



STEPHENS NON-DEAL ROADSHOW PREP PACKET

Alpha Teknova (TKNO) – NDR

Sept 26 & 27, 2022

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Questions/Topics of Discussion

- Where do you play in life science tools market? What are your key end markets and how fast are they growing?
- You cite fast turnaround times and custom products as key to your differentiation – why does this matter for customers? Why do customers come to Teknova vs. larger competitors?
- You have increased investments in R&D, what is the focus of these investments and what could this mean for your product portfolio if we look out 2-3 years?
- Once a customer begins using your products, how “sticky” are these revenues or how easy is it for them to switch to a competitor? How do these revenues ramp as customers move through the clinical trial process? Where are your customers currently in the development pipeline?
- How much capacity do you have today? How much could you add in the near-term? And how much are you planning to add in coming years?
- Can you give an anecdote around the typical path for a customer? Do they start with lab essentials and then graduate to clinical solutions? What does scale up look like?
- On gross margins - can you talk about the puts and takes for gross margins in the near-term? How should we think about the impact of incremental revenues that are flowing through and then any gross margins impact from the Hollister facility coming on line?
- On the investments you are making into your sales efforts. What will these be focused on? Adding new customers? Expanding your work with existing customers?
- How many customers do you have now? How many new customers have you signed this year and how does this compare to recent years?
- Do you still expect to reach adj. EBITDA breakeven by early 2024? What are the put and takes to get there?
- You have stock, custom, and GMP products – how do these products complement each other?
- On your 2Q22 results, you posted a strong quarter, but lowered FY22 guide. How is the current biotech funding environment impacting your customer base? Have these orders been canceled or just delayed? How much visibility do you have into reaccelerating growth beyond 2H22?

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Stephens TKNO Reports:

[TKNO 2Q22 Wrap: Lowered Guidance Disappointing, But LT Opportunity Unchanged](#)

[Picks & Shovels Play on CGT End-Market, Initiating OW-Vol./\\$27 PT](#)

Stephens TKNO Model:

[Click Here for Model](#)

Companies Mentioned:

Alpha Teknova (TKNO - \$3.80)

Stephens Inc. working model and published research report attached.
For current disclosures on this company, please access the attached research report.

OTHER DISCLOSURES

Note: The purpose of this document is to suggest questions investors might like to ask company management and to help investors develop their own questions. This document is not intended to express any opinion or investment recommendation.

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