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FINANCIAL RESULTS
Q3:2026

SLIDE SUPPLEMENT

NASDAQ: TKNO

November 4, 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.

Agenda

- Welcome
- Business Highlights and Updates
  Stephen Gunstream, President and Chief Executive Officer
- Financial Results and 2026 Outlook
  Matt Lowell, Chief Financial Officer
- Q&A

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.

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



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

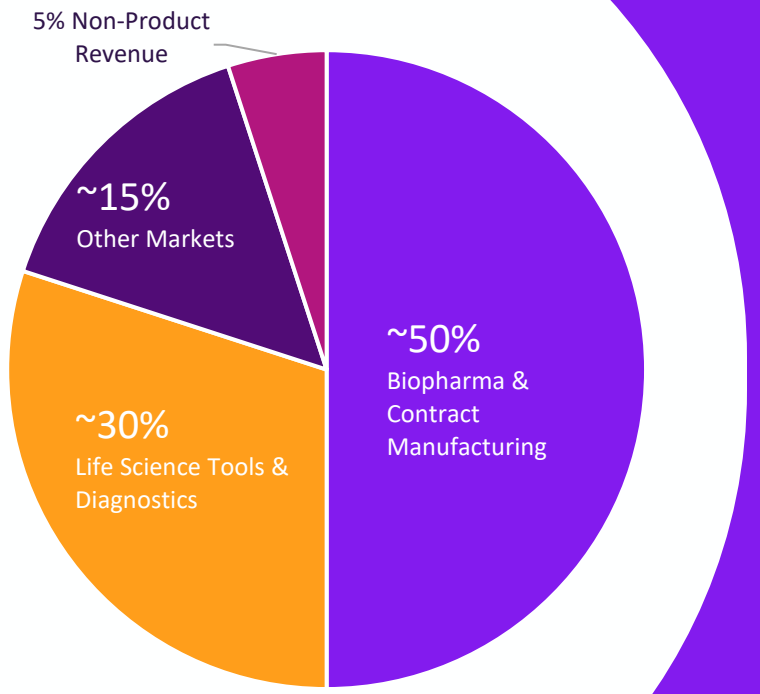
BRUKER · Element Biosciences · Myriad genetics® · New England Biolabs · Thermo Scientific · TWIST BIOSCIENCE

APPROX. 1,900 ACCOUNTS

OTHER MARKETS

- Academic & Government
- Animal Health
- Hospitals
- Distributors

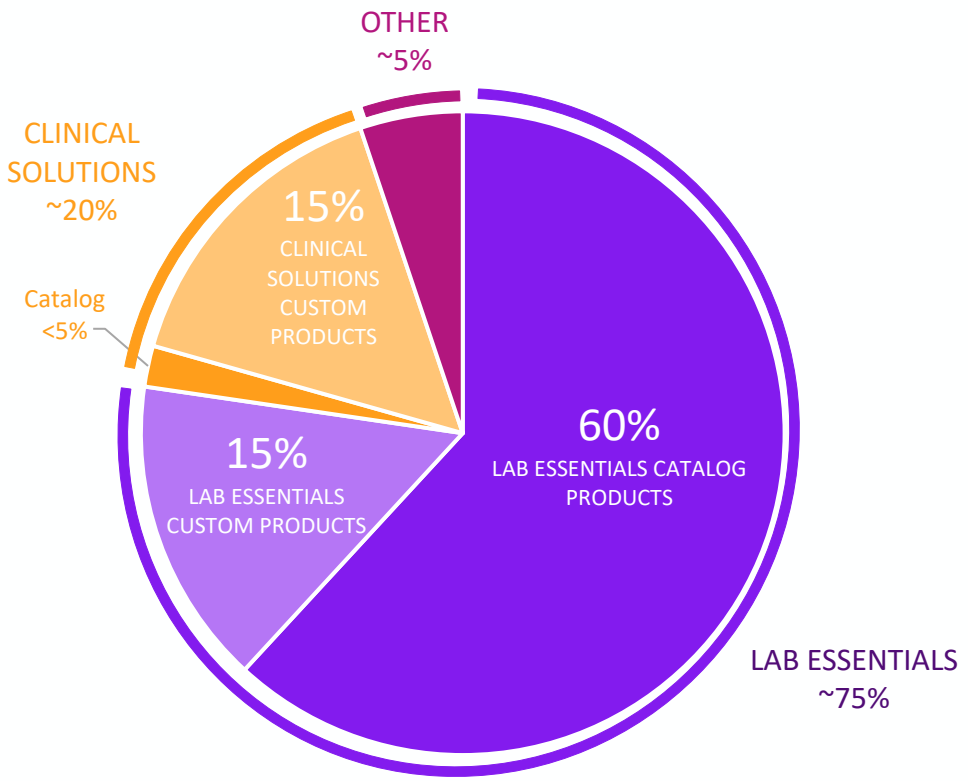
ELANCO ANIMAL HEALTH · The University of Texas MD Anderson Cancer Center · St. Jude Children's Research Hospital · SunOpta Fueling the Future of Food · UCSF University of California San Francisco · VWR part of avantor



REVENUE BY END MARKET FY:2025

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Revenue by Product Type and Customer End Market



2025 REVENUE BREAKDOWN

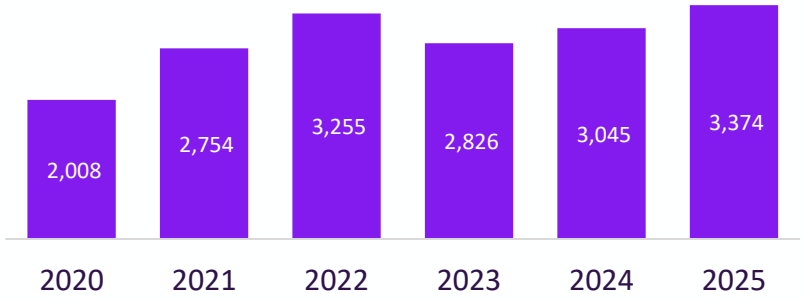
- Lab Essentials: ~75% of 2025 Revenue
  - Research-grade reagents (RUO)
  - Catalog product revenue comprises ~80%
  - Custom product revenue comprises ~20% (including RUO+)
    - Primarily Biopharma, Life Science Tools and Diagnostics customers
- Clinical Solutions: ~20% of 2025 Revenue
  - Clinical-grade 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

Historical Customer Metrics by Product Category

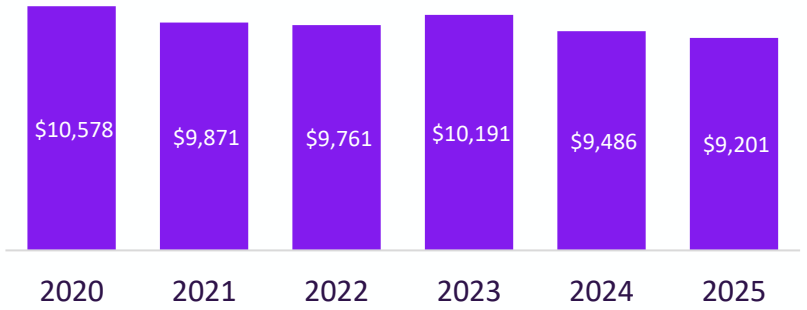
NON-GAAP FIGURES:

LAB ESSENTIALS

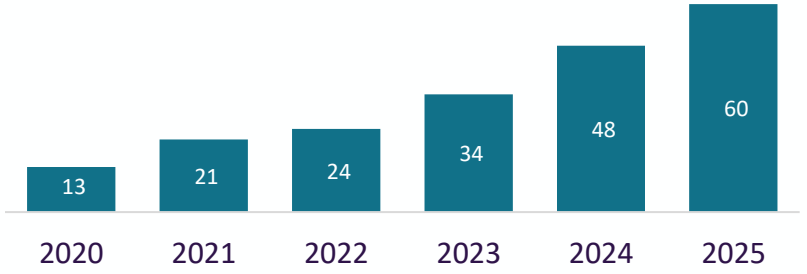
Number of Customers[1]

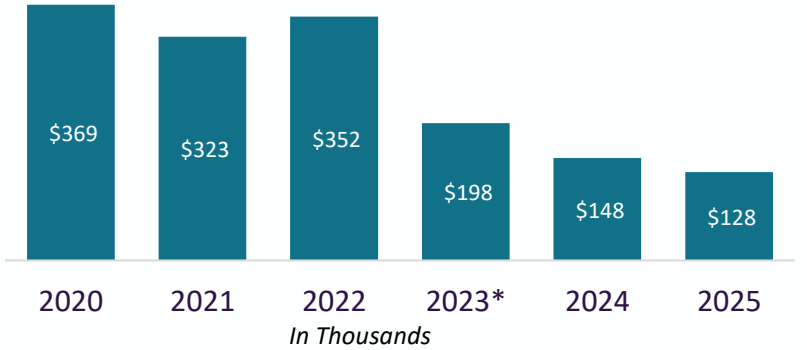


Average Revenue per Customer[1]



CLINICAL SOLUTIONS





In Thousands

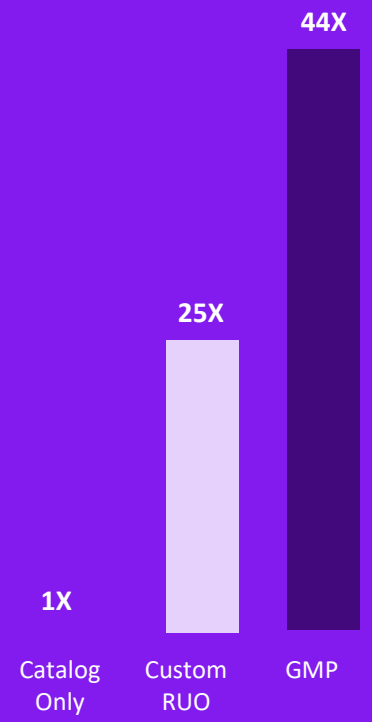
[1] Improved methodology for identifying unique accounts implemented in 2024. All prior periods restated. Customer is defined as any customer purchasing within the fiscal year. There is a $5,000 minimum threshold for Clinical Solutions customers.

* 2023 Average Revenue per Clinical Solutions customer would have been $118 thousand excluding a single large order from a diagnostic customer in Q2:24

Why We Win

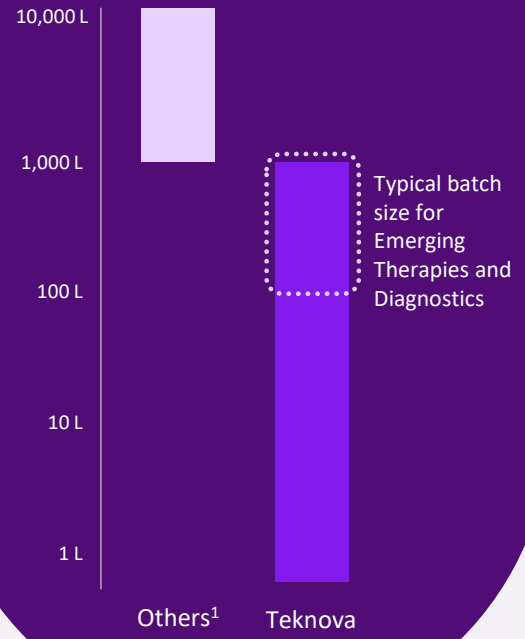
CATALOG BUSINESS AS A FOUNDATION

Relative Annual Spend by Account Type in 2025



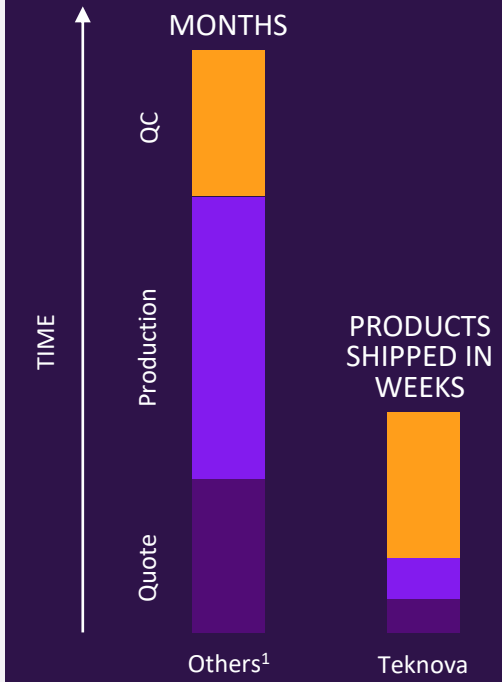
SMALLER CUSTOM BATCH SIZES

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

NEW AI-POWERED ASSISTANT

Build●Tek™ Custom Configurator

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

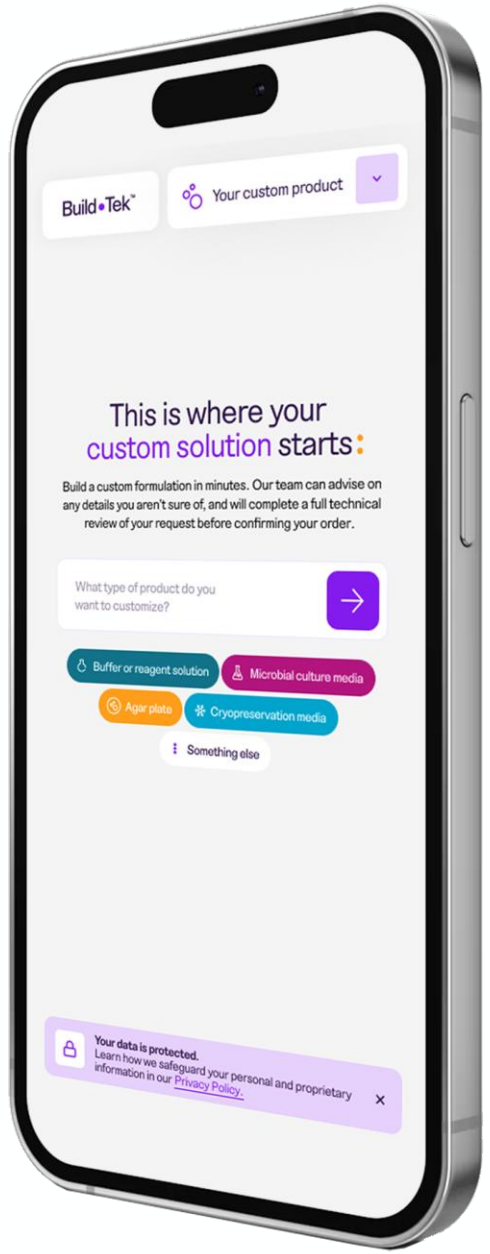
3 minutes
Build a complete custom order with just a few clicks in one guided session

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



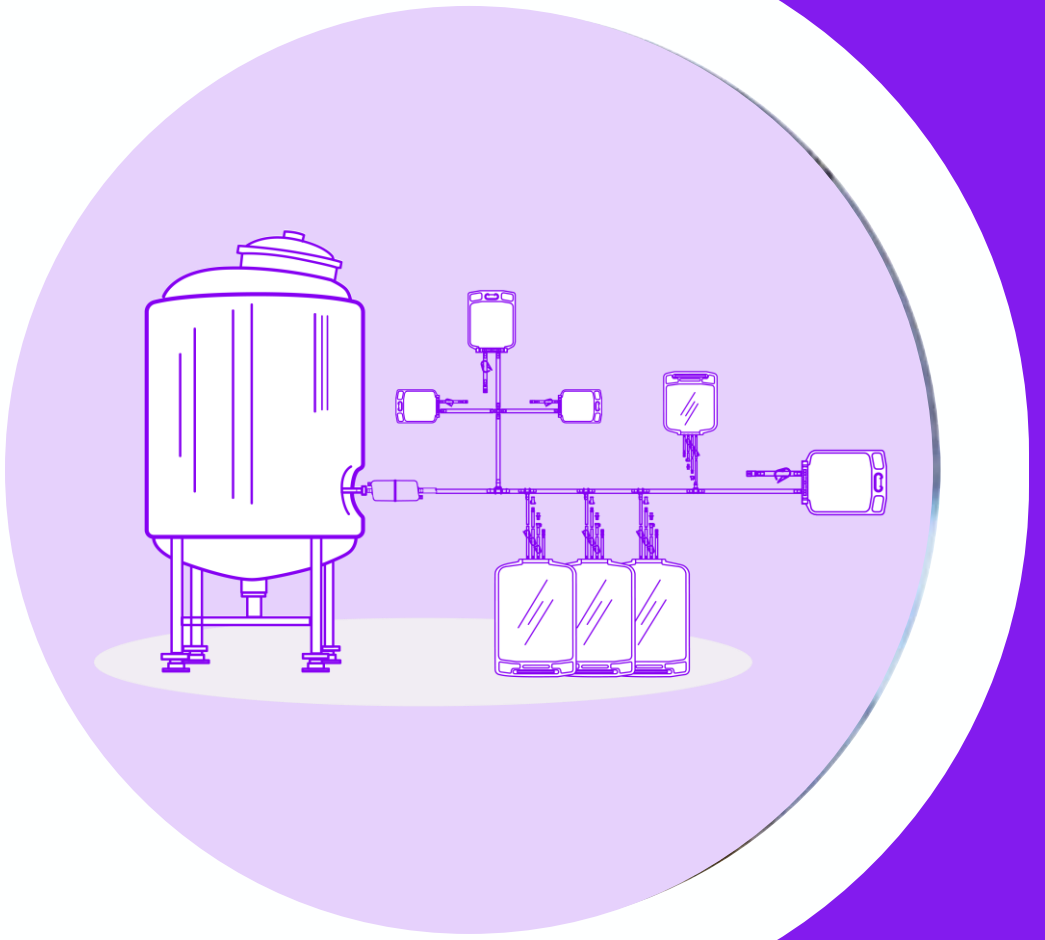
NEW MANUFACTURING CAPABILITY

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

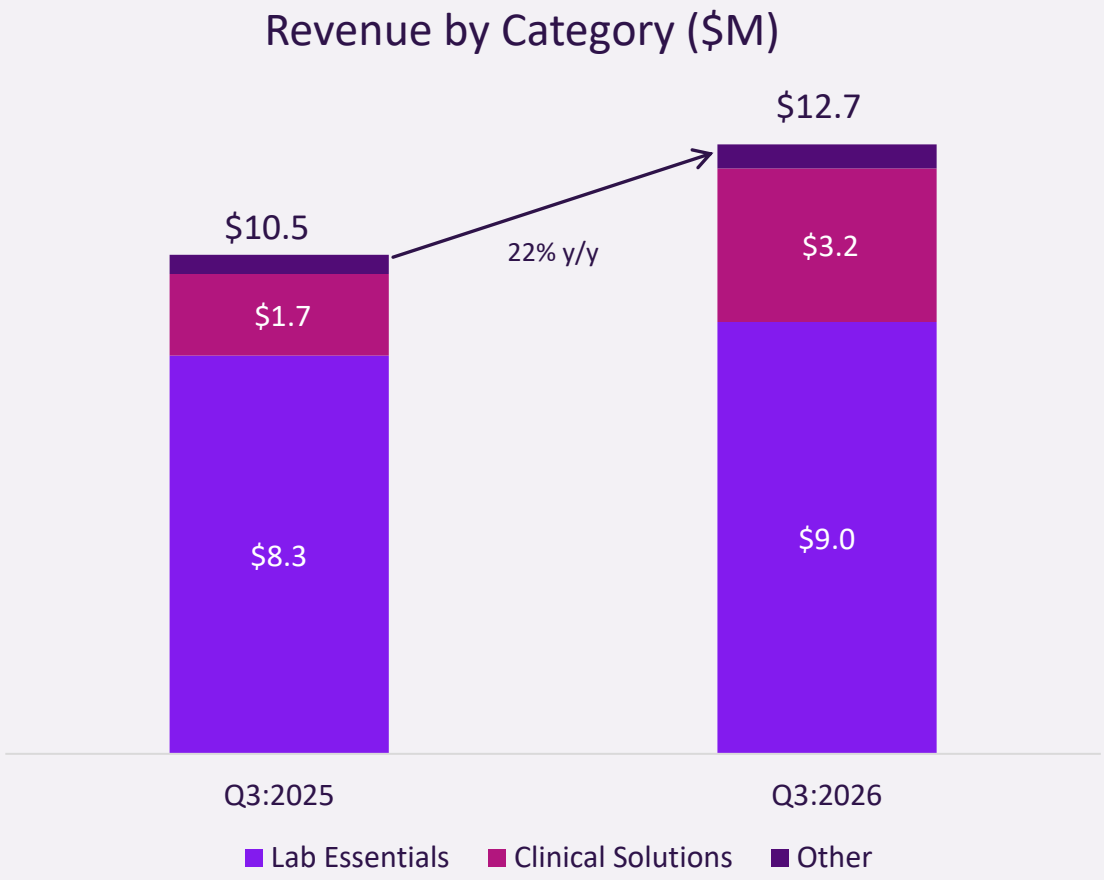


© 2026 Alpha Teknova, Inc. ● Financial Results | Q3:2026 ● Slide Supplement

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Q3:2026 Financials

Q3:2026 Revenue Highlights

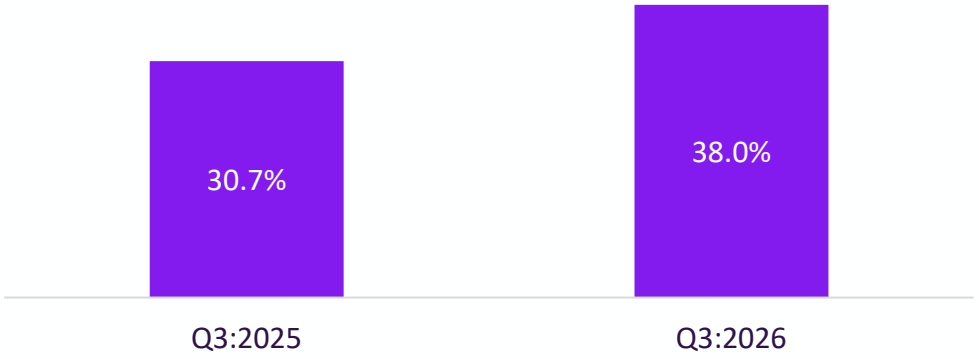


KEY HIGHLIGHTS

- 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

Q3:2026 Income Statement Highlights

Gross Margin (%)



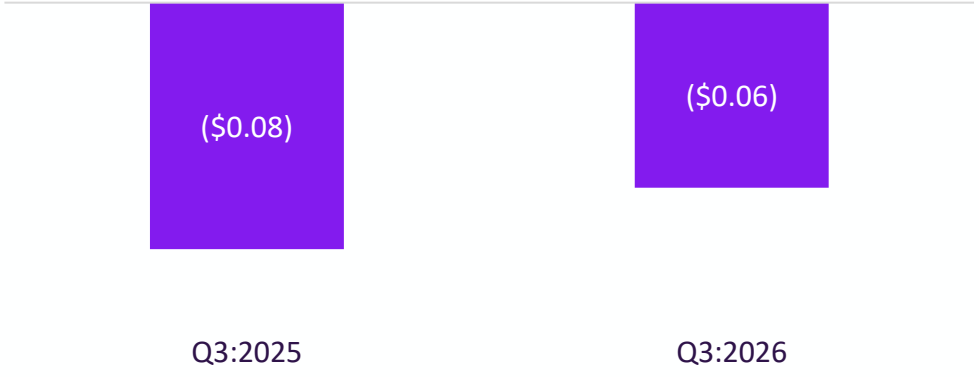
Total OpEx ($M)



Adjusted EBITDA[1] ($M)



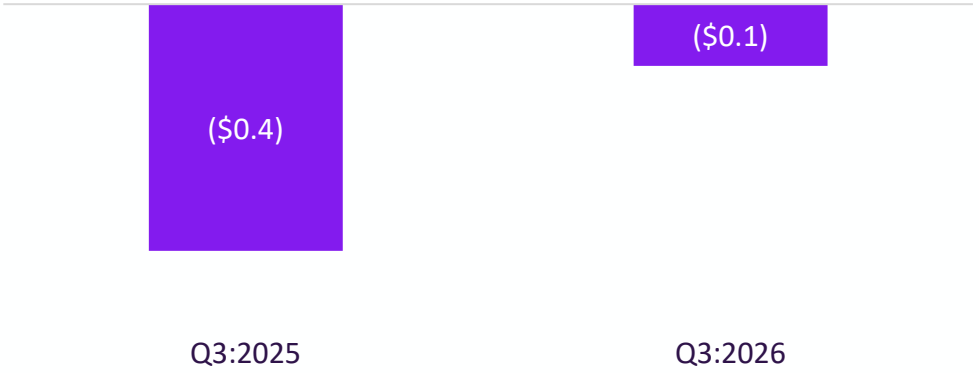
Diluted EPS ($)



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

Q3:2026 Cash Flow and Balance Sheet Highlights

Capital Expenditure ($M)



Free Cash Flow[1] ($M)

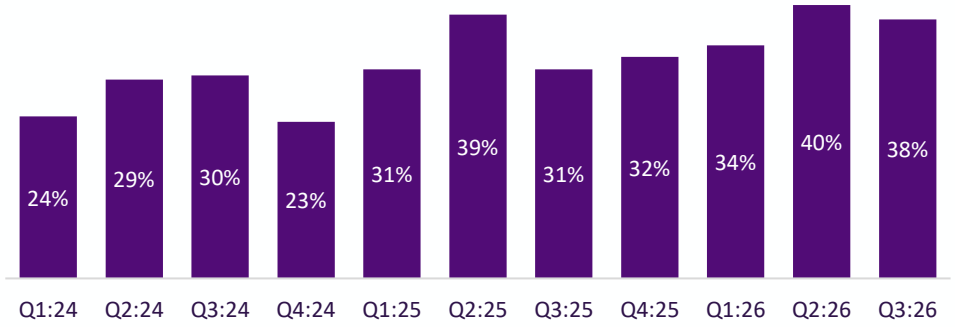


Cash, Cash Equivalents, and Short-Term Investment was $16.6M
and total borrowings outstanding were $13.2M as of September 30, 2026

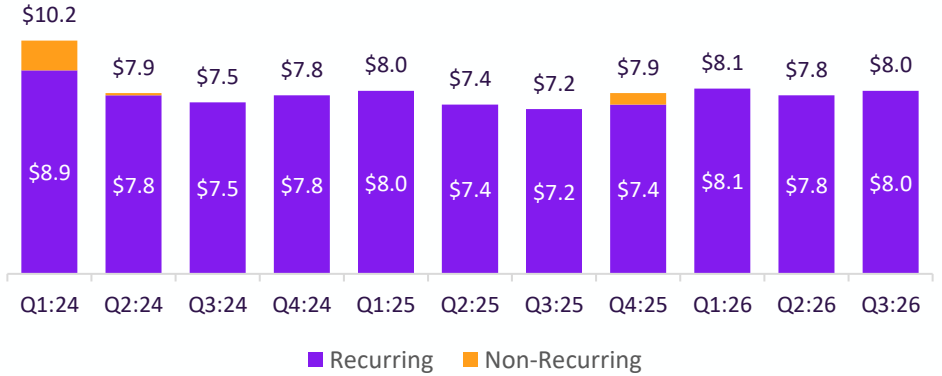
[1] Free Cash Flow equals cash provided by (used in) operating activities less purchases of property, plant, and equipment

Quarterly Financial Trends

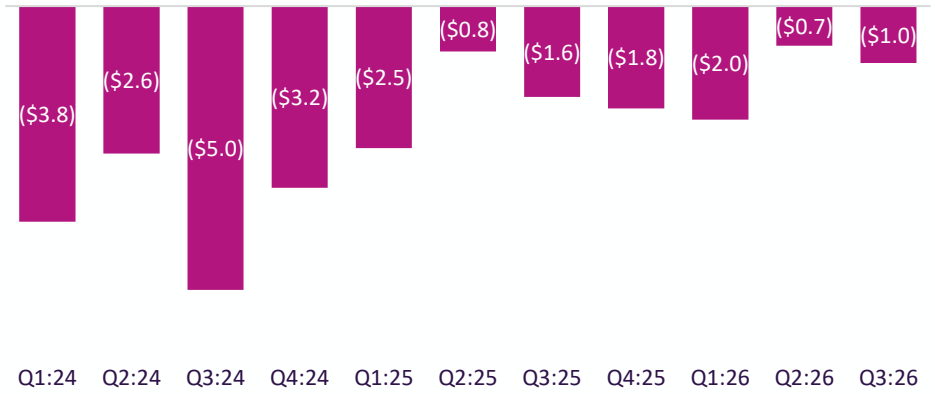
Gross Margin[1] (%)



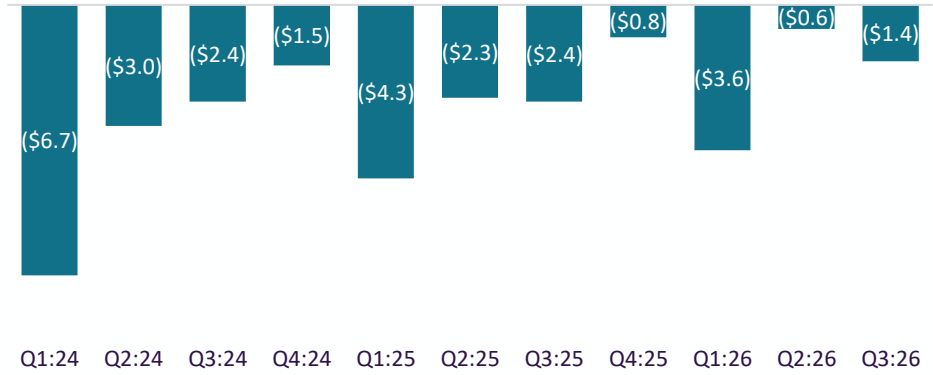
Total OpEx ($M)



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

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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