# Q1 2022 Financial Results

(Nasdaq: MRVI)

**May 5, 2022**

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# Today's Agenda

**01** **Welcome**
Deb Hart, Head of Investor Relations

**02** **Business Highlights & Update**
Carl Hull, Chief Executive Officer

**03** **Financial Results & Guidance**
Kevin Herde, Chief Financial Officer

**04** **Q&A Session**
Carl Hull, Chief Executive Officer
Kevin Herde, Chief Financial Officer



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# Forward Looking Statements and Use of Non-GAAP Financial Measures

This presentation contains, and our officers and representatives may from time-to-time make, "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Investors are cautioned that statements in this presentation which are not strictly historical statements constitute forward-looking statements, including, without limitation, statements regarding our financial guidance for 2022, strength of our business momentum, demand for CleanCap® and NTPs, value prospects for our customers, acceleration of development and production of GMP grade ultra pure nucleotides and expected strategic benefits of MyChem acquisition, demand for COVID-19-related vaccines and mRNA technology's role in such vaccines, the commercial durability of our Nucleic Acid Production business, continued growth in the number of biologics and biosimilar drug development programs and related demand for our HCP ELISA kits, completion and benefits of our facilities expansions, potential organic and inorganic investments, and increased demand for contract services, growth opportunities, constitute forward-looking statements and are identified by words like "believe," "expect," "may," "will," "should," "seek," "anticipate," or "could" and similar expressions. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions and are not guarantees of the timing or nature of our future operating or financial performance or other events. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the following: Certain of our products are used by customers in the production of vaccines and therapies, some of which represent relatively new and still-developing modes of treatment. Unforeseen adverse events, negative clinical outcomes, development of alternative therapies or increased regulatory scrutiny of these vaccines and therapies and their financial cost may damage public perception of the safety, utility, or efficacy of these vaccines and therapies or other modes of treatment and may harm our customers' ability to conduct their business. Such events may negatively impact our revenue and have an adverse effect on our performance. Continued demand for our COVID-19 related products and services, which currently comprise a significant portion of our revenue, may decrease as populations are vaccinated, the COVID-19 pandemic subsides or antiviral therapeutic alternatives are developed successfully. We are dependent on our customers' spending on and demand for outsourced nucleic acid production and biologics safety testing products and services. A reduction in spending or demand could have a material adverse effect on our business, financial condition, results of operations, cash flows and prospects. We compete with life science, pharmaceutical and biotechnology companies who are substantially larger than we are and potentially capable of developing new approaches that could make our products, services and technology obsolete. We depend on a limited number of customers for a high percentage of our revenue. If we cannot maintain our current relationships with customers, fail to sustain recurring sources of revenue with our existing customers, or if we fail to enter into new relationships, our future operating results will be adversely affected. We rely on a limited number of suppliers or, in some cases, sole suppliers, for some of our raw materials and may not be able to find replacements or immediately transition to alternative suppliers. Such other factors as discussed throughout the "Risk Factors" section of our most recent Annual Report on Form 10-K, as well as other documents on file with the Securities and Exchange Commission. Any forward-looking statement made by us in this presentation is based only on information currently available to us and speaks only as of the date on which it is made. We undertake no obligation to publicly update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise.

This presentation presents certain "non-GAAP Measures" as defined by the rules of the Securities Exchange Commission ("SEC") as a supplement to results presented in accordance with accounting principles generally accepted in the United States of America ("GAAP"). These non-GAAP Measures, as well as other statistical measures, including Adjusted EBITDA (as defined herein) and Adjusted EBITDA as a percentage of revenues, are presented because the Company's management believes these measures provide additional information regarding the Company's performance and because we believe they are useful to investors in evaluating operating performance compared to that of other companies in our industry. In addition, management believes that these measures are useful to assess the Company's operating performance trends because they exclude certain material non-cash items, unusual or non-recurring items that are not expected to continue in the future, and certain other items. The non-GAAP Measures are not presented in accordance with GAAP, and the Company's computation of these non-GAAP Measures may vary from those used by other companies. These measures have limitations as an analytical tool and should not be considered in isolation or as a substitute or alternative to net income or loss, operating income or loss, cash flows from operating activities, total indebtedness or any other measures of operating performance, liquidity or indebtedness derived in accordance with GAAP. A reconciliation of historical non-GAAP Measures to historical GAAP measures and additional information on the Company's use of non-GAAP financial measures is provided on pages 24-26.

Past performance may not be a reliable indicator of future results.

This presentation also contains estimates and other statistical data made by independent parties and by the Company relating to market size and growth and other data about the Company's industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. Neither the Company nor any other person makes any representation as to the accuracy or completeness of such data or undertakes any obligation to update such data after the date of this presentation. In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which the Company operates are necessarily subject to a high degree of uncertainty and risk.

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# Q1 Business Highlights & Update

Carl Hull

Chief Executive Officer

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# Q1 2022: A Record Quarter

**REVENUE**
**$244.3 M**

**ADJUSTED EBITDA[1]**
**$187.0 M**

**ADJUSTED EPS[1]**
**$0.54**
**per share**

- Quarterly revenue, up **65%** y/y
- Robust adjusted EBITDA growth of **85%** y/y
- Adjusted free cash flow of **$182.5 M** during the quarter

**Base Business Growth of 25%**
**(without COVID-19 CleanCap®)**



1. Reconciliations provided on pages 24-26

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# Key Business Segment Highlights: Nucleic Acid Production

First quarter revenues were **$223.7 M** Revenue **+80% y/y**

Base revenue (excluding CleanCap® for COVID-19) **+55% y/y**

Continued strong demand for CleanCap® and NTPs for mRNA

90% of GMP services customers incorporate CleanCap®

Focused on long-term value creation with unique toolkit to support customer demand

CleanCap® Reagents • GMP Manufacturing Services • Custom mRNA Constructs



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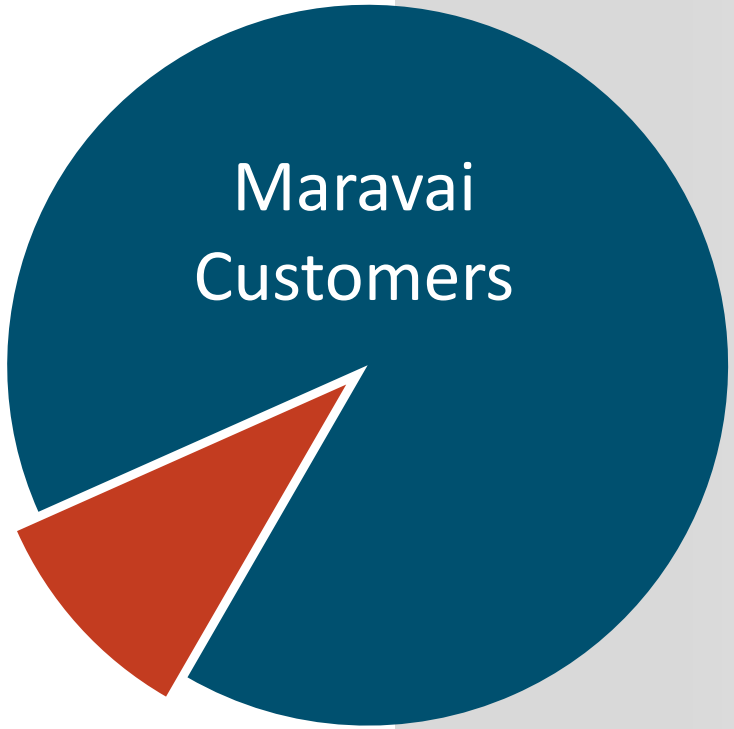
# COVID-19 Vaccine Demand – Prospects and Prognostications

- Factors under active consideration:
  - Evidence of variable and uncertain continued global demand for primary vaccines
  - New variants of concern
  - Waning immunity
  - Booster acceptance/uptake
- FDA leadership articulates a New Path Forward[1]
  - SARS-CoV-2 will circulate globally for the foreseeable future
  - COVID-19 vaccine composition will need to change annually
  - The “New Normal” may well include annual COVID-19 vaccinations along with annual flu vaccinations
- Continuous development of new generations of vaccines underway
- mRNA technology allows for the most rapid development of modified vaccines

1. Marks P., Woodcock J., Califf R. COVID-19 Vaccination – Becoming Part of the New Normal. *JAMA*. Published online May 2, 2022. doi:10.1001/jama.2022.7469

# 90% of Top R&D Spenders are Maravai NAP Customers

90%




## Top 20 R&D Spenders[1]

| | |
|---|---|
| Pfizer | GlaxoSmithKline |
| Roche | Gilead Sciences |
| Merck | Amgen |
| Janssen | Takeda |
| Bristol Myers Squibb | Bayer |
| AstraZeneca | Vertex |
| Novartis | Regeneron |
| AbbVie | Novo Nordisk |
| Eli Lilly | Biogen |
| Sanofi | Merck/EMD Group |



1. Source: Drug, Discovery & Development, March 30, 2022

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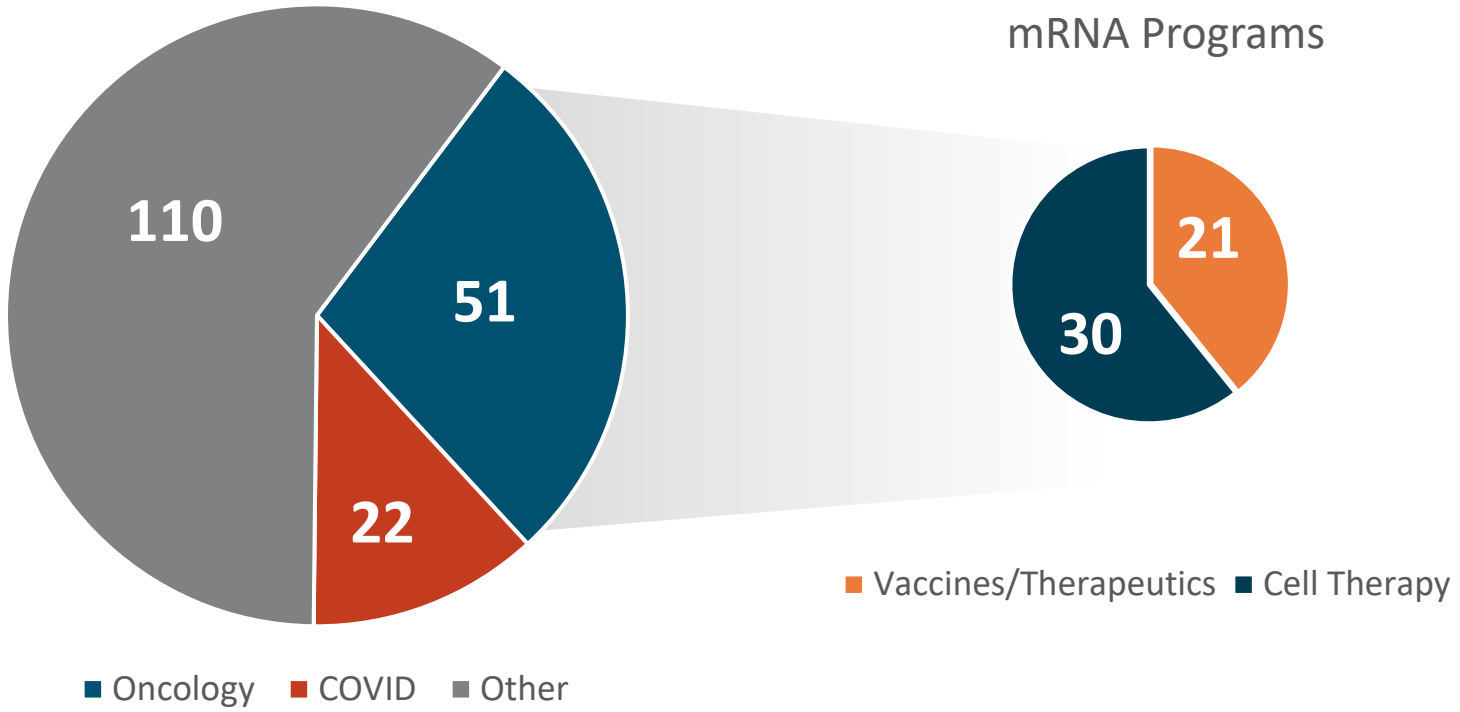
# Cancer Clinical Research Leveraging mRNA and CleanCap®

## 183 mRNA

Preclinical to Phase 2 Clinical Programs Leveraging CleanCap




## 51 Oncology

mRNA Programs




Across multiple indications

- Melanoma
- Pancreatic cancer
- Head and neck cancer
- HPV associated cancer



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# Key Business Segment Highlights: Biologics Safety Testing

First quarter record revenues were **$20.6 M**

Revenue **+17% y/y**

Strength from BioPharma and CDMO activities

Innovating and scaling our offerings

Industry-leading CHO kits • E. Coli HCP ELISA Kits • ELISA Impurity Kits



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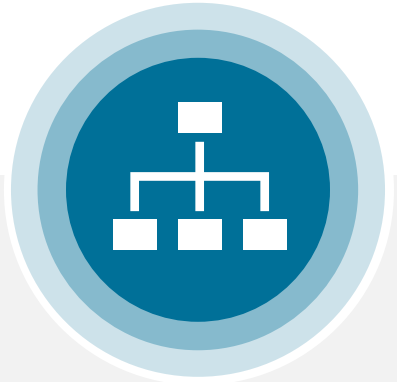
# Additional Q1 2022 Highlights



Strengthened leadership team with appointment of:

**Deb Barbara**
Vice President, Strategy and Business Development

Enhanced raw material manufacturing expertise with integration of **MyChem**

Progressed with R&D facilities expansion to support **mRNA innovation**

Remained active in pursuing **inorganic growth opportunities**



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# Financial Results & Guidance

**Kevin Herde**

**Chief Financial Officer**

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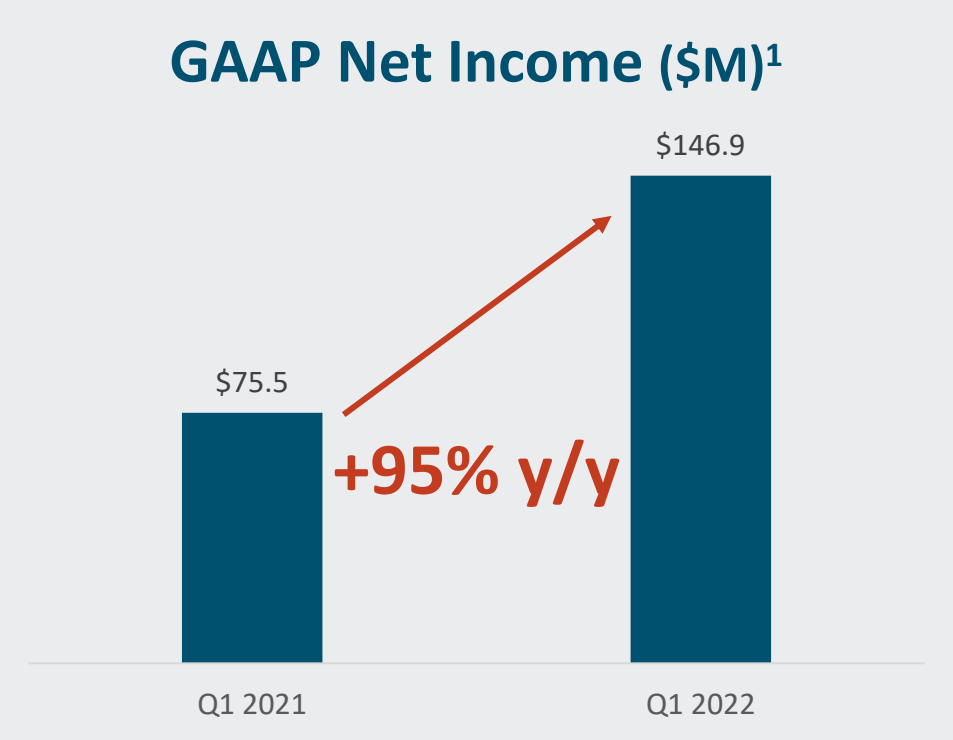
# Q1 2022 Financial Overview




**Income from Operations**

**$167.4 M**

**Operating margin**

**69%**

1. GAAP-based net income prior to amounts attributable to non-controlling interests



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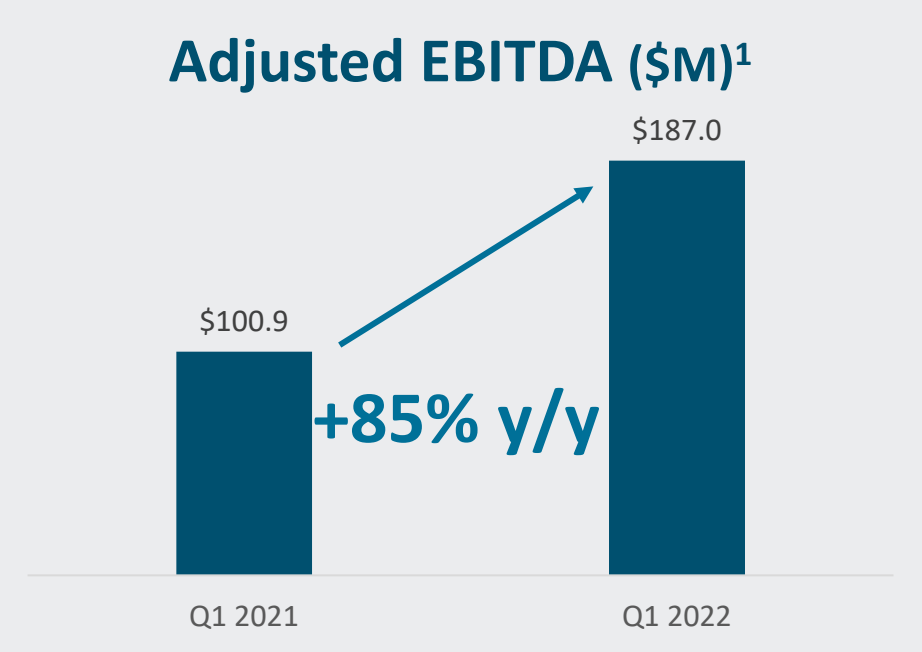
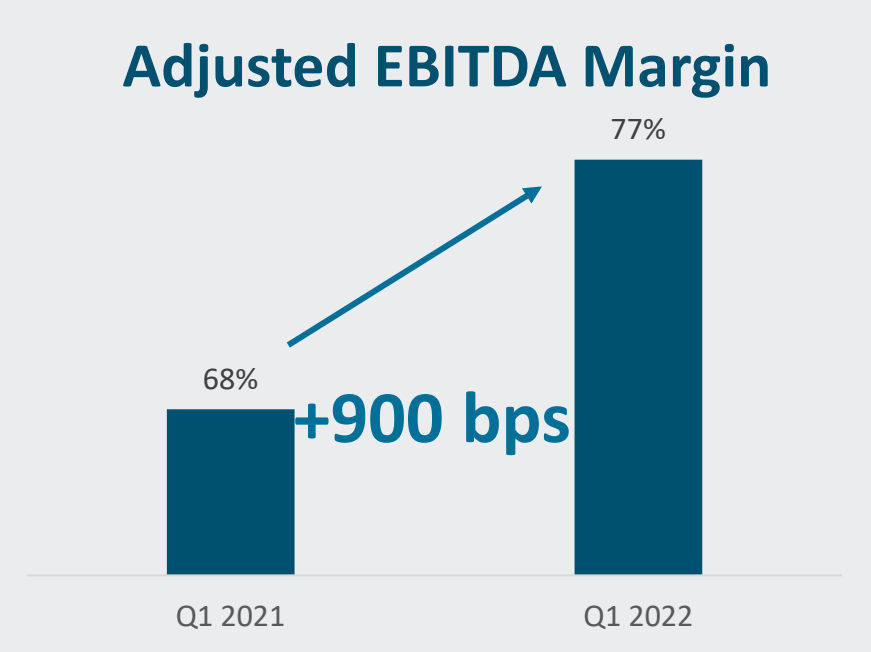
# Q1 2022 Adjusted EBITDA and Adjusted EBITDA Margin






1. Adjusted EBITDA reconciliation provided on page 24

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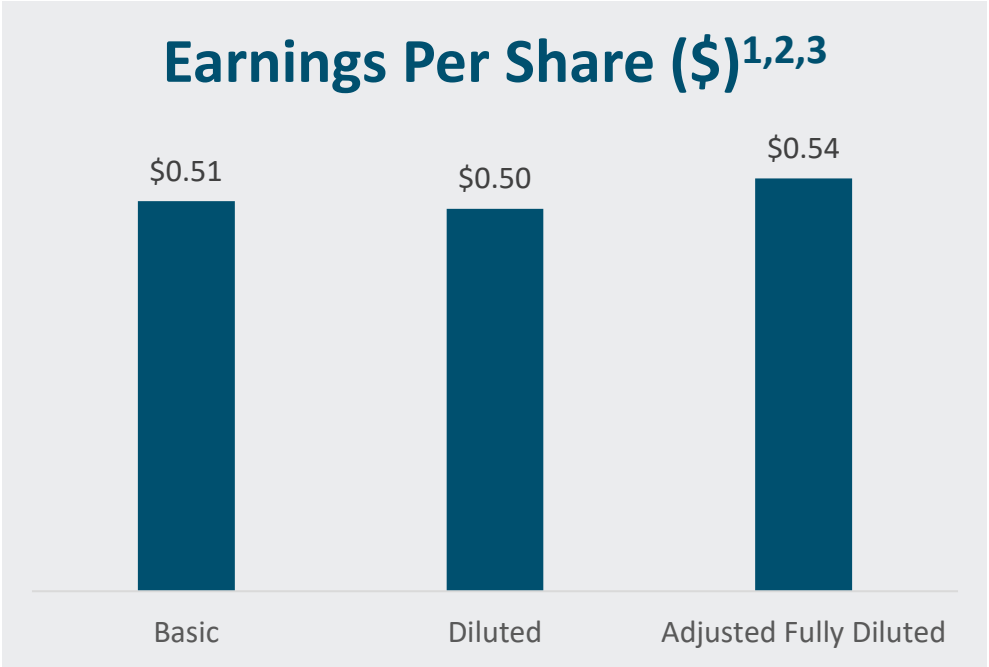
# Q1 2022 Earnings Per Share




1. Basic Net Income attributable to our Class A shared divided by the weighted average Class A shares.
2. Diluted EPS equals Net Income prior to non-controlling interests divided by the weighted average for both Class A and B shares and other dilutive securities, such as equity awards.
3. Adjusted Diluted EPS equals Adjusted Net Income divided by the weighted average of both Class A and B shares and other dilutive securities.



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# Q1 2022 Balance Sheet Highlights

**CASH AS OF 3/31/22**
**$431 M**

**LONG-TERM DEBT**
**$543 M**

**0.8X**
**GROSS DEBT/ TTM[1] EBITDA**

**0.2X**
**NET DEBT/ TTM[1] EBITDA**

**Adjusted Free Cash Flow = $183 M in Q1 2022**
**(Adjusted EBITDA less Capital Expenditures)**

1. TTM EBITDA = Trailing twelve months EBITDA of $668.9 million.



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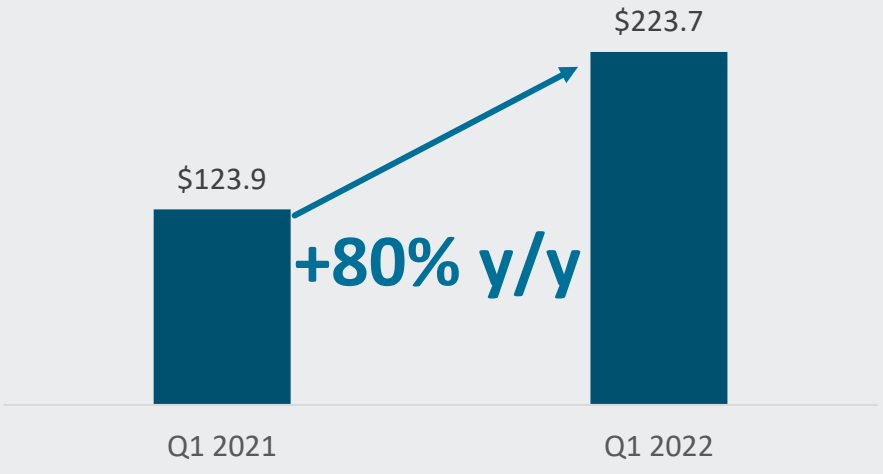
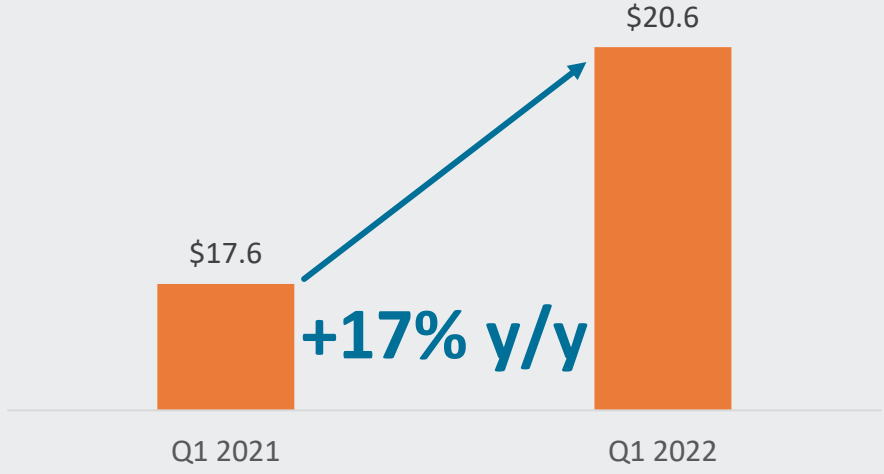
# Q1 2022 Business Segment Financial Highlights

## Nucleic Acid Production[1]




- 92% of total revenue
- $182.8M of Adjusted EBITDA
- CleanCap® from COVID-19 =$172.9M in Q1 2022
- **NAP base business (without COVID-19 CleanCap®) grew 55% y/y**

## Biologics Safety Testing[1]




- 8% of total revenue
- $16.5M of Adjusted EBITDA



1. Total revenue for the first quarter ended March 2021/2022

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# 2022 Guidance

| | Prior Guidance | Updated Guidance | Change (at Midpoint) |
|---|---|---|---|
| REVENUE | $920 to $960 million | No Change | No Change |
| CleanCap® COVID-19 REVENUE | +12%-14% | No Change | No Change |
| ADJUSTED EBITDA | $630 to $670 million | $650 to $690 million | +$20 million |
| ADJUSTED EPS | $1.70 to $1.84 per share | $1.74 to $1.90 per share | +$0.05 |

**Guidance reflects 18% y/y revenue growth at the midpoint**



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# Other 2022 Model Assumptions

- Adjusted fully diluted EPS is based on the assumption that all Class B shares are converted to Class A shares, which results in a forecasted fully diluted share count of 255 million to 257 million for the full year of 2022.
- Additionally, our adjusted fully diluted EPS, including certain adjustments that do not reflect our core operations, are based on an adjusted effective tax rate range of 23% to 25%.
- As it relates to the certain adjustments to get to our non-GAAP adjusted EBITDA range, our expectations for 2022 include:
  - Interest expense between $22 million and $25 million
  - Depreciation and amortization increasing to $30 million to $35 million to incorporate updated estimates for amortization tied to finalizing the MyChem purchase accounting
  - An adjusted tax rate of 23% to 25%
  - Equity-based compensation, which we show as a reconciling item from GAAP to Non-GAAP EBITDA, to be $15 million to $20 million
  - Capital expenditures estimated to be $65 million to $75 million

# Closing Commentary

**Carl Hull**

**Chief Executive Officer**

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# In Closing – We are Building a Strong Foundation for Long-Term Growth

- Continued momentum throughout 2022
- Building our portfolio in high-value areas
- Non-COVID-19 vaccines and cell and gene therapies provide longer-term growth opportunities

**We will continue to focus on Operational Excellence, Innovation, and People as our strategic pillars for above-market growth**



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# Q&A

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# Thank you!

ir@maravai.com

# Non-GAAP Reconciliations

**Net Income to Adjusted EBITDA**

| | Three Months Ended March 31, | |
|---|---|---|
| | 2022 | 2021 (as adjusted)* |
| Net income | $ 146,860 | $ 75,465 |
| Add: | | |
| Amortization | 5,527 | 5,041 |
| Depreciation | 1,855 | 1,256 |
| Interest expense | 2,664 | 7,904 |
| Income tax expense | 19,981 | 13,709 |
| **EBITDA** | **176,887** | **103,375** |
| Acquisition integration costs [1] | 4,779 | 4 |
| Equity-based compensation [2] | 3,627 | 2,278 |
| Merger and acquisition related expenses [3] | 1,188 | 919 |
| Financing costs [4] | 1,037 | 206 |
| Tax receivable agreement liability adjustment [5] | (2,340) | (5,886) |
| Other [6] | 1,814 | — |
| **Adjusted EBITDA** | **$ 186,992** | **$ 100,896** |

* As adjusted to reflect the impact of the adoption of Topic 842.



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# Non-GAAP Reconciliations

**Adjusted Net Income and Adjusted Net Income per Diluted Share**

| | Three Months Ended March 31, | |
|---|---|---|
| | 2022 | 2021 (as adjusted)* |
| Net income attributable to Maravai LifeSciences Holdings, Inc. | $ 66,862 | $ 23,102 |
| Net income impact from pro forma conversion of Class B shares to Class A common shares | 79,998 | 52,363 |
| Adjustment to the provision for income tax [7] | (18,928) | (13,062) |
| Tax-effected net income | 127,932 | 62,403 |
| Acquisition integration costs [1] | 4,779 | 4 |
| Equity-based compensation [2] | 3,627 | 2,278 |
| Merger and acquisition related expenses [3] | 1,188 | 919 |
| Financing costs [4] | 1,037 | 206 |
| Tax receivable agreement liability adjustment [5] | (2,340) | (5,886) |
| Other [6] | 1,814 | — |
| Tax impact of adjustments [8] | (2,957) | 6,051 |
| Foreign-derived intangible income cash tax benefit [9] | 1,442 | — |
| Net cash tax benefit retained from historical exchanges [10] | 1,850 | 958 |
| **Adjusted net income** | **$ 138,372** | **$ 66,933** |
| | | |
| **Diluted weighted average shares of Class A common stock outstanding** | 255,288 | 257,647 |
| | | |
| Adjusted net income | $ 138,372 | $ 66,933 |
| **Adjusted fully diluted EPS** | **$ 0.54** | **$ 0.26** |



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# Explanatory Notes to Reconciliations

**Explanatory Notes to Reconciliations**

* As adjusted to reflect the impact of the adoption of Topic 842.

(1) Refers to incremental costs incurred to execute and integrate completed acquisitions , and retention payments in connection with these acquisitions.

(2) Refers to non-cash expense associated with equity-based compensation.

(3) Refers to diligence, legal, accounting, tax and consulting fees incurred associated with acquisitions that were not consummated.

(4) Refers to transaction costs related to the refinancing of our long-term debt and costs from our secondary offering that are not capitalizable or cannot be offset against proceeds from such transactions.

(5) Refers to the gain related to the adjustment of our tax receivable agreement liability primarily due to changes in our estimated state apportionment and the corresponding reduction of our estimated state tax rate.

(6) Refers to the loss recognized during the period associated with certain working capital and other adjustments for the sale of Vector Laboratories, Inc., which was completed in September 2021, and the non-cash expense incurred on extinguishment of debt.

(7) Represents additional corporate income taxes at an assumed effective tax rate of 23.66% and 23.90% for the three months ended March 31, 2022 and 2021, respectively, applied to additional net income attributable to Maravai LifeSciences Holdings, Inc. from the assumed proforma exchange of all outstanding shares of Class B common stock for shares of Class A common stock.

(8) Represents income tax impact of non-GAAP adjustments and assumed proforma exchange of all outstanding Class B common stock for shares of Class A common stock at an assumed effective tax rate of 23.66% and 23.90% for the three months ended March 31, 2022 and 2021, respectively.

(9) Represents income tax benefits at Maravai LifeSciences Holdings, Inc. related to the income tax treatment of income derived from sales to foreign-domiciled customers.

(10) Represents tax benefits due to the amortization of intangible assets and other tax attributes resulting from the tax basis step up associated with the purchase or exchange of Maravai Topco Holdings, LLC units and Class B common stock, net of payment obligations under the tax receivable agreement.