.15)
Shares used in computing per share data	41,779,818	36,587,102	32,844,292

See accompanying notes.

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ThermoGenesis Corp.  
Statements of Stockholders' Equity

	Common stock	Paid in capital in excess of par	Accumulated deficit	Stockholder note receivable	Total stockholders' equity
Balance at June 30, 2001	\$32,000	\$52,397,000	(\$44,072,000)	(\$425,000)	\$7,932,000
Issuance of 3,504,310 common shares in private placement	3,000	6,830,000	--	--	6,833,000
Issuance of 161,417 shares for exercise of options	--	173,000	--	--	173,000
Cancellation of stockholder note receivable for surrender of 200,000 shares	--	(425,000)	--	425,000	--
Stock based compensation	--	293,000	--	--	293,000
Net loss	--	--	(5,038,000)	--	(5,038,000)
Balance at June 30, 2002	35,000	59,268,000	(49,110,000)	--	10,193,000
Issuance of 3,807,594 common shares in private placement	3,000	5,327,000	--	--	5,330,000
Issuance of 322,251 shares for exercise of options	1,000	588,000	--	--	589,000
Issuance of 35,495 common shares for services	--	65,000	--	--	65,000
Net loss	--	--	(5,603,000)	--	(5,603,000)
Balance at June 30, 2003	39,000	65,248,000	(54,713,000)	--	10,574,000
Issuance of 2,660,000 common shares in private placement	3,000	9,830,000	--	--	9,833,000
Issuance of 2,493,777 shares for exercise of options and warrants	3,000	5,325,000	--	--	5,328,000
Issuance of 1,500 common shares for services	--	10,000	--	--	10,000
Issuance of 160,000 common shares upon conversion of Series A preferred stock	--	--	--	--	--
Net loss	--	--	(4,777,000)	--	(4,777,000)
Balance at June 30, 2004	\$45,000	\$80,413,000	(\$59,490,000)	--	\$20,968,000

See accompanying notes.

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ThermoGenesis Corp.  
Statements of Cash Flows

	Years ended June 30		
	2004	2003	2002
Cash flows from operating activities:			
Net loss	(\$4,777,000)	(\$5,603,000)	(\$5,038,000)
Adjustments to reconcile net loss to net cash used in operating activities:			
Depreciation and amortization	302,000	266,000	434,000
Stock compensation expense	20,000	--	293,000
Issuance of common stock for services	10,000	65,000	--

Loss on sale/retirement of equipment	7,000	9,000	15,000
Net changes in operating assets and liabilities:			
Accounts receivable	(1,093,000)	(98,000)	(547,000)
Inventory	16,000	185,000	(1,044,000)
Other current assets	88,000	(681,000)	(19,000)
Other assets	3,000	(16,000)	10,000
Accounts payable	544,000	170,000	230,000
Accrued payroll and related expenses	52,000	31,000	22,000
Deferred revenue	(90,000)	(52,000)	203,000
Accrued liabilities	440,000	11,000	(18,000)
Net cash used in operating activities	(4,478,000)	(5,713,000)	(5,459,000)
Cash flows from investing activities:			
Purchases of short-term investments	--	--	(2,013,000)
Maturities of short-term investments	--	2,013,000	1,822,000
Capital expenditures	(849,000)	(92,000)	(175,000)
Net cash (used in) provided by investing activities	(849,000)	1,921,000	(366,000)
Cash flows from financing activities:			
Exercise of stock options and warrants	5,308,000	589,000	173,000
Payments on capital lease obligations and note payable	(17,000)	(25,000)	(12,000)
Issuance of common stock and warrants	9,833,000	5,330,000	6,833,000
Net cash provided by financing activities	15,124,000	5,894,000	6,994,000
Net increase in cash and cash equivalents	9,797,000	2,102,000	1,169,000
Cash and cash equivalents at beginning of year	6,815,000	4,713,000	3,544,000
Cash and cash equivalents at end of year	\$16,612,000	\$6,815,000	\$4,713,000
Supplemental cash flow information:			
Cash paid during the year for interest	\$15,000	\$13,000	\$13,000
Supplemental non-cash financing and investing information:			
Surrender of stock to exercise options	\$656,000	--	--
Equipment acquired by note payable	--	\$36,000	--
Transfer of inventory to equipment	\$164,000	\$52,000	--
Cancellation of stockholder note receivable	--	--	\$425,000

See accompanying notes.

ThermoGenesis Corp.  
NOTES TO FINANCIAL STATEMENTS

1. Summary of Significant Accounting Policies

Organization and Business

ThermoGenesis Corp. ("the Company") was incorporated in Delaware in July 1986. The Company designs, manufactures and markets automated devices and single-use processing disposables that enable hospitals and blood banks to manufacture a therapeutic dose of stem cells, wound healing proteins or growth factors from a single unit of cord blood or the patient's own blood in less than one hour. Initially, the Company developed medical devices for ultra rapid freezing and thawing of blood components, which the Company manufactures and distributes to blood banks and hospitals.

Revenue Recognition

The Company recognizes revenue including multiple element arrangements, in accordance with the provisions of SAB No. 101 and EITF 00-21. Revenue arrangements with multiple elements are divided into separate units of accounting if certain criteria are met, including whether the delivered item has value to the customer on a stand-alone basis and whether there is objective and reliable evidence of the fair value of the undelivered items. Revenue is recognized as specific elements indicated in sales contracts are executed. If an element is essential to the functionality of an arrangement, the entire arrangement's revenue is deferred until that essential element is delivered. The fair value of each undelivered element that is not essential to the functionality of the system is deferred until performance or delivery occurs.



The fair value of an undelivered element is based on vendor specific objective evidence or third party evidence of fair value as appropriate. If an undelivered element exists, the Company will determine the fair value of the undelivered element and subtract the fair value of the undelivered element from the total consideration under the arrangement. The residual amount is the Company's estimate of the fair value of the delivered element. Costs associated with inconsequential or perfunctory elements in multiple element arrangements are accrued at the time of revenue recognition. The Company accounts for training and installation as a separate element of a multiple element arrangement. The Company therefore recognizes the fair value of training and installation services upon their completion. For licensing agreements pursuant to which the Company receives up-front licensing fees for products or technologies that will be provided by the Company over the term of the arrangements, the Company defers the up-front fees and recognizes the fees as revenue on a straight-line method over the term of the respective contracts.

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ThermoGenesis Corp.  
NOTES TO FINANCIAL STATEMENTS (Continued)

1. Summary of Significant Accounting Policies (Continued)

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Revenue Recognition (Continued)  
-----

Revenues from the sale of the Company's products are recognized upon transfer of title. The Company generally ships products F.O.B. shipping point at its office. There is no conditional evaluation on any product sold and recognized as revenue. All foreign sales are denominated in U.S. dollars. The Company's foreign sales are generally through distributors. There is no right of return provided for distributors. For sales of products made to distributors, the Company considers a number of factors in determining whether revenue is recognized upon transfer of title to the distributor, or when the distributor places the product with an end-user. These factors include, but are not limited to, whether the payment terms offered to the distributor are considered to be non-standard, the distributor history of adhering to the terms of its contractual arrangements with the Company, the level of inventory maintained by the distributor, whether the Company has a pattern of granting concessions for the benefit of the distributor, or whether there are other conditions that may indicate that the sale to the distributor is not substantive. The Company currently recognizes revenue on the sell-in method with its distributors. Shipping and handling fees billed to customers are included in product and other revenues, while the related costs are included in cost of product and other revenues. Service revenue generated from contracts for providing maintenance of equipment is amortized over the life of the agreement. All other service revenue is recognized at the time the service is completed. Amounts billed in excess of revenue recognized are recorded as deferred revenue on the balance sheet.

Use of Estimates  
-----

The preparation of financial statements in conformity with generally accepted accounting principles in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash, Cash Equivalents and Short Term Investments  
-----

The Company considers all highly liquid investments with a maturity of three months or less at the time of purchase to be cash equivalents. Short term investments are comprised of certificates of deposit with maturities greater than 90 days, but not exceeding one year.

Fair Value of Financial Instruments  
-----

Carrying amounts of financial instruments held by the Company, which include cash and cash equivalents, short term investments, accounts receivable, accounts

payable and accrued liabilities, approximate fair value due to their short duration.

ThermoGenesis Corp.  
NOTES TO FINANCIAL STATEMENTS (Continued)

1. Summary of Significant Accounting Policies (Continued)  
-----

Accounts Receivable and Allowance for Doubtful Accounts  
-----

The Company's receivables are recorded when billed and represent claims against third parties that will be settled in cash. The carrying value of the Company's receivables, net of the allowance for doubtful accounts represents their estimated net realizable value. The Company estimates its allowance for doubtful accounts based on historical collection trends, age of outstanding receivables and existing economic conditions. If events or changes in circumstances indicate that a specific receivable balance may be impaired, further consideration is given to the collectibility of those balances and the allowance is adjusted accordingly. Past-due receivable balances are written-off when the Company's internal collection efforts have been unsuccessful in collecting the amount due.

Inventory  
-----

Inventory is stated at the lower of cost or market and includes the cost of material, labor and manufacturing overhead. Cost is determined on the first-in, first-out basis.

Suppliers  
-----

The Company obtains certain custom components from a limited number of suppliers. If the supplier raises the price of the component or discontinues production, the Company will have to find another qualified supplier to provide the component. In the event that it becomes necessary for us to find another supplier, we would first be required to qualify the quality assurance systems and product of that alternative supplier. Any transfer between qualified suppliers may impact the production schedule, thus delaying revenues, and may cause the price of the key components to increase.

Equipment  
-----

Equipment is recorded at cost. Repairs and maintenance costs are expensed as incurred. Depreciation for office, computer, machinery and equipment is computed under the straight-line method over the estimated useful lives. Leasehold improvements are depreciated under the straight line method over their estimated useful lives or the remaining lease period, whichever is shorter.

Warranty  
-----

The Company provides for the estimated cost of product warranties at the time revenue is recognized. While the Company engages in extensive product quality programs and processes, including actively monitoring and evaluating the quality of its component suppliers, the Company's warranty obligation is affected by product failure rates, material usage and service delivery costs incurred in correcting a product failure. Should actual product failure rates, material usage or service delivery costs differ from the Company's estimates, revisions to the estimated warranty liability could have a material impact on the Company's financial position, cash flows or results of operations.

1. Summary of Significant Accounting Policies (Continued)

-----  
 Stock Based Compensation  
 -----

The Company has adopted the disclosure provision for stock-based compensation of Statement of Financial Accounting Standards No. 123, "Accounting for Stock-Based Compensation", and SFAS No. 148, "Accounting for Stock-Based Compensation-Transition and Disclosure", which was released in December, 2002 as an amendment of SFAS No 123, but continues to account for such items using the intrinsic value method as outlined under Accounting Principles Board Opinion No. 25, "Accounting for Stock Issued to Employees".

The Company uses the Black-Scholes option pricing model to determine the fair value of the equity instruments issued (which were determined to be more reliably measurable than the fair value of consideration received) using the stock price and other measurement assumptions as of the date a commitment for performance by the counterparty to earn the equity instrument was reached. The fair value of the equity instruments issued is recognized in the same period as if the Company had paid cash for the services.

The Black-Sholes option valuation model was developed for use in estimating the fair value of traded options. The Company's employee stock options have characteristics significantly different from those of traded options such as vesting restrictions and extremely limited transferability. In addition, the assumptions used in option valuation models (see below) are highly subjective, particularly the expected stock price volatility of the underlying stock. Because changes in these subjective input assumptions can materially affect the fair value estimates, in management's opinion, the existing models do not provide a reliable single measure of the fair value of its employee stock options.

For purposes of pro forma disclosures, the estimated fair value of the options is amortized over the options' vesting periods using the straight-line method. The Company's pro forma information is as follows:

	2004	2003	2002
	-----	-----	-----
Net loss, as reported	(\$4,777,000)	(\$5,603,000)	(\$5,038,000)
Add: stock-based employee compensation expense included in reported net loss, net of related tax effects	--	--	293,000
Deduct: total stock-based employee compensation expense determined under fair value method for all awards, net of related tax effects	(538,000)	(969,000)	(802,000)
Pro forma net loss	----- (\$5,315,000)	----- (\$6,572,000)	----- (\$5,547,000)
Basic and diluted net loss per share			
As reported	(\$0.11)	(\$0.15)	(\$0.15)
Pro forma	(\$0.13)	(\$0.18)	(\$0.17)

ThermoGenesis Corp.  
 NOTES TO FINANCIAL STATEMENTS (Continued)

1. Summary of Significant Accounting Policies (Continued)

-----  
 Stock Based Compensation (Continued)  
 -----

The pro forma amounts discussed above were derived using the Black-Scholes option-pricing model with the assumptions indicated below:

	2004	2003	2002
	-----	-----	-----
Average expected life (years)	4.2	4.4	3.4
Risk-free interest rate	3.2%	3.2%	3.36%
Volatility	88%	97%	93%
Dividend yield	0%	0%	0%

The weighted average grant date fair value of options granted during the years ended June 30, 2004, 2003 and 2002 was \$2.29, \$1.23 and \$1.45, respectively.

#### Credit Risk

-----

The Company manufactures and sells thermodynamic devices principally to the blood component processing industry and performs ongoing evaluations of the credit worthiness of its customers. The Company believes that adequate provisions for uncollectible accounts have been made in the accompanying financial statements.

#### Segment Reporting

-----

The Company operates in a single segment providing medical devices and disposables to hospitals and blood banks throughout the world which utilize the equipment to process blood components.

#### Income Taxes

-----

The liability method is used for accounting for income taxes. Under this method, deferred tax assets and liabilities are determined based on differences between the financial reporting and tax bases of assets and liabilities and are measured using the enacted tax rates and laws that are scheduled to be in effect when the differences are expected to reverse. The Company used the flow-through method to account for income tax credits.

#### Net Loss per Share

-----

Net loss per share is computed by dividing the net loss to common stockholders by the weighted average number of common shares outstanding. The calculation of the basic and diluted earnings per share is the same for all periods presented, as the effect of the potential common stock equivalents is antidilutive due to the Company's net loss position for all periods presented. Antidilutive securities, which consist of stock options, warrants and the Series A convertible preferred stock, that were not included in diluted net loss per common share were 3,437,272, 7,591,249 and 8,069,369 as of June 30, 2004, 2003 and 2002, respectively.

ThermoGenesis Corp.  
NOTES TO FINANCIAL STATEMENTS (Continued)

#### 1. Summary of Significant Accounting Policies (Continued)

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##### Reclassifications

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Certain amounts in the prior year's financial statements have been reclassified to conform with the 2004 presentations.

##### New Accounting Pronouncements

-----

In November 2002, the EITF reached a consensus on Issue 00-21, "Multiple-Deliverable Revenue Arrangements" ("EITF 00-21"). EITF 00-21 addresses how to account for arrangements that may involve the delivery or performance of multiple products, services, and/or rights to use assets. The consensus mandates how to identify whether goods or services or both that are to be delivered

separately in a bundled sales arrangement should be accounted for separately because they are "separate units of accounting." The guidance can affect the timing of revenue recognition for such arrangements, even though it does not change rules governing the timing or pattern of revenue recognition of individual items accounted for separately. EITF 00-21 was adopted on July 1, 2003 and had no impact on our financial statements.

In May 2003, the FASB issued Statement of Financial Accounting Standards No. 150 (SFAS 150), "Accounting for Certain Financial Instruments with Characteristics of Both Liabilities and Equity". SFAS 150 requires certain financial instruments that embody obligations of the issuer and have characteristics of both liabilities and equity to be classified as liabilities. Many of these instruments previously were classified as equity or temporary equity and as such, SFAS 150 represents a significant change in practice in the accounting for a number of mandatorily redeemable equity instruments and certain equity derivatives that frequently are used in connection with share repurchase programs. SFAS 150 was adopted as of July 1, 2003 and had no impact on our financial statements.

2. Inventory  
-----

Inventory consisted of the following at June 30:

	2004	2003
	-----	-----
Raw materials	\$1,448,000	\$1,711,000
Work in process	769,000	493,000
Finished goods	755,000	838,000
Reserve	(502,000)	(392,000)
	-----	-----
	\$2,470,000	\$2,650,000
	=====	=====

Included in the Company's inventory reserve at June 30, 2004 and 2003 was \$320,000 and \$252,000, respectively, related to CryoSeal inventory products which is based on inventory levels in excess of current demand for the product.

ThermoGenesis Corp.  
NOTES TO FINANCIAL STATEMENTS (Continued)

3. Equipment  
-----

Equipment consisted of the following at June 30:

	2004	2003	Estimated Useful Life
	-----	-----	-----
Office equipment	\$477,000	\$370,000	5-10 years
Computer and purchased software	951,000	829,000	2-5 years
Machinery and equipment	1,921,000	1,642,000	5-10 years or lease term
Leasehold improvements	180,000	200,000	5 years
	-----	-----	
	3,529,000	3,041,000	
Less accumulated depreciation and amortization	(2,383,000)	(2,599,000)	
	-----	-----	
	\$1,146,000	\$442,000	
	=====	=====	

4. Accrued Liabilities  
-----

Accrued liabilities consisted of the following at June 30:

Accrued warranty reserves	\$281,000	\$193,000
Accrued commissions	264,000	56,000
Deferred rent	69,000	-
Customer deposits	32,000	2,000
Capital lease obligations	21,000	16,000
Other accrued liabilities	168,000	122,000
	-----	-----
	\$835,000	\$389,000
	=====	=====

#### 5. Commitments and Contingencies

-----

##### Operating Leases

-----

The Company leases its facility pursuant to a non-cancelable operating lease. The facility lease includes the option to renew for a five year term. The annual future cash obligations are as follows:

2005	\$366,000
2006	382,000
2007	399,000
2008	416,000
2009	70,000
Thereafter	--
	-----
Total	\$1,633,000
	=====

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Rent expense was \$487,000, \$395,000 and \$356,000 for the years ended June 30, 2004, 2003 and 2002, respectively.

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ThermoGenesis Corp.  
NOTES TO FINANCIAL STATEMENTS (Continued)

#### 5. Commitments and Contingencies (Continued)

-----

##### Capital Leases

-----

The Company leases certain equipment under capital leases. The following amounts are included in equipment as assets under these capital leases as of June 30:

	2004	2003
	-----	-----
Cost	\$62,000	\$62,000
Less: accumulated amortization	45,000	33,000
	-----	-----
Net assets under capital leases	\$17,000	\$29,000
	=====	=====

The future minimum lease payments under capital leases as of June 30, 2004 are \$20,000 of which \$2,000 represents interest. The present value of the minimum lease payments of \$18,000 is a current liability.

Note Payable

-----  
 The Company entered into a note payable with a financial institution to purchase a vehicle for field service personnel in January 2003 for \$36,000. The note bears interest at 9.90%, requires monthly payments of principal and interest of \$756 and matures on January 5, 2008.

Contingencies  
 -----

In the normal course of operations, the Company may have disagreements or disputes with employees or vendors. These disputes are seen by the Company's management as a normal part of business, and there are no pending actions currently or no threatened actions that management believes would have a significant material impact on the Company's financial position, results of operations or cash flow.

Warranty  
 -----

The Company offers a one-year warranty for parts only on all of its products. The Company estimates the costs that may be incurred under its basic limited warranty and records a liability in the amount of such costs at the time product revenue is recognized. Factors that affect the Company's warranty liability include the number of installed units, historical and anticipated rates of warranty claims, and cost per claim. The Company periodically assesses the adequacy of its recorded warranty liabilities and adjusts the amounts as necessary.

Changes in the Company's product liability which is included in accrued liabilities during the period are as follows:

	For years ended June 30,	
	2004	2003
Beginning balance	\$193,000	\$158,000
Warranties issued during the period	249,000	276,000
Settlements made during the period	(131,000)	(205,000)

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Changes in liability for pre-existing warranties during the period, including expirations	(30,000)	(36,000)
Ending balance	\$281,000	\$193,000

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ThermoGenesis Corp.  
 NOTES TO FINANCIAL STATEMENTS (Continued)

6. Stockholder's Equity

Series A Convertible Preferred Stock  
 -----

In January 1999, the Company completed a private placement of 1,077,540 shares of Series A Convertible Preferred Stock ("Series A"), raising \$6,227,000, net of commissions and direct expenses. Commissions of 7% of the gross proceeds and warrants to purchase 200,000 shares of common stock at \$1.70 per share were issued to the placement agent. The significant features of the Series A are as follows:

Voting Rights - the holders of shares of Series A are entitled to voting rights equal to the number of shares of common stock to be issued upon conversion of the Series A.

Liquidation Preferences - In the event of liquidation or dissolution of the Company, the Series A stockholders are entitled to priority over common stockholders with respect to distribution of Company assets or payments to stockholders. The liquidation preference is equal to \$6.25 per share compounded annually at 8% per share per year.

Conversion Rights - Holders of the Series A have the right to convert the Series A at the option of the holder, at any time, into shares of common stock of the Company at the conversion rate of one preferred share for five shares of common stock. The conversion rate is subject to adjustment for changes in the company's capital structure, which would otherwise have a dilutive effect on the conversion rate. The value assigned to the Beneficial Conversion Feature, as determined using the quoted market price of the Company's common stock on the date the Series A was sold, amounted to \$3,605,000, which represents a discount to the value of the Series A. As of June 30, 2004, 951,540 shares of Series A have been converted, 32,000 were converted during the year ended June 30, 2004.

Automatic Conversion - At the option of the Company, each share of Series A may be converted into shares of common stock at the conversion rate of 1:5 provided that the shares of the Company's common stock trade at an average price equal to or greater than \$5 per share for 30 consecutive trading days.

Dividends - The holder of Series A shall be entitled to receive dividends at the same rate and at the same time as any dividends declared on the Company's common stock.

Common Stock  
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The Company completed a private financing on March 26, 2004, in which it received \$9,833,000, net of expenses. The proceeds from the offering were received from the sale of 2,660,000 shares of common stock.

The Company completed a private financing on March 28, 2003, in which it received \$5,330,000, net of expenses. The proceeds from the offering were received from the sale of 3,807,594 shares of common stock and issued three year warrants representing the right to acquire an additional 11,976 shares of the Company's common stock at \$2.39 per share. The warrants vest immediately. There were no warrants exercised as of June 30, 2004.

ThermoGenesis Corp.  
NOTES TO FINANCIAL STATEMENTS (Continued)

6. Stockholder's Equity (Continued)  
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Common Stock (Continued)  
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The Company completed a private financing on March 26, 2002, in which it received \$6,833,000 net of expenses. The proceeds from the offering were received from the sale of 3,504,310 shares of common stock at \$2.00 per share and five year warrants representing the right to acquire an additional 723,362 shares of common stock at \$3.07 per share. The warrants vest immediately. There were 260,000 warrants exercised as of June 30, 2004.

As of June 30, 2004, the Company had 4,819,928 shares of common stock reserved for future issuance.

Warrants  
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In conjunction with a private placement on April 27, 2001, five year warrants were issued, representing the right to acquire an additional 788,809 shares of common stock, at an exercise price of \$2.88 per share. The warrants vest immediately. There were 599,402 warrants exercised as of June 30, 2004.



In conjunction with a debt financing in December 2000, five year warrants were issued, representing the right to acquire 415,000 shares of common stock for an exercise price of \$1.625. The warrants vest immediately. There were 348,000 warrants exercised as of June 30, 2004.

In conjunction with a private placement in December 1999 and January 2000, five year warrants were issued, representing the right to acquire 484,562 common shares at an exercise price of \$2.72628. There were 268,112 warrants exercised as of June 30, 2004.

As part of the placement agent's compensation in the 1999 private placement of Series A convertible preferred stock, warrants to purchase 200,000 shares of common stock at an exercise price of \$1.70 were issued. The warrants were fully vested upon issuance. There were 200,000 warrants exercised prior to their expiration in January 2004.

In conjunction with a private placement in November 1996, seven-year warrants were issued, representing the right to acquire 1,478,001 shares of common stock at an exercise price of \$3.661 per share. The warrants were fully vested upon issuance and expired in November 2003. There were 132,200 warrants exercised prior to November 2003.

#### Stock Options

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The Amended 1994 Stock Option Plan ("1994 Plan") permits the grant of stock or options to employees, directors and consultants. A total of 1,450,000 shares were approved by the stockholders for issuance under the 1994 Plan. Options are granted at prices that are equal to 100% of the fair market value on the date of grant, and expire over a term not to exceed ten years. Options generally vest ratably over a five-year period, unless otherwise determined by the Board of Directors.

The Amended 1998 Stock Option Plan ("1998 Plan") permits the grant of stock or options to employees, directors and consultants. A total of 3,798,000 shares were approved by the stockholders for issuance under the 1998 Plan. Options are

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granted at prices that are equal to 100% of the fair market value on the date of grant, and expire over a term not to exceed ten years. Options generally vest ratably over three to five years, unless otherwise determined by the Board of Directors.

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ThermoGenesis Corp.  
NOTES TO FINANCIAL STATEMENTS (Continued)

#### 6. Stockholder's Equity (Continued)

##### ----- Stock Options (Continued) -----

The 2002 Independent Directors Equity Incentive Plan ("2002 Plan") permits the grant of stock or options to independent directors. A total of 250,000 shares were approved by the stockholders for issuance under the 2002 Plan. Options are granted at prices which are equal to 100% of the fair market value on the date of grant, and expire over a term not to exceed ten years. Options generally vest immediately, unless otherwise determined by the Board of Directors.

In May 2002, the term for 288,000 fully vested options to purchase shares of the Company's common stock was extended for an additional five years. As a result of this stock option modification, the Company recorded compensation expense of \$205,000 for the year ended June 30, 2002. The \$205,000 was calculated using the intrinsic value method which compares the common stock option exercise price to the fair market value of the underlying common stock on the date of extension.

A summary of stock option activity for the three years ended June 30, 2004 follows:

	Number of Options Outstanding	Weighted-Average Exercise Price Per Share
Balance at June 30, 2001	2,109,285	\$1.98
Options granted	1,539,000	\$2.07
Options canceled	(455,333)	\$2.82
Options exercised	(161,417)	\$1.53
Balance at June 30, 2002	3,031,535	\$1.93
Exercisable at June 30, 2002	1,426,206	\$1.79
Options granted	525,000	\$1.74
Options canceled	(434,745)	\$2.08
Options exercised	(322,251)	\$1.82
Balance at June 30, 2003	2,799,539	\$1.88
Exercisable at June 30, 2003	1,752,372	\$1.74
Options granted	57,250	\$3.47
Options canceled	(11,667)	\$2.14
Options exercised	(986,045)	\$1.78
Balance at June 30, 2004	1,859,077	\$1.97
Exercisable at June 30, 2004	1,098,250	\$1.86

The following table summarizes information about stock options outstanding at June 30, 2004:

Range of Exercise Prices	Number Outstanding	Weighted-Average Remaining Contractual Life	Weighted-Average Exercise Price	Number Exercisable	Weighted-Average Exercise Price
\$1.125-\$1.68	481,833	3.3	\$1.45	475,000	\$1.45
\$1.70-\$2.50	1,321,834	4.8	\$2.10	597,334	\$2.09
	50				
\$3.15-\$4.70	55,410	4.4	\$3.49	25,916	\$3.87
Total	1,859,077			1,098,250	

ThermoGenesis Corp.  
NOTES TO FINANCIAL STATEMENTS (Continued)

7. Stockholder Note Receivable

In October 2000, the Company entered into a note receivable with the Company's Chief Executive Officer and Chairman of the Board for \$425,000. The principal amount of the note represents the amount due to the Company for the exercise of options for 200,000 shares of common stock at an exercise price of \$2.13. The note was a full recourse note, bore interest at 6.3% and was due October 31, 2001. In October 2001, the compensation committee rescinded the transaction. As such, the note was cancelled and the CEO surrendered the 200,000 shares of common stock.

8. Major Customers and Foreign Sales

At June 30, 2004, the Company had four customers that individually accounted for 16%, 13%, 12% and 12% of accounts receivable. At June 30, 2003, the Company had two customers that individually accounted for 12% and 11% of accounts receivable.

During the fiscal year ended June 30, 2004, revenues from two significant customers totaled \$2,523,000 or 22% of net revenues. During the fiscal year ended June 30, 2003, revenues from two significant customers totaled \$2,547,000 or 25% of net revenues. During the fiscal year ended June 30, 2002, revenues from a significant customer totaled \$3,523,000 or 37% of net revenues.

If the relationship between the Company and these customers were altered, it could have a material impact on the Company's financial position, cash flows or results of operations.

The Company had sales to customers outside the United States as follows for the years ended June 30:

	2004	2003	2002
Europe	\$3,195,000	\$2,400,000	\$1,679,000
Asia	4,521,000	2,815,000	1,631,000
Other	879,000	947,000	620,000
	-----	-----	-----
	\$8,595,000	\$6,162,000	\$3,930,000
	=====	=====	=====

9. Income Taxes

The reconciliation of federal income tax attributable to operations computed at the federal statutory tax rate of 34% to income tax expense is as follows for the years ended June 30:

	2004	2003	2002
Statutory federal income tax benefit	(\$1,624,000)	(\$1,905,000)	(\$1,712,000)
Net operating loss with no tax benefit	1,624,000	1,905,000	1,712,000
	-----	-----	-----
Total federal income tax	\$ -	\$ -	\$ -
	=====	=====	=====

At June 30, 2004, the Company had net operating loss carryforwards for federal and state income tax purposes of approximately \$52,336,000 and \$17,553,000 respectively, that are available to offset future income. The federal and state loss carryforwards expire in various years between 2005 and 2024, and 2005 and 2014, respectively.

ThermoGenesis Corp.  
NOTES TO FINANCIAL STATEMENTS (Continued)

9. Income Taxes (Continued)

At June 30, 2004, the Company has research and experimentation credit carryforwards of approximately \$500,000 for federal tax purposes that expire in various years between 2005 and 2024, and \$395,000 for state income tax purposes

that do not have an expiration date.

Significant components of the Company's deferred tax assets and liabilities for federal and state income taxes are as follows:

	June 30, 2004	June 30, 2003
Deferred tax assets:		
Net operating loss carry-forwards	\$18,837,000	\$16,448,000
Income tax credits	793,000	702,000
Capitalized research costs	660,000	560,000
Other	788,000	819,000
	-----	-----
Total deferred taxes	21,078,000	18,529,000
Valuation allowance	(21,078,000)	(18,529,000)
	-----	-----
Net deferred taxes	\$ -	\$ -
	=====	=====

The valuation allowance increased by approximately \$2.5 million, \$2.1 million and \$1.8 million in 2004, 2003 and 2002, respectively. Approximately \$1,344,000 of the valuation allowance at June 30, 2004 is related to the benefits of stock option deductions, which will be credited to paid-in capital when realized.

Because of the "change of ownership" provisions of the Tax Reform Act of 1986, a portion of the Company's federal net operating loss and credit carryovers may be subject to an annual limitation regarding their utilization against taxable income in future periods.

#### 10. Employee Retirement Plan

The Company sponsors an Employee Retirement Plan, generally available to all employees, in accordance with Section 401 (k) of the Internal Revenue Code. Employees may elect to contribute up to the Internal Revenue Service annual contribution limit. Under this Plan, at the discretion of the Board of Directors, the Company may match a portion of the employees' contributions. No Company contributions have been made to the Plan as of June 30, 2004.

#### 11. Related Party Transactions

During the second quarter of fiscal 2004, the Company entered into an agreement with Mediware Information Systems, Inc. (Mediware) to explore technical and market requirements and terms and conditions for the joint development and marketing of the industry's first fully integrated system to make personalized cell therapy safer and more accessible. The Company had no expenses or revenues associated with this agreement during fiscal 2004. The Company's Chief Executive Officer is on the Board of Directors of Mediware and Mediware's Chief Executive Officer is on the Board of Directors of the Company.

### ThermoGenesis Corp. NOTES TO FINANCIAL STATEMENTS (Continued)

#### 12. Unaudited Quarterly Financial Data

The following tables provide quarterly data for fiscal years ended June 30, 2004 and 2003.

	First Quarter Ended September 30, 2003	Second Quarter Ended December 31, 2003	Third Quarter Ended March 31, 2004	Fourth Quarter Ended June 30, 2004
Net revenues	\$2,143,000	\$2,500,000	\$3,367,000	\$3,636,000
Gross Margin	589,000	802,000	1,167,000	1,244,000
Net loss	(\$1,239,000)	(\$1,223,000)	(\$1,218,000)	(\$1,097,000)

	First Quarter Ended September 30, 2002	Second Quarter Ended December 31, 2002	Third Quarter Ended March 31, 2003	Fourth Quarter Ended June 30, 2003
Per share data:				
Basic and diluted net loss per common share	(\$0.03)	(\$0.03)	(\$0.03)	(\$0.02)
Shares used in computing per share data	39,460,449	40,265,493	42,742,891	44,650,439
-----				
Net revenues	\$2,053,000	\$2,350,000	\$2,886,000	\$2,898,000
Gross Margin	356,000	412,000	511,000	1,008,000
Net loss	(\$1,362,000)	(\$1,584,000)	(\$1,666,000)	(\$991,000)
-----				
Per share data:				
Basic and diluted net loss per common share	(\$0.04)	(\$0.04)	(\$0.05)	(\$0.03)
Shares used in computing per share data	35,265,271	35,266,004	36,570,697	39,246,038
-----				

ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE  
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None

ITEM 9A. OTHER INFORMATION  
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None

ITEM 9B. CONTROLS AND PROCEDURES  
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The Company's management with the participation of principal executive and financial officers evaluated the effectiveness of the Company's disclosure controls and procedures as defined by Rule 13a-15(c) of the Exchange Act as of the end of the period covered by this report. The Company's disclosure controls and procedures are designed to ensure that information required to be disclosed by the Company in reports it files or submits under the Exchange Act are recorded, processed, summarized and reported on a timely basis. Based upon their evaluation, the Company's principal executive and financial officers concluded that the Company's disclosure controls and procedures are effective to accumulate and communicate to the Company's management as appropriate to allow timely decisions regarding disclosure.

PART III

ITEM 10. DIRECTORS AND EXECUTIVE OFFICERS OF THE REGISTRANT  
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The information required by this Item will be included in and is hereby incorporated by reference from our Proxy Statement for the 2004 Annual Meeting of Stockholders.

ITEM 11. EXECUTIVE COMPENSATION  
-----

The information required by this Item will be included in and is hereby incorporated by reference from our Proxy Statement for the 2004 Annual Meeting of Stockholders.

ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT  
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The information required by this Item will be included in and is hereby

incorporated by reference from our Proxy Statement for the 2004 Annual Meeting of Stockholders.

ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS  
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The information required by this Item will be included in and is hereby incorporated by reference from our Proxy Statement for the 2004 Annual Meeting of Stockholders.

ITEM 14. PRINCIPAL ACCOUNTANT FEES AND SERVICES  
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The information required by this Item will be included in and is hereby incorporated by reference from our Proxy Statement for the 2004 Annual Meeting of Stockholders.

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ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES  
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The following documents are filed as a part of this report on Form 10-K.

	Page Number -----
(a) (1) Financial Statements	
Report of Ernst & Young LLP, Independent Registered Public Accounting Firm.....	32
Balance Sheets at June 30, 2004 and 2003.....	33
Statements of Operations for the years ended June 30, 2004, 2003 and 2002.....	34
Statements of Stockholders' Equity for the years ended June 30, 2004, 2003 and 2002.....	35
Statements of Cash Flows for the years ended June 30, 2004, 2003 and 2002.....	36
Notes to Financial Statements.....	37
(a) (2) Financial Statement Schedules	
Schedule II, Valuation and Qualifying Accounts.....	65
(b) Exhibits	
Exhibits required by Item 601 of Regulation S-K are listed in the Exhibit Index on the next page, which is incorporated here in by this reference.	

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Exhibit Description  
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3.1	(a) Amended and Restated Certificate of Incorporation (1)
	(b) Revised Bylaws (2)
4.1	Certificate of Designation Series A Convertible Redeemable Preferred Stock (3)
4.2	Certificate of Designation of Series B Convertible Preferred Stock (4)
4.3	Warrant (form) (5)
10.1	(a) License Agreement between Stryker Corp. and ThermoGenesis Corp. (6)
	(b) Executive Development and Distribution Agreement between

- ThermoGenesis Corp. and Daido Hoxan Inc. (7)
- (c) License Agreement with Pall/Medsep Corporation (8)
- (d) Distribution Agreement with Dideco S.p.A. (9)
- (e) Employment Agreement for Philip H. Coelho (10)
- (f) Employment Agreement for Renee Ruecker (11)
- (g) Employment Agreement for Dan Segal (12)
- (h) Employment Agreement for Kevin Simpson (13)
- (i) Securities Purchase Agreement dated March 10, 2004 (form) (14)

- 23.2 Consent of Ernst & Young LLP, Independent Registered Public Accounting Firm
- 31.1 Rule 13(a) - 14(a)/15(d) - 14(a) Certification (Principal Executive Officer)
- 31.2 Rule 13(a)-14(a)/15(d)-14(a) Certification (Principal Financial Officer)
- 32 Section 1350 Certifications

Footnotes to Exhibit Index

- (1) Incorporated by reference to Form 10-K for the year ended June 30, 1999
- (2) Incorporated by reference to Form 10-KSB for the year ended June 30, 1994.
- (3) Incorporated by reference to Form 8-K dated January 14, 1999.
- (4) Incorporated by reference to Form 8-K dated December 23, 1999.
- (5) Incorporated by reference to Form 8-K dated April 5, 2002
- (6) Incorporated by reference to Form 8-K dated September 27, 1995.
- (7) Incorporated by reference to Form 8-K dated March 27, 1997
- (8) Incorporated by reference to Form 8-K for March 27, 1997.
- (9) Incorporated by reference to Form 8-K for February 16, 1998.
- (10) Incorporated by reference to Form 10-K for the year ended June 30, 2002.
- (11) Incorporated by reference to Form 10-Q for the quarter ended March 31, 2003.
- (12) Incorporated by reference to Form 10-K for the year ended June 30, 2000.
- (13) Incorporated by reference to Form 10-Q for quarter ended December 31, 2002.
- (14) Incorporated by reference from Form 8-K dated March 10, 2004.

GLOSSARY OF CERTAIN TECHNICAL TERMS

510(k): Formal notification to FDA obtain clearance to market the medical device. The device must be substantially equivalent to devices manufactured prior to 1976, or which have been found substantially equivalent after that date.

AUTOLOGOUS: Autogenous; related to self; originating within an organism itself, as obtaining blood from the patient for use in the same patient.

COAGULATION: (1) the process of clot formation; (2) in surgery, the disruption of tissue by physical means to form a blockage or clot.

THERMOLINE PRODUCTS: (1) Device for the ultra-rapid freezing of human blood plasma; (2) Portable device for the ultra-rapid freezing of human blood plasma; (3) Device for the rapid thawing of frozen plasma for hospital patient care.

CRYOPRECIPITATE: Any precipitate (substance that is separated out of a solution of plasma) that results from cooling, as cryoglobulin or antihemophilic factor. When used in the context of the CryoSeal FS System, cryoprecipitate means a "fibrinogen-rich" cryoprecipitate.

CRYOPRESERVATION: Maintaining the life of excised tissue or organs by freezing and storing at very low temperatures.

CRYOSEAL: System for harvesting fibrinogen-rich cryoprecipitate from a donor's blood plasma, a blood component that is currently licensed by the FDA for the treatment of clotting protein deficient patients.

DEWAR: Container that keeps its contents at a constant and generally low temperature by means of two external walls between which a vacuum is maintained.

FIBRINOGEN: A blood protein that is converted to fibrin in the clotting of blood.

HEMOSTATIC: (1) checking the flow of blood; (2) an agent that stops the flow of blood.

PLURIPOTENT: The ability to develop into all three embryonic tissue layers which in turn form all the cells of every body organ. Used to describe stem cells that can form and all cells and tissues in the body.

PROGENITOR: A parent or ancestor.

STEM CELLS: Undifferentiated, primitive cells in the bone marrow with the ability both to multiply and to differentiate into specific blood cells.

THROMBIN: Generated in blood clotting that acts on fibrinogen to produce fibrin.

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#### SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

ThermoGenesis Corp.  
By: /s/ PHILIP H. COELHO  
-----  
Philip H. Coelho, Chairman & CEO

Pursuant to the requirements of the Securities Exchange Act of 1934, this report has been signed below by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

By: /s/ PHILIP H. COELHO Date: September 9, 2004

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Philip H. Coelho, Chief Executive  
Officer and Chairman of the Board  
(Principal Executive Officer)

By: /s/ RENEE M. RUECKER Dated: September 9, 2004

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Renee M. Ruecker, Chief Financial  
Officer  
(Principal Financial and Accounting  
Officer)

By: /s/ KEVIN M. SIMPSON Dated: September 9, 2004

-----  
Kevin M. Simpson, President/COO  
and Director

By: /s/ GEORGE BARRY Dated: September 9, 2004

-----  
George Barry, Director

By: /s/ HUBERT HUCKEL Dated: September 9, 2004

-----  
Hubert Huckel, Director

By: /s/ PATRICK MCENANY Dated: September 9, 2004

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Patrick McEnany, Director

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CONSENT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

We consent to the incorporation by reference in the Registration Statements (Form S-8 No. 333-105191) pertaining to the ThermoGenesis Corp. Amended 1998 Employee Equity Incentive Plan, (Form S-8 Nos. 333-28653 and 333-08661) pertaining to the ThermoGenesis Corp. Amended 1994 Stock Option Plan, (Form S-8 Nos. 333-46911 and 333-37228) pertaining to the ThermoGenesis Corp. 1998 Employee Equity Incentive Plan, (Form S-8 No. 333-82900) pertaining to the ThermoGenesis Corp. Amended 1998 Employee Equity Incentive Plan, 2002 Independent Directors Equity Incentive Plan, and Non-Qualified Independent Director Stock Option Agreement, and (Form S-3 Nos. 333-61118, 333-23097, 333-01479, 333-44151, 333-72035, 333-95143, 333-86312, 333-104671 333-114130) of ThermoGenesis Corp. and in the related Prospectuses of our report dated August 17, 2004, with respect to the financial statements and schedule of ThermoGenesis Corp. included in the Annual Report (Form 10-K) for the year ended June 30, 2004.

/s/ ERNST & YOUNG LLP

Sacramento, California  
September 9, 2004

PRINCIPAL EXECUTIVE OFFICER'S CERTIFICATIONS  
PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

I, Philip H. Coelho, Chief Executive Officer for THERMOGENESIS CORP. certify that:

1. I have reviewed this annual report on Form 10-K of THERMOGENESIS CORP.;
2. Based on my knowledge, this annual report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this annual report;
3. Based on my knowledge, the financial statements, and other financial information included in this annual report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this annual report.
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:

(a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

(b) [Omitted pursuant to SEC Release Nos. 33-8238 and 34-47986];

(c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

(d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: September 9, 2004

/s/Philip H. Coelho

Philip H. Coelho  
Chief Executive Officer

PRINCIPAL FINANCIAL OFFICER'S CERTIFICATIONS  
PURSUANT TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002

I, Renee M. Ruecker, Chief Financial Officer for THERMOGENESIS CORP. certify that:

1. I have reviewed this annual report on Form 10-K of THERMOGENESIS CORP.;
2. Based on my knowledge, this annual report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this annual report;
3. Based on my knowledge, the financial statements, and other financial information included in this annual report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this annual report.
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) [Omitted pursuant to SEC Release Nos. 33-8238 and 34-47986];
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Dated: September 9, 2004

/s/Renee M. Ruecker

Renee M. Ruecker  
Chief Financial Officer

CERTIFICATION PURSUANT TO  
 18 U.S.C. SECTION 1350,  
 AS ADOPTED PURSUANT TO  
 SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the annual report of ThermoGenesis Corp. (the "Company") on Form 10-K for the period ended June 30, 2004, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), each of the undersigned officers of the Company certifies, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that, to such officer's knowledge:

- (1) The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company as of the dates and for the periods expressed in the Report.

Date: September 9, 2004

/s/ PHILIP H. COELHO

-----  
 Name: Philip H. Coelho  
 Title: Chairman of the Board of Directors and  
 Chief Executive Officer

/s/ RENEE M. RUECKER

-----  
 Name: Renee M. Ruecker  
 Title: Chief Financial Officer

SCHEDULE II

ThermoGenesis Corp.  
 VALUATION AND QUALIFYING ACCOUNTS

of	Balance at beginning of	Charged to costs and	Write-offs (net of	Balance at end
	period	expenses	recoveries)	period
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Allowance of Doubtful Accounts:				
For the year ended June 30, 2004	\$80,000	--	\$19,000	\$61,000
For the year ended June 30, 2003	\$84,000	\$1,000	\$5,000	\$80,000
For the year ended June 30, 2002	\$84,000	\$35,000	\$35,000	\$84,000