teknova:

Making Solutions Possible

COMPANY OVERVIEW

November 2026

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, including our expectations for 2026 revenue and Free Cash Outflow guidance, and other statements about Teknova's business prospects, including about Teknova's profitability, strategy of managing operating expenses, 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," 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 risks and uncertainties, 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 and uncertainties include, but are not limited to, demand for Teknova's products (including the potential delay to or pausing of customer orders); Teknova's assessment of fundamental indicators of future demand across its target customer base; 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, including those related to the conflicts in Ukraine and the Middle East; 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, 2025, 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. 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 Teknova makes only as of the date hereof, even if they are repeated by Teknova subsequently. Teknova does not intend and shall have no obligation to update, amend, or clarify these forward-looking statements, 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 its business and the effectiveness of its business strategies: (a) Adjusted EBITDA and (b) Free Cash Flow (Outflow). 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 does not consider representative of its ongoing operating performance. Teknova defines Free Cash Flow (Outflow) as cash provided by (used in) operating activities less purchases of property, plant, and equipment.

Teknova provides Adjusted EBITDA and Free Cash Flow (Outflow) 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 Teknova's 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.

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teknova:

WE MAKE SOLUTIONS POSSIBLE

Leading provider of critical reagents for the discovery, development, and commercialization of novel therapies and diagnostics

2026E REVENUE GUIDANCE **$46-48M**	2026E REVENUE GROWTH (MIDPOINT) **16%**	PROJECT ADJUSTED EBITDA POSITIVE QTR IN **2027**
ACTIVE CUSTOMERS **3,000+**	# CLINICAL CUSTOMER 2025 YoY % GROWTH **25%**	NUMBER OF THERAPIES SUPPORTED **>70**
CUSTOMER RETENTION RATE **95%**	NUMBER OF ASSOCIATES (AS OF SEP 30, 2026) **163**	% REVENUE FROM CELL & GENE THPY **~24%**



All metrics reflect FY:2025 actuals unless otherwise noted. 2026 figures are guidance/estimates and subject to change.

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Our products are foundational to the life sciences industry

AGAR PLATES

Extensive selection of standard and specialty pre-poured agar plates for a wide variety of applications including bacteria, fungi, and nematode growth, and environmental monitoring in cleanroom spaces



LIQUID MICROBIAL CULTURE MEDIA AND SUPPLEMENTS

Wide variety of liquid media and broths to expand a particular microbial or bacterial cell of interest under controlled conditions, to freeze cells, or to conduct media fills for aseptic validation and monitoring



MOLECULAR BIOLOGY REAGENTS

Vast range of product types, sizes, pH, and molarities to support a multitude of applications, such as cell lysis, purifying nucleic acids or proteins, washing, resuspending, and analyzing samples, and sample management



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2025 REVENUE BREAKDOWN

Primary End Markets

APPROX. 1,000 ACCOUNTS

BIOPHARMA AND CONTRACT MANUFACTURING

- ~850 Biotech
- ~30 Large Pharma
- ~200 CDMO/CMOs

aldevron · MERCK · moderna · REGENERON · rocket pharma · sanofi

APPROX. 400 ACCOUNTS

LIFE SCIENCE TOOLS AND DIAGNOSTICS

- ~250 Life Science Tools
- ~150 Diagnostic

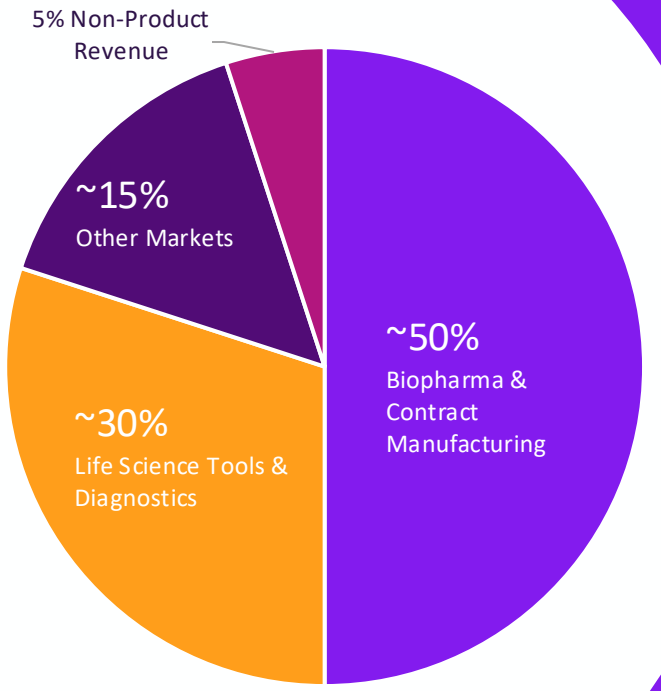
BRUKER · Element Biosciences · Myriad genetics® · New England Biolabs · Thermo Scientific · TWIST BIOSCIENCE

APPROX. 1,900 ACCOUNTS

OTHER MARKETS

- Academic & Government
- Animal Health
- Hospitals
- Distributors

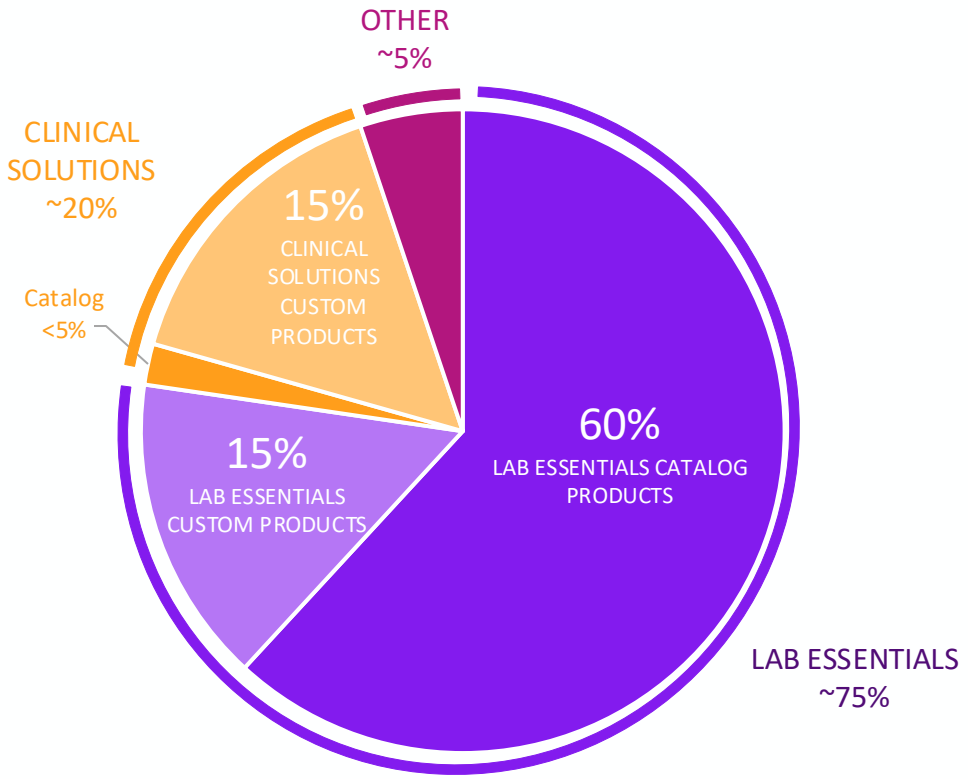
ELANCO Animal Health · The University of Texas MD Anderson Cancer Center · St. Jude Children's Research Hospital · SunOpta Fueling the Future of Food · UCSF University of California San Francisco · VWR part of avantor



REVENUE BY END MARKET FY:2025

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Revenue by Product Type and Customer End Market



2025 REVENUE BREAKDOWN

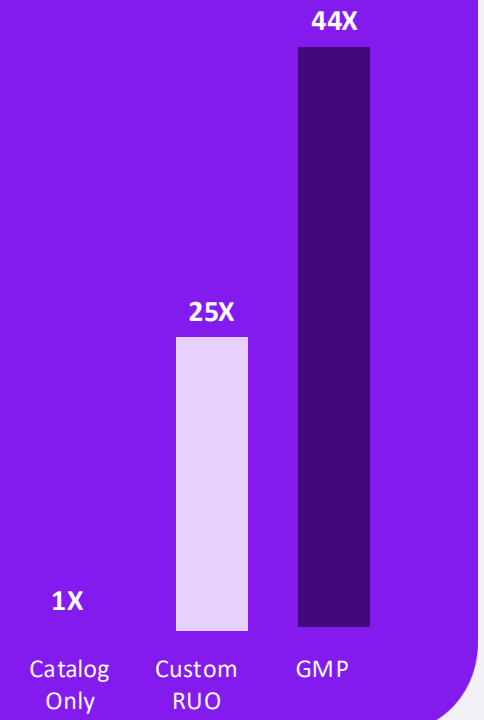
- Lab Essentials: ~75% of 2025 Revenue
  - Research-grade reagents (RUO)
  - Catalog product revenue comprises ~80%
  - Custom product revenue comprises ~20% (including RUO+)
    - Primarily Biopharma, Life Science Tools and Diagnostics customers
- Clinical Solutions: ~20% of 2025 Revenue
  - Clinical-grade reagents (GMP)
  - Catalog product revenue comprises ~10%
  - Custom product revenue comprises ~90%
    - Primarily Biopharma and Diagnostics customers in clinical trials
- Other: ~5% of 2025 Revenue
  - Includes services, shipping, and other non-product related revenue

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Why We Win

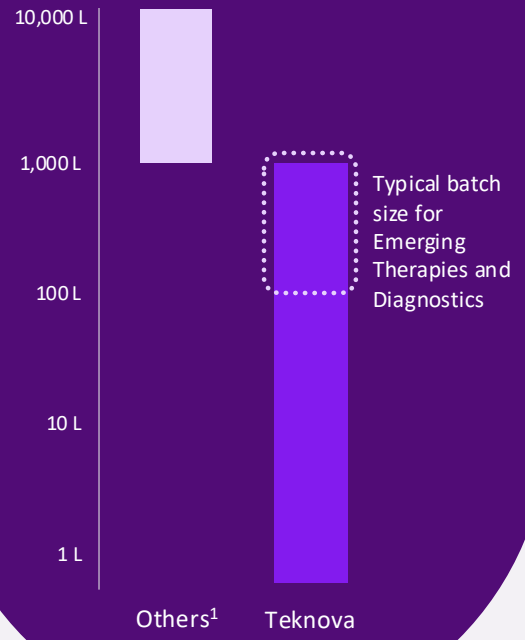
CATALOG BUSINESS AS A FOUNDATION

Relative Annual Spend by Account Type in 2025



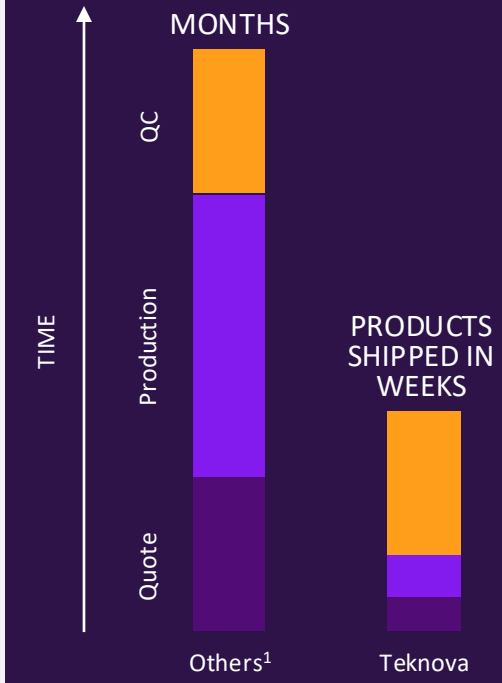
SMALLER CUSTOM BATCH SIZES

Initial Build Sizes for Custom Research and Clinical Orders



FASTER TURNAROUND TIME

Time from Order to Shipment for Custom Orders



[1] Illustrative models based on Teknova's knowledge of competing technologies

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The barriers to producing similar custom reagents for our target markets are considerable

FACILITIES AND INFRASTRUCTURE

Estimated Cost to Replicate: $50M+, >3 years*

- State-of-the-art, GMP manufacturing facilities
- Facilities support production needs from discovery to commercialization
- Capacity for >$200M in annual revenue*

ESTABLISHED CO-LOCATED CATALOG BUSINESS

Estimated Time to Replicate: >10 years*

- Switch seamlessly between production of catalog and custom products
- On-site access to raw materials due to breadth of catalog
- Effective utilization of key costs like labor, equipment, and facilities

BESPOKE MODULAR MANUFACTURING SYSTEM

Estimated Time to Replicate: >5 years*

- Specialized, in-house built software and equipment
- Custom integration of key IT systems: ERP, QMS, and CRM
- Proprietary production know-how learned over 30 years across thousands of SKUs

* Based on management's estimates

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Key Takeaways

Critical supplier of GMP-grade reagents for emerging therapies and diagnostics

Research-grade reagents provide a diverse, predictable, and growing foundation

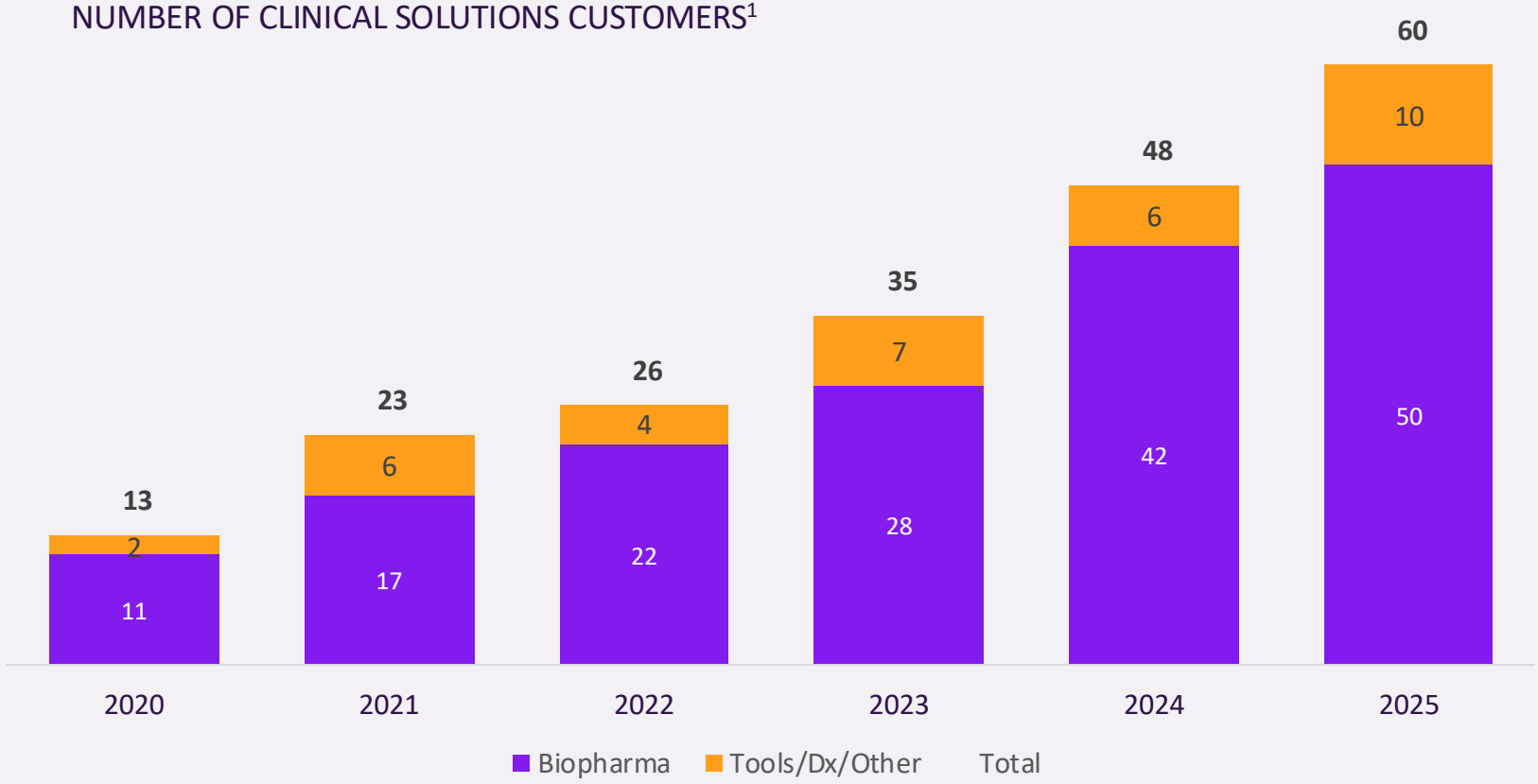
Significant operating leverage in our P&L as our revenue increases

Additional near-term catalysts create potential tailwinds

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Continued success in attracting clinical customers

NUMBER OF CLINICAL SOLUTIONS CUSTOMERS[1]



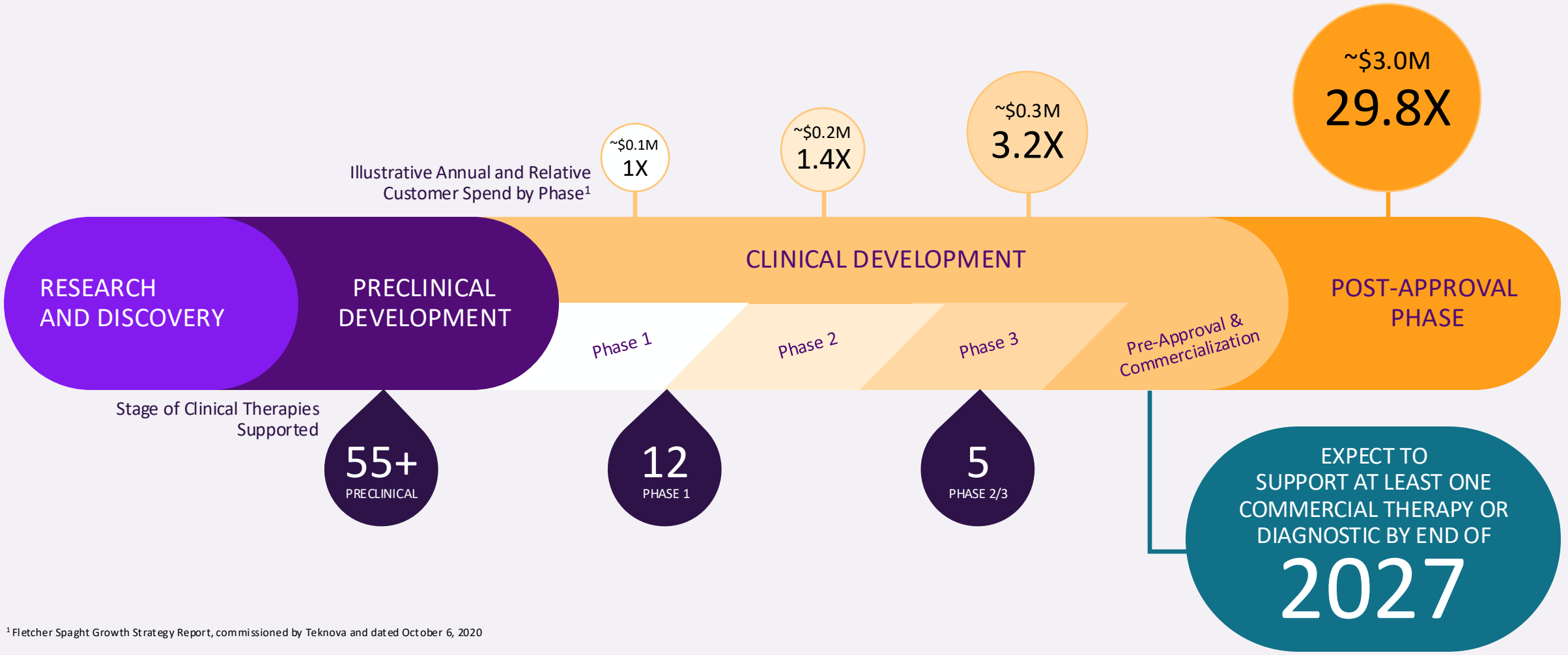
36%

2020-2025 CAGR

[1] Customer is defined as any customer purchasing within the fiscal year. There is a $5,000 minimum threshold for Clinical Solutions customers.

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We are a critical supplier for more than 70 therapies in clinical trials



[1] Fletcher Spaght Growth Strategy Report, commissioned by Teknova and dated October 6, 2020

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Life Science Tools and Diagnostics accounts comprise remaining Clinical Solutions customers



These customers utilize Teknova to manufacture their proprietary formulations for resale or as raw materials in their manufacturing processes to support high growth end markets such as bioprocessing and liquid biopsy

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NEW AI-POWERED ASSISTANT

Build●Tek™ Custom Configurator

Build complex custom product requests in minutes with Teknova's interactive reagent assistant

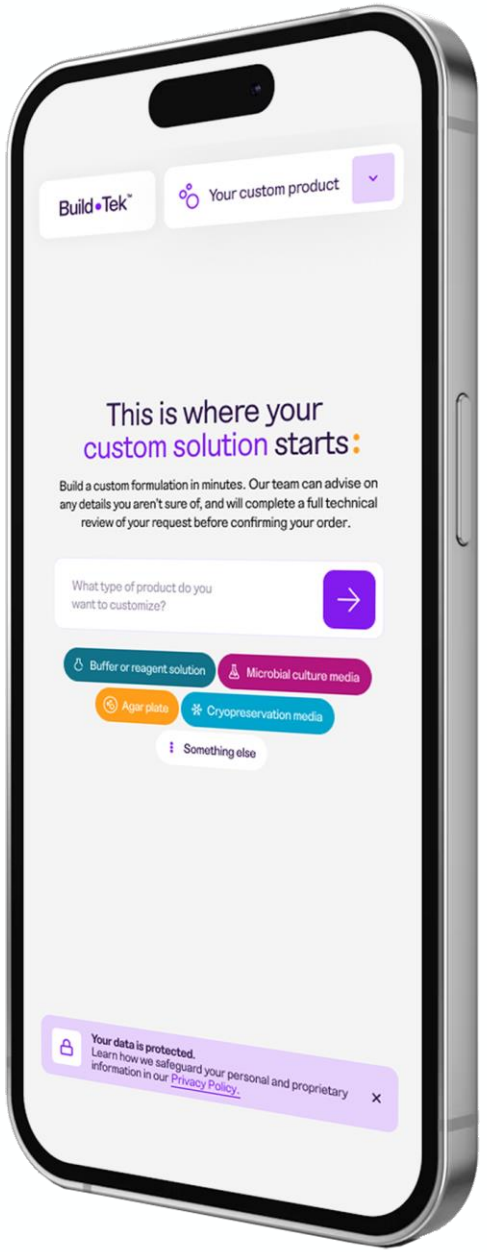
3 minutes
Build a complete custom order with just a few clicks in one guided session

3 days
Submit your configuration and our team returns a quote in 2-3 business days

30 years
Proven custom reagent manufacturing experience behind every order

Evolution of our original Build●Tek buffer configurator provides complete guidance on formulation, format, manufacturing grade, QC testing, and more:

- Assistant is trained on 30 years of Teknova's manufacturing processes and know-how
- Eliminates need for multiple rounds of inputs between the developer and Teknova technical team, which could take weeks and be error-prone
- Configurations start with as much – or as little – as the developer has, and supports the upload of existing files, formulations, or literature
- Developers can design multiple products at once
- Additional features and functionality to come



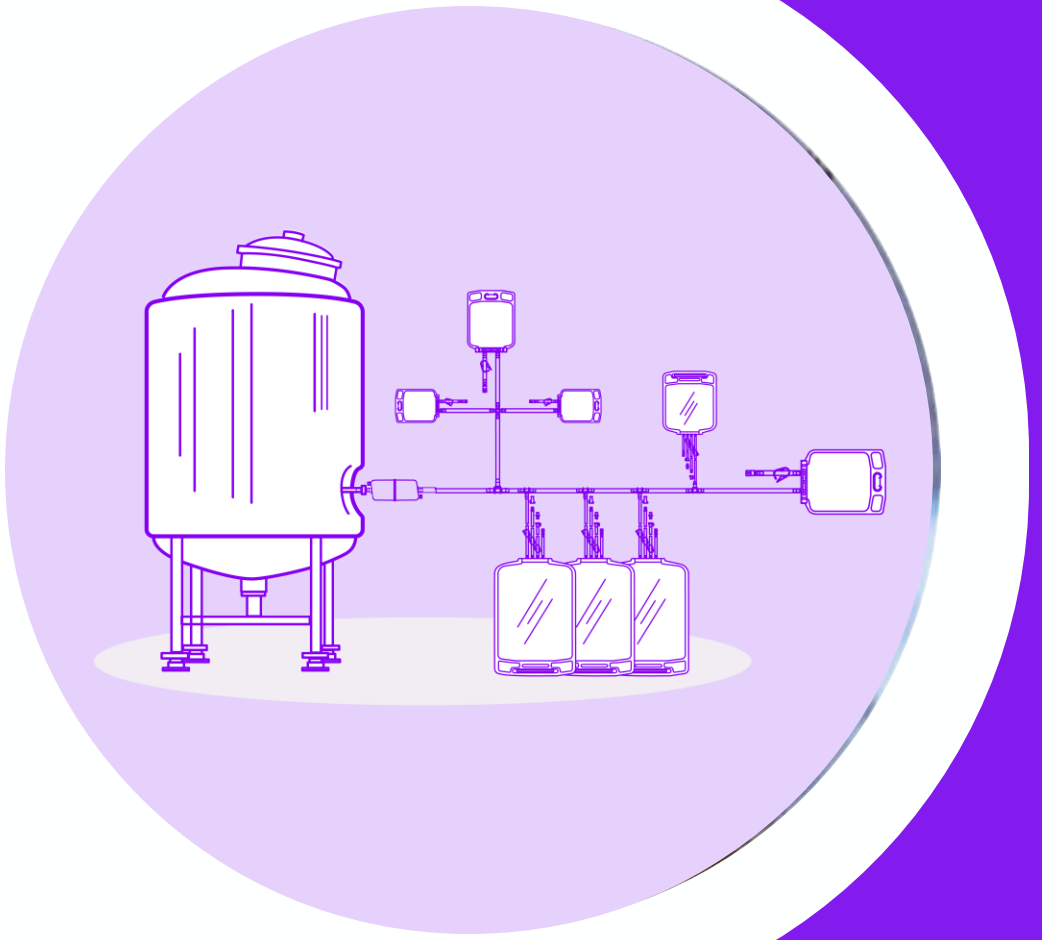
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NEW MANUFACTURING CAPABILITY

Fill●Tek™ Dispensing System

Increased customer demand for multiple bag sizes and filling configurations from the same production run led the team to develop our new single-use bag filling process

- Provides greater flexibility for more varied custom GMP orders
  - Removes previous order quantity limitations due to pre-welded manifold
- Improves margin for catalog GMP products by reducing costly manufacturing components



- Supports wide range of filters, and QC sample and product bag sizes (from 250 mL to 200 L single-use bags)
- Works across multiple bag + connector + tubing types to seamlessly plug into customer's system
- Reduces incoming QC requirements for the customer
- Fully validated for GMP-grade manufacturing, up to 16 welds per line

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Research-grade reagents provide a diverse, predictable, and growing foundation

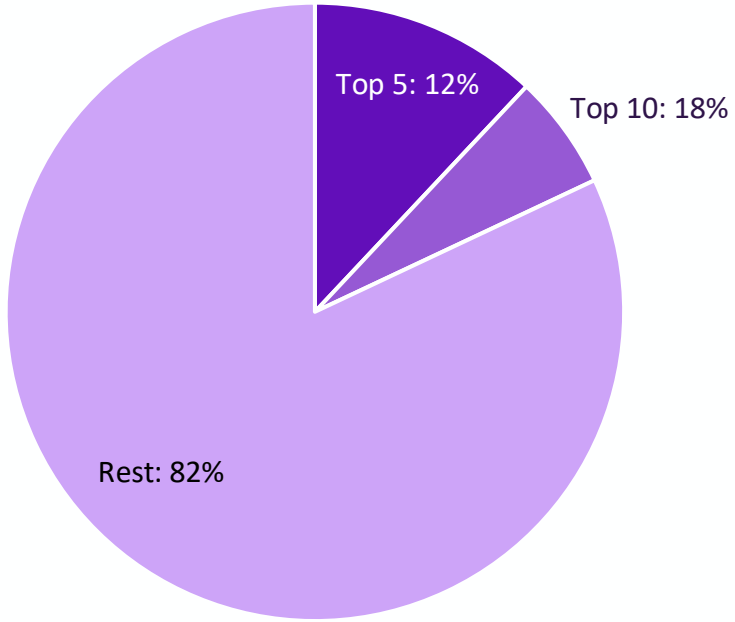
Significant operating leverage in our P&L as our revenue increases

Additional near-term catalysts create potential tailwinds

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Supporting 3,000+ customers across the life sciences

Limited Customer Concentration
(Top Lab Essentials Revenue / Total Revenue)



Stable Top Accounts

2025 Rank	End Market	Tenure	2019-25 CAGR
1	Genomics	>10 yrs	45%
2	Genomics	>10 yrs	42%
3	Genomics	9 yrs	72%
4	Large Pharma	>10 yrs	10%
5	Genomics	>10 yrs	10%
6	Cell & Gene Therapy	9 yrs	91%
7	Distributor	>10 yrs	6%
8	Large Pharma	>10 yrs	9%
9	CDMO	>10 yrs	0%
10	Cell & Gene Therapy	>10 yrs	-19%

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Our products are foundational to the life sciences industry

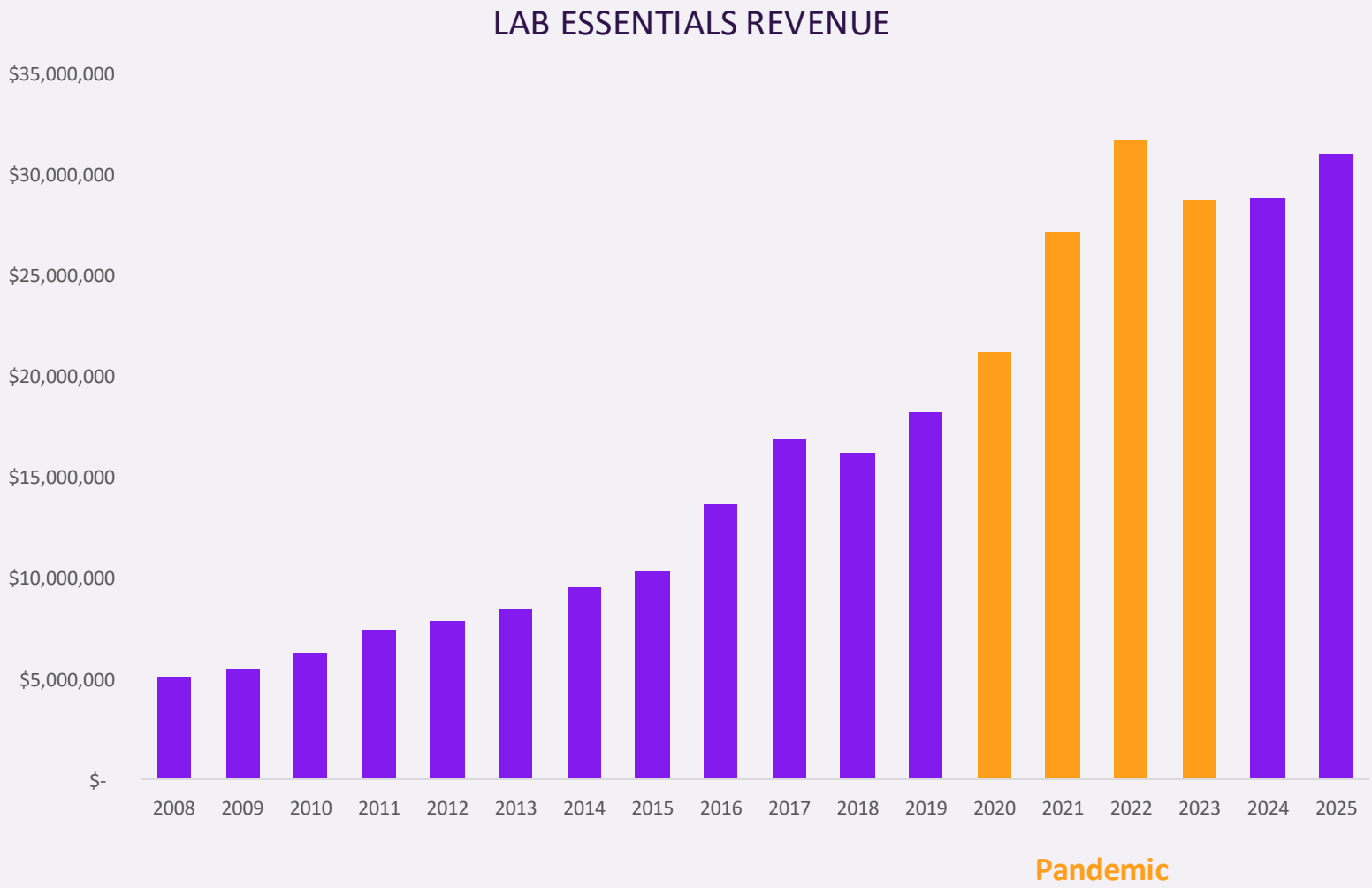


We support the leading life science tools companies in:

- Sequencing
- Single cell
- Spatial genomics
- Enzyme production
- Nucleic acid production

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History of consistent double-digit growth



11%

2008-2025 CAGR

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Over $200M in revenue capacity* with minimal additional capital investment required

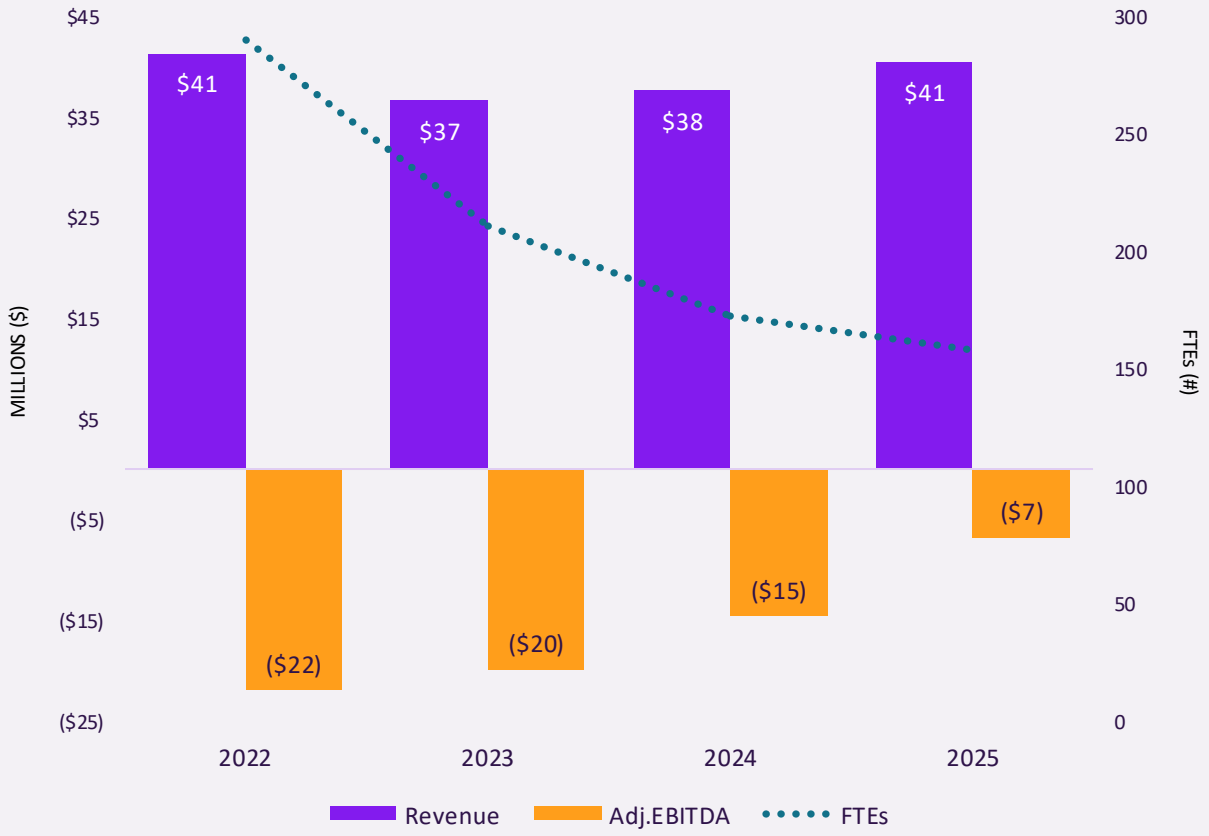
- ISO 13485-certified (GMP) facilities to support customers from discovery to commercialization
- Over 180,000 ft^2 of facilities, including approximately 10,000 ft^2 of ISO 7 cleanrooms
- In-house automation, engineering, and software teams support development and implementation of new production lines
- Set up to scale with custom implementations of ERP, Quality Management System, Salesforce, and data analytics



*Based on management's estimates

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Effective cost management after period of investment sets up attractive financial profile with top-line growth



ADJUSTED EBITDA POSITIVE QUARTER BEFORE THE END OF

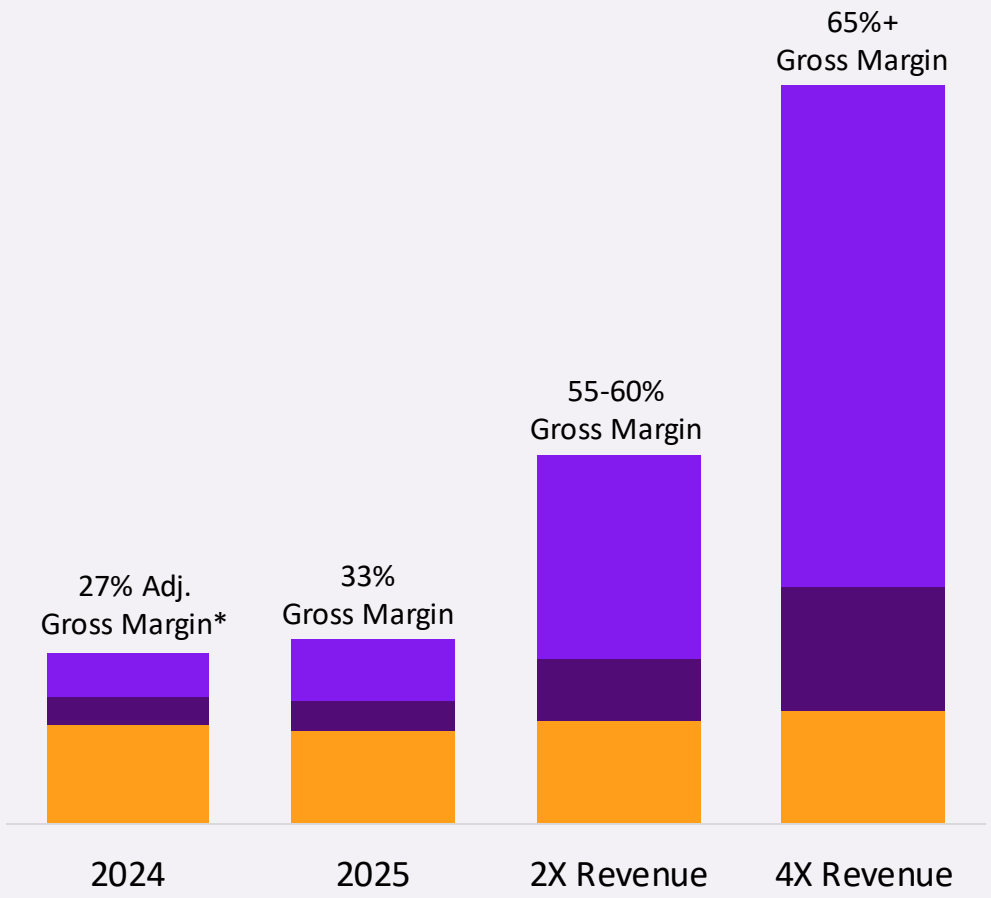
2027

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OPERATING LEVERAGE AS REVENUE GROWS

70% of revenue growth reaches the bottom line



- Gross Profit
- Variable Cost of Goods Sold
  - Costs scale with revenue
  - ~25–30% of current cost of sales
- Fixed Cost of Goods Sold
  - Largest share of current cost of goods
  - Higher utilization improves fixed-cost absorption
  - Automation and larger GMP runs increase output value per labor hour

* Adjusted Gross Margin equals GAAP Gross Margin plus $2.8M non-recurring non-cash charge for expired and excess inventory.

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Key Takeaways

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NEAR-TERM CATALYST

Investing in commercial capabilities and activities

SITUATION

- We believe that Biopharma end markets have stabilized and higher funding levels will persist
- We have also seen traction in high-growth markets like sequencing, spatial genomics, and cancer screening

INVESTMENT ($2M)

1. Expand field team with expertise in life science tools, diagnostics, and large pharma
2. Drive more brand awareness through marketing activities such as tradeshows, seminars, and targeted outreach
3. Launch new lead generation tools and resources, including custom-built AI database for lead generation and qualification

EXPECT INVESTMENT WILL ACCELERATE REVENUE GROWTH IN LATE 2026 AND INTO 2027

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NEAR-TERM CATALYST

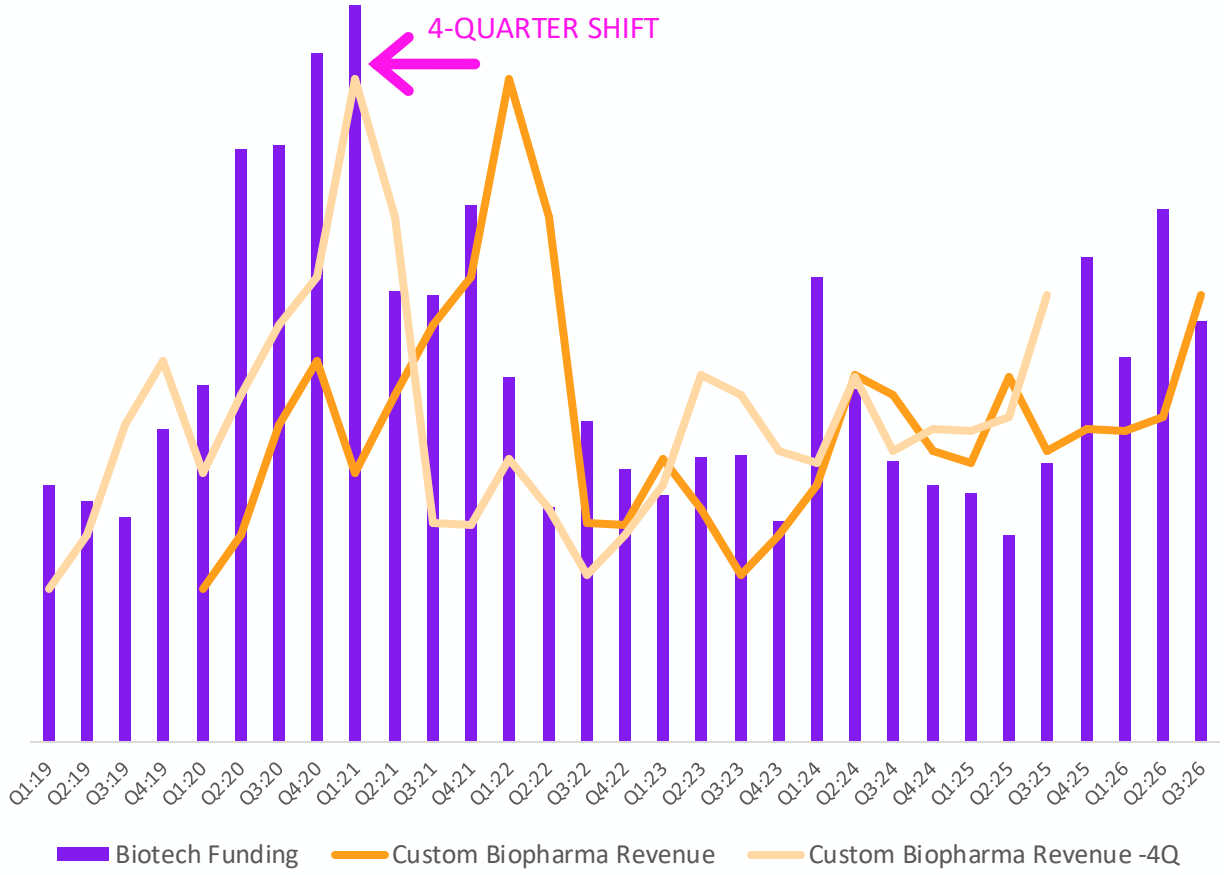
Historically seen a four-quarter lag between funding changes and effects on revenue

SITUATION

- Biotech funding has been mostly down since mid-2022
- Substantial rebound in funding observed starting in Q4:2025
- Strong growth through Q3:2026

IMPACT

Primary impact is in purchases of custom products from Biopharma customers, which represented approximately 25% of total revenue in 2025



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NEAR-TERM CATALYST

Opportunity to expand through tuck-in M&A

Specific areas of interest:

- Cell culture media and supplements
- Transfection reagents
- Cytokines, growth factors, enzymes, antibodies and other proteins
- Geographic expansion



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Proven management team with extensive experience in life sciences



Stephen Gunstream
President & Chief Executive Officer



Matt Lowell
Chief Financial Officer



Damon Terrill
General Counsel,
Chief Compliance Officer



Jennifer Henry
Senior Vice President, Marketing



Neil Abhyankar
Vice President,
Sales



Rakesh Ahuja
Vice President,
Quality & Regulatory



Bella Neufeld
Vice President,
Operations



Ben Viering
Vice President, Information
Systems & Architecture



Shari Hubbell
Senior Director,
Customer Relations

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Leading provider of custom research and GMP-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 60 over the past five years[1]

Research-grade reagents provide a diverse, predictable, and growing foundation, with over 3,000 customers and a compound annual growth rate for Lab Essentials revenue in the low-double-digits since 2008

We believe we are poised to drive significant long-term value for shareholders with these targets:

- Sustainable 20-25% Revenue Growth
- 60-65% Gross Margin
- 25-30% Adjusted EBITDA Margin

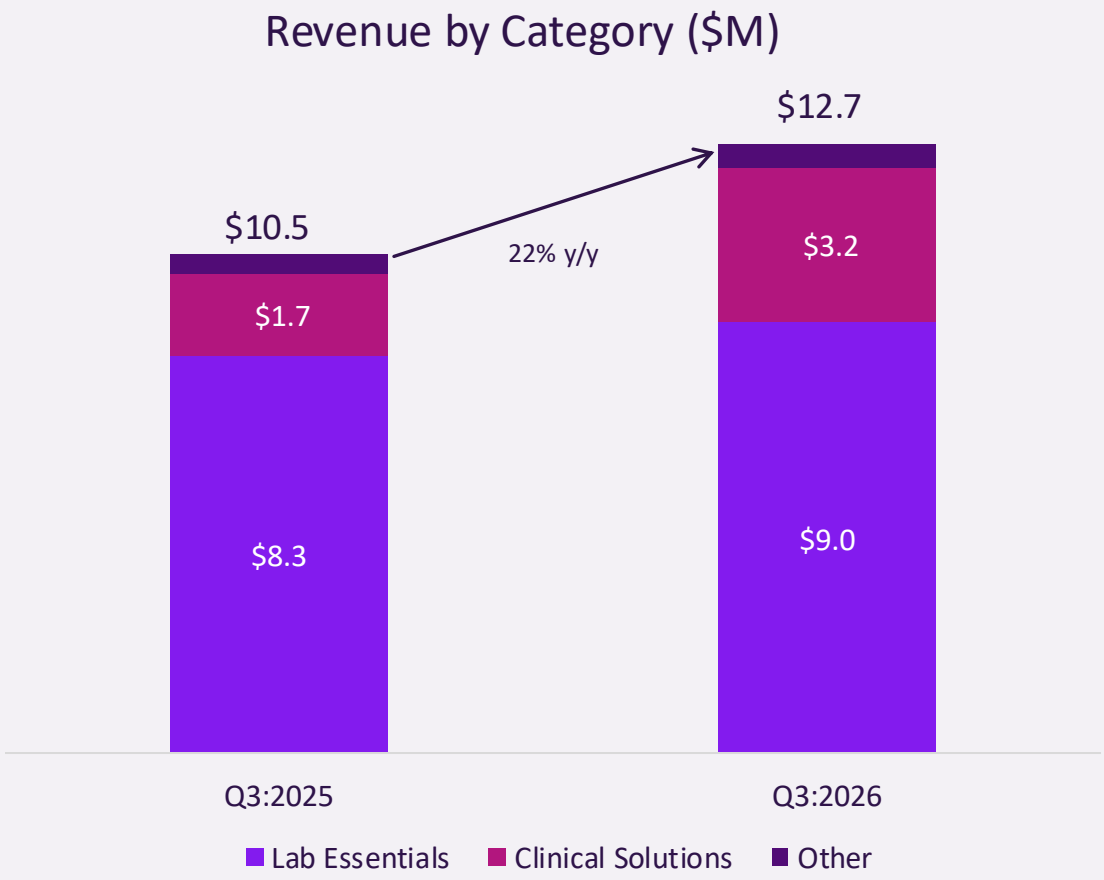
[1] Clinical Solutions customers with >$5K spend per year

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Q3:2026 Financials

Q3:2026 Revenue Highlights



KEY HIGHLIGHTS

- Total third quarter revenue up 22% compared to the same period in prior year
- Lab Essentials increased 9% compared to the same period in prior year
- Clinical Solutions increased 86% compared to the same period in prior year

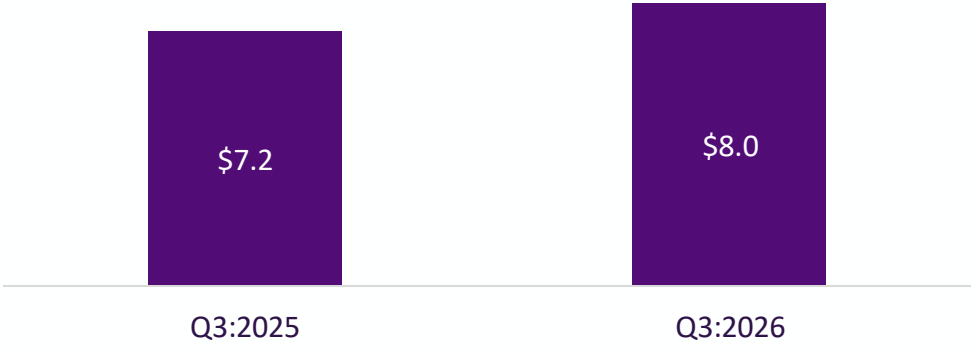
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Q3:2026 Income Statement Highlights

Gross Margin (%)



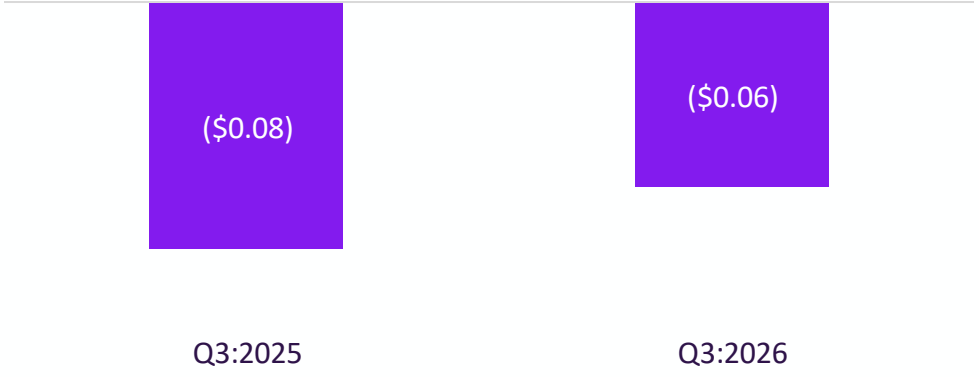
Total OpEx ($M)



Adjusted EBITDA[1] ($M)



Diluted EPS ($)

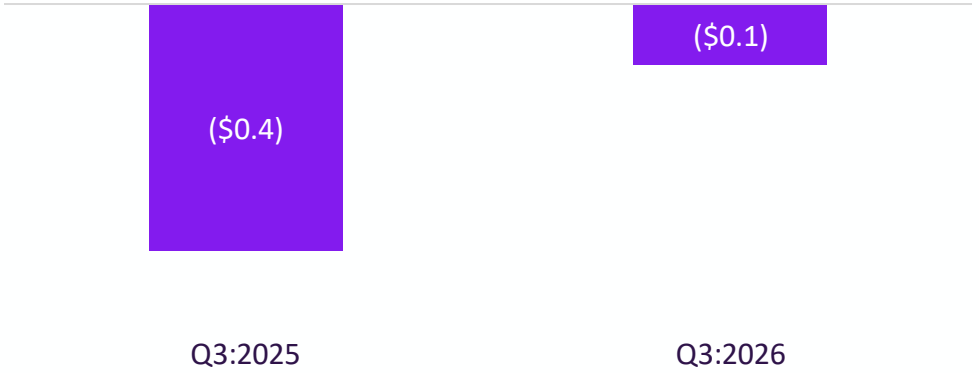


[1] Adjusted EBITDA is non-GAAP and adds back stock-based compensation and any qualified non-recurring items to EBITDA

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Q3:2026 Cash Flow and Balance Sheet Highlights

Capital Expenditure ($M)



Free Cash Flow[1] ($M)



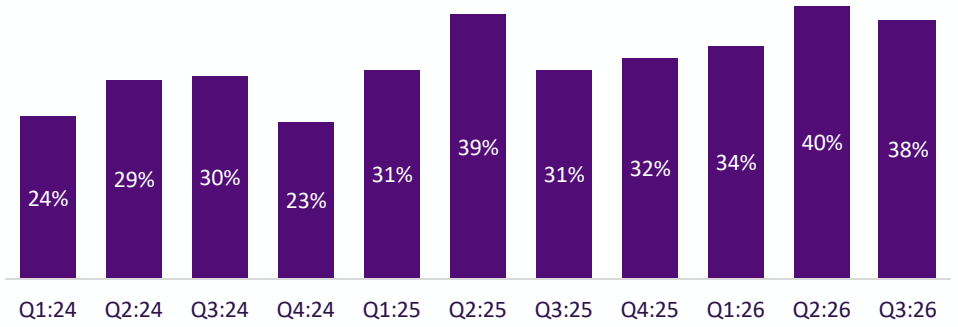
Cash, Cash Equivalents, and Short-Term Investment was $16.6M
and total borrowings outstanding were $13.2M as of September 30, 2026

[1] Free Cash Flow equals cash provided by (used in) operating activities less purchases of property, plant, and equipment

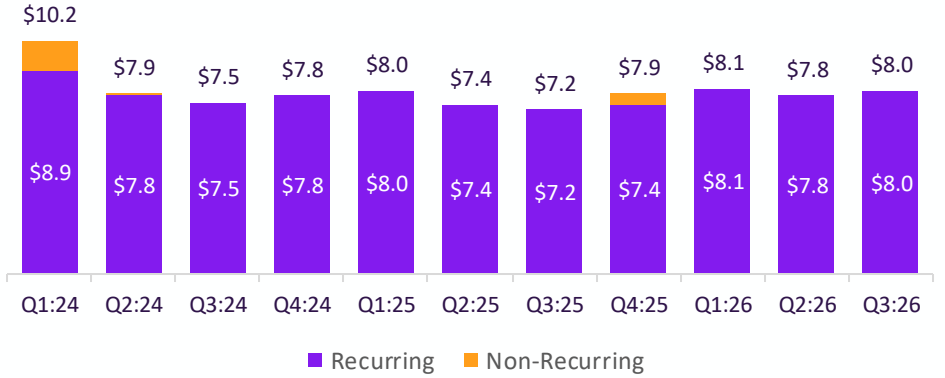
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Quarterly Financial Trends

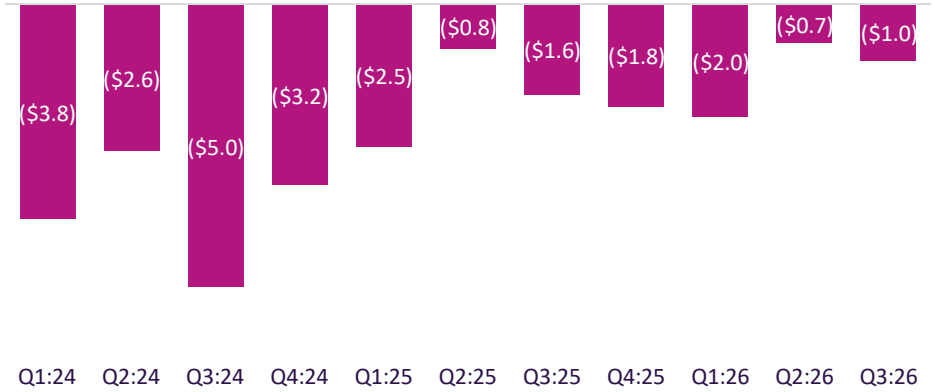
Gross Margin[1] (%)



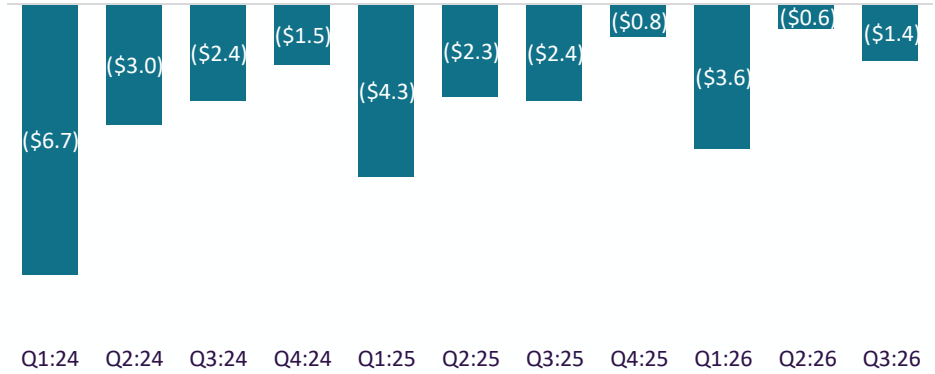
Total OpEx ($M)



Adjusted EBITDA[2] ($M)



Free Cash Flow[3] ($M)



[1] Gross Margin in Q3:24 excludes non-recurring, non-cash charges related to the expired and excess inventory ($2.8M)
[2] Adjusted EBITDA is non-GAAP and adds back stock-based compensation and any qualified non-recurring items to EBITDA

[3] Free Cash Flow equals cash provided by (used in) operating activities less purchases of property, plant, and equipment

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2026 Outlook and Capital Runway

GUIDANCE

- Raising fiscal 2026 outlook for revenue and reaffirming outlook for Free Cash Outflow
- Anticipate total revenue of $46 million to $48 million for fiscal year ending December 31, 2026 (“2026”), up 16% y/y at the midpoint
- Targeting Free Cash Outflow of less than $8 million for 2026

CAPITAL RUNWAY ASSUMPTIONS

- Estimate annualized revenue range of $52-57 million to achieve Adjusted EBITDA break-even by the end of 2027
- Expect sufficient liquidity to reach cash flow positive with organic growth strategy, assuming:
  - Average low double-digit revenue growth
  - Average 70% contribution margin on additional revenue
  - Limited annual OpEx growth
  - ~$2 million per year of capital expenditure

ADJUSTED EBITDA POSITIVE QUARTER BY END OF

2027

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Supplemental Non-GAAP Reconciliations

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 September 30,		For the Nine Months Ended September 30,	
	2026	2025	2026	2025
Net loss – as reported	$ (3,490)	$ (4,286)	$ (11,215)	$ (12,501)
Add back:				
Interest expense, net	(259)	(190)	(730)	(499)
Provision for income taxes	34	79	111	120
Depreciation expense	1,302	1,304	3,897	3,900
Amortization of intangible assets	287	287	861	861
EBITDA	**$ (1,608)**	**$ (2,426)**	**$ (5,616)**	**$ (7,121)**
Other and non-recurring expenses:				
Stock-based compensation expense	612	850	1,929	2,652
Other adjustment to loan exit fee	—	—	—	(485)
Adjusted EBITDA	**$ (996)**	**$ (1,576)**	**$ (3,687)**	**$ (4,954)**

	For the Three Months Ended September 30,		For the Nine Months Ended September 30,	
	2026	2025	2026	2025
Cash used in operating activities	$ (1,278)	$ (1,980)	$ (5,108)	$ (8,184)
Purchases of property, plant, and equipment	(120)	(387)	(466)	(800)
Free Cash Flow	**$ (1,398)**	**$ (2,367)**	**$ (5,574)**	**$ (8,984)**

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