




# IMPACT REPORT

## 2022





# FOUNDERS STATEMENT

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When we founded Lotus Foods, we wanted to use our business for positive change- to create more well-being for our producers, our consumers and the world we live in. We are proud to share this overview of what we have achieved and our goals for the future.

In gratitude,  
Ken Lee and Caryl Levine  
Co-Founders/Co-CEOs

# MISSION & VISION

## MISSION

### LEAD THE WAY IN RICE FARMING PRACTICES

That simultaneously mitigate climate change, promote farmers' resilience, and empower women.

## VISION

To **CHANGE** How Rice Is Grown Around the World.



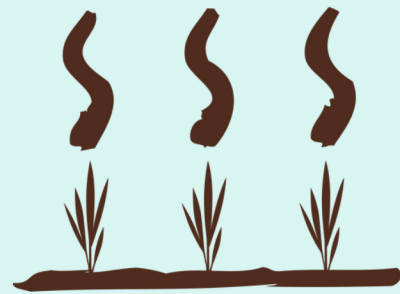
# RICE IS LIFE

Rice sustains half the world's population. Most is grown on small family farms. But producing it is hard on people and the environment.



## NATURAL RESOURCES

1/4 to 1/3 of the planet's annual renewable supply of fresh water is used for rice irrigation.



## CLIMATE IMPACT

Flooded rice fields are a major source of human-induced methane gas emission.



## LABOR INTENSIVE

Hundreds of millions of women perform back-breaking tasks in unhealthy standing water.



## LIVELIHOODS

Most smallholder rice farmers struggle to make a living.



# 27 YEARS & GROWING

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For over 25 years we have tackled these challenges proactively. We promote organic and regenerative More Crop Per Drop® practices to restore natural resources and slow climate change. Our Fair Trade premiums improve incomes and the resilience of rural communities. We strive to make healthy rice-based products more accessible and enable more farmers to benefit. We advocate for a more just, equitable food system together with like-minded brands and partners. While we have accomplished a lot, we are committed to even greater impact in the future.



# OUR IMPACT



**58.3 MM**

LBS OF ORGANIC  
RICE PURCHASED



**57.1 K**

CO2e TONS SAVED



**6.1 B**

GALLONS OF WATER SAVED

cumulative 2009-2022

# OUR IMPACT

**±5000**

Families benefit from organic  
& Fair Trade premiums

**±300**

Hours/acre less work for  
women

**40%**

Less methane emitted

**500 M**

Gallons less water used on  
average annually

# MORE CROP PER DROP®



More Crop Per Drop® minimizes water usage, improves soil health, empowers women, increases farm incomes, and reduces climate impact.

## CONVENTIONAL

Any seed variety;  
27-45 lbs needed per acre.

21-60 days old seedlings  
transplanted randomly in  
clumps of up to 5 seedlings.

Continuously flooded fields;  
360-600 gallons per 1lb rice.



Up to 90% fewer seeds results in cost savings and smaller nurseries to manage.



Less transplant shock and competition among plants promotes growth.



25-50% less water used; 40% less methane emissions when fields are not continuously flooded.

## MCPD®

Heirloom & local varieties;  
2-5 lbs needed per acre.

8-15 days old seedlings  
transplanted in rows at wide  
spacing; 1 plant per hole.

Moist fields or alternate  
drying & flooding; ±180  
gallons per 1lb rice.



# MORE CROP PER DROP®

## CONVENTIONAL

Manual removal or herbicides.

Inorganic fertilizer and chemical pesticides.

Backbreaking repetitive tasks, mostly by women done in standing water.

Fewer tillers, smaller roots from flooding. Plants fall over easily in storms.



Faster weeding. Farmers can weed in an upright posture.



Organic fertilizer improves soil health for better plant health.



Less work, less time working bent over, less exposure to health hazards.



Up to 2-3X more rice harvested; increased income. Less pressure on natural habitats to raise yields.

## MCPD®

Rotary weeder removes weeds and aerates the soil.

Organic fertilizer; promotes root growth & soil health.

Fewer, lighter seedlings to plant, faster weeding, no standing water.

Improved soil health promotes deeper, larger roots and anchors plants.

# MORE CROP PER DROP® BENEFITS



## CROP YIELD

Up to 2-3 times increase



## INCREASED INCOME

Lower costs and higher yields



## SEED USE

80-90% fewer seeds needed



## WATER USE

25-50% less water used



MORE CROP  
PER DROP®

## ACCESSIBILITY

Smallholder farmers see gains in just 1-2 seasons

## METHANE EMISSIONS

40% avg. reduction in methane emissions

## IMPROVES SOIL HEALTH

More diverse and prolific soil microorganisms

## LABOR

±300 hours/acre less work for women

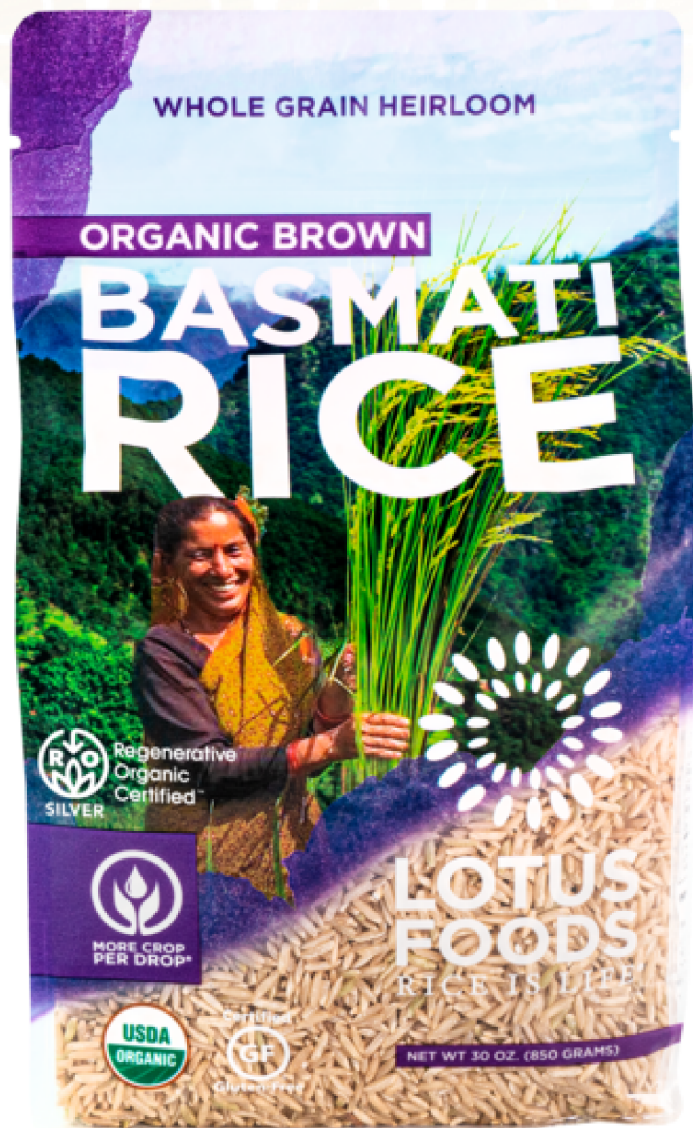
## LAND USE

Higher yields reduce encroachment into natural habitats

## HEALTH HAZARDS

Reduces exposure to waterborne diseases & eliminates agrochemicals

# LOTUS FOODS HAS THE FIRST EVER REGENERATIVE ORGANIC CERTIFIED® RICE!



ROC® is comprised of three pillars and goes above and beyond existing Organic and Fair Trade certifications.



By purchasing ROC® products, individuals know at a glance that their purchase makes a positive impact at every level: environmentally, ethically, and socially.



# MEET OUR FARMING COMMUNITY

We partner with small family farmers to preserve local biodiversity and grow rice more sustainably. Our farmers are at the forefront of climate- and women-friendly production methods.



# FOODTECH SOLUTIONS

## PARTNER NAME

Foodtech Solutions (FTS) &  
Amnatcharoen Organic  
Agricultural Community  
Enterprise Network

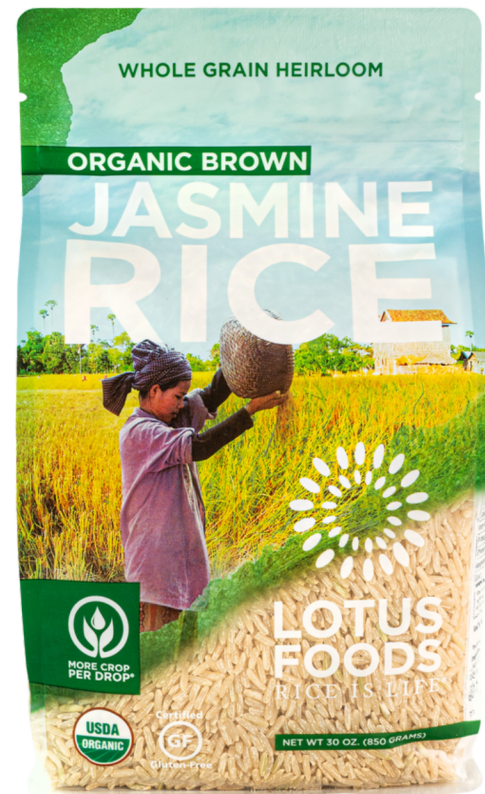
## LOCATION

Amantcharoen Province, Thailand

## PRODUCTS

Organic White & Brown Jasmine  
Rice

**LOTUS FOODS PARTNER SINCE  
2017**



Together, FoodTech Solutions and Amnatcharoen Organic Agricultural Community Enterprise Network are addressing the power imbalance between large millers and small producers. They apply ecological principles to revive on-farm soil fertility and produce certified organic rice to boost net farm income and community resilience. Network members meet for two hours of training each month and to exchange best practices. The Hom Mali Rice they produce is some of the best aromatic rice grown in Thailand.



# PRATITHI ORGANIC FOODS

**PARTNER NAME**

PraTithi Organic Foods Pvt. Ltd.

**LOCATION**

Uttar Pradesh, India

**PRODUCT**

Organic White & Brown Basmati Rice

Organic White Quick Cook Rice

**LOTUS FOODS PARTNER SINCE 2019**



PraTithi Organic Foods, a pioneer and leading champion of organic farming in India, partners with small and marginal farmers, preserving traditional knowledge and local crop varieties with eco-friendly techniques, like the System of Rice Intensification (More Crop Per Drop®) to produce the best yields and quality. Farmers producing heirloom Basmati rice for Lotus Foods qualified for Regenerative Organic Certified® Silver. These farmers are now supplying our new Quick Cook Rice, another prized heirloom rice called Kalijira.



# OASIS

## PARTNER NAME

OASIS & Surin Family Farms

## LOCATION

Surin, Thailand

## PRODUCT

Organic Red Rice

## LOTUS FOODS PARTNER SINCE

2019



OASIS (Organic Agriculture Social Enterprise Innovators of Surin) is a FLO-certified Small Producer Organization with about 650 small-scale farmer-members in Surin, Thailand. Many use More Crop Per Drop® methods. Founded in 2018, OASIS enables small-scale farmers to access premium markets. It has grown over the past few years to market red and white jasmine rice in addition to diversification with herbs and vegetables. OASIS exports its rice through its sister company, Surin Family Farms.



# BLOOM AGRO

## PARTNER NAME

Bloom Agro

## LOCATION

Central Java, Indonesia

## PRODUCT

Organic Tricolor Blend Rice

## LOTUS FOODS PARTNER SINCE

2009



Bloom Agro supplies a blend of traditional Indonesian whole grain red and brown rices that make our Tricolor Blend Rice. This rice is certified organic and was the first rice ever to qualify for Fair for Life, the most demanding Fair Trade certification that exists. Besides fair pricing, it encompasses many other social and environmental concerns, including water use and gender equity. Bloom Agro partners with a group of youthful, entrepreneurial farmers in Central Java.





# COFE

## PARTNER NAME

Cambodian Organic Farm  
Enterprise (COFE) Co., Ltd.,

## LOCATION

Takeo, Cambodia

## PRODUCT

Organic White & Brown Jasmine  
Rice

LOTUS FOODS PARTNER SINCE  
2008



COFE grew out of pioneering work by the Cambodian NGO CEDAC to improve farmers' food security and health by showing farmers how to grow more rice without toxic agrochemicals by using System of Rice Intensification (More Crop Per Drop®). When formerly food-deficit farmers began producing surplus rice CEDAC organized them into organic cooperatives to sell their traditional jasmine. Lotus Foods was COFE's first international buyer and sources organic and Fair Trade jasmine rice from them to this day. Fair Trade premiums have been invested by communities to dig wells and ponds, buy milling equipment and even build a community store and meeting center.



# DALIAN HONGREN

## PARTNER NAME

Dalian HongRen Whole Grain Foodstuffs Co., Ltd.

## LOCATION

Heilongjiang province, China

## PRODUCT

Organic Forbidden® Rice,  
Heirloom Forbidden® Rice,  
Organic Jade Pearl Rice™

**LOTUS FOODS PARTNER SINCE**  
1995



One of our first and longest suppliers, Dalian Hongren in China has been a partner with us for over twenty five years. Both our black Heirloom Forbidden® Rice and black Organic Forbidden® Rice are grown on small family farms in the Heilongjiang region of China's far Northeast provinces – an area that has some of the most fertile and unpolluted soils in China and has become the ‘organic’ food basket for the country. They also supply us with our Organic Jade Pearl Rice™, a fan favorite, due to its fresh green color and taste.

# HESCO SOLUTION

## PARTNER NAME

Hesco Solution

- Kritsanakorm Organic Farm
- Grace Bio
- Raithong Organic Farm

## LOCATION

Samutsakhon, Thailand

## PRODUCT

Organic Heat & Eat Rice Pouches

**LOTUS FOODS PARTNER SINCE 2020**



Kritsanakorm Organic Farm

Lotus Foods' founders Ken and Caryl were introduced to Hesco while they were looking for a supplier for a new product line, Arare Rice Crackers. For this product they actually ended up going with a different supplier, however, they were very impressed with the Hesco operation and kept in touch. Years later, they found an opportunity to work together on Heat & Eat Rice Pouches. This is a great story of building a relationship over years, open communication, and finding the right product at the right time.

Hesco sources from 3 certified organic farms:

- Kritsanakorm Organic Farm
- Grace Bio (Fair Trade)
- Raithong Organic Farm



# OUR COMMITMENTS

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## JEDI | Justice, Equity, Diversity and Inclusion

We have embraced the values of JEDI since our founding and plan to take this commitment to a new level throughout our company and supply network.

## CLIMATE COLLABORATIVE

- Agriculture
- Packaging
- Short-lived Climate Pollutants
- Policy

## NET ZERO 2030

Our commitment to reduce our carbon footprint.



# JUSTICE, EQUITY, DIVERSITY, & INCLUSION

## OUR COMMITMENT

[Click Here for Lotus Foods' full JEDI statement.](#)



## 2022 UPDATE

- Launched a new MCPD® (SRI) rice– Organic White Quick Cook Rice. We priced it \$1 lower than our other rices to make it more accessible to consumers.
- Completed 2nd annual JEDI and employee engagement survey resulting in:
  - Compensation transparency and pay equity project.
    - A clearly articulated compensation philosophy.
    - The creation and sharing of salary ranges from benchmarking data so employees understand how their skills and performance impact their salary.
  - Added additional paid Holiday's that align with school schedules to help working parents.
- We introduced Jubilee Justice to MCPD® (SRI) and support their efforts to reverse systemic racism and inequality.
- JEDI Stat Highlights:
  - The percent of employees who are BIPOC is up 8%.
  - We hired 2 Veterans.
  - BIPOC Social Influencers now make up 50% of our partnerships.

# OSC CLIMATE & PACKAGING



By 2025 we will double the amount of rice that we buy from farmers using regenerative/SRI methods.

We have partnered with Jubilee Justice to support their efforts to reverse systemic racism and inequality. We introduced them to MCPD® (SRI) and look forward to their rice becoming commercially available.



By 2024, we will transition 2 product lines to recyclable or biodegradable material.

We are actively working on a packaging engineering project to transition our biggest product line from single use plastic to 100% recyclable packaging.



In fiscal year 2023\*, we sold 1.8 Million pounds of MCPD® (SRI) rice, saving ~688 Million gallons of water.

\*4/01/2022 - 3/31/23



Continue to advocate for regenerative agriculture and climate causes.

- Regenerative panel participation at the Sustainable Food Summit.
- Keynote presentation at ICSCI 2022 Conference.
- COP 27 Circular Economy/Regenerative Ag film by the Ellen MacArthur Foundation.

# NET ZERO | 2030

Climate change affects all of us. We all must take responsibility to reduce our carbon footprint.

Lotus Foods partners with farmers who practice System of Rice Intensification (SRI) methods, one of the 100 solutions identified by Project Drawdown to reverse global warming. We are proud to join other B Corporations and commit to accelerating reductions in our company's emissions to be net zero by 2030.

## 2022 UPDATE

Lotus Foods remained committed to working on our Scope 1, 2 and 3 GHG inventory. Calculating the carbon footprint of our company is the first step towards developing an Emissions Reduction Plan aligned with the Science Based Target initiative (SBTi) Net Zero Standard. Having a corporate greenhouse gas inventory will help Lotus Foods understand our emissions and identify ways we can meet our commitment to achieve net zero emissions by 2030.

[Click Here for Lotus Foods' full Net Zero statement.](#)





# GIVING BACK

- We support our local community through donations to food banks.
- We partner with mission-aligned nonprofit organizations.
- We are committed to ensuring our products are more financially and geographically accessible.
- We source from other B Corporations whenever possible.





# DONATION HIGHLIGHTS

## URBAN TILTH

In 2022, Lotus Foods continued the Team Birthday Donation Program.

For each employee, a donation is made in the employee's name to the mission aligned, non-profit organization, Urban Tilth.

Their Farmer to Families FREE Box Program ensures that West Contra Costa County (Lotus Foods' HQ location) families in financial distress have access to FREE healthy whole foods. Each donation provides 2 families with a week's worth of locally grown and organic produce.

## ALAMEDA COUNTY COMMUNITY FOOD BANK

30% of our FY23\* donations went to the Alameda County Community Food Bank. For more information, visit [ACCFB](#).

\*4/01/2022 - 3/31/23

## WHOLE GRAIN DAY

Lotus Foods donated over 1,000 Rice Ramen Soup Cups to various colleges, hospitals, and dietitians celebrating Whole Grain Day.

Whole Grain Day educates the community about healthy eating and whole grains.