

lomi™



2022

Impact Report



OUR MISSION

We are on a mission to create a waste free future and eliminate 10 billion pounds of waste per year by 2028.

This isn't just talk or the trend of the day for us, it's the foundation on which our company has been built.

To maximize our impact, we plan to continue increasing our production volumes and the accessibility of our products. In more concrete terms, this means that by 2028 we are aiming to sell 10 Million Smart Waste Appliances which will prevent 10 Billion pounds of waste going to landfills per year, save up to 1 million metric Tons of CO₂e emissions, and create 2 billion pounds of natural fertilizer to feed the soil every year of usage.

Each product we make must be continuously improved at each step of its lifecycle: from manufacturing to consumer use to recycling. We must also improve every metric, including the energy and water used to make our products, how safe our customers and employees are and the affordability and accessibility of our products. Each of these themes will be covered in this year's Impact Report.

OUR TEAM

**Lomi is a team
of innovators
designing waste
out of the human
experience.**

We're on a mission to leave the planet better than how we found it by eliminating more than 10 Billion pounds of waste.



A Message From Our CEO & Cofounder, Matt Bertulli

“When you read through our 2022 impact report. The main takeaway is that what YOU do matters.”

“Annual reviews here at Pela Case + Lomi are a little different than most companies.

Sure, we look at how we did as a business. As a team.

But we also look at the impact made by our community (You).

The last couple years has been strange. Partly because of the pandemic, but more strange in that it feels like the climate has taken a back seat to more pressing issues. War. Recession.

There’s even a growing voice out there saying you can’t have businesses that are focused on social and environmental good. It seems they forgot about Patagonia’s 40+ year track record of this.

When you read through our 2022 impact report. The main takeaway is that what YOU do matters.

It might seem small sometimes, but it really does all add up to something meaningful.

So from our team to you and your family, thank you for being awesome!”



Matt Bertulli
Cofounder & CEO,
Lomi

A Message From Our Co-founder and Vice President of Sustainability, Jeremy Lang

We are on a mission to create a waste free future and eliminate 10 billion pounds of waste per year by 2028 and help regenerate the soil. This isn't just talk or the trend of the day for us, it's the foundation on which our company was founded.

Open Mind Developments was born back in 2007 to look at things with an open mind for a different view and to leave the planet better than we found it, because nothing else matters really, there is no planet B yet. Thanks for the inspiration Metallica.

It started with waste.

Seeing flax straw being burned seemed wasteful to us, so we started looking for another use for it. Seeing plastic waste on the beach and the failing plastic recycling model lead us to creating Flaxstic to utilize the flax straw and create a more sustainable, compostable alternative to plastic. Seeing the plastic waste from phone cases led us to create a new category of Compostable Phone Cases and Accessories, and others followed which is a win

for the planet because it supports the mission.

Seeing the lack of infrastructure for compost products and the amount of food waste ending up in landfill led us to creating Lomi and a new category of Smart Waste Appliances, and others will follow, which will be a win for the planet because it supports the mission.

Humans are the only species that create waste. There is no waste in nature. When plants and animals die they go back to the earth to feed the soil and the plants and start the cycle over again. We are learning from nature and using technology to help mother earth along.

We used to kill whales to get oil to heat our homes, then technology allowed us to drill deep into the earth to get oil and gas for energy, and now we are using technology to harness the power of the sun. We used to wash our dishes and our clothes by hand, but now we have dish and clothes washing machines. You get the point. Here is the new reality, we used to throw plastic and food scraps in the landfill and now we are using Smart Waste technology to make it

easier to get this valuable natural resource back into the soil. Waste Innovation. Regeneration. Decentralize Waste Management. Smart Waste.

What if garbage was optional? What if everything you consumed, from your food scraps to your take out containers, phone case and coffee pods could go back to the earth at the end of their life as nature intended? This is our moon shot.

We believe that when sustainable consumer products and smart waste appliances are ubiquitous, we can help billions of people live a better life, and leave the planet better than we found it.

Thank you for making a difference and supporting us on this mission.



Jeremy Lang
Co-founder & VP of
Sustainability, Lomi



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Organics in Landfill & How Lomi Changes That

43% of food waste in the U.S. happens at the household level.

That's the equivalent of \$165 Billion or around \$2000 per family every year. That's a lot of methane. When a household runs all their food waste through Lomi, the methane that would have been produced in a landfill decreases to zero.



One of the worst things we can do with our leftover food scraps is to send it to landfill where it will rot and create GHG emissions in the form of methane.

One of the worst things we can do with our leftover food scraps is to send it to landfill where it will rot and create GHG emissions in the form of methane.

Food scraps are not waste, they are a valuable natural resource designed to go back to the earth to create healthy soil to feed the plants and help to sequester carbon from the atmosphere, as nature intended it.

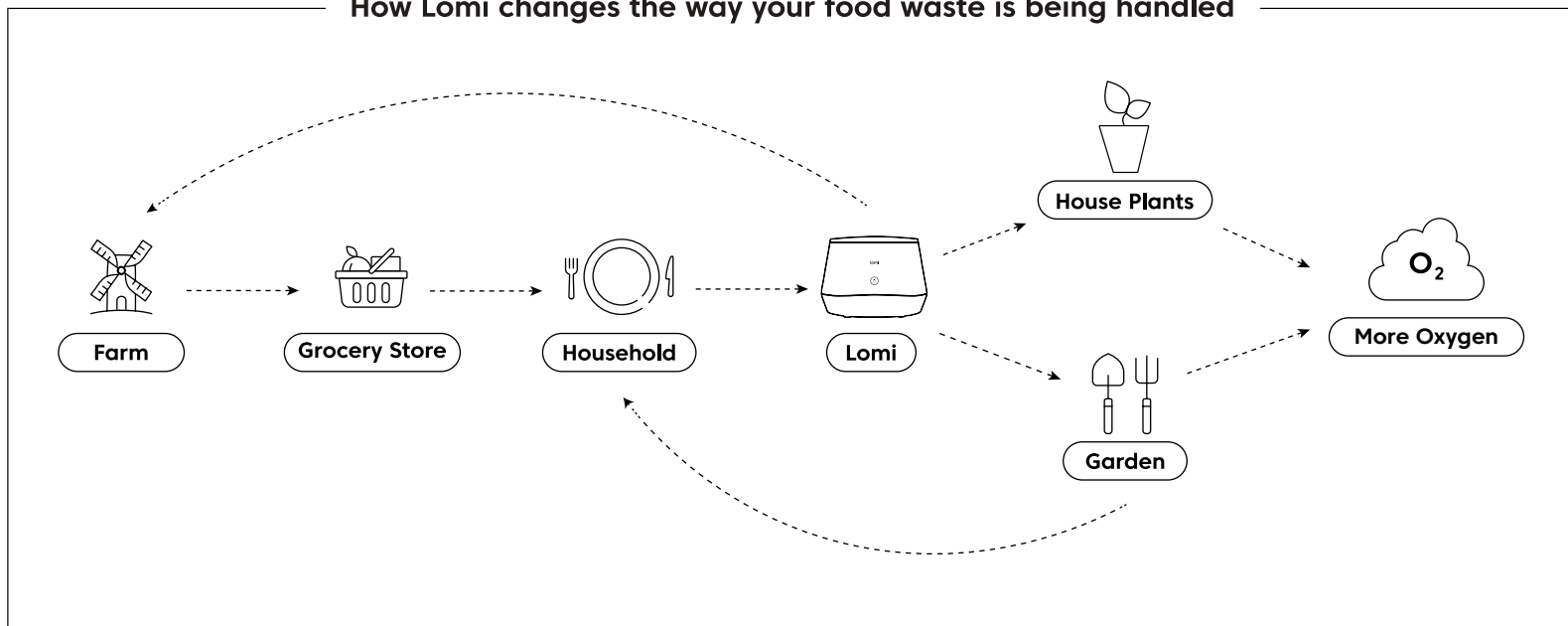
How your food waste is currently being handled



Using Lomi reduces your carbon footprint by up to 127%.

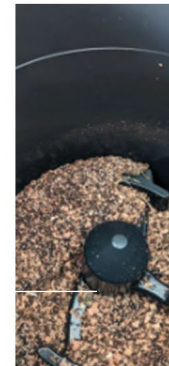
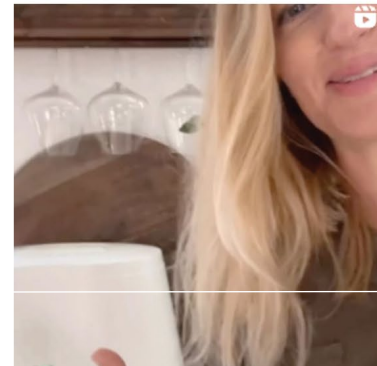
Lomi dirt is rich in organic matter and organic carbon. Typically, food waste breaks down in landfills anaerobically and releases methane, a greenhouse gas with 80x the warming power of carbon dioxide. When Lomi dirt is used in combination with soil to grow plants, these nutrients are broken down by microorganisms to help feed plants. Nutrients like carbon get stored in plant matter instead of released as carbon dioxide.

How Lomi changes the way your food waste is being handled





Lomi Collective Network Impact



Lomi at a single home level

The results below, reflect a scenario where a Lomi user runs Lomi once a day, treating 2.2 lbs of food scraps per day, powered by the average US power grid at Lomis average energy usage per cycle 0.7kWh, and putting Lomi end product in an organics collection bin or using it in their backyard or community garden.

Up to

803lbs
diverted from landfills

Up to

110kgs
CO2e ghg emissions per year

USA

You will save up to 110 kg CO2e emissions per year, or the equivalent CO2 savings of 10 trees.

Lomi at a single home level

The results below, reflect a scenario where a Lomi user runs Lomi once a day, treating 2.2 lbs of food scraps per day, powered by the average canadian power grid and putting Lomi end product in an organics collection bin or using it in their backyard or community garden.

Up to

803lbs

diverted from landfills

Up to

180kgs

CO2e ghg emissions per year

Canada

You will save up to 180 kg CO2e emissions per year, or the equivalent CO2 savings of 18 trees.



Lomi on a state and provincial level

When we zoom out, we notice that our Lomi network is represented in many states and provinces. In the next few slides, we'll show you the impact Lomi has created on a state and provincial level.

CALIFORNIA



23,119

Lomi's purchased

Up to

18.5M lbs

diverted from landfills

Up to

5.3M kgs

CO2e ghg emissions per year

NEW YORK



5,831

Lomi's purchased

Up to

4.6M lbs

diverted from landfills

Up to

1.3M kgs

CO2e ghg emissions per year

TEXAS



5,830

Lomi's purchased

Up to

4.6M lbs

diverted from landfills

Up to

1.3M kgs

CO2e ghg emissions per year

WASHINGTON



4888

Lomi's purchased

Up to

3.9M lbs

diverted from landfills

Up to

1.1M kgs

CO2e ghg emissions per year

FLORIDA



4606

Lomi's purchased

Up to

3.6M lbs

diverted from landfills

Up to

1.06M kgs

CO2e ghg emissions per year

COLORADO



3819

Lomi's purchased

Up to

3.06M lbs

diverted from landfills

Up to

0.89M kgs

CO2e ghg emissions per year

ILLINOIS



3079

Lomi's purchased

Up to

2.5M lbs

diverted from landfills

Up to

0.71M kgs

CO2e ghg emissions per year

MASSACHUSETTS



3042

Lomi's purchased

Up to

2.4M lbs

diverted from landfills

Up to

0.71M kgs

CO2e ghg emissions per year

VIRGINIA



2677

Lomi's purchased

Up to

2.1M lbs

diverted from landfills

Up to

0.62M kgs

CO2e ghg emissions per year

OREGON



2584

Lomi's purchased

Up to

2.1M lbs

diverted from landfills

Up to

0.60M kgs

CO2e ghg emissions per year

PENNSYLVANIA



2551

Lomi's purchased

Up to

2M lbs

diverted from landfills

Up to

0.59M kgs

CO2e ghg emissions per year

NEW JERSEY



2452

Lomi's purchased

Up to

1.9M lbs

diverted from landfills

Up to

0.57M kgs

CO2e ghg emissions per year

NORTH CAROLINA



2253

Lomi's purchased

Up to

1.8M lbs

diverted from landfills

Up to

0.52M kgs

CO2e ghg emissions per year

ARIZONA



2112

Lomi's purchased

Up to

1.7 lbs

diverted from landfills

Up to

0.49M kgs

CO2e ghg emissions per year

GEORGIA



1928

Lomi's purchased

Up to

1.5lbs

diverted from landfills

Up to

0.45M kgs

CO2e ghg emissions per year

ONTARIO



5792

Lomi's purchased

Up to

4.6M lbs

diverted from landfills

Up to

1.3M kgs

CO2e ghg emissions per year

BRITISH COLUMBIA



4092

Lomi's purchased

Up to

3.2M lbs

diverted from landfills

Up to

0.9M kgs

CO2e ghg emissions per year

ALBERTA



1307

Lomi's purchased

Up to

1.04M lbs

diverted from landfills

Up to

0.3M kgs

CO2e ghg emissions per year

QUEBEC



1220

Lomi's purchased

Up to

0.97M lbs

diverted from landfills

Up to

0.45M kgs

CO2e ghg emissions per year

The Lomi collective network

In 2022, the global fleet of Lomi Smart Waste Appliances enabled our customers to avoid emitting up to 16,000 metric tons of CO₂e, and helped prevent up to 120 million pounds of food scraps from entering landfill.

Up to

120M lbs

of food scraps diverted from landfills

Up to

16M kg

of CO₂e ghg emissions



So, how did we find these numbers?

The 16,000 metric tons of CO₂e savings estimate is based on the net CO₂e savings during the use-phase of a Lomi Smart Waste Appliance compared to sending your food scraps to landfill. Geographic distribution of our deliveries, grid mix at the country, state and province level and upstream emissions are reflected in these figures.



Lomi Earth



97% of farms in the USA use synthetic fertilizer.

Synthetic fertilizer is a non renewable, short term solution to a long term need, that can be dangerous to both humans and animals.

Nitrous oxide, one of the main chemical compounds found in synthetic fertilizer, is 300x worse for the environment than CO₂e.



Lomi Earth Lab Results

[See Full Report](#)

So what exactly does Lomi turn your food scraps into anyway? We were curious too so we collected Lomi Earth samples and submitted them to the laboratory for analysis. The results indicate that not only does Lomi Earth have a good nutrient content, but it is also able to hold onto these nutrients very well through its high cation exchange capacity so that they are not washed away and lost from the soil. This helps ensure plants are provided with the nutrition they need. The extremely high organic matter content in Lomi End Product will help feed the microbial life in the soil and increase the water-holding capacity of this soil, making plants more resistant to drought and providing water savings.



Lomi Earth

Synthetic Fertilizer

What does it feed?

Feeds the soil and the plants.

Feeds the plants.

Composition

Derived from organic sources (plant and animal materials).

Contains very high organic matter.

Derived from the petroleum industry (non renewable sources) or other synthetic materials.

Contains no organic matter.

Nutrients

Provides macronutrients and micronutrients.

Generally, don't contain necessary micronutrients.

High nutrient concentrations may build-up in the soil, which may lead to leaching and run-off.

Nutrient release rate

- Slow and Long lasting
- Nutrients are released at a rate plants can use, greatly reducing the chance of leaching or run-off.
- Microbes in the soil break down the organic material releasing the nutrients.
- Controlled growth that doesn't over-stimulate plants, promotes stronger root growth for better disease and insect resistance.

- Promotes a healthy soil ecosystem and stimulates soil microbes.

- Fast and short term
- Synthetic fertilizers give a quick, but short-lived, burst of nutrients, which can cause rapid plant growth at the expense of developing a strong root system.
- Short-term solution to a long-term need.

Impact on soil

- Promotes a healthy soil ecosystem and stimulates soil microbes.
- Provides organic material that decomposes, releases nutrients plants can use and feeds vital microorganisms, all important for rich, fertile soil.
- Improves soil texture.
- Increases water retention
- Improves cation exchange capacity

- Does not contribute to the soil ecosystem and does not stimulate soil life.
- Does not contain organic matter to improve soil structure.
- May decrease soil fertility due to chemical nitrogen stimulating excessive microorganism growth, which, over time, depletes organic matter in the soil.
- Reduces biodiversity over time.

Plant safety

Won't burn plant leaves or roots.

Incorrect or over application may burn plants due to high concentrations of chemical nutrients.

Environmental safety

Minimal, if any, run-off or leaching.

Nutrients can be lost from run-off and leaching, sometimes up to one-third.

May be dangerous to humans and pets.

We have all heard of Farm to Table, but what about Table to Farm?

Commercial compost facilities are great, but they need help processing all the organics they receive. What if Lomi Earth could bypass the commercial compost facility and go directly to the farms that we get our food from? Better yet, what if we used Lomi Earth as a replacement for compost and other organic fertilizers and used it to help improve the yields and save cost on a non-profit, for-purpose, farm that grows food for the hungry? We decided to test our Lomi Table to Farm strategy this summer and the results are very promising, indicating that Lomi Earth can be used as another tool in a farmer's toolkit to replace other synthetic and organic fertilizers.





Helen's Acres

[Preliminary Results Here](#)

The preliminary results from the Helen's Acres Farm Testing indicate applying Lomi Earth to the soil has positive benefits for crop yield and size, crop nutrient density and soil health.

Lomi Earth is a nutrient-rich and microbially-rich organic fertilizer that you can craft at home at the push of a button. Lomi takes your food waste and transforms it into something you can mix back into your garden soil. Not only does it improve soil quality, but Lomi Earth has the potential to be the answer to global food security through its impact on crop quality.

The high organic matter and nutrient content Lomi Earth adds to the soil feeds the microbial life below ground and is taken up by the plants you grow in your garden. One application of Lomi Earth can help boost levels of eight essential nutrients, meaning the lettuce you grow in your backyard will be able to provide you with the nutrition you really need.

Lomi Earth can be used at your local farms to ensure that the produce you pick up at your farmers market is also healthy, nutritious, and of high quality. Lomi Earth can help food regain its nutrients, give you agency over your health, and provide a sense of power when it comes to choosing the food you put in your body and those of your children.

**Educate
& Inspire**



Education has always been one of the most important pillars of our brand.

By donating Refurbished Lomis to schools, Learn with Lomi gives thousands of students a hands-on opportunity to learn about how food waste can be turned into a valuable natural resource that feeds the earth in the most sustainable, regenerative way.

[Learn with Lomi](#)



Learn with Lomi

Since October 2022, We've donated Lomi's to almost 200 classrooms. That's almost 6000 children learning about food waste, 120 million pounds of food scraps diverted from landfills and 46,000 kgs of CO2e ghg emissions avoided.

up to

6000

children learning about food waste

up to

160,600 lbs

of food scraps diverted from landfills

up to

46,000 kgs

of CO2e ghg emissions per year



We will continue into 2023 with a goal to have **Lomi's in over 2000 classrooms** in North America.

2023 & The Future



In the future, there is no waste in nature.

In 2022, Lomi owners helped to prevent up to 120 million pounds of food scraps from entering landfill, creating up to 24 million pounds of Lomi Earth food to feed the soil and plants, and saved up to 16,000 MT CO₂e emissions.

In 2023, our goal is to help Lomi owners prevent: an additional 180 million pounds of food scraps from entering landfill, creating up to 36 million pounds of Lomi Earth food to feed the soil and plants, and saving up to 24,000M kgs of CO₂e emissions.

Up to

180M lbs

of food scraps diverted from landfills

Up to

36M lbs

of Lomi Earth created

Up to

24M kgs

of CO₂e ghs emissions



10 Billion Lbs. All at the push of a button.

As a Lomi user, you're helping keep over 80 million pounds of food waste out of landfill— every single year. You helped create a movement of people that aren't throwing their uneaten food scraps in landfills anymore.

What if garbage was optional? What if everything you consumed, from your food scraps to your take out containers, phone case and clothing could go back to the earth at the end of their life as nature intended? This is our moon shot.

Through our team's drive to innovate, we will continue in 2023 to develop new ways to reduce waste, create nutrient-rich fertilizer for the earth, and reduce the world's carbon footprint.

All at the push of a button.



Lomi™

Meet the world's first Smart Waste™ appliance

Get Lomi

