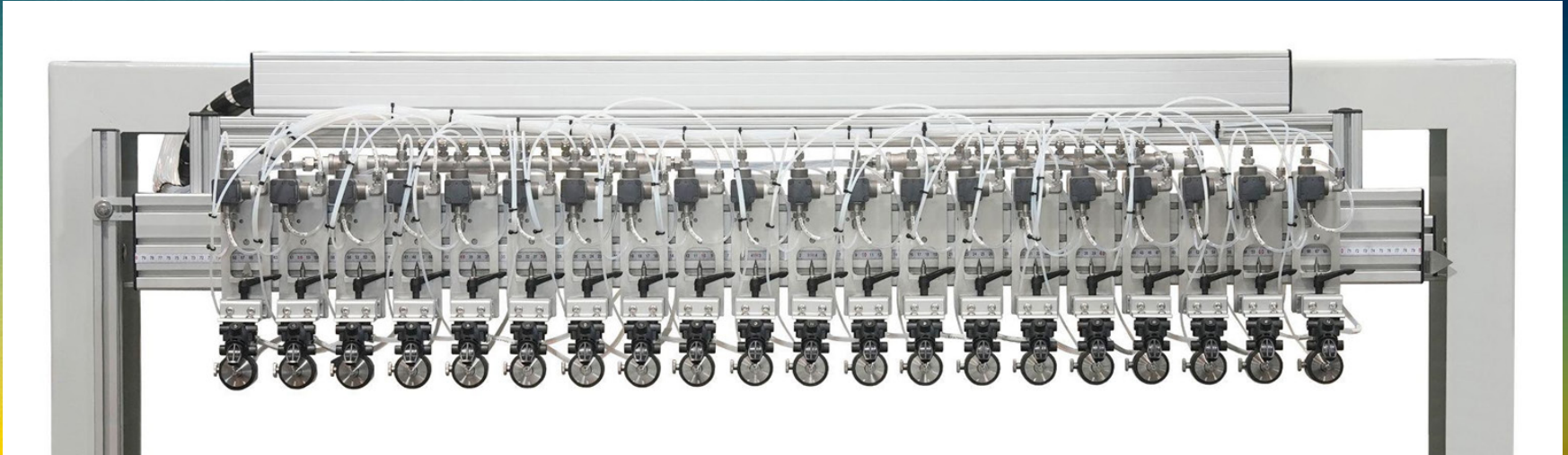


Precision coating systems for applying uniform thin film coatings

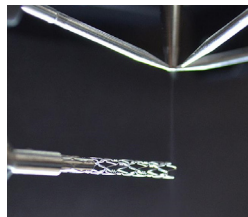
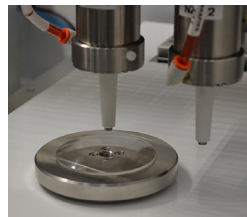
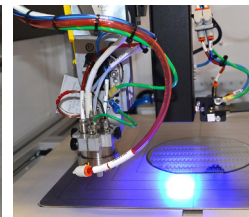
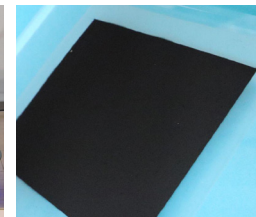


*WideTrack Large Area High Volume Solar Manufacturing Coating System*

## 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 revenue projections, 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.*

## OVERVIEW

**Cardiac Stent Coating****Glass Lens Coating****Semiconductor  
Photoresist Coating****Fuel Cell Catalyst  
Coated PEM**

Sono-Tek Corporation is a global leader in the design and manufacture of ultrasonic coating systems that are shaping industries and driving innovation worldwide. Our ultrasonic coating systems are used to apply thin films onto parts used in diverse industries including microelectronics, alternative energy, medical devices, advanced industrial manufacturing, and research and development sectors worldwide. Sono-Tek's bold venture into the clean energy sector is showing transformative results in next-gen solar cells, fuel cells, green hydrogen generation, and carbon capture applications as we shape a sustainable future.

Our product line is rapidly evolving, transitioning from R&D to high-volume production machines with significantly higher average selling prices, showcasing our market leadership and adaptability. Our comprehensive suite of thin film coating solutions and application consulting services ensures unparalleled results for our clients and helps some of the world's most promising companies achieve technological breakthroughs and bring them to the market.

Sono-Tek's 50,000+ square foot manufacturing campus is located on Route 9 in Milton, NY, and houses our production factory as well as: engineering, sales and administrative offices, onsite testing laboratory and contract coating services, and shipping and warehousing areas.

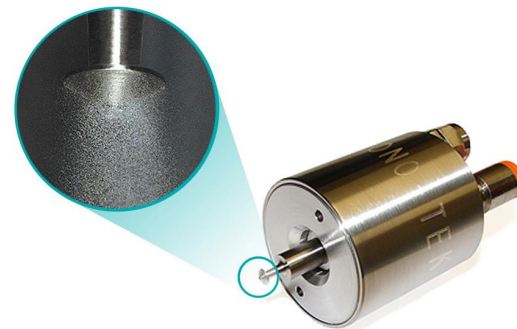
INVENTORS OF ENVIRONMENTALLY FRIENDLY ULTRASONIC SPRAY NOZZLE TECHNOLOGY



*An extensive portfolio of R&D through high volume coating systems*

**Sono-Tek Corporation (Nasdaq: SOTK)** is the leading worldwide developer and manufacturer of ultrasonic spray coating systems for applying functional thin film coatings in 5 key market sectors:

- **MICROELECTRONICS/ELECTRONICS**
- **ALTERNATIVE ENERGY**
- **MEDICAL**
- **INDUSTRIAL**
- **EMERGING R&D MARKETS**



*Ultrasonic atomizing nozzle, the "heart" of all Sono-Tek ultrasonic coating systems*

## EXECUTIVE & SENIOR MANAGEMENT

*Experienced, dynamic committed leadership team*



Dr. Chris Coccio  
EXECUTIVE  
CHAIRMAN

23 YEARS



Steve Harshbarger  
CEO & PRESIDENT

31 YEARS



Stephen Bagley, CPA  
CFO

19 YEARS



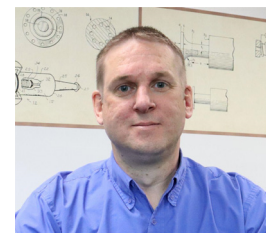
Maria Kuha  
VP, MANUFACTURING  
OPERATIONS

17 YEARS



Chris Cichetti  
VP, SALES &  
APPLICATION  
ENGINEERING

16 YEARS



Randy Copeman  
CHIEF  
TECHNOLOGIST

27 YEARS

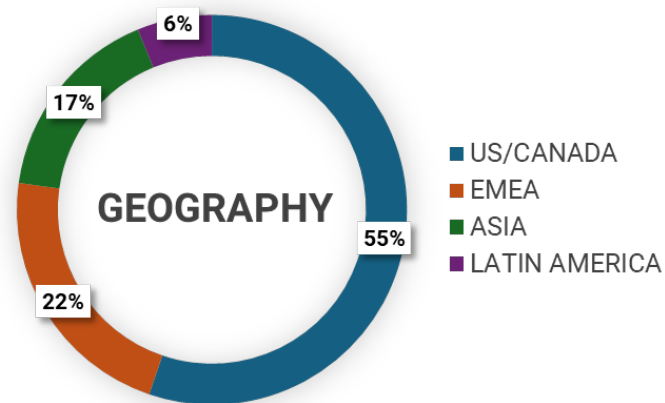
OVER 100 YEARS OF COMBINED EXPERTISE IN ULTRASONIC COATING TECHNOLOGY AT SOTK



*Extensive worldwide distribution network of factory-trained professionals and development laboratories for testing and process development leads to strong customer partnerships.*



### FY2024 SALES BY GEOGRAPHY



## TIMELINE OF SIGNIFICANT MILESTONES

- 2024** FACTORY EXPANSION ON CAMPUS
- 2023** PLC PLATFORMS ADDED TO EXPAND ADDRESSABLE MARKET
- 2022** UPLISTED TO NASDAQ
- 2020** EXPANSION OF MANUFACTURING SPACE FOR LARGE PLATFORM SYSTEMS
- 2013** APPLICATION LABS OPEN IN GERMANY, JAPAN, CHINA, TAIWAN, KOREA, TURKEY
- 2010** MID-SIZE PLATFORMS FOR MICROELECTRONICS & MEDICAL SECTOR
- 2007** SONO-TEK PURCHASES MILTON INDUSTRIAL PARK
- 2005** SMALL MULTI AXIS COATING PLATFORMS INTRODUCED "EXACTACOAT" FOR R&D
- 2000** SMALL PLATFORM MEDICAL SYSTEMS INTRODUCED "MEDICOAT DES" STENT COATER
- 1997** ISO 9001:2000 CERTIFIED
- 1988** 1ST SMALL FULL SYSTEM INTRODUCED "SONOFLUX" SPRAY FLUXING PLATFORM
- 1987** SONO-TEK INITIAL PUBLIC OFFERING
- 1975** 1ST ULTRASONIC NOZZLE IS INVENTED & PATENTED BY SONO-TEK'S FOUNDER, DR. HARVEY BERGER

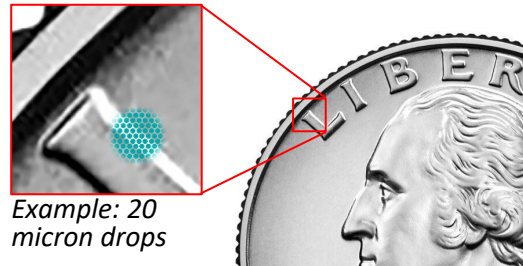
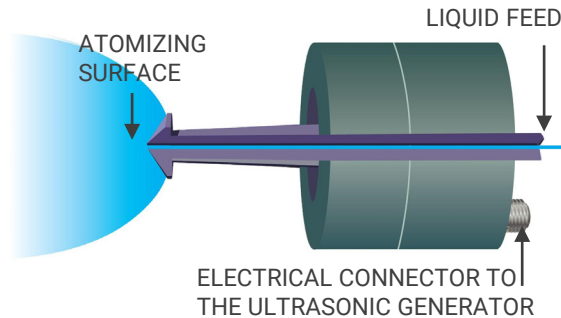


## CORE ULTRASONIC NOZZLE TECHNOLOGY IS AT THE HEART OF EVERY MACHINE

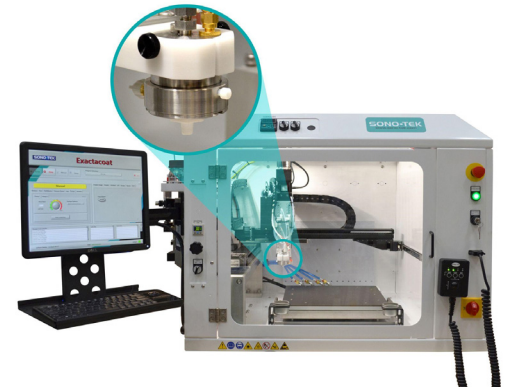
*Ultrasonic nozzle systems use high frequency ultrasonic vibrations to atomize liquids into uniform micron-sized drops for coating a wide variety of surfaces.*

- + Firmware/software
- + Electronics
- + Precision hardware

**UNIQUE PROPRIETARY TECHNOLOGY**  
A software driven, electro-mechanical droplet generator, perfect for high-tech precision coating applications.



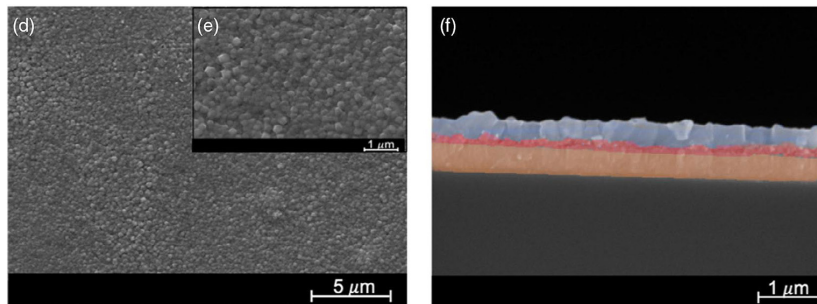
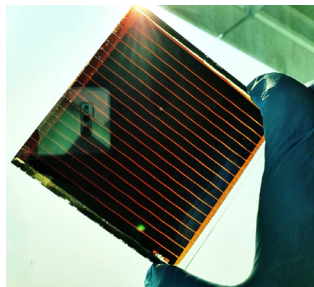
*Every Sono-Tek coating system uses our proprietary ultrasonic spray nozzle technology at its core. Liquid delivery, spray shaping and generator controls are fully integrated into automated full coating solutions with software control, product handling and customized options.*





## ULTRASONIC SPRAY ADVANTAGES

*This example of a Perovskite solar cell coating application shows precise coating with controllable surface morphology characteristics achieved with Sono-Tek technology.*



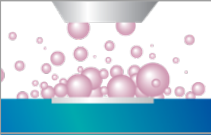

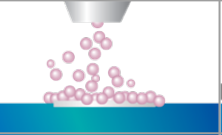

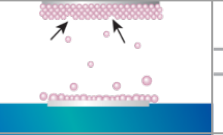
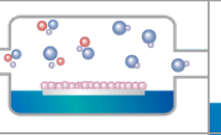
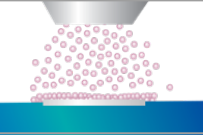
### PEROVSKITE SOLAR COATING APPLICATION

*Photo: [www.solar-rrl.com](http://www.solar-rrl.com), Spray-Coated Lead-Free Cs<sub>2</sub>AgBiBr<sub>6</sub> Double Perovskite Solar Cells with High Open-Circuit Voltage*

*More cost-effective and simpler than alternative coating methods:*

- Dramatic reductions in overspray with reduced emissions
- Large cost savings
- Improved process repeatability
- High precision thin films
- Increased uniformity of coatings

## ULTRASONIC THIN FILM COATING VS OTHER COATING TECHNOLOGIES

							
DEPOSITION METHOD	PRESSURE SPRAY/ AIR ATOMIZATION	DIP COATING	JETTING	SCREEN PRINTING/BLADE	SPUTTERING	CHEMICAL VAPOR DEPOSITION (CVD)	ULTRASONIC SPRAY
HOW IT WORKS	Liquid is forced through a very small orifice under high pressure	Substrate is dipped into material	Similar to a home office inkjet printer, ejecting tiny drops	Spreading a paste with a blade over a substrate	Ejecting particles from a target by bombardment with high energy particles	Creates a reaction between gases over a substrate, which condense on its surface	High frequency sound waves create mechanical vibrations, forming droplets with very little kinetic energy
DISADVANTAGES COMPARED TO ULTRASONIC SPRAY	<ul style="list-style-type: none"> <li>• High velocity spray bounces off substrate, wasting material</li> <li>• Prone to clogging, high maintenance</li> <li>• Poor repeatability over time</li> </ul>	<ul style="list-style-type: none"> <li>• Long drying times</li> <li>• Cannot create thin films</li> <li>• Requires large amount of material, large amount of waste</li> </ul>	<ul style="list-style-type: none"> <li>• Uneven dispensing</li> <li>• Poor tolerance to abrasive chemicals</li> <li>• Prone to clogging, high maintenance</li> </ul>	<ul style="list-style-type: none"> <li>• Requires minimum viscosity</li> <li>• Poor uniformity on very thin coatings</li> <li>• Requires large amount of material</li> </ul>	<ul style="list-style-type: none"> <li>• Very expensive</li> <li>• Poor transfer efficiency</li> <li>• Slow batch process</li> </ul>	<ul style="list-style-type: none"> <li>• Expensive to scale up</li> <li>• Very high operating expenses</li> <li>• Poor material usage</li> </ul>	<b>ADVANTAGES</b> <ul style="list-style-type: none"> <li>• Uniform drop sizes</li> <li>• Operates with small amount of material</li> <li>• Does not clog</li> <li>• Easily scalable</li> <li>• Environmentally friendly</li> </ul>
COST	\$	\$	\$\$\$	\$\$\$\$	\$\$\$\$\$	\$\$\$\$\$	\$\$

## ULTRASONIC SPRAY MARKET SHARE

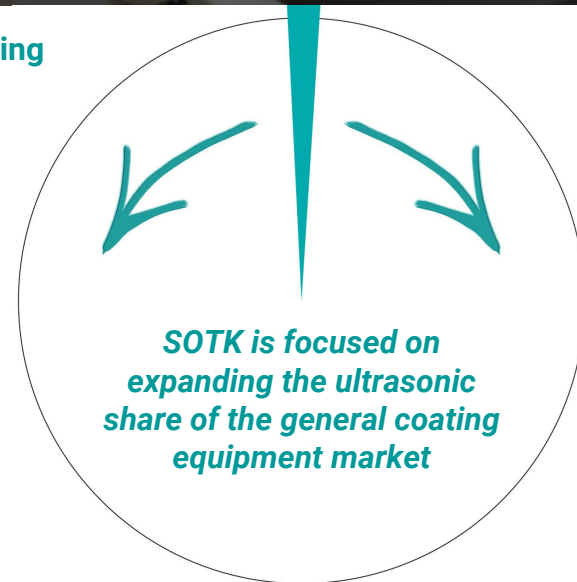
GENERAL COATING EQUIPMENT MARKET  
~\$8B/yr Hundreds of Competitors

*The general coating equipment market has enormous growth potential at \$8B per year. Sono-Tek continues to capture a growing segment of the coating equipment market with the accelerating recognition of ultrasonic coating technology as a reliable proven alternative to many conventional coating technologies and equipment providers. We intend to introduce ultrasonic spray coating as a viable disruptive technology in high growth potential markets globally.*

### ■ = Ultrasonic Coating

Other Coating Technologies include:

- CVD
- Jetting
- Roller
- Slot Die
- Screen Print
- Dip Coating
- Sputtering
- Pressure Spray/Air Atomizer

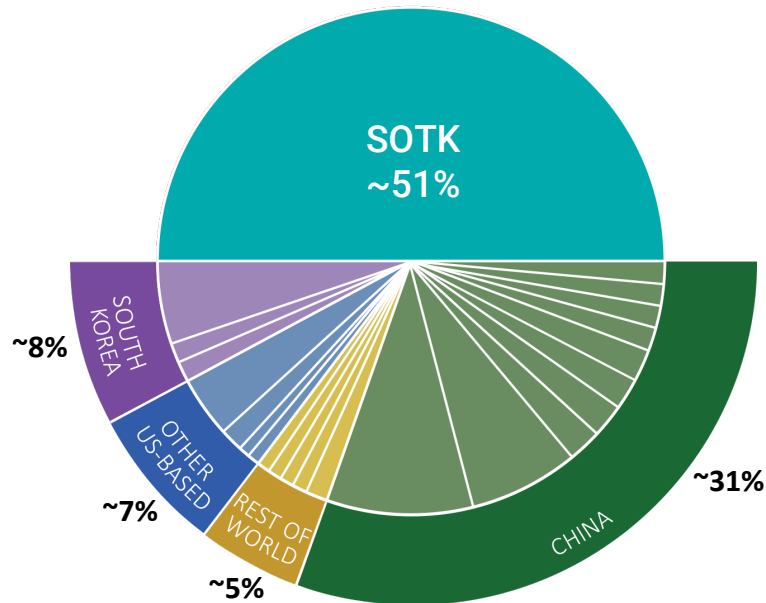


## ULTRASONIC SPRAY GLOBAL COMPETITION

### ***We have the leading market position in our industry***

- Over the past 5 years, US and Europe-based competitors are weakening and shrinking while China-based competition continues to grow.
- Smaller US and European companies have not adapted to provide highly complex machine solutions with application support, while Sono-Tek invested heavily in R&D to acquire these capabilities.
- Global manufacturers are risking exposure of proprietary intellectual property when choosing to do business with China-based competition versus Sono-Tek.

## ULTRASONIC COATING EQUIPMENT ~\$41M/yr ~25 Competitors



Note: Estimated data compiled from internal Sono-Tek sources

## PRODUCT PLATFORMS

*Our coating systems include 4 platform types, each with a line of unique machine offerings. Machines incorporate industry specific hardware options as well as unique product handling and customized options that are used in many diverse applications.*

## PRODUCT TYPES

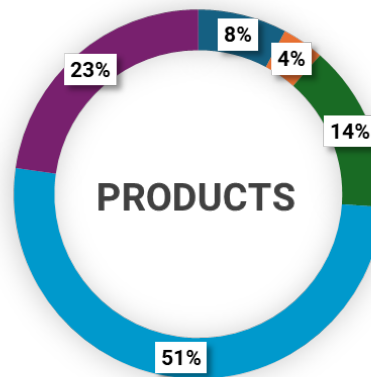


1. OEM SPRAY DRYING KIT
2. FLUXING SYSTEM
3. INTEGRATED NOZZLE ARRAY
4. MULTI AXIS SYSTEM

*One example of each product type shown*



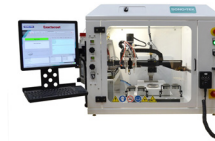
## FY2024 SALES BY PRODUCT TYPE



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



R&D THROUGH  
HIGH VOLUME  
PRODUCTION LINES



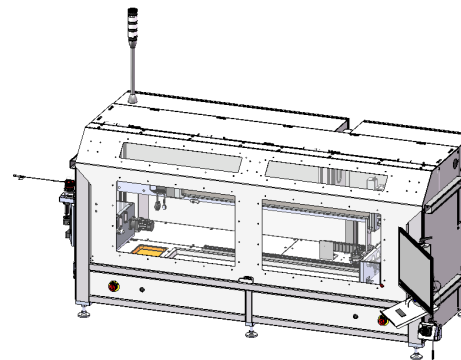
*A small sampling  
of Sono-Tek's specialized  
coating systems*



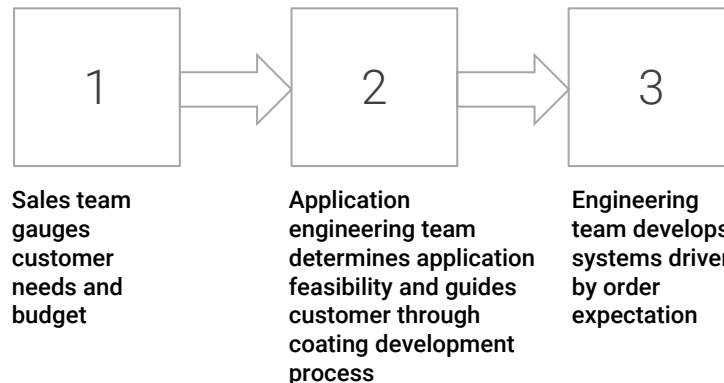
## NEW PRODUCT DEVELOPMENT

***We are continuously expanding our product lines to help us reach broader markets. Product development is led by:***

- In-house engineering capabilities, including mechanical, electrical, control software and application engineering teams.
- Established equipment partners for large integration projects.
- Application engineering team works with customers to develop coating process and sales team to qualify success of applications that align with market demand.
- Customer demand, often for coating solutions that don't exist elsewhere and don't have an industry standard.
- Robust quality systems that drive advancements and updates to existing products and next generation models.



### INITIAL PHASES OF NEW PRODUCT DEVELOPMENT



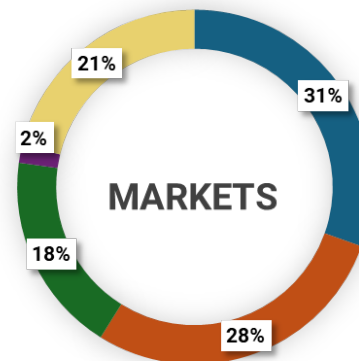
## ADDRESSABLE MARKETS

**Market Strategy:** Sono-Tek grows our business by targeting key disruptive coating applications in growth oriented sectors. The Company's sales are categorized into 5 main manufacturing sectors.

## SUB-CATEGORIES OF MAJOR MARKETS:

- FUEL CELLS
- SOLAR CELLS
- HYDROGEN ELECTROLYZERS
- SEMICONDUCTORS
- NANOMATERIALS
- PRINTED CIRCUIT BOARDS
- ADVANCED TEXTILES
- FOOD & PACKAGING
- AUTOMOTIVE
- AEROSPACE
- FLOAT GLASS
- DISPLAYS & TOUCH SCREENS
- DIAGNOSTIC & IMPLANTABLE MEDICAL DEVICES
- BLOOD COLLECTION TUBES
- SENSORS

## FY2024 SALES BY MARKET



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





## TARGETING KEY DISRUPTIVE MARKETS

### *Global Trends Driving Demand for Thin Film Coating Solutions*

*By entering disruptive markets in their infancy Sono-Tek gains a foothold in establishing ultrasonic coating as an industry standard. These emerging technologies are an important part of our growth strategy, with large upside potential.*

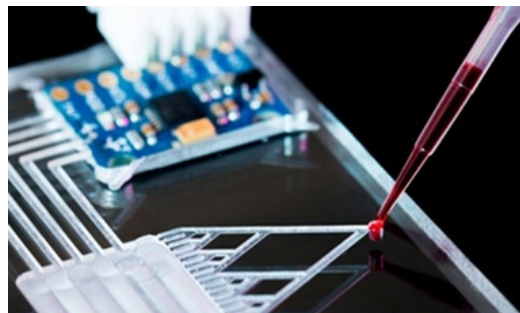
#### Microelectronics/Electronics

- Demand for increasingly smaller footprint handhelds



#### Medical Devices

- Implantables, microfluidics, diagnostic testing applications



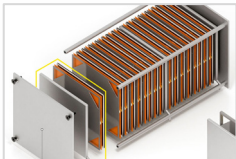
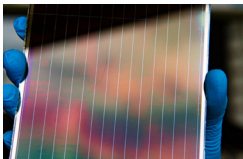
#### Alternative Energy

- Climate change and energy security are key drivers





## TARGET MARKET: ALTERNATIVE/ CLEAN ENERGY

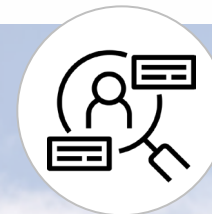


All of these applications use functional surface coatings that Sono-Tek applies exceptionally well, with greater efficiency, uniformity, scalability, and cost effectiveness than other deposition methods:

- **Green Hydrogen**
- **Electrolyzers**
- **Thin Film Solar Cells**
- **Fuel Cells**
- **Carbon Capture & Reuse**



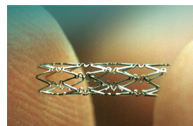
*Abundant research papers detail process advancements using ultrasonic spray.*



*Sono-Tek equipment is entrenched in academia and R&D institutions.*

*Fossil fuel and CO2 reduction technologies are accelerating ultrasonic spray acceptance as an industry standard manufacturing process. Sono-Tek is transitioning customers to high-volume manufacturing equipment solutions.*

## ADDRESSABLE MARKETS DEFINED BY APPLICATION



### ESTABLISHED MARKETS (10+ YEARS)

- **Medical Devices**  
*Implantable stents, blood collection tubes*
- **Printed Circuit Boards (PCBs)**  
*Wave solder fluxing processes*
- **Industrial Float Glass**  
*Continuous glass production*

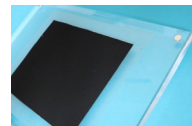
*Continuous improvement and service keep Sono-Tek at the forefront of these markets.*



### EMERGING MARKETS

- **Microelectronics**  
*Small footprint devices (EMI shielding, photoresist, nanomaterials)*
- **Medical Devices**  
*Diagnostic devices, balloons, implantables, microfluidics*
- **Protective & Functional Coatings**  
*Automotive plastics, glass, sensors*

*Unique capabilities make Sono-Tek a good fit for new high growth applications.*



### TRANSITIONING MARKETS

- **Fuel Cells/Electrolyzers**  
*Catalyst coatings for Proton Exchange Membranes (PEMs), carbon capture, green hydrogen generation*
- **Medical Devices**  
*High volume coatings for implantable devices*

*Large customer base using our systems for R&D, transitioning to production volumes.*

## GROWTH STRATEGY

*There are 4 main aspects to Sono-Tek's business strategy for growth. By leveraging these strengths and unique capabilities, Sono-Tek is positioned to continue gaining significant market share in the ultrasonic coating segment as well as the overall global coating equipment market.*



*Semiconductor Photoresist Coating Machine*

FULL SYSTEM  
SOLUTIONS

SCALABLE  
MANUFACTURING  
EQUIPMENT

APPLICATION  
ENGINEERING  
EXPERTISE

INTERNATIONAL  
LEGISLATIVE ACTION &  
CORPORATE SPENDING

## FULL SYSTEM SOLUTIONS

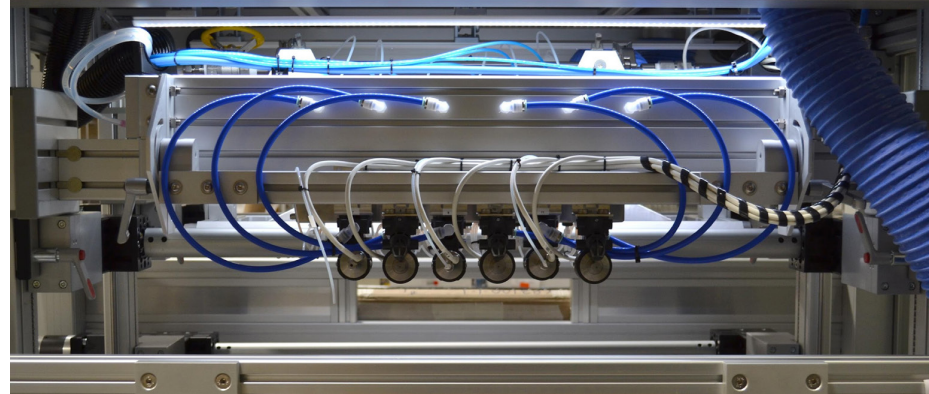
### **Increased Customer Value with Rapidly Expanding Average Selling Prices (ASPs)**

Custom engineered solutions with pre-and-post processing stations, auto load function and custom part handling are possible with extensive experience and strong customer relationships.

- State-of-the-art custom engineered solutions.
- Advanced technical capabilities to solve customer coating challenges.
- Established network of industry equipment partners for large system integration projects.
- Expansion of product portfolio with application specific machinery.
- New applications in high tech markets for large platform systems.

### OUR STRATEGY IS WORKING TO ACHIEVE:

- Recognition as an **innovative technology company** with **powerful proprietary knowledge**



*Advanced textile wide area coating system*

## SCALABLE MANUFACTURING EQUIPMENT

### ***Proven Scaling from R&D to Production Volume***

Sono-Tek coating equipment is easily scaled to higher volume processes once R&D process development is fine tuned. Following their R&D phase, customers can transition to a pilot scale system, followed by a high volume production line. The same core nozzle technology drives small scale R&D through continuous high volume production coating machines.

- Customers are often using R&D machines and looking to increase production after process development.
- Dramatically higher ASPs are achieved on full system solutions with complex product handling and pre/post coating stations.
- Latest high volume production systems can exceed \$1M+.

**R&D****PILOT SCALE****HIGH VOLUME PRODUCTION**



## APPLICATION ENGINEERING EXPERTISE

### ***Focusing on Customers' Unique Needs Ensures Success***

Enhanced customer support with process development ensures that our equipment performs exceedingly well, and nurtures strong customer relationships. Our team of applications engineers provides a technical bridge between sales and customers, including testing, process development, contract coating, and machine specification.

- Complex, customized machine solutions give us a distinct competitive edge.
- On-site laboratory testing, customer visits and support ensure customer success, accelerate and expand orders.
- Strategic partnerships with chemical companies.
- 6 worldwide labs support customer process development.

### MILTON, NY US DEVELOPMENT LAB



## INTERNATIONAL LEGISLATIVE ACTION & CORPORATE SPENDING

*Sono-Tek is well positioned in markets that are being heavily funded through government and legislation initiatives\* that are expected to contribute to the Company's overall growth in 2024 and beyond.*



### ***Chips Act***

Over \$200B for high tech research and semiconductor manufacturing.



### ***Climate Bill***

\$369B focused on reducing 40% of greenhouse emissions by 2030.



### ***South Korea Green New Deal***

\$135B investment in both green energy and digital technologies.



### ***REPowerEU***

Over 210B Euros to reduce energy dependence, focused on transitioning to clean energy and a net-zero carbon goal by 2050.

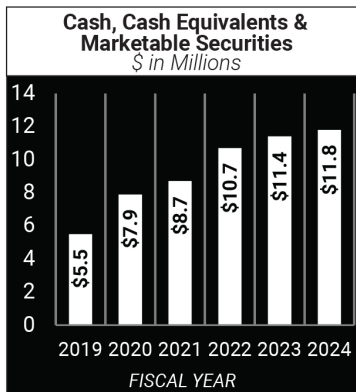
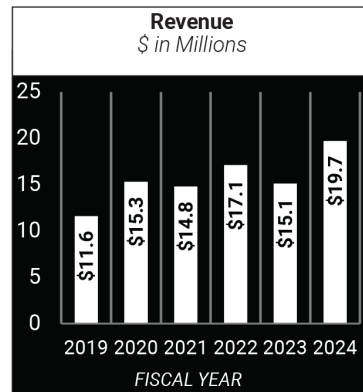
*\* Hundreds of government initiatives in these areas are currently taking place worldwide.*



## FINANCIAL HIGHLIGHTS FY2024

**\$19.7M SALES**  
**31% GROWTH IN FY2024**

*We reported record breaking revenue in FY2024 and record breaking backlog for the year ahead*



## MARKET DATA 6.20.2024

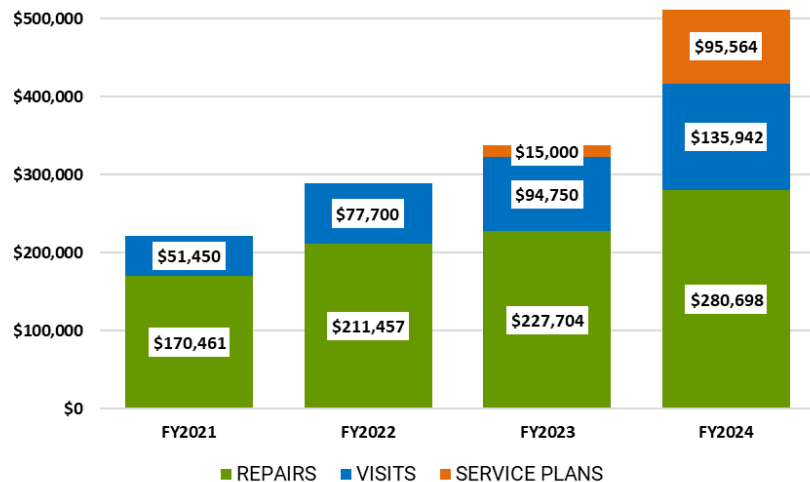
Nasdaq	SOTK
Stock Price	\$4.11
52 Week Range	\$3.62-\$6.12
Market Cap	66.00M
Average Daily Trading (3 Months)	7.26K
Common Shares Outstanding	15.75M
Insider Ownership	7%
Cash, Cash Equivalents & Marketable Securities (FY2024)	\$11.84M

## EARLY PHASE NEW REVENUE STREAMS GAINING MOMENTUM

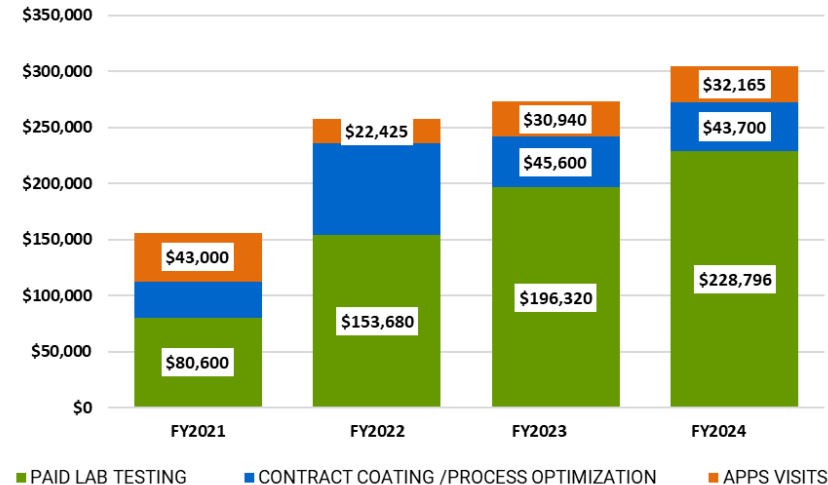
### Services Revenue Increasing

- Service-related contracts that support our large platform and highest ASP production lines are growing in importance.
- Our in-house development lab generates increasing revenue streams while accelerating orders.

SERVICE DEPARTMENT REVENUE



DEVELOPMENT LAB PAID SERVICES REVENUE



## AVERAGE SELLING PRICE (ASP) PROGRESSION

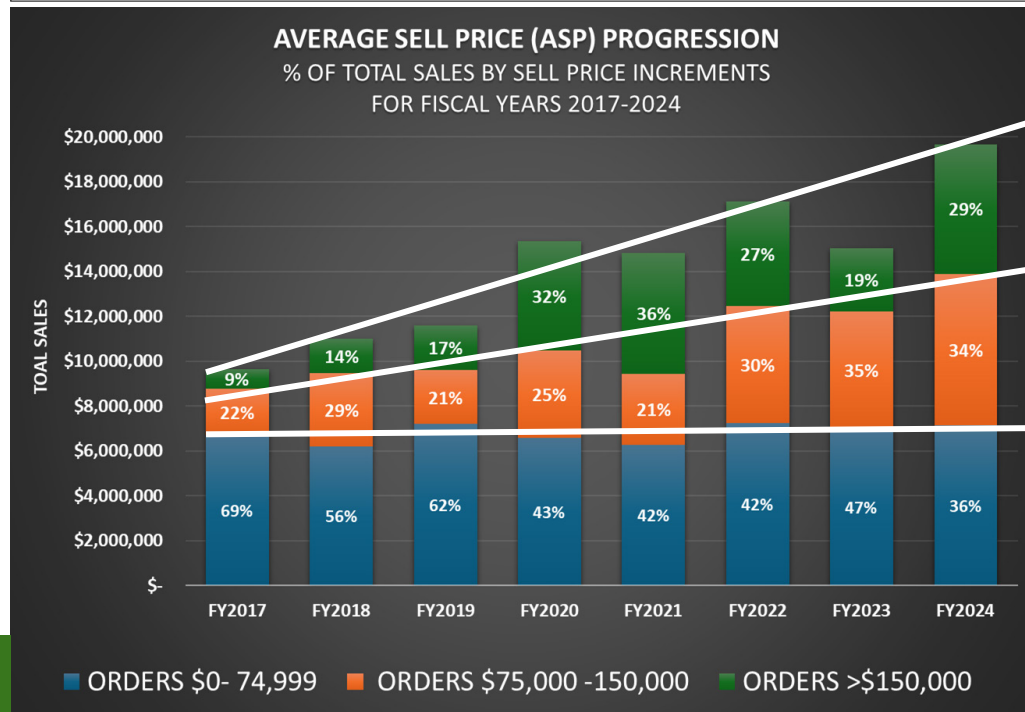
### *Increasing % of Sales with High ASPs*

From FY2017 to FY2024:

- \$5M increase in sales over \$150k value per machine.
- \$4.7M increase in sales \$75-150k value per machine.
- Trend toward higher ASP systems expected to continue in FY2025 and beyond.

***Focused on Expanding high ASP Segment***

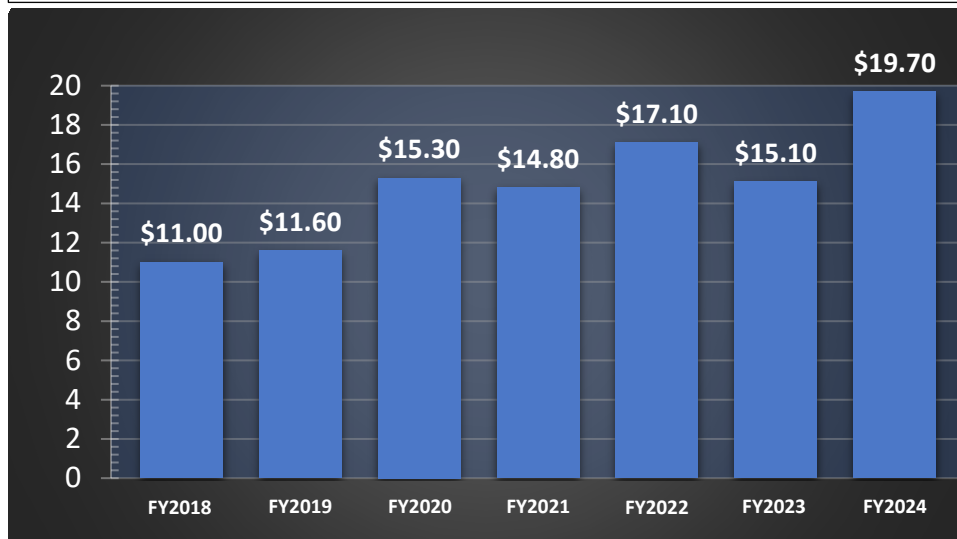
### STRATEGIC FOCUS TOWARD HIGHER ASPs IS SHOWING SUCCESS



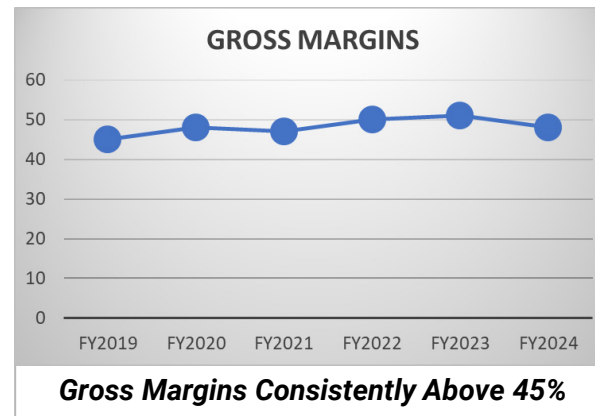


## RECORD SALES IN FY2024

### REVENUE (IN MILLIONS)



### Consistent Profitable Growth



- \$11.84M Cash & Cash Equivalents
- Zero debt since FY2021
- Consistent positive cash flow

## STRONG FY2025 OUTLOOK

- Project additional orders from key target markets.
- High activity levels in development labs.
- Backlog and revenue can be lumpy due to high ASP system shipments.
- Significant portion of customer base have long-term contracts with their customers, supporting Sono-Tek's future growth.
- Well positioned for continued growth in FY2025 and the years beyond.

### BACKLOG (IN MILLIONS)



***Advancing  
Generational  
Technology  
Developments***

***Ramping Up  
Clean Energy  
Production***

***Consistently  
Profitable with  
Growing Revenue***

***Record Sales &  
Backlog  
in FY2024***

***Poised for Success - Our business is taking off along with that of our customers***

- *We are attached at the hip with our customers' success as they transition from R&D to production scales systems.*
- *We have the leading market position in our industry.*
- *Significant wins contribute to strong revenue tailwinds and drive growth.*
- *Our growth is accelerated by successfully shifting to larger production systems that drive the need for multiple machines.*
- *Our strategic growth initiatives should position us for higher revenue and increased profits in the coming years.*

SUMMARY

Making an impact on our world

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