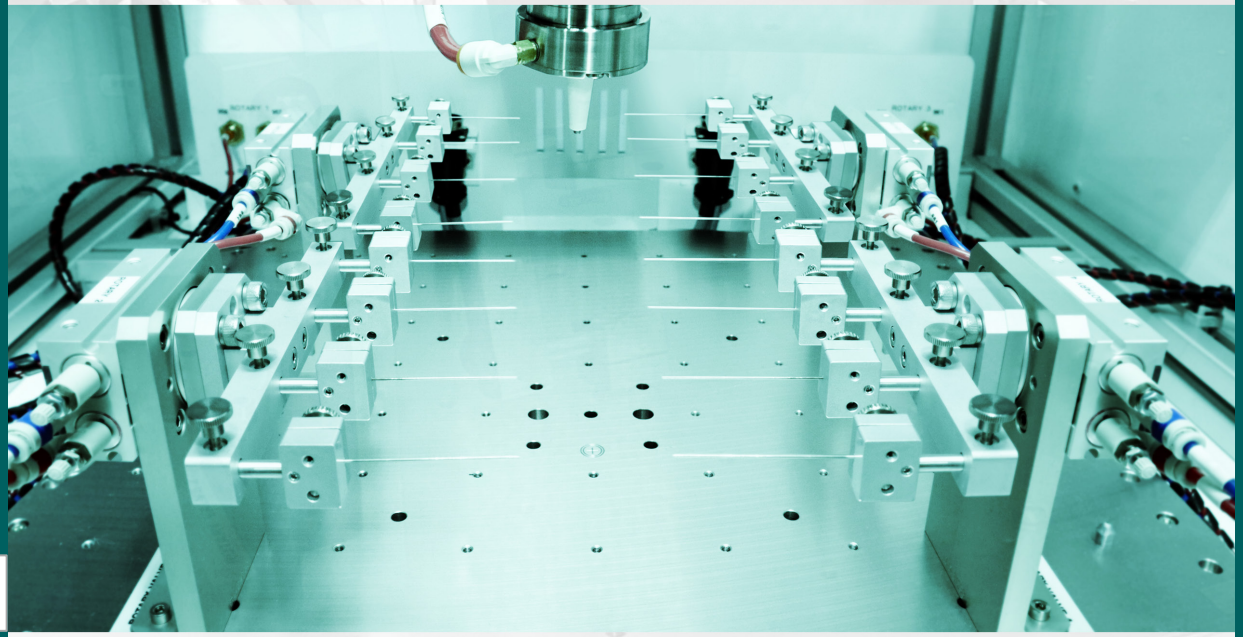
ULTRASONIC SPRAY TECHNOLOGY | SONO•TEK Corporation

Advanced Coating Platforms for Scalable Manufacturing



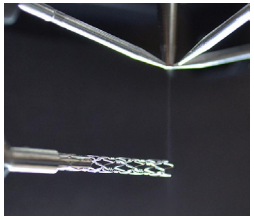
Nasdaq: SOTK | 2025

Updated June 2025

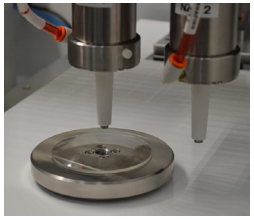
SAFE HARBOR STATEMENT

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.

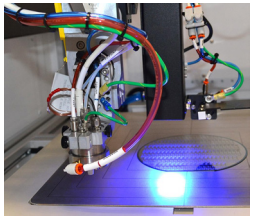
OVERVIEW



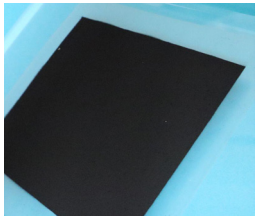
Cardiac Stent Coating



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.

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 ~42,000 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

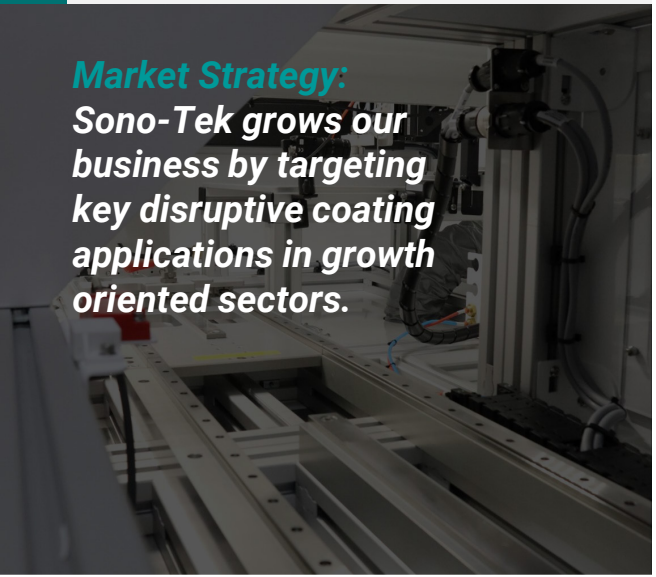
An extensive portfolio of R&D through high volume coating systems

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

ADDRESSABLE MARKETS

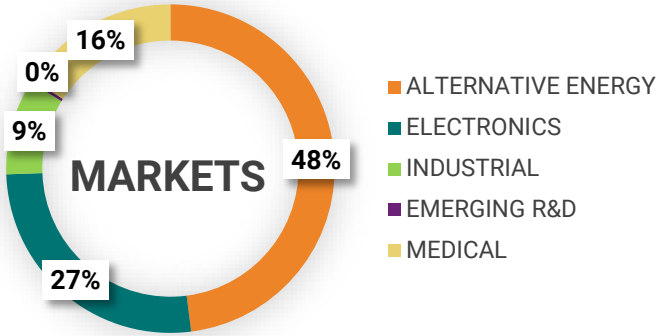


Market Strategy:
Sono-Tek grows our business by targeting key disruptive coating applications in growth oriented sectors.

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

FY 2025 SALES BY MARKET

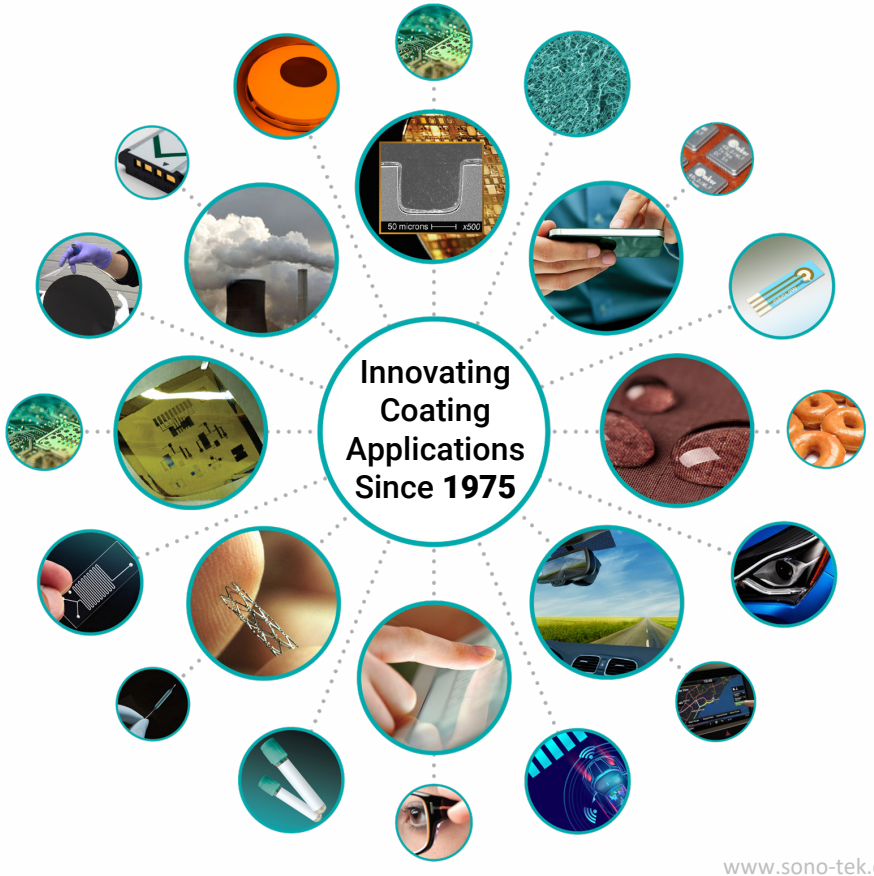


A BROAD RANGE OF APPLICATIONS

Sono-Tek's coating technology excels in spray applications that require very thin (nano to micron thickness), repeatable, uniform liquid film coatings, from very small areas to continuous wide widths. Coatings applied may be protective or functional.

A handful of liquid suspensions and solutions that are commonly sprayed include:

- **Various nanomaterials**
- **Antimicrobials and drugs**
- **Protective polymers**
- **Precious metal catalysts**
- **Semiconductor photoresist**
- **Electronics soldering flux**



TARGETING KEY DISRUPTIVE MARKETS

Global Trends Driving Demand for Thin Film Coating Solutions

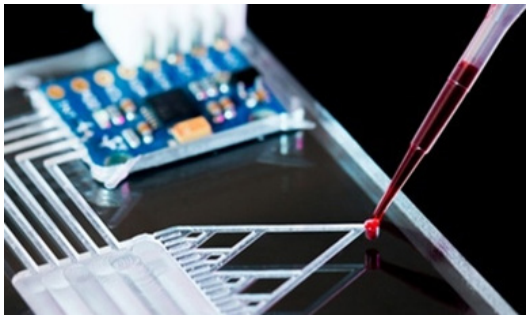
By entering disruptive markets in their infancy Sono-Tek gains a foothold in establishing ultrasonic coating as an industry standard. These emerging technologies are an important part of our growth strategy, with large upside potential.

Microelectronics/Electronics

- Demand for increasingly smaller footprint handhelds

Medical Devices

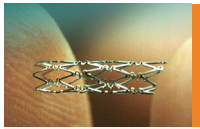
- Implantables, microfluidics, diagnostic testing applications



Alternative Energy

- Climate change and energy security are key drivers

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)

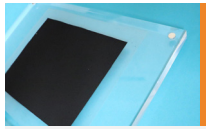
- **Medical Devices**

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

- **Next Gen Solar**

Functional nanocoatings for high volume solar manufacturing

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

LABORATORY EMERGING APPLICATIONS

FULL SYSTEM SOLUTIONS

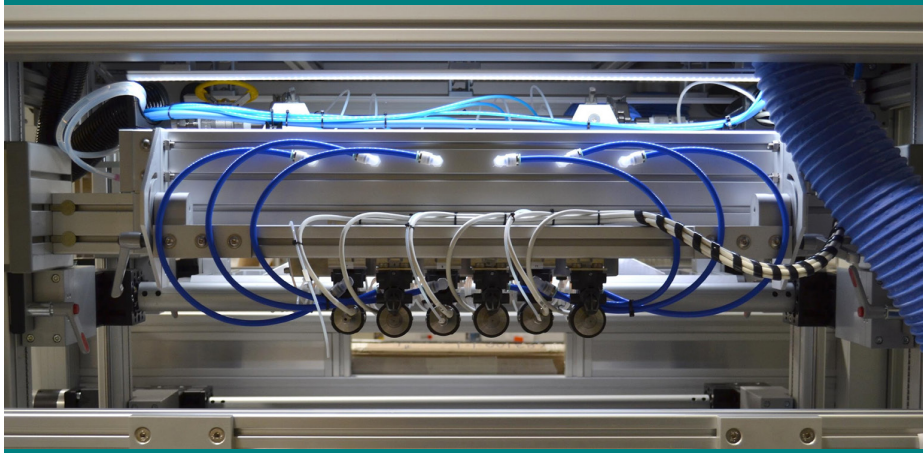
Increased Customer Value with Rapidly Expanding Average Selling Prices (ASPs)

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 with industry leading companies.

- 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+.

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

LABORATORY EMERGING APPLICATIONS

In house laboratory testing for new applications and emerging markets, proof of concept solutions. Examples include:

- Micro LEDS for auto screens, smart watches, high tech glasses, augmented and virtual reality
- Advanced/stronger Lithium battery protective and insulating coatings
- Aircraft parts/small components
- Safer and environmentally friendly food container barrier coatings for fiber molded plastic replacements
- Cardiac care coatings beyond stents to catheters and heart valves
- Knee replacement implant coatings
- Dental and mammography sensor coatings for improved visualization of details
- Surgical blade and razor blade coatings

ABILITY TO NAVIGATE CHANGES IN CURRENT MARKET APPLICATIONS

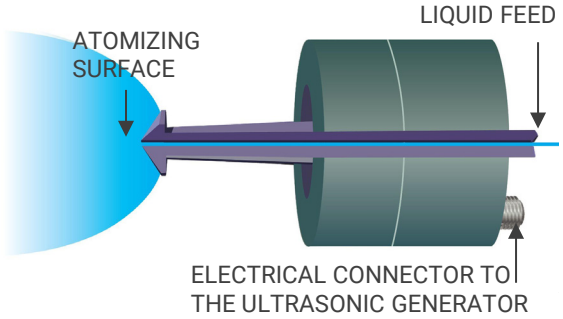
CORE ULTRASONIC NOZZLE TECHNOLOGY IS AT THE HEART OF EVERY MACHINE

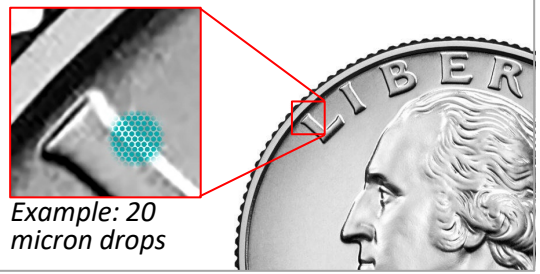
Ultrasonic nozzle systems use high frequency ultrasonic vibrations to atomize liquids into uniform micron-sized drops for coating a wide variety of surfaces.

- ***Firmware/software***
- ***Electronics***
- ***Precision hardware***

UNIQUE PROPRIETARY TECHNOLOGY

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

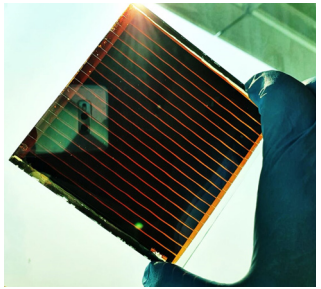




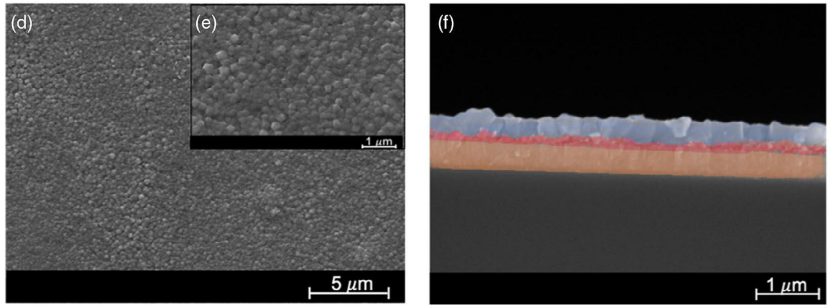
Example: 20 micron drops

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, Spray-Coated Lead-Free Cs2AgBiBr6 Double Perovskite Solar Cells with High Open-Circuit Voltage

More cost-effective and simpler than alternative coating methods:

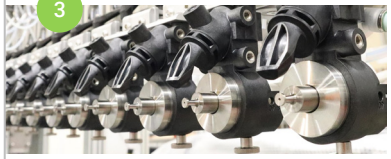
- Dramatic reductions in overspray with reduced emissions
- Large cost savings
- Improved process repeatability
- High precision thin films
- Increased uniformity of coatings

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.

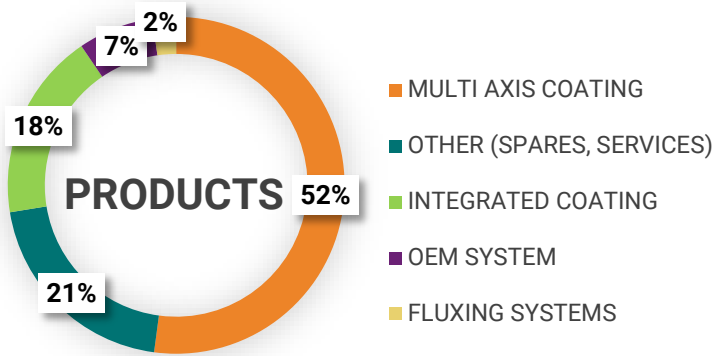
PRODUCT TYPES

One example of each product type shown



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

FY 2025 SALES BY PRODUCT TYPE



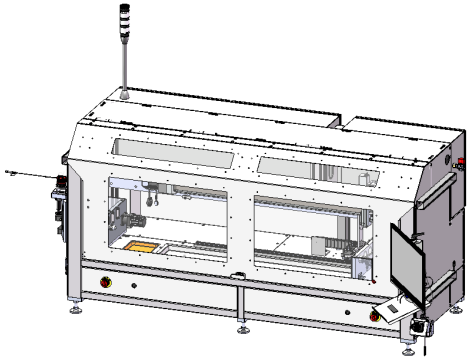
R&D THROUGH HIGH VOLUME PRODUCTION LINES

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.



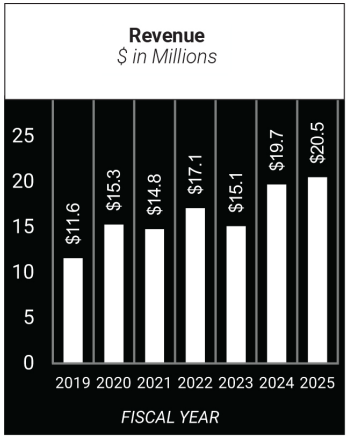
INITIAL PHASES OF NEW PRODUCT DEVELOPMENT

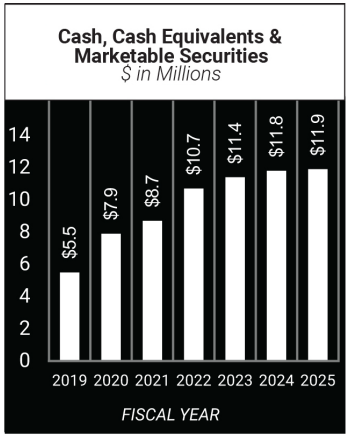
1	2	3
Sales team gauges customer needs and budget	**Application engineering team determines application feasibility and guides customer through coating development process**	**Engineering team develops systems driven by order expectation**

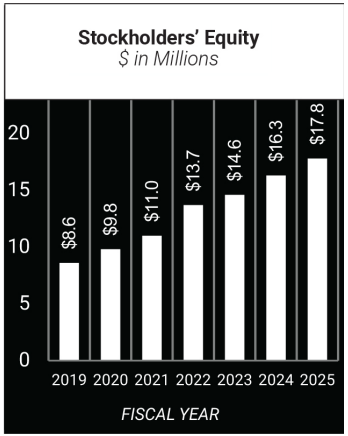
FINANCIAL HIGHLIGHTS FY 2025

$20.5M SALES
4% GROWTH IN FY 2025

We reported record breaking revenue in FY 2025





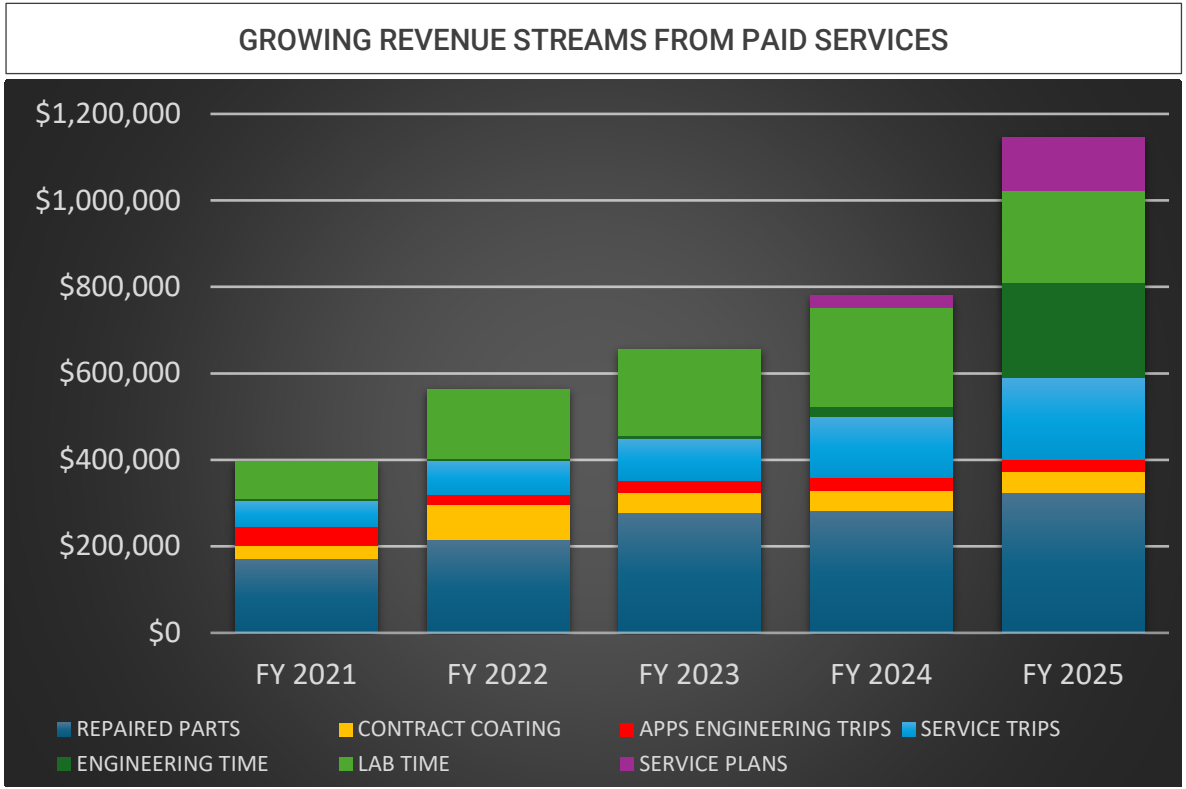


MARKET DATA 2.28.2025	
Nasdaq	SOTK
Stock Price	$3.32
52 Week Range	$3.32-$6.05
Market Cap	52.22M
Average Daily Trading (3 Months)	7.82K
Common Shares Outstanding	15.73M
Insider Ownership	7%
Cash, Cash Equivalents & Marketable Securities	$10.85M

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.



AVERAGE SELLING PRICE (ASP) PROGRESSION

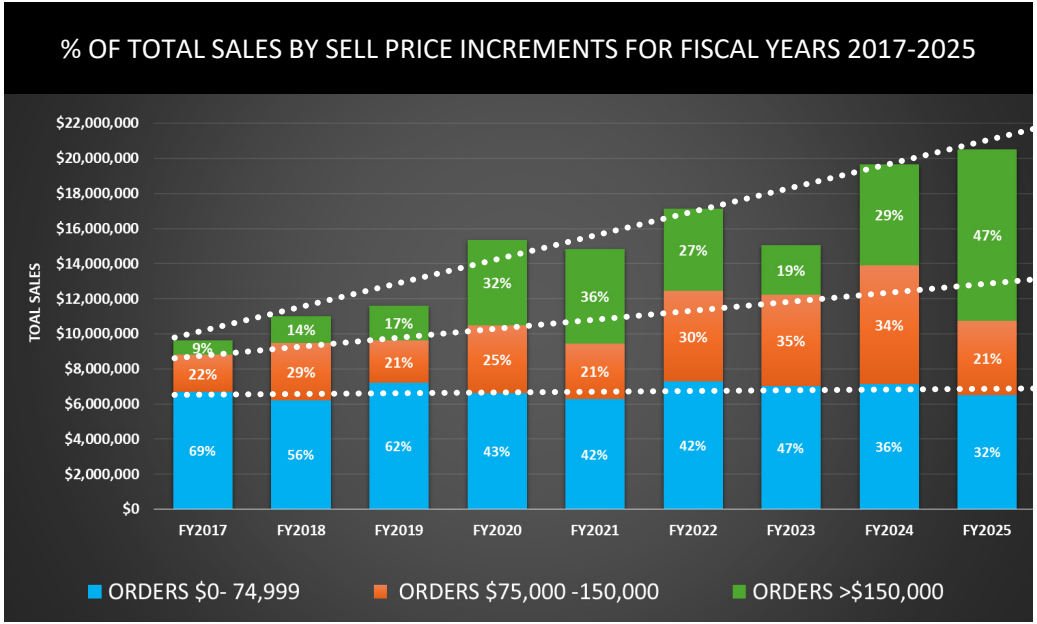
Increasing % of Sales with High ASPs

From FY 2017 to FY 2025:

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

Focused on Expanding high ASP Segment

STRATEGIC FOCUS TOWARD HIGHER ASPS IS SHOWING SUCCESS

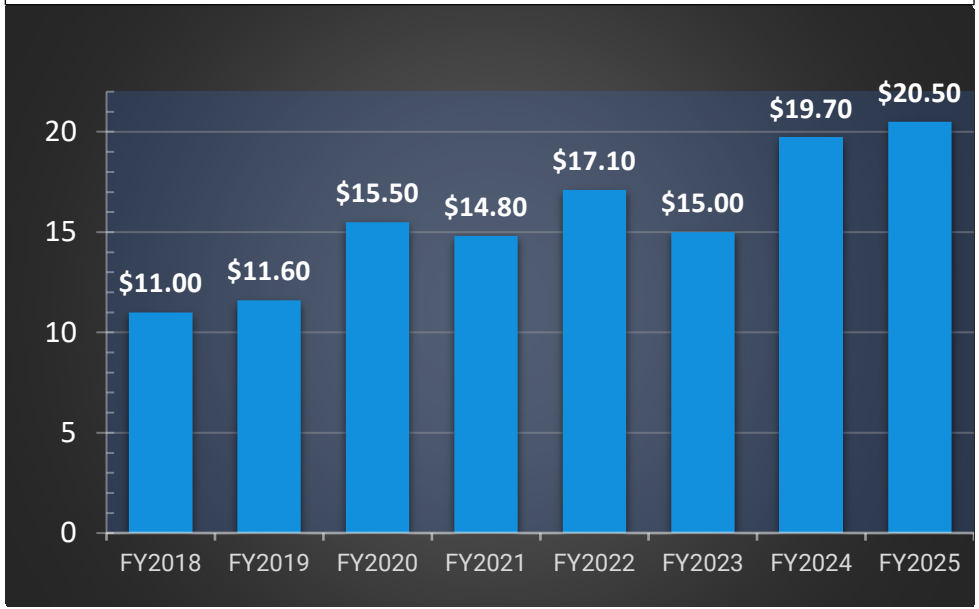


RECORD SALES IN FY 2025

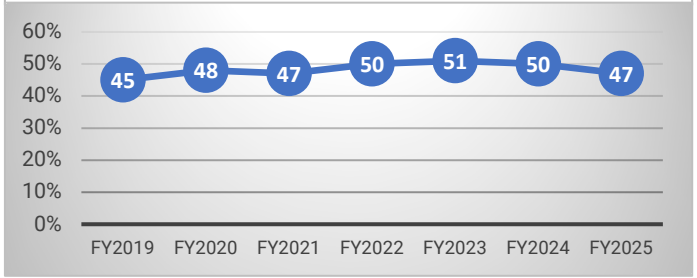
CONSISTENT PROFITABLE GROWTH

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

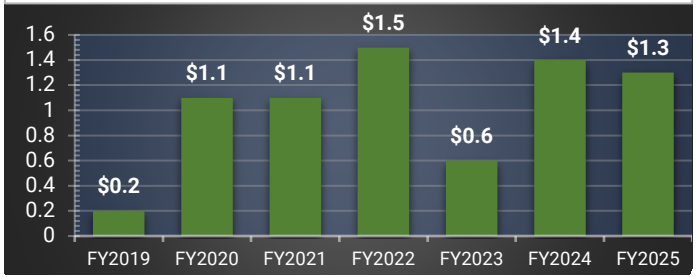
REVENUE (IN MILLIONS)



Gross Margins Consistently Above 45%



Net Income (in Millions)



STRONG FY 2025 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 the coming years.

ANNUAL BACKLOG (IN MILLIONS)

ULTRASONIC SPRAY MARKET SHARE

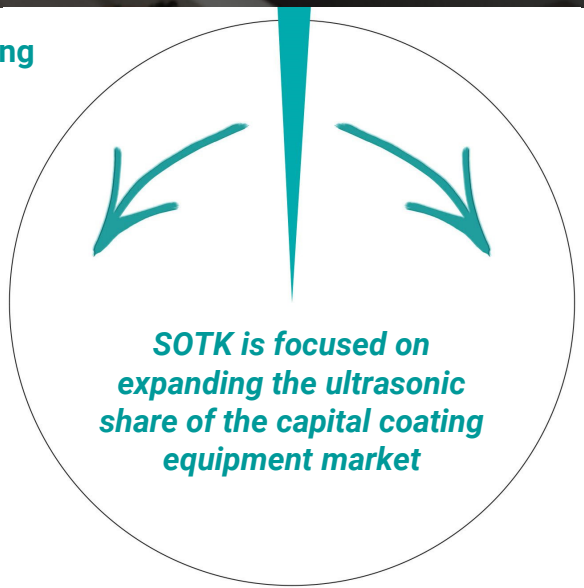
GENERAL COATING EQUIPMENT MARKET
~$60B/yr Hundreds of Competitors

The general capital equipment coatings market has enormous growth potential at $60B 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



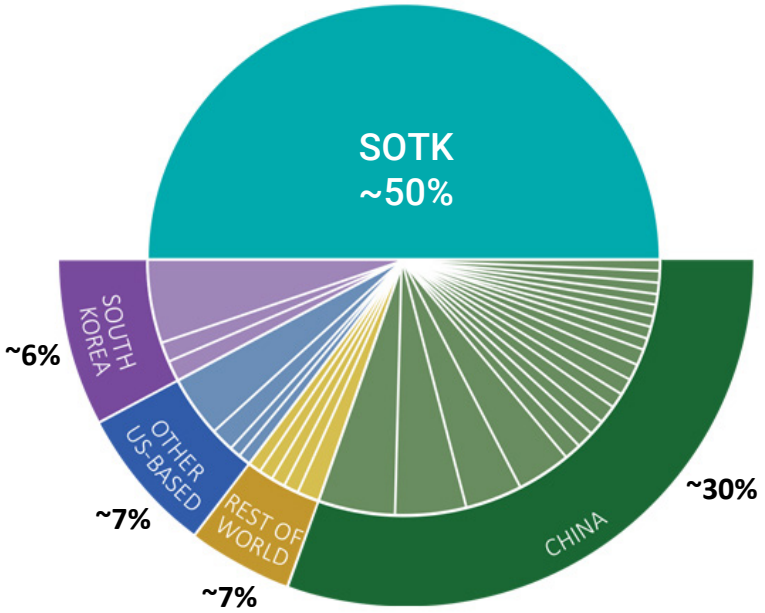
ULTRASONIC SPRAY GLOBAL COMPETITION

We have the leading market position in our industry

- Approximately 30 companies have attempted to copy Sono-Tek's technology, but none have gained significant market share, with many frequently opening and closing, leaving customers stranded.
- Smaller competitors can't provide complex solutions and application support, while Sono-Tek's substantial R&D investment ensures it remains the sole provider of comprehensive, high-volume manufacturing systems.
- Global manufacturers are risking exposure of proprietary intellectual property when choosing to do business with China-based competition versus Sono-Tek.
- Sono-Tek's growing customer base is fueled by fortune 500 size industry leading companies, uniquely differentiating us from the competition.

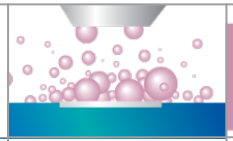
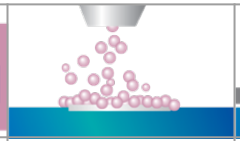
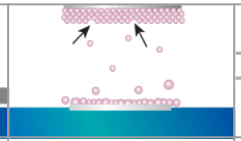
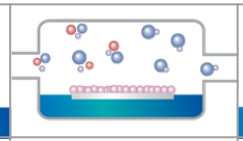
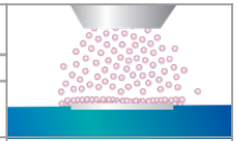
ULTRASONIC COATING EQUIPMENT

~$45M/yr



Note: Estimated data compiled from internal Sono-Tek sources

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	• High velocity spray bounces off substrate, wasting material • Prone to clogging, high maintenance • Poor repeatability over time	• Long drying times • Cannot create thin films • Requires large amount of material, large amount of waste	• Uneven dispensing • Poor tolerance to abrasive chemicals • Prone to clogging, high maintenance	• Requires minimum viscosity • Poor uniformity on very thin coatings • Requires large amount of material	• Very expensive • Poor transfer efficiency • Slow batch process	• Expensive to scale up • Very high operating expenses • Poor material usage	**ADVANTAGES** • Uniform drop sizes • Operates with small amount of material • Does not clog • Easily scalable • Environmentally friendly
COST	$	$	$$$	$$$$	$$$$$	$$$$$	$$

MANAGEMENT

EXECUTIVE & SENIOR MANAGEMENT

Experienced, dynamic committed leadership team

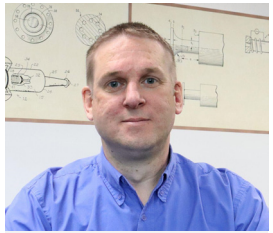
Dr. Chris Coccio
EXECUTIVE CHAIRMAN
24 YEARS

Steve Harshbarger
CEO & PRESIDENT
32 YEARS

Stephen Bagley, CPA
CFO
20 YEARS

Chris Cichetti
COO
17 YEARS

Maria Kuha
VP, MANUFACTURING OPERATIONS
18 YEARS



Randy Copeman
CHIEF TECHNOLOGIST
28 YEARS

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

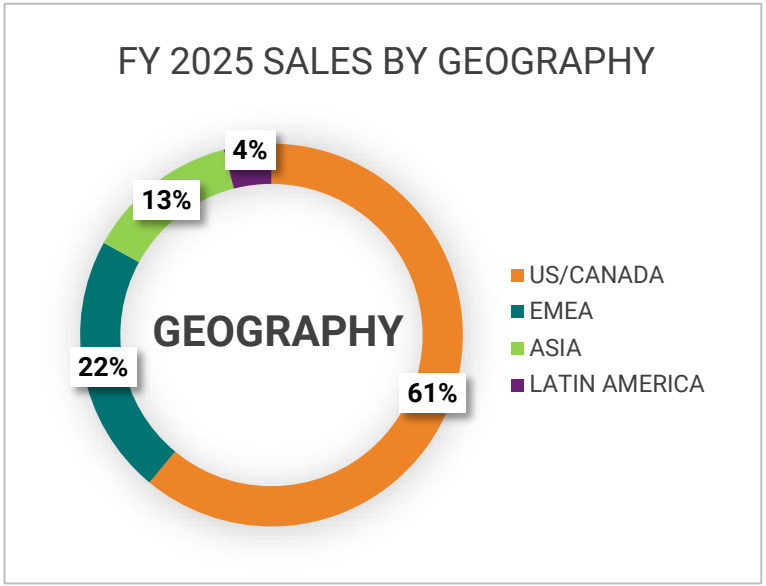
COMPANY HISTORY

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

GEOGRAPHY

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



SUMMARY

Advancing Generational Technology Developments

Ramping Up Clean Energy Production

Consistently Profitable with Growing Revenue

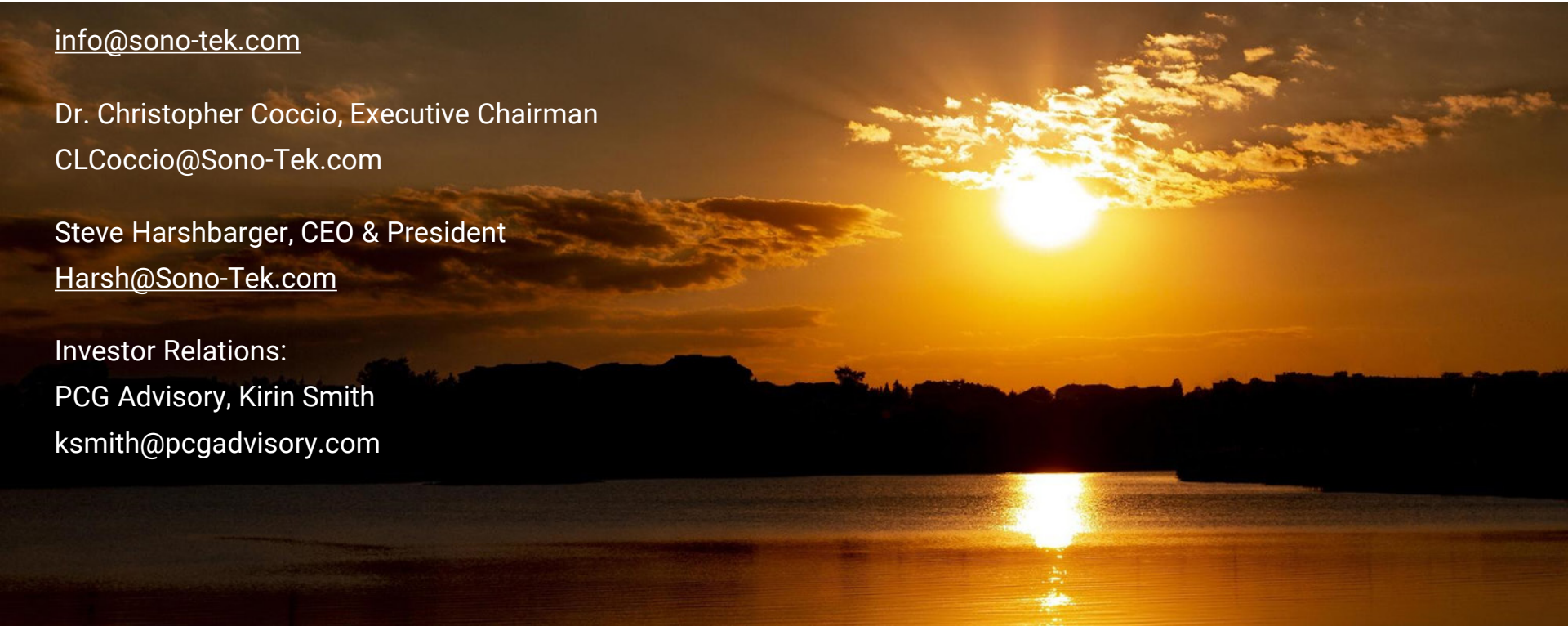
Record Sales in FY 2025

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.*

SONO•TEK Corporation

Making an impact on our world



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