



# Q1 2022 Financial Results Slide Supplement

Nasdaq: TKNO

May 11, 2022

**TEKNOVA**  
science matters

# Today's Agenda

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

# 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 our anticipated total revenue, growth in Lab Essentials and growth in Clinical Solutions for 2022, our expectation that our new manufacturing facility will be online by year-end and statements about our prospects 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 uncertainties and factors, all of which are difficult to predict and many of which are beyond our 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, demand for our products; our ability to expand our production capacity and commercial and R&D capabilities; our cash flows and revenue growth rate; our supply chain, sourcing, manufacturing and warehousing; inventory management; risks related to global economic and marketplace uncertainties related to the impact of the COVID-19 pandemic, including the impact of the pandemic on our supply chain; reliance on a limited number of customers for a high percentage of our revenue; potential acquisitions and integration of other companies and other factors discussed in the “Risk Factors” section of our most recent periodic reports filed with the Securities and Exchange Commission (“SEC”), including in our Annual Report on Form 10-K for the year ended December 31, 2021 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](http://www.sec.gov). Although we believe that the expectations reflected in our forward-looking statements are reasonable, we do not know whether our 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 us on our website or otherwise. We do 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 we do not consider representative of our 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 press release because Teknova believes that analysts, investors, and other interested parties frequently use these measures to evaluate companies in our 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 our operating results because they exclude items that are not indicative of our 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.

# Business Highlights & Updates

Stephen Gunstream, President and CEO

# Q1:2022 Business Highlights

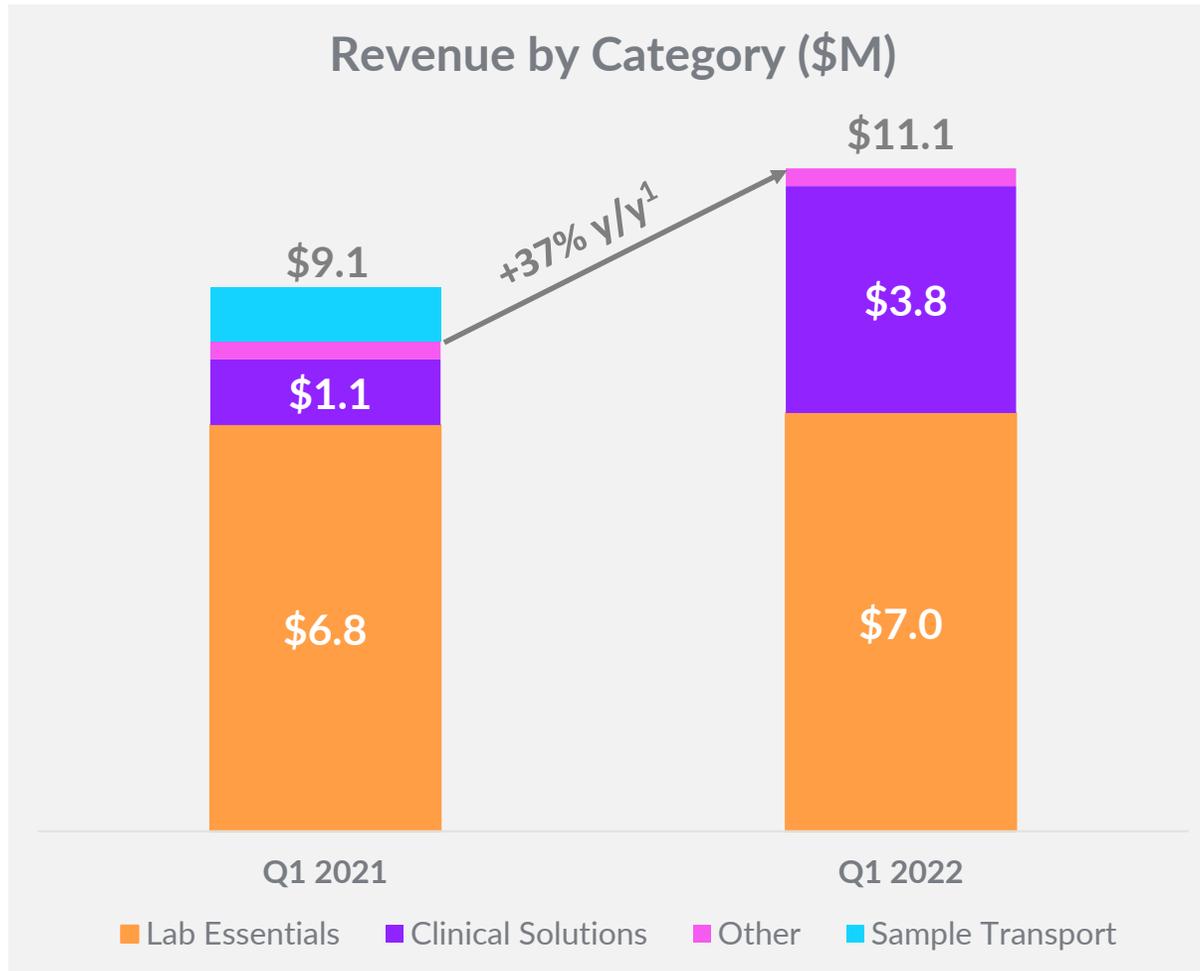
- Achieved record quarterly total revenue of \$11.1 million, up 23%, compared to \$9.1 million in the first quarter 2021, and up 37% to \$11.1 million for the first quarter 2022, compared to \$8.2 million for the first quarter 2021, when Sample Transport is excluded
- Remained on track with expansion of our manufacturing capacity in existing facilities and construction of a new, state-of-the-art manufacturing facility
- Reported cash position of \$76.5 million, supporting investment in future growth
- Amended existing \$27 million credit facility and increased amount available to \$57 million to help ensure the Company will have the capital to execute our domestic, organic growth plan

# Q1 2022 Financial Results

Matt Lowell, Chief Financial Officer



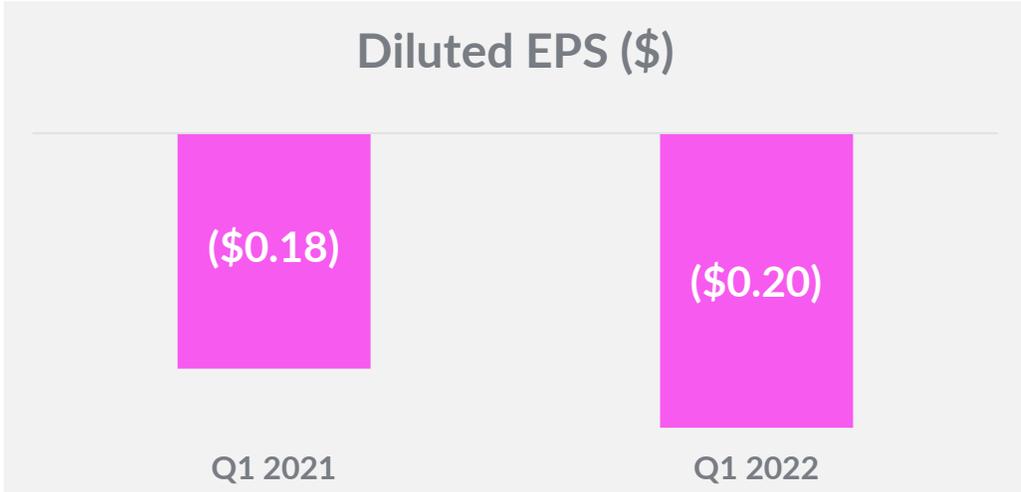
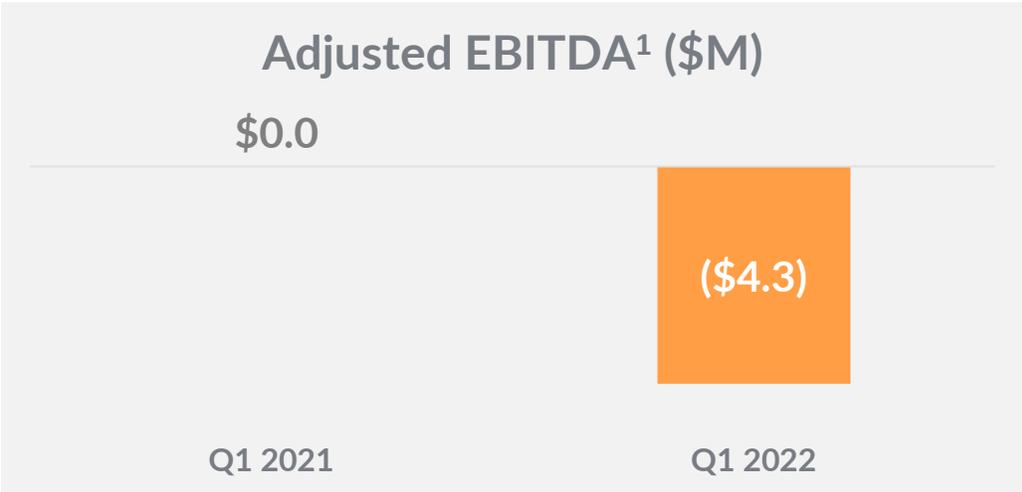
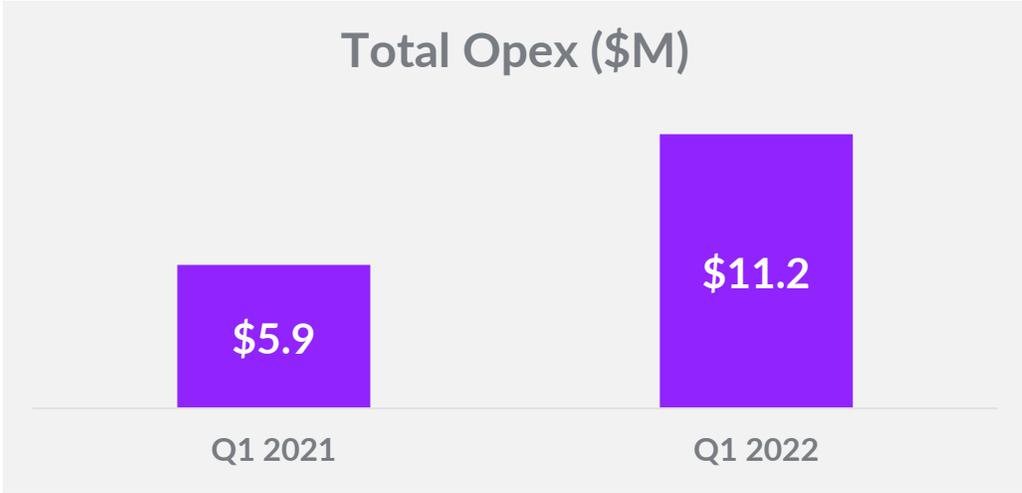
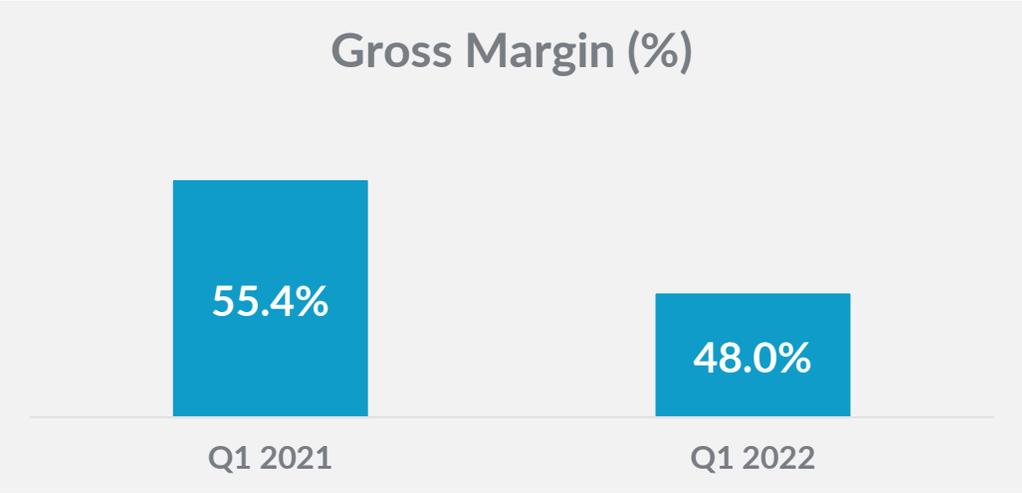
# Q1:2022 Revenue Highlights



## Key Highlights

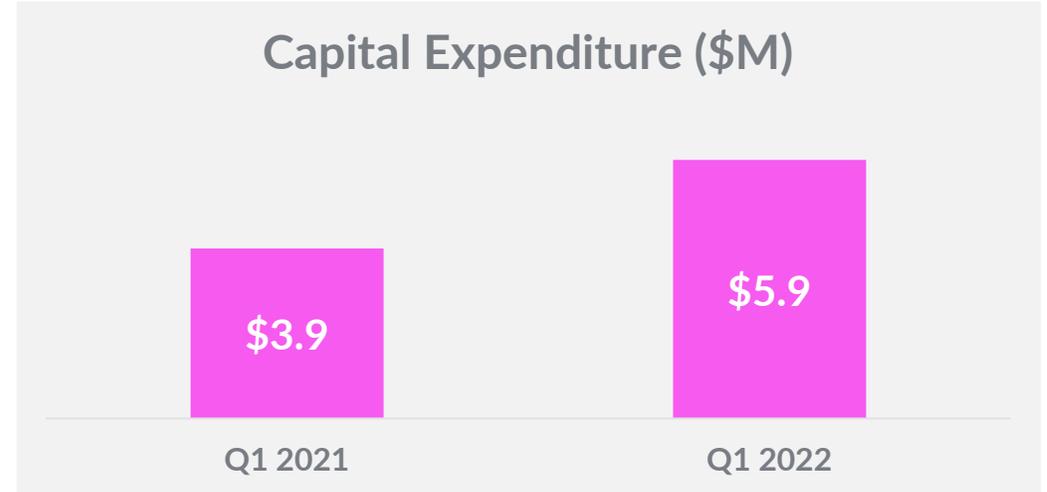
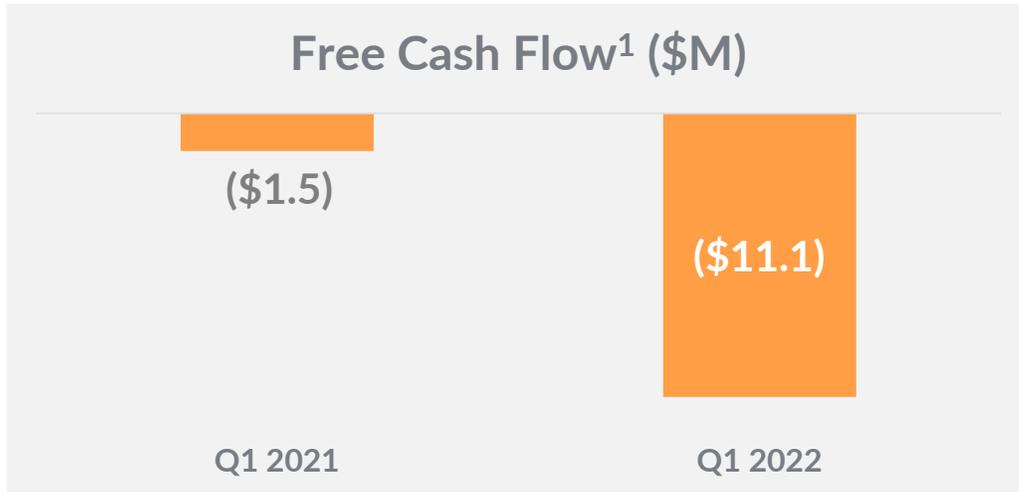
- Total quarterly revenue up 23% y/y
- Total quarterly revenue of \$11.1 million, **excluding** Sample Transport, up 37% y/y and 32% on a TTM basis
- Continued **Lab Essentials** growth, up 3% y/y and 20% on a TTM basis over prior year period
- Strong **Clinical Solutions** growth, up 256% y/y and 80% on a TTM basis over prior year period

# Q1:2022 Income Statement Highlights



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

# Q1:2022 Cash Flow & Balance Sheet Highlights



Cash and Cash Equivalents \$76.5M as of March 31, 2022

# 2022 Guidance

- Estimate total revenue between **\$45-48 million**, greater than **30% growth y/y at the midpoint**, ex-Sample Transport
- Expect approximately **25% growth** in Lab Essentials and at least **60% growth** in Clinical Solutions revenue
- **Will continue investing** in 2022 in capacity, sales and marketing, general and administrative, and research and development
- Anticipate significant ongoing **capital expenditures** in new and current facilities

# Closing Comments

Stephen Gunstream, President and CEO



# Q&A

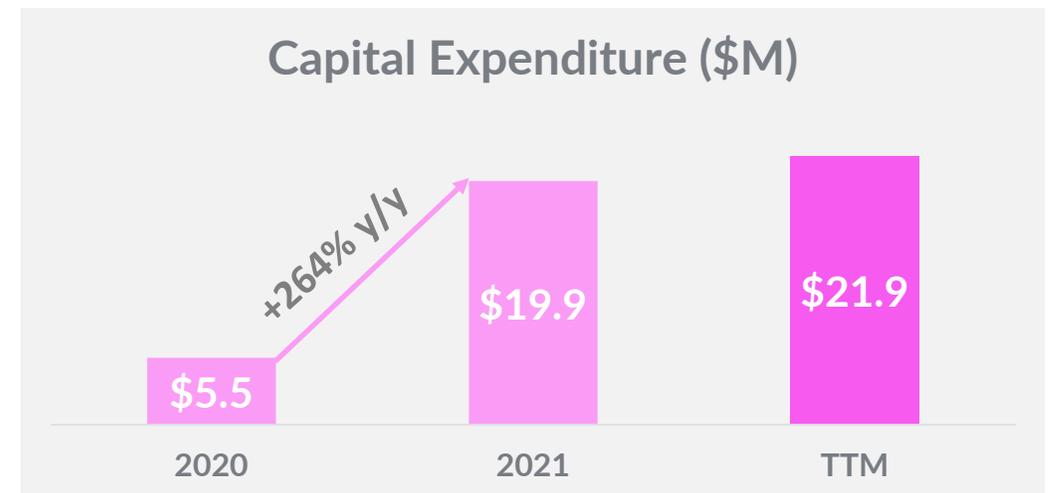
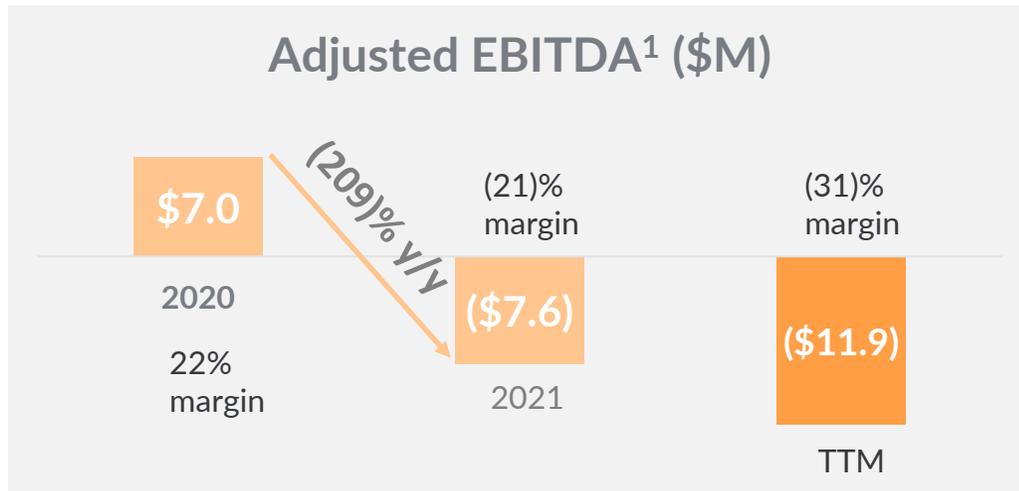
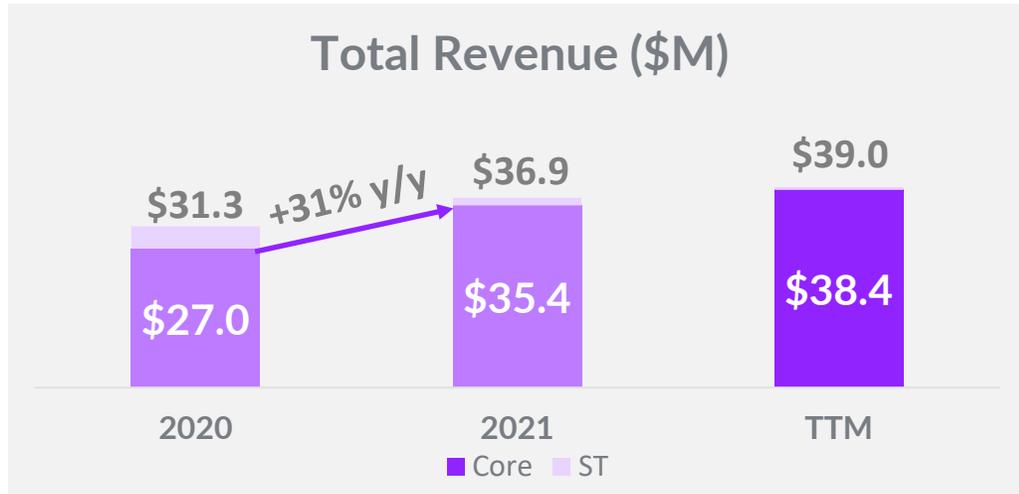


# Supplemental Financials and Non-GAAP Reconciliations



# Financial Overview

TTM = Trailing Twelve Months Ended March 31, 2022



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

