

## CEO MEMO

Dear Shareholders,

As we close out 2025 and look ahead to the start of 2026, I would like to thank you for your continued support of TOMI Environmental Solutions. This past year marked an important period of progress for our Company, as we advanced our strategy, expanded our market presence, and continued to demonstrate the strength and versatility of our SteraMist iHP technology.

### 2025 in Review

Throughout 2025, TOMI made meaningful strides across multiple strategic priorities. We continued to strengthen our government relationships, highlighted by our selection by NASA for a biosecurity operation for our reliability in mission-critical environments.

The life sciences sector remained a key growth driver. Our pipeline for custom integrated systems strengthened considerably as demand increased for our Custom Engineered Systems (CES) and SteraMist Integrated Systems (SIS). We made notable progress establishing relationships with original equipment manufacturers (OEMs), allowing SteraMist iHP to be incorporated earlier in the facility design and build process. Within this momentum, cell and gene therapy emerged as a particularly promising area of expansion. We also advanced our product portfolio with the launch of the SteraMist Integrated System – Standalone (SIS-SA), providing customers with greater flexibility and expanding the addressable market for automated decontamination solutions.

Strengthening our leadership and governance was another priority in 2025. We welcomed David Vanston as Chief Financial Officer in May, and his experience has already contributed meaningfully to our financial discipline and long-term planning. We also enhanced our Board of Directors with the additions of Francesco Fragasso and Harold Paul, bringing valuable financial, operational, and governance expertise to TOMI.

Our technology continued to gain industry recognition. SteraMist was named Disinfection and Decontamination Products Company of the Year 2025 by MedTech Outlook, reflecting market confidence and the growing adoption of our platform.

Commercially, we announced several new customer wins across global CDMOs, leaders in eye health, and prestigious university research groups. In parallel, regulatory and industry tailwinds in the food market, particularly recent FDA developments, have significantly expanded the potential applications for SteraMist iHP within food safety and processing environments. We further broadened SteraMist's application profile through new research demonstrating efficacy against drivers of honeybee colony collapse, demonstrating how our technology can support broader environmental and food-system challenges.



## Looking Ahead to 2026

As we enter 2026, our focus remains on growth and profitability. We plan to continue expanding our presence in pharmaceutical manufacturing by deepening OEM relationships and supporting customers with integrated, validated decontamination solutions.

In addition, we see continued opportunity to penetrate the food market, the \$12.5 billion medical device sterilization market, and the biofuel market, while also protecting the world's pollinators, the honeybees, by leveraging both regulatory developments and growing customer interest in non-toxic, residue-free disinfection technologies. Across all markets, we remain focused on building on our leadership position, improving operational efficiency, and advancing TOMI in a manner that supports long-term value creation.

On behalf of the entire TOMI team, thank you for your continued confidence and support.

Sincerely,

**Dr. Halden Shane**  
Chief Executive Officer  
TOMI Environmental Solutions, Inc.

