

teknova:

FINANCIAL RESULTS:
Q4:2023 and
Full Year 2023

SLIDE SUPPLEMENT

Nasdaq: TKNO
March 11, 2024



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, the fact that the Company’s fourth quarter and year-end financial closing procedures, annual accounting procedures and adjustments, and annual audit of its financial statements are not yet complete; 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, including the conflicts in Ukraine and the Middle East; risks related to the lingering impacts 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. 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.

Today's Agenda

- **Welcome**
- **Business Highlights and Updates**
Stephen Gunstream, President and Chief Executive Officer
- **Financial Results and 2024 Outlook**
Matt Lowell, Chief Financial Officer
- **Q&A**

Business Highlights and Updates

STEPHEN GUNSTREAM

President and Chief Executive Officer

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

- Received ISO 13485:2016 certification
- Secured capital to drive investments and positioned for Adj. EBITDA profitability in the \$50-55M revenue range annually
- 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 CGT, including new products and solutions
- Attractive margin profile
- Best-in-class platform for custom reagent manufacturing

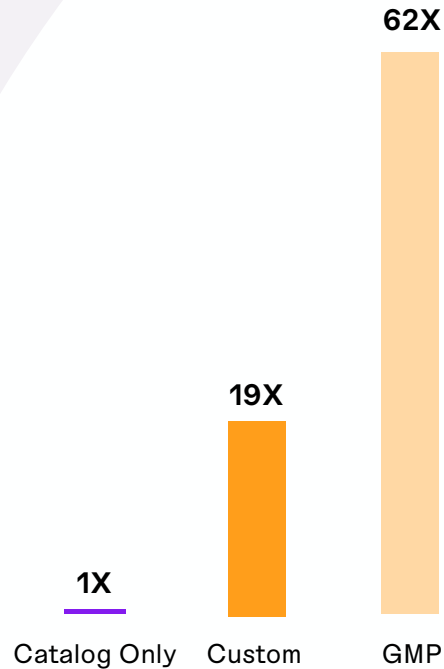
Our ISO 13485 certified facility is now operational for research and GMP-grade manufacturing

- 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

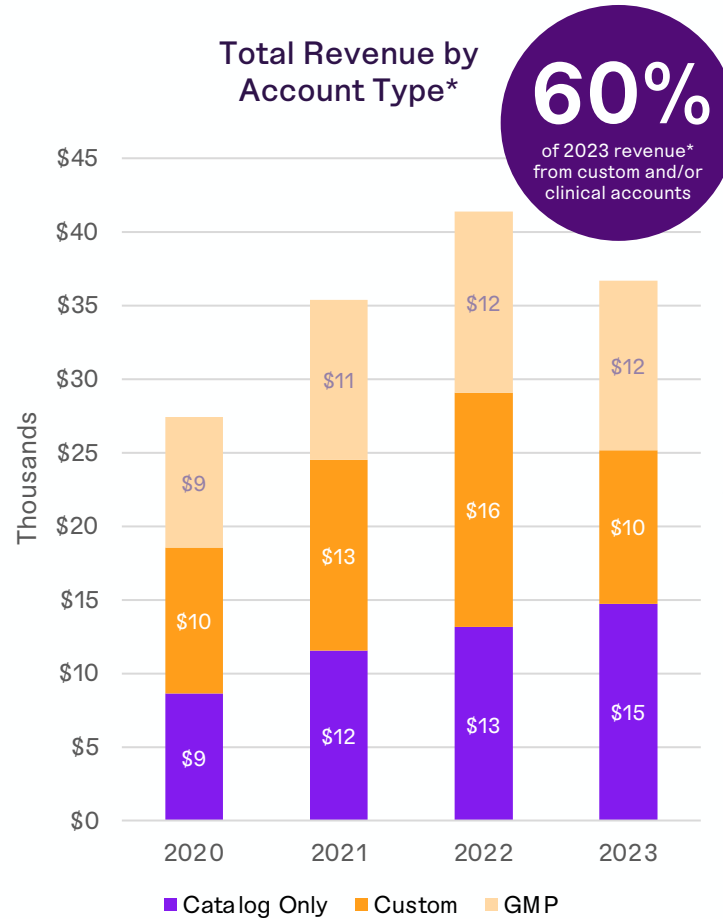


We have been successful in migrating our customers from catalog to custom to GMP reagents

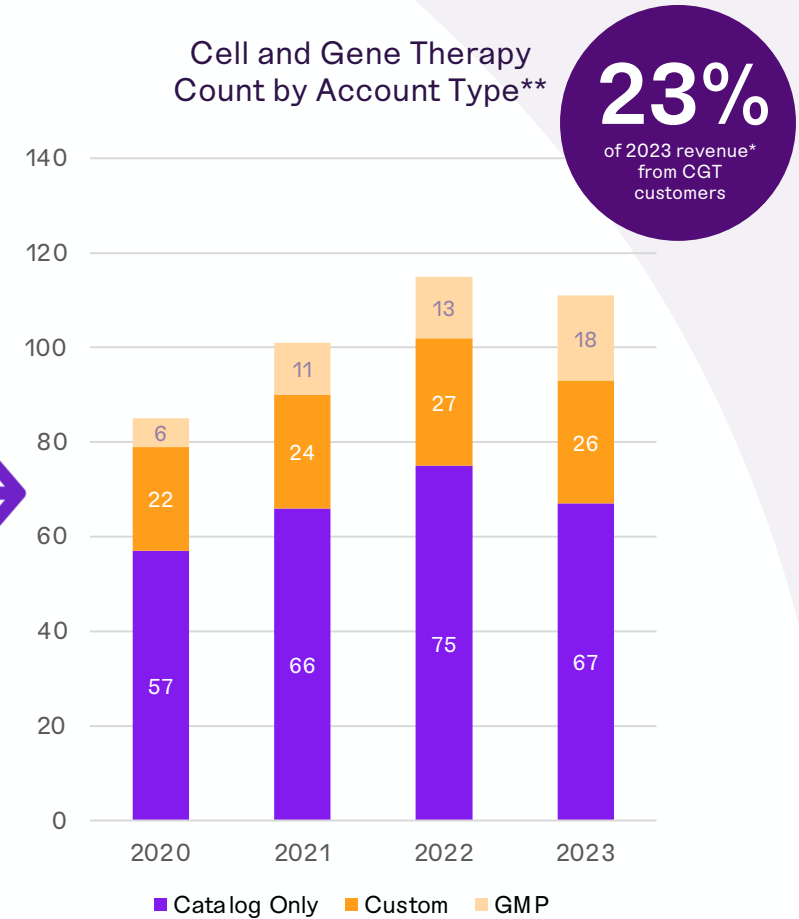
Relative Annual Spend by Account Type in 2023



Total Revenue by Account Type*



Cell and Gene Therapy Count by Account Type**



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

* Does not include Sample Transport revenue
 ** CGT customers with >\$5K spend per year

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



EVALUATION

DEVELOPMENT

VERIFICATION & VALIDATION

LAUNCH PREPARATION

LAUNCHED

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

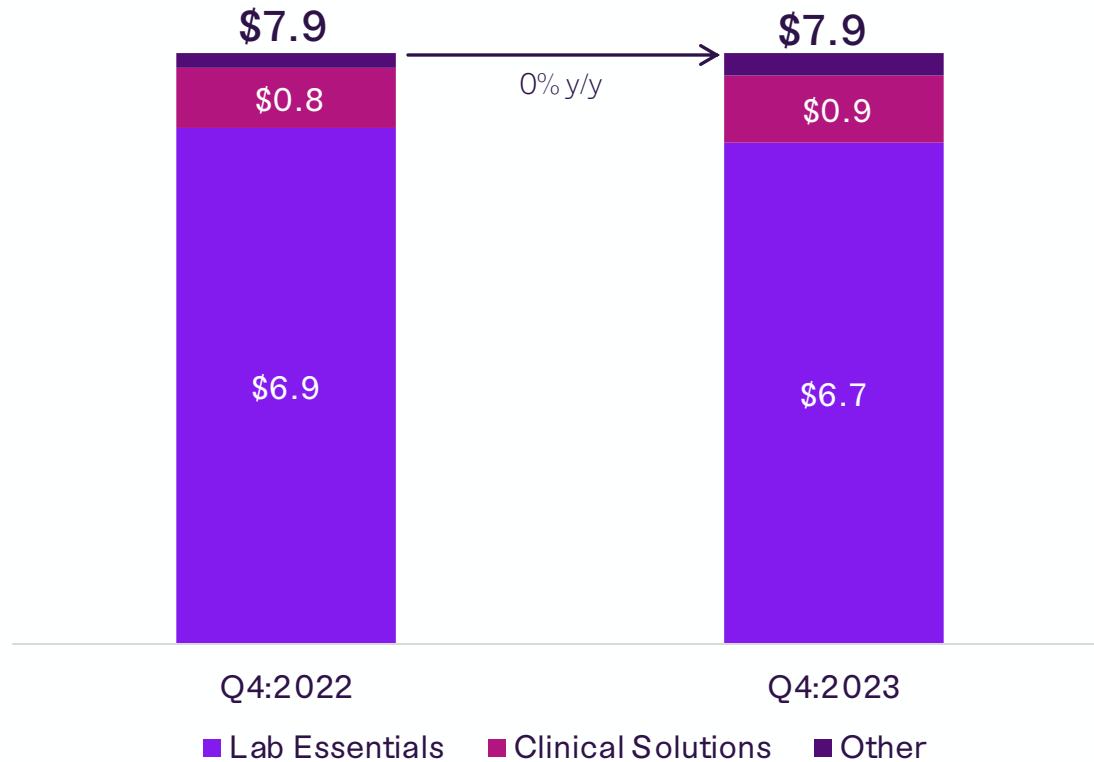
125+
reagents
launched
in 2023

Financial Results and 2024 Outlook

MATT LOWELL
Chief Financial Officer

Q4:2023 Revenue Highlights

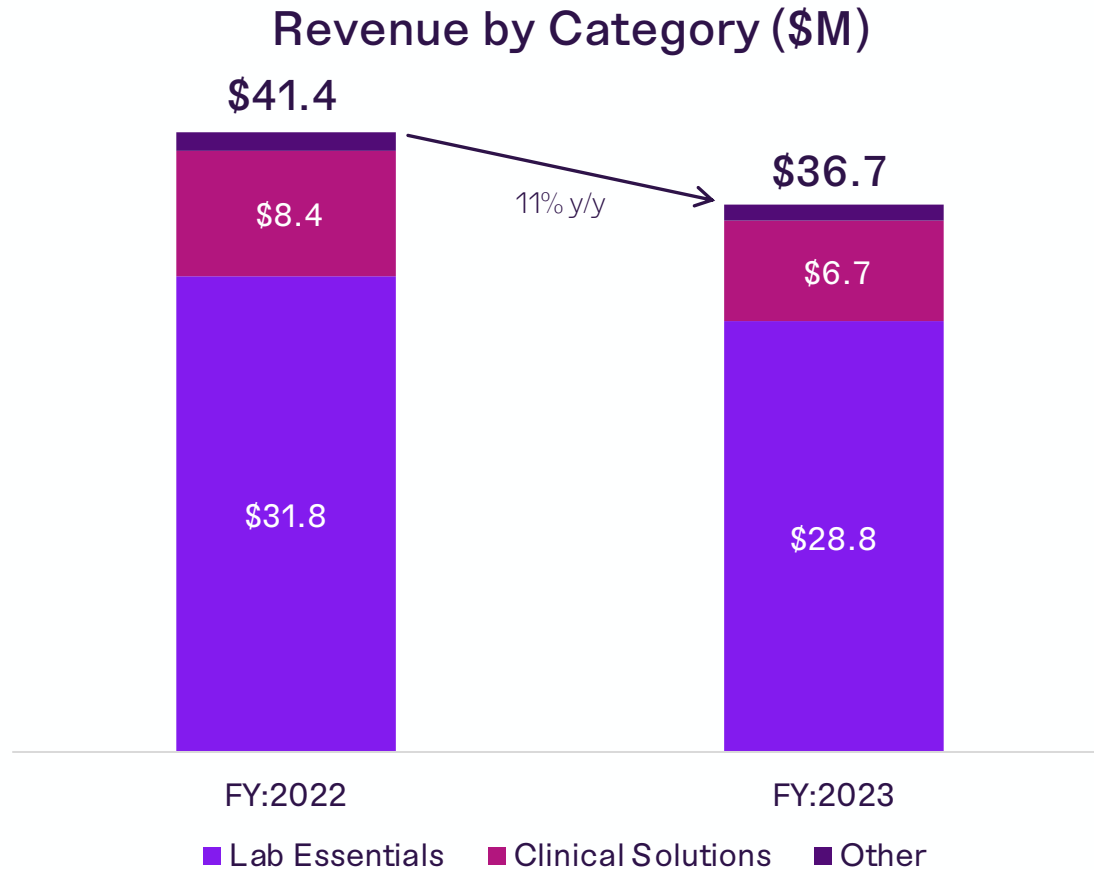
Revenue by Category (\$M)



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

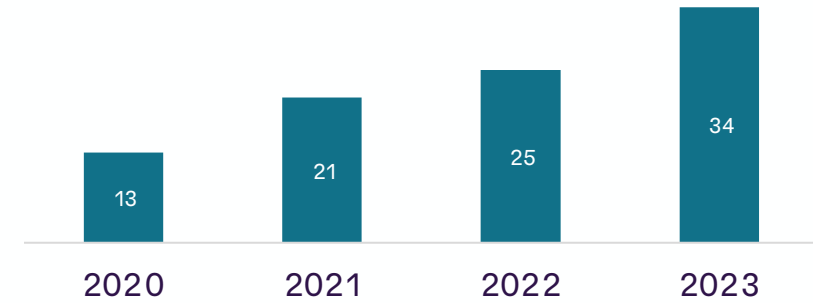
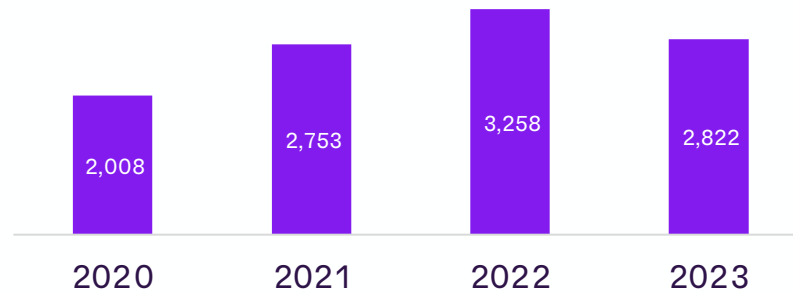
Historical Customer Metrics by Product Category

NON-GAAP FIGURES:

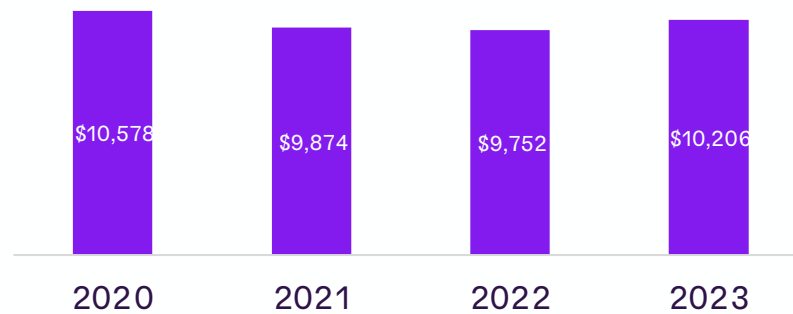
LAB ESSENTIALS

CLINICAL SOLUTIONS

Number of Customers¹



Average Revenue per Customer¹



In Thousands

¹ 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.

Q4:2023 Income Statement Highlights

Gross Margin (%)



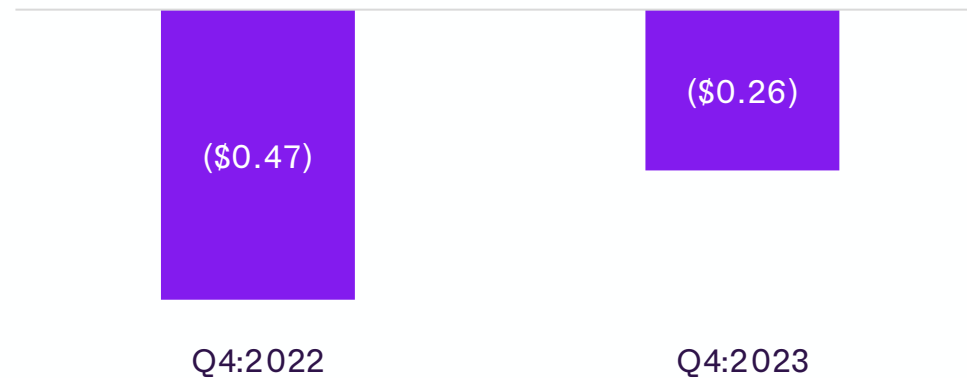
Total OpEx (\$M)



Adjusted EBITDA¹ (\$M)



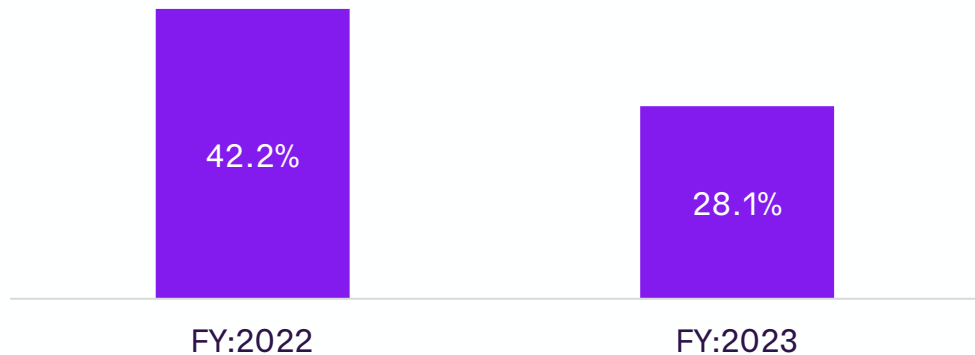
Diluted EPS (\$)



¹Adjusted 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

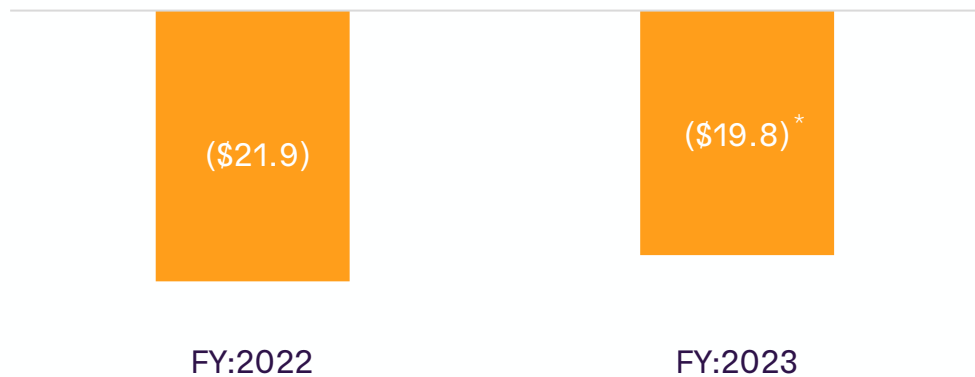
Gross Margin (%)



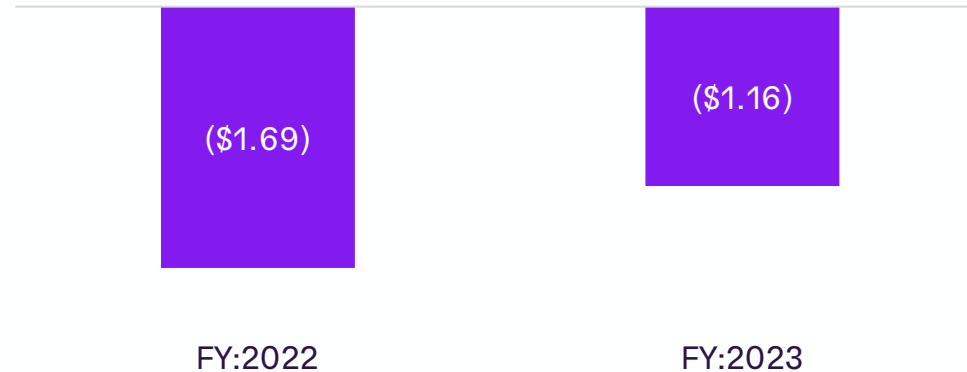
Total OpEx (\$M)



Adjusted EBITDA¹ (\$M)



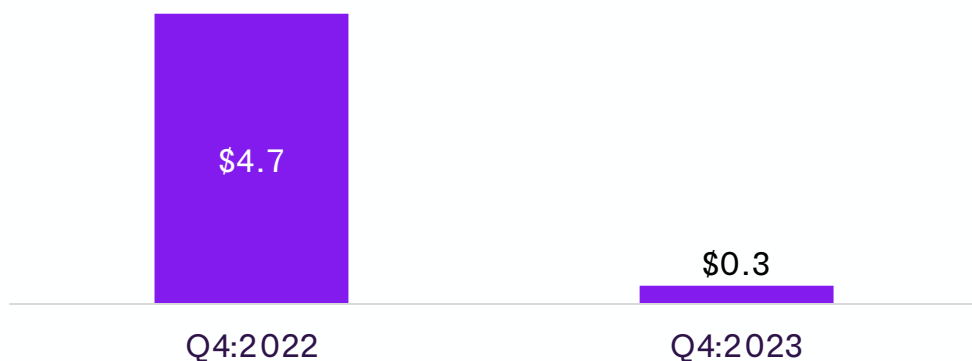
Diluted EPS (\$)



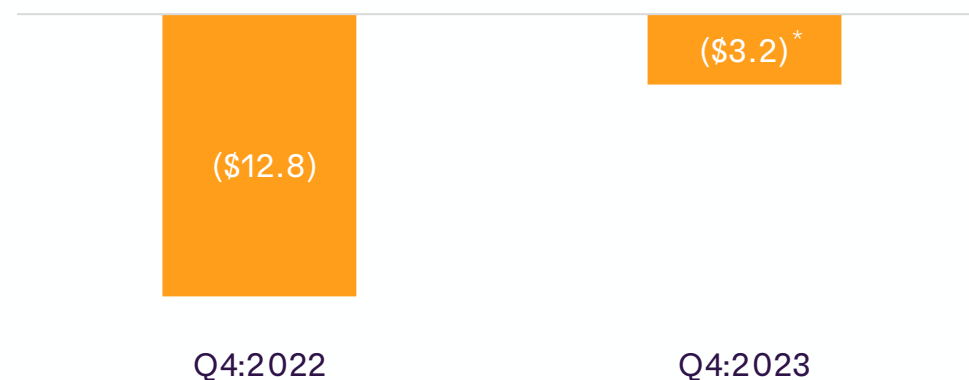
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Q4:2023 Cash Flow and Balance Sheet Highlights

Capital Expenditure (\$M)



Free Cash Flow¹ (\$M)

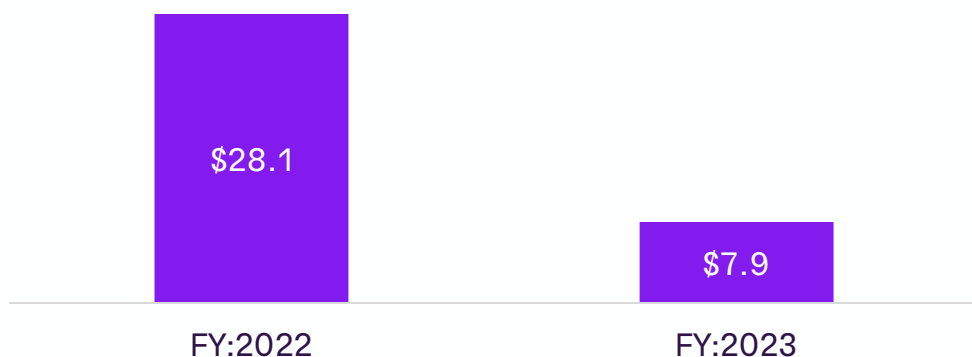


Cash and Cash Equivalents \$28.5M* as of December 31, 2023

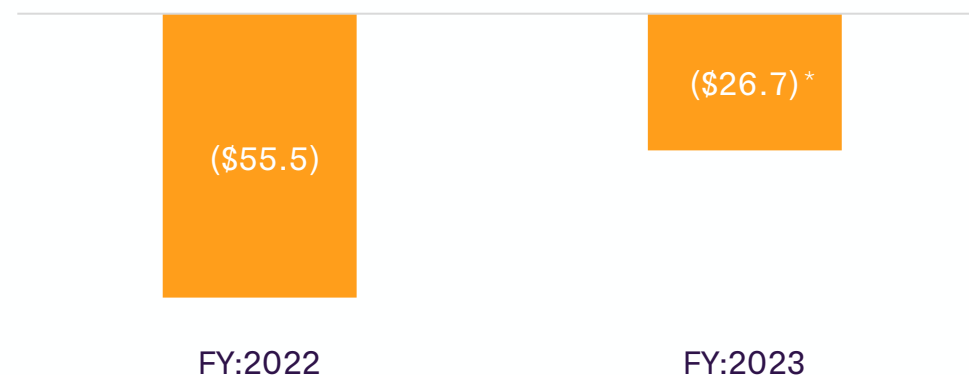
¹Free Cash Flow equals cash provided by (used in) operating activities less purchases of property, plant, and equipment
 * This figure was updated since our earnings release to reflect an adjustment made to our financial statements included in our 10-K filing

FY:2023 Cash Flow and Balance Sheet Highlights

Capital Expenditure (\$M)



Free Cash Flow¹ (\$M)

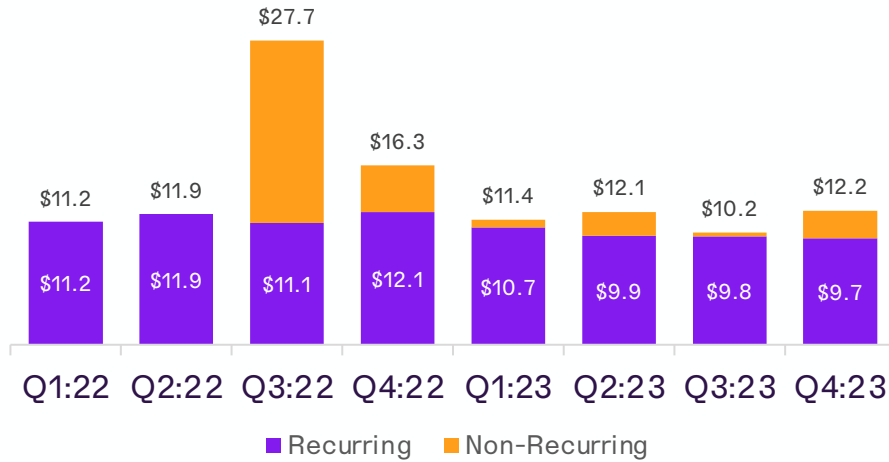


Cash and Cash Equivalents \$28.5M* as of December 31, 2023

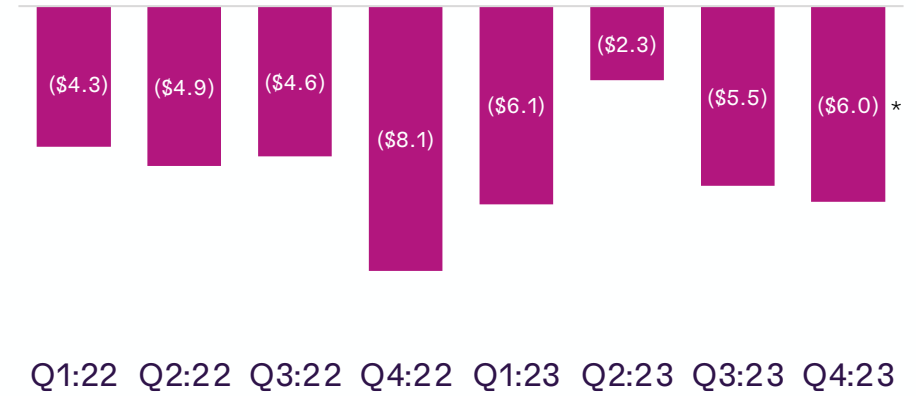
¹Free Cash Flow equals cash provided by (used in) operating activities less purchases of property, plant, and equipment
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Financial Trends

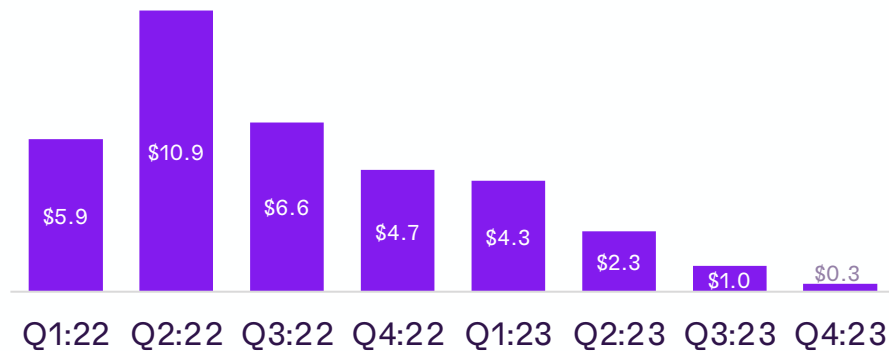
Total OpEx (\$M)



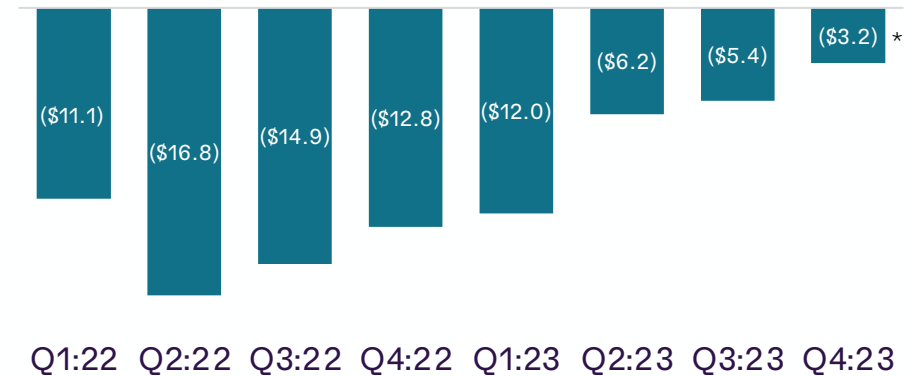
Adjusted EBITDA¹ (\$M)



Capital Expenditure (\$M)



Free Cash Flow² (\$M)



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

²Free Cash Flow equals cash provided by (used in) operating activities less purchases of property, plant, and equipment

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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



Closing Comments

STEPHEN GUNSTREAM

President and Chief Executive Officer

Q&A

Supplemental Non-GAAP Reconciliations

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