



Q3 2021 Financial Results

Nasdaq: TKNO

November 10, 2021

TEKNOVA
science matters

Today's Agenda

1. Welcome
2. Business Highlights & Updates — Stephen Gunstream, CEO, Teknova
3. Financial Results — Matt Lowell, CFO, Teknova
4. Q&A

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.

Business Highlights & Updates

Stephen Gunstream, Chief Executive Officer

Company Overview

- Leading provider of highly complex research and clinical-grade reagents
- Reagents meet critical needs of the supply chain
- Product differentiation: short turnaround times and the ability to scale from discovery to commercialization
- Strong competitive position in the marketplace
- Infrastructure in place to support near-term growth
- Strong balance sheet for investment in long-term growth

Q3 Business Highlights

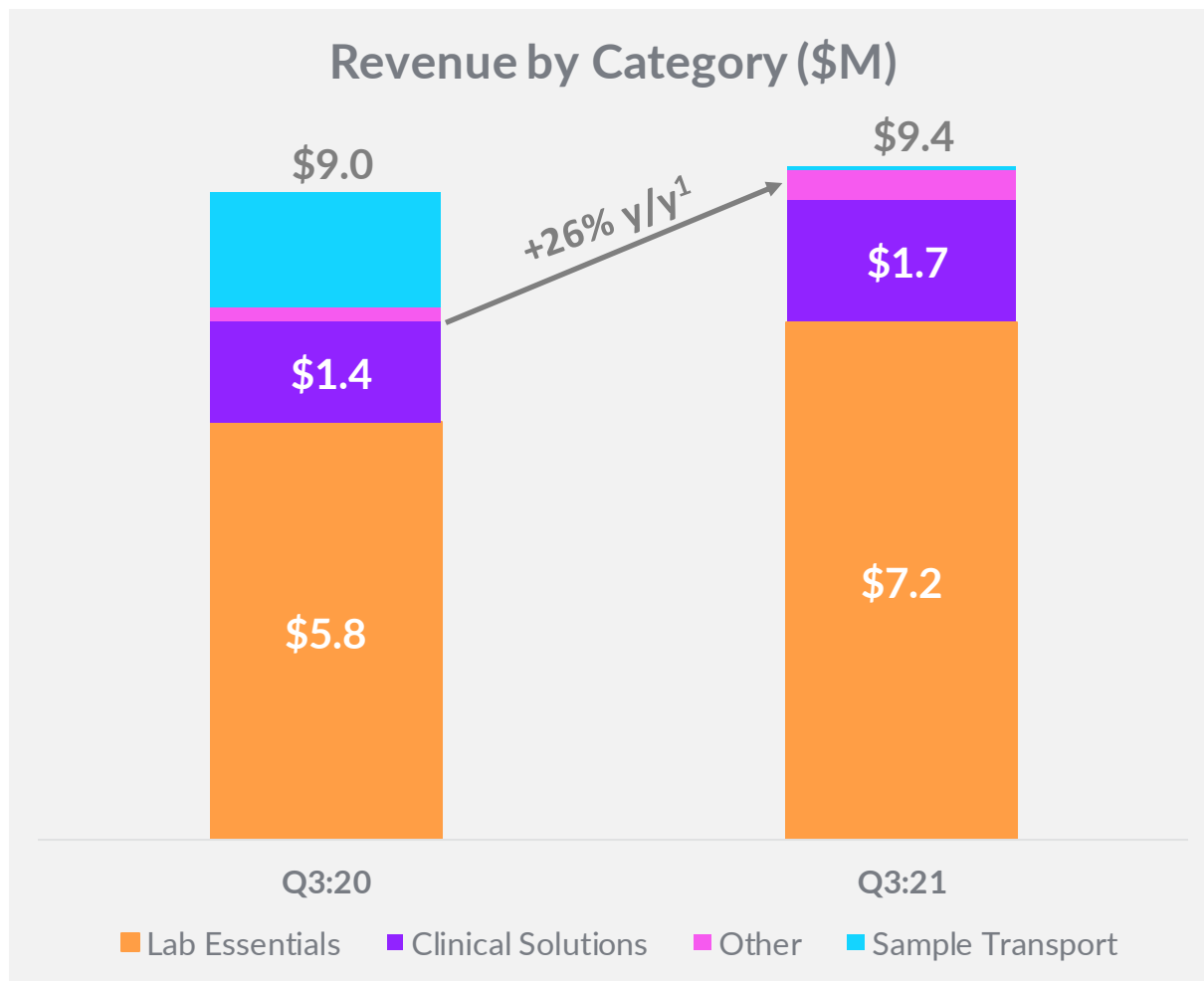
- Q3FY21 revenue, excluding Sample Transport Media, was **\$9.3 million, up 26%** over Q3FY20
- Advanced construction of **new, state-of-the art GMP manufacturing facility** in Hollister, CA
- Continued to **invest in talent** in areas critical to near and long-term success
- **Expanded our leadership team:**
 - Ken Gelhaus, Chief Commercial Officer
 - Jennifer Henry, Senior Vice President, Marketing

Q3:2021 Financial Results

Matt Lowell, Chief Financial Officer



Q3:2021 Revenue Highlights

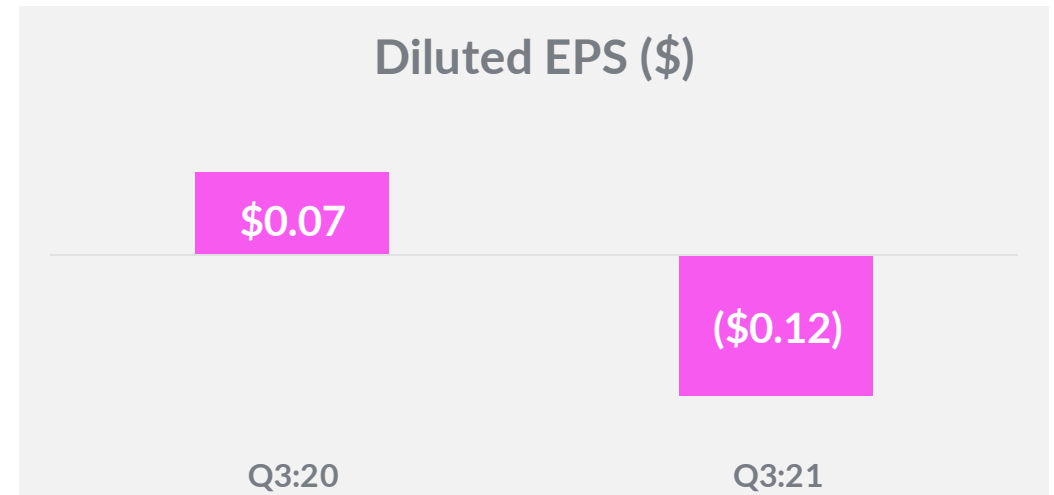
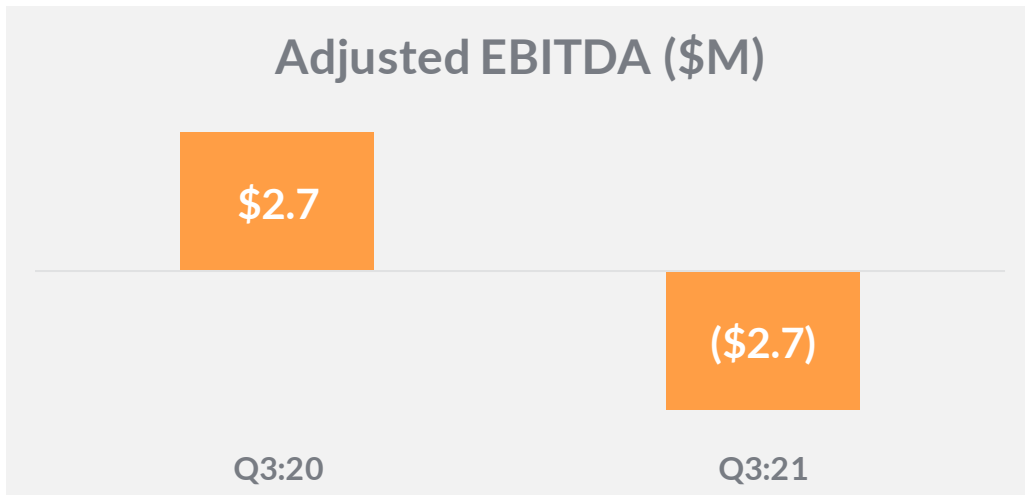
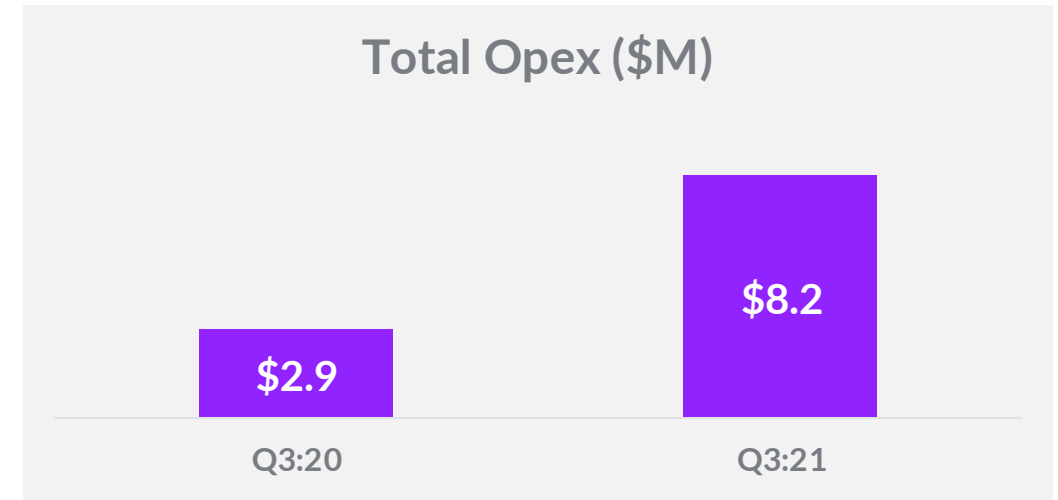
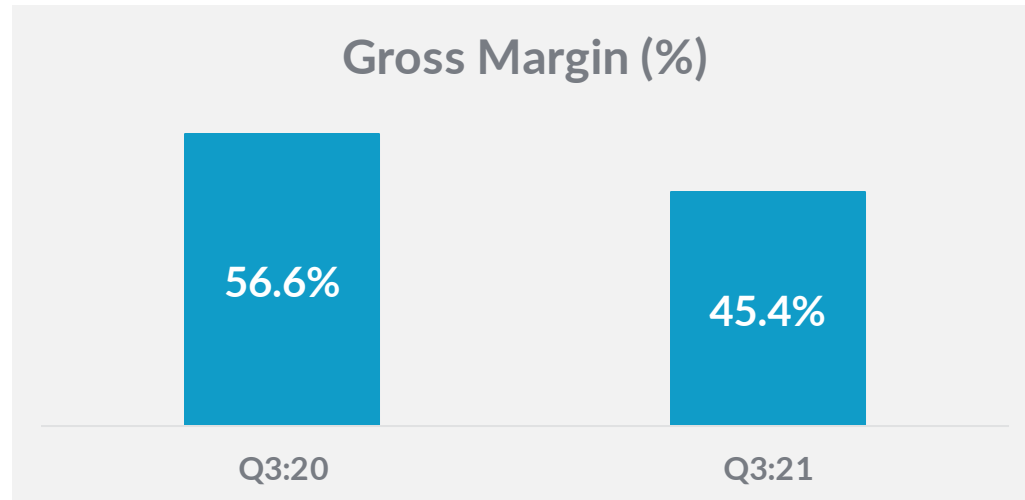


Key Highlights

- **Total** revenue up 5% y/y
- Total revenue of \$9.3 million, **excluding** Sample Transport, up 26% y/y
- Strong **Lab Essentials** growth, up 24% y/y
- Strong **Clinical Solutions** growth, up 25% y/y

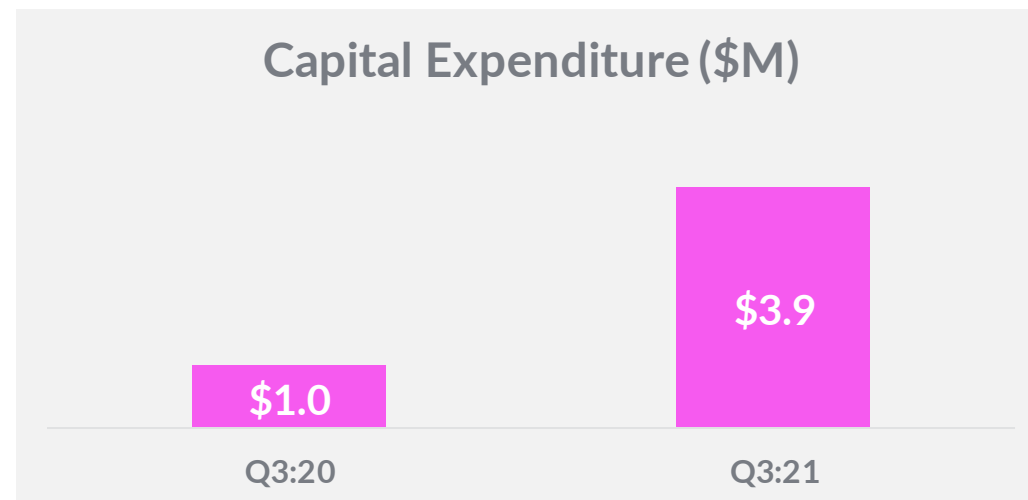
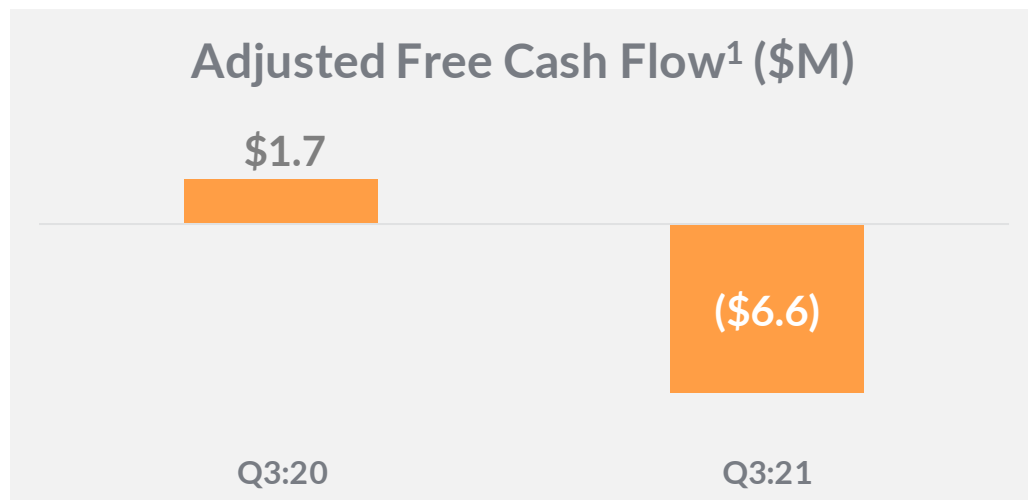
¹Excludes Sample Transport Media

Q3:2021 Income Statement Highlights



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

Q3:2021 Cash Flow & Balance Sheet Highlights



Cash and Cash Equivalents as of September 30, 2021: \$98.0 M

¹Adjusted Free Cash Flow equals Adjusted EBTIDA less Capital Expenditures.

Closing Comments

Stephen Gunstream, Chief Executive Officer



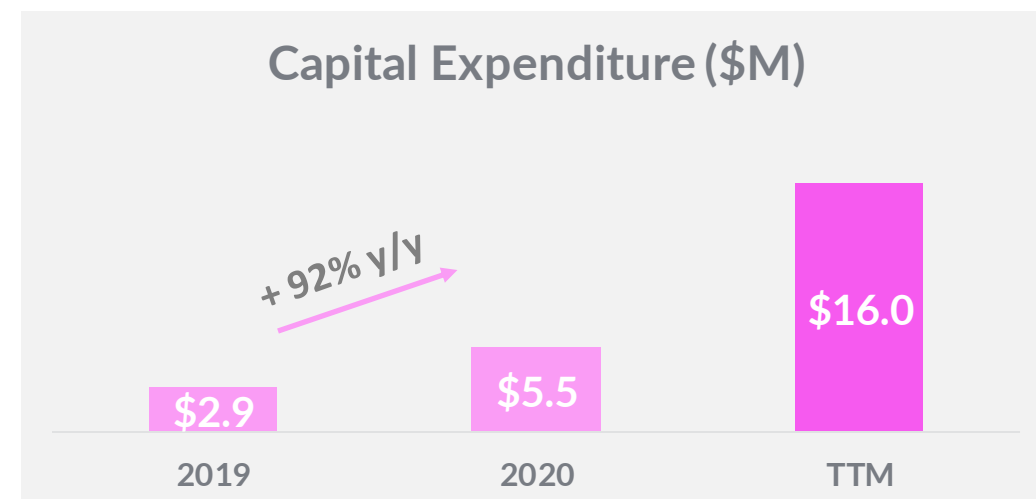
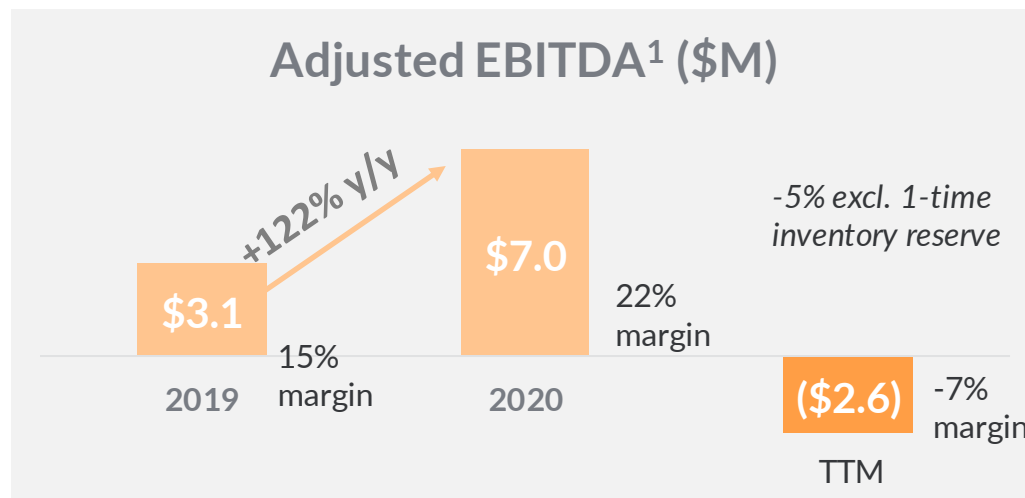
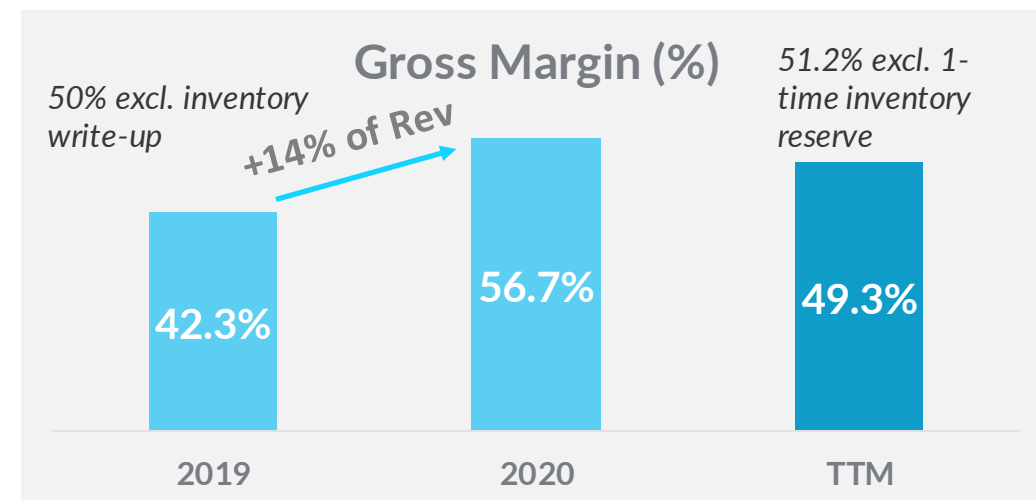
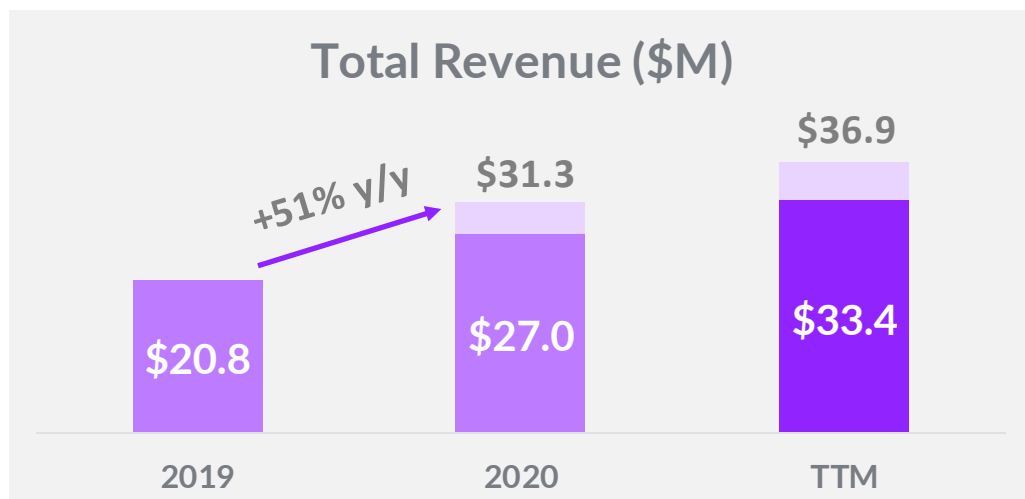
Q&A



Supplemental Financials and Non-GAAP Reconciliations

Financial Overview

TTM = Trailing Twelve Months Ended September 30, 2021



¹ Adjusted EBITDA equals GAAP EBITDA plus stock-based compensation and transaction related expenses.

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,	
	2021	2020	2021	2020
Net (loss) income— as reported	\$ (3,251)	\$ 1,533	\$ (6,156)	\$ 2,993
Add back:				
Interest (expense) income, net	(255)	19	(553)	74
(Benefit from) provision for income taxes	(892)	636	(1,640)	922
Depreciation expense	461	254	1,239	612
Amortization of intangible assets	287	287	861	861
EBITDA	\$ (3,140)	\$ 2,691	\$ (5,143)	\$ 5,314
Other and one-time expenses:				
Stock-based compensation expense	442	31	927	31
Adjusted EBITDA	\$ (2,698)	\$ 2,722	\$ (4,216)	\$ 5,345
Less: capital expenditures	(3,907)	(1,016)	(12,465)	(1,969)
Adjusted Free Cash Flow	\$ (6,605)	\$ 1,706	\$ (16,681)	\$ 3,376
Addback: capital expenditures	3,907	1,016	12,465	1,969
Less: total other and one time expenses	(442)	(31)	(927)	(31)
Less: total interest, taxes, depreciation and amortization Expenses	(111)	(1,158)	(1,013)	(2,321)
Net (loss) income – as reported	\$ (3,251)	\$ 1,533	\$ (6,156)	\$ 2,993
Adjustments to reconcile net (loss) income to net cash (used in)				
provided by operating activities, net	321	1,101	2,381	3,455
Changes in operating assets and liabilities, net	(1,907)	(4,259)	(2,212)	(6,377)
Cash (used in) provided by operating activities	\$ (4,837)	\$ (1,625)	\$ (5,987)	\$ 71