

Dear Shareholders,

As our product line continues to improve and expand, a key focus of mine is to ensure that we are implementing the most effective and efficient sales strategy to ensure that we are bringing our solutions to the broadest customer base. To that end, our strategy has gone through a strategic shift to add domestic distributors to our long-term international distribution network. We are encouraged by the progress we have made in executing this strategy.

In 2023 we successfully onboarded 9 distributors. Our team now includes 11 independent manufacturing representatives, 21 distributors, and consultants across various market verticals including healthcare, food safety, cannabis, life sciences, and emergency services. Current partners and distributors include:

- Avantor, a Fortune 500 company and a leading supplier of mission-critical products and services
- Vizient, the largest group purchasing organization in the healthcare industry serving approximately 97% of the nation's Academic Medical Centers, more than 50% of the nation's acute care health system, and more than 20% of the nation's ambulatory market
- Universal Disinfection, European specialists in the commercial, aviation, and life science markets
- ARES Scientific, a reliable and innovative provider of cutting-edge products for vivarium and life science facilities
- Technimount System, a manufacturer and distributor that provides products to emergency medical services, hospitals, and military environments
- I.B.D., distributors of high technology solutions to the automation and robotics, automotive, metal, and life sciences industries including the pharmaceutical isolator market in Italy
- BioSafety Management Company, Nigerian-based consultant and product supplier to infectious diseases laboratories and public health laboratories for state government.
- RescuLine, one of the longest operating distributors of medical equipment in Poland as MedLine, RescuLine is a new brand offering comprehensive professional equipment for emergency procedures, patient transport, and now disinfection and decontamination technology and services
- Colcom, Inc., a trusted supplier of high-quality clinical and laboratory equipment
- BEAMS, LLC, experienced in global public health preparedness and specialists in biorisk management programs
- New England Scientific Associates (NESA) by Baker, representing leading manufacturers of biotechnology and research equipment
- DAR, Inc., a company specializing in food safety and food processing spaces

We have particularly expanded our distribution partners in the life sciences market given how TOMI's iHP SteraMist technology is well-aligned with prevailing trends in the biopharmaceutical sector. We continue to see heightened interest from pharmaceutical and life science customers

in our CES, driven by the increasing demand for cleanroom solutions and a shift towards automated disinfection preferences. We are building relationships with contractors and designers who bid on life sciences construction projects, establishing TOMI as the partner of choice for these complex and adaptive projects. Furthermore, we have seen a strong reception to the launch of our new SteraMist Transport System and the [Steramist Integrated System](#) (SIS). These innovations answer the needs of industries seeking to replace outdated VHP decontamination technology.

We look forward to continuing to build and expand our distribution network for our products and keeping shareholders apprised of our progress. Thank you for your support.

Best regards,
Dr. Halden Shane CEO, TOMI Environmental Solutions