

# Hempoint





# Hempoint Expertise

## Hana

- Advocacy
- 20+ of hemp experience, global network
- Farming background
- Import/Export regulations in CZ and EU
- President Czech Hemp
- Consultancy

## Robin

- Planting seeds around the world, genetic development
- Logistics, import, export
- Financial analysis of market segments
- Developing markets supply chain analysis
- Hemp machinery



# Business Overview – Planting Seeds

- Target market – processors and farmers
- Business model – educate, market, sell, consulting for fiber/grain/dual
- Competitive advantage – knowledge of farming practices, machinery, off-take agreements, genetics
- USA market – konopiUS
- Working with 20 universities
- 400ha commercially 2022
- Fast growth – very competitive
- Chinese dominant
- Australian breeding program
- Need for machinery and knowledge



# Business Overview – Hemp Foods

- Development and distribution, bulk and retail
- Need for wheat/protein alternatives, now, and in the years ahead with degrading supply chains
- War in Ukraine will damage wheat markets for years to come
- Costs of food, electricity, fuel, water, fertilizers have increased 1000%
- Plant based protein alternatives – meat is expensive, costly
- Advantage – global view of hemp into supply chains
- Advantage – access to hemp food and fiber internationally
- Current projects with Zimbabwe and South Africa



# Feed the People - Africa

- We have inbound requests for planting seeds, It's legal! Now what do I do now?
- Food, you need food. Your country has money, but access to wheat and protein is decreasing.
- 10 countries have legalized industrial hemp
- Here's one: Zimbabwe, 2020 trade data
  - \$5.1B imports
  - \$198M imported food
    - \$40M prepared food
    - \$20.6M animal food
    - \$19.6M soybean meal
    - \$3.49M Bran/Fibre
    - \$94.8M Wheat



# Hemp foods going mainstream

<https://www.nationalgeographic.co.uk/environment-and-conservation/2022/09/5-surprising-ways-hemp-helps-the-planet>

## 5. Protein bomb

Hemp seeds are rich in protein—about the same amount as beef—as well as high-quality amino acids, fibre, and omega-3 fatty acids, making them a valuable protein alternative for vegans. Scientists are developing pasta, tofu, and various meat substitutes from hemp.



# Business Overview - Cannabinoids

- CBD brand in CZ
- Animal Market
- Flavonoids
- Advantage – Czech Republic is very advanced in cannabinoids science and 1% cap
- USA most advanced market in world, many businesses would love EU partners for distribution - imports



# Why we are here, partners we search for

- Planting seed business development
- Food product developers and manufacturers
- Distribution partnerships

Thank you

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