

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 revenue 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 statements 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.

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 - 4/25/2022

Nasdaq	SOTK
Price	\$5.68
52 Week Range	\$2.67 - \$9.49
Market Cap	\$88 M
Average Daily Trading (3 months)	~31.2k
Common Shares Outstanding	15.7M
Insider Ownership	7%

Cash & Cash Equivalents 11/30/2021 \$10.2M

Uplisted to Nasdaq on 8.27.21



Photography Courtesy of Nasdaq Inc.



SOTK Joins Nasdaq

Strong Board & Committed, Experienced Management Team



Dr. Chris Coccio
Chairman & CEO



Steve Harshbarger
President & COO



Stephen Bagley
Chief Financial Officer



Robb Engle
Executive VP, Engineering



Bennett Bruntil
VP, Sales & Marketing



Chris Cichetti
VP, Applications Engineering

Executive & Senior Management



OUR MISSION IS TO PROVIDE

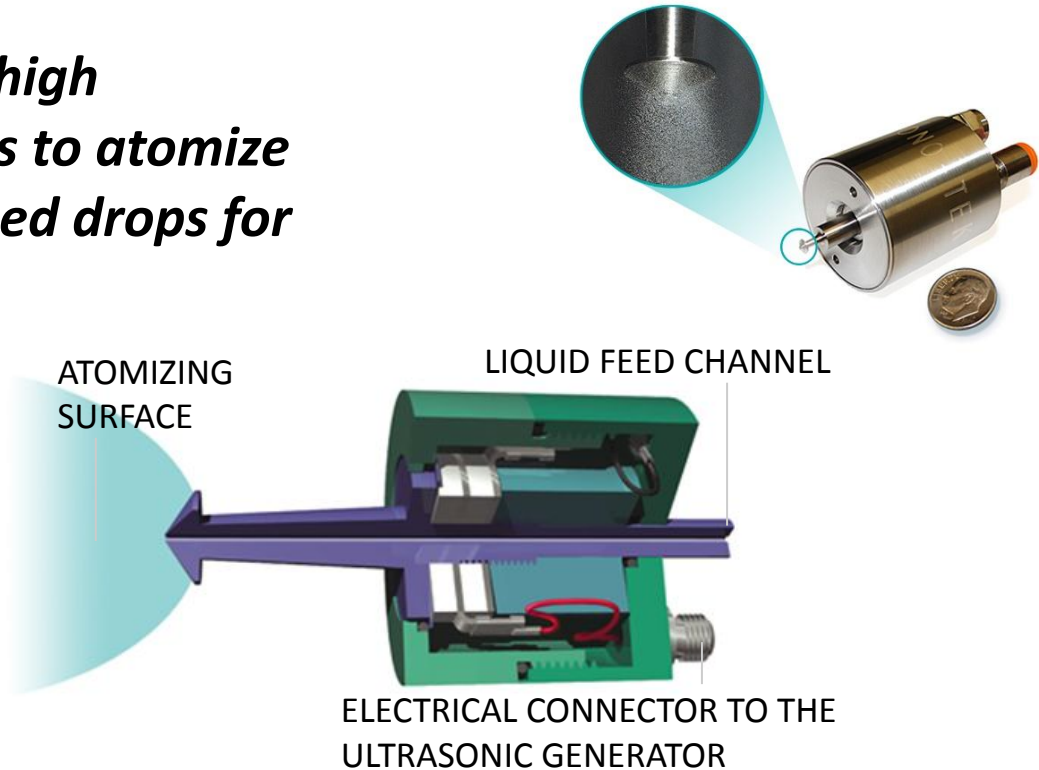
- Precision thin film coating equipment SOLUTIONS
- Outstanding application expertise
- Worldwide application and service support
- Continued advances to our TECHNOLOGY and platforms
- Growth and shareholder value

*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

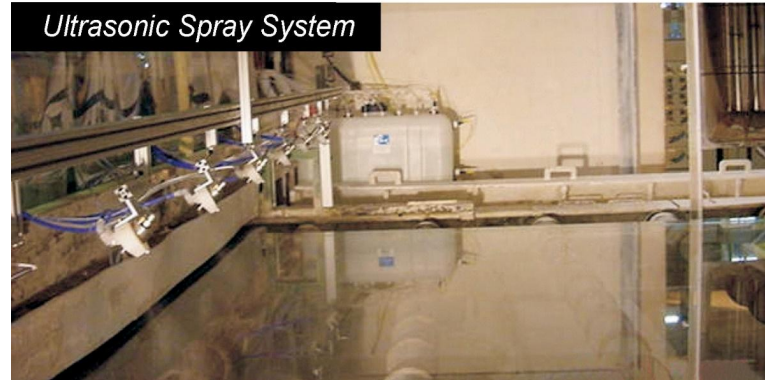
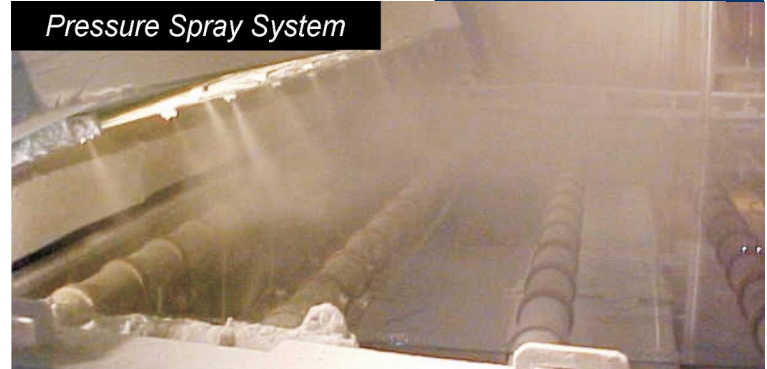
- + Firmware***
- + Electronics***
- + Precision hardware***



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



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



Addressing Major Global Themes and Disruptive Generational Changes

Semiconductors



Medical Devices



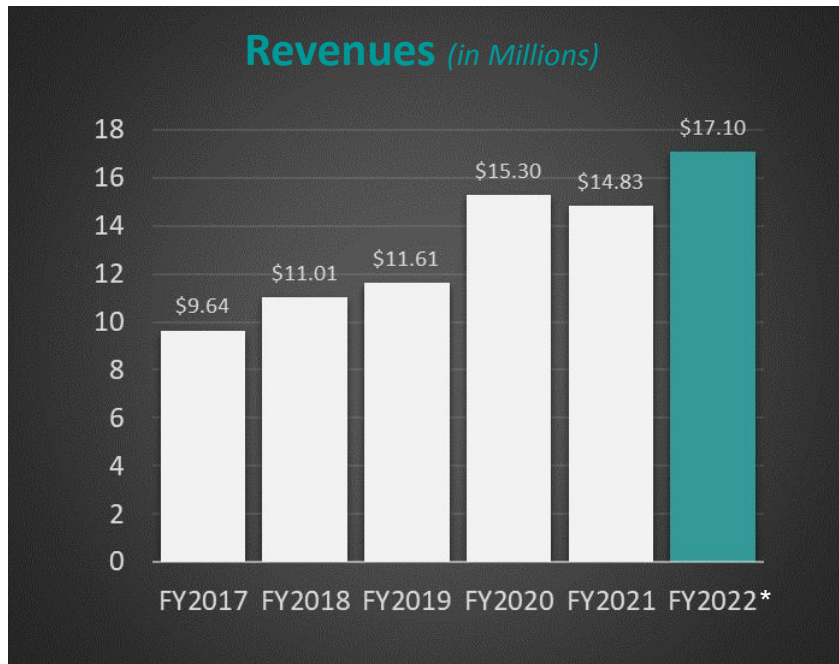
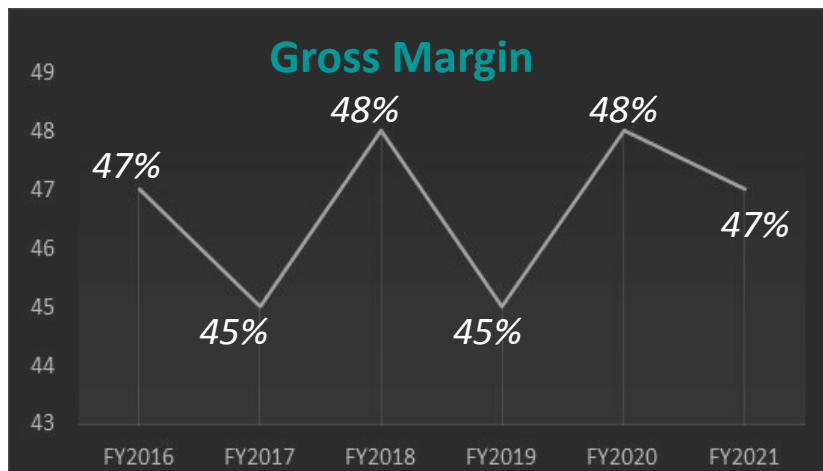
Clean Energy



FYE - Feb 28

Net Income **\$1.1M**

In FY2021



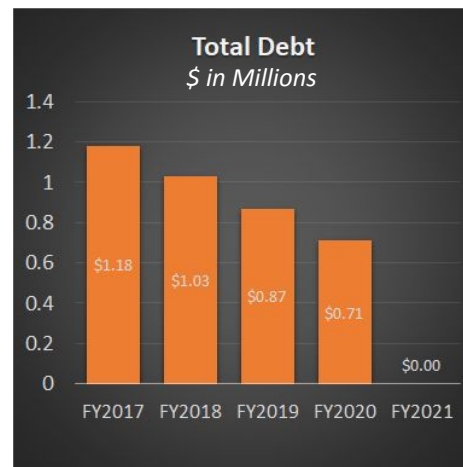
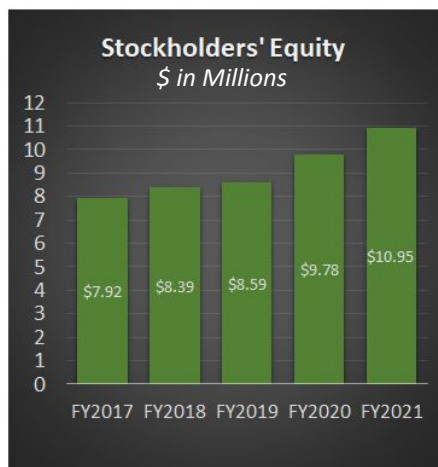
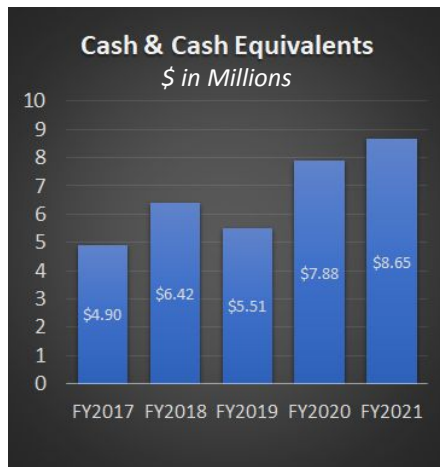
*FY2022 Preliminary

Excellent Results During a Challenging Year with COVID

Excellent Balance Sheet with **ZERO** debt

Nasdaq: SOTK

FYE - Feb 28

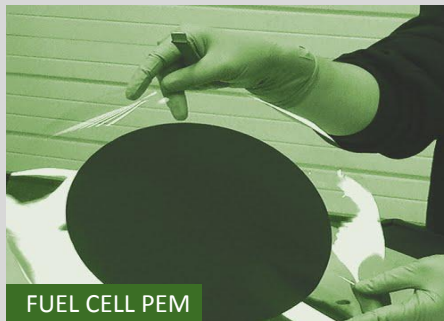
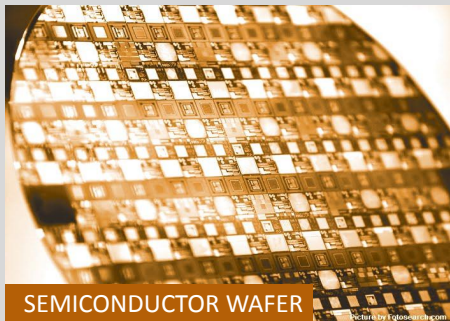


Cash & Equity at All Time Highs



Steve Harshbarger

President & COO



Investor Summit *Micro Cap Conference*

SONO•TEK Corporation

Nasdaq: SOTK

Ongoing Strategic Shift Focused On:

- Providing full system solutions
- Enhancing applications engineering and process expertise
- Increasing capabilities to deliver custom engineered products
- Expanding product line with higher value machines
- Expanding customer base into advanced technology markets for new applications



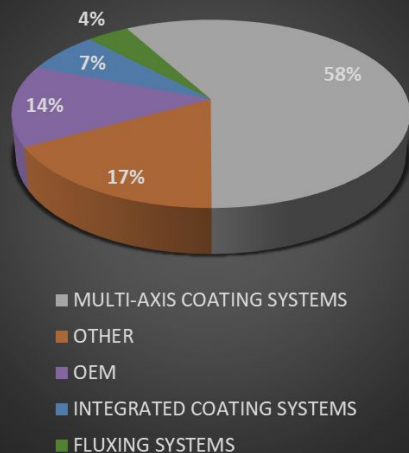
RESULTS

- ✓ *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 (ASPs) growing each year*

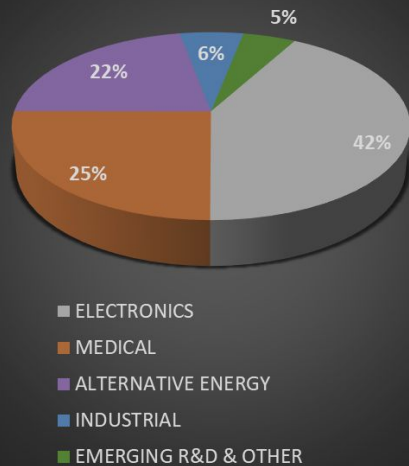
Diversified Products, Markets & Geography

Nasdaq: SOTK

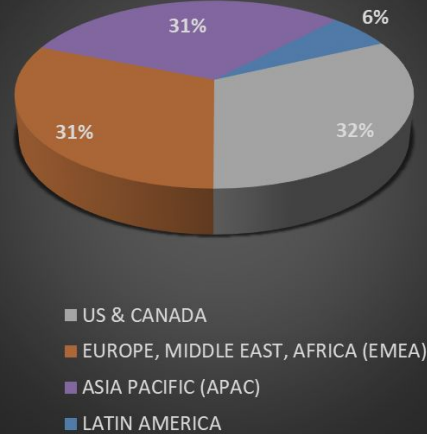
Product*



Market*



Geography*

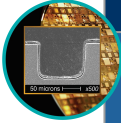

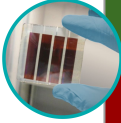




Preliminary FY2022 Sales \$17.1 Million*

*Percentages Based on Preliminary Unaudited FY2022 Sales of \$17.1 Million

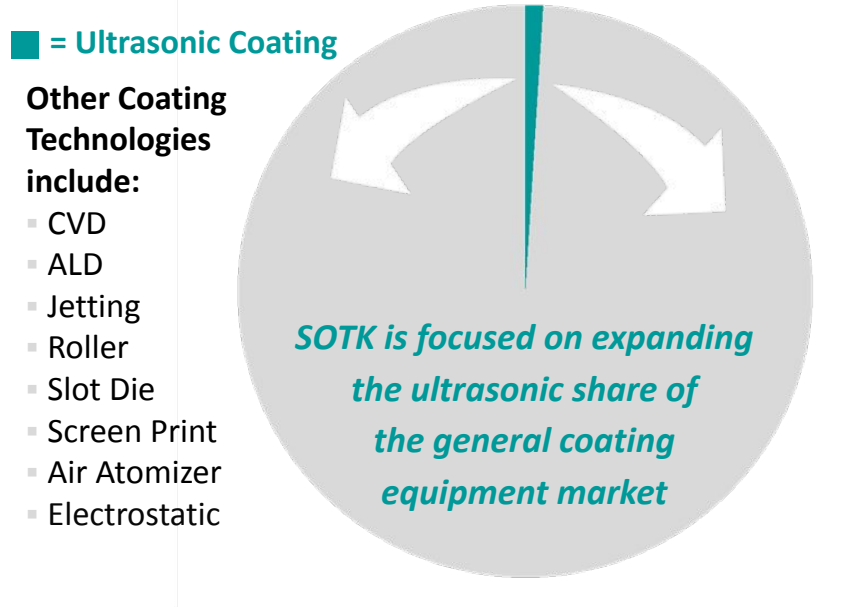


Outlook for Diversified Markets

	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 and cars 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"> Future applications in early R&D phase 	<i>Incubator for development of next gen applications in developing markets with growth potential.</i>

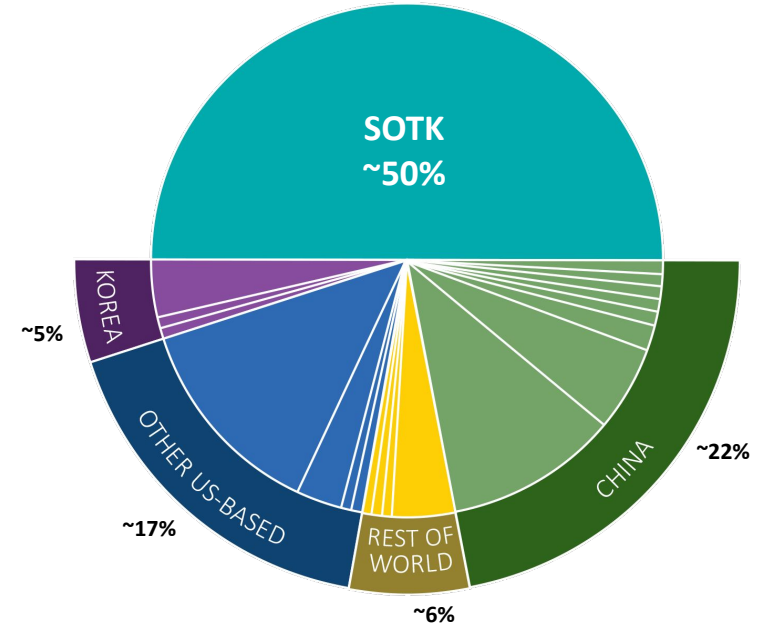
GENERAL COATING EQUIPMENT MARKET

~\$8B/yr - Hundreds of Competitors



ULTRASONIC COATING EQUIPMENT

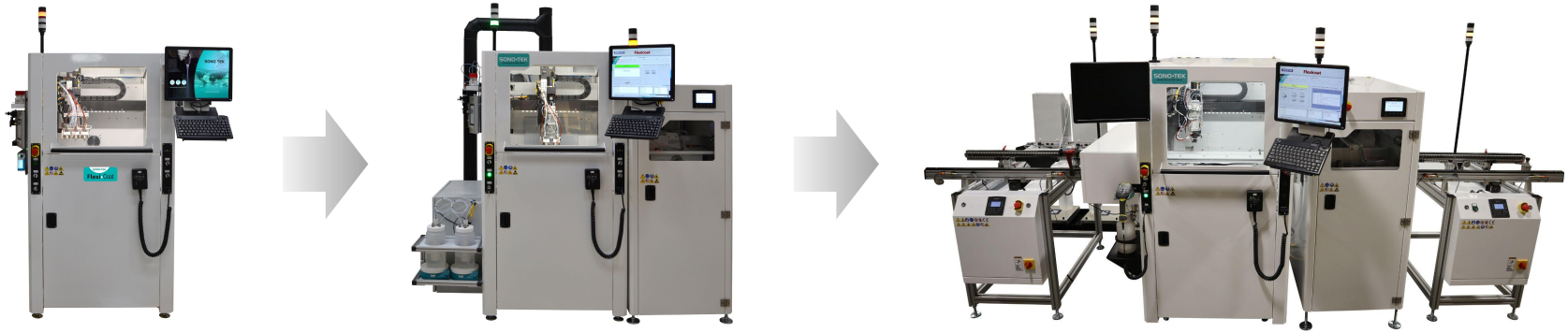
~\$36M/yr - ~22 Competitors



Capturing a Growing Segment of the Coating Equipment Market

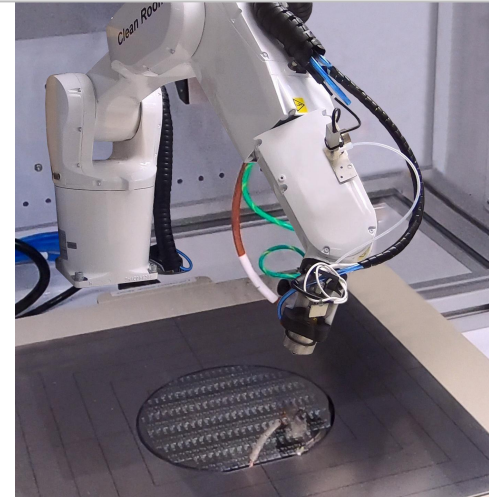
Expanding Established Addressable Markets

Nasdaq: SOTK



Evolving Products to Enhance Capabilities

- Advanced robotic coating platforms
- Sophisticated product handling systems
- Pre and post coating process stations
- Fully automated, custom engineered solutions with accelerating ASPs



Introduction of Coating Solutions for Technology Advancements that Address Major Global Challenges

- Electrolyzers for fuel cells, CO2 reduction, hydrogen generation
- EMI shielding
- Clear laser welding
- Electrostatics



Adding New Growth Initiatives at an Accelerating Rate

Fuel Cell Roll-to-Roll Development Program

- Strategic partnership with roll-to-roll experts in high volume fuel cell applications
- Combined expertise will allow for accelerated product development
- Expansion of product offering to meet emerging market demand for high volume Proton Exchange Membrane (PEM) manufacturing
- Roll-to-roll systems will be introduced into other markets with less demanding technical requirements (i.e. textiles, paper, food packaging)
 - ✓ *First roll to roll order received for non-fuel cell application*



Emerging Markets Development Program

- Addition of applications engineering personnel and lab equipment to serve development program outside of day to day customer needs.

Contract Coating & Process Application Optimization Service to Generate Revenue



- Significantly increases our “Value Add” to the customer
- Differentiates SOTK from competitors
- Increases customer confidence to purchase a system
- A new growing revenue stream with high margins

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

*We become
much more than
an equipment
provider*

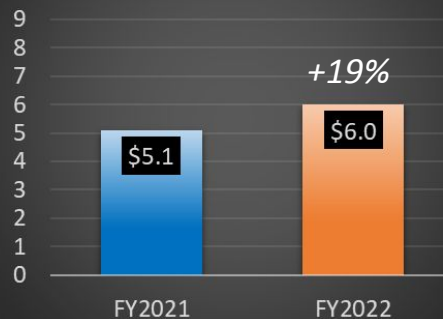
Nearly All Contract Coating to Date has Resulted in One or More System Sales

First 9 Months FY2022 & FY2021 Year-Over-Year Comparison

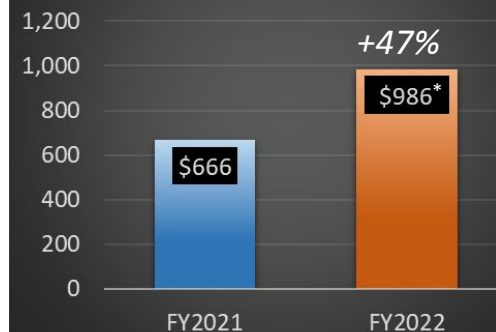
Revenue (in Millions)



Gross Profit (in Millions)



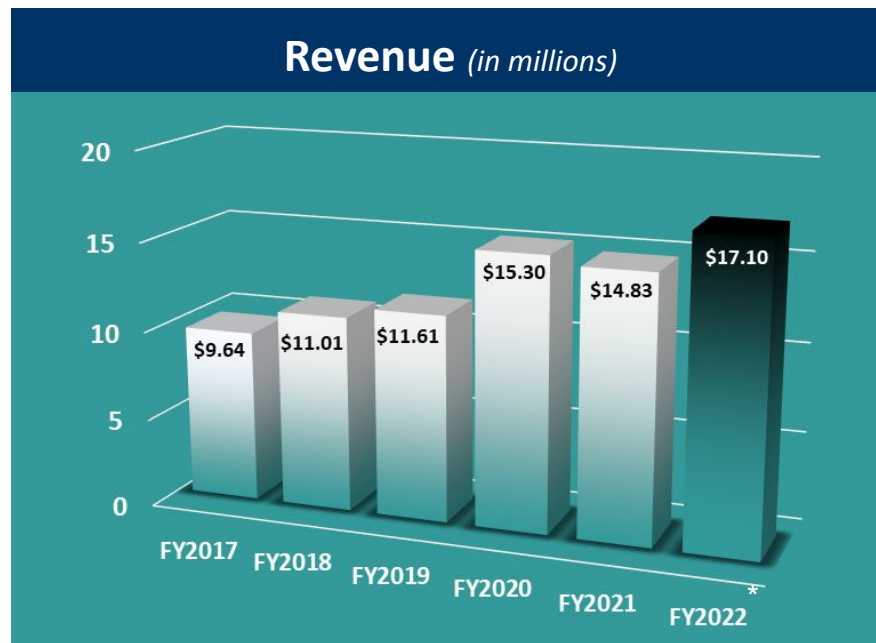
Net Income (in Millions)



*FY2022 excludes PPP loan forgiveness

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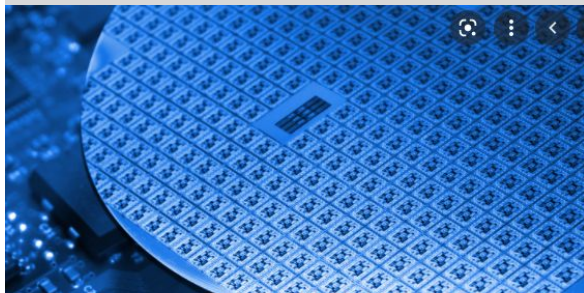
- FY2022 preliminary revenue results of \$17.1M - **up 16% year-over-year**
- **Greater than 15% year-over-year revenue growth** projected for Q1 FY2023
- FY2023 projected to be **highest annual sales in company history**



*FY2022 Preliminary

Global Market Trends Where Sono-Tek is Gaining Market Share

Unprecedented Semiconductor Demand



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



SOTK technology is being adopted for fuel cell and CO2 reducing systems

Thank You

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