

# Making Solutions Possible

Company Overview  
March 2024

tekno<sup>va</sup>:

# Forward-looking statements and use of non-GAAP financial measures

Statements in this presentation about future expectations, plans and prospects, as well as any other statements regarding matters that are not historical facts, may constitute “forward-looking statements.” These statements include, but are not limited to, statements relating to Teknova’s anticipated total revenue; capacity expansion of existing facilities and the construction of a new manufacturing facility; 2023 revenue guidance; and other statements about Teknova’s investments, prospects, outlook, and long-term growth strategy. The words, without limitation, “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “will,” “would,” “future,” and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these or similar identifying words. These forward-looking statements are based on management’s current expectations and beliefs and are subject to uncertainties and factors, all of which are difficult to predict and many of which are beyond Teknova’s control and could cause actual results to differ materially and adversely from those described in the forward-looking statements. These risks include, but are not limited to, demand for Teknova’s products (including the potential delay or pausing of customer orders); Teknova’s assessment of fundamental indicators of future demand across Teknova’s target customer base; Teknova’s ability to expand its production capacity and commercial and R&D capabilities; Teknova’s cash flows and revenue growth rate; Teknova’s supply chain, sourcing, manufacturing and warehousing; inventory management; risks related to global economic and marketplace uncertainties; risks related to the impact of the COVID-19 pandemic, including on Teknova’s supply chain and customers; reliance on a limited number of customers for a high percentage of Teknova’s revenue; potential acquisitions and integration of other companies; and other factors discussed in the “Risk Factors” section of Teknova’s most recent periodic reports filed with the Securities and Exchange Commission (“SEC”), including in Teknova’s Annual Report on Form 10-K for the year ended December 31, 2022, and subsequent Quarterly Reports on Form 10-Q filed with the SEC, all of which you may obtain for free on the SEC’s website at [www.sec.gov](http://www.sec.gov). Although Teknova believes that the expectations reflected in its forward-looking statements are reasonable, Teknova does not know whether its expectations will prove correct. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof, even if subsequently made available by Teknova on its website or otherwise. Teknova does not undertake any obligation to update, amend or clarify these forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws.

Additionally, this presentation contains financial measures that have not been calculated in accordance with U.S. generally accepted accounting principles (GAAP). Teknova uses the following non-GAAP financial measures in assessing the performance of our business and the effectiveness of our business strategies: (a) Adjusted EBITDA and (b) Free Cash Flow. Teknova defines Adjusted EBITDA as net income (loss) adjusted for interest income (expense), net, provision for (benefit from) income taxes, depreciation expense, amortization of intangible assets, and stock-based compensation expense. Adjusted EBITDA reflects further adjustments to eliminate the impact of certain items, including certain non-cash and other items that Teknova do not consider representative of its ongoing operating performance. Teknova defines Free Cash Flow as cash provided by (used in) operating activities less purchases of property, plant, and equipment.

Teknova presents Adjusted EBITDA and Free Cash Flow in this presentation because Teknova believes that analysts, investors, and other interested parties frequently use these measures to evaluate companies in Teknova’s industry and that such measures facilitate comparisons on a consistent basis across reporting periods. Teknova also believes such measures are helpful in highlighting trends in its operating results because they exclude items that are not indicative of Teknova’s core operating performance. Investors should consider non-GAAP financial measures in addition to, and not as a substitute for, or as superior to, measures of financial performance prepared in accordance with GAAP. The non-GAAP financial measures presented by Teknova may be different from the non-GAAP financial measures used by other companies.

A full reconciliation of these non-GAAP measures to the most comparable GAAP measures is included at the end of this presentation.

# We make solutions possible

Accelerating the discovery, development, and commercialization of novel therapies, vaccines, and molecular diagnostics that will help people live longer, healthier lives



Producer of **complex research and clinical-grade reagents** fundamental to the life sciences industry



**Modular manufacturing** supports emerging therapeutic modalities, like cell and gene therapy



Production platform delivers **high-quality, custom products** with short turnaround times



Well-established, respected brand with **2,500+ customers** and a >95% retention rate<sup>1</sup>



Ability to seamlessly scale with customers from **discovery through commercialization**



**Exposure to high growth market segments:** 23% of total revenue related to cell and gene therapy<sup>2</sup>

<sup>1</sup> Among customers with >\$10K in annual revenue, representing ~15% of total customers and ~90% of FY:2023 Revenue

<sup>2</sup> Management estimates based on FY:2023 revenue

# Our path to sustainable, accelerated growth

## ESTABLISH

1996-2016

- Built scientific and operational know-how
- Established high-quality and customer-centric brand reputation



## INVEST

2017-2023

- Achieved ISO 13485:2016 certification
- Secured capital to drive investments and positioned for Adj. EBITDA break-even in the \$50-55M range of annualized revenue
- Built commercial organization and related infrastructure while launching first proprietary product line
- Built state-of-the-art, modular manufacturing facility based on our custom production platform
- Modernized infrastructure for seamless, end-to-end operational efficiency



## SCALE

2024+

- Sustainable above-market revenue growth
- Become partner of choice for Cell & Gene Therapy, including new products and solutions
- Attractive margin profile
- Best-in-class platform for custom reagent manufacturing

# Our products are fundamental to life sciences

## PRODUCT TYPES



### Pre-Poured Agar Plates

Industry standard for growing microorganisms



### Microbial Culture Media

Used for cellular expansion under controlled conditions



### Buffers and Reagents

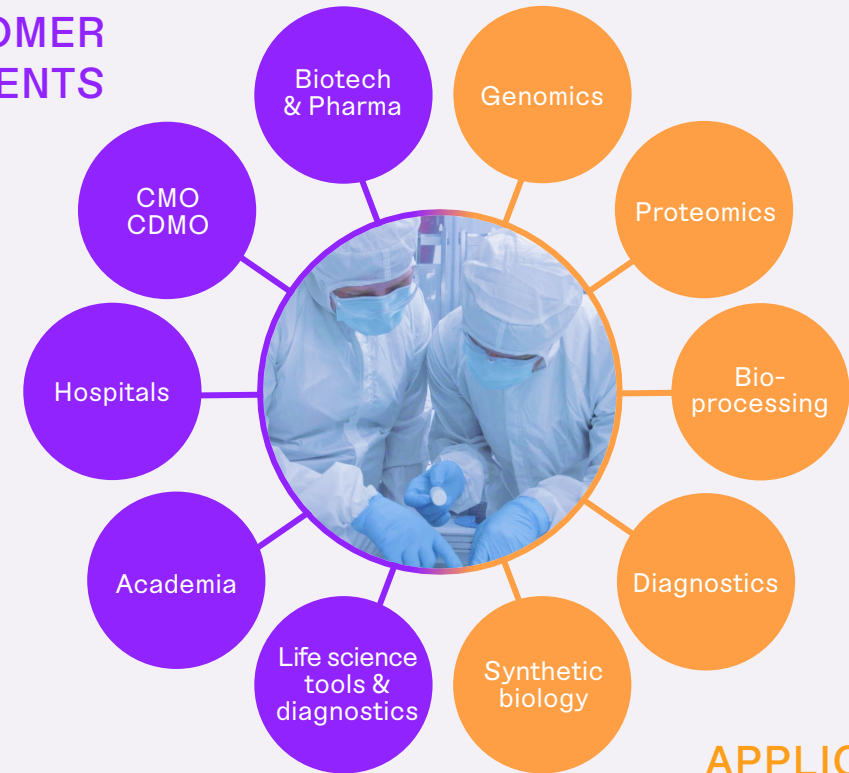
Routinely used for manipulating samples and purifying molecules



### Proprietary Products

Dedicated products to accelerate the introduction of novel cell and gene therapies

## CUSTOMER SEGMENTS



## APPLICATIONS

# Emerging therapeutic and diagnostic modalities require custom bioprocessing solutions



Scientific advances have enabled the advent of novel therapies that use a patient's individual biology to prevent or fight disease



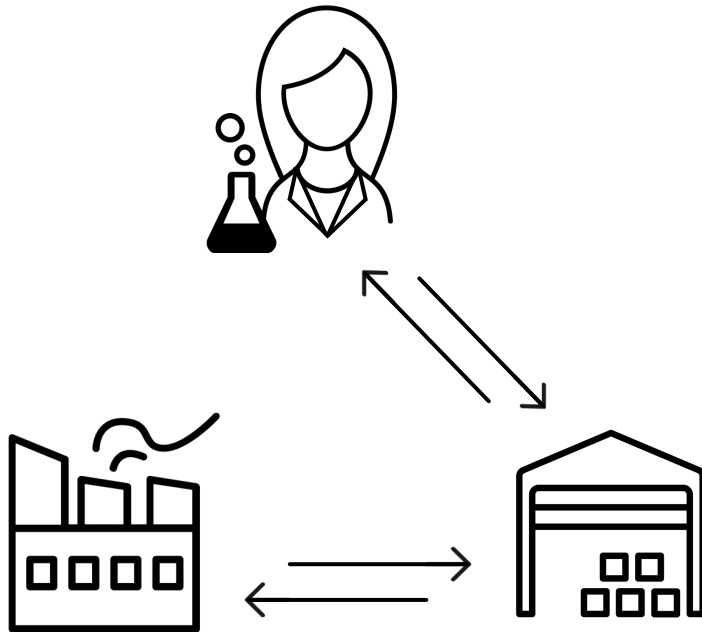
Innovation in drug discovery has far outpaced the bioprocessing methods required to manufacture these products at scale



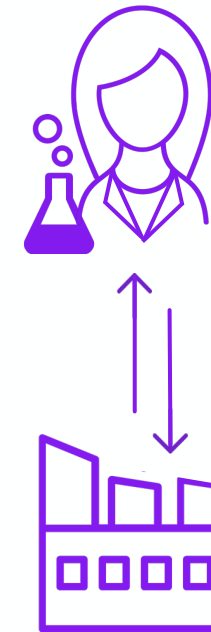
Custom, scalable reagents are critical to accelerating the introduction of novel therapies

# Purpose-built platform addresses critical supply chain needs

## EVERYONE ELSE

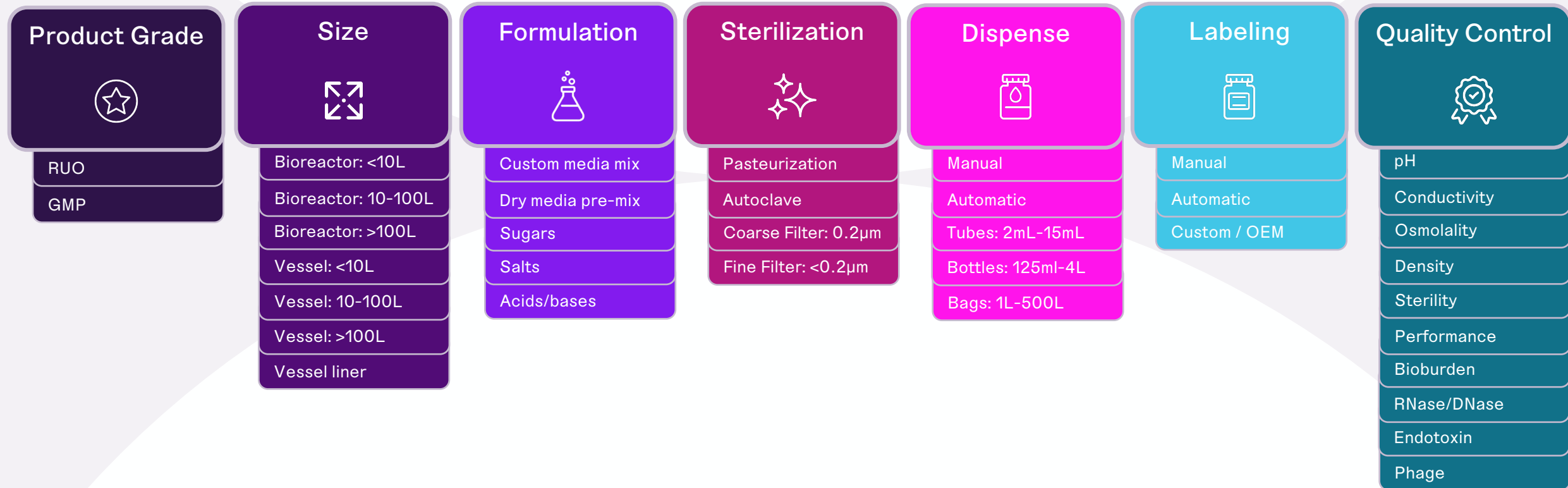


## TEKNOVA PRODUCTION PLATFORM



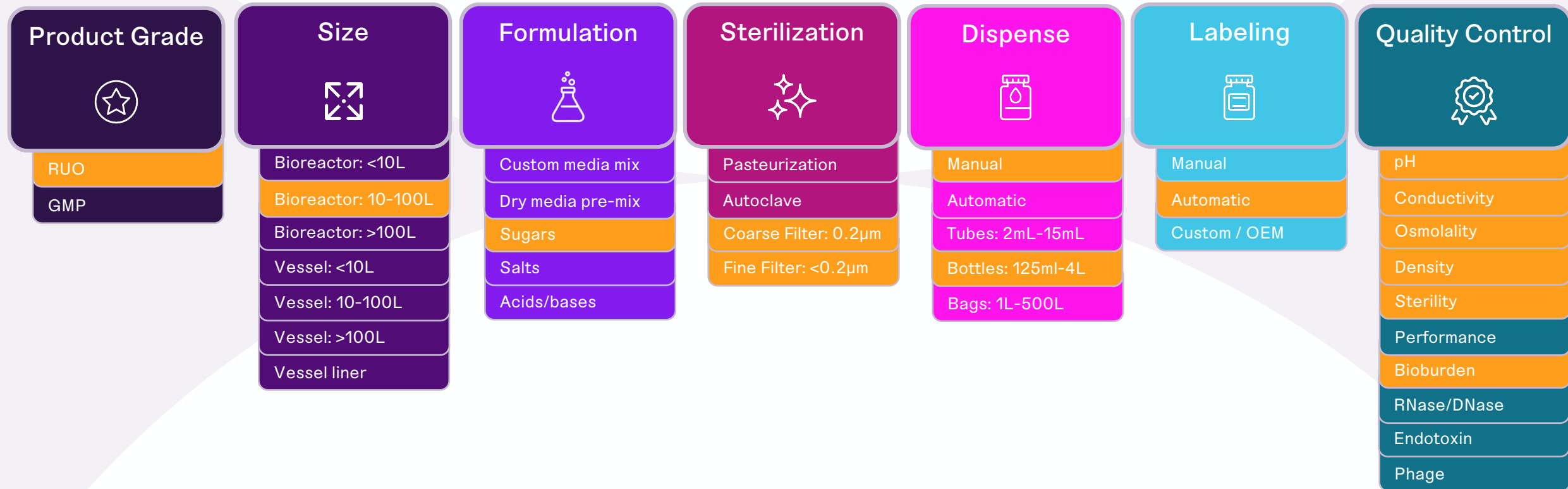
- ✓ Customization
- ✓ Short turnaround times
- ✓ Scalable batch sizes
- ✓ Research (RUO) and good manufacturing practice (GMP) grades

# Modular manufacturing lines deliver high-quality customization on demand

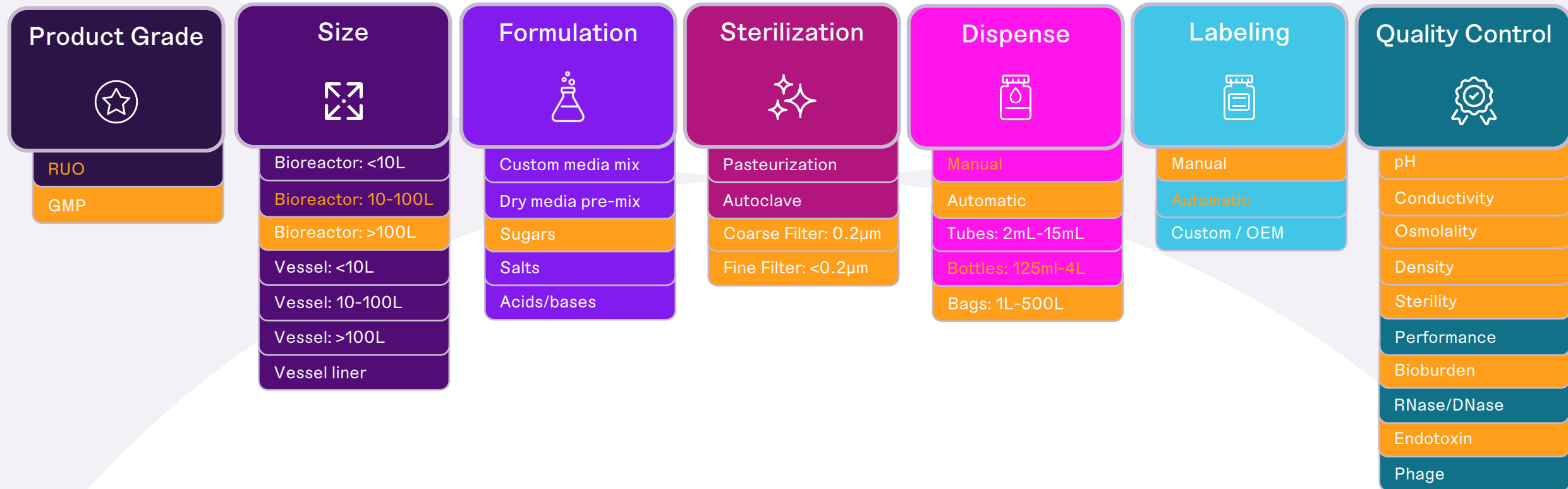




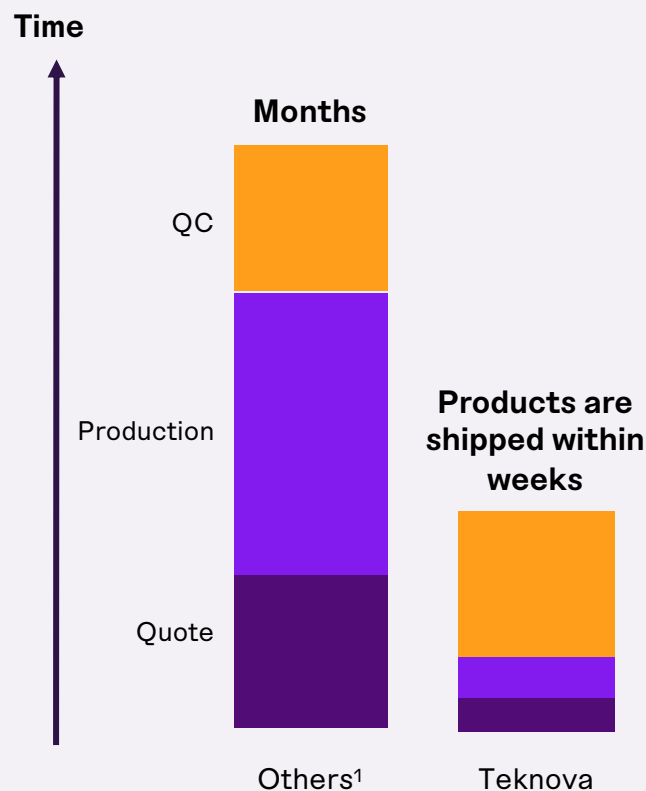
# Modular manufacturing lines deliver high-quality customization on demand



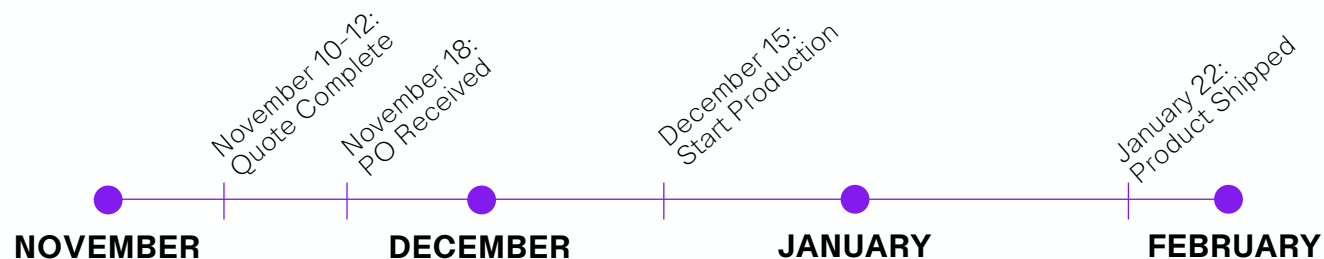
# Modular manufacturing lines deliver high-quality customization on demand



# Delivering high-quality custom reagents with short turnaround times



## Case Study: Fast GMP Turnaround *Protein Therapeutic Production*

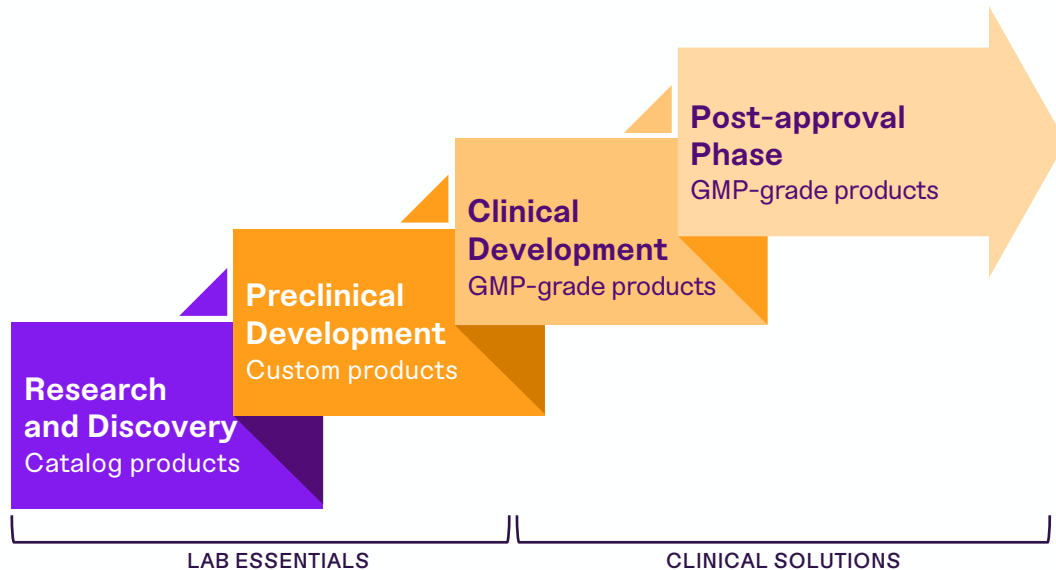


### DETAILS

- New customer request for eight (8) custom GMP reagents
- Alternative suppliers were not able to meet production schedule
- Loyal customer established, ordering additional GMP-grade products

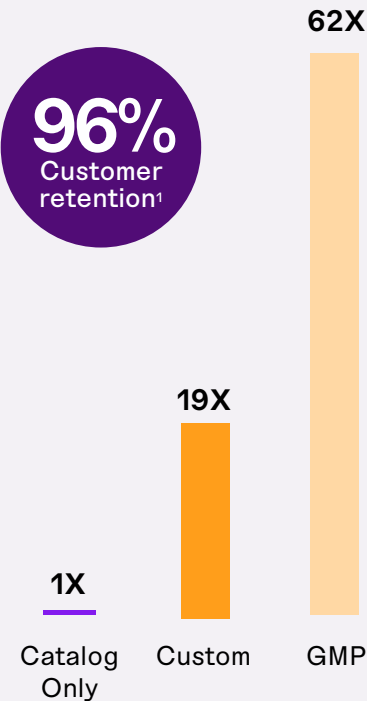
<sup>1</sup>Illustrative models based on Teknova's knowledge of competing technologies

# Delivering value to customers across the entire product development pipeline

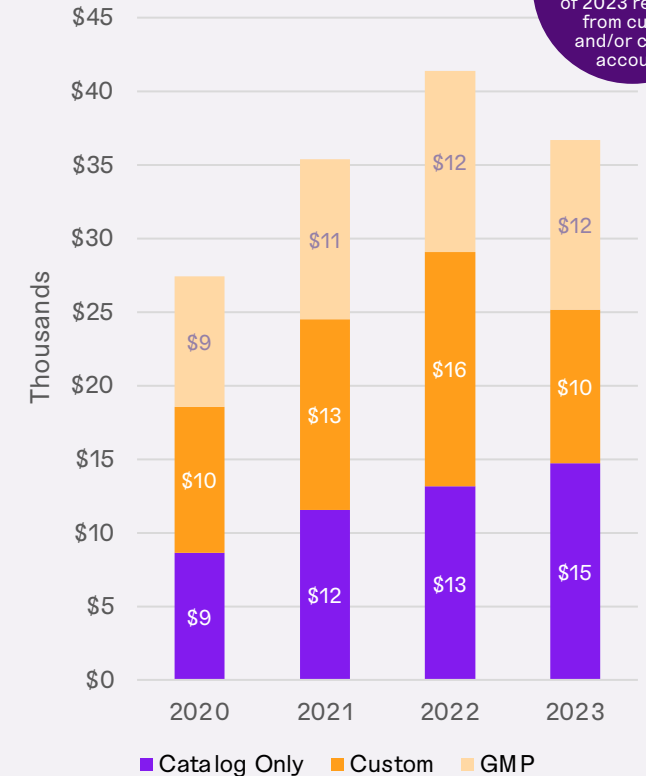


Relative Annual Spend by Account Type in 2023

96%  
Customer retention<sup>1</sup>



Total Revenue by Account Type<sup>1</sup>



60%  
of 2023 revenue<sup>2</sup>  
from custom  
and/or clinical  
accounts

<sup>1</sup> Does not include Sample Transport revenue

<sup>2</sup> CGT customers with >\$5K spend per year

Catalog Only refers to customers who purchase only catalog products

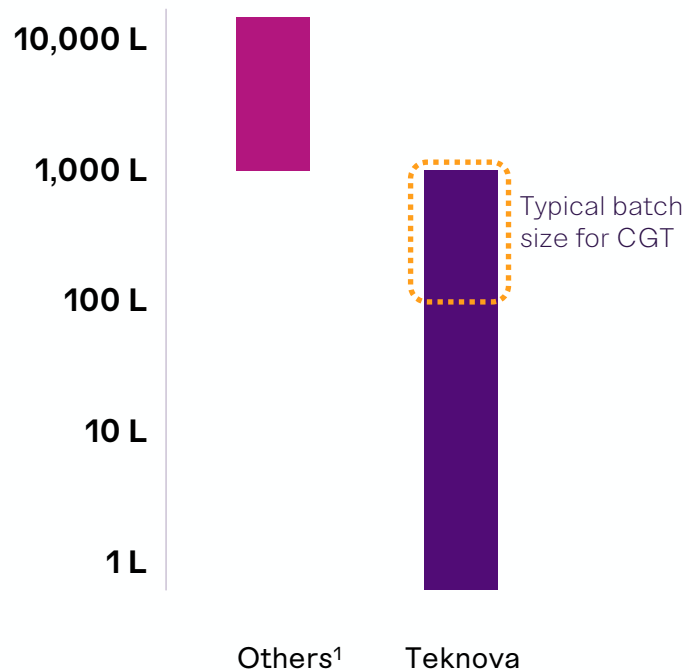
Custom refers to customers who purchase custom and/or catalog products

GMP refers to customers who purchase GMP (\$5K minimum), custom, and/or catalog products

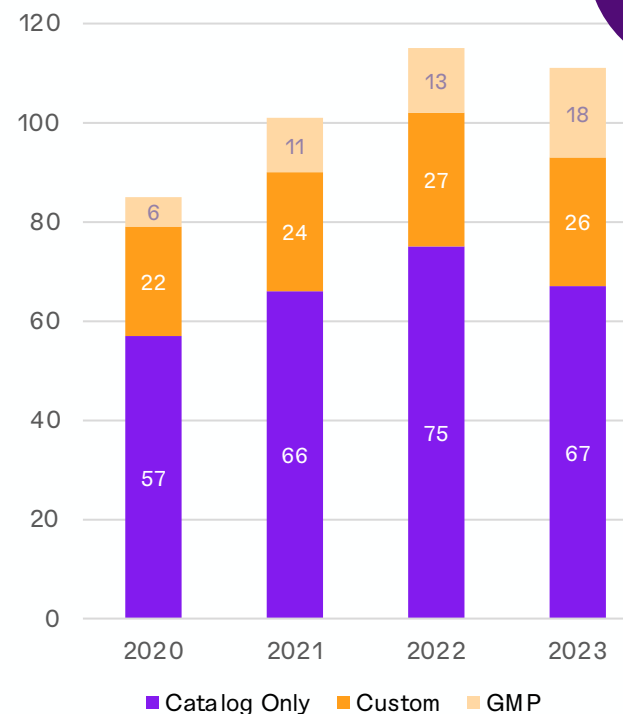
Improved methodology for identifying unique accounts implemented in 2023, all prior periods restated

# Seamlessly scale from discovery to commercialization

Batch Sizes



Cell and Gene Therapy Count by Account Type<sup>2</sup>



**23%**  
of 2023 revenue<sup>3</sup>  
from CGT  
customers

<sup>1</sup> Illustrative models based on Teknova's knowledge of competing technologies

<sup>2</sup> CGT customers with >\$5K spend per year

<sup>3</sup> Does not include Sample Transport revenue

# Cell and Gene Therapy

# Cell and gene therapy is the next modality of medicine



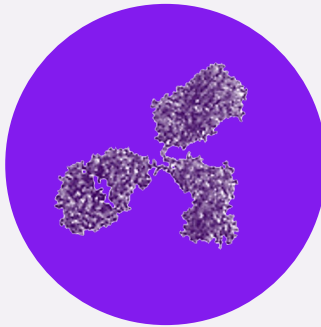
## SMALL MOLECULE DRUG

Aspirin  
~0.5 kD



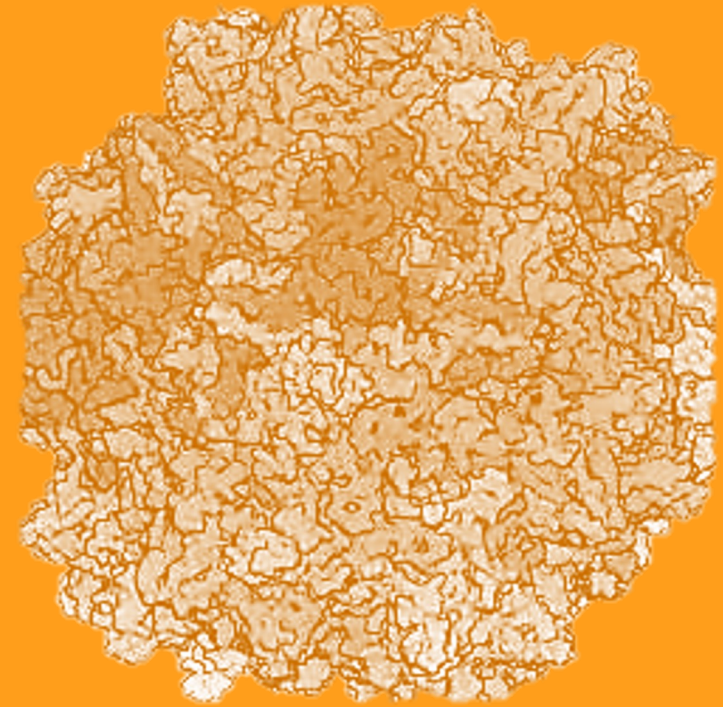
## SMALL BIOLOGICS

Human Growth Hormone  
~10 kD



## LARGE BIOLOGICS

Monoclonal Antibody  
~150 kD



## CELL AND GENE THERAPY

AAV Capsid  
~4,000 kD

INCREASING COMPLEXITY

# Our portfolio addresses the complex needs across multiple gene therapy production workflows ...

## UPSTREAM PROCESSING

### Cell Expansion and Transfection

- Glucose
- Hanks' Balanced Salt Solution
- Custom Cell Culture Media
- WFI Quality Water

### Cell Lysis and Endonuclease Treatment

- Mammalian Cell Lysis Buffer
- Benzonase® Nuclease
- WFI Quality Water

## DOWNSTREAM PROCESSING

### CHROMATOGRAPHY

#### Filtration

- AAV•Tek™ AAV Stabilizer
- AAV Filtration Buffer
- WFI Quality Water

#### Capture

- AAV•Tek AAV Stabilizer
- AAV Affinity Buffer Kit: Equilibration, Wash, Elution, and Eluate Neutralization Buffers, CIP1/2 Solutions
- AAV Affinity Load Low/High Conductivity Adjustment Solutions
- WFI Quality Water

#### Polishing

- AAV•Tek AEX Buffer Screening Kit
  - AAV2: Seven (7) paired sets of Equilibration and Elution buffers
  - AAV6: Eight (8) paired sets
  - AAV8: Six (6) paired sets
  - AAV9 (Beta): Eight (8) paired sets
- AAV AEX CIP Solution
- AAV AEX Column Neutralization Solution
- WFI Quality Water

### IODIXANOL GRADIENT CENTRIFUGATION

#### Ultracentrifugation

- Iodixanol Solutions
- PBS-MK
- PBS-MK with Sodium Chloride
- Phenol Red Solution
- WFI Quality Water

#### Diafiltration and Concentration

- PBS Solutions
- Poloxamer 188 (100X)
- WFI Quality Water

### Storage

Custom Storage Buffers

### CESIUM CHLORIDE DENSITY GRADIENT ULTRACENTRIFUGATION

#### Precipitation

- Calcium Chloride
- PEG/Sodium Chloride Solution
- WFI Quality Water

#### Ultracentrifugation

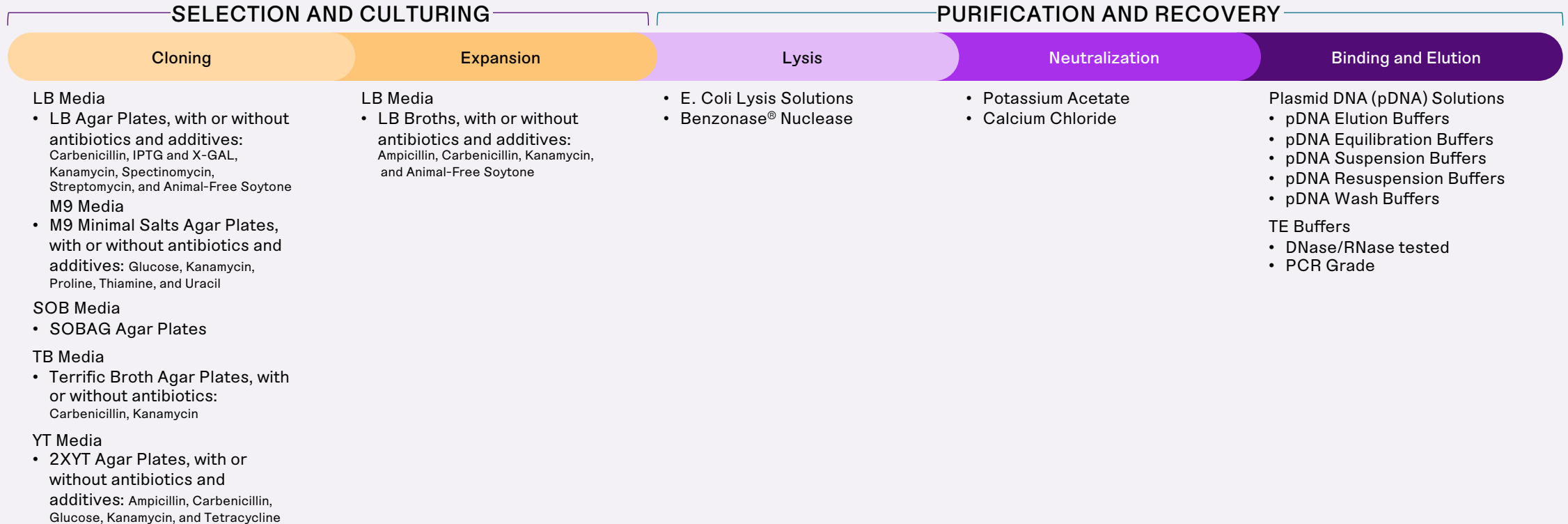
- CsCl Solution
- Saturated CsCl
- WFI Quality Water

#### Dialysis

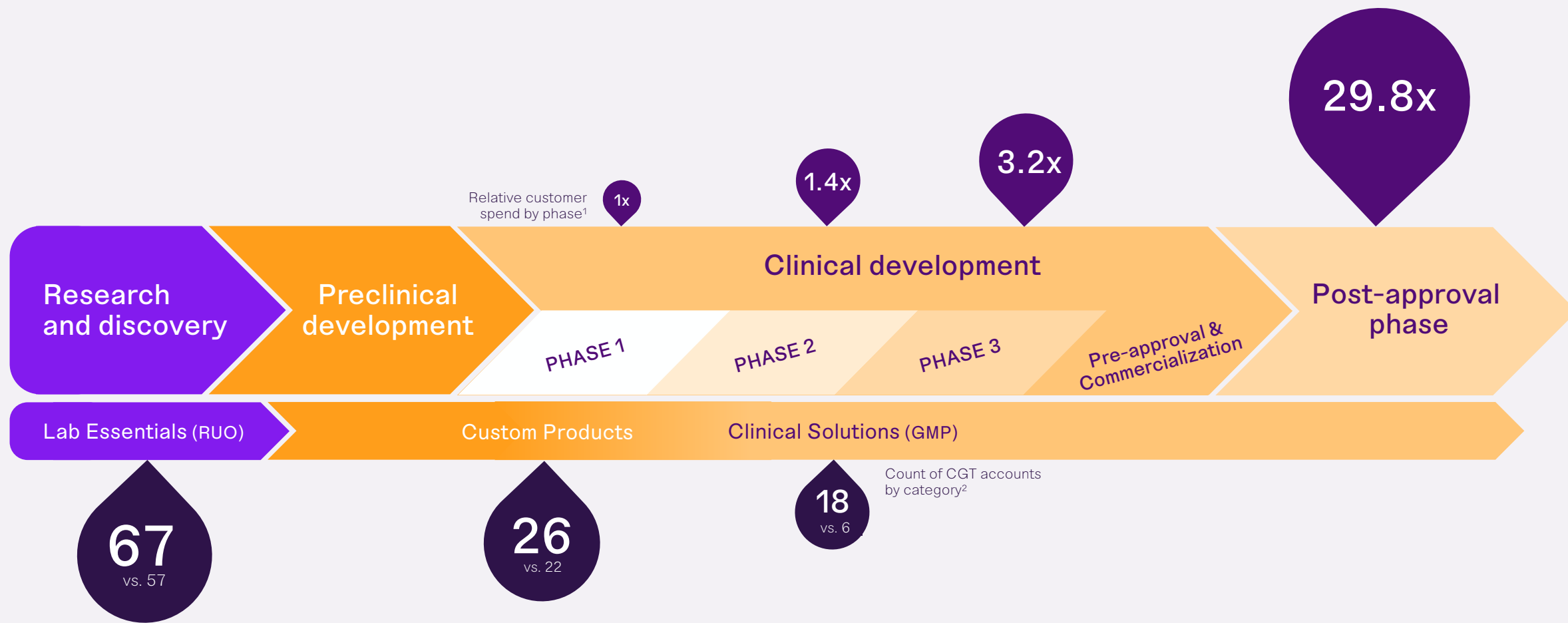
- PBS Solution
- HNE Buffer
- WFI Quality Water



# ... including a curated suite of solutions to expedite plasmid production



# We already supply more than 100 cell and gene therapy organizations



<sup>1</sup>Fletcher Spaght Growth Strategy Report, a report commissioned by Teknova

<sup>2</sup>Accounts relate to 2023 vs. 2020 calendar year for CGT customers with >\$5K spend per year

Ready to Scale

# Leading provider of custom research and clinical-grade reagents ready to support our customers as they scale

We are **successfully executing** on our long-term growth plan, having **increased our Clinical Solutions customer base from 13 to 34** over the past three years<sup>1</sup>

We believe that our investment in **capacity, sales, marketing, and product development** positions Teknova for **sustainable long-term, above-market revenue CAGR of 25%**

teknova:

- Best-in-class scalable, modular manufacturing platform for custom research and clinical reagents
- Industry-leading short turn-around times and customer service levels produced customer retention rates of >95% over the past three years<sup>2</sup>
- Proven ability to move customers along product development pipeline, from catalog to custom to GMP

<sup>1</sup> Clinical Solutions customers with >\$5K spend per year

<sup>2</sup> Customers with >\$10K spend per year



# Our ISO 13485 certified facility is now operational for research and GMP-grade manufacturing

- Completed media fill and equipment validation across multiple automated and manual dispensing stations
- GMP manufacturing validated for standard-use bottles and 1 L to 200 L single-use bags
- Currently manufacturing animal-free, endotoxin-controlled custom RUO and GMP-grade reagents in batch sizes of more than 25 L



# We launched our first proprietary AAV●Tek™ Solutions product line to accelerate the development of AAV gene therapies

Our AAV●Tek AEX Buffer Screening Kit can save AAV gene therapy developers months of process development time

- Each serotype-specific kit contains paired sets of equilibration and elution buffers designed to optimize the separation of empty and full capsids during the anion exchange (AEX) purification step
- Currently available for AAV2, AAV6, and AAV8, with AAV9 in development for release in 2024

Our AAV●Tek PCR Sample Prep Kit addresses AAV sample preparation challenges by improving the accuracy of titer quantification and reducing sample preparation time to under two hours

- The kit includes our proprietary optimized dilution buffer that's formulated to protect against the loss of viral DNA and prevent the inhibition of PCR, along with a DNase treatment to remove exogenous DNA

Our AAV●Tek AAV Stabilizer protects the integrity of your AAV capsid and significantly increases recovery of functional capsids

- Our 100x concentrated, multi-purpose solution minimizes aggregation on surfaces, reduces membrane pressure by 10–40%, and increases yield by up to 50%
- Available in 100 mL and 500 mL formats that can be directly spiked into your feed stock buffers, and solutions to enhance capsid integrity





# Launched a comprehensive product pipeline to increase scientific credibility and support AAV customers across entire bioprocessing workflows



## AAV•TEK™ SOLUTIONS

AEX Buffer Screening Kit: AAV2

AAV6

AAV8

AAV9

PCR Sample Preparation Kit

AAV Stabilizer

## END-TO-END WORKFLOWS

Plasmid Workflow

AAV: Chromatography

AAV: CsCl Density Gradient Ultracentrifugation

AAV: Iodixanol Gradient Ultracentrifugation

**125+**  
Reagents  
launched  
in 2023

# Proven management team with extensive experience in life sciences



**Stephen Gunstream**  
Chief Executive Officer, President



**Matt Lowell**  
Chief Financial Officer



**Damon Terrill**  
General Counsel,  
Chief Compliance Officer



**Jennifer Henry**  
Senior Vice President,  
Marketing



**Rakesh Ahuja**  
Vice President,  
Quality & Regulatory



**Ben Viering**  
Vice President, Information  
Systems & Architecture

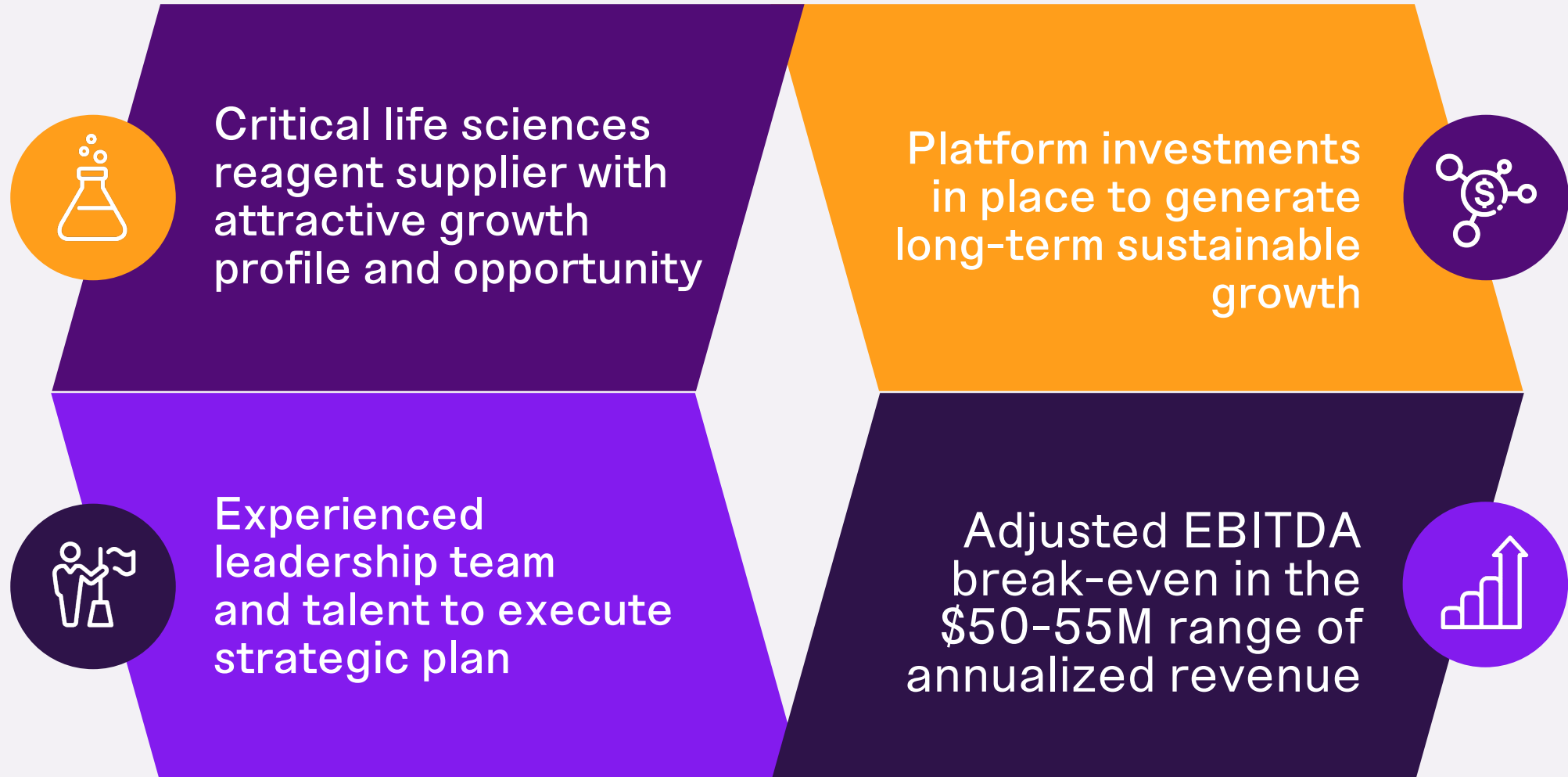


**Bella Neufeld**  
Vice President,  
Operations





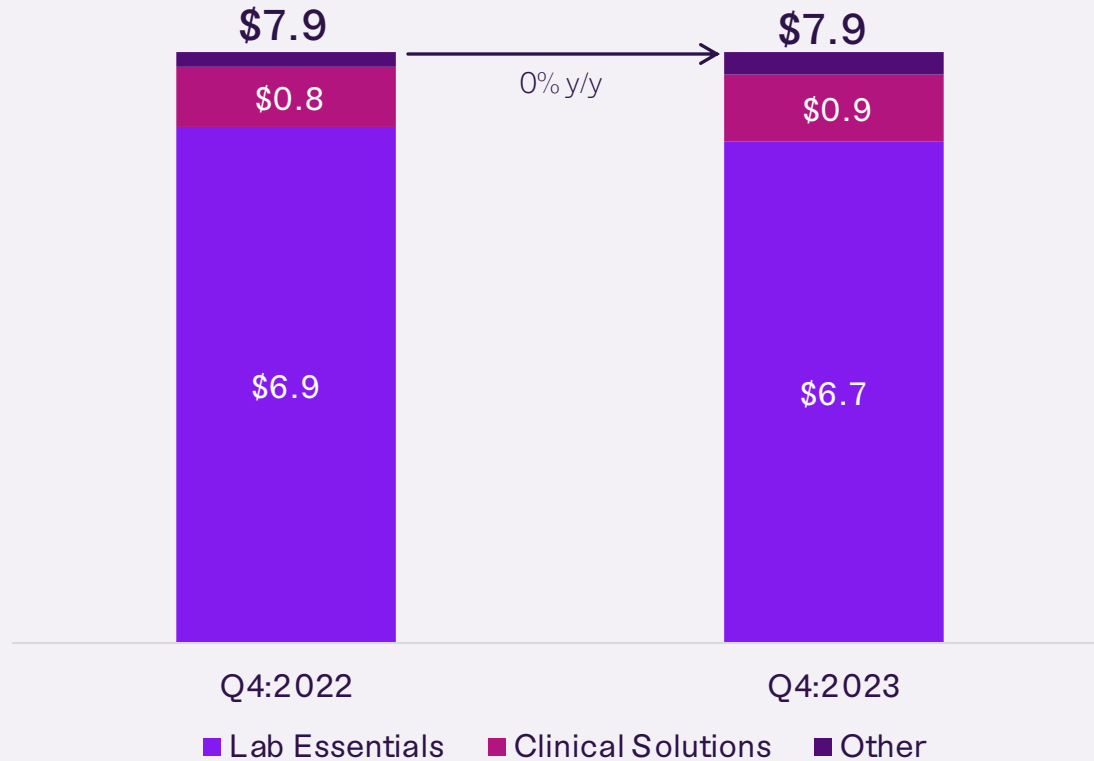
# Key Takeaways



# Financials

# Q4:2023 Revenue Highlights

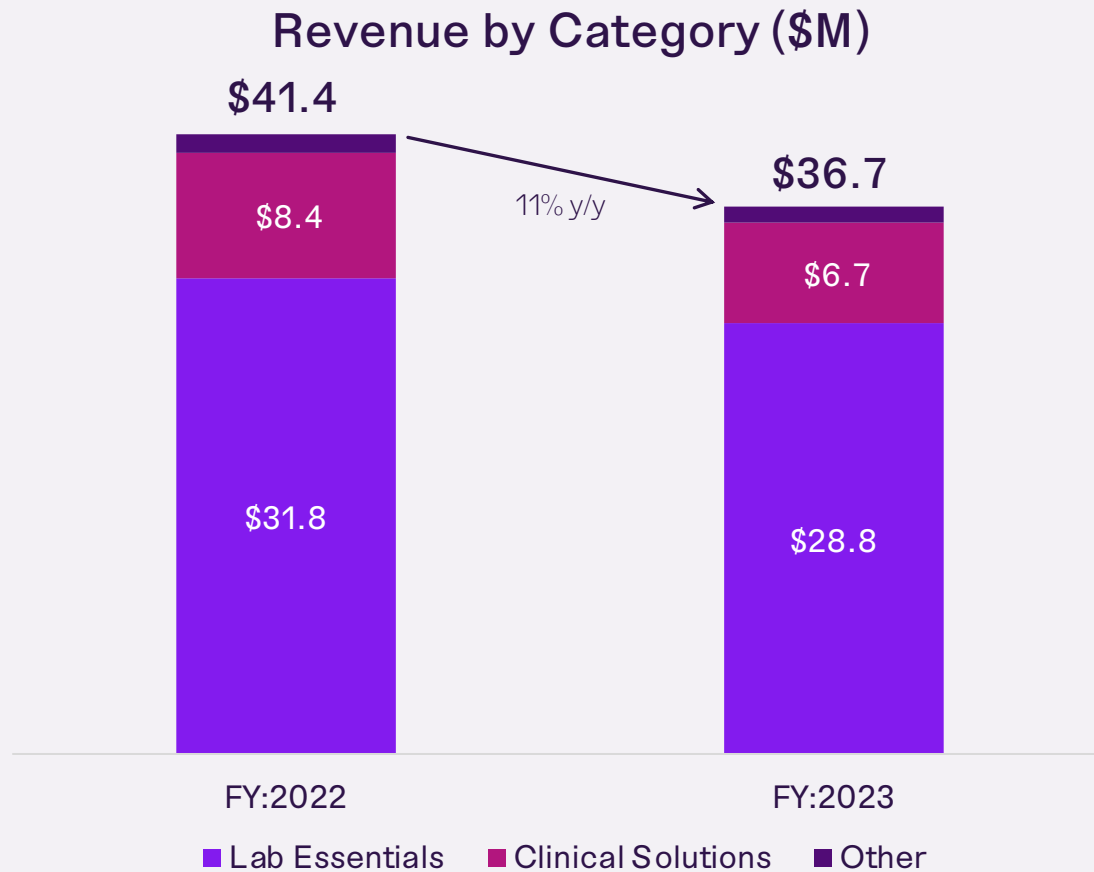
Revenue by Category (\$M)



## KEY HIGHLIGHTS

- Total quarterly revenue flat compared to the same period in prior year
- Lab Essentials decreased 4% from the same period in prior year
- Clinical Solutions increased 14% from the same period in prior year

# FY:2023 Revenue Highlights



## KEY HIGHLIGHTS

- Total annual revenue down 11% compared to the same period in prior year
- Lab Essentials decreased 9% from prior year
- Clinical Solutions decreased 20% from prior year

# Q4:2023 Income Statement Highlights

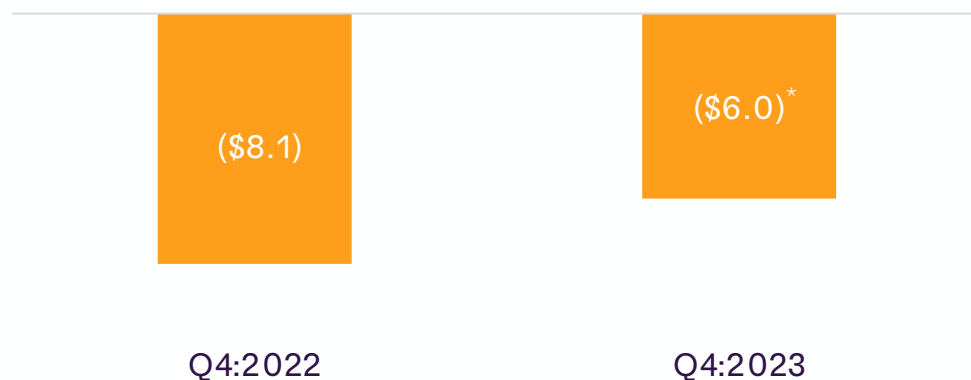
## Gross Margin (%)



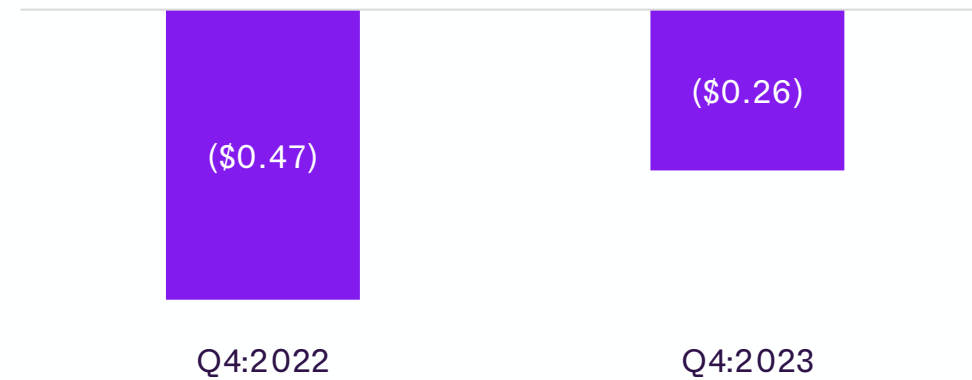
## Total OpEx (\$M)



## Adjusted EBITDA<sup>1</sup> (\$M)



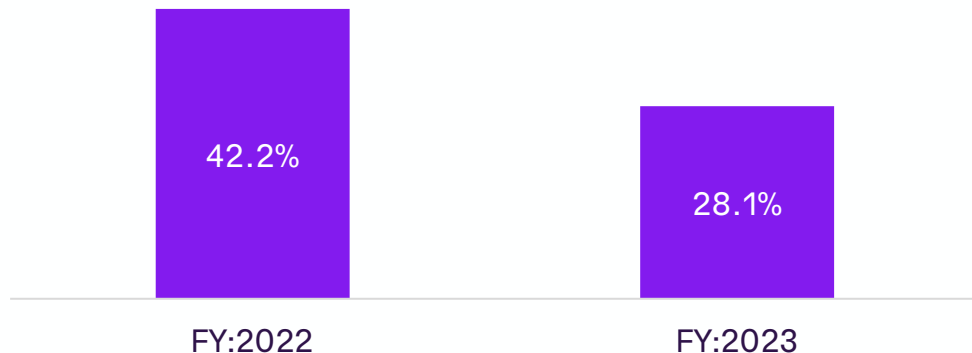
## Diluted EPS (\$)



<sup>1</sup>Adjusted EBITDA is non-GAAP and adds back stock-based compensation and any qualified non-recurring items to EBITDA  
 \*This figure was updated since our earnings release to reflect an adjustment made to our financial statements included in our 10-K filing

# FY:2023 Income Statement Highlights

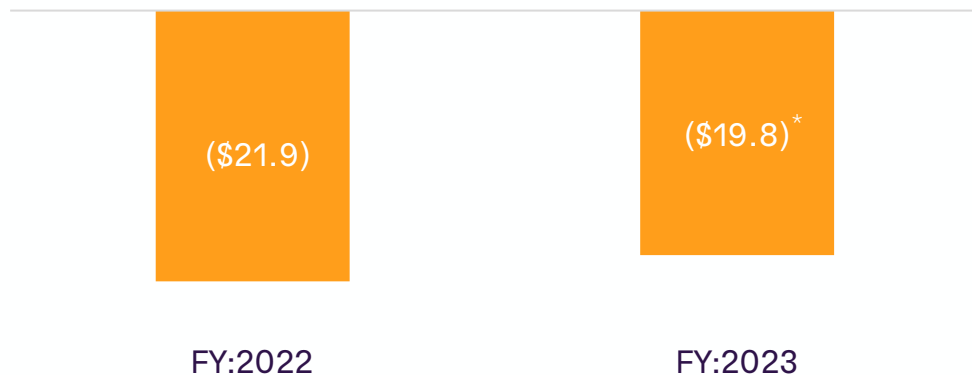
## Gross Margin (%)



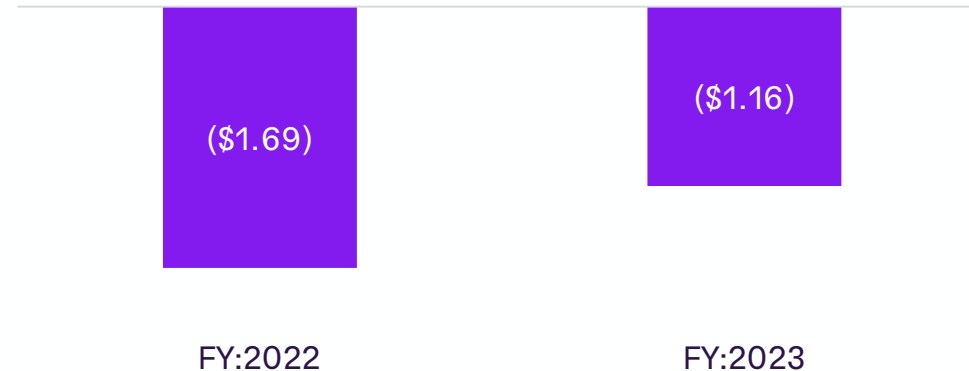
## Total OpEx (\$M)



## Adjusted EBITDA<sup>1</sup> (\$M)



## Diluted EPS (\$)

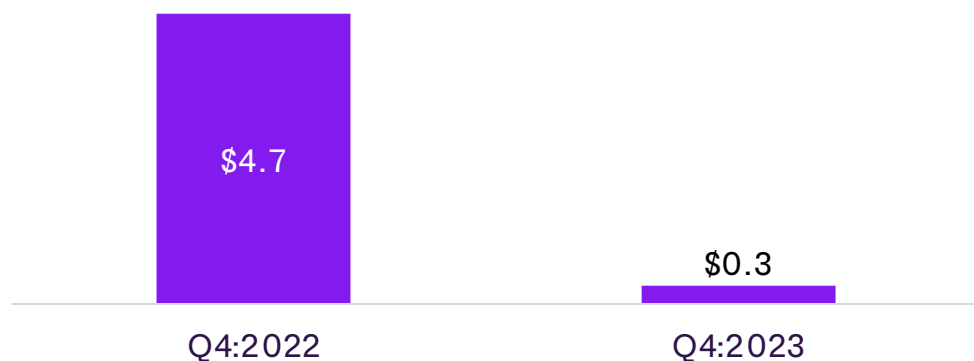


<sup>1</sup>Adjusted EBITDA is non-GAAP and adds back stock-based compensation and any qualified non-recurring items to EBITDA

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# Q4:2023 Cash Flow and Balance Sheet Highlights

## Capital Expenditure (\$M)



## Free Cash Flow<sup>1</sup> (\$M)



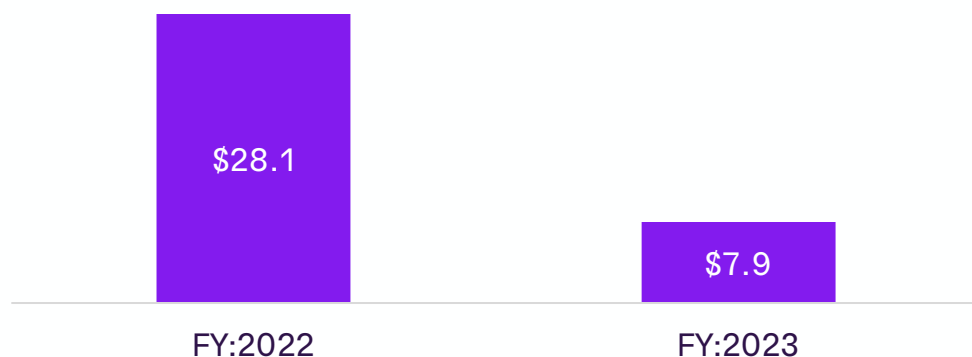
**Cash and Cash Equivalents \$28.5M\* as of December 31, 2023**

<sup>1</sup>Free Cash Flow equals cash provided by (used in) operating activities less purchases of property, plant, and equipment

\* This figure was updated since our earnings release to reflect an adjustment made to our financial statements included in our 10-K filing

# FY:2023 Cash Flow and Balance Sheet Highlights

## Capital Expenditure (\$M)



## Free Cash Flow<sup>1</sup> (\$M)



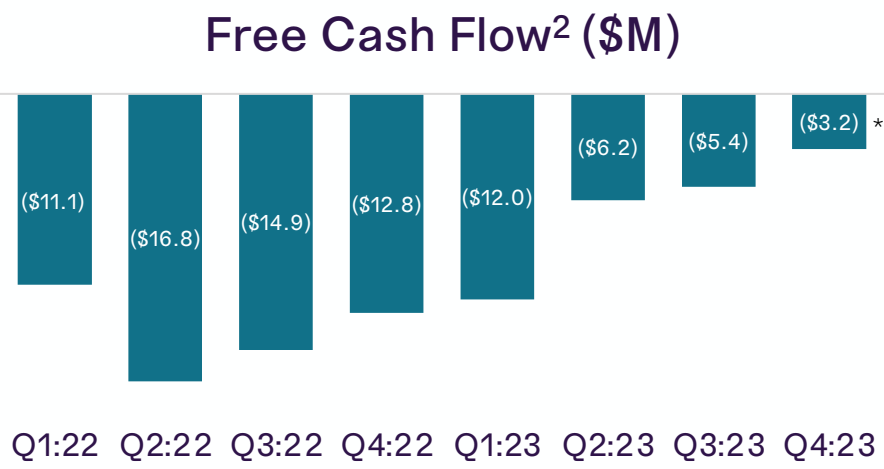
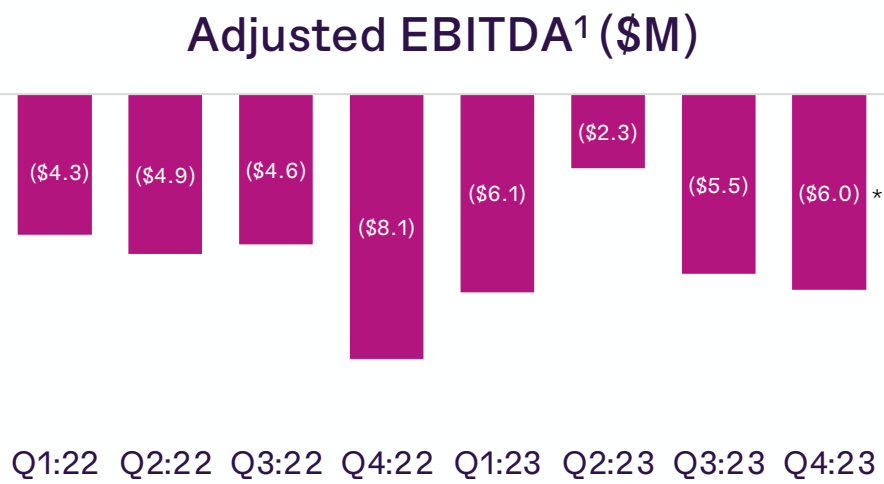
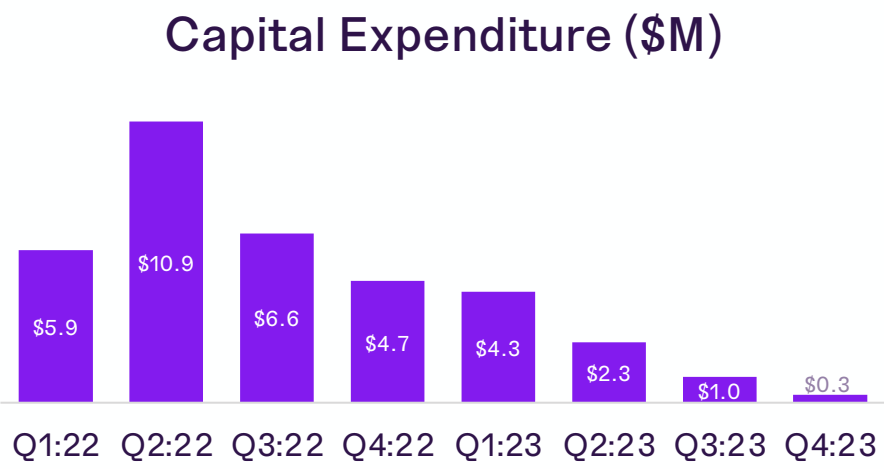
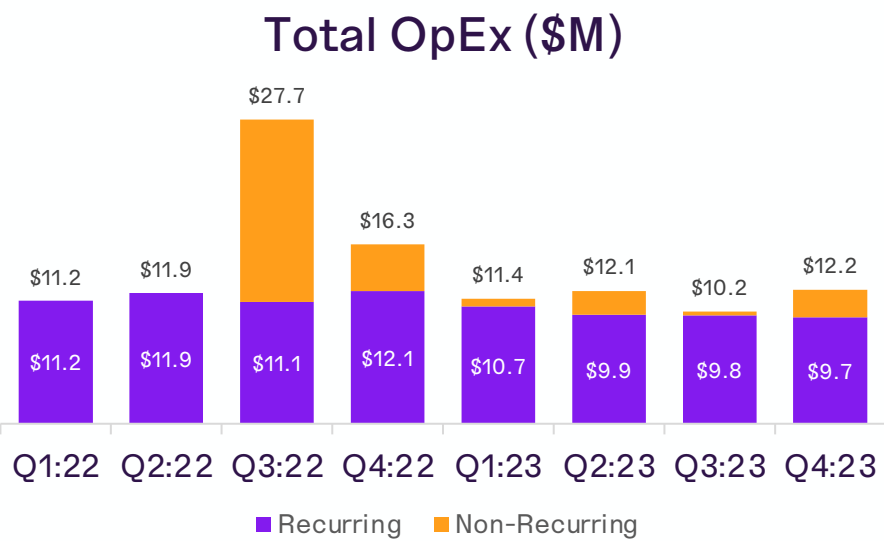
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# Financial Trends



<sup>1</sup>Adjusted EBITDA is non-GAAP and adds back stock-based compensation and any qualified non-recurring items to EBITDA

<sup>2</sup>Free Cash Flow equals cash provided by (used in) operating activities less purchases of property, plant, and equipment  
\* This figure was updated since our earnings release to reflect an adjustment made to our financial statements included in our 10-K filing

# 2024 Outlook

- Estimate total revenue between \$35–38 million, flat y/y at the midpoint
  - Lab Essentials growth of approximately 10% y/y
  - Clinical Solutions revenue is the remainder
- We are targeting free cash outflow of less than \$18 million for 2024
- Estimate annualized revenue range of \$50–55 million to achieve Adjusted EBITDA break-even



# Appendix

# Non-GAAP Reconciliations

ALPHA TEKNOVA, INC.  
Reconciliation of Non-GAAP Measures to the Most Comparable GAAP Measures\*  
(unaudited)  
(in thousands)

	For the Three Months Ended December 31,		For the Twelve Months Ended December 31,	
	2023	2022	2023	2022
Net loss – as reported	\$ (10,656)	\$ (13,294)	\$ (36,780)	\$ (47,468)
Add back:				
Interest (expense) income, net	173	128	(833)	213
Benefit from income taxes	(304)	(795)	(298)	(1,923)
Depreciation expense	1,323	606	4,512	2,017
Amortization of intangible assets	288	287	1,148	1,148
<b>EBITDA</b>	<b>\$ (9,522)</b>	<b>\$ (13,324)</b>	<b>\$ (30,585)</b>	<b>\$ (46,439)</b>
Other and non-recurring expenses:				
Stock-based compensation expense	1,022	1,022	4,137	3,711
Severance pay and other termination benefits	—	—	725	—
Goodwill impairment	—	—	—	16,613
Tradename impairment	2,169	—	2,169	—
Long-lived assets impairment	—	4,188	2,195	4,188
Loss on extinguishment of debt	—	—	824	—
Write-off of ATM Facility costs	—	—	395	—
Loss contingency	300	—	300	—
<b>Adjusted EBITDA</b>	<b>\$ (6,031)</b>	<b>\$ (8,114)</b>	<b>\$ (19,840)</b>	<b>\$ (21,927)</b>
	For the Three Months Ended December 31,		For the Twelve Months Ended December 31,	
	2023	2022	2023	2022
Cash used in operating activities	\$ (2,892)	\$ (8,029)	\$ (18,814)	\$ (27,400)
Purchases of property, plant, and equipment	(312)	(4,730)	(7,934)	(28,149)
<b>Free Cash Flow</b>	<b>\$ (3,204)</b>	<b>\$ (12,759)</b>	<b>\$ (26,748)</b>	<b>\$ (55,549)</b>

\*This table was updated since our earnings release to reflect adjustments made to our financial statements included in our 10-K filing

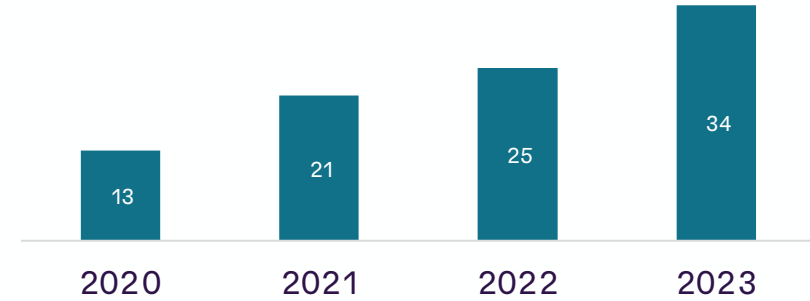
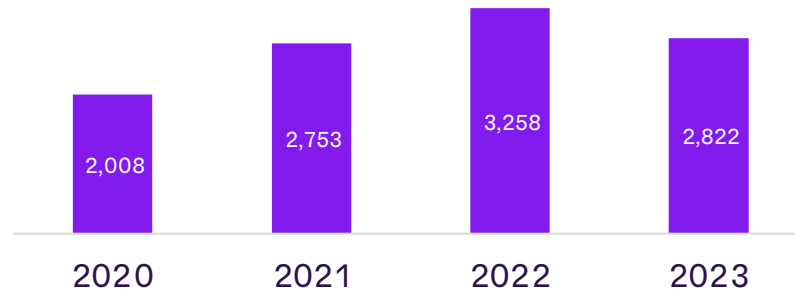
# Historical Customer Metrics by Product Category

## NON-GAAP FIGURES:

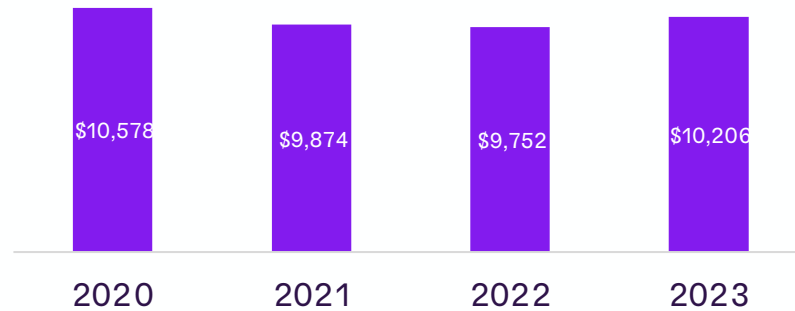
### LAB ESSENTIALS

### CLINICAL SOLUTIONS

Number of Customers<sup>1</sup>



Average Revenue per Customer<sup>1</sup>



In Thousands

<sup>1</sup> Improved methodology for identifying unique accounts implemented in 2023. All prior periods restated. Customer is defined as any customer purchasing within the fiscal year. There is a \$5,000 minimum threshold for Clinical Solutions customers.

teknova: