

SONO•TEK

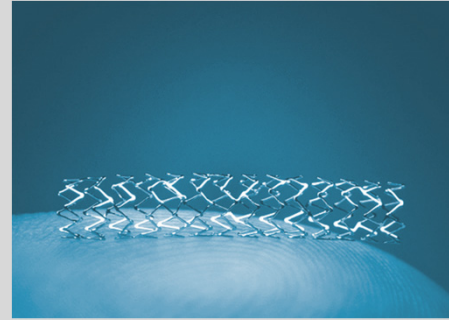
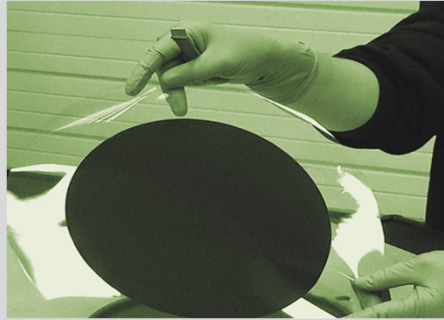
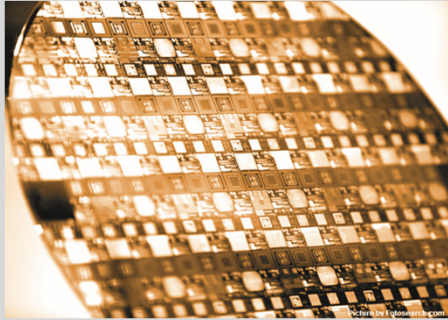
OTCQX: SOTK

Annual Meeting
of Shareholders

August 19, 2021



Dr. Chris Coccio, *CEO*



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SONO•TEK Corporation

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Safe Harbor Statement

This presentation contains forward-looking statements within the meaning of safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties, and other factors that could cause the actual results of the Company to differ materially from the results expressed or implied by such statements, including delivery of profitable, dynamic growth, growth opportunities for ultrasonic spray technology, retaining and expanding industry leadership and customer base, continuing product diversity, maintaining technological advantage of the Company's nozzles over those of competitors, including faster return on investment compared to conventional spray systems, enhancing global distribution network, establishing market niches for recently developed products and services, including fuel cell roll-to-roll development and controlled coating, market reception of new spray innovations, ability to increase sales of larger machines with longer delivery times, maintaining strong net cash position, achieving EBITDA projections, possible negative effects of the Coronavirus on the Company's operations, and other factors. Accordingly, although the Company believes that the expectations reflected in such forward-looking statement are reasonable, there can be no assurance that such expectations will prove to be correct. The Company has no obligation to update the forward-looking information contained in this presentation.

Committed, Exceptional Board

BOARD MEMBERS	ROLE	DIRECTOR SINCE
Dr. Chris Coccio	Chairman	1998
Steve Harshbarger	Director	2013
Eric Haskell, CPA	Independent Director	2009
Dr. Donald Mowbray	Independent Director*	2003
Carol O'Donnell	Independent Director	2018
Dr. Joseph Riemer	Independent Director***	2007
Philip Strasburg, CPA	Independent Director**	2004

Chair of Compensation Committee **Chair of Audit Committee *Chair of Nominations Committee*



Committed, Experienced Management Team



Dr. Chris Coccio
Chairman & CEO



Steve Harshbarger
President & COO



Stephen Bagley
Chief Financial Officer



Robb Engle
Executive VP, Engineering



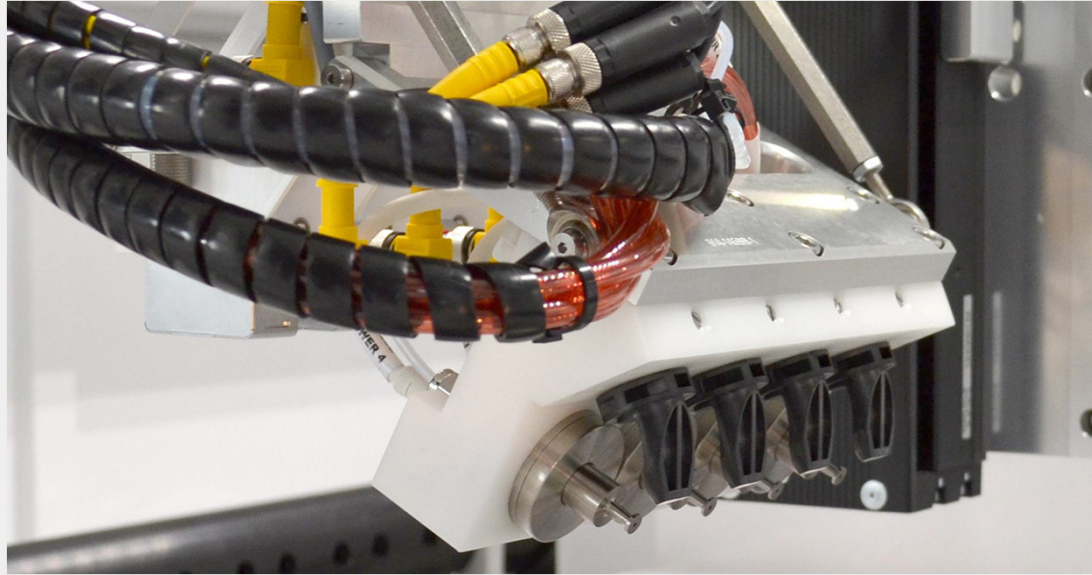
Bennett Bruntl
VP, Sales & Marketing



Chris Cichetti
VP, Applications Engineering

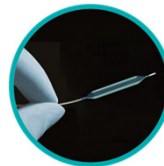
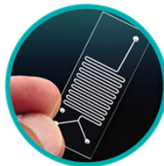
*Executive & Senior
Management*





OFFICIAL BUSINESS MEETING

OTCQX: SOTK



SONO•TEK Corporation

www.sono-tek.com 6

Sono-Tek Corporation is the world leader in the design and manufacture of ultrasonic coating systems for depositing precise, thin film coatings.

The main industries and applications include:

- *Microelectronics/Electronics*
- *Alternative Energy*
- *Medical*
- *Industrial*
- *Research & Development*

Market Data - 8/6/2021

OTCQX*	SOTK
Price (8/6/2021)	\$3.03
52 Week Range	\$2.67 - \$4.92
Market Cap	\$47 M
Average Daily Trading (30 day)	~6,500
Common Shares Outstanding	15.5 M
Insider Ownership	8%

Cash & Cash Equivalents 5/31/2021 \$9.28M

**Nasdaq Application Filed and Pending*

OUR MISSION IS TO PROVIDE

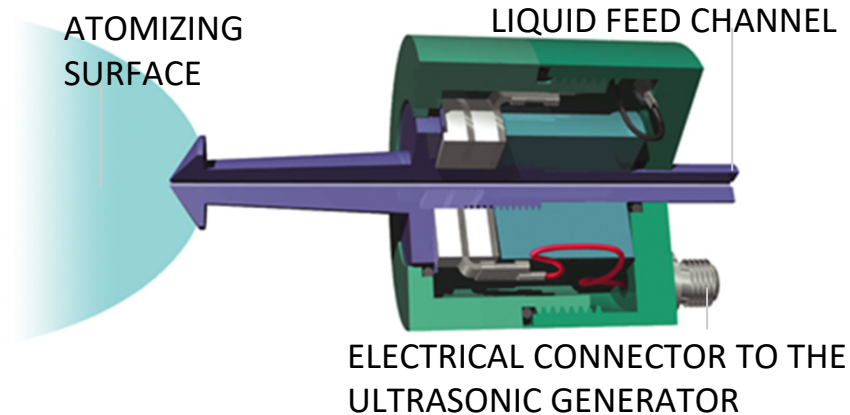
- Precision thin film coating equipment SOLUTIONS
- Outstanding application expertise
- Worldwide application and service support
- Continued advances to our TECHNOLOGY and platforms
- Growth and shareholder value

*Continue to Create New Applications for
Our Unique Technology*

Ultrasonic nozzle systems use high frequency ultrasonic vibrations to atomize liquids into uniform micron-sized drops for a wide variety of surfaces.

Patented Software

- + *Firmware*
- + *Electronics*
- + *Precision hardware*



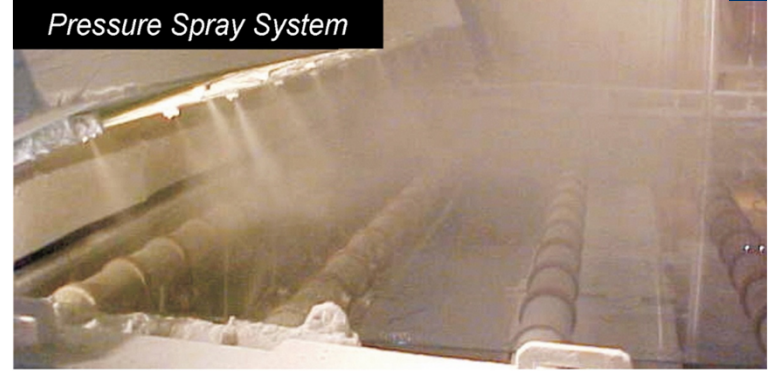
Advantages Becoming Broadly Recognized

More cost-effective and simpler than alternative coating methods:

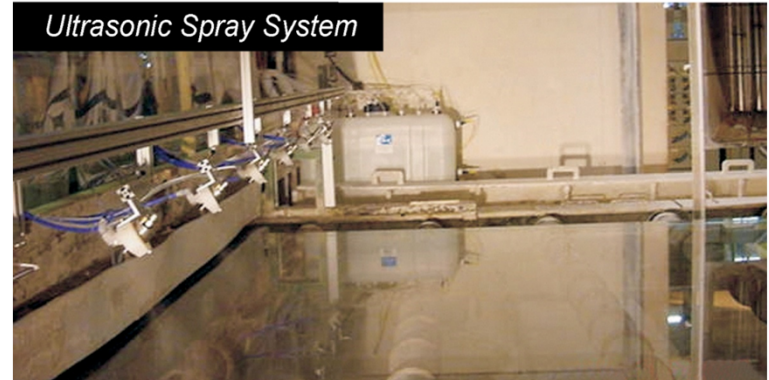
- Dramatic reductions in overspray with reduced emissions
- Large cost savings
- Improved process repeatability
- High precision coatings

GLASS APPLICATION

Pressure Spray System



Ultrasonic Spray System



Sono-Tek's coating equipment helps drive solutions to today's biggest challenges.



Major Global Themes this Year:

Semiconductors



Medical Devices



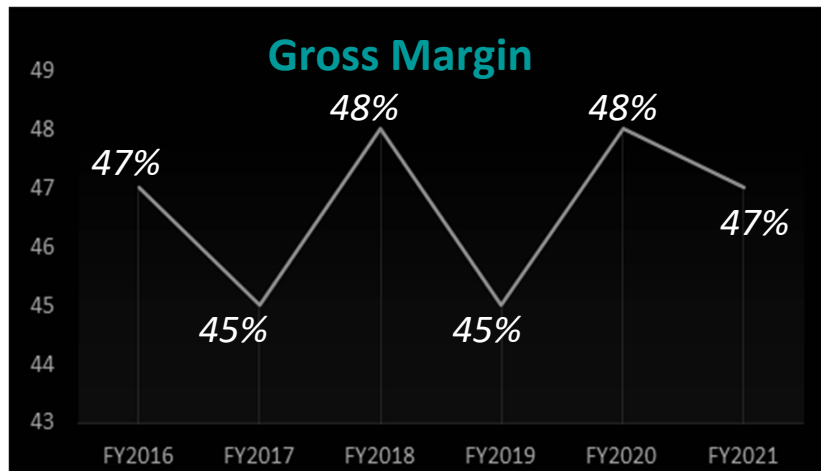
Clean Energy



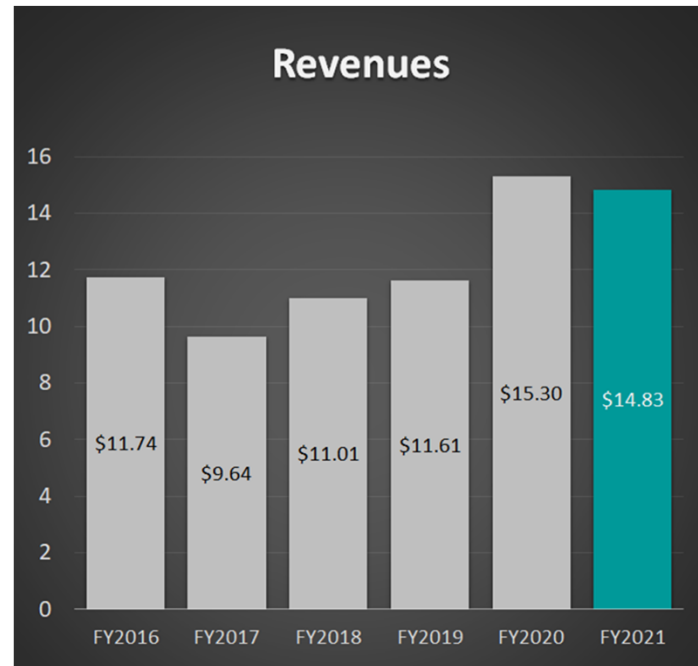
Strong Revenue, Gross Margin & Income

Net Income **\$1.1M**

In FY2021

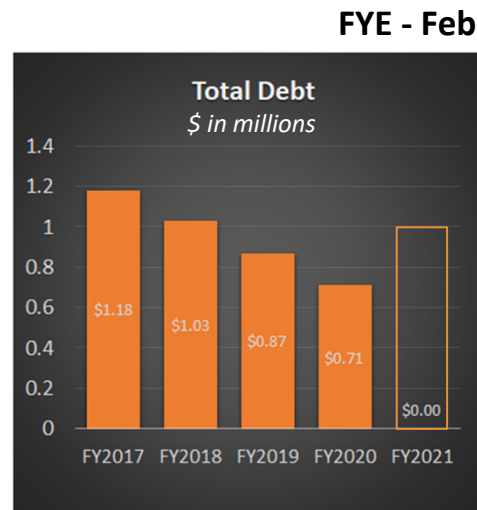
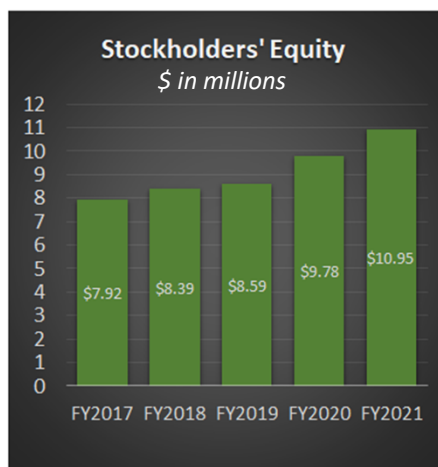
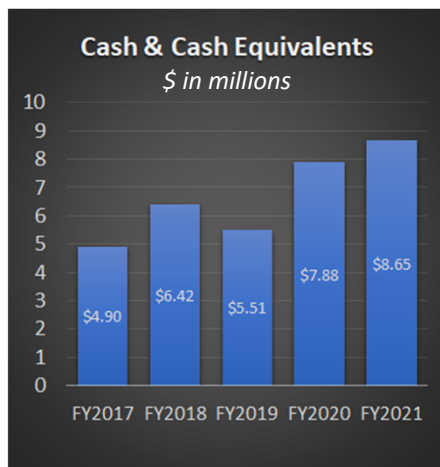


FYE - Feb



Excellent Results During a Challenging Year with Covid

Excellent Balance Sheet with ZERO debt

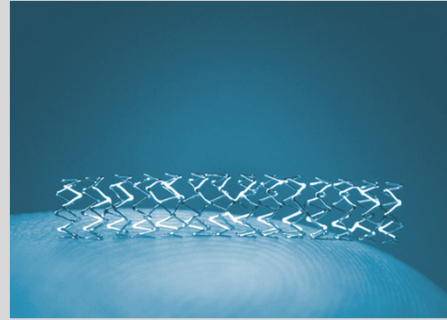
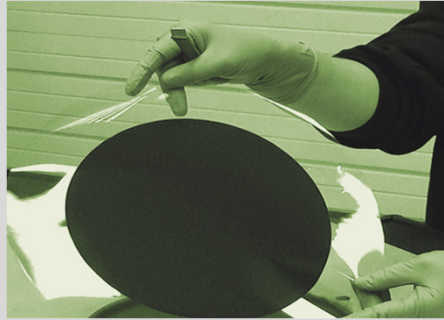
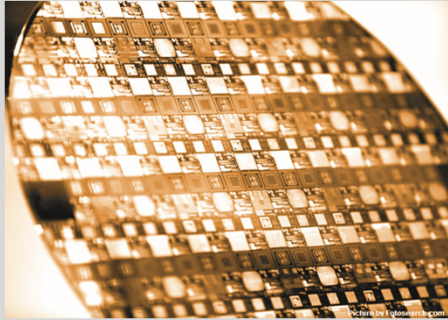


**\$1M Paycheck Protection Program Loan was forgiven in the first quarter of FY2022*

Cash & Equity at All Time Highs



Steve Harshbarger, *President & COO*



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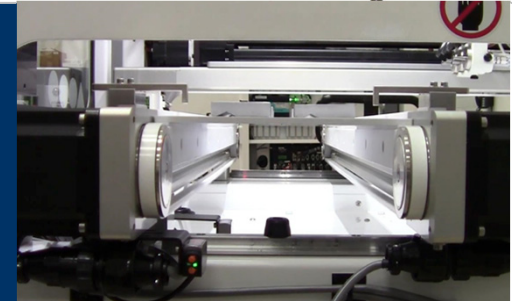
Strategic Shift Starting in 2013 Focused On:

- Providing full system solutions
- Enhancing applications engineering capabilities
- Continually advancing our engineered product designs
- Identifying and establishing key long term strategic partners
- Expanding product line with higher value machines
- Expanding customer base into advanced technology markets for new applications



RESULTS

- ✓ *Amazing technical capabilities to solve customer coating challenges*
- ✓ *State-of-the-art engineered products that surpass our competitors*
- ✓ *Established network of industry experts for large system integration projects*
- ✓ *Rapid acceleration of new customers for new applications in high tech markets*
- ✓ *Average Selling Prices growing each year*



...Driving Growth

Diversified Markets, Geography & Products

PRODUCT	
FLUXING SYSTEMS	5%
INTEGRATED COATING SYSTEMS	28%
MULTI-AXIS COATING SYSTEMS	38%
OEM	11%
OTHER	18%

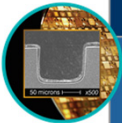
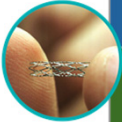
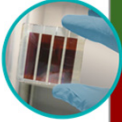


MARKET	
ALTERNATIVE ENERGY	15%
INDUSTRIAL	15%
ELECTRONICS	40%
EMERGING R&D & OTHER	7%
MEDICAL	23%

GEOGRAPHY	
US & CANADA	35%
LATIN AMERICA	8%
EUROPE, MIDDLE EAST, AFRICA (EMEA)	29%
ASIA PACIFIC (APAC)	28%

FY2021 Sales \$14.8 Million

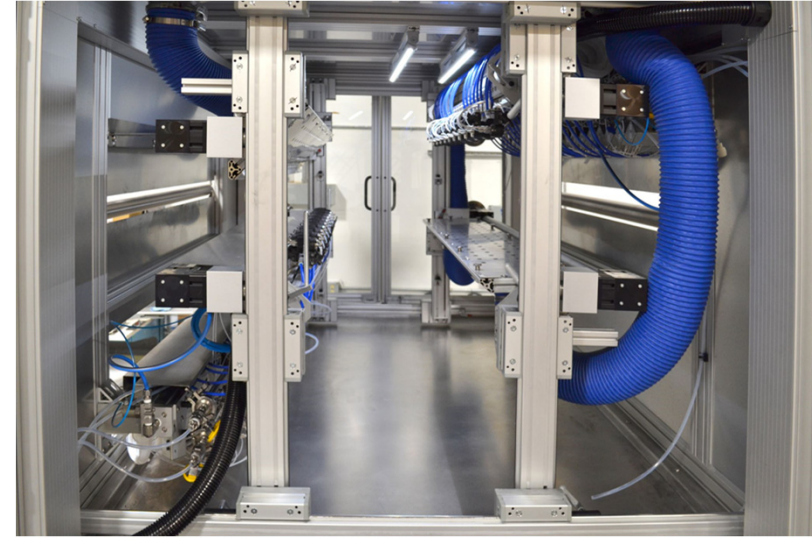
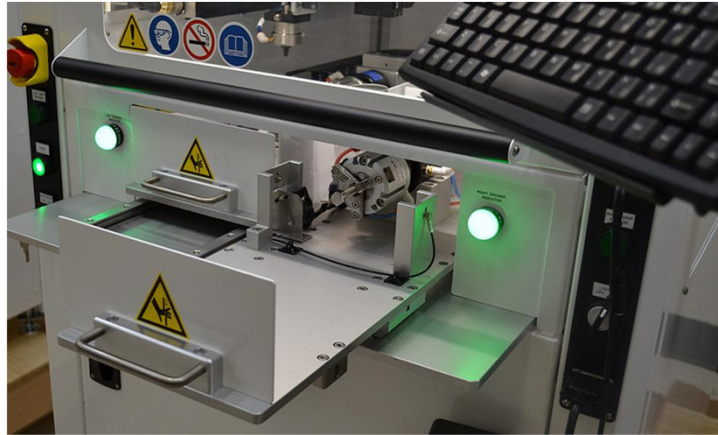


Outlook for Diversified Markets

	MARKET	APPLICATIONS	OUTLOOK FOR GROWTH
	Electronics & Microelectronics	<ul style="list-style-type: none"> Semiconductors: photoresist layers Printed circuit boards Sensors Display glass on electronic devices, lenses 	<i>Worldwide demand for advanced semiconductor chips with smaller size and complexity, being driven by sensor technology in cars, appliances, phones, touch screens, etc.</i>
	Medical	<ul style="list-style-type: none"> Implanted medical devices Blood collection tubes Diagnostic devices, microfluidics Advanced drug delivery products 	<i>Rapid deployment of next gen diagnostic coatings for quick analysis and identification of blood and genomics. COVID-19 accelerating growth</i>
	Alternative Energy	<ul style="list-style-type: none"> Fuel cell catalyst coatings Hydrogen generation, CO2 reduction electrolyzer coatings Solar cells 	<i>Growing demand for clean energy fuel cell technology, CO2 reduction and other emerging environmentally conscious technologies.</i>
	Industrial	<ul style="list-style-type: none"> Glass for windows in buildings, vehicles Aerospace/aircraft: specialty component Other industrial: textile nano-materials, food antimicrobials and flavorings, automotive components 	<i>Advances in functional nano-coating materials creating demand for new applications and markets.</i>
	Emerging R&D	<ul style="list-style-type: none"> Wide range of applications in early R&D phase 	<i>Broadbased basket of next gen applications in developing markets with growth potential.</i>

Evolution of Products to Enhance Capabilities

- Advanced robotic coating platforms
- Complex multi-nozzle solutions
- Sophisticated product handling systems
- Full connectivity to IoT/Industry 4.0



*Fully automated, large format,
customized coating solutions
accelerating growth.*

Introduction of New Products & Applications Knowledge

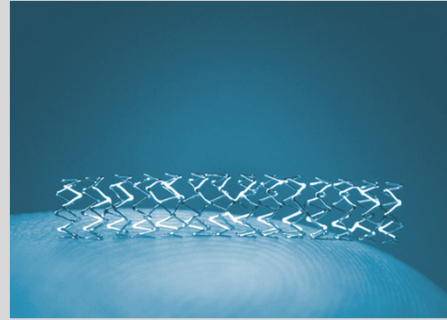
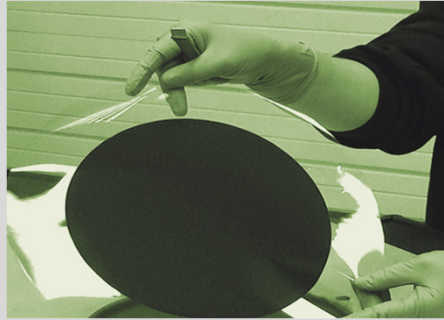
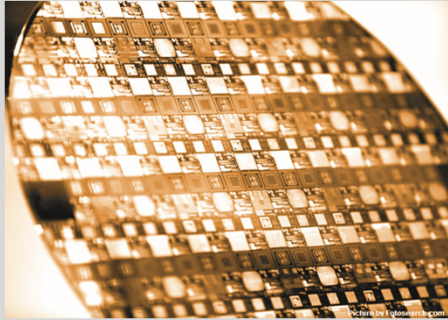
NEW DEVELOPMENT PROGRAMS

- *Emerging markets development program*
- *Roll-to-roll machine development*
- Electrolyzers for fuel cells, CO2 reduction, hydrogen generation
- EMI shielding
- Clear laser welding
- Electrostatics



Adding new growth initiatives at an accelerating rate

Chris Cichetti, *VP Applications Engineering*



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Strategic Partnership with Roll-to-Roll Experts

- Combined expertise will allow us to accelerate product development
- Partners are very knowledgeable in high volume fuel cell applications
- Approximate 2 year horizon to fully develop system
- Planned expansion of product offering to meet emerging market demand for high volume PEM manufacturing
- Roll-to-roll knowledge will support us in other markets (i.e textiles, paper)



Contract Coating & Process Optimization Services for \$\$



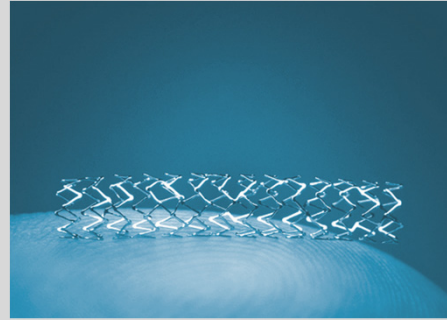
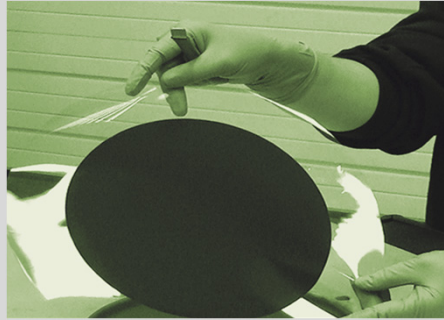
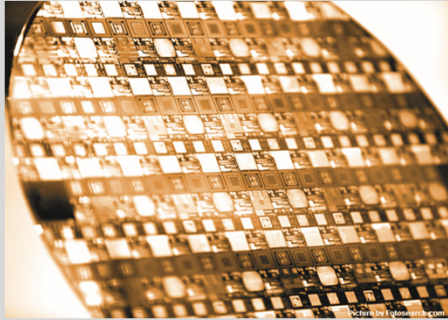
- Significantly increases our “Value Add” to the customer, and differentiates us from competitors
- A growing revenue stream with high margins
- Increases customer confidence to purchase a machine

Relationship changes from **Vendor - Customer** to **Partners**

We become much more than an equipment provider

Nearly all contract coating to date has resulted in one or more machine sales.

Bennett Bruntl, *VP Sales & Marketing*



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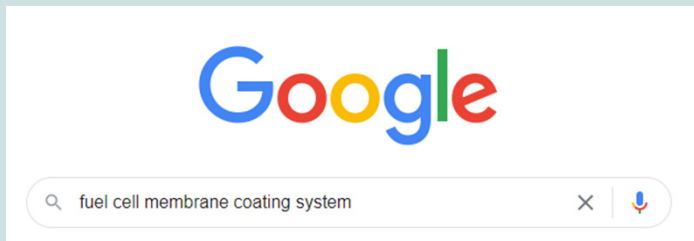
OTCQX: SOTK

The Gain from the Loss of Trade Shows

- During the pandemic demand for our technology remained, but without shows we needed other ways to get break through to people
- Sono-Tek diverted \$\$ into other paths to customer acquisition
- Advances made in digital customer acquisition will remain even after trade shows restart
- COVID allowed a reset of show participation but SOTK will follow our customers and industries

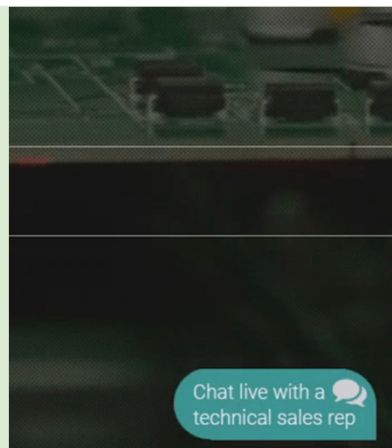


Increased Emphasis on Digital Customer Acquisition

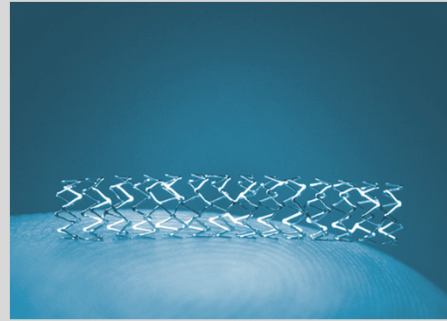
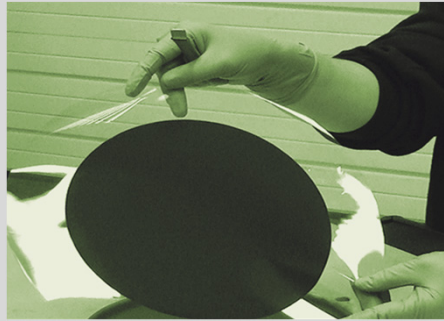
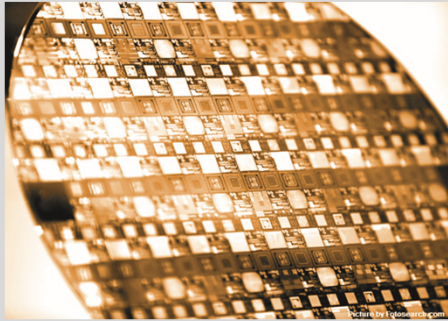


- Emphasis on increasing traffic to the website is effective and drives our business
- Increase in cost, but results justify, with increased data analysis knowledge

- Highly effective way of communicating and captures the customer when most engaged
- Real time foreign language translation makes it easier for international chats
- Captures ~10% more leads



Robb Engle, *Executive VP, Engineering*

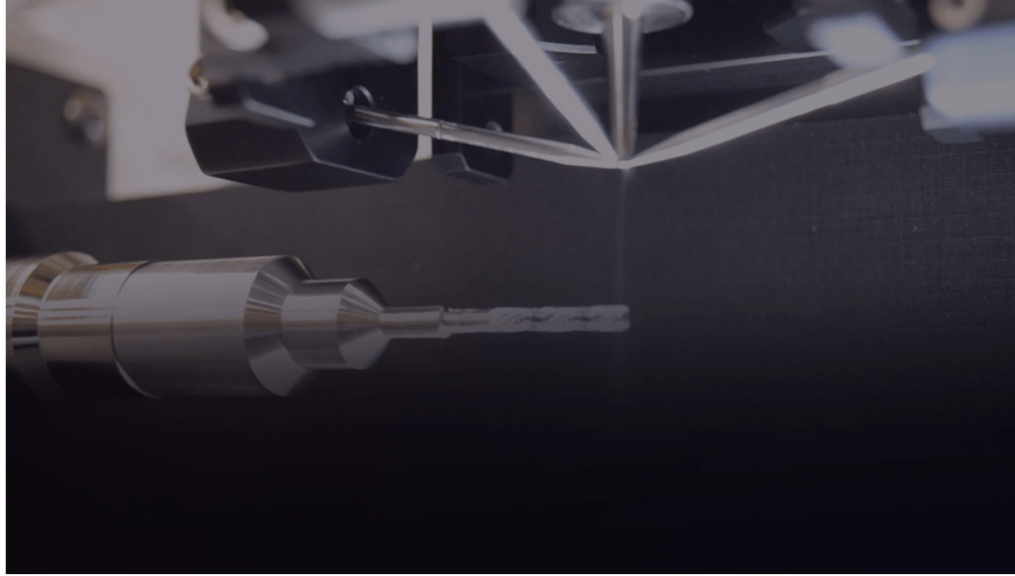


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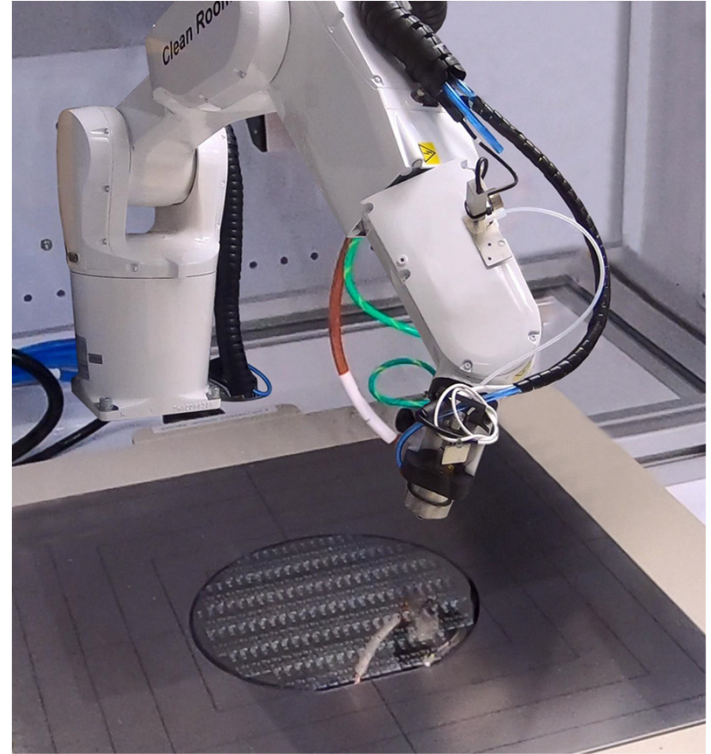
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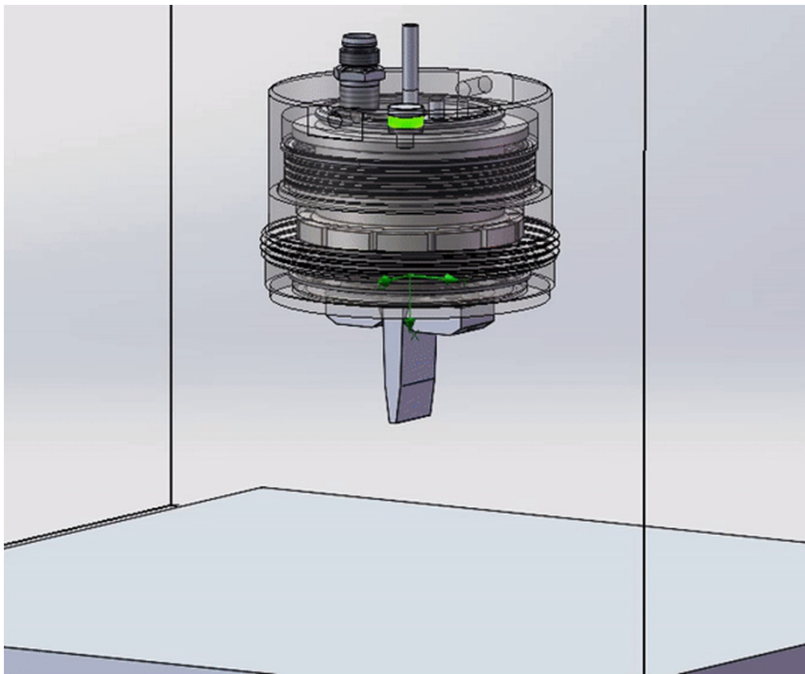
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- Sono-Tek customers continue to increase demand for interconnectivity to their factory management systems
- Medical customers often at the higher end of this spectrum

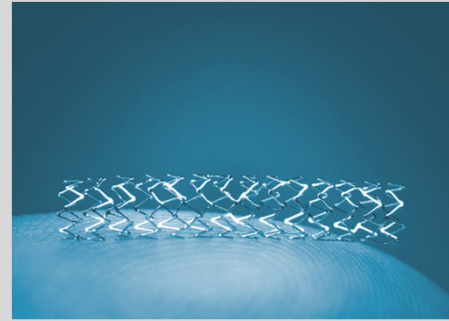
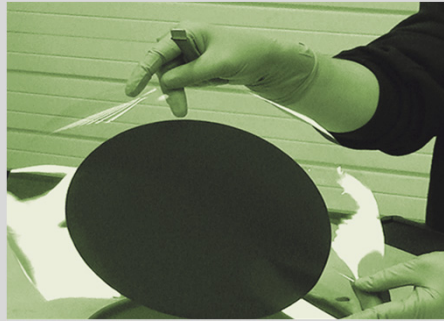
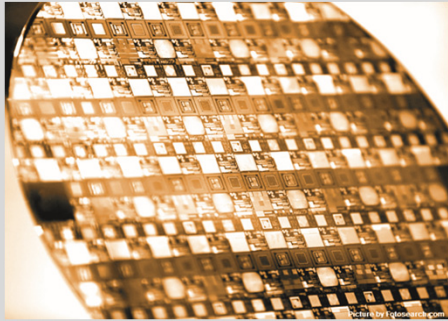
- Our presence in the semiconductor industry has evolved from basic 2 axis coatings to advanced 6+ axis coatings
- Our investment in enhanced control systems is now providing customers with advanced processing capabilities





- We are investing in flow simulation technology to maintain and advance our competitive advantage in core technologies
- This investment should result in wider, more uniform coatings systems to support higher volume manufacturing of energy technologies to help combat global warming

Steve Harshbarger, *President & COO*



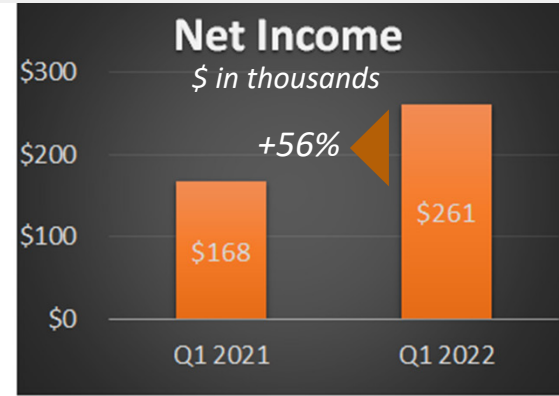
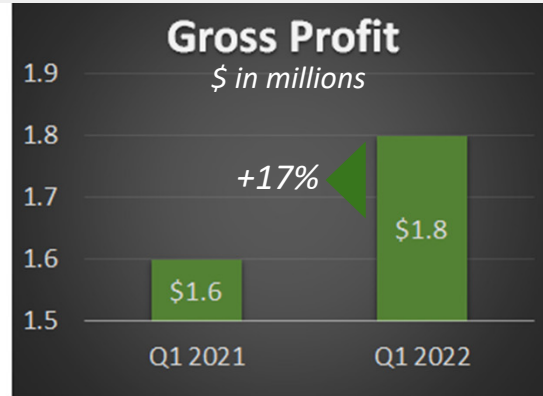
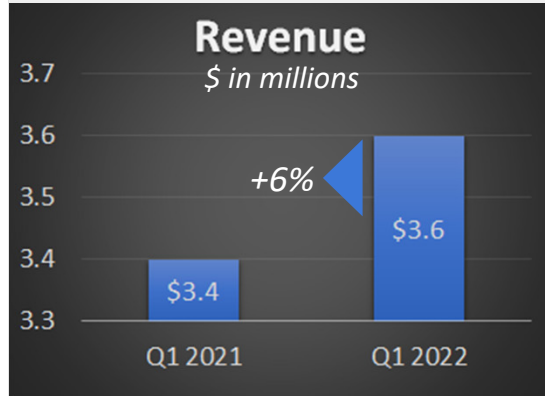
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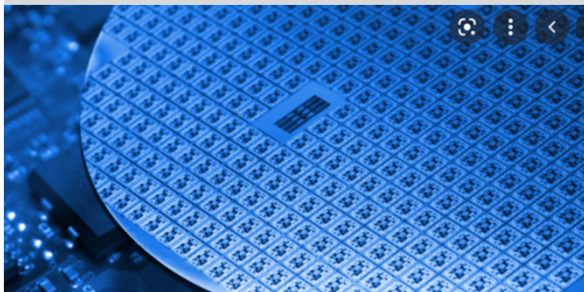
Q1 Year-Over-Year Comparison



- Backlog on May 31, 2021 **grew to \$4,380,000**, up \$529,000 from FY2021 year end
- Q2 FY2022 estimated to show **double digit year-over-year revenue growth**
- FY2022 projected to be **highest annual sales in company history**

Global Market Trends Where Sono-Tek is Gaining Market Share

Unprecedented Semiconductor Demand



SOTK is a key supplier of proprietary next generation product development for the semiconductor industry

Advanced Medical Devices & Diagnostics



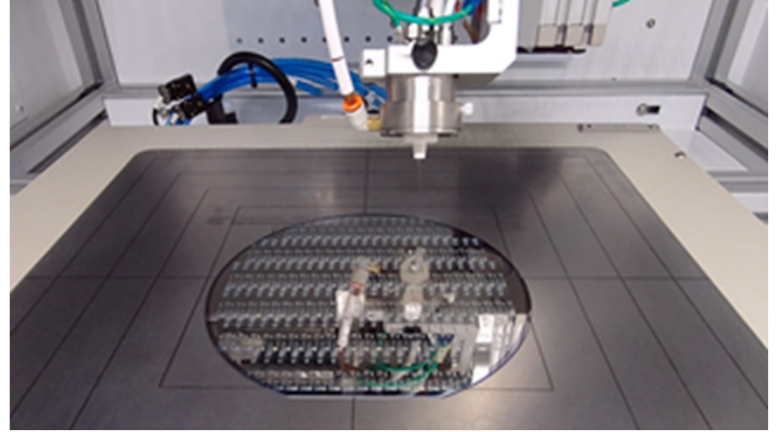
Established leader in rapid diagnostic technology

Climate Action, Demand for CO2 Reduction



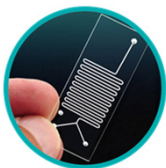
Our technology is adopted for fuel cell and CO2 reducing systems

Questions?





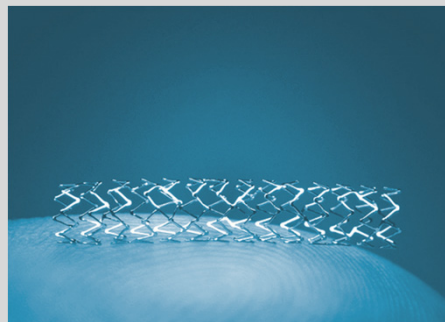
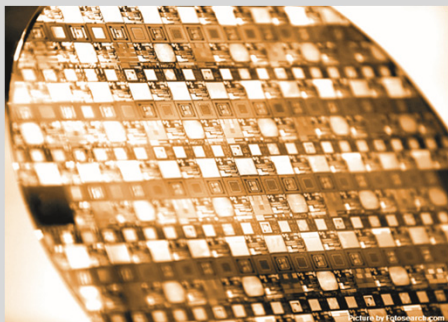
BUSINESS MEETING CONTINUED



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