the seed of possibility



# TSX.V – HEMP

Invest in your future. April 2017.



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### Management Team



#### Charles Holmes, CEO

- Director
- Farmer Manager
- Capital Raising
- Strategic Planning
- Corporate Gov
- Shareholder value creation
- Team building



#### Angela Holmes, COO

- Director
- Office manager
- Production planning
- Inventory manager
- Bulk sales customer service
- Finance
- Audit Committee



#### John Ross, CFO

- Director
- Budget

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- Finance
- Audit
- Committee



#### Preet Marwaha, EVP

- CPG Sales Manager
- Product development
- Branding, packaging
- Marketing strategy
- Market education
- Sales team building



#### Don Mosher, VP Capital Markets

- Director
- Managing shareholders
- Funding partners
- Strategic relations
- Business dev



## **Company Highlights**

#### People

**Founders:** 15 years hemp industry manufacturing, global distribution, sales and marketing experience, with many industry pioneering firsts. Own 20,000,000 shares vested over 5 years.

**Directors**: decades of entrepreneurial, private and public corporate experience.

Advisers: experts in their fields helping the company see into the future.

**Staff:** skilled, committed passionate team, decades of health products industry experience



## **Company Highlights**

Performance

Debt:	0
Assets:	\$6m (approx).
New Facility:	56,000 sq ft = \$100m/yr+ revenue potential.
Acres:	2015 = 5,000 (approx).
	2016 = 8,000 (approx).
	2017 = 15,000 (approx) = est. \$27m value.

#### **Bulk Customers:**

- Over 80 customers in 7 countries
- \$9m/year contract with Distributor in Korea. \$3m (approx) first 6 months.

#### **PLANETHEMP Retail Customers:**

- 5 distributors to date
- \$798,000/yr Distributor contract in process UK.
- \$474,000/yr Distributor contract in process Belgium.
- \$250,000/yr Distributor contract in process Mexico.



### **Production Capacity**

Facility	Date (units/m)	Nut	Oil	Protein	Value/yr
Manitoba	September	200k lbs	20k L	50k lbs	\$15m/yr
Nisku & MB	May 2017	450k lbs	20k L	50k lbs	\$30m/yr
Nisku & MB	March 2018	700k lbs	25k L	60k lbs	\$45m/yr
Minimum Tai	rget Capacity Nisku	1.4m lbs	50k L	100k lbs	\$100m/yr +







### **Financial Overview**

### Audited Financials FY August 2016

Sales:	\$5.2M
<b>Gross Profit:</b>	\$1.5M = 29% of Gross Sales
<b>Gross Expenses:</b>	22%
SG&A:	\$1.9M = 36% of sales (excludes stock based compensation)
EBITDA:	(\$.04M) loss (non GAAP excludes listing fees and stock based
	compensation)
Market Cap:	\$22.4M
Shares Outstand	ing: 34M
Fully Diluted:	41M

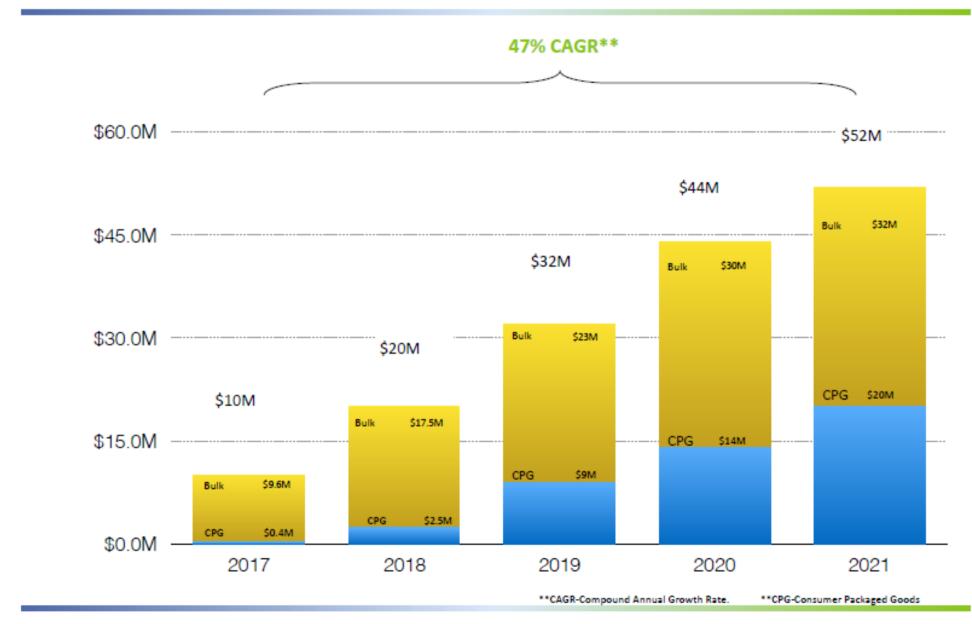
**Sales:** \$4.2M Sept. 1, 2016 to Feb. 28, 2017, un-audited.



## 3 Year Financials (CAD\$M)

	Fiscal Aug 31, 2016	Fiscal Aug 31, 2015	Fiscal Aug 31, 2014
Sales	\$5.2	\$4	\$3.2
Cost of Sales	(\$3.7)	(\$2.9)	(\$2.2)
Gross Profit	\$1.5	\$1.1	\$1
SG&A	(\$2.9)*	(\$0.9)	(\$0.5)
Listing Expenses, Tax	\$1.8	-	\$0.1
Net Income	(\$3.2)	\$0.2	\$0.4
Total Assets	\$5.1	\$2.1	\$1.5
Total Liabilities	\$1.4	\$1.4	\$1.1
Equity	\$3.7	\$0.7	\$0.4
% Growth Sales	30%	27%	6%

\*\$1.0M sbc, \$x.xM contractor expense for expansion



**HEMPCØ** 



## **Company Highlights**

#### Product

**Bulk Sales:** hulled hemp seed nut, hemp seed protein and hemp seed oil. Hemp seed is well know as one of the most nutrient dense and balanced source of essential nutrients for humans.

**Certifications:** Non GMO, SAFE, Organic, Kosher, GMP & HACCP compliant working towards BRC.

**Retail Brand:** PLANETHEMP brand Consumer Packaged Goods (CPG)

**Status:** Vertically integrated – soil to shelf. First Food Manufacturing Safety seed treatment.

**Awards:** Planethemp 2016 "Food Matters" Company of the year. 2016 "Beverage Innovations" runner up.



### Products today

#### Bulk Products: 7 countries







#### **Retail Products UK and Canada**







### New Release

#### **CBD Nutraceutical**

European Industry Hemp Association (EIHA) Predicts CBD = EURO 2B Legal Open EU Market

New Standards Set – Competitors Cleaned Up

PLANETHEMP CBD Product is "Unique to Market" as a "Nutraceutical Food" - launching April 2017

- SRP = £37 (CA\$62) approximately 50% margin
- 150 ml bottle 600mg low THC CBD with Organic Hemp Seed Oil
- 2.5 ml (teaspoon) serving spoon recommended 2 servings per day
- 10 mg CBD per serving 20 mg CBD per day
- Approximately CA\$2/day cost CA\$.10/mg CBD
- 30 servings or 1 months supply





Hemp Seed	VS	Pulses	

- Ready to eat raw
- No enzyme inhibitors
- Easily absorbed
- Omega 3 & 6 EFA in balance
- All essential and non essential amino acids – more complete
- Contain vitamins B1, B3, B6, D
- Minerals
- Limited storage life
- 100k acres planted 2015

- Usually boiled
- Enzyme inhibitors
- Difficult to digest
- Limited EFA's
- Good source protein
- Can be stored for decades
- 4.8m acres planted in 2016
- Repairs nitrogen in the soil rotates perfectly with hemp
- Over \$4B revenue



### Protein Comparison

#### Nutrition Facts Valeur nutritive

Per 4 tbsp (30 g) / pour 4 c. à soupe (30 g)

Amount Teneur	% Daily Value % valeur quotidienne		
<b>Calories / Calories</b>	120		
Fat / Lipides 3.5 g	5 %		
Saturated / saturés + Trans / trans 0 g			
Polyunsaturated /	polyinsaturés 2.5 g		
Omega-6 / omég	ja-6 2 g		
Omega-3 / omég	ja-3 0.6 g		
Monounsaturated	/ monoinsaturés 0.4 g		
Cholesterol / Chole	estérol 0 mg		
Sodium / Sodium 0	) mg 0 %		
Carbohydrate / Glu	icides 8 g 3 %		
Fibre / Fibres 7 g	<b>28</b> %		
Sugars / Sucres 1	g		
Protein / Protéines	15 g		
Vitamin A / Vitamine	e A 0 %		
Vitamin C / Vitamine	e C 0 %		
Calcium / Calcium	4 %		
Iron / Fer	45 %		

#### Hemp Protein vs Chicken Breast

- More than 2X protein
- more EFA good fats, fibre, vitamins and minerals
- NO cholesterol
- Omega 3 EFA burns 3X its weight in calories
- 2015 US sales USD \$283m in hemp foods and body care products
- HIA projects hemp products sales increasing to USD \$1.8b by 2020.

### **KEEP FROZEN**

<b>Nutrition Facts</b> Serving Size: 4 oz (112g)
Servings Per Container: 10
Amount Per Serving
Calories 110 Calories from Fat 25
% Daily Value*
Total Fat 3g 5%
Saturated Fat 1g 4%
Trans Fat Og
Cholesterol 60mg 20%
<b>Sodium</b> 250mg <b>11</b> %
Total Carbohydrate Og 0%
Dietary Fiber Og 0%
Sugars Og
Protein 24g
Vitamin A 0% • Vitamin C 2 %
Calcium 0%   Iron 4%
*Percent Daily Values are based on a 2,000 calorie diet.



### **Products Tomorrow**

#### Meatless – Q3 2017



#### Protein – Q4 2017



#### Healthy Snacks – Q4 2017



#### Non Dairy – Q2 2018



## Why Hemp?

#### Superfoods

- 2/3 highest quality digestible globular edistin protein, 1/3 albumin protein
- 80% polyunsaturates, highest of any food
- ideal 1 to 3 ratio EFA
   Omega 3 to Omega 6
- Phytonutrients, fibre
- Vitamins, minerals
- Alkaline forming
- No enzyme inhibitors

#### Fibre

- Longest most durable natural fibre on earth
- Carbon sequestering
- Electro-conductive
- Nano fibres
- Textiles
- Construction materials
- Paper products
- Largest domesticated crop until 1890
- Avg ship had 60 tons of hemp rope, sails

#### Nutraceutical

- Terpenes, highest quality betasitosterols
- Cannabinoids cbd's mimic our human endocannabinoid system, cell receptors
- Immunity support
- Not stressed like marijuana plants producing "high" THC
- Anti-seizure, pain relief to cancer cure

### **Key Customers**



### **UK Key Customers**

#### EU

### PLANETHEMP Current Distribution

the health store®

## On-line and off-line listings for existing range.

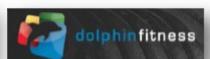








TREE OF LIFE





### **Bulk Strategic Plan**

#### Challenge

 Korean bulk sales are not meeting forecast.

- Hemp plant is mostly shells, fiber stock and medicinal leaves/chaff vs seeds... several co-products not being utilized, reducing margins and increasing costs.
- Global Standards Upgrades is forcing suppliers to integrate higher standards ie: Costco Korea canceled their supply agreement due to poor quality hemp nut supplied by a Hempco competitor

#### Solution

- Hired sales and operations experts: reaching out to existing accounts and broadening international sales channels, creating greater production efficiencies to compete with China.
- whole crop utilization, value adding coproducts like hulls into absorbants, chaff into medicinals, long and short fiber into bulk products like horsebedding.
- Installing 3<sup>rd</sup> party inspected HACCP and BRC (International recognized standard), ERP software, and industry first certified organic kill step. Supply fresh and on time product... satisfaction guarantee.

### **CPG Strategic Plan**

#### Challenge

- CPG line sales not meeting forecast, packaging issues UK label regulations changes 2x, copacker issue
- Hemp seed has growing competition in a niche market and is commoditizing.
- Lacking expertise in CPG production and distribution. Many "me too" competitive hemp products out there, with only hemp as an ingredient.
- hemp is categorized as a controlled substance with a stigma as a narcotic.

#### Solution

- Packaging issues overcome, new distributors onboarded, focused effort, new copacker.
- Diversify into different affluent markets and higher margin CPG brand retail.
- Contracted senior, experienced industry personnel to expand production, diversify product line and introduce new distributors. Add other ingredients to line formulas ie burgers: beans & rice.
- Focus on the medicinal benefits of CBD, offer low THC nutraceutical products as disease prevention where legal: ie UK.

### Sector Mergers

Company	Revenue	Sale Price	Multiple	Date
	400	4400		
Manitoba Harvest, Compass CODI	\$32m	\$132m	4X	June 2015
Hemp Oil Canada, Compass CODI	\$18m	\$42m	2.3X	Nov 2015
Gardein, Pinnacle PF	\$65m	\$175m	2.7X	Nov 2014
Annie's, General Mills GIS	\$330m	\$820m	2.5X	Sept 2014
So Delicious, White Wave WWAV	\$115m	\$195m	1.7X	Sept 2014
Vega, White Wave WWAV	\$100m	\$550m	5.5X	June 2015
White Wave, Danone DA	\$4b	\$10.4b	2.6X	Oct 2016

### Contact

### Contact: Don Mosher – VP Capital Markets don@hempcocanada.com C. 604-617-548 O. 604-431-8787 ext 110 www.hempcocanada.com www.planethemp.ca

### the seed of possibility





A MERICAN farmers are promised a new eash crop with an annual value of several hundred million dollars, all because a machine has been invented which solves a problem more than 6,000 years old. It is hemp, a crop that will not compete with other American products. Instead, it will displace imports of raw material and manufactured products produced by underpaid coolie and peasant labor and it will provide thousands of jobs for American workers throughout the land.

The machine which makes this possible is designed for removing the fiber-bearing cortex from the rest of the stalk, making hempfiber available for use without a prohibitive amount of human labor.

Hemp is the standard fiber of the world. It has great tensile strength and durability. It is used to produce more than 5,000 textile products, ranging from rope to fine laces, and the woody "hurds" remaining after the fiber has been removed contain more than seventy-seven per cent cellulose, and can be used to produce more than 25,000 products, ranging from dynamite to Cellophane.

Machines now in service in Texas, Elinois, Minnesota and other states are producing fiber at a manufacturing cost of half a cent a pound, and are finding a profitable market for the rest of the stalk. Machine operators are making a good profit in com-



Top, sailing the seas with sails and rape made of hemp. Button, hence fiber being delivered from machine ready for being. Plin of pulsarine hards beade machine is seventy-seven per cost collution

### BILLION -DOLLAR CROP

petition with coolie-produced foreign fiber while paying farmers fifteen dollars a ton for hemp as it comes from the field.

From the farmers' point of view, hemp is an easy crop to grow and will yield from three to six tons per acre on any land that will grow corn, wheat, or onts. It has a short growing seasen, so that it can be planted after other crops are in. It can be grown in any state of the union. The long roots penetrate and break the soil to leave it in perfect condition for the next year's crop. The dense shock of leaves, eight to twelve feet above the ground, chokes out weeds. Two successive crops are enough to reclaim land that has been abandoned because of Canadian thistles or quack grass,

Under old methods, hemp (Centinued to page 144A)

#### Typ, modern version of linen duster mode from henry. Bottom, horvesting homp with a grain binder. Henry group huminizarily in Texas