

lomi™



Smart Waste™ Community

(Introducing Lomi-as-a-Service)



Smart Waste™ Residence

This residence is a part of Lomi Certified households that are reducing food waste in landfills.

Finally, a Program for Smart Waste™ Communities

Introducing Lomi-as-a-Service (LaaS)

Lomi-as-a-Service (LaaS) allows residents to easily divert food waste at home, eliminating odor and mess, and is ideal for both single-family homes and multi-residential buildings, offering unmatched convenience while retaining superior environmental benefits.

The program includes a Lomi device with charcoal filters, options for managing the output (Lomi Earth), and a community impact dashboard for tracking key metrics.



This residence is a part of Lomi Certified households that are reducing food waste in landfills.

Meet OMD

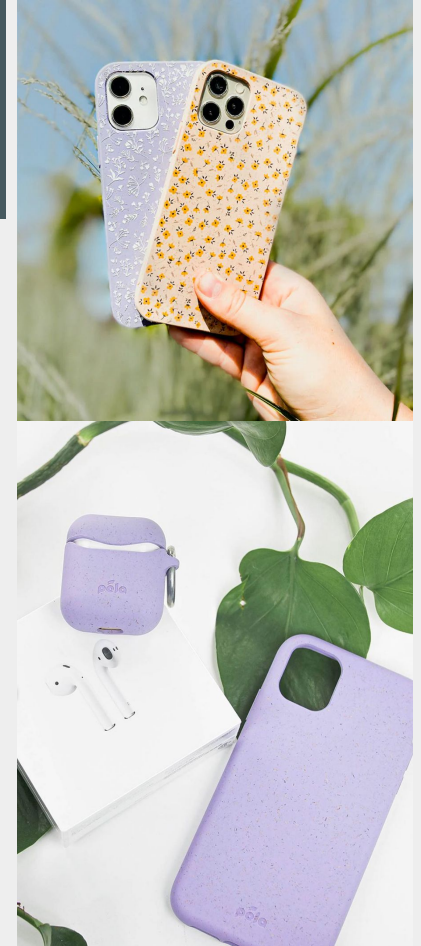
Open Mind Development (OMD) Corporation is the parent company of Lomi + Pela

The Lomi logo, featuring the word "lomi" in a white, lowercase, sans-serif font with a small trademark symbol, set against a dark green rectangular background.

- The world's first smart waste device approved as a verified carbon credit and IP-protected
- Based in Kelowna, BC Canada
- 250K+ users

The Pela logo, featuring the word "pela" in a white, lowercase, sans-serif font, set against a dark grey rectangular background.

- Plant-based material science & domestic manufacturing platform
- Manufacture in Canada
- 2M customers



Lomi-as-a-Service for Smart Waste TM Communities

About Open Mind Developments

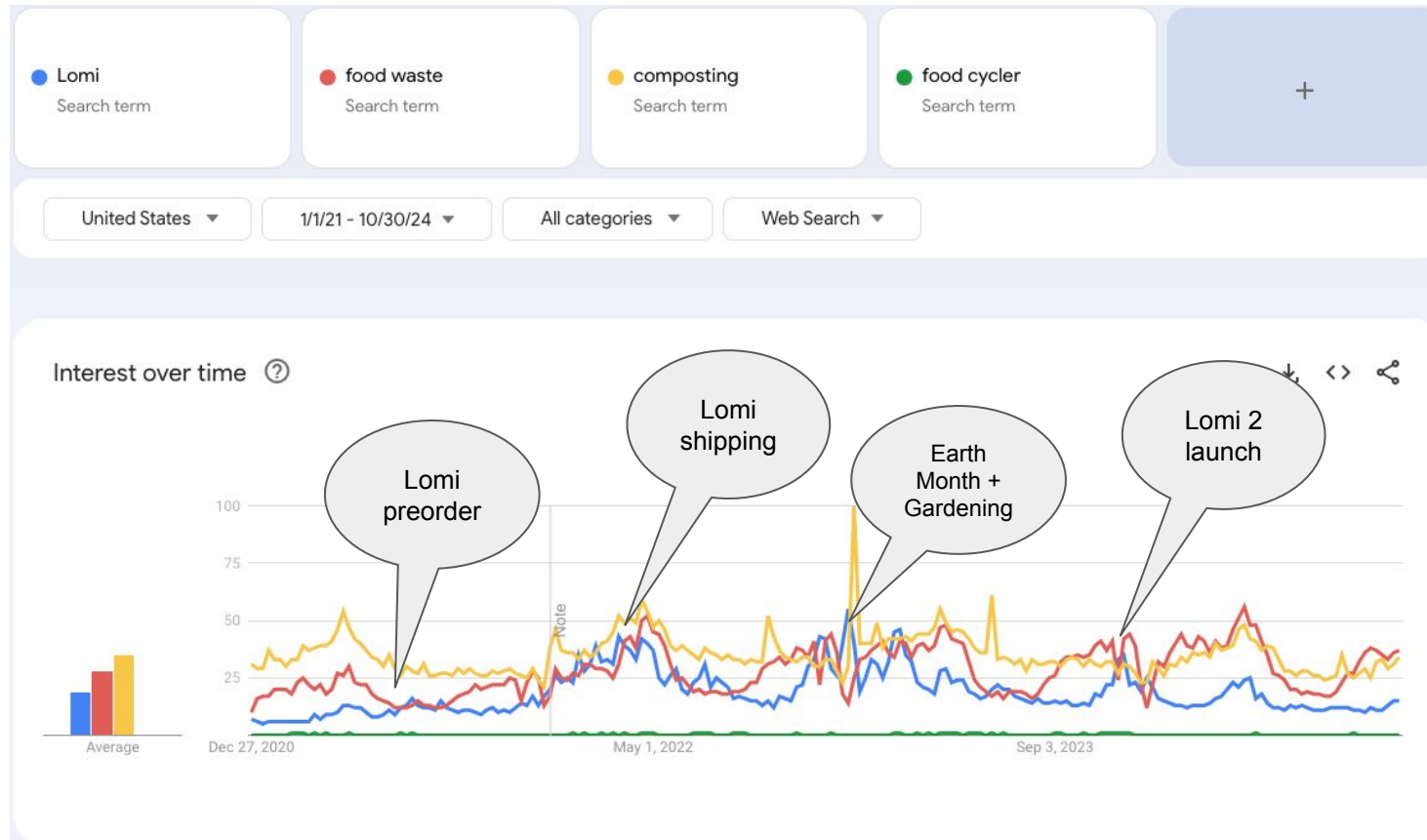
What has made Lomi a world leader in this space?

- Lomi is the **world's first household appliance to be a verifiable carbon credit** ([Carbon Credit + Lomi](#))
- Open Mind Developments is a **Canadian company** and a [Certified B Corp](#)
- Open Mind Developments **technology provides daily insights in an easy-to-read Community dashboard where Community leaders can track the impact of the program** (see slide 8); no unreliable questionnaire frameworks are needed, just real data with real results
- Lomi technology provides **over-the-air (OTA) firmware updates so community members always have access to the latest updates** such as electricity optimizations, cycle time adjustments, and other similar enhancements that benefit everyone
- Lomi is **app-enabled**, so residents can see their own impact, quickly find out “what can go in Lomi”, and even order charcoal filters “on-demand”



Lomi-as-a-Service for Smart Waste™ Communities

Lomi is the category leader



- Lomi is the most searched in the category (and it's not close)
- Lomi searches align with **the entire category of “food waste” searches**; this illustrates which Brand is most aligned with the solution overall
- Lomi, a product, is searched on Google roughly the same amount as “food waste” or “composting”

Lomi-as-a-Service for Smart Waste TM Communities

Some Highlights of the Program

- ✓ Approx 250,000 happy households & a proven scalable infrastructure for support and logistics
- ✓ Reduces food waste by up to 90%, minimizing hauling and curing time
- ✓ [Has 3rd party tested soil results](#)
- ✓ No new haulers required
- ✓ No new disposal sites required
- ✓ Can track user cycles and impact
- ✓ Comprehensive customer support for all residents



Introducing Lomi 3 Next Generation of Magic

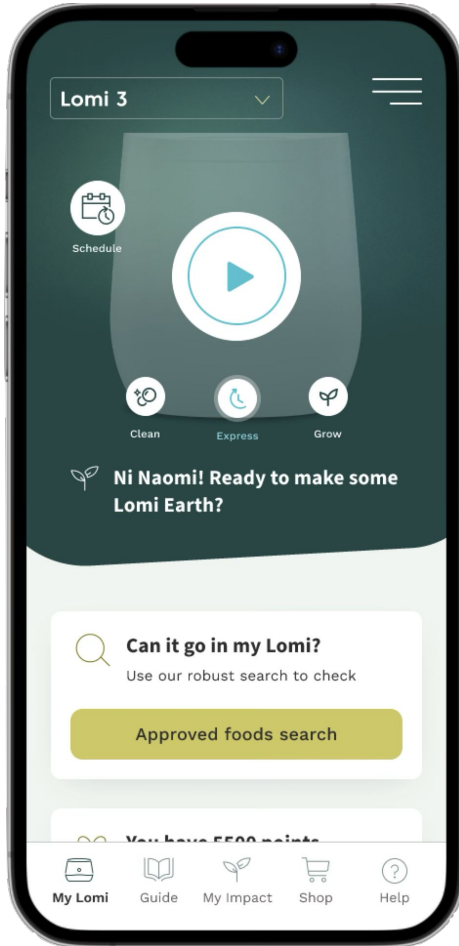
The World's first connected Smart Waste appliance: [Website](#)



Introducing Lomi 3.0

- 30% smaller
- Same 3L bucket capacity
- 30% faster cycle time
- 25% quieter (45dB)
- Schedule on/off from app
- Pause cycles / resume cycle
- 2 food recycling modes + Cleaning mode
- Advanced odor filtration with refillable chamber

Remote Control Lomi 2 and 3



Not Final UI

Works via the Lomi App (iOS + Android)

- Launches with the release of Lomi 3
- Features: Select Mode, Start, Pause, Cancel, Set Time Start
- Walkthrough Tutorial
- In-app orders & pickups
- In the Future: Mute Sounds, Schedule Starts on a Calendar, Control Light Brightness, Voice Control

Easily control Lomi from anywhere.

- Forget to start it before you leave for work?
- Don't keep your Lomi in the kitchen?
- Want it to start and run while you are asleep?

You bought the food, make use of it (all of it)

Reduces waste & regenerate the soil

Before



3L

After



80%
reduction

Getting Started

What's the next step?

The Program Basics

The Deal:

- **1-Year Trial:** Get started quickly. Track immediately. Scale easily.
- **Monthly Service:** Less than your Netflix binge habit.
- **Flexibility:** If your residents are not in love, they can opt out anytime with flexible options

The Perks:

Ongoing support, biannual charcoal refills, and a dashboard to track just how awesome you are at using your unused food. Plus, a cleaner, fresher home without all the gross trash build up.



This residence is a part of Lomi Certified households that are reducing food waste in landfills.



Track the collective impact of Lomi users across your community

- Great for evaluating trials prior to wide-scale programs
- Measure participation by household
- Measure impact across the community
- Identify opportunities for troubleshooting & comms
- Identify the “super users”
- Push alerts, on-demand pickups

Lomi

LearnShopAbout UsSupport

ContactAccount0

Account

Community Dashboard

Kelowna lb

Paired Count133

Total Count171

Paired Percentage78%

Active Count108

Inactive Count63

Total lbs Of Waste Prevented from Entering Landfill

Cumulative Waste Deferred (lbs)

Month

2024-042024-052024-062024-072024-082024-09

Month	Cumulative Waste Deferred (lbs)
2024-04	~500
2024-05	~1500
2024-06	~3500
2024-07	~5500
2024-08	~7500
2024-09	~9000

Trends Over Time

June 1, 2024 - September 26, 2024

Total Waste Deferred8113 lbs

Total Cycle Count3680 cycles

Total CO2 Emissions Avoided3680 lbs

Waste Bags Saved177 bags

Trucks Saved0.27 trucks

Trees Saved2.04 acres

Average Household Waste Deferred61 lbs

Average Household Cycle Count28 cycles

Lomi Earth Created2028 lbs

Top Performers

Errored and Inactive Lomis

L2WBAA0124005504 - 131

L2BBA1023002472 - Inactive

L2GBA0923001859 - 120

L2WBA0124005530 - Inactive

Smart Waste™ Innovation



Colin Schmidt
SVP, Lomi
colin@lomi.com

Confidential and Proprietary

