



Piper Sandler Annual Healthcare Conference

Accelerating the development and commercialization of next generation
therapies, vaccines, and diagnostics

Nasdaq: TKNO

December 1, 2021

TEKNOVA
science matters

Forward-Looking statements and use of Non-GAAP financial measures

This presentation contains **forward-looking statements** that involve substantial risks and uncertainties. All statements other than statements of historical facts contained in this prospectus, including statements relating to our financial condition, results of operations, plans, objectives, future performance and business, are forward-looking statements. In some cases, you can identify forward-looking statements because they contain words such as “may,” “will,” “should,” “expects,” “plans,” “anticipates,” “could,” “intends,” “target,” “projects,” “contemplates,” “believes,” “estimates,” “predicts,” “would,” “potential,” “likely,” or “continue” or the negative of these terms or other similar expressions. All forward-looking statements are based upon current expectations and projections about future events and trends. There is no assurance or guarantee that the results, events and circumstances reflected in the forward-looking statements will be achieved or occur, and actual results, events or circumstances could differ materially from those described in the forward-looking statements. No person assumes responsibility for the accuracy and completeness of the forward-looking statements, and, except as required by law, no person undertakes any obligation to update any forward-looking statements for any reason after the date of this company presentation.

In addition to financial results prepared in accordance with U.S. generally accepted accounting principles (“GAAP”), this presentation contains certain **non-GAAP financial measures**. These measures should always be considered only as a supplement to, and not as superior to, financial measures prepared in accordance with GAAP. Such non-GAAP financial measures in this presentation may differ from similarly named non-GAAP financial measures used by other companies. Management believes that in addition to using GAAP results, non-GAAP financial measures can provide meaningful insight in evaluating the Company’s financial performance and the effectiveness of its business strategies. You are encouraged to review the reconciliation of non-GAAP financial measures with their most direct comparable GAAP financial results set forth in the Appendix to this presentation.

Company overview

- **Creating** products fundamental to the life sciences, with over 3,000 customers loyal to our brand
- **Advancing** the discovery, development, and production of drug therapies, novel vaccines, and molecular diagnostics with complex research and clinical grade reagents
- **Delivering** high quality, custom products with short turnaround times
- **Enabling** the transition from discovery to commercialization with ability to scale from small to large volumes
- **Producing** bioprocessing solutions critical to advancement of cell & gene therapies
- **Investing** in capacity expansion, marketing, sales, and R&D to address cell & gene therapy opportunity
- **Executing** on strategy with deep, experienced management team

TTM CORE REVENUE¹

\$33.4M

TTM CORE GROWTH[#]

37%

ACTIVE CUSTOMERS

3,000+

PEOPLE

215+

¹ Data as of September 30, 2021. Excludes \$3.6M of non-recurring Sample Transport revenue in TTM and \$1.8M in Prior TTM

History of Teknova

1996

FOUNDED

Founded by Genentech researcher, Ted Davis, to fill void in custom-made media and buffer formulations

2004

HOLLISTER, CA

Moved headquarters to Hollister, CA for manufacturing expansion

2017

GMP CERTIFIED

Received ISO13485:2016 certification enabling business to provide reagents for clinical and therapeutic segments

2019

INVEST TO SCALE

Telegraph Hill Partners acquired controlling stake to build strategy and begin expansion investments

2021

INITIAL PUBLIC OFFERING

Additional capital to accelerate investment in R&D, commercial, and operational expansion

Our products are fundamental to the life sciences



Pre-poured
Media Plates

Industry standard
for growing
microorganisms



Cell Culture
Media &
Supplements

Used for cellular
expansion under
controlled
conditions

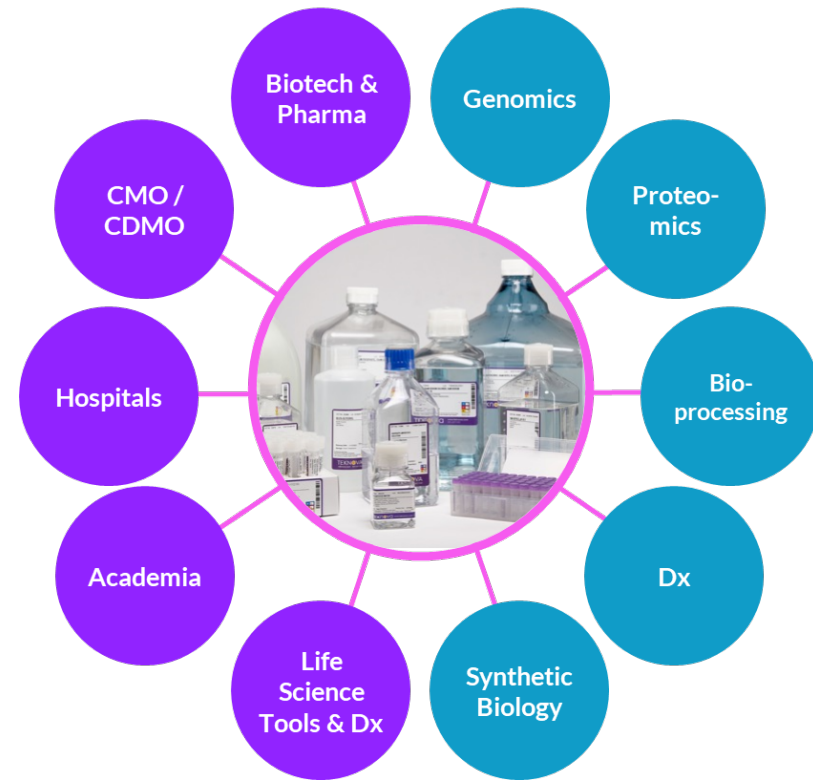


Molecular
Biology
Reagents

Routinely used for
manipulating
samples and
purifying
molecules

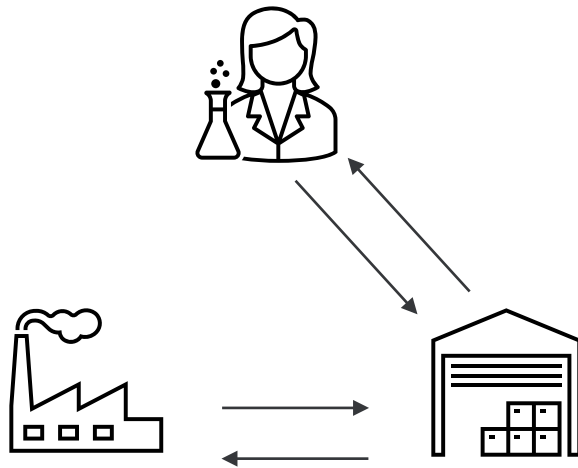
Segments

Applications

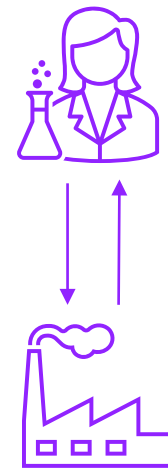


Teknova is purpose-built to address critical supply chain needs in the life sciences

EVERYONE ELSE

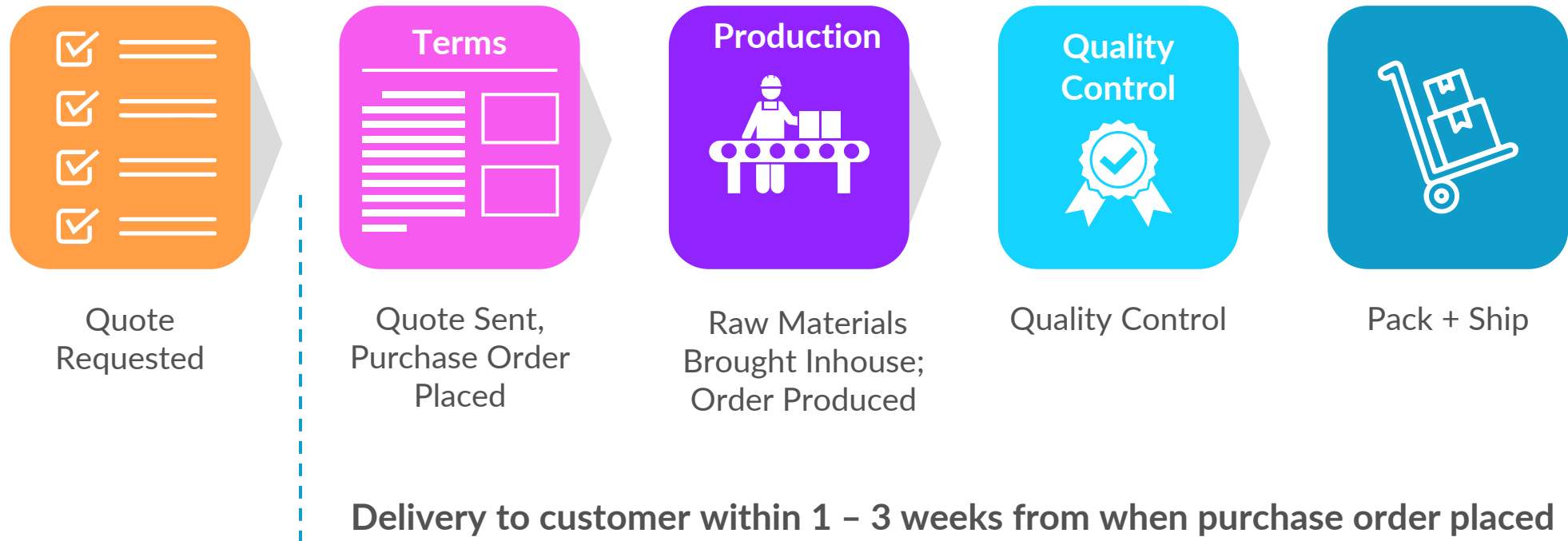


TEKNOVA PRODUCTION PLATFORM

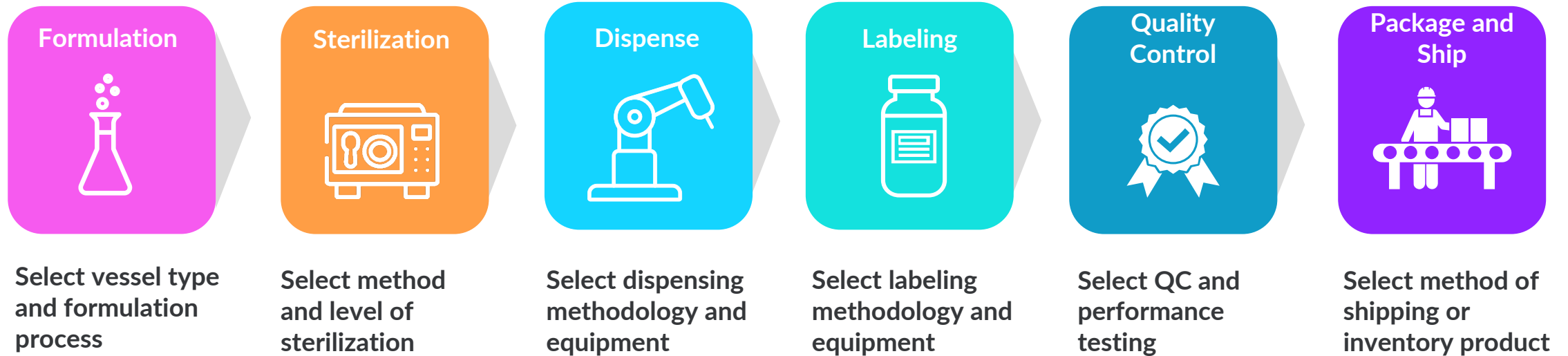


- ✓ Customization
- ✓ Short turnaround times
- ✓ Scalable batch sizes
- ✓ Research (RUO) & clinical (GMP) grade

Differentiated by our ability to provide high-quality, custom reagents with short turnaround times

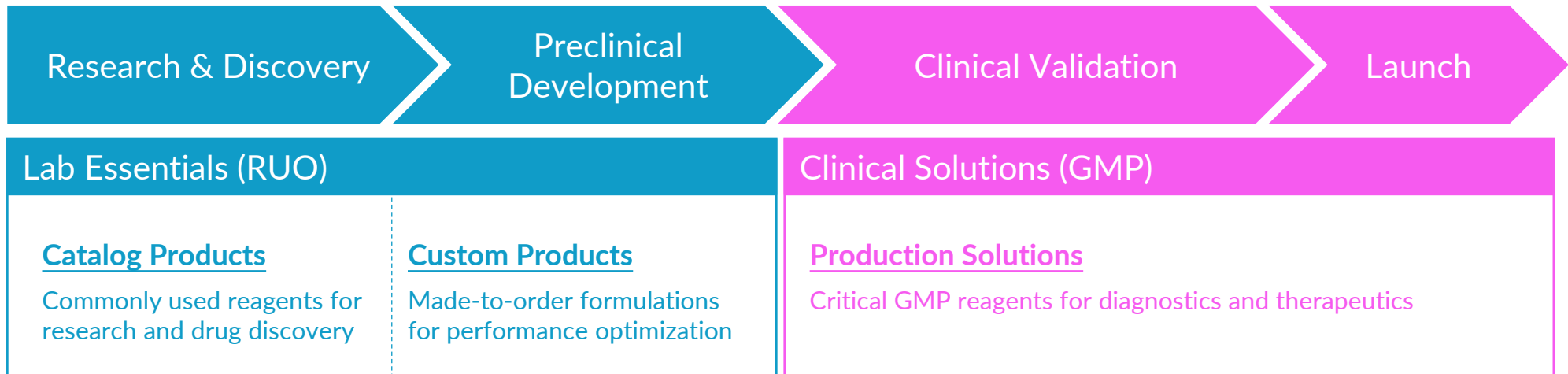


Differentiated by our ability to provide high-quality, custom reagents with short turnaround times

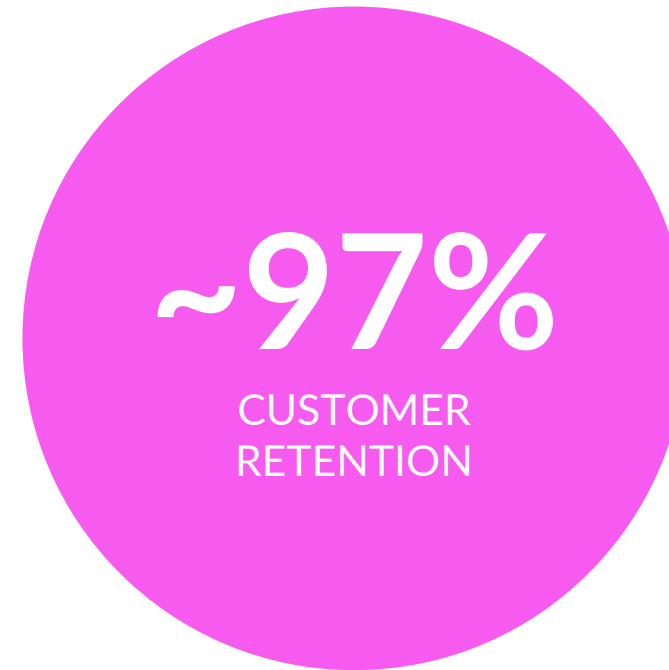
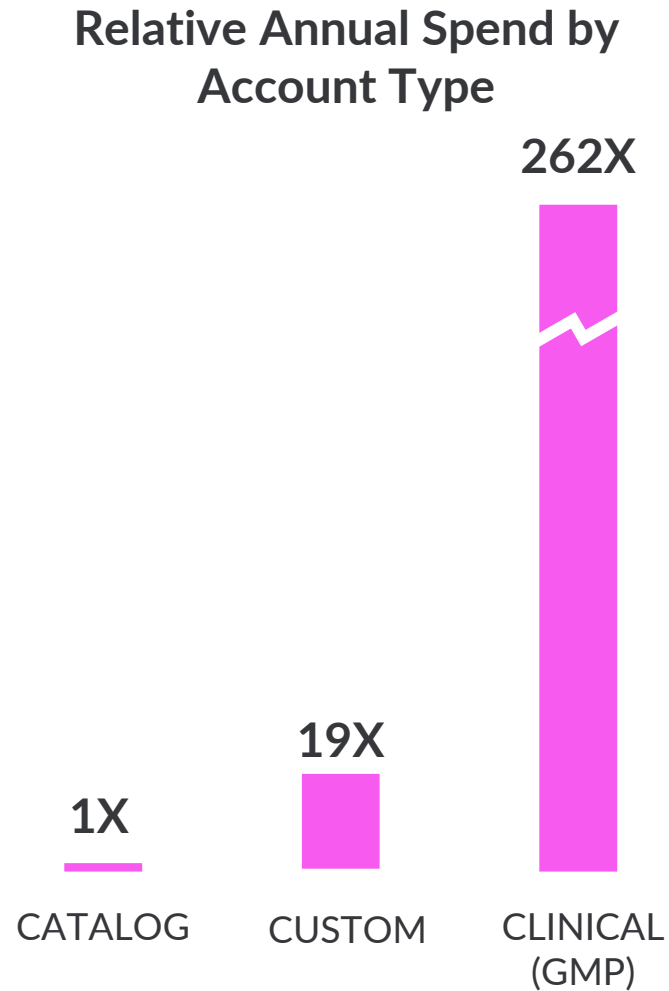


Manufacturing Process Defined by 20+ Years of Expertise

Providing value to customers across the entire product development workflow



And supporting our customers as their needs evolve

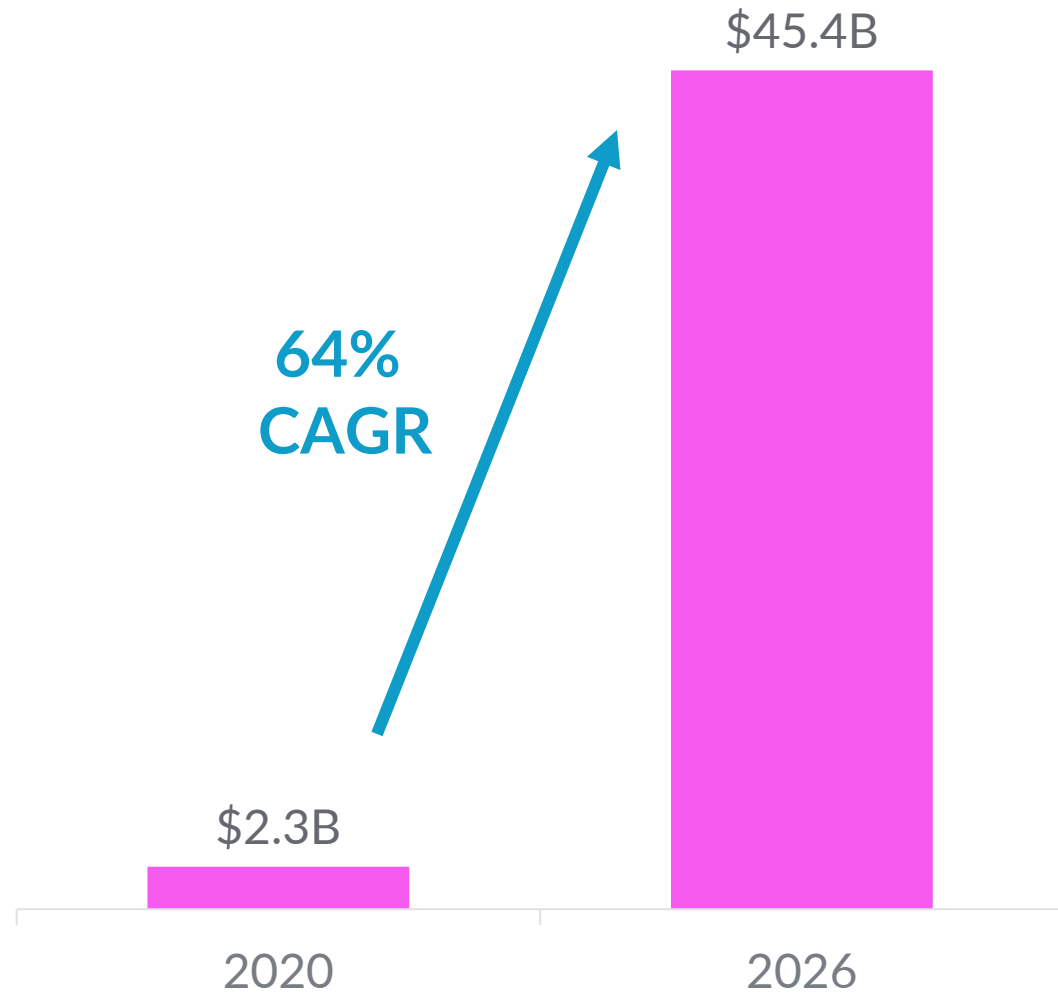


Accounts spending >\$10,000 annually since 2018

Emergence of cell & gene therapies

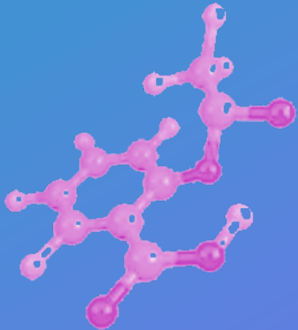


The global cell & gene therapy market is expected to grow from \$2.3B in 2020 to \$45.4B in 2026



Cell & gene therapy is the next modality of medicine

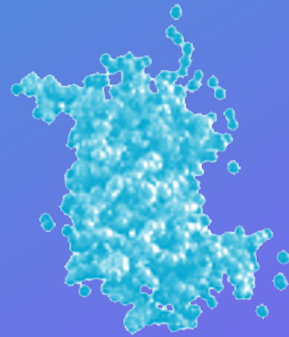
Small Molecule Drug



Aspirin

~0.5 kD

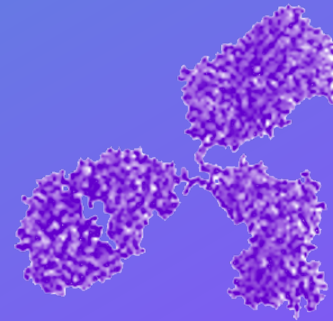
Small Biologics



Human growth hormone

~10 kD

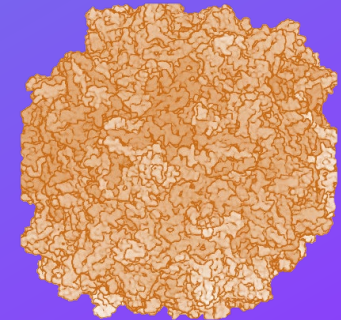
Large Biologics



Monoclonal antibody

~145 kD

Cell & Gene Therapy

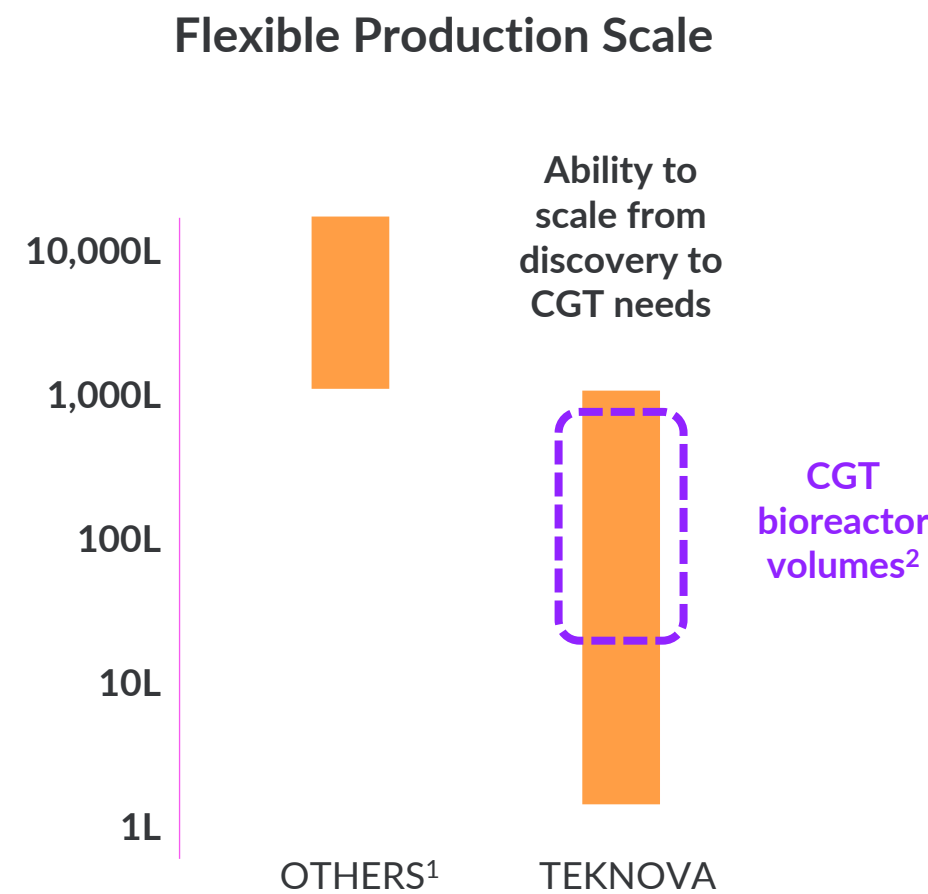
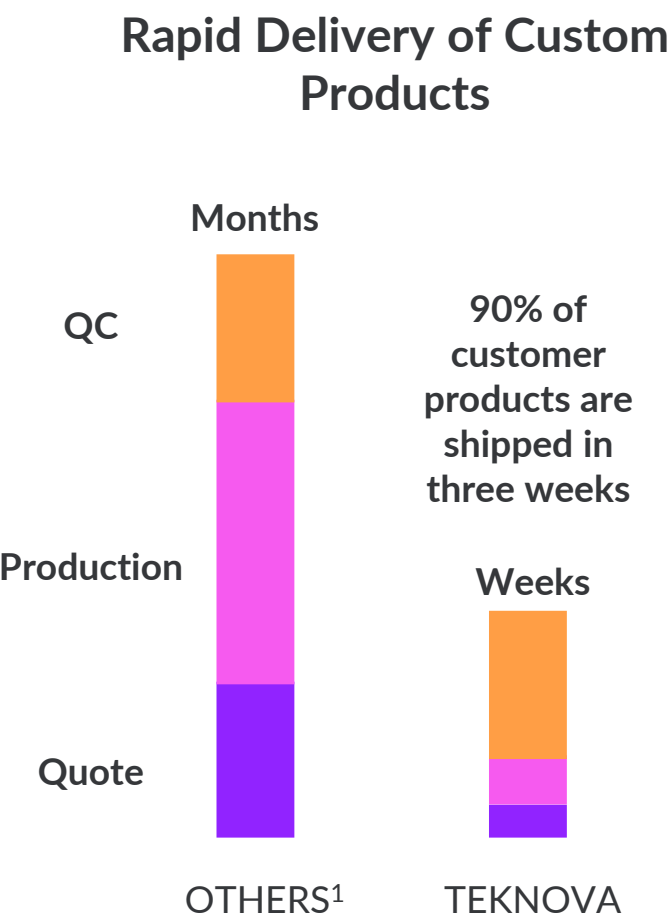


AAV capsid

~4,000 kD

Increasing Complexity

Why we win



Leader in GMP Bacterial Cell Culture and Protein Purification

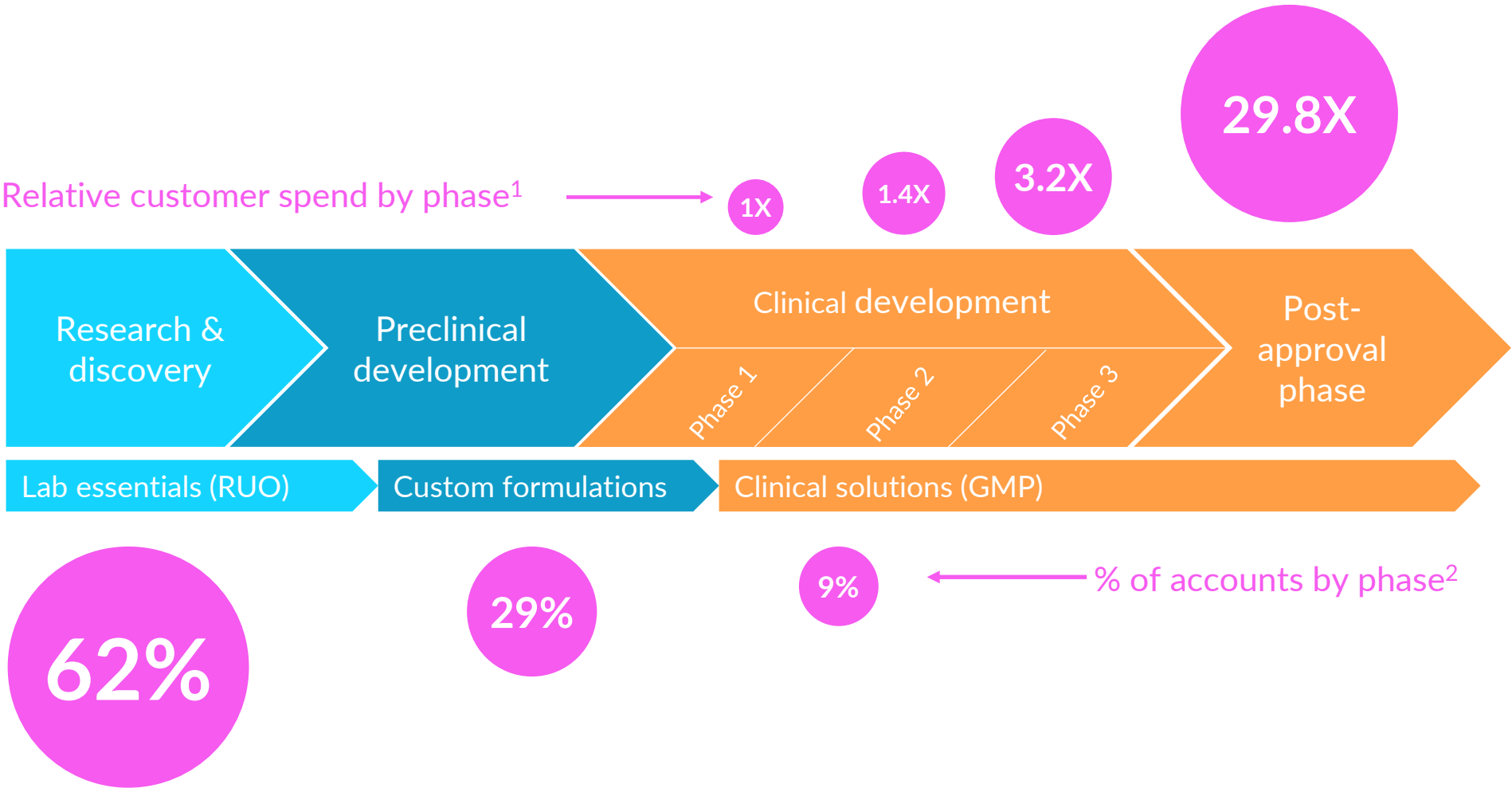
Pre-poured Media Plates

Cell Culture Medium & Supplements

Molecular Biology Reagents

¹ Illustrative models based on Teknova's knowledge of competing technologies
² <https://www.biopharminternational.com/view/cell-culture-variables-gene-therapy-vectors>

Teknova is already a supplier to more than 65 leading cell & gene therapy organizations



¹ Sources: Fletcher Spaght Growth Strategy Report, a report commissioned by Teknova

² Percentages relate to 2020 calendar year

Investing in our growth



**We are investing
to support rapid
growth to revenue
of \$100M+**

Facilities &
Equipment

R&D, Marketing,
Commercial
Capabilities

Management &
Workforce

Systems & Tools

Proven management team with extensive experience in the life sciences



Stephen Gunstream

Chief Executive Officer, President



Matt Lowell

Chief Financial Officer



Ken Gelhaus

Chief Commercial Officer



Lisa McCann

Chief People Officer



Neal Goodwin

Chief Scientific Officer



Damon Terrill

General Counsel, Chief Compliance Officer



Jennifer Henry

Senior Vice President, Marketing



Jose Olague

Vice President, Engineering



Ben Viering

Vice President, Information Systems & Architecture



Todd Woodring

Vice President, Operations





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