

**STERAMIST**<sup>®</sup>  
DISINFECTION & DECONTAMINATION

# INNOVATING FOR A SAFER WORLD



BIT SOLUTION

COLD PLASMA

SYSTEM



# FORWARD-LOOKING STATEMENTS

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## *Forward-Looking Statements*

This presentation contains statements that are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, or the Exchange Act, that are based on management's current expectations and assumptions and are subject to risks and uncertainties. Such statements include, but are not limited to, statements about (i) the scope, duration and ultimate impact of the COVID-19 pandemic, (ii) delays in product development and deployment, (iii) market acceptance of our SteraMist products and related services, (iv) technological change in the disinfection industry, (v) competition in disinfection markets generally in the United States and abroad, (vi) results and costs associated with governmental investigations and litigation, (vii) intellectual property issues, and (viii) other aspects of business identified in this presentation, as well as other reports that we file from time to time with the SEC. In some cases, you can identify forward-looking statements by terminology such as "may," "will," "could," "would," "should," "expect," "plan," "anticipate," "intend," "tends," "believe," "estimate," "predict," "potential," "project" or "continue" or the negative of those terms or other comparable terminology. These statements are only predictions. Actual events or results may differ materially from those expressed or implied by these forward-looking statements because of market conditions in industries or other factors that are in some cases beyond our control. All of the forward-looking statements are subject to risks and uncertainties. Various factors, including but not limited to the risks described from time to time in TOMI's Environmental Solutions periodic filings with the SEC, including, without limitation, the risks described in TOMI's Environmental Solutions Annual Report on Form 10-K for the year ended December 31, 2023, under the captions "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," could cause actual results to differ from those implied by the forward-looking statements. Given these risks and uncertainties, you are cautioned not to place undue reliance on these forward-looking statements. All information is current as of the date this presentation is issued, and except as required by law, TOMI Environmental Solutions does not undertake, and specifically declines, any obligation to update any of these statements or to publicly announce the results of any revisions to these statements to reflect future events or developments.

## *Non-GAAP Disclosure*

The information provided herein includes certain non-GAAP financial measures. These non-GAAP financial measures are intended to supplement the GAAP financial information by providing additional insight regarding results of operations of the Company. The non-GAAP Adjusted EBITDA financial measure used by the Company is intended to provide an enhanced understanding of our underlying operational measures to manage the Company's business, to evaluate performance compared to prior periods and the marketplace, and to establish operational goals. Certain items are excluded from this non-GAAP financial measure to provide additional comparability measures from period to period. This non-GAAP financial measures will not be defined in the same manner by all companies and may not be comparable to other companies. This non-GAAP financial measures is reconciled in the accompanying tables to the most directly comparable measures as reported in accordance with GAAP, and should be viewed in addition to, and not in lieu of, such comparable financial measures.

# VISION & VALUE PROPOSITION

**Faster • Safer • Eco-friendly**

Revolutionizing cleaning & disinfection by providing a **disruptive, easier, and safer** way to disinfect.

## SPEED

Rapid 5 sec/ft<sup>2</sup> surface treatment

## SAFETY

No residue; oxygen & humidity by-products

## EFFICACY

Six-log kill; bacterial spores, bacteria, fungal spores & viruses



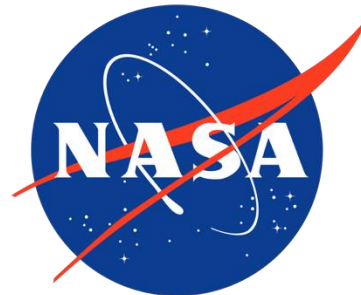
# PREMIER CLIENTS, GROWING MOMENTUM, & SUSTAINABLE GROWTH

*Each new customer adds value.*

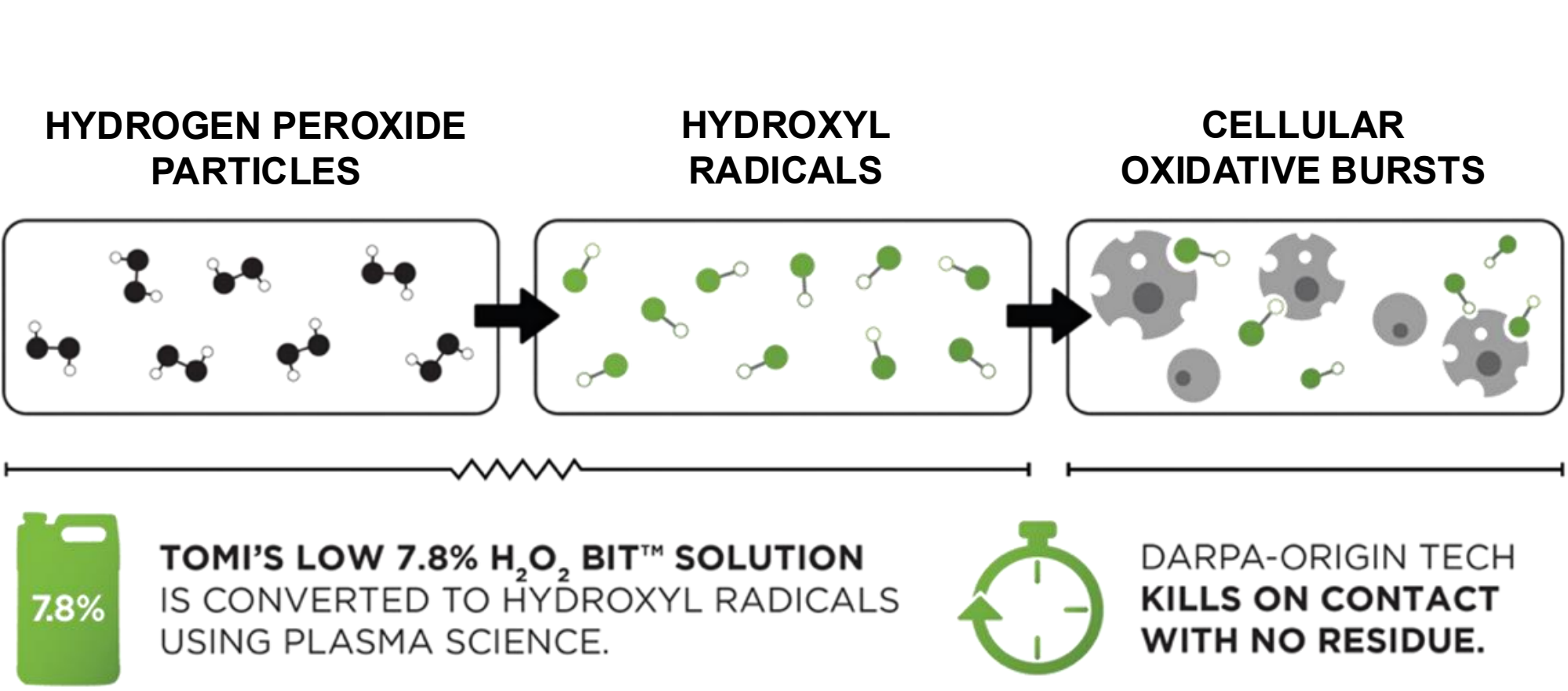
A growing set of referrals from premier clients is accelerating the pipeline.

Expansion opportunities within existing accounts.

New Product and Service offerings were shaped by premier client needs and reference feedback.



# STERAMIST iHP TECHNOLOGY



**NO WIPE, NO RINSE**  
Quick dry; no preconditioning



**PORTABLE & SCALABLE**  
From handheld to integrated systems


1. COLD PLASMA

2. DISPERSION

3. CONTACT

4. DISRUPTION





**Developed by DARPA** for neutralization of weaponized anthrax. TOMI acquired patent rights and expanded registrations **worldwide**.

**32**  
GRANTED  
PATENTS

**200+**  
TRADEMARKS

INTELLECTUAL  
PROPERTY

REGISTERED IN

**50**  
STATES

**30+**  
COUNTRIES

# MARKET OPPORTUNITY - START OF GROWTH JOURNEY

## GLOBAL MARKET SIZES

### Biotechnology

(source: grandviewresearch)

- Expected to grow from \$1.55 trillion in 2023 to \$3.88 trillion by 2030
- CAGR of 13.96%

### Food and Beverage

(source: mordorintelligence)

- Estimated \$9.44 trillion in 2025
- Expected \$11.37 trillion by 2030
- CAGR of 3.91%

### Commercial Services

(source: researchandmarkets)

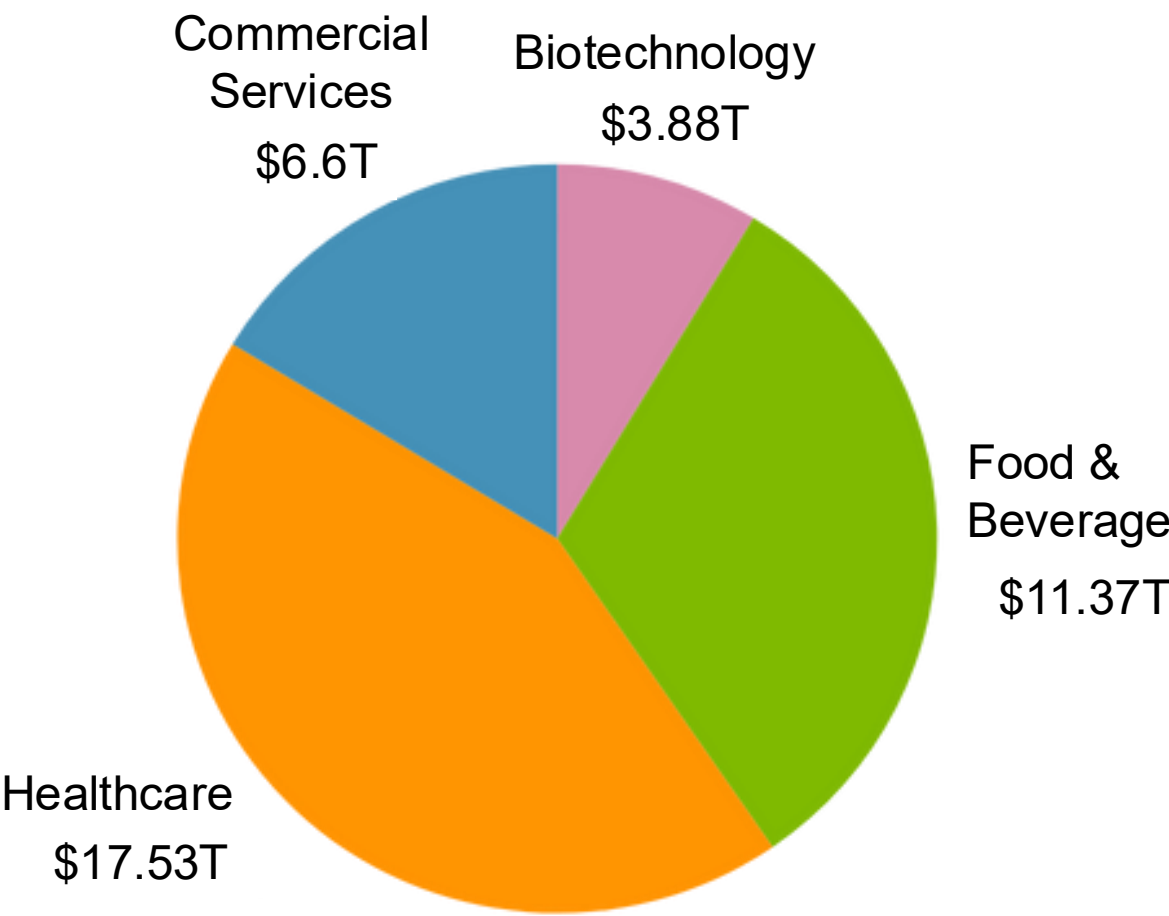
- \$6.01 trillion in 2024 to \$6.6 trillion in 2025
- CAGR of 9.9%

### Healthcare

(source: snsinsider)

- \$11.04 trillion in 2024
- Expected to reach \$17.53 trillion by 2032
- CAGR of 5.98% over the forecast period of 2025-2032

Global Market Sizes in  
USD Trillions 2025-2032



# MARKETS

## Biotechnology Life Sciences

Pharmaceutical  
Vivarium  
Research University  
Cleanroom  
All Chamber  
BSC  
All Laboratory  
Pharmacy  
Cell & Gene Therapy  
Blood & Tissue Bank  
Government

## Food & Beverage Food Safety

Manufacturing  
Packaging  
Processing  
Transportation  
Storage  
Grocery Store  
Meat & Poultry  
Vertical Farming  
Dairy  
Coffee  
Prepared Food  
Honeybee survival

## Commercial Services

Hospitality  
Office Buildings  
Athletic Facility  
Education  
Public Venue  
Mass Transit  
Government  
Aviation  
Wellness Center  
Residential  
Cosmetic  
Space Travel

## Healthcare

Hospital  
Exam Room  
Hospice  
Medical Facility  
Operating Room  
Dentist Office  
Veterinarian  
Medical Device  
Nursing Home  
Outpatient Center  
EMS

## Utilized in:

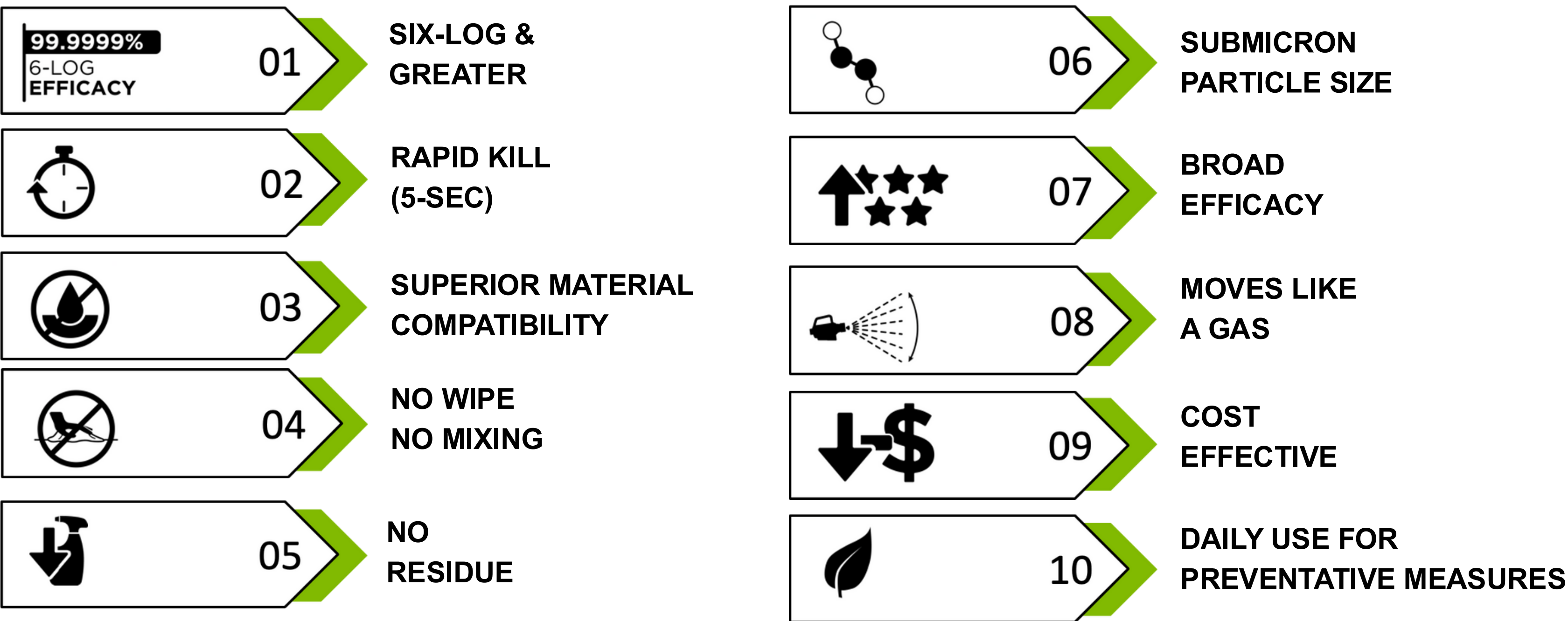


Surface Decon  
Area Decon  
Mold Remediation  
Mildew Remediation  
Mycotoxins  
Crime Scene Cleanup  
Bio-Hazard Cleanup  
Disaster Recovery  
Routine Cleaning  
Pathogenic Outbreaks  
Warfare Agents



# STERAMIST iHP ADVANTAGES

TOMI's Cold Plasma Science Elevates the Way a Six Log Kill is Achieved, It is Faster, Safer, Portable and less Caustic making SteraMist the perfect Decontaminate 10 out of 10!



# BUSINESS MODEL

Equipment drives recurring BIT Solution consumables (high margin)



**CONSUMABLES:** +40% 1H 2025 vs. 1H 2024  
**GROSS MARGINS:** ~60%<sub>c</sub>



# STERAMIST INTEGRATED SYSTEM PLATFORM

## OEM PARTNERS



### Integrated Into:

- Isolators
- Material Transfers
- Sterilizers
- Hatches
- Biosafety Cabinets
- RABS

These partnerships were put in place in 2024.

**Helping and building our \$21M integration and build-in pipeline, shortening the sales cycle of our equipment!**

# WHY STERAMIST?



Start - Finish.  
We Do it All.



Endless  
Markets.

Consumable  
Business Model.



Demand.  
Preparedness  
& Emergency.



# PRODUCT OVERVIEW

Comprehensive range of SteraMist systems. Designed to meet the unique needs of every industry.

## Surface Spraying Systems



*Surface disinfection, 5-sec per square foot*

**SteraPak  
Surface Unit**

## Custom & Integrated



*Fogging is enhanced and fully integrated.*

**SteraMist Hybrid  
Custom Engineered System (CES)  
SteraMist Integrated System (SIS)**

## Whole Room Fogging Systems



*Automated, repeatable fogging. 4x faster than the competition.*

**Environment System  
SteraMist Transport  
NV+**

## SIS Platform Options:



*Fogging is enhanced and fully integrated.*

**SIS- Standalone  
SIS- Pharmaceutical  
SIS- Manufacturing  
SIS- Data centers and  
supercomputing facilities**

Utilizing fixed assets to enhance our consumable business model and provide customer base a range of solutions.

# STERAMIST SYSTEMS



SteraPak



Surface Unit



Standalone



Transport



NV+



Environment System



SteraMist Hybrid



SteraMist Integrated System



Custom Engineered System

# RAZOR - RAZOR BLADE MODEL

## BIT SOLUTION CONSUMABLE



**32 OZ.**

For use with the SteraPak



**1 GALLON**

For use with all other mobile system



**5 GALLONS**

For large volume & frequently treated areas



**55 GALLONS**

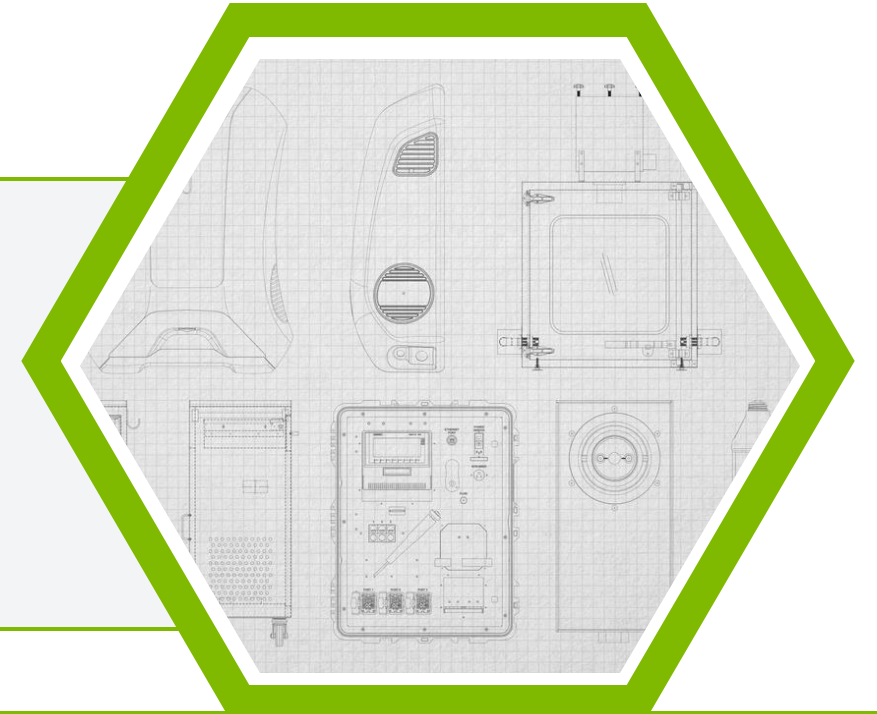
For use with the Custom Engineered System

TOMI's BIT Solution is central to our business model, delivering the **highest margins** in our offerings. We have achieved a **40% growth in the first six months of 2025** compared to the same period in 2024.

# FROM CONCEPT TO COMMISSIONING

## DESIGNED IN-HOUSE

TOMI handles every step of the process—from the first concept in R&D to the final manufactured design.



## DEPLOYED SERVICE

TOMI provides 24/7 service for outbreak response and ongoing contracts.

## QUALIFICATION & VALIDATION

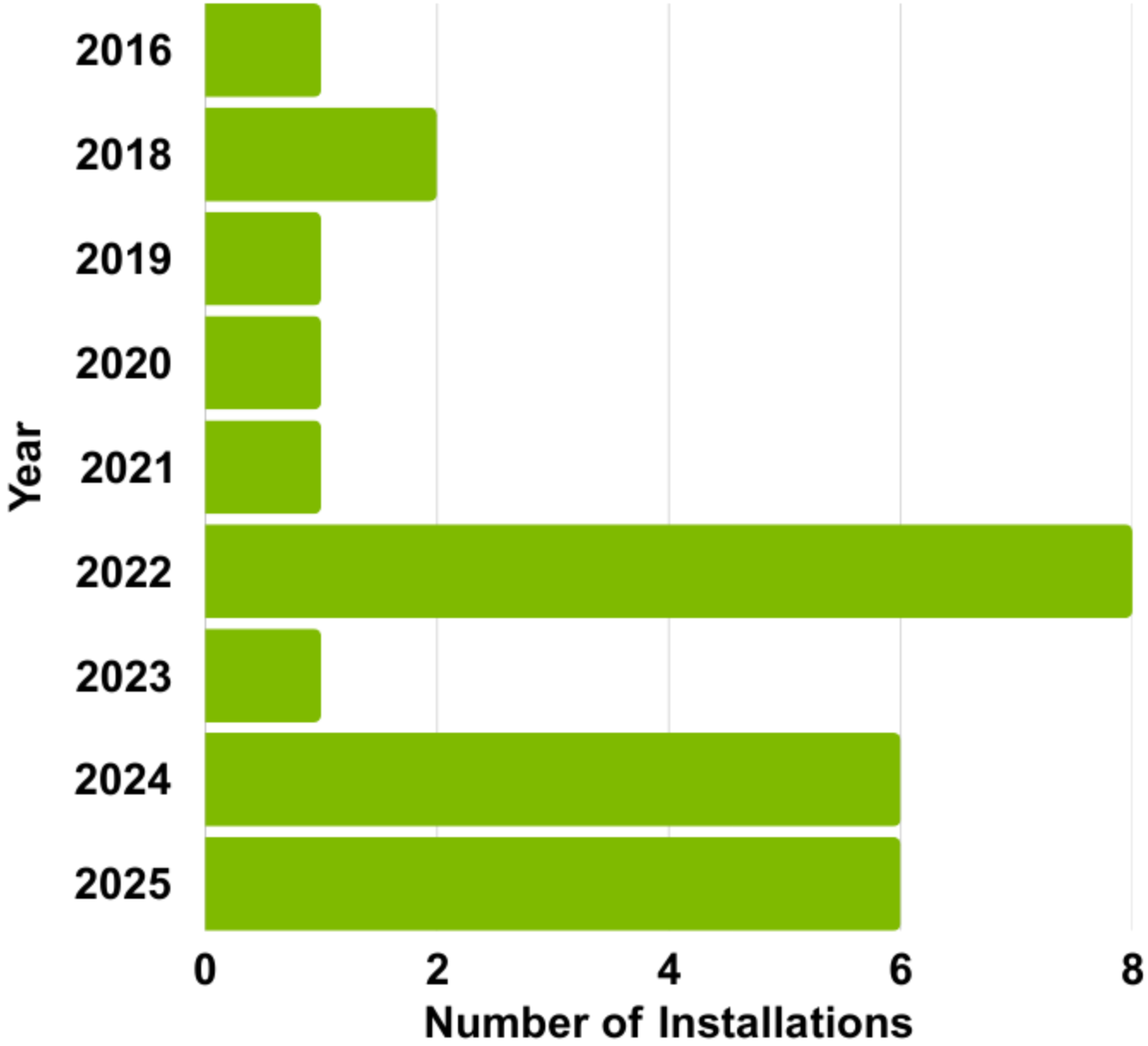
TOMI offers full qualification and validation for integrated, custom-designed, or mobile systems, ensuring safety and compliance to stringent regulations.



# CUSTOM & INTEGRATIONS

- 2020 was the birth of the Hybrid, perfected in 2023, when interest spiked
- 2020-2021 Pitching closes 2022
- 2023 pitching closes for 2024/2025 development of SIS
- 2024 SIS launched
- 2025 mostly comprises SIS YTD shorter sales cycle, shorter design and manufacturing, size of the space dictates BIT Solution consumption.

Current Pipeline:  
**\$15 Million** in Open Project Proposals  
**\$7 Million** in Active Specification Design



# LIFE SCIENCE MARKET

## Regulatory tailwinds • Biosecurity • Shift Away from EtO (ethylene oxide)

Expansions/upgrades at existing facilities. New plants to support biologics, mRNA, vaccines, and complex sterile products. Every six to eight years, Life Science companies replace their **decontamination product**; SteraMist is now that choice.

### BSL-3/4 Lab Expansion:

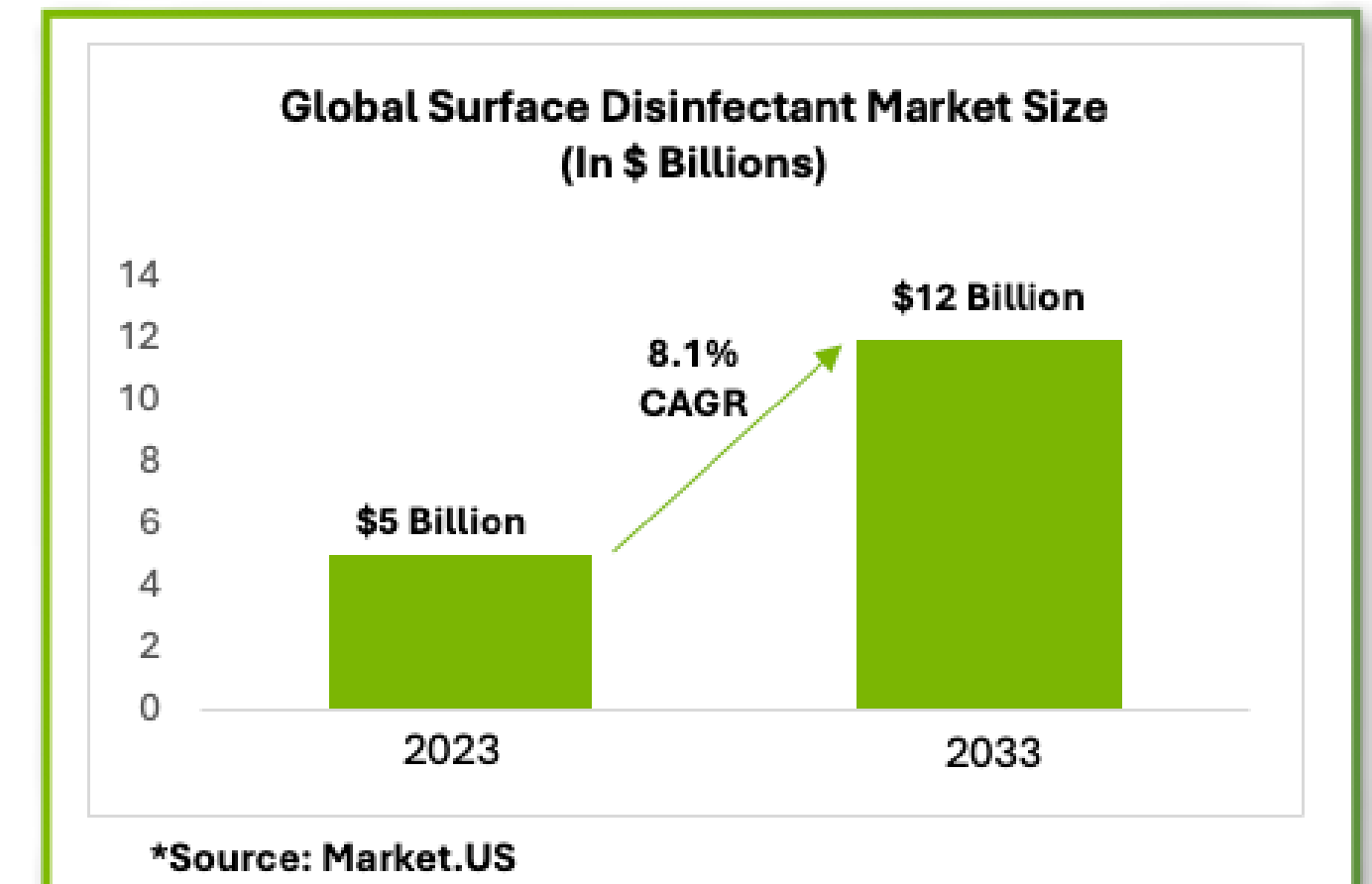
- Global surge in high-containment labs (post-COVID), especially in North America, Europe, Asia-Pacific Biologics & Cell/Gene Therapy:
- Requires isolators and sterile environments (70% of new drugs are biologics).

### Regulatory Stringency:

- FDA/EMA compliance, USP <797>/<800> guidelines, and EU GMP Annex 1 revisions and Annex 2.

### Academic/Government Funding:

- \$20B+ annually allocated to infectious disease research



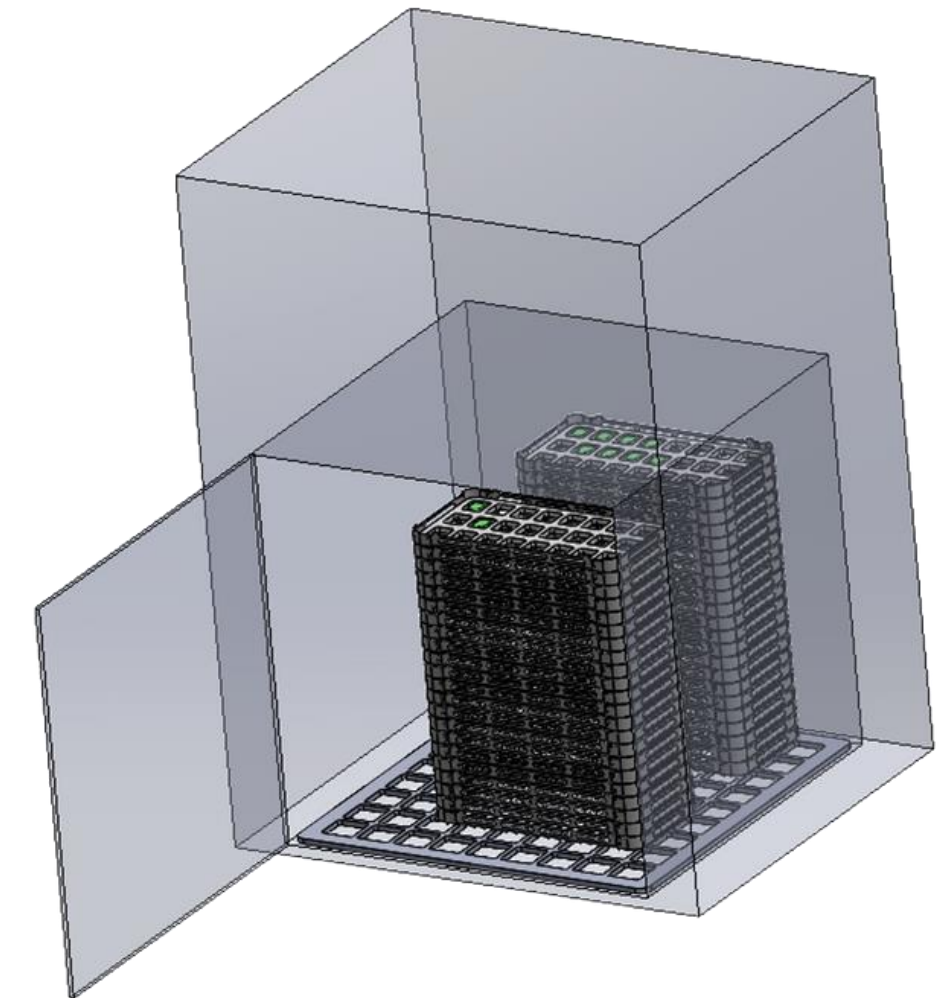
# CASE STUDY PHILIPS



The global medical device cleaning market was valued at approximately USD **23.78 billion in 2024** and is projected to reach around USD **56.12 billion by 2033**, growing at a **CAGR of about 10.01%** during the forecast period.

This growth is driven by increasing government initiatives and the rising incidence of hospital-acquired infections. SteraMist is the solution.

- Recycling heart monitors – FDA Class II Medical Device
- Disinfecting and repackaging them to send to another patient
- Replaced manual wiping with an automated SteraMist system
- Partnership with ESCO, an enclosure partner since 2024
- The completion of the Philips project and their continued usage and data collection will assist with the FDA 510(k) submission



# FOOD SAFETY MARKET

**Stricter Regulations: Regulatory-driven adoption (FDA, FSMA, FSC) restricting Ethylene Oxide (EtO)**

- U.S. food facilities now require sanitation disinfection compliance.
- Emphasis on reducing occupational exposure and emissions; stricter residue testing for finished products; packaging, services, and equipment must meet residue/emission standards.
- EU Food Safety Certification mandates traceable disinfection for exports.
- A push toward alternatives, especially for Agri-food-contact surfaces and packaging.

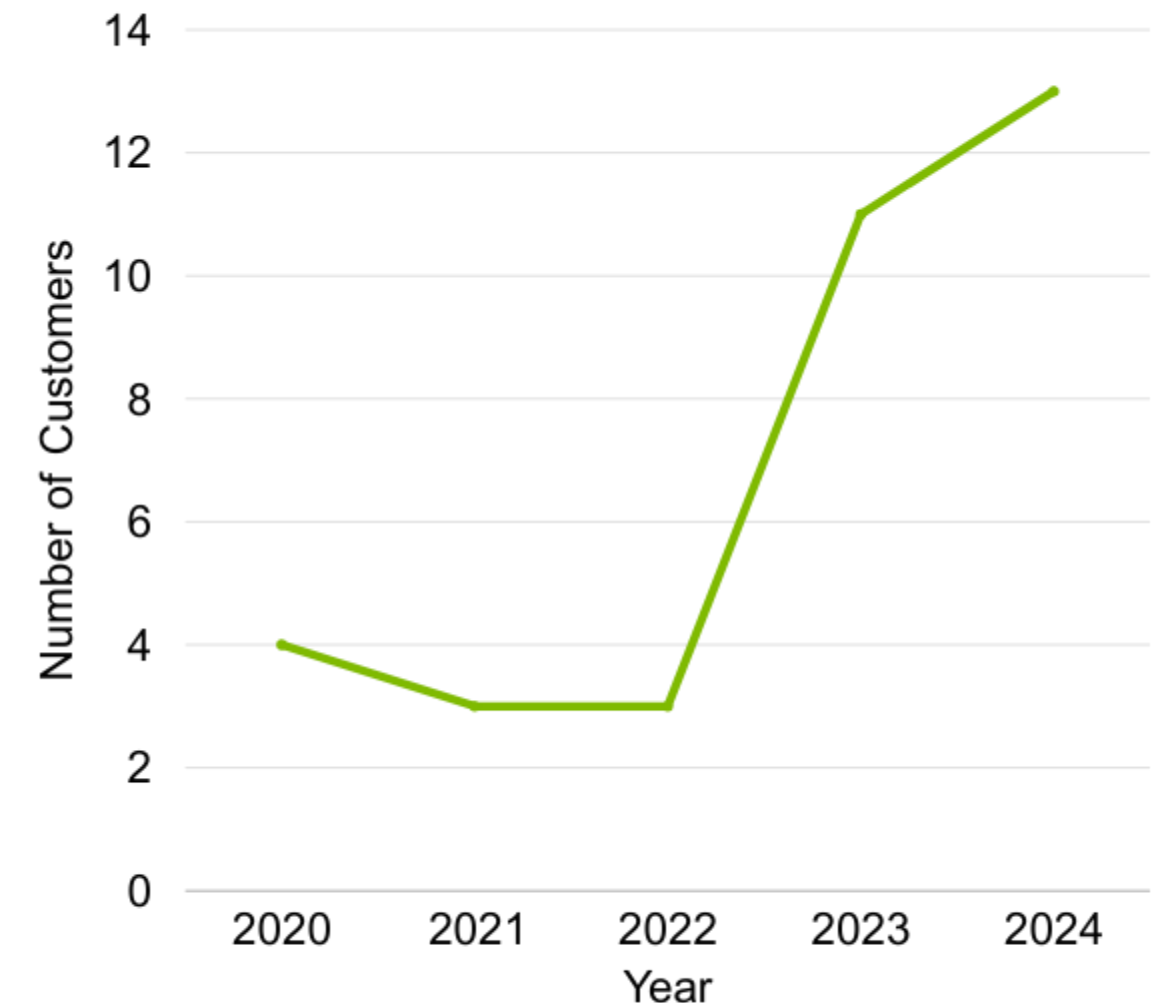
## Replicating the Life Sciences industry

- Regulations are becoming similar.
- BSL-3/4 lab decontamination is similar to food processing/packaging disinfection.
- Pharma partnership models similar to Direct integration with meat, dairy, and produce OEMs.
- Automation needs in poultry, ready-to-eat, and cold-chain logistics.

***SteraMist will become the technology of the future, replacing the 40–50-year-old technologies that are currently being used.***

**30% of recalls linked to sanitation gaps (CDC).**

**Listeria and Salmonella outbreaks cost the industry \$7B annually.**



## CASE STUDIES

# NESTLÉ

- Purchased a SteraPak in 2023 for Nestlé Purina
- Expanded into facilities around the world with our EU partner
- Working directly with Colombia and Brazil on future purchases



### Current Clients:

Nestlé Purina Arizona: Quarter 3 2023

Nestlé Germany: Quarter 2 2024

Nestlé Switzerland: Quarter 3 2024

Nestlé South Africa: Quarter 2 2025

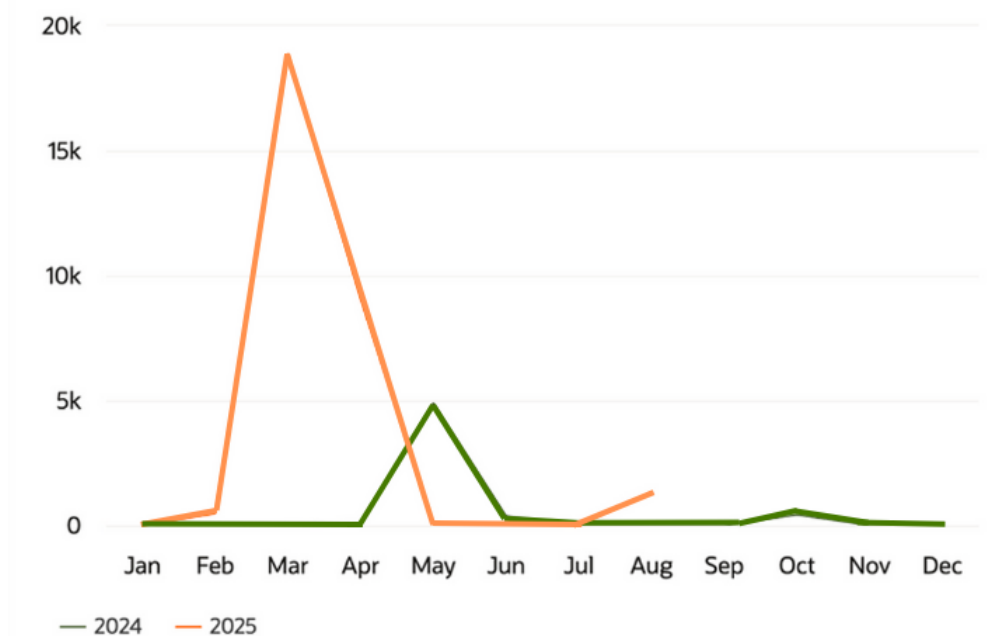
Potential Nestle global purchase of 25x SteraPak's across the world

# EGGLIFE

- Purchased a SteraPak in 2024
- To date, a 456% increase in sales
- Owned by Rose Acre Farms, the second-largest egg producer in the U.S.
- Sprays conveyor belts and spot treats hard-to-reach areas



Sales are up 456% compared to this time last year.



# HEALTHCARE INDUSTRY



## CHALLENGES:

### HAIs & SSIs

Healthcare-associated infections

### Lack of Resources

Strain on resources

### Outbreaks

Hospitals and long-term care facilities

### Risk

Risk to healthcare workers

## EXAMPLES

- **Influenza A**
- **Klebsiella**
- **Ebola**
- **C. diff & C. auris**
- **MRSA**
- **Pseudomonas**

*C. diff* affects ~500,000 annually in the U.S. ~30,000 will die.

## IMPACT

- Increased mortality and morbidity
- Disruption of services
- Financial strain

CASE STUDY

# TRINITY HEALTH SAINT FRANCIS HOSPITAL

- One of the top hospitals in keeping Healthcare-Associated Infection (HAI) rates down.
- C. difficle, MRSA, and central line-associated bloodstream infections at a minimum.
- St. Francis quickly noticed a reduction in spores and was able to gain valuable time back by turning over the room rapidly.

“We really enjoy the SteraPak because it is lightweight, cordless, and one person can do the work of an entire team in less time. From start to finish, **taking it out of the closet to completing the room, it only takes about 10 minutes to disinfect an entire room** while still having the **highest rating for reducing bloodstream infections.**” - Saint Francis Daytime Supervisor



TOTAL FACILITY <i>C. diff</i> CASES	
Before SteraMist Application	16
After SteraMist Application	1

# COMMERCIAL INDUSTRY

## Enhanced Training

Developed a program to provide on-demand training – **SteraMist Pro Certified**

TOMI-certified trainers are needed to conduct **onsite training** for large service providers

Assistance with the **development of protocols** to ensure proper disinfection delivery

**Biohazard remediation** to meet the demand of violent crimes

**Emergency preparedness** to remain vigilant against biological and chemical warfare

**New direction** with professional training for cleaners and remediators.

**STERAMIST**<sup>®</sup>  
**pro**certified

## Biohazards & Environmental Remediation

T.A.C.T. franchises brought on in Quarter 2, 2025

T.A.C.T. MT

T.A.C.T. Detroit

T.A.C.T. North Atlanta

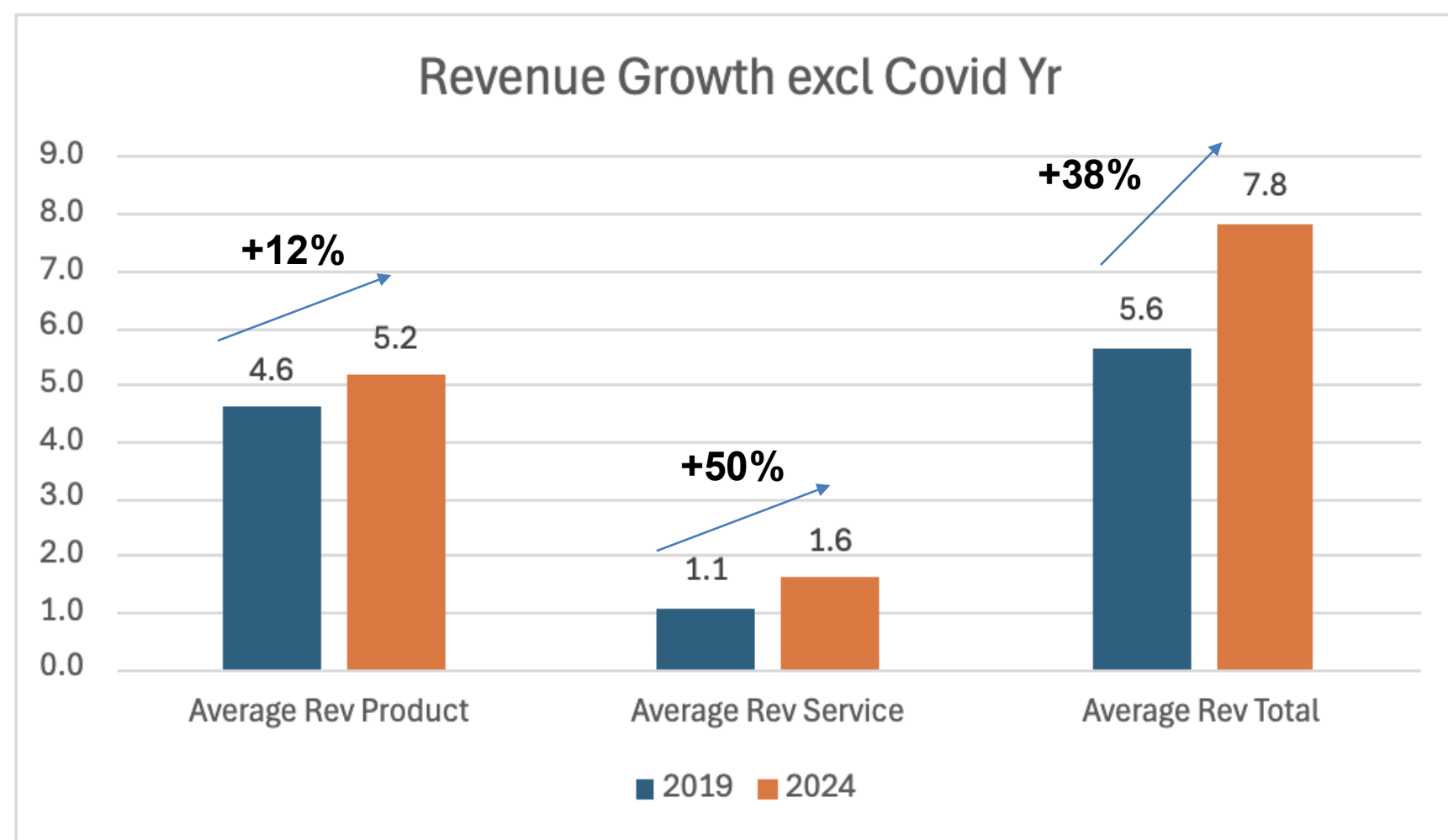


Other biohazard remediation clients: Steri-Clean (Hoarders), Trauma Services, Emergi-Clean, ServiceMaster

# REVENUE GROWTH

**Revenue Growth + 38%  
Over Pre-Covid Levels**

- Indicating strong adoption by Tier 1 customers of a disruptive technology and long lead times, as **current pipeline with integrated, mobile, and service at around \$21M**
- Diversification of delivery systems achieved in 2024 with the introduction of the SIS system and new integration partners, facilitating future sales with a **FASTER and SHORTER sales cycle**



## Product Revenue

- Revenue growth in Product revenue from 2021 despite long lead times in CES systems
- SIS delivery system launched in 2024, achieved \$300K of Sales in the first 6 months of 2025

## Service Revenue

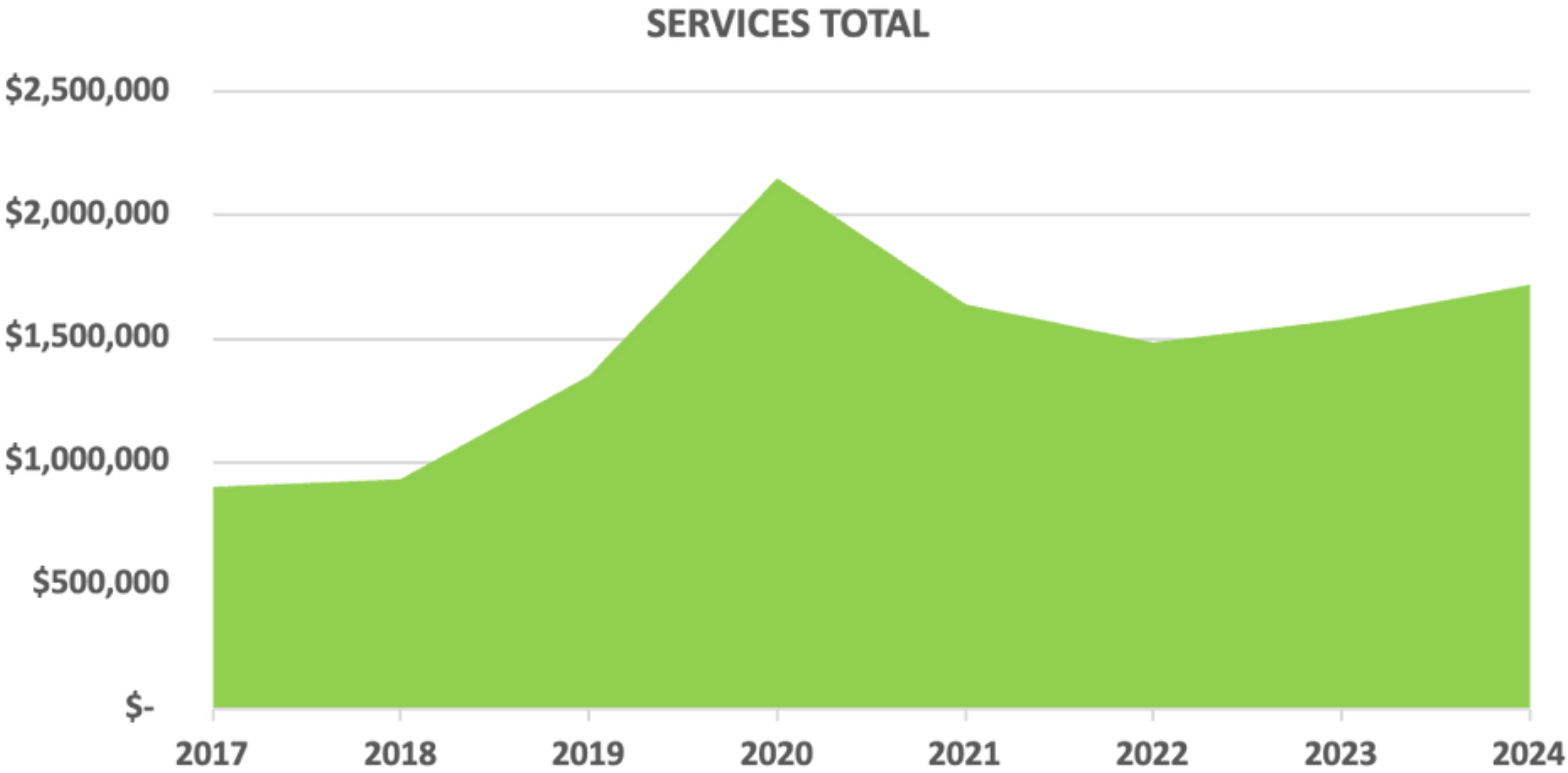
- Revenue Growth + 50% since 2021
- Service revenue: good growth in 2025, achieving 38% mix of revenue, \$524K, on track to exceed \$1M this year

# SERVICE & SUPPORT EXPANSION

**iHP Corporate Service Dominance:** Accounts for ~70–90% of total service revenue annually (e.g., \$1.3M of \$1.7M in 2024).

**Growth in Support:** Support services surged to \$203K (2025 to-date) vs. \$105K in 2024, possibly indicating a strategic shift.

**Overall Stability:** Services grew from \$897K (2017) to \$1.7M (2024). Post-pandemic, TOMI Services grew 50% with iHP Corporate Service, and our Support Services in Validation and Commissioning emerged as a new lever.



Metric	Pre-2020 (2017-2019)	Post-2020 (2021-2024)	Growth
Average Revenue	\$1.06M/year	\$1.61M/year	52%
iHP Corporate Service Dominance	Approx. 80% of Total	Approx. 90% of Total	Steady with the last two years on average at \$1.3M
Support Services	N/A	\$105K in 2024, to \$204K in 2025 YTD	94%

Consistent Revenue growth in Product revenue from 2021, despite long lead times in CES systems

SIS delivery system launched in 2024, achieving \$300K of Sales in the first 6 months of 2025

Solution sales + 40% YoY in 2025, on track to exceed \$1M this year

Service revenue: good growth in 2025, achieving 38% mix of revenue, \$524K, on track to exceed \$1M this year

# GROWTH & MARKET EXPANSION

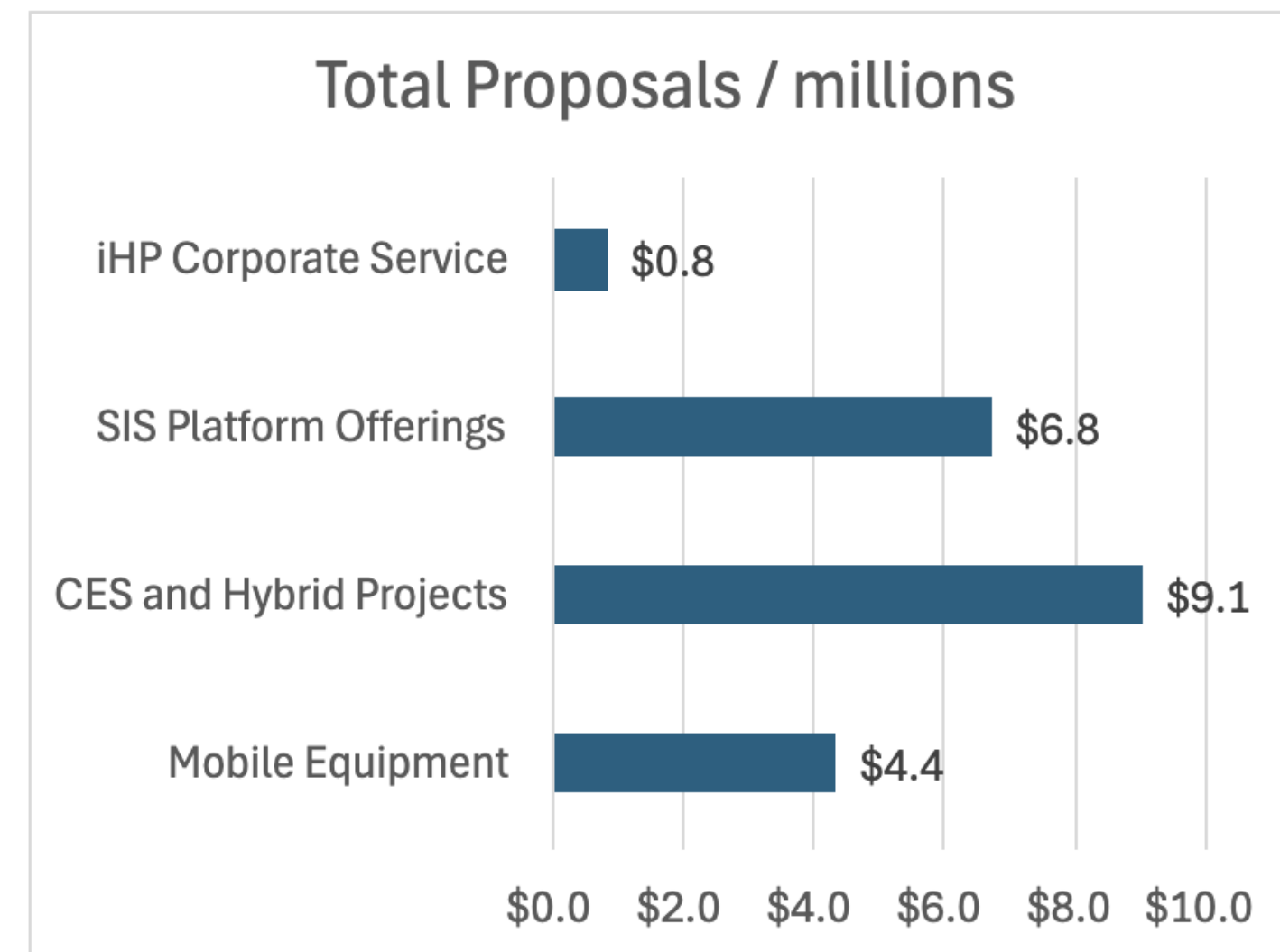
## Sustainable Growth Drivers

### Pipeline

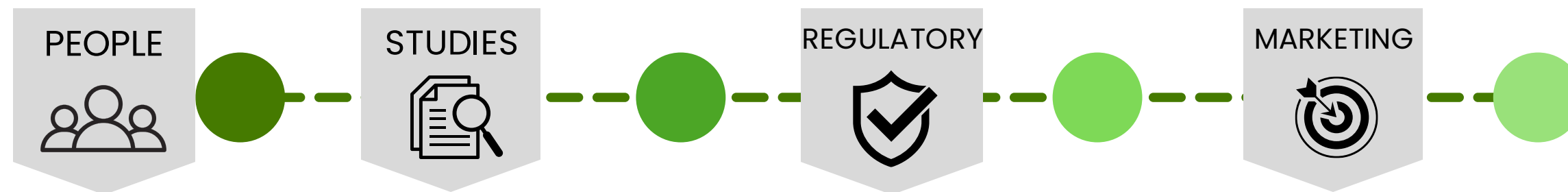
- Focus on Year-over-Year (YoY) Growth to mitigate seasonal revenue fluctuations.
- Past 18-Month Focus: Expanded product lines & services to address new applications of iHP SteraMist technology.

### Accelerating Momentum

- Launched product/service offerings now operational
- Growth to be fueled by:
  - Strategic hires per industry and need
  - Compliance & Regulatory
- BIT Solution: Demonstrating consistent organic growth this year. + 40% YoY
- iHP Services: Scaling traction in key markets.



# CLEAR ROADMAP TO CAPITALIZE ON MARKET OPPORTUNITY: EXECUTION NOW



## **Sales Team:**

Build a sales team who can capture demand.  
Expand within current corporation base.

## **Enhance KOL Network:**

Complete Validation & Case Use Studies: Continue conducting formal studies and writings of white papers with key partners in the industry.

## **Technical:**

Expand resource and skills to cover expansion of service offerings in each vertical. Expand R&D protocols to existing and new industries IE Honeybee's and regulatory requirements.

## **Trainers:**

Hiring specialized training members to go onsite to the current service provider network and developing personalized procedures to scale partnerships.

## **Regulatory:**

Finalize any required registrations, key for EU sales

## **Marketing:**

Increase social Marketing, public relations, and expansion of press release base.

# GROWTH DRIVERS & PIPELINE

Pipeline ~\$21.0M across products & services

**PIPELINE: \$21.0M**

**ACTIVE/SPECS/DESIGN: \$7.0M 2026/2027**

**NEAR-TERM: \$5M 2025**

**YTD BOOKINGS: \$5M**

# INCREASED PROBABILITY OF OUTBREAKS, EPIDEMICS AND PANDEMICS



**Disease:** rapid spread through travel

**Restrictions:** travel restrictions & border closures

**Impact:** economic losses, disruption of global travel, reputational damager

Overall, the data suggests a concerning trend of increasing global outbreaks, with a combination of factors driving this rise. This highlights the urgent need for improved pandemic preparedness, stronger public health systems, and addressing the underlying drivers of disease emergence and spread.

# 44

**Countries Experienced Issues such as:**

## 10-FOLD INCREASE

in the incidence of at least **one of 13 infectious diseases** compared with a pre-pandemic baseline

**Pathogens of Concern : MERS, SARS, COVID-19, Ebola, Influenza A H1N1, H7N9, H5N1, Lassa Fever, Middle East respiratory syndrome, Resistant TB, Measles, and Invasive Bacterial Infections**



# THE FUTURE

# Thank You

We appreciate your time and consideration.



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