

ANNUAL SHAREHOLDER MEETING | *August 22, 2024*



## 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.*

## WELCOME SHAREHOLDERS

*Committed,  
Exceptional Board*

BOARD MEMBERS	ROLE	DIRECTOR SINCE
Dr. Chris Coccio	Executive 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
Dr. Adeniyi Lawal	Independent Director	2024

\*Chair of Compensation Committee    \*\*Chair of Audit Committee

\*\*\*Chair of Nominating Committee

THANK YOU

*In Honor of 21 Years of Loyal and  
Dedicated Service*

*Retiring Board Member  
Dr. Donald Mowbray*

## WHO ARE WE?



## EXECUTIVE & SENIOR MANAGEMENT

*Dynamic, committed team located in the Mid-Hudson Valley with worldwide distribution and development laboratories*



**Dr. Chris Coccio**  
EXECUTIVE  
CHAIRMAN



**Steve Harshbarger**  
CEO & PRESIDENT



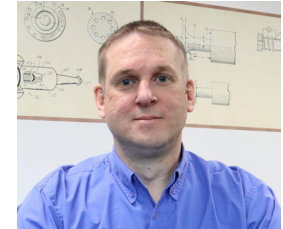
**Stephen Bagley**  
CFO



**Maria Kuha**  
VP, MANUFACTURING  
OPERATIONS



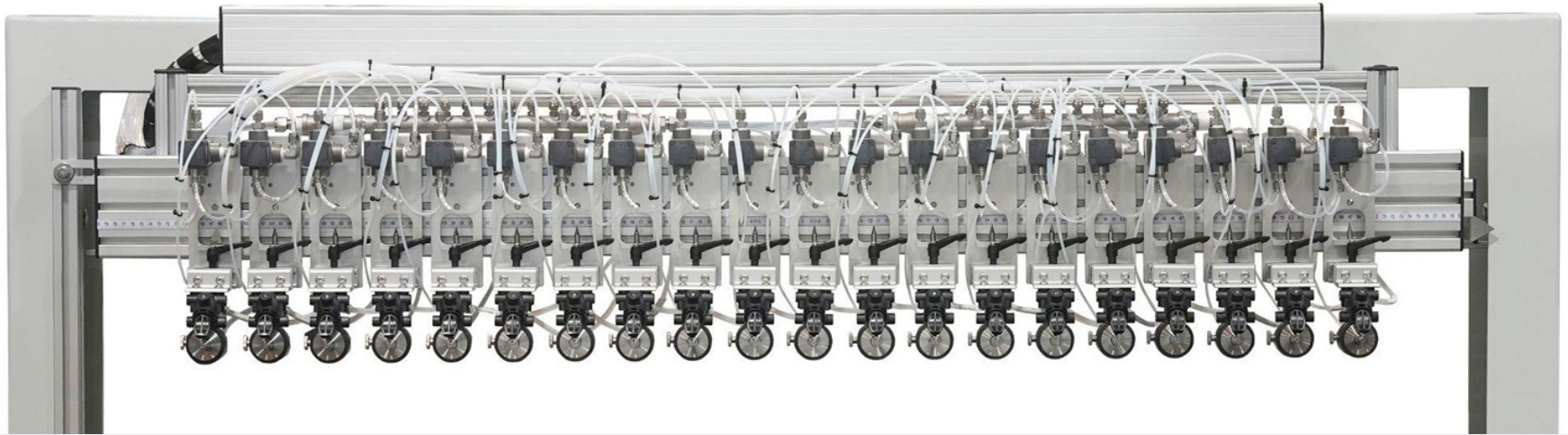
**Chris Cichetti**  
VP, SALES &  
APPLICATION  
ENGINEERING



**Randy Copeman**  
CHIEF  
TECHNOLOGIST

# OFFICIAL BUSINESS MEETING

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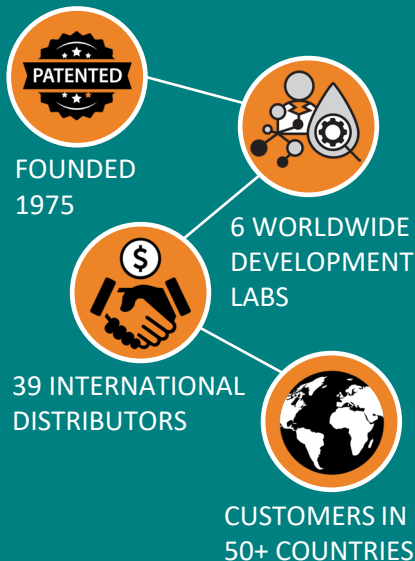
## R&D Through High Volume Coating Machines



### Sono-Tek Corporation

is the leading developer and manufacturer of ultrasonic spray coating systems for applying functional thin film coatings for:

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



### MARKET DATA 5.28.2024

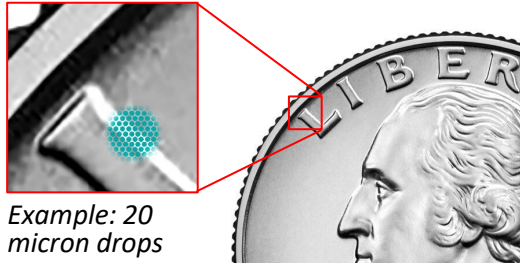
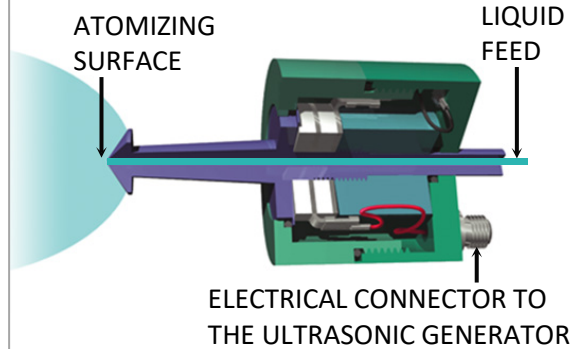
Nasdaq	SOTK
Price	\$4.92
52 Week Range	\$4.39-\$6.12
Market Cap	77.47M
Average Daily Trading (3 Months)	12.5K
Common Shares Outstanding	15.75M
Insider Ownership	7%
Cash, Cash Equivalents & Marketable Securities	\$11.84M

## 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.*

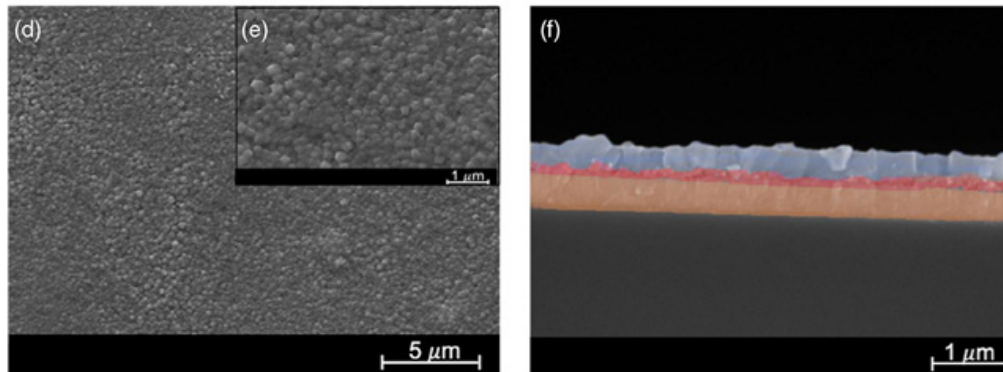
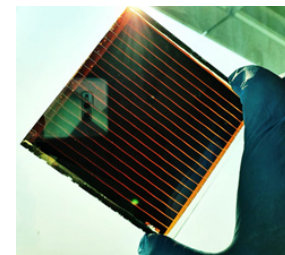




***More cost-effective and simpler than alternative coating methods:***

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

*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*

# Global Trends Demanding Thin Film Coating Solutions

## TARGETING DISRUPTIVE MARKETS

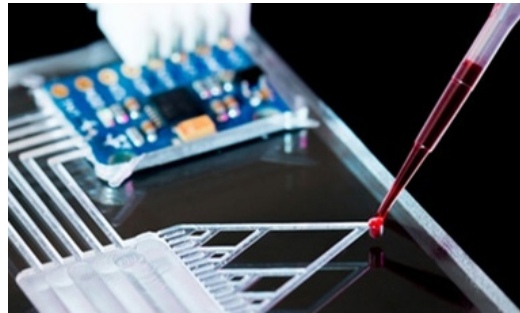
### Microelectronics/Electronics

- Chip shortages and high demand for handhelds



### Medical Devices

- Implantables, microfluidics, diagnostic applications

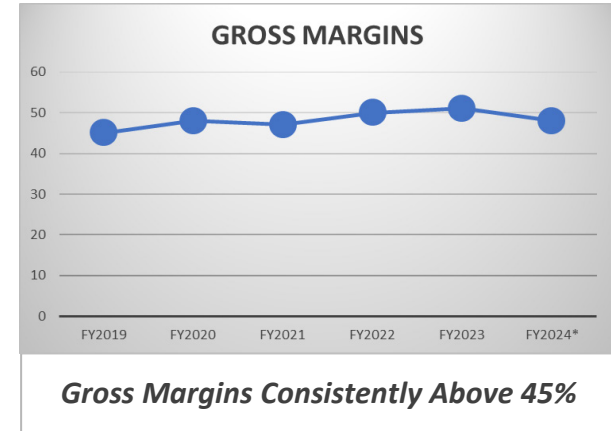
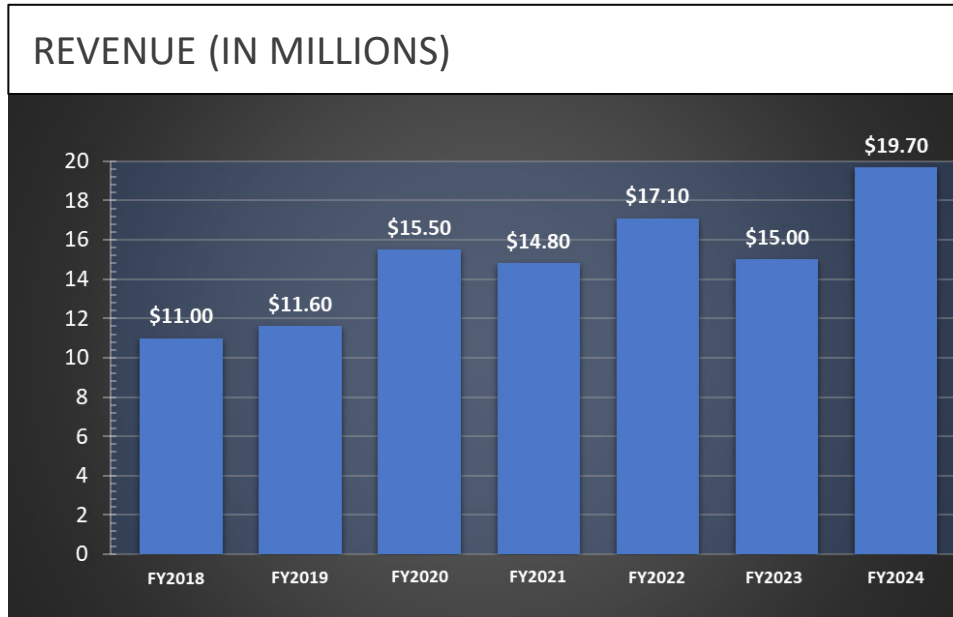


### Alternative Energy

- Climate change and energy security are key drivers



### RECORD SALES IN FY2024



- \$11.84M Cash & Cash Equivalents
- Zero debt since FY2021
- Consistent positive cash flow
- \$1.4M Net Income
- 7.4% ROS

## What You Should Take Away About SOTK Today

+

\$19.7M SALES

**31% GROWTH IN FY2024**

- We have a demonstrated and forecast growth path for the coming Fiscal Years
- We have a strong balance sheet with zero debt
- We have a **disruptive** thin film coating technology
- Important high tech applications rely on our coating systems
- **Clean Energy, Medical Devices, Semiconductor, and Glass** coatings are key applications
- We grew 31% in FY2024, and project continued growth for FY2025



*Patented  
AccuMist  
Ultrasonic  
Nozzle*



Steve Harshbarger, CEO & President

*Close Up View of WideTrack Wide Area Coating System*

# A BROAD RANGE OF APPLICATIONS

**Strategy:** Grow our business by targeting key disruptive coating applications in growth oriented sectors.

CLEAN ENERGY  
SEMICONDUCTORS  
NANOMATERIALS  
TEXTILES  
FOOD  
INDUSTRIAL  
AUTOMOTIVE  
AEROSPACE  
GLASS  
MEDICAL DEVICES  
ELECTRONICS  
DISPLAYS





# PATHWAYS TO ACCELERATED GROWTH

## *High Growth Business Model*

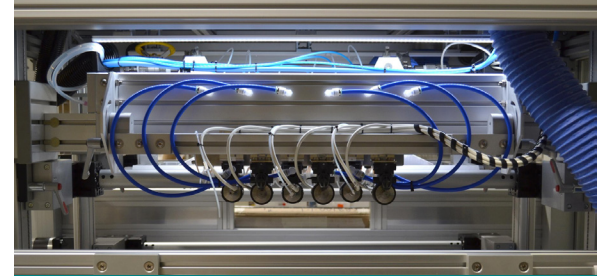
- State-of-the-art custom engineered solutions.
- Advanced technical capabilities to solve customer coating challenges.
- Established network of industry equipment partners for large system integration projects.
- Expansion of product portfolio with application specific machinery.
- New customers and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

1

## FULL SYSTEMS SOLUTIONS

## RESULTS

- *Recognized as an **Innovative Technology Company** with **Powerful Proprietary Knowledge***
- *Increased **Customer Value** with rapidly expanding **Average Selling Prices (ASPs)***



# PATHWAYS TO ACCELERATED GROWTH

## *Focus on Customers' Unique Needs*

- 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.

2

## APPLICATION ENGINEERING EXPERTISE

MILTON, NY US DEVELOPMENT LAB



# PATHWAYS TO ACCELERATED GROWTH

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

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

3

## SCALABLE MANUFACTURING EQUIPMENT

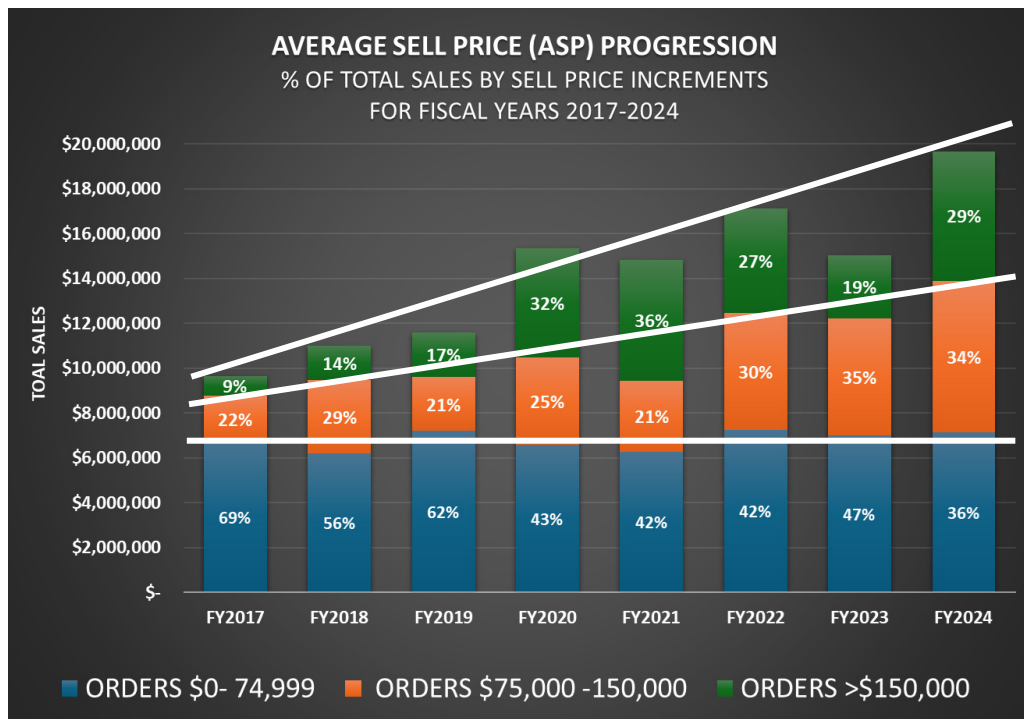


# AVERAGE SELLING PRICE (ASP) PROGRESSION

## *Increasing % of Sales with High ASPs*

From FY2017 to FY2024:

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



### SONO-TEK MARKETS

#### 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*

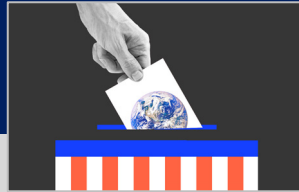
*Large customer base using our systems for R&D, transitioning to production volumes.*

## LEGISLATIVE ACTION FUELING CORPORATE SPENDING



### ***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.



## 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 and Reuse**



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



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

***Fossil fuel reduction technologies are accelerating ultrasonic spray acceptance as an industry standard manufacturing process.***

# STRONG FY2025 OUTLOOK

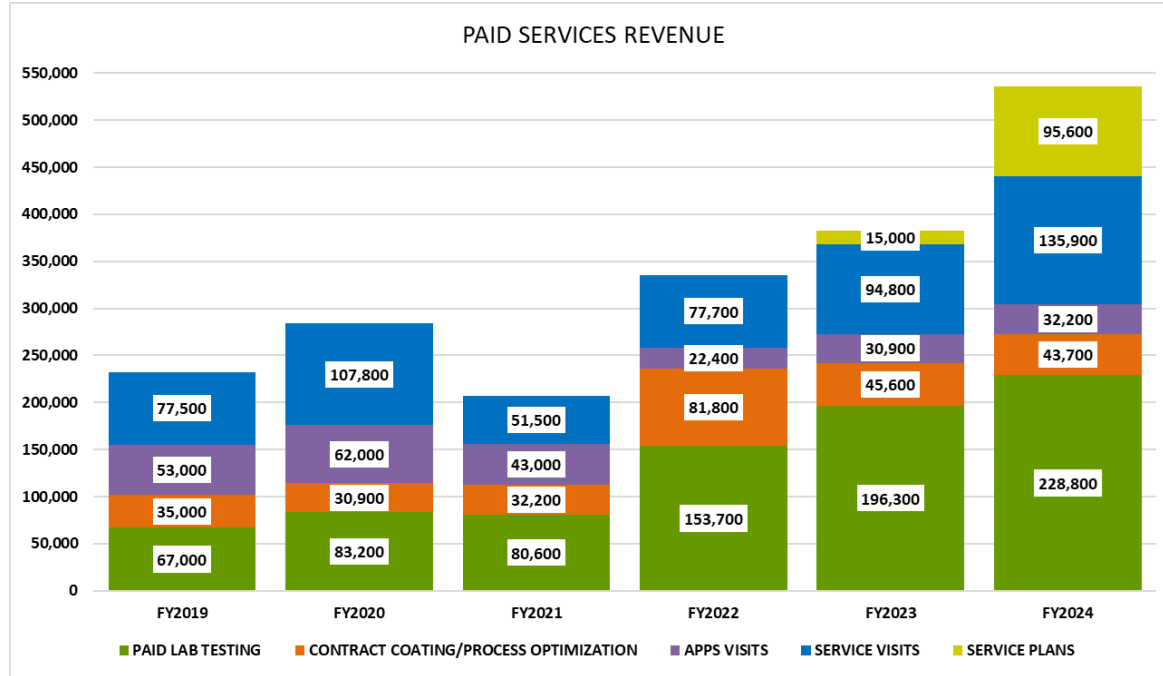
## Record Backlog

- Project additional orders from key target markets.
- High activity levels in development labs.
- Backlog and revenue will 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)



## PAID SERVICES STARTING TO BECOME SIGNIFICANT IN REVENUE STREAM



TOTALS	
FY2019	\$232,500
FY2020	\$283,900
FY2021	\$207,300
FY2022	\$335,600
FY2023	\$382,600
FY2024	\$536,200

*Advancing  
Generational  
Technology  
Developments*

*Ramping Up  
Clean Energy  
Production*

*Consistently  
Profitable with  
Growing Revenue*

*Record Sales &  
Backlog  
in FY2024*

***Growth Strategies are Paying Off***

- Expanding addressable market
- Large platform high \$\$\$ ASP systems
- High value Application Engineering expertise
- Expansion and growth of full system solutions
- Accelerating backlog
- Well positioned for future growth

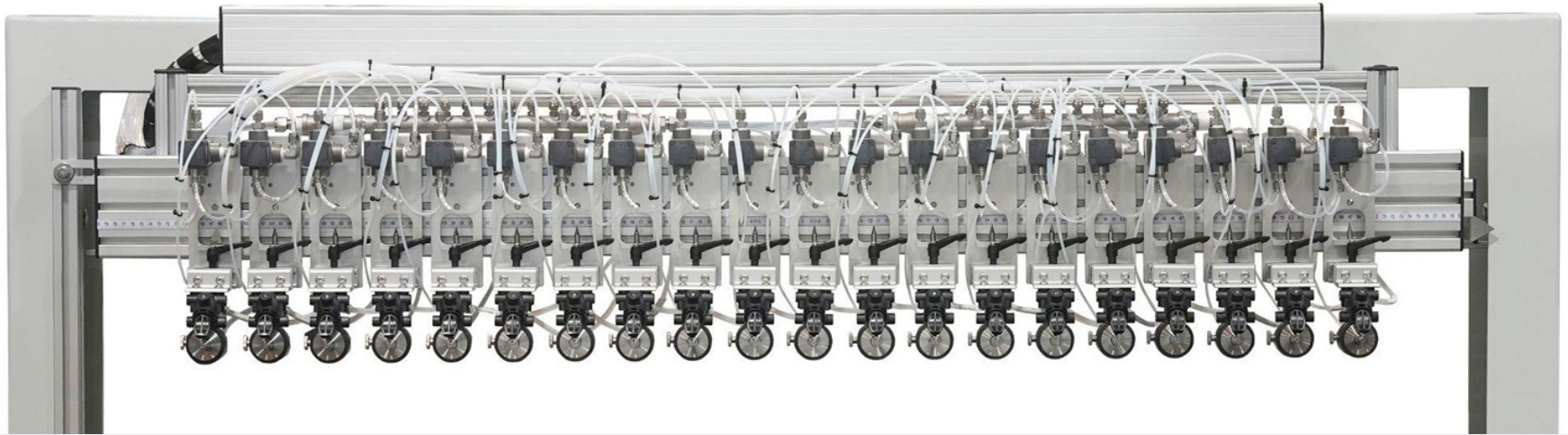
FINAL COMMENTS

QUESTIONS?



# OFFICIAL BUSINESS MEETING

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# THANK YOU

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**SONO•TEK Corporation**

Making an impact on our world



