

August 18, 2022

Dr. Christopher Coccio, CEO



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.

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 Nominating Committee



Over 15 Years of Working Together to Grow Our Unique Business



Dr. Chris Coccio
Chairman & CEO



Steve Harshbarger
President & COO



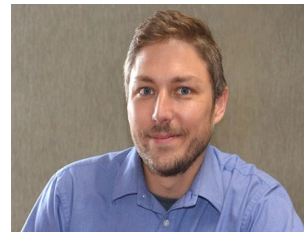
Stephen Bagley
Chief Financial Officer



Robb Engle
Executive VP, Engineering



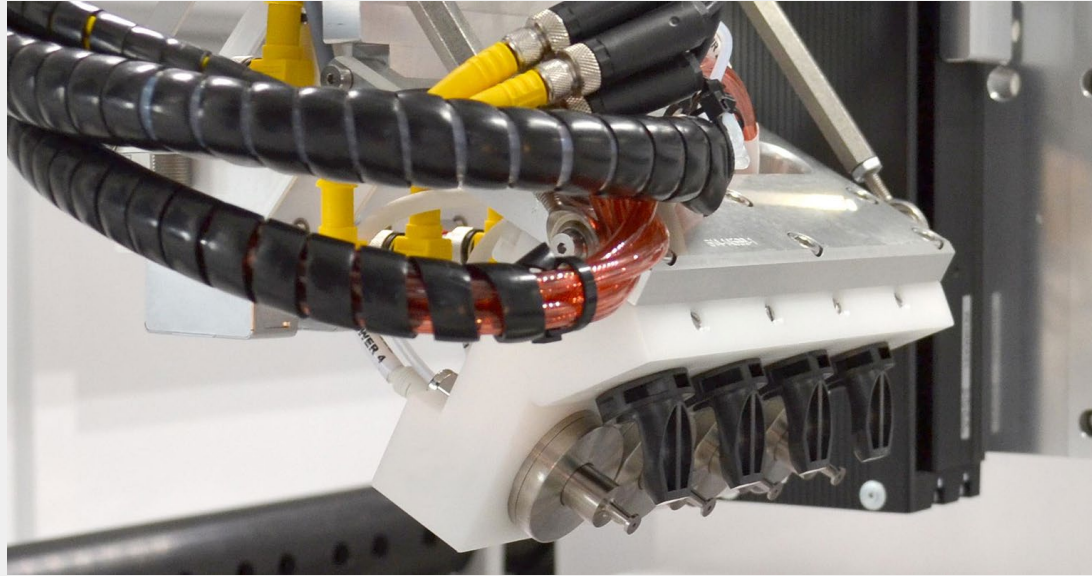
Bennett Bruntil
VP, Sales & Marketing



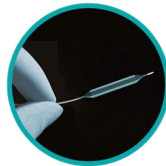
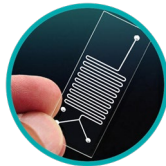
Chris Cichetti
VP, Applications Engineering

Executive & Senior Management





OFFICIAL BUSINESS MEETING

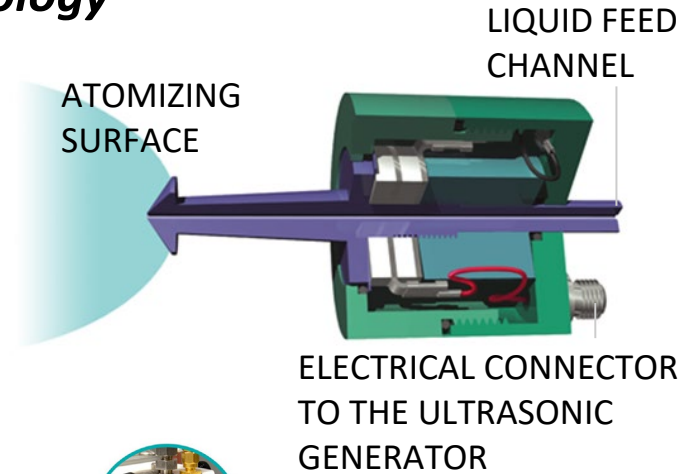
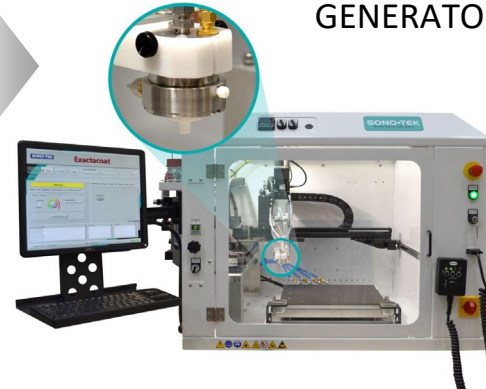


Inventors of Disruptive Ultrasonic Coating Technology

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



Enabling High Tech Applications

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 & applications include:

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

Market Data - 8/12/2022

Nasdaq	SOTK
Price	\$5.23
52 Week Range	\$2.70 - \$9.49
Market Cap	\$82M
Average Daily Trading (3 months)	~18.3k
Common Shares Outstanding	15.7M*
Insider Ownership	7%
Cash, Cash Equivalents & Marketable Securities	\$11.1M*

* As of 5/31/2022

Sono-Tek's Equipment Helps Drive Solutions to Today's Manufacturing Challenges



Typical climate and weather-related events:
floods, heatwaves, drought, hurricanes,
wildfires and loss of glacial ice. (NOAA)

**Climate/Energy, Semiconductors, and Medical Equipment
Demands Will Persist Regardless of the Economy**

FDA's breakthrough device designations poised for another record year

At the midpoint of the year, the FDA had granted 129 designations, suggesting it will break the previous full-year record of 206.

Published Aug. 8, 2022



Google

chip shortage news

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About 757,000 results (0.39 seconds)

CNET

Over 100K Cars Cut From North American Production This Week Due to Chip Shortage

The global semiconductor shortage is causing more than 100,000 vehicles to be dropped from North American production schedules this week.

1 day ago

The Drive

North American Automakers Cut Production of 100K Cars This Week Over Chip Shortage

Automakers in North America will cut more than 100,000 vehicles from production schedules this week, deepening a broader slump created by...

1 day ago

Electrek

Ford co-hosting summit addressing chip shortage that's hindering EV revolution

Ford is co-hosting a CEO summit today along with several major US chipmakers to discuss how they can address the chip shortage holding back...

1 day ago

AutoEvolution

Horror Numbers Reveal the Nightmare Caused by the Chip Shortage in the Car Market

As if this wasn't already obvious, the latest industry forecasts suggest the chip shortage is here to stay in the automotive market.

19 hours ago

Sono-Tek's Equipment Helps Drive Solutions to Address Climate Change

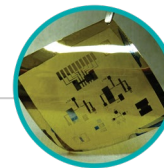
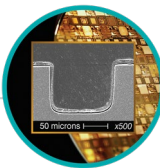
Fuel Cell and Electrolyzer coating applications for alternative energy become more of a necessity with legislative action and corporate spending to address climate change ramping up.



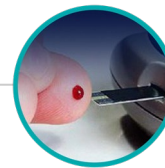
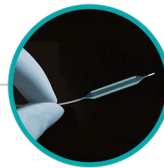
Our Focus Areas and Real Customer Application Examples

*Addressing
Major Global
Themes &
Disruptive
Generational
Changes*

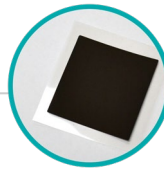
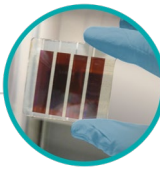
Semiconductors



Medical Devices



Clean Energy



Environmentally Friendly Solutions

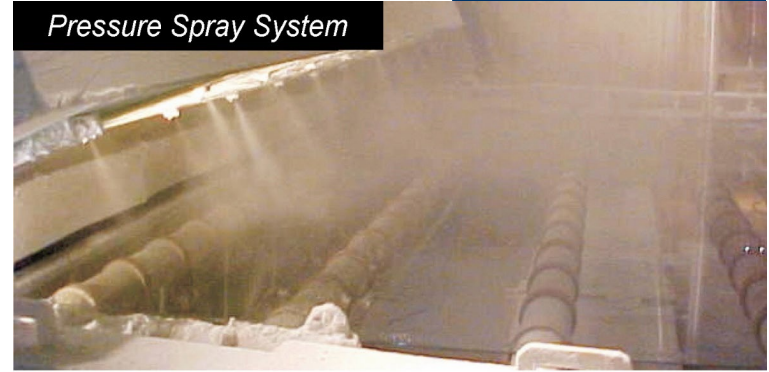
Advantages Becoming More Broadly Recognized

More cost-effective and simpler than alternative coating methods:

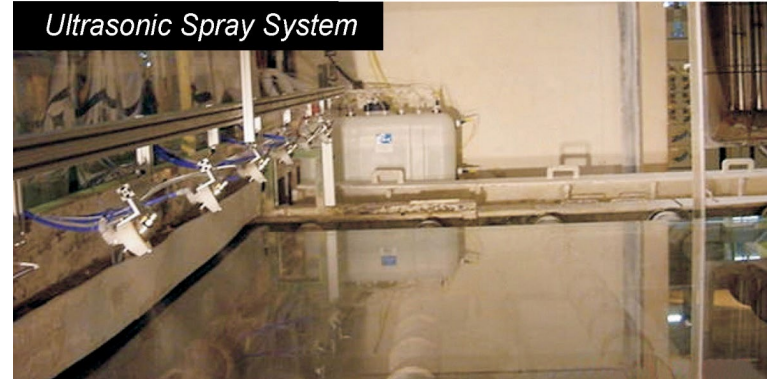
- Dramatic reductions in overspray with reduced emissions
- Large cost savings
- Improved process repeatability
- High precision coatings

GLASS APPLICATION

Pressure Spray System



Ultrasonic Spray System



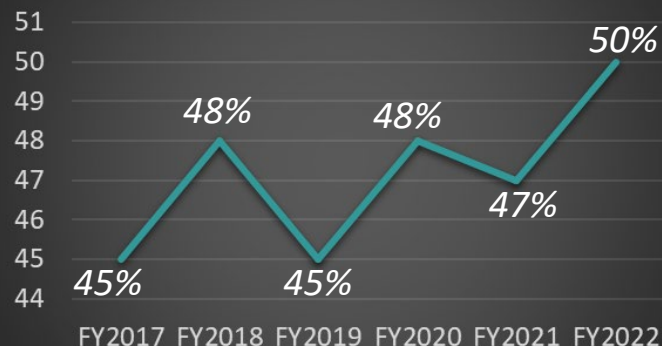
Strong Revenue, Gross Margin & Income

FYE - Feb 28

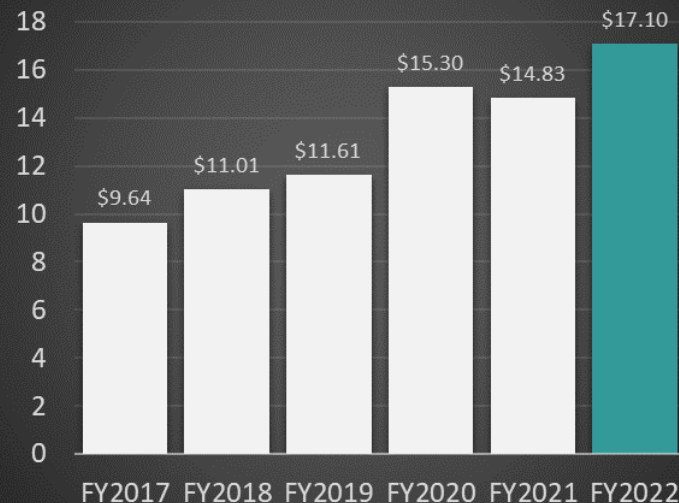
Net Income **\$2.5M**

In FY2022

Gross Margin



Revenue (in Millions)



Excellent Results During a Challenging Year with COVID

Financial Strength to Grow Our High Tech Company

FYE - Feb 28



*Excludes PPP loan, forgiven in Q1 FY2022

Cash & Equity at All Time Highs



Discovered by the Broader Market Now with Much Higher Volume & Price



Photography Courtesy of Nasdaq Inc.

Uplisted to Nasdaq on 8.27.21



SOTK Joins Nasdaq

Our Recent Past is Impressive & Our Future is Even Brighter

	Sales	Operating Income	Net Income	Cash	Debt	Accumulated Deficit or Earnings	Stock Price	Market Cap
2013	\$9.5M	\$150k	\$130k	\$2.8M	\$2M	-\$2.9M	\$0.80/share	\$12M
2022	\$17M +79%	\$1.8M +1100%	\$2.4M +1746%	\$10.8M +286%	\$0	+\$4.1M +\$7M	\$6/share +650%	\$90M +650%

*Large
Increases*

Global trends are demanding our thin film coating solutions

- **Energy** - Both climate change and energy security are key drivers
- **Microelectronics** - Chip shortages and new demands for handhelds
- **Medical** - Implantables and novel testing and diagnostic applications (i.e. COVID)

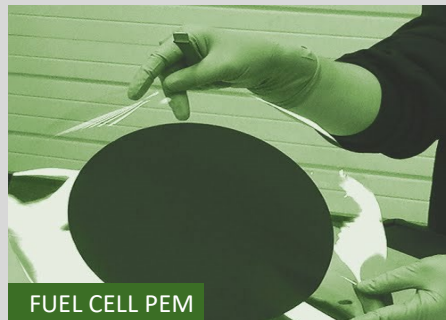
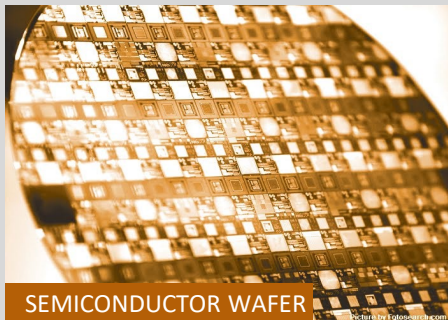
*OUR PAST & PRESENT ARE STRONG;
OUR FUTURE WILL BE EVEN STRONGER!*

- *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*

NEXT: HOW WE WILL FURTHER GROW OUR BUSINESS

Steve Harshbarger

President & COO



Annual Meeting | *August 18, 2022*

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 lines with higher value machines
- Expanding customer base into advanced technology markets for new applications



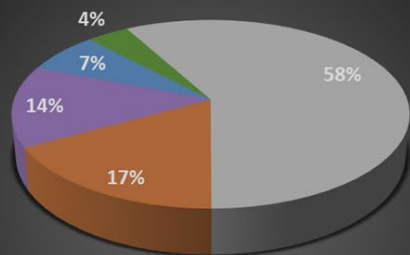
RESULTS

- ✓ *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

FY2022

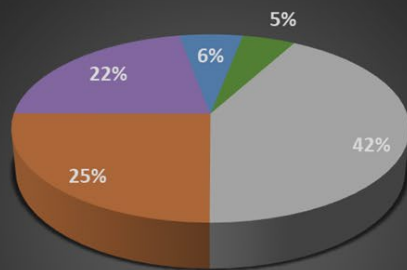
Product



- MULTI-AXIS COATING SYSTEMS
- OTHER
- OEM
- INTEGRATED COATING SYSTEMS
- FLUXING SYSTEMS

FY2022

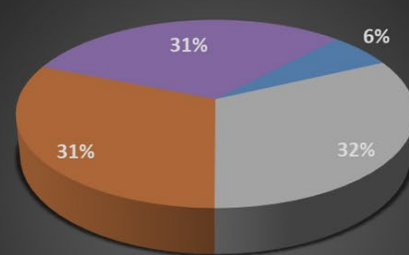
Market



- ELECTRONICS
- MEDICAL
- ALTERNATIVE ENERGY
- INDUSTRIAL
- EMERGING R&D & OTHER

FY2022

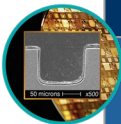

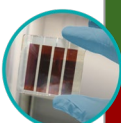


Geography



- US & CANADA
- EUROPE, MIDDLE EAST, AFRICA (EMEA)
- ASIA PACIFIC (APAC)
- LATIN AMERICA

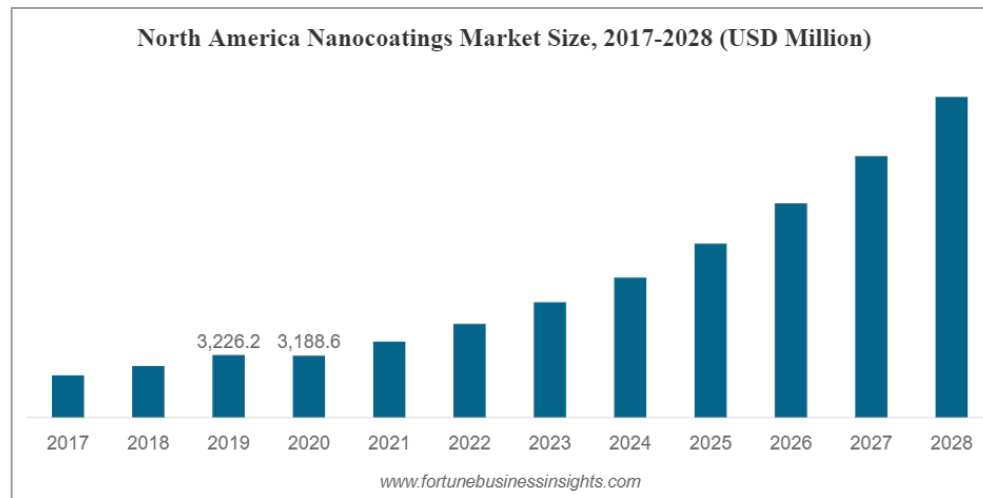
FY2022 Sales \$17.1 Million



	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>

Nanocoatings: Nanoscale (i.e. with a thickness of a few tens to a few hundreds of nanometers) thin-films that are applied to surfaces in order to create or improve a material's functionalities such as corrosion protection, water protection, friction reduction, antifouling and antibacterial properties, self-cleaning, conductive properties, and thermal management.

High growth applications for Sono-Tek exist in electronics, automotive, energy, medical and glass industries.



CHIPS ACT: Over \$200B for high tech research and semiconductor manufacturing. Will greatly boost university level research for microelectronics.

CLIMATE BILL: \$369B focused at reducing 40% of greenhouse emissions by 2030.

SOUTH KOREA GREEN NEW DEAL: \$135B investment in both green and digital technologies.



Sono-Tek is prepared to meet our customers' needs with production volume machine solutions



- Sono-Tek application engineering expertise is a vital part of our customers success in the clean energy market.
- We anticipate additional R&D customers to follow with production volume equipment orders.
- This transition to production volume manufacturing drives ASPs higher.

Announcement of first \$1M+ order from the clean energy sector.

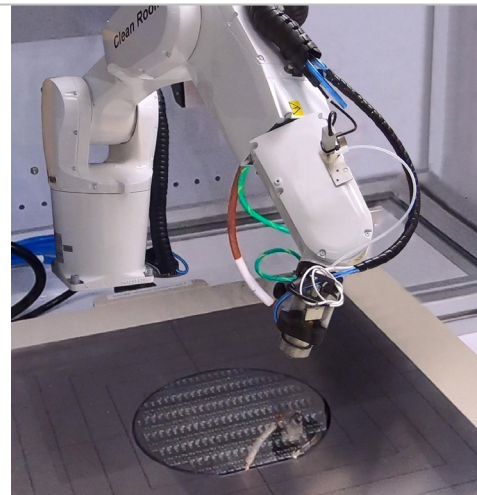
Sono-Tek has a huge customer base using our ultrasonic coating systems for R&D, and several of these companies are starting the transition to production volumes.

Full range
of machine
solutions



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



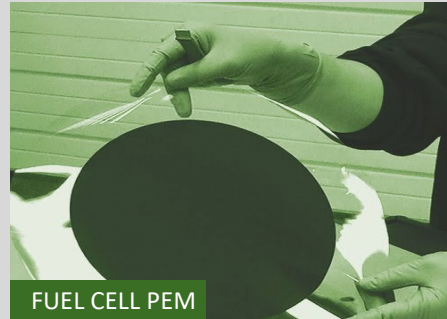
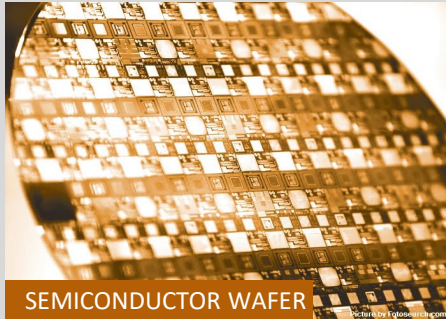
Introduction of Coating Solutions for Technology Advancements that Address Major Global Challenges

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



Adding New Growth Initiatives at an Accelerating Rate

Chris Cichetti | *VP, Applications Engineering*



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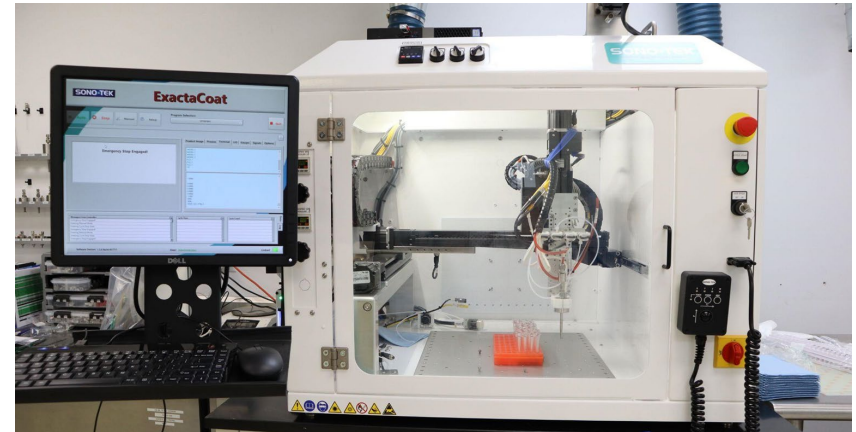
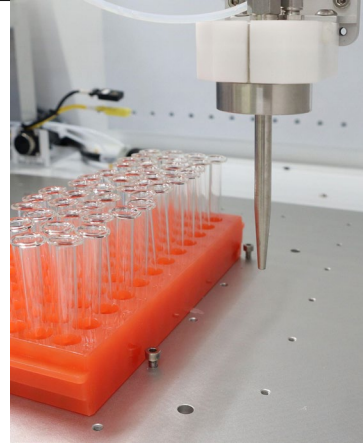
Roll-to-Roll System Integration

- First roll-to-roll system nearing completion
- Evaluating multiple equipment suppliers as potential OEM partners
- Exploring lab scale through high volume production equipment
- Initial emphasis on Fuel Cell applications

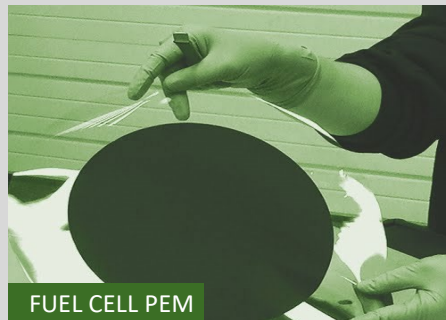
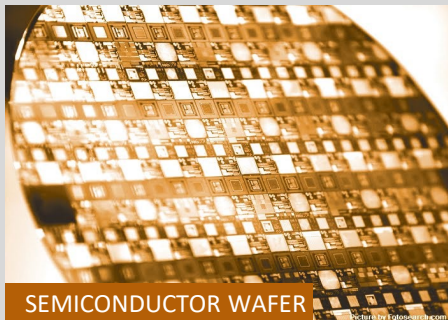


Contract Coating is Gaining Steam

- Several orders on our lab backlog
- Ranging from a few hundred to tens of thousands of parts
- Contracts spread over multiple months - steady revenue stream
- Much higher customer buy-in to purchase equipment



Bennett Bruntl | *VP, Sales & Marketing*



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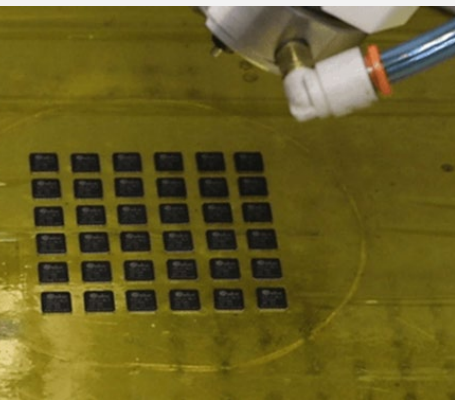
SONO•TEK Corporation

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Why has Shielding Method Become So Important?

SiP (System In Package) and other miniaturized electronic components create noise issues, especially with 5G technology, wearables, smart devices, and other densely populated electronics.



New Shielding Solution:

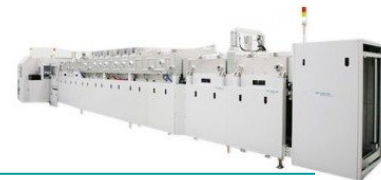
Atmospheric ultrasonic coating

- Significantly lower capital cost
- Less complexity in coating process
- Direct atmospheric coating onto parts without added bulk



Old Shielding Methods:

1. “Can” over part - takes up too much space on small devices
2. **Sputter coating** - costly and slow

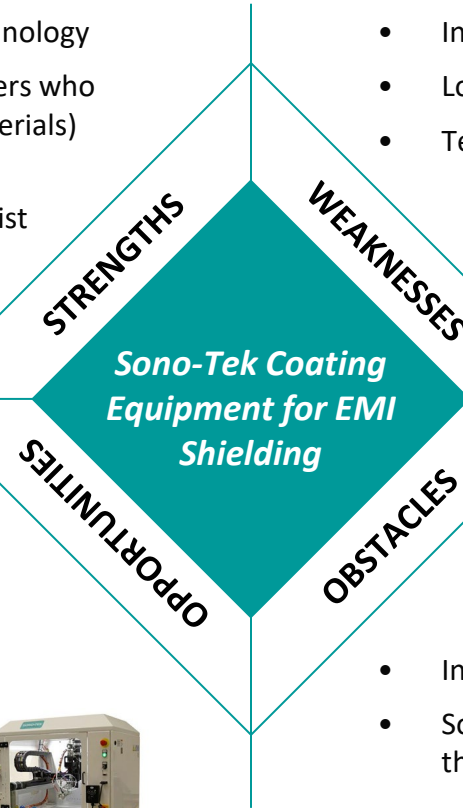


- Materials + process work well with Sono-Tek technology
- Successful partnership with current industry leaders who are driving the market for chemistry (coating materials)



- Low investment for Sono-Tek, systems already exist
- Applications engineering support help acquire customer and support success in the field

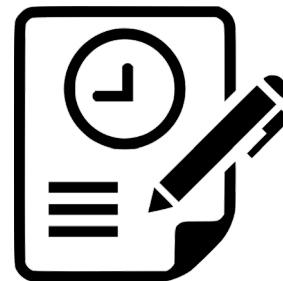
- Clear and significant ROI vs. Sputtering
- Sputtering has large footprint and is difficult to maintain
- Growing market with 5G and miniaturization of electronics
- Target market is actively looking for alternatives



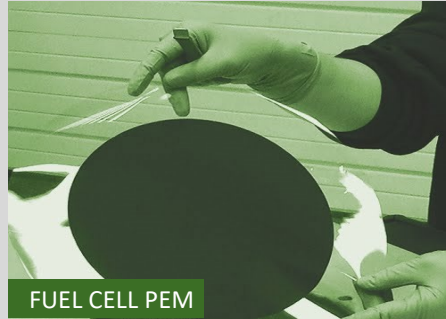
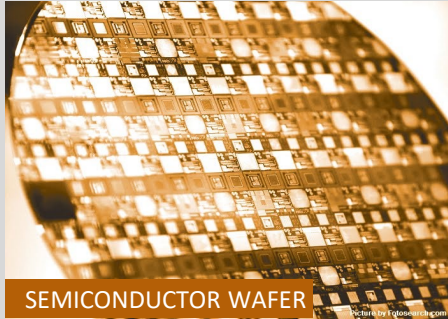
- Industry slow to adapt to new technology
- Low experience at production levels
- Technical challenges exist with new process

- Incumbent technology well established
- Some other Sono-Tek competitors entering the market

- We are creating a new multi-level product that standardizes this offering
 - ✓ *Sono-Tek has historically offered system service on a case by case basis*
- Service plans to be offered on all new systems and existing systems
- Revenue from annual fees from customers will build over time
- A valuable offering for the customer
- Shifts responsibility from customers to Sono-Tek
- Increased training for customer = better utilization of equipment and less issues
- Onsite spare parts means lower downtime
- Introduces an annual opportunity for customer to interface with Sono-Tek



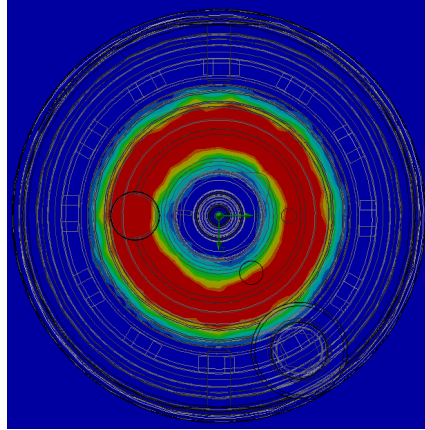
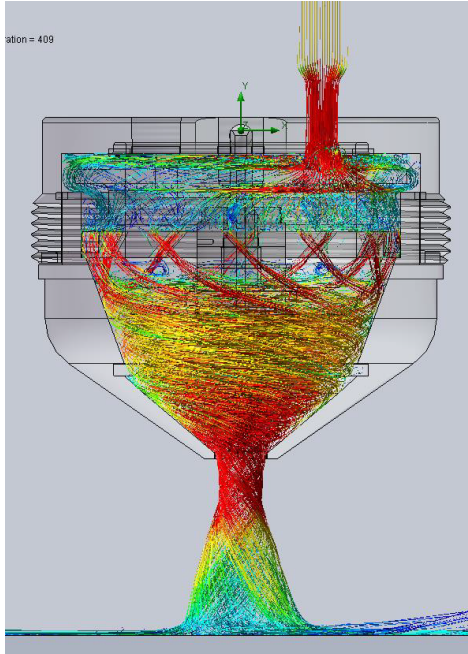
Robb Engle | *Executive VP, Engineering*



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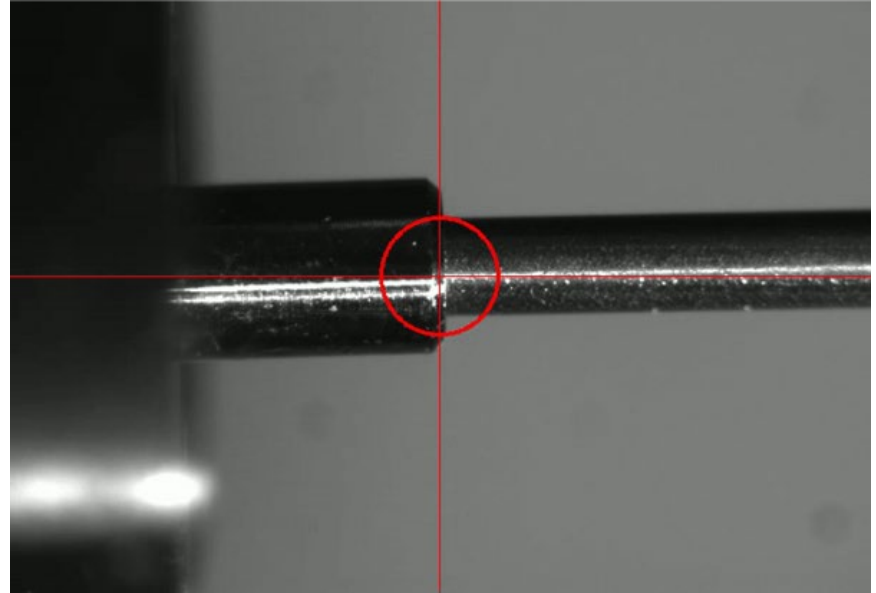
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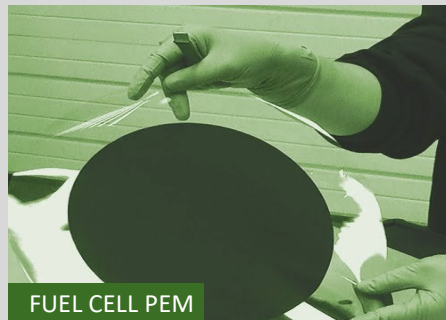
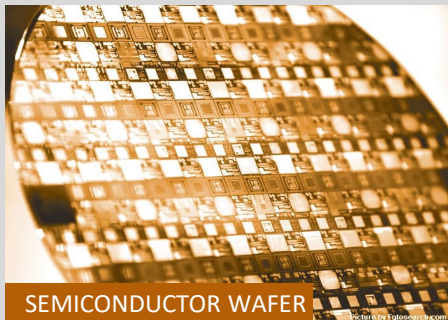
- Computational Flow Dynamics (CFD) is a computer simulation of fluid flows.
- >95% of our applications use precise gas flows for air shaping and ultimately successful coating applications.
- CFD allows modeling and simulation to make more perfect spray patterns, and therefore more perfect coatings.

- Continue investing and innovating in our use of cutting edge technology to improve our manufacturing capabilities.
- This includes advanced use of lasers in at least 3 ways.
- Water jet technology allows us to create instant small batch prototype parts, freeing us from the long lead times in the currency constrained supply chain environment.



Steve Harshbarger

President & COO

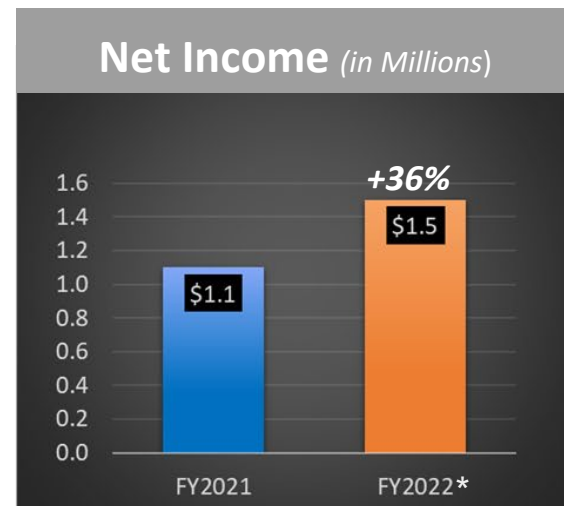
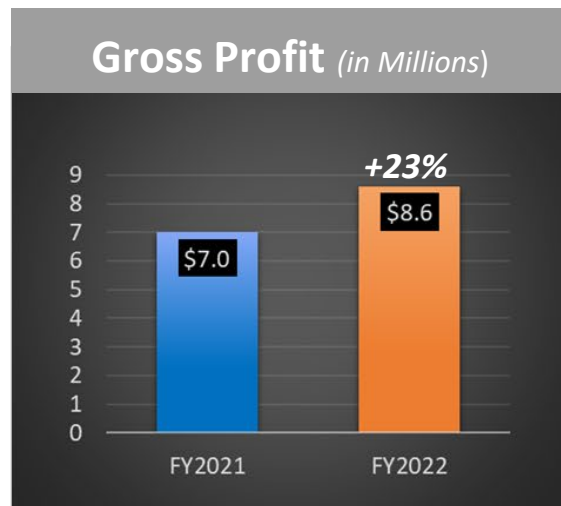
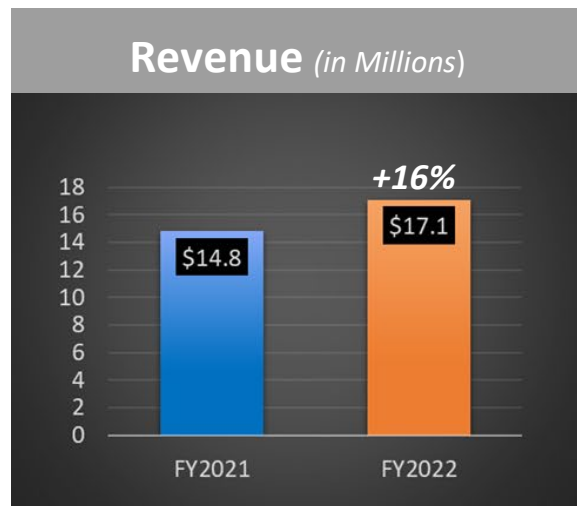


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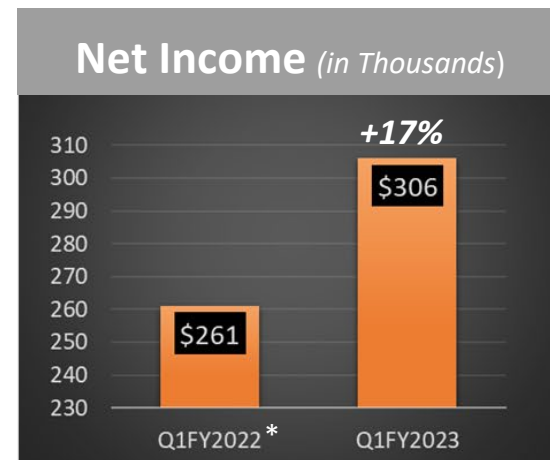
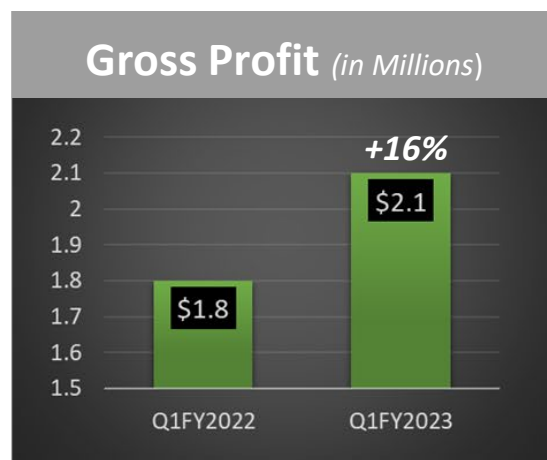
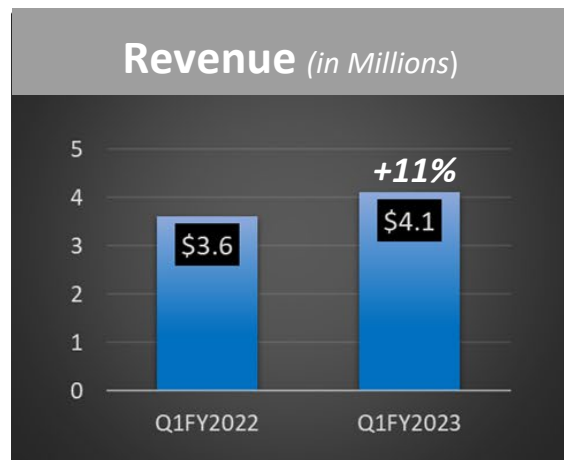
Nasdaq: SOTK

FY2022 & FY2021 Year-Over-Year Comparison



*FY2022 excludes PPP loan forgiveness

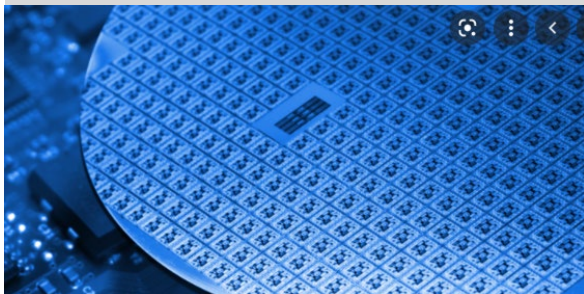
Q1 FY2023 Year-Over-Year Comparison



*FY2022 excludes PPP loan forgiveness

Sono-Tek is Gaining Market Share with Current Global Market Trends

Unprecedented Semiconductor Demand



Key supplier of proprietary next generation product development for the semiconductor industry

Advanced Medical Devices & Diagnostics



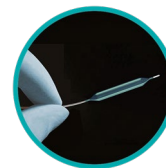
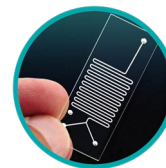
Established leader in rapid diagnostic technology

Climate Action, Demand for CO2 Reduction



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





Thank You

Nasdaq: SOTK

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