

STERAMIST

DISINFECTION & DECONTAMINATION

INNOVATING FOR A SAFER WORLD



BIT SOLUTION

+



COLD PLASMA

+



SYSTEM



FORWARD-LOOKING STATEMENTS

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/ft² 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.

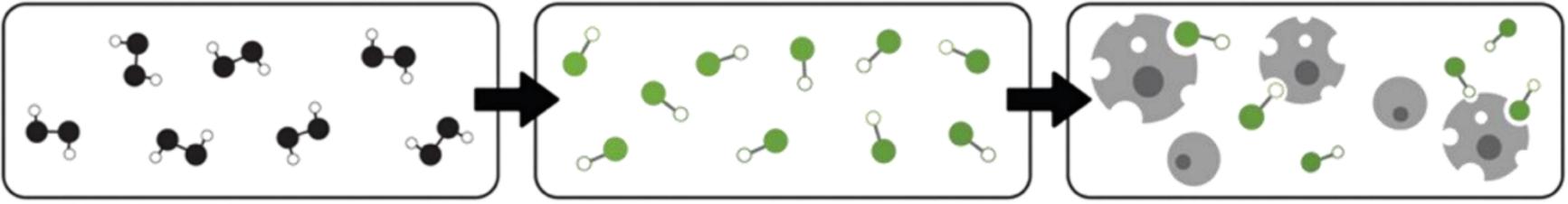


STERAMIST iHP TECHNOLOGY

HYDROGEN PEROXIDE PARTICLES

HYDROXYL RADICALS

CELLULAR OXIDATIVE BURSTS



TOMI'S LOW 7.8% H₂O₂ BIT™ SOLUTION IS CONVERTED TO HYDROXYL RADICALS USING PLASMA SCIENCE.



DARPA-ORIGIN TECH **KILLS ON CONTACT WITH NO RESIDUE.**



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**.



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)

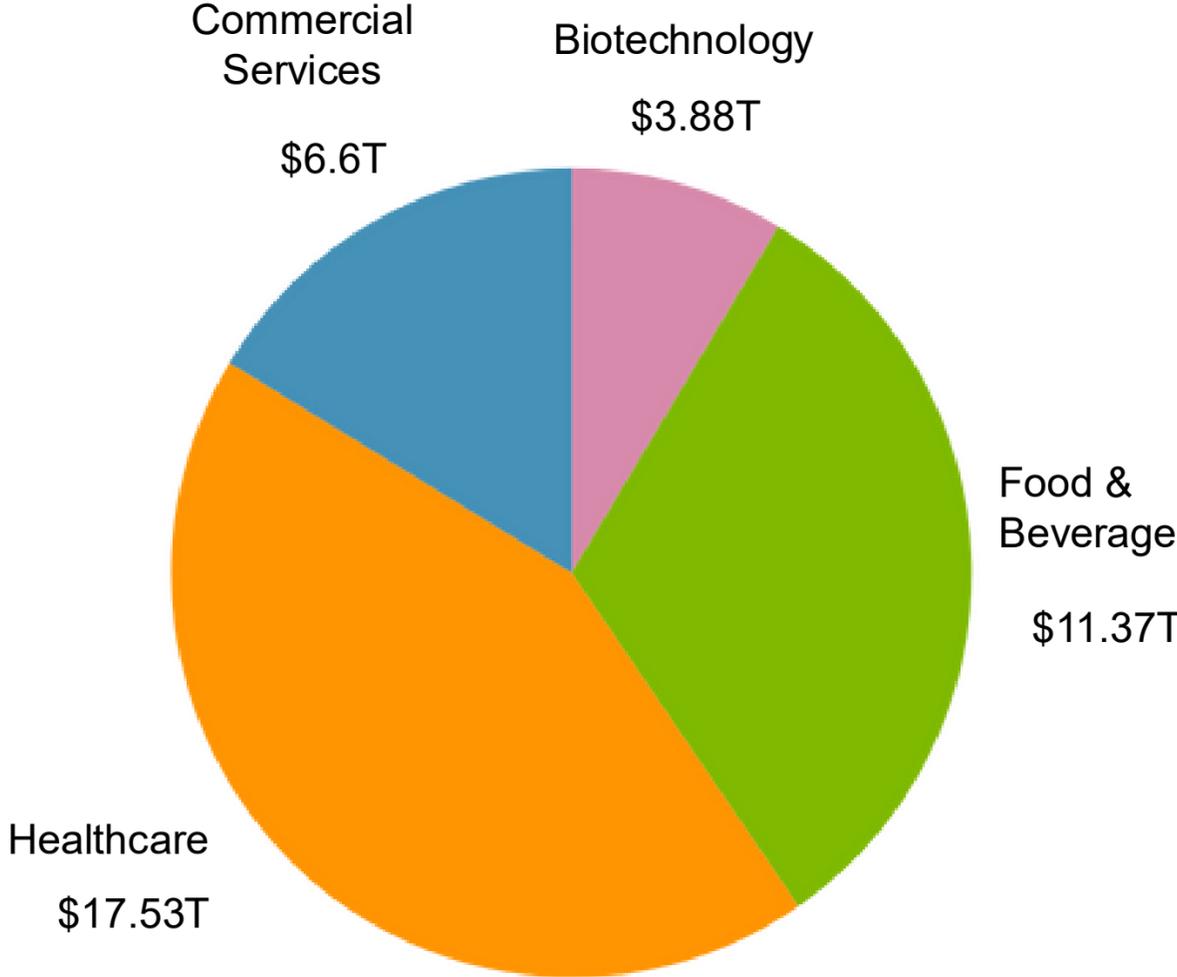
- \$6.01 trillion in 2024 to \$6.6 trillion in 2025
- CAGR of 9.9%

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:

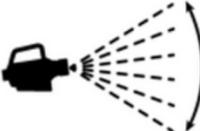


Surface Decon
Area Decon
Mold Remediation
Mildew Remediation
Mycotoxins
Crime Scene Cleanup
Bio-Hazard Cleanup
Disaster Recovery
Routine Cleaning
Pathogenic Outbreaks
Warfare Agents



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!

-  **01** **SIX-LOG & GREATER**
-  **02** **RAPID KILL (5-SEC)**
-  **03** **SUPERIOR MATERIAL COMPATIBILITY**
-  **04** **NO WIPE
NO MIXING**
-  **05** **NO RESIDUE**
-  **06** **SUBMICRON PARTICLE SIZE**
-  **07** **BROAD EFFICACY**
-  **08** **MOVES LIKE A GAS**
-  **09** **COST EFFECTIVE**
-  **10** **DAILY USE FOR PREVENTATIVE MEASURES**

BUSINESS MODEL

Equipment drives recurring BIT Solution consumables (high margin)



CONSUMABLES: +40% 1H 2025 vs. 1H 2024

GROSS MARGINS: ~60%



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

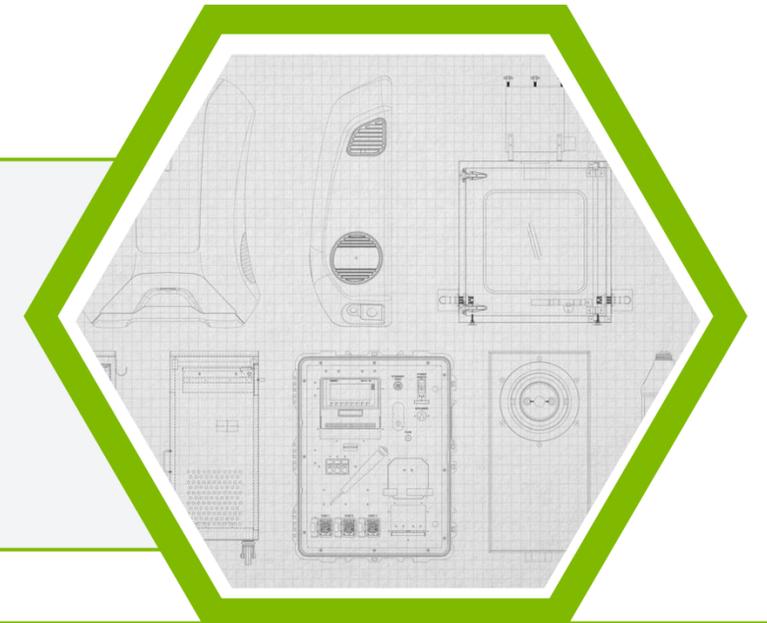
For use with the Custom Engineered System

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

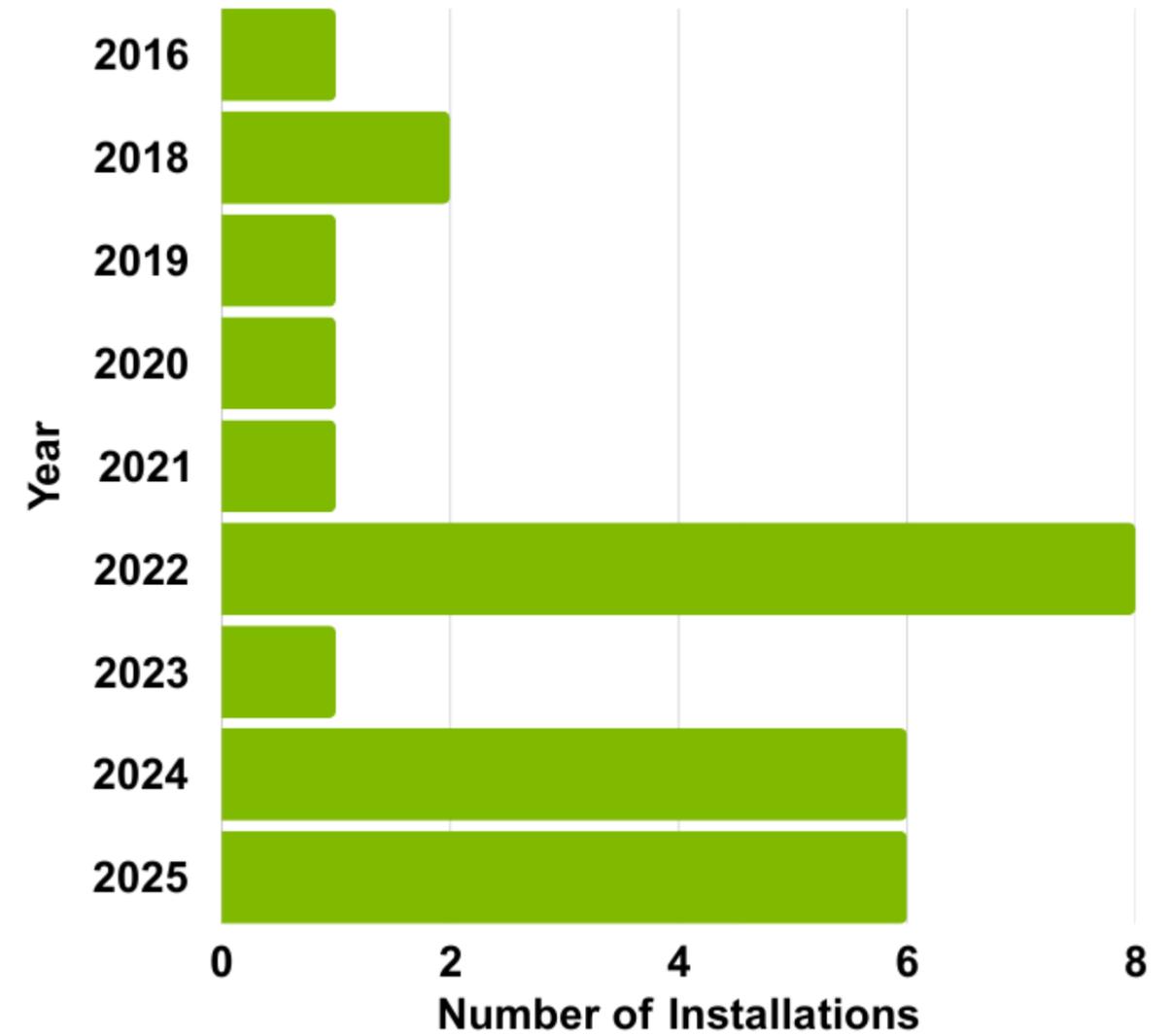
TOMI offers full qualification and validation for integrated, custom-designed, or mobile systems, ensuring safety and compliance to stringent regulations.



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:

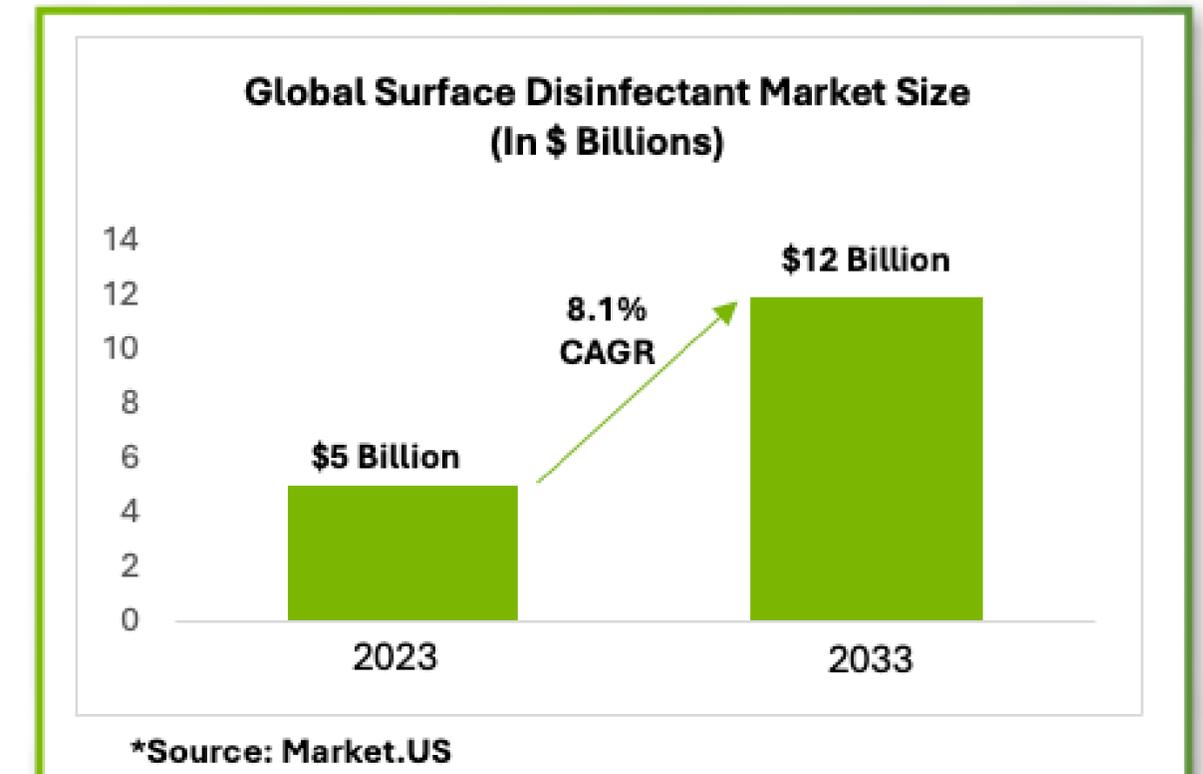
- Global surge in high-containment labs (post-COVID), especially in North America, Europe, Asia-Pacific Biologics & Cell/Gene Therapy:
- Requires isolators and sterile environments (70% of new drugs are biologics).

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



MEDICAL STERILIZATION MARKET

SteraMist iHP: The Superior, Safe, and Scalable Alternative to Ethylene Oxide (EtO)

Ethylene Oxide currently sterilizes ~50% of U.S. medical devices, but the industry is facing risk:

- **Carcinogenic Liability:** Classified as a known human carcinogen, causing cancer risks; facilities are facing massive litigation.
- **Regulatory Tightening:** The EPA’s 2024 Final Rule (and ongoing 2026 mandates) requires a reduction in emissions by more than 90%.
- **Operational Bottleneck:** Traditional EtO cycles require **12–24 hours** due to mandatory aeration to remove toxic residuals.

Feature	Ethylene Oxide (EtO)	SteraMist (iHP)
Cycle Time	14–24+ Hours (Long Aeration)	45 Minutes or less
Safety Profile	Highly Flammable & Carcinogenic	Non-toxic & Non-corrosive
Material Impact	Risk of residual gas absorption	No residue; Electronics safe
Infrastructure	Expensive explosion-proof rooms	Scalable, portable, or integrated
Environmental	Heavy EPA oversight/Emissions tax	Eco-friendly Technology

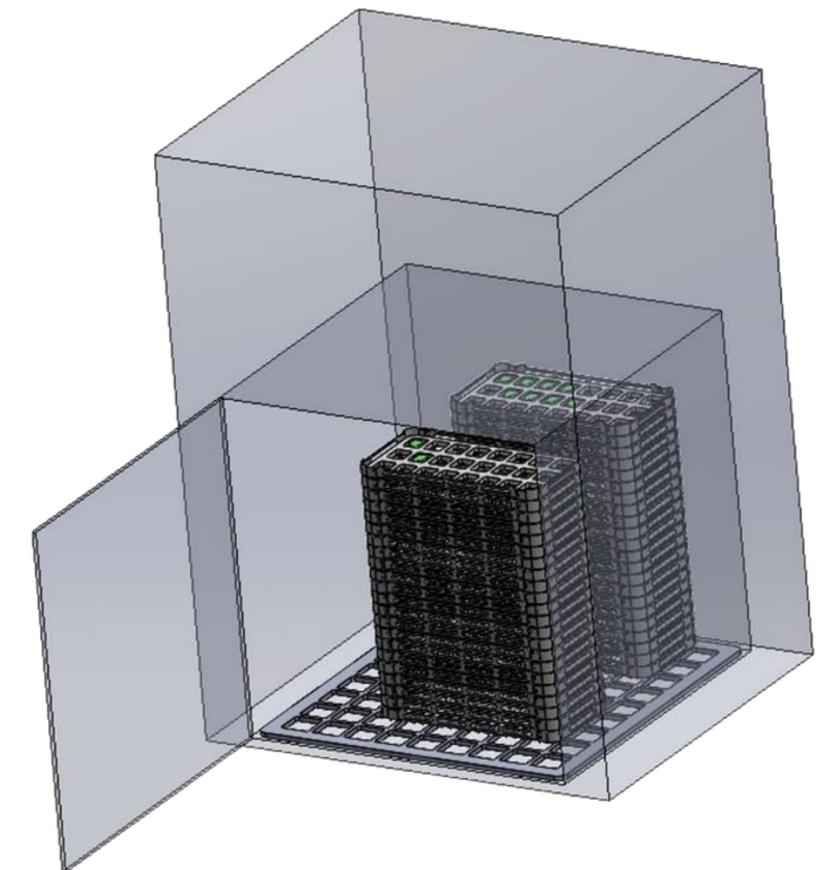
CASE STUDY PHILIPS

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.

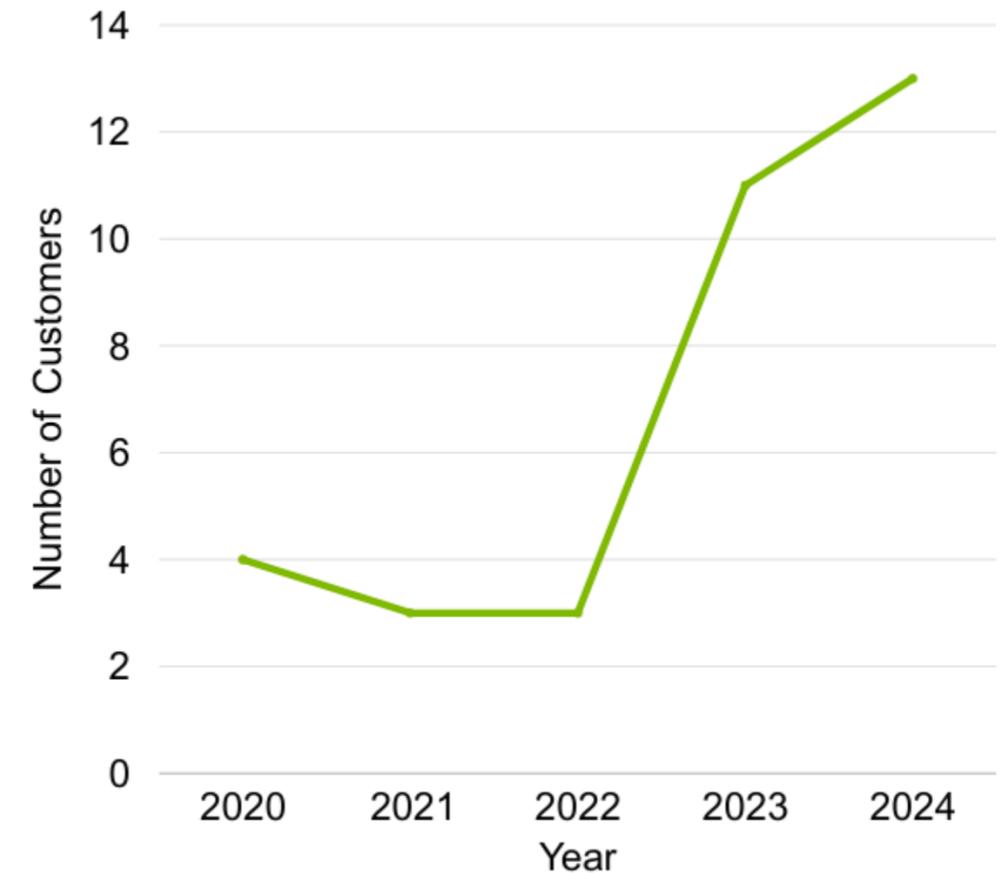
Replicating the Life Sciences industry

- 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

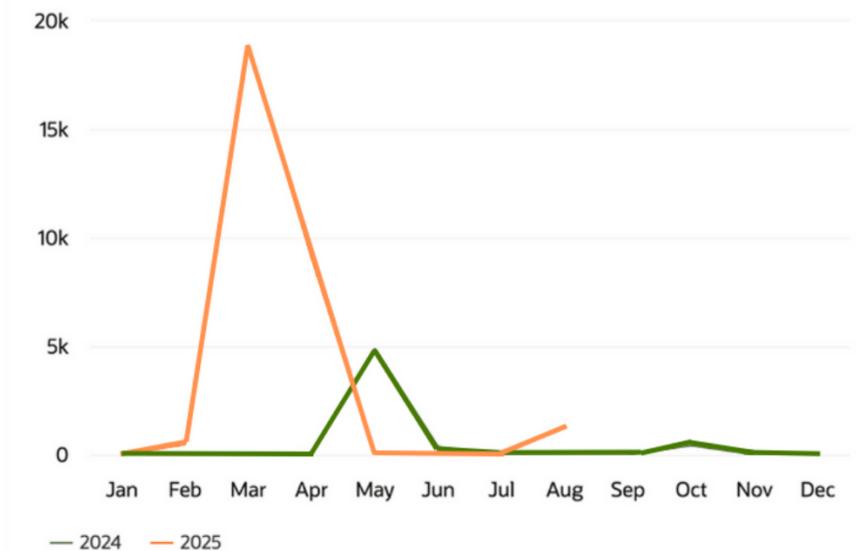
Potential Nestle global purchase of 25x SteraPak's across the world

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. difficile*, 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 *C. diff* 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.



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

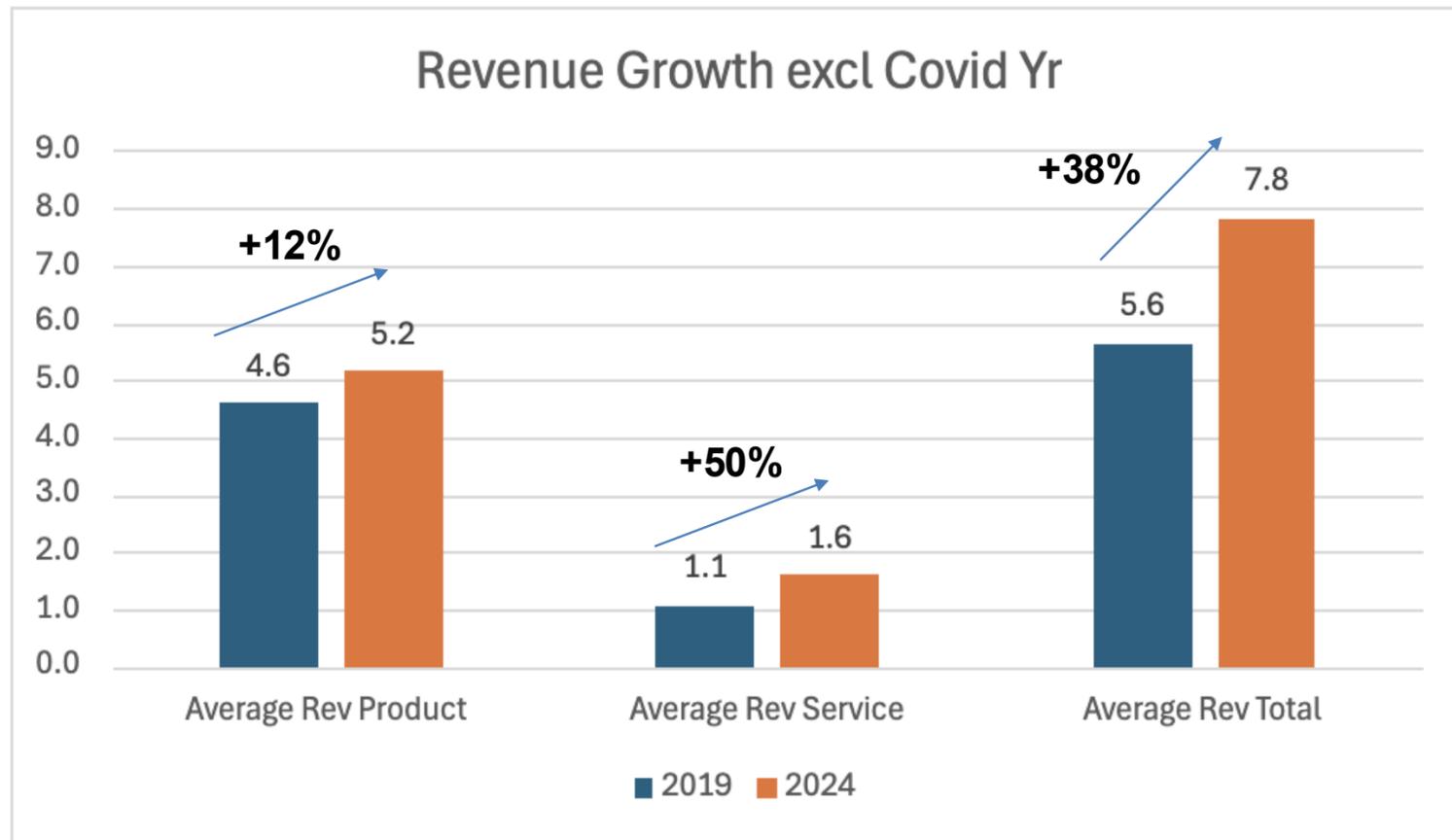


Other biohazard remediation clients: Steri-Clean
(Hoarders), Trauma Services, Emergi-Clean,
ServiceMaster

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

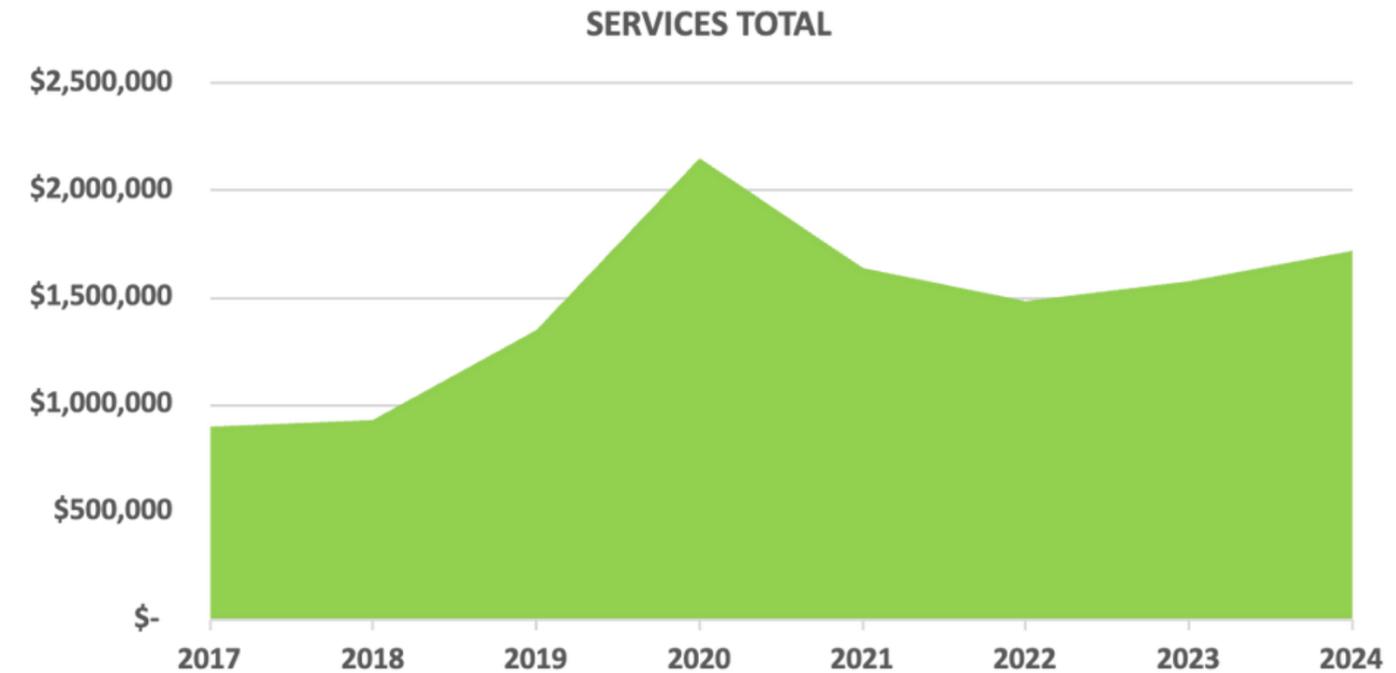
- Revenue Growth + 50% since 2021
- Service revenue: good growth in 2025, achieving 38% mix of revenue, \$524K, on track to exceed \$1M this year

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

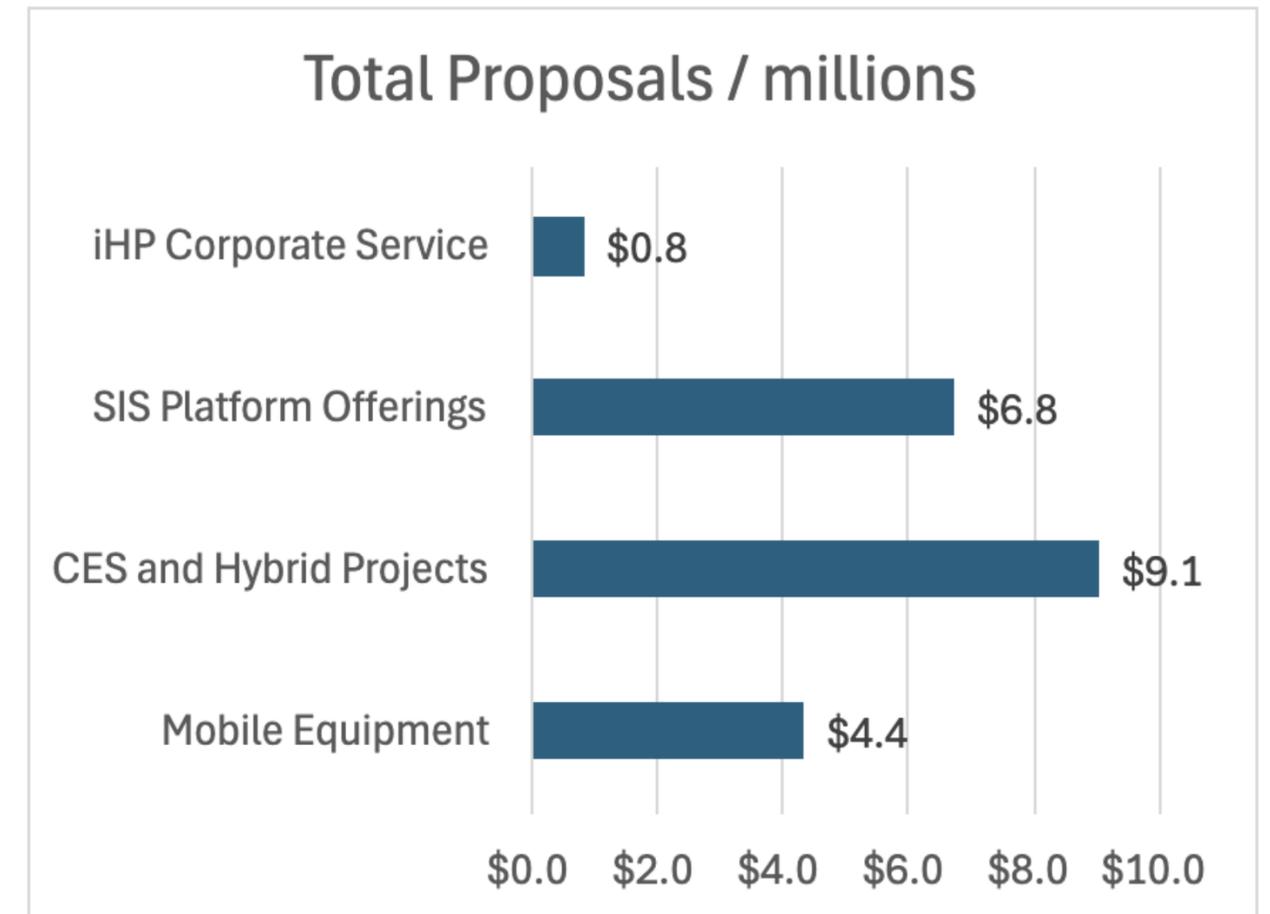
Sustainable Growth Drivers

Pipeline

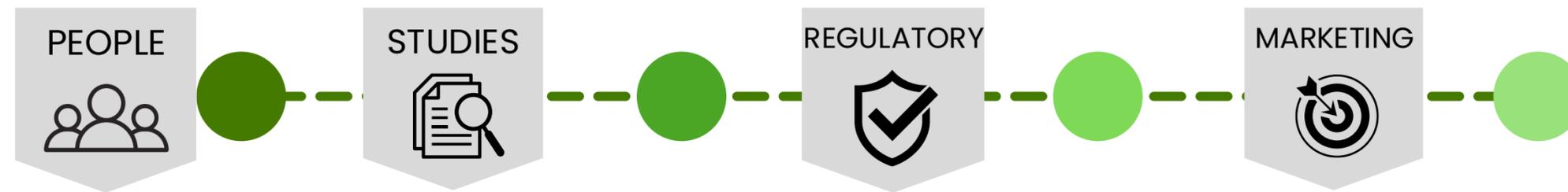
- Focus on Year-over-Year (YoY) Growth to mitigate seasonal revenue fluctuations.
- Past 18-Month Focus: Expanded product lines & services to address new applications of iHP SteraMist technology.

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 that can capture demand.
Expand within the 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 resources and skills to cover the 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 damage

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.

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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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