

SONO•TEK Corporation

Advanced Coating Platforms for Scalable Manufacturing

ANNUAL SHAREHOLDER MEETING

August 21, 2025



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
Kirk Warshaw	Independent Director	2025
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

*21 years of service - Audit Committee Chairman
Retired Partner-Anchin Block and Anchin with 40 years experience in auditing
CPA
London School of Economics-MS*

*Retiring Board Member
Phil Strasburg*

WELCOME

*40 years experience in financial and business management
Executive Chairman of Bogue Machining
Chief Executive of UAV Turbines
Financial background in public accounting
CPA*

New Board Member
Kirk Warshaw

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



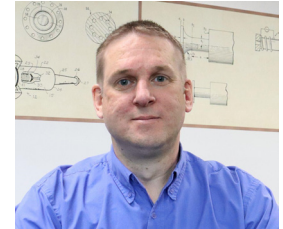
Stephen Bagley
CFO



Maria Kuha
VP, MANUFACTURING
OPERATIONS



Chris Cichetti
COO



Randy Copeman
CHIEF
TECHNOLOGIST

OFFICIAL BUSINESS MEETING



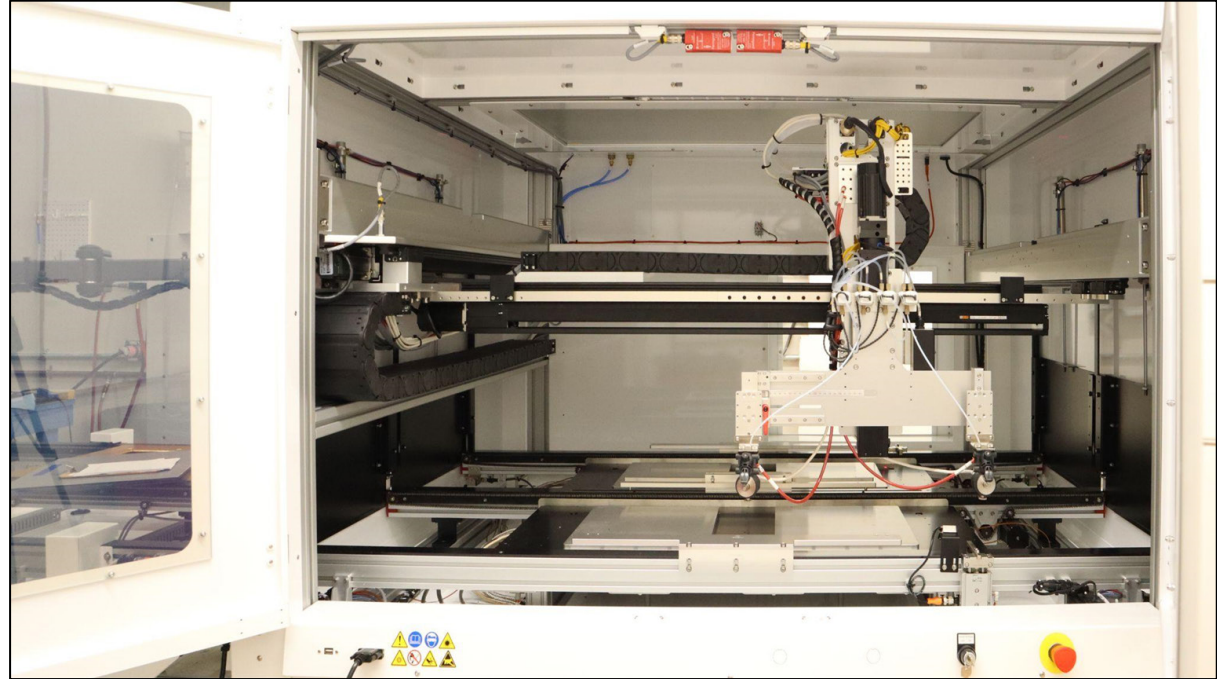
A large, stylized number '50' in a light gray, serif font is centered in the background. The background is black with a large, flowing teal wave shape that starts from the left and curves towards the right. The left side of the wave has a halftone dot pattern. Overlaid on the '50' and the wave is the text 'CELEBRATING SONO•TEK YEARS OF INNOVATION'.

CELEBRATING **SONO•TEK** YEARS OF INNOVATION

2025 MILESTONE



1975

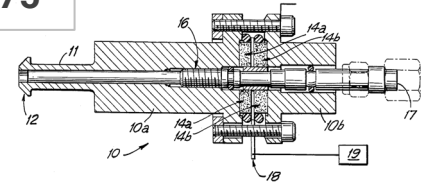


2025

A BRIEF LOOK BACK

- HARVEY BERGER INVENTOR OF ULTRASONIC SPRAY COATING
 - No Markets, Customers—Just A Nozzle Patent
- FIRST 25 YEARS FOCUSED ON CORE NOZZLE DEVELOPMENT
 - 1999 Sales \$3M, with \$800k Loss, Debt
- THE NEXT 25 YEARS FOCUSED ON MARKET EXPLORATION & APPLICATION GROWTH
 - Worldwide Sales, International Distributors, Multiple Testing Labs

1975



2025



WHAT KIND OF COMPANY ARE WE TODAY?

- Diverse Global Markets
- Fortune 500 Customers Who Need Precision Thin Film Coating Systems
- Technology Development Is In Our DNA
- \$20m+ Annual Sales, With \$1.3M Net Income, Cash

HOW DID IT HAPPEN?

- Focus On Product and Market Development
- Manage Expense and Cash

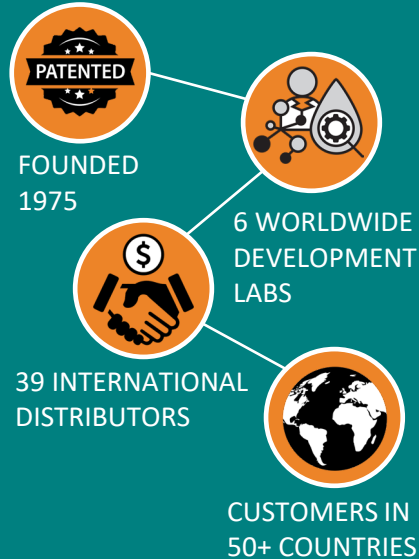
R&D Through High Volume Coating Machines



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 5.30.2025

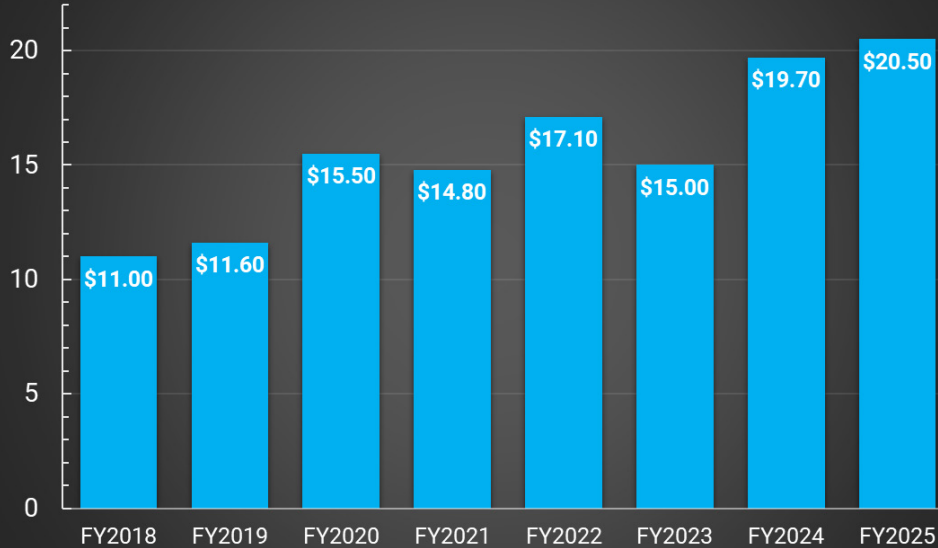
Nasdaq	SOTK
Price	\$3.32
52 Week Range	\$3.32-\$6.05
Market Cap	52.22M
Average Daily Trading (3 Months)	7.82K
Common Shares Outstanding	15.73M
Insider Ownership	7%
Cash, Cash Equivalents & Marketable Securities	\$10.85M

RECORD SALES IN FY 2025

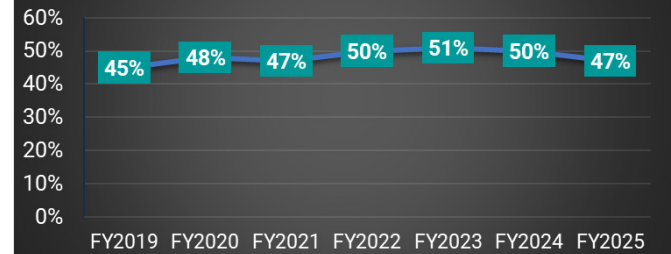
CONSISTENT PROFITABLE GROWTH

\$11.84M Cash & Cash Equivalents & Zero debt since FY 2021

REVENUE (IN MILLIONS)



Gross Margins Consistently Above 45%



Net Income (in Millions)



Steve Harshbarger
CEO & President



COMPLETE SOLUTIONS EQUIPMENT + EXPERTISE

- **Custom Engineered Solutions** - State-of-the-art designs tailored to customer needs.
- **Advanced Technical Capabilities** - Solving complex coating challenges with innovative technologies.
- **Strategic Industry Partnerships** - Established network for large system integration projects.
- **Product Portfolio Expansion** - Focused growth through application-specific machinery.
- **Market & Customer Diversification** - Entry into high-tech markets with large platform system opportunities.

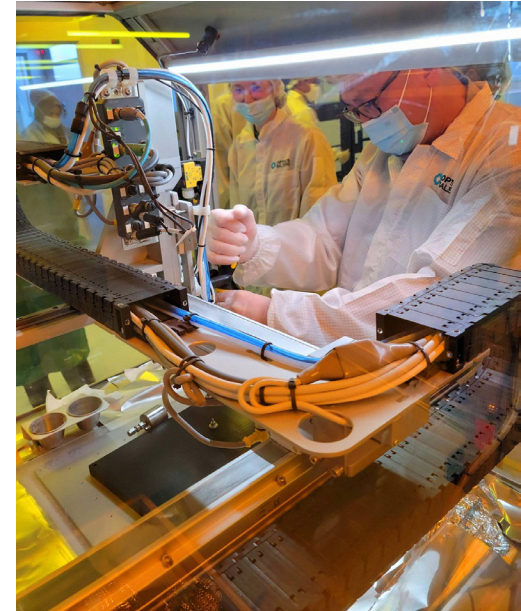


Acknowledged as an industry leader in innovative technology with proprietary expertise.

Aggressive Growth Strategies

EXTENSIVE EXPERTISE APPLICATION ENGINEERING

- **Customized Machine Solutions** - Complex, tailored systems create a distinct competitive edge.
- **Hands-On Customer Engagement** - On-site lab testing, visits, and ongoing support to ensure success and drive repeat business.
- **Strategic Industry Collaborations** - Partnering with leading chemical companies to deliver integrated solutions.
- **Global Technical Support** - 6 worldwide labs dedicated to advancing customer process development.



Customer-centric approach drives sales and creates lasting relationships.

Customer-Focused Solutions

SCALABLE EQUIPMENT ALL LEVELS OF MANUFACTURING

- **R&D to Production Transition** - Customers scale up after successful process development on R&D machines.
- **High-Value System Solutions** - Full systems with advanced handling and integrated pre/post-coating modules command significantly higher ASPs.
- **Revenue Upside** - Full production systems exceed \$1M+ per order, driving substantial growth.



Increasing Average Selling Prices (ASPs) driven by high-performance, custom solutions.

High-Value Systems

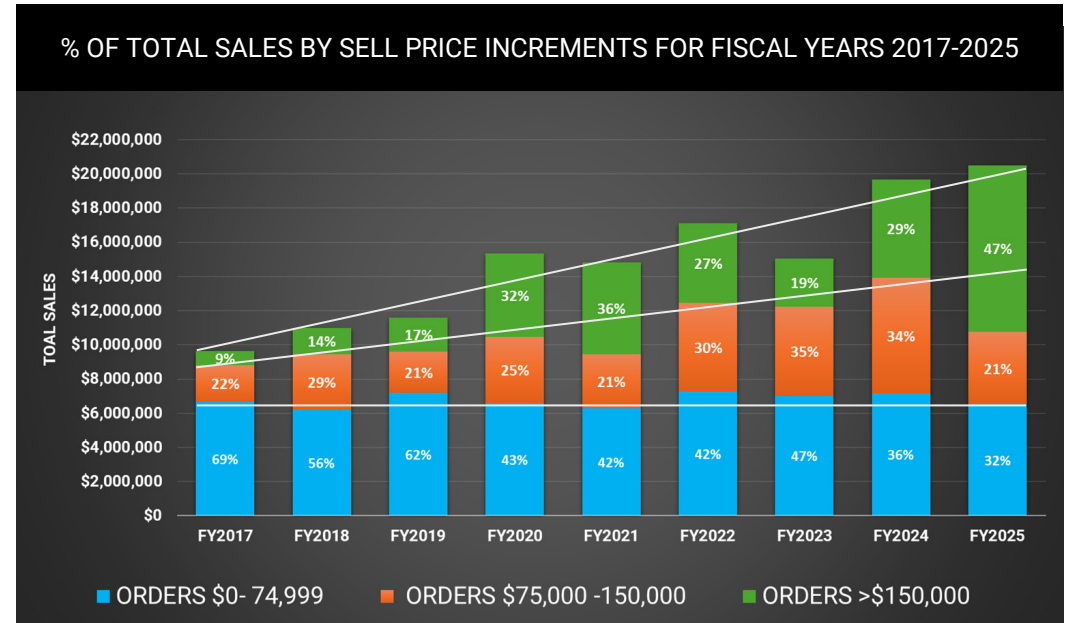
AVERAGE SELLING PRICE (ASP) PROGRESSION

Increasing % of Sales with High ASPs

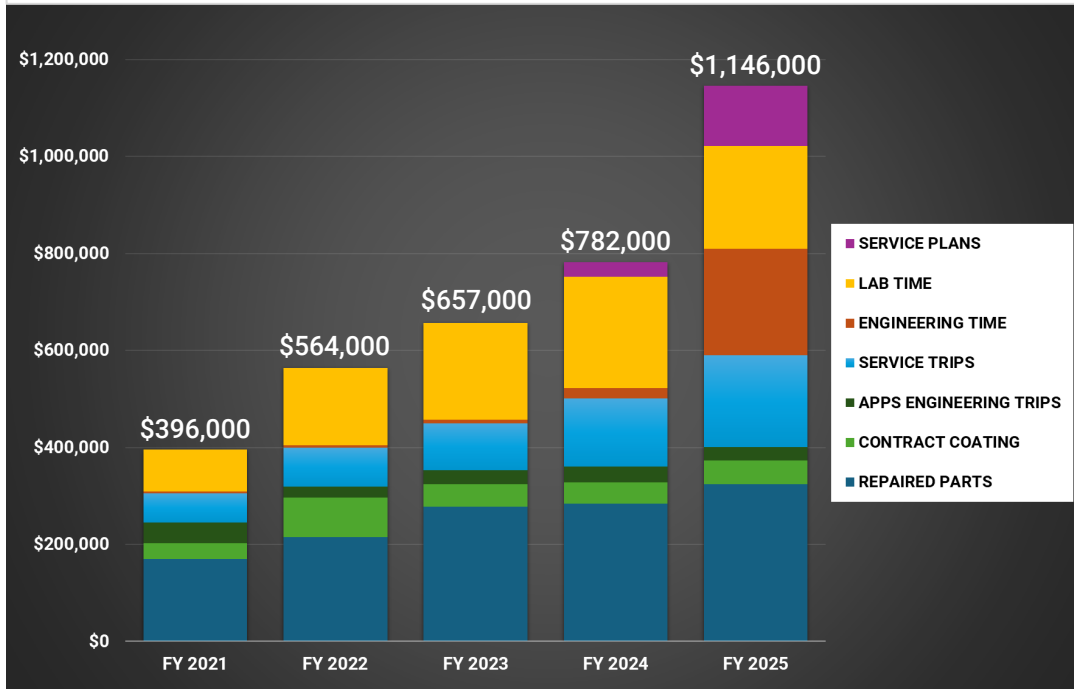
From FY 2017 to FY 2025:

- 750%, \$8.6M increase in sales over \$150k value.
- Trend toward higher ASP systems expected to continue in FY 2026 and beyond.

Growth Resulting from Strategic Focus Toward higher ASPs



INCREASING NEW REVENUE STREAMS



Paid services are becoming a larger source of revenue

From FY 2021 to FY 2025:

- 3X growth in overall service revenue
- Custom engineering services rapidly expanding
- Extended Service Plan offerings began in FY 2024



FY 2026 OUTLOOK

- **Q1 FY 2026 Highlights** - Net sales up 2%, gross margin expanded to 51.9%, and operating income increased by \$245K year-over-year.
- **Entering the Year with a Stable Backlog** - A solid starting position supported by committed customer orders.
- **Backlog and Revenue Will Be Lumpy** - Driven by the timing of high ASP system orders, which may vary quarter to quarter.
- **Government Policy Changes Will Impact the U.S. Clean Energy Sector** - Near-term headwinds expected in this traditional market segment.
 - *High-volume production expertise gained in clean energy sector directly applies to other industry sectors.*
- **Successful Shift to Other Disruptive Markets Underway** - Increased focus on medical devices, semiconductors, diagnostics, and precision glass.
- **Continued High Activity in Development Labs** - Ongoing customer engagement in advanced coating feasibility and process development.

ANNUAL BACKLOG (IN MILLIONS)

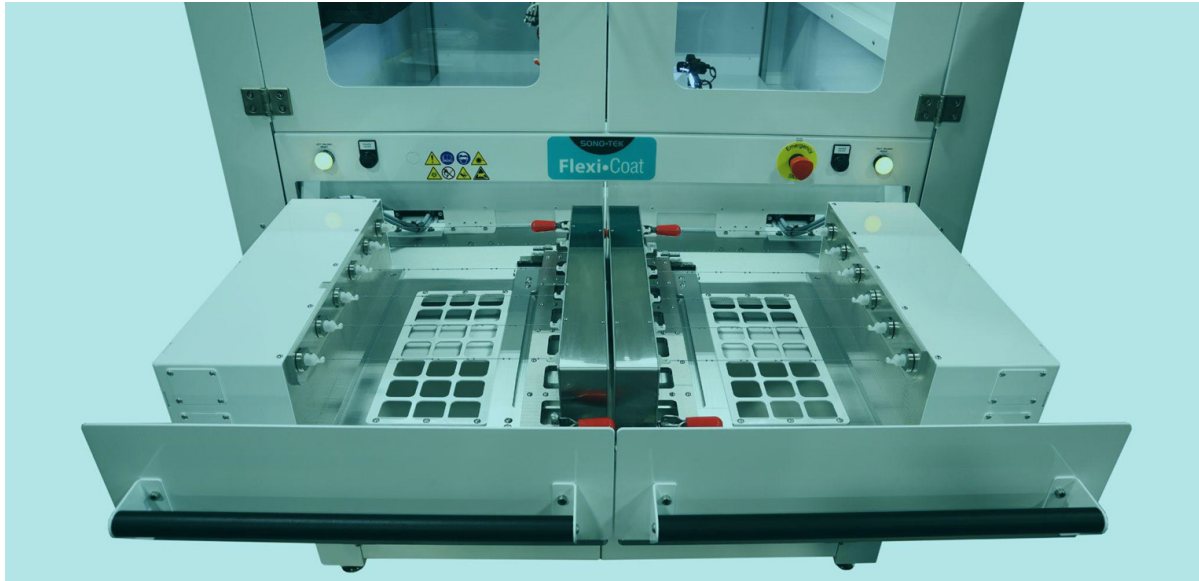


FINAL COMMENTS

- **Proven Growth & Profitability** – FY 2025 sales record sales of \$20.5M (4% growth) with a consistent track record of profitability, backed by a strong balance sheet and zero debt.
- **Industry-Leading Technology** – Disruptive ultrasonic thin film coating systems transforming precision manufacturing across medical, semiconductor, clean energy, and glass markets.
- **Trusted by Mission-Critical Sectors** – Leading market position with deep customer relationships from R&D through production scale.
- **Shift to Higher-Value Systems** – Growth accelerated by transition to larger, multi-machine production systems. We are committed to our customers' success as they transition to higher volume production.
- **Positioned for Long-Term Upside** – Strategic investments and initiatives expected to drive renewed growth and profit expansion beyond FY2026.



QUESTIONS?



OFFICIAL BUSINESS MEETING



THANK YOU

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Steve Harshbarger
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SONO•TEK Corporation

