

THE NZHIA HE NZHIA DISCOVERY & INVESTMENT HE NZHIA DISCOVERY & INVESTMENT HE NZHIA DISCOVERY & INVESTMENT HE NZHIA

FOOD • FIBRE • HEALTH

SPONSORED BY:





THAMES/ COROMANDEL

Exploring hemp's economic and sustainability potential: Focus for the Thames & Coromandel region

Thames War Memorial Civic Centre

Wednesday 3 August 2022 PRESENTED BY RICHARD BARGE



SPEAKERS



RICHARD BARGE (NZHIA)

The NZHIA Chair presents a history of hemp in Aotearoa New Zealand and a new iHemp industry for Southern Waikato.





DR NICK MARSH (NEXT CORPORATION)

New Zealand Hemp export Driven Investor Report, unlocking the potential.



BILL QUINN (ORGANICAG)

Opportunities and differences in production and marketing of iHemp.



- 7.30 Welcome
- 7.50 NZHIA
- 8.10 Bill Quinn
- 8.25 NZHIA
- 9.00 Panelists
- Till Close

OrganicAg

- Introduction and History Business plans - Why
- **Question & Answers**



NZ Hemp Industries Association iHemp and History



Growers and Cultivators

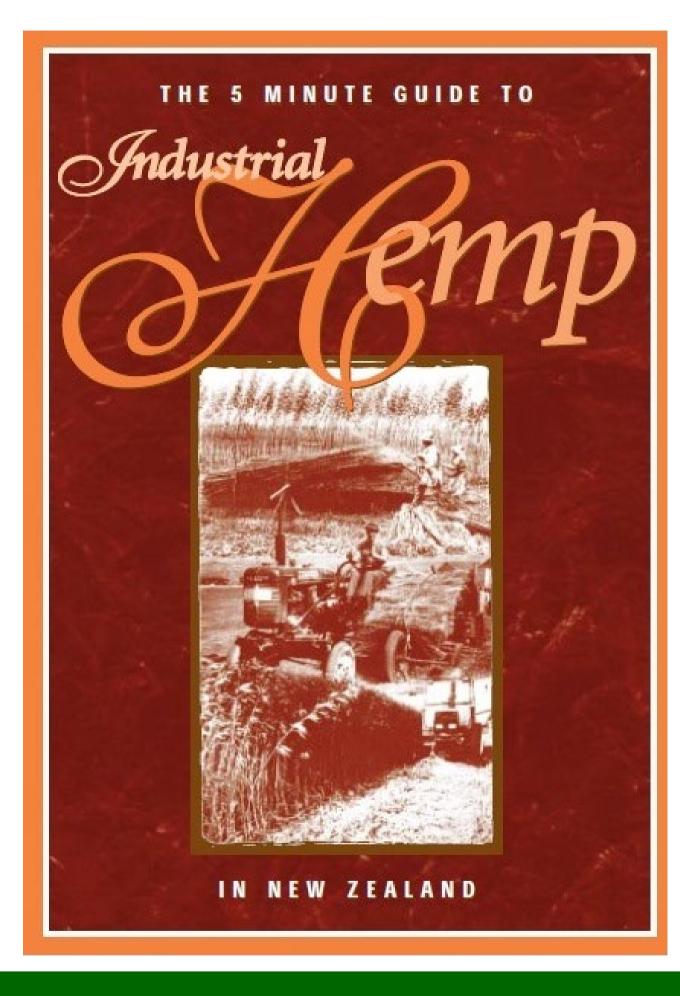


Testing and Development



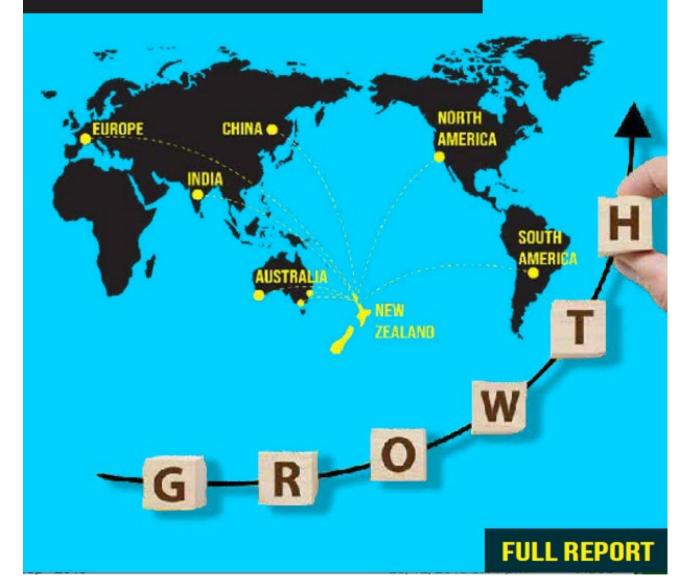
Processors and Manufacturers







NZ HEMI INVESTO \$2 Billion And 20,000 Regiona Just Needs The

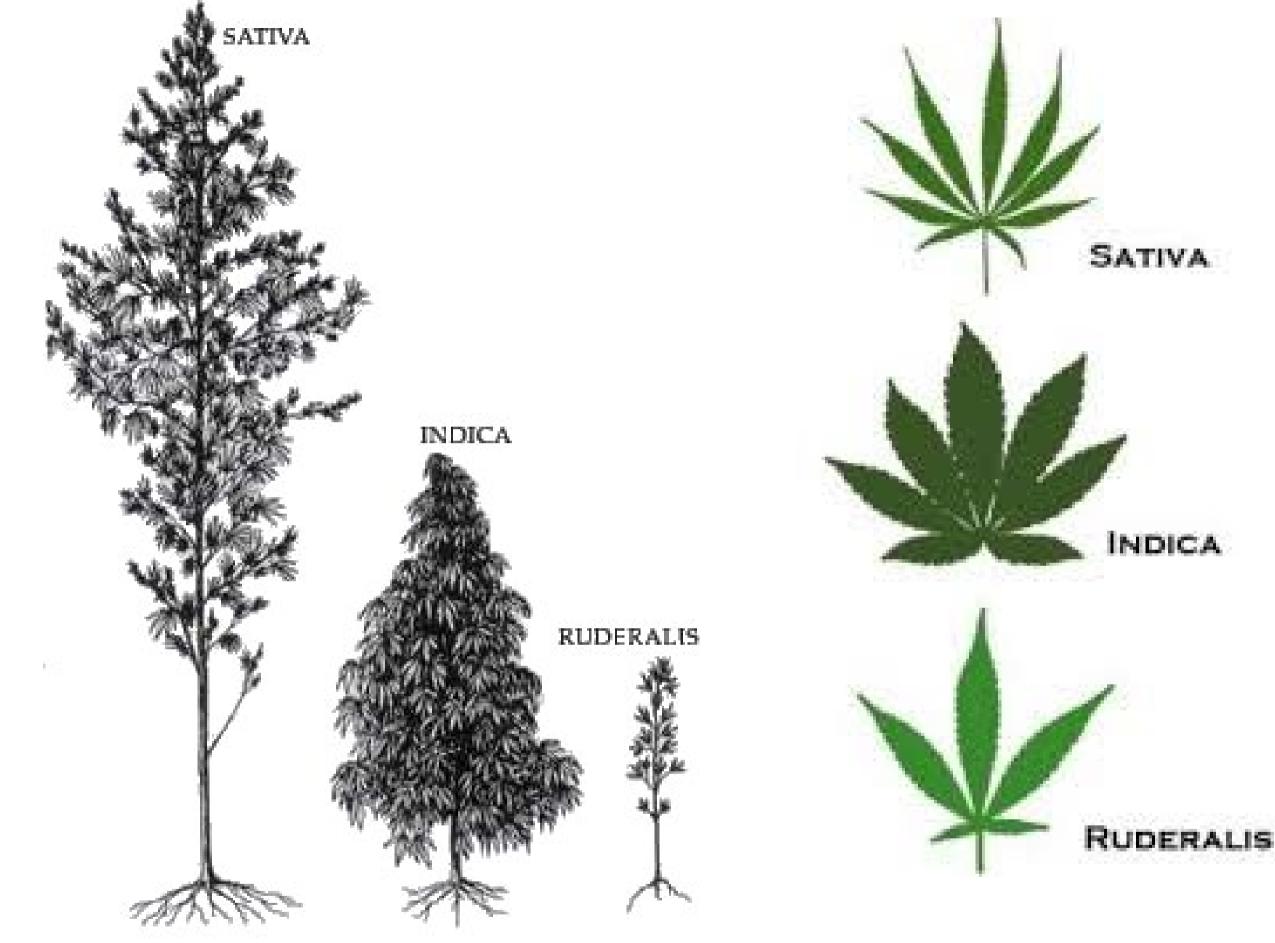




NZ HEMP EXPORT DRIVEN Investor report:

S2 BILLION AND 20,000 REGIONAL JOBS BY 2030 JUST NEEDS THE NOD...







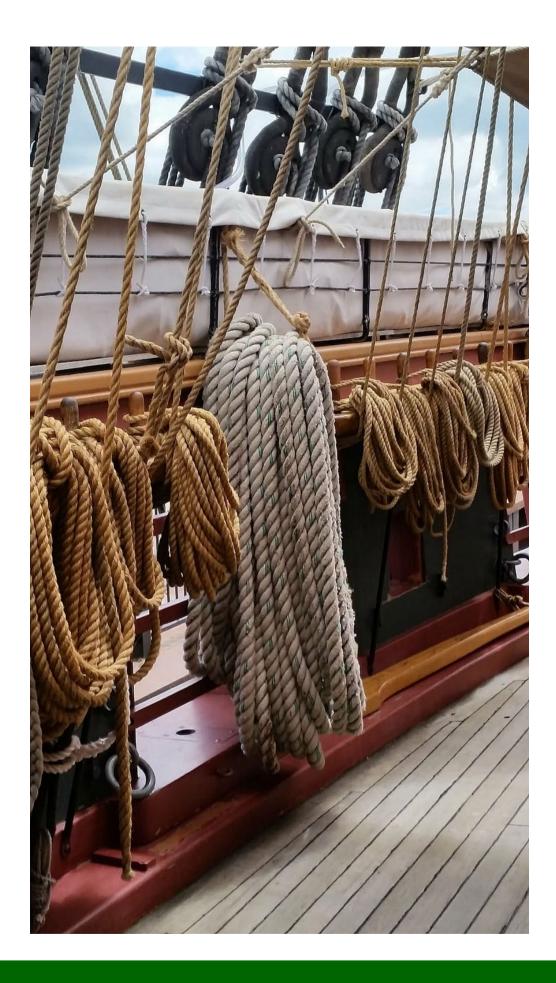




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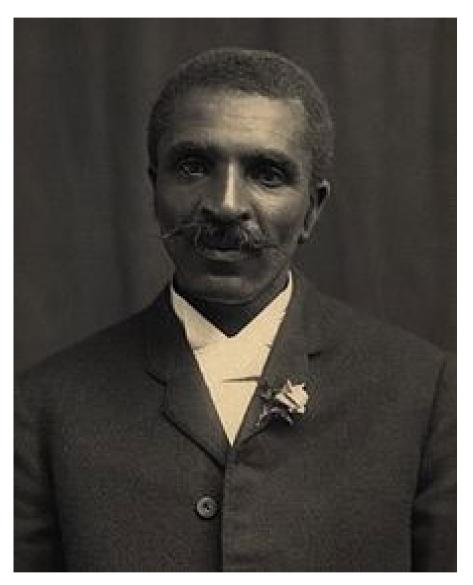


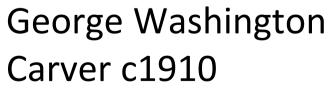






Chemurgy is a branch of applied chemistry that is concerned with preparing industrial products from agricultural raw materials









Henry Ford c1930

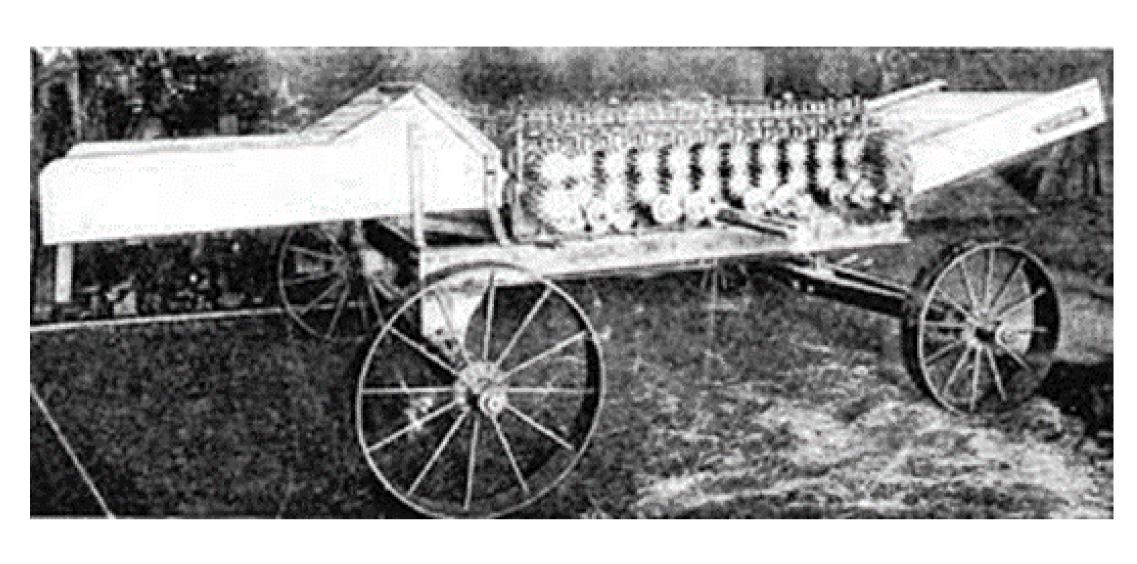


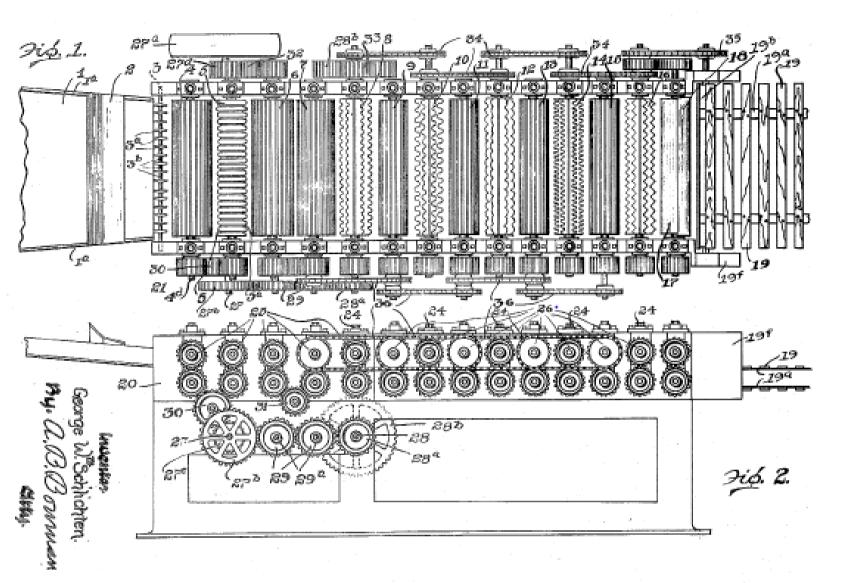


1,308,376.

APPLICATION FILED DEC. 27, 1916.

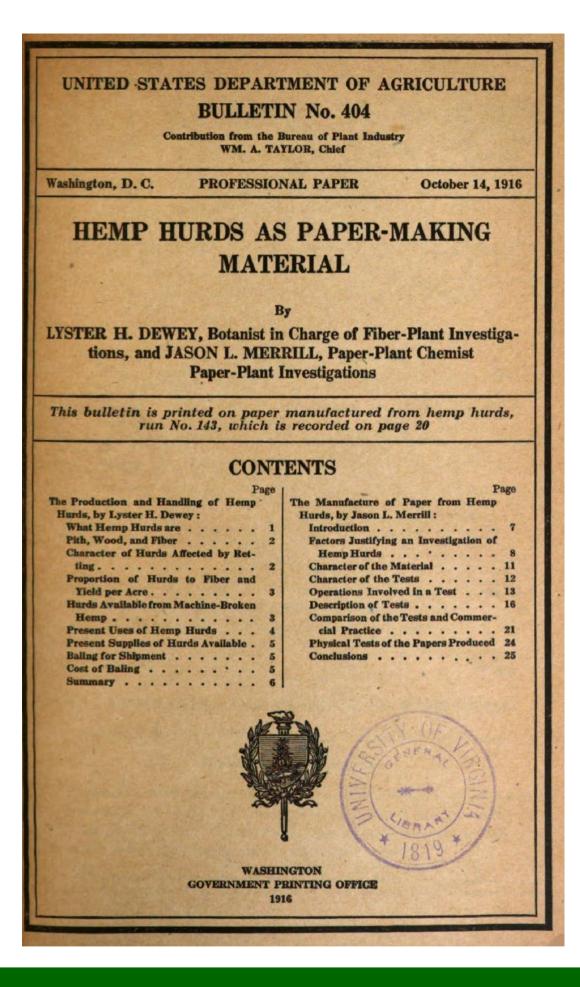
S. W. SCHLICHTEN. MEANS FOR TREATING FISER BEARING PLANTS.





Patented July 1, 1919. B SHEETS-SHEET I.





BILLION -DOLLAR CROP

patrices with endir-produced boreign filter while paying farmore When dellars a ton for being as it comes from the field. From the farmers' point of view; heata is an ener crop to grow and will pield from flater to six how per acre on any land that still grow sorn, when, or outs. It has a short growing present, so that it can be planted after other stops are in. It can be provid to any state of the union. The long roots peaks errate and hreak the sell to berre it in prefect condition for the sout year's orag. The detas should of lowers, sight to bushes fast above the ground, chakes and usuels. Two auccustive empt are enough to reduce beed that hes been abandoned Instatute of Caladian Dublies or Querk grain. Under ubl methods, hemp

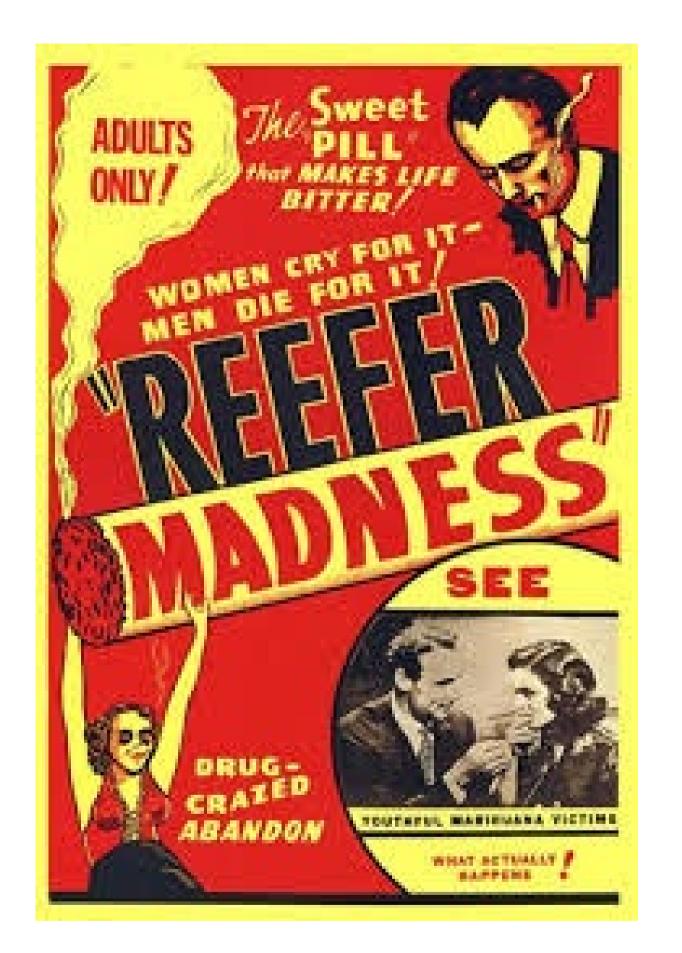
timeland is part 1888.

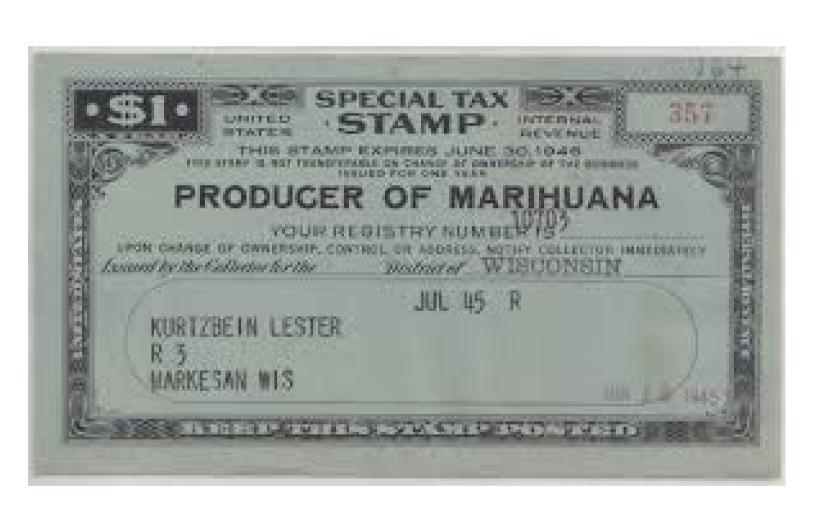
Figs. makers myster of home deater must from tense. Buttom, bernatting he with a plate binder. Strong group home home hand (in Farme















4

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All the hempseed available in the U.S. is stacked in this Kentucky warehouse under armed guard. Next year, USDA hopes, there'll be enough to grave 350,000 acres.







SINGLE CONVENTION ON NARCOTIC DRUGS, 1961,

as amended by the 1972 Protocol Amending the Single Convention on Narcotic Drugs, 1961

Article 28. Control of cannabis

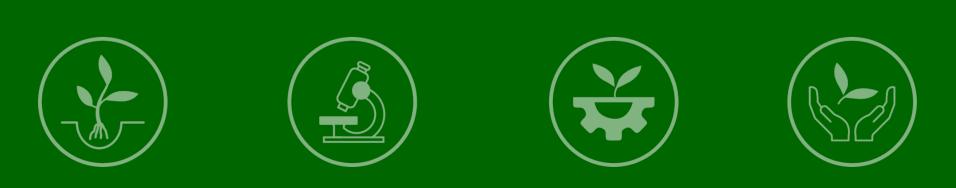
If a Party permits the cultivation of the cannabis plant for the prod 1. tion of cannabis or cannabis resin, it shall apply thereto the system of controls as provided in article 23 respecting the control of the opium poppy.

This Convention shall not apply to the cultivation of the canna-2. bis plant exclusively for industrial purposes (fibre and seed) or horticultural purposes.

The Parties shall adopt such measures as may be necessary to prevent 3. the misuse of, and illicit traffic in, the leaves of the cannabis plant.







Misuse of Drugs (Industrial Hemp) Regulations 2006 (SR 2006/163)

3 Object

The object of these regulations is to enable the cultivation and distribution of industrial hemp under a licensing regime that ensures that other forms of cannabis are not cultivated and distributed under the guise of industrial hemp.





hemp means cannabis plant, seed, or fruit

hemp product means—

- a product of a kind that is derived, in whole or in part, from industrial (a) hemp; and
- a hemp seed food product (b)

hemp seed food product means a hemp seed food product declared to be food by regulations made under the Food Act 2014

industrial hemp means hemp in the form of-

plants with a THC content that is-(a) (i) generally below 0.35%; and

- (b)

THC content, in relation to a hemp plant, means the content of delta 9-tetrahydrocannabinol and delta 9-tetrahydrocannabinolic acid of the plant expressed as a percentage of the dry weight of the plant



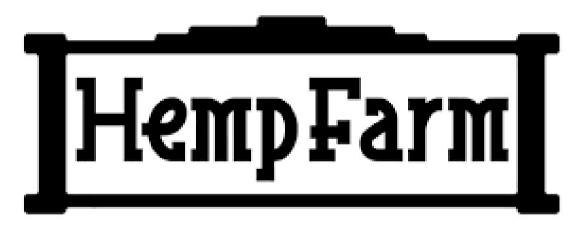


(ii) is not above 0.5%; or

seeds harvested from plants of that kind







hempfarm.co.nz







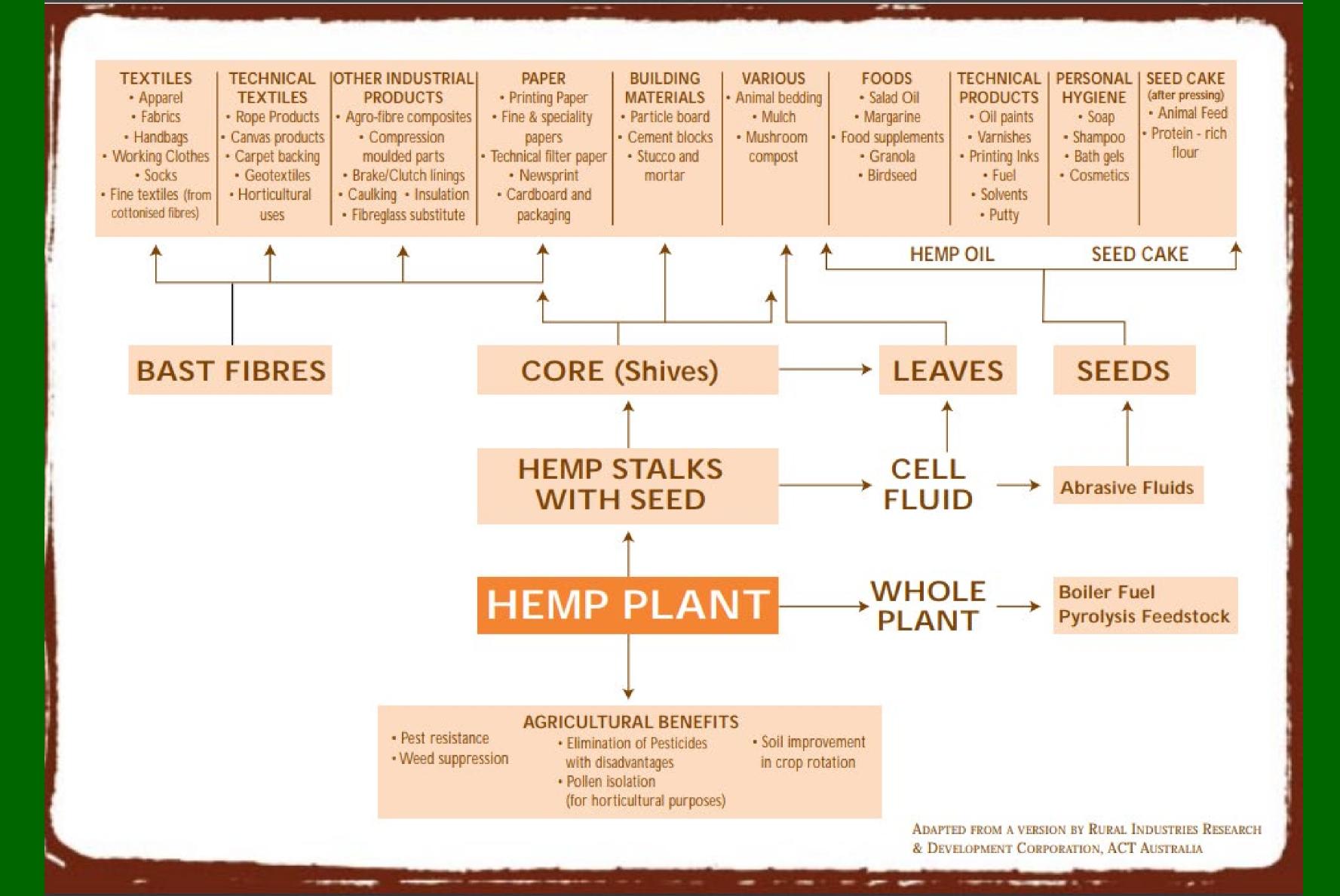














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\$2 BILLION AND 20,000 REGIONAL JOBS BY 2030 JUST NEEDS THE NOD...

NZ HEMP EXPORT DRIVEN Investor snapshot

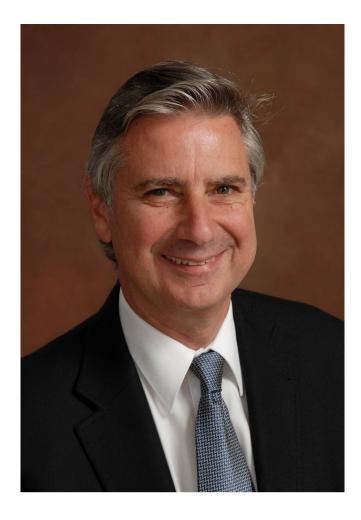
\$2 BILLION AND 20,000 REGIONAL JOBS BY 2030 JUST NEEDS THE NOD...





New Zealand Hemp Industries Association

Promoting the Economic, Environmental, Health and Social Benefits of the NZ Hemp Industry

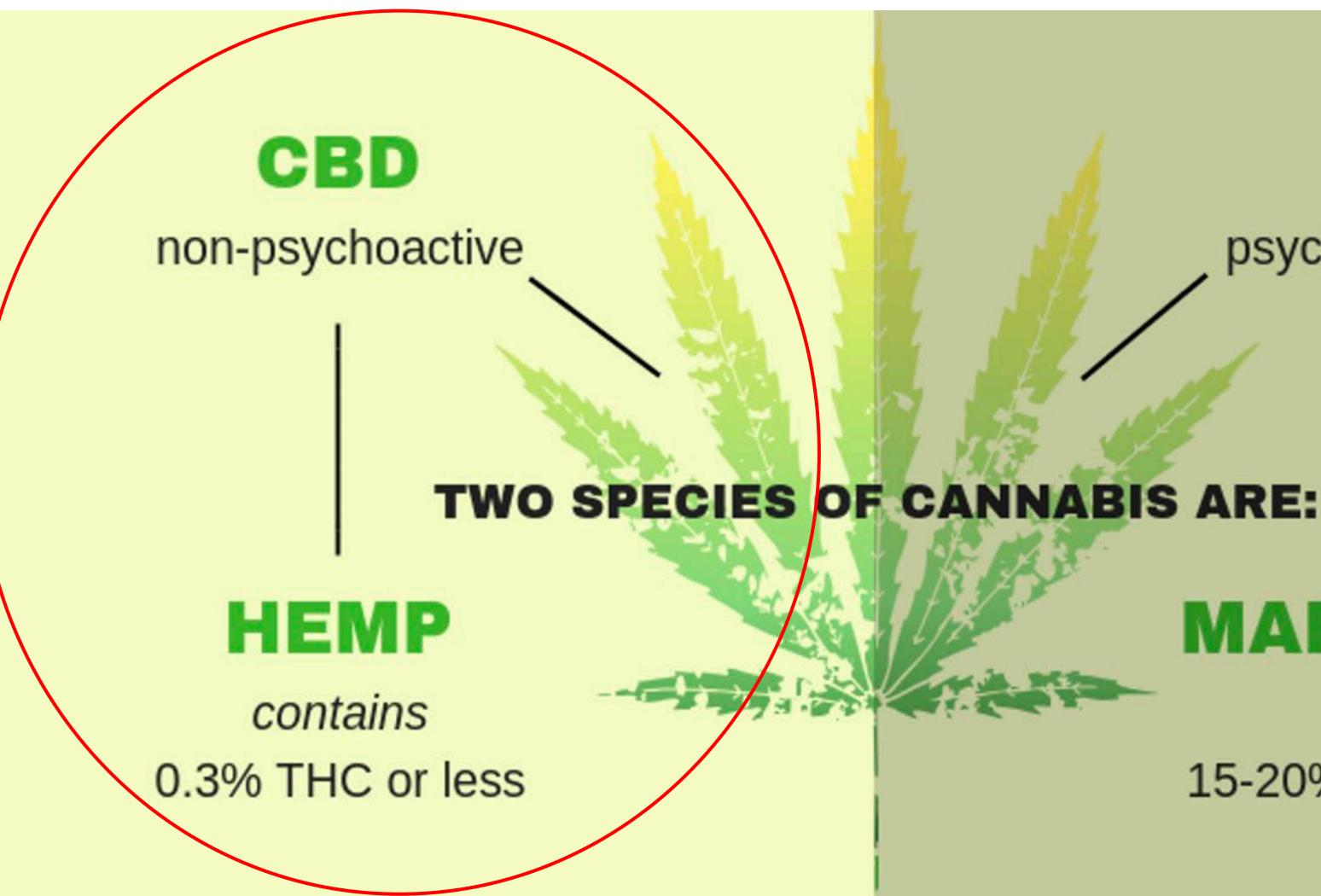


Dr Nick Marsh, Author



FUTURE SHAPERS

What is the difference between Hemp and Marijuana?



THC psychoactive (high)

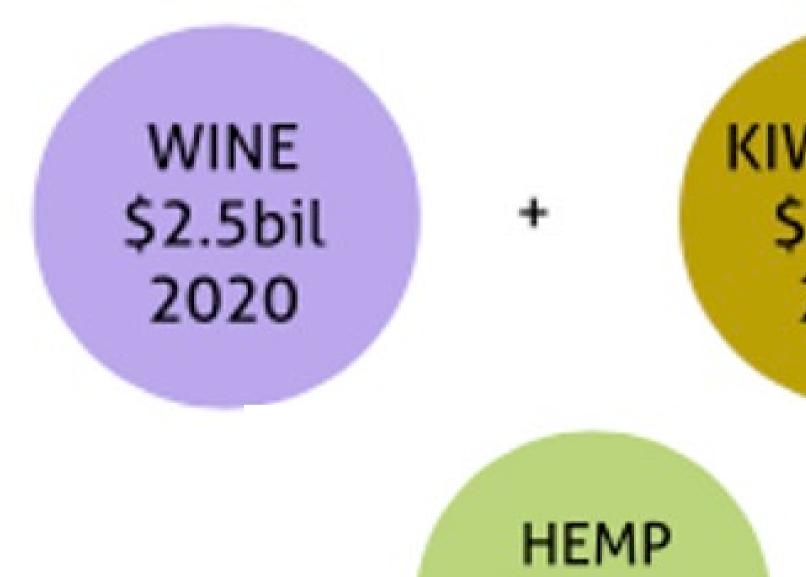
MARIJUANA

contains 15-20% THC (typically)

Regional Hemp can be the next Export led 'Wine Industry' -just needs the nod

\$2.0bil

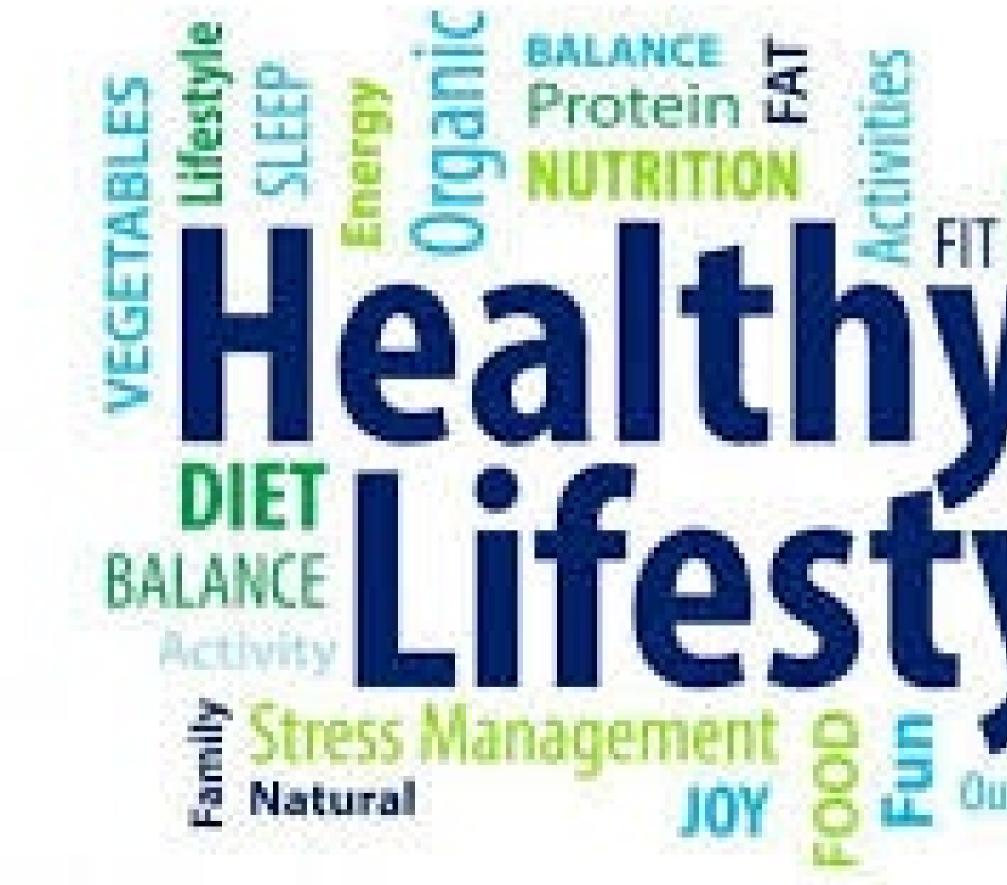
2030



+

KIWIFRUIT \$4.5bil 2025

Global Consumer Demand is Driving Hemp Growth

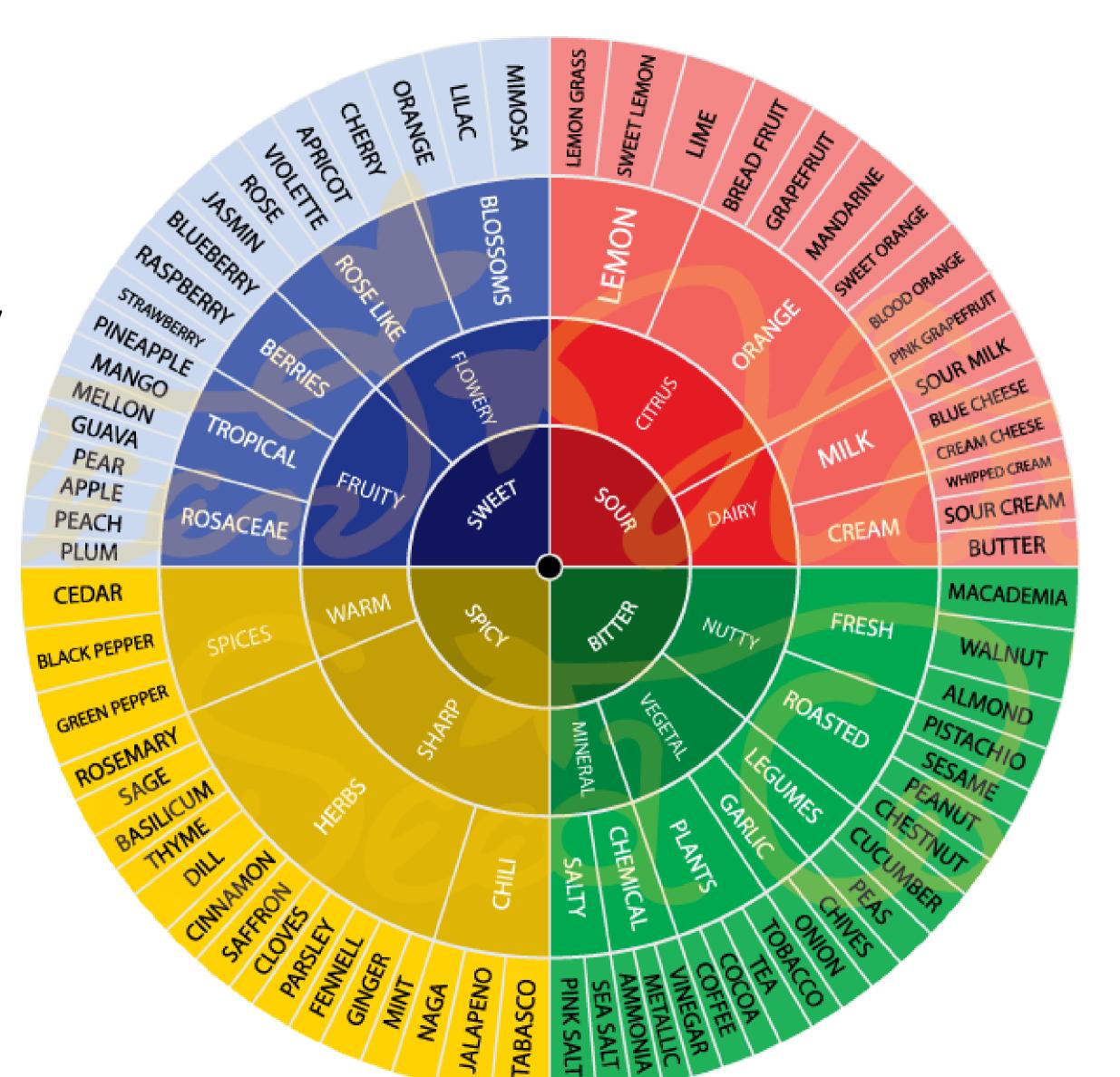


MTION: Brain Health 3 TION NUTRI Movemen

The CANNABINOIDS Opportunity



The TERPENES Opportunity



Like Wine, the Hemp economy has taken off in the regions





new hemisphere





BEEFY GREEN NZ





EM'S



HempFarm

NORTHLAND

WAIHEKE ISLAND

WAIRARAPA







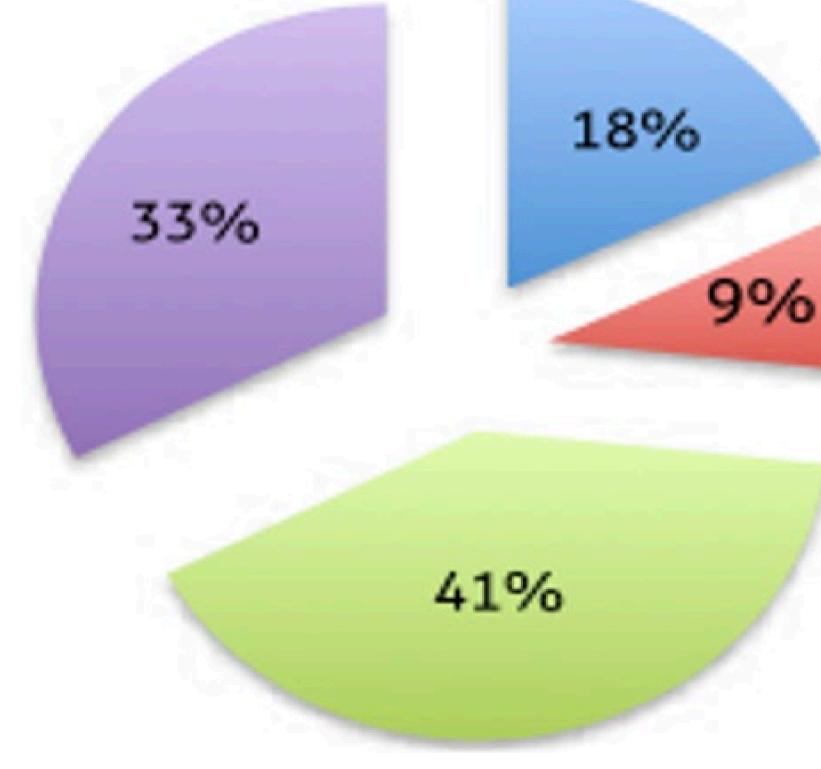




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CBD Nutraceuticals dominate the Global Market - US \$1.2 billion+ in N America market

ANXIETY + STRESS



PAIN

GENERAL WELLNESS

MEDICAL

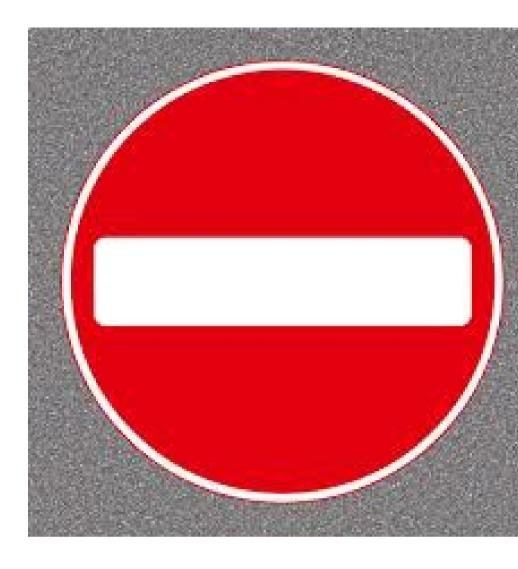
NUTRACEUTICALS- No Prescription needed

THE GROWTH SPACE FOR NUTRACEUTICALS BETWEEN FOOD AND MEDICINE MEDICINAL **INDUSTRIAL HEMP INDUSTRY** CANNABIS FUNCTIONAL PRESCRIPTION HEMP FOODS/ MEDICINES NUTRACEUTICALS INGREDIENTS FULL SPECTRUM OILS Hemp Protein Powder Epidiolex CBD OILS Sativex Hemp Snacks CBD PET FOOD Hemp Flour

FOODS WITH STRONG NUTRITIONAL HEALTH RELATED LINKS

Raw Hulled Hemp Seeds Hemp Seed Oil Hemp Protein Powder Hemp Milk

Hemp Skin Balms



But in NZ and Australia :

- All CBD nutraceuticals are illegal except with a doctors prescription
- So we have (temporarily) cut ourselves out of the fastest growth hemp market in the world



Seeds \$183mil Fibre \$317mil

Nutraceuticals \$1.5bil

GROWTH SCENARIO Total \$2 billion 20, 000 Jobs

The NZ Hemp Reports



NZ HEMP EXPORT DRIVEN INVESTOR SNAPSHOT SNAPSHOT

REPORT DOWNLOADS: FULL REPORT https://joom.ag/attC

SNAPSHOT SHORT REPORT https://joom.ag/oSiC

CONTACT: Dr Nick Marsh, Author Linked In: e Mail: Nick.marsh@nextcorporation.net Mobile: (64) 021617267 Website:



https://www.linkedin.com/in/dr-nick-marsh-3b3109

Www.nextcorporation.net



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Opportunities and differences in productio Bill Quinn and OrganicAg. marketing of



FOOD • FIBRE • HEALTH



2018 crop Manawatu. Grown using organic compliant systems/inputs.









iHemp seed less cold pressed oil equals iHemp seed-cake (husk in)







Pellets



Hemp Board ~ The Superior Particle Board for the 21st Century

Ecoteam Hemp Board is a type of particle board which is manufactured predominantly from Cannabis hemp hurd fibre. A thin surface of recycled wood gives it a fine finish and additional structure. Ecoteam Hemp Board represents a superior sustainable substitute for conventional particle board with many advantageous properties.

Look at these advantages



Lightweight & Strong

It's lighter but stronger than most conventional particle boards and medium density fibreboards. The density ranges from 450 kg/m3 to 490 kg/m3 which is around 1/2 to 3/4 the density of wood-based particle board.

~ Water and mould resistant

It can withstand weeks of complete immersion in water with negligible loss of structural integrity, edge disintegration and minimal swelling. Hemp particle board dries back to the original dimensions, and is not prone to mould.

Excellent insulation properties

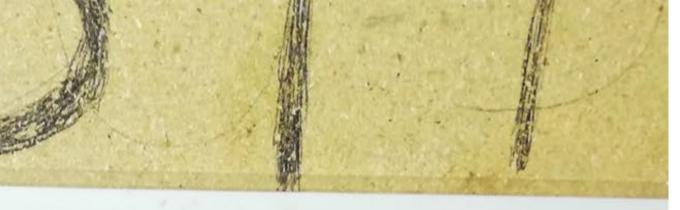
It has excellent thermal and acoustic insulation properties, reducing or mitigating the need for additional insulation materials. The thicker the board, the better the insulation

Sustainable building product

It's composed predominantly of hemp fibres, and contains a surface of recycled wood fibre (sawmill waste) which adds a fine finish and additional structural properties. Hemp is a source of low-impact renewable fibre.

See us at the Sustainable Living Expo ~ Site 24

43 Ewing St, Lismore Ph: 6621 5123 / 0428 888 123 email: info@ecoteam.com.au www.ecoteam.com.au





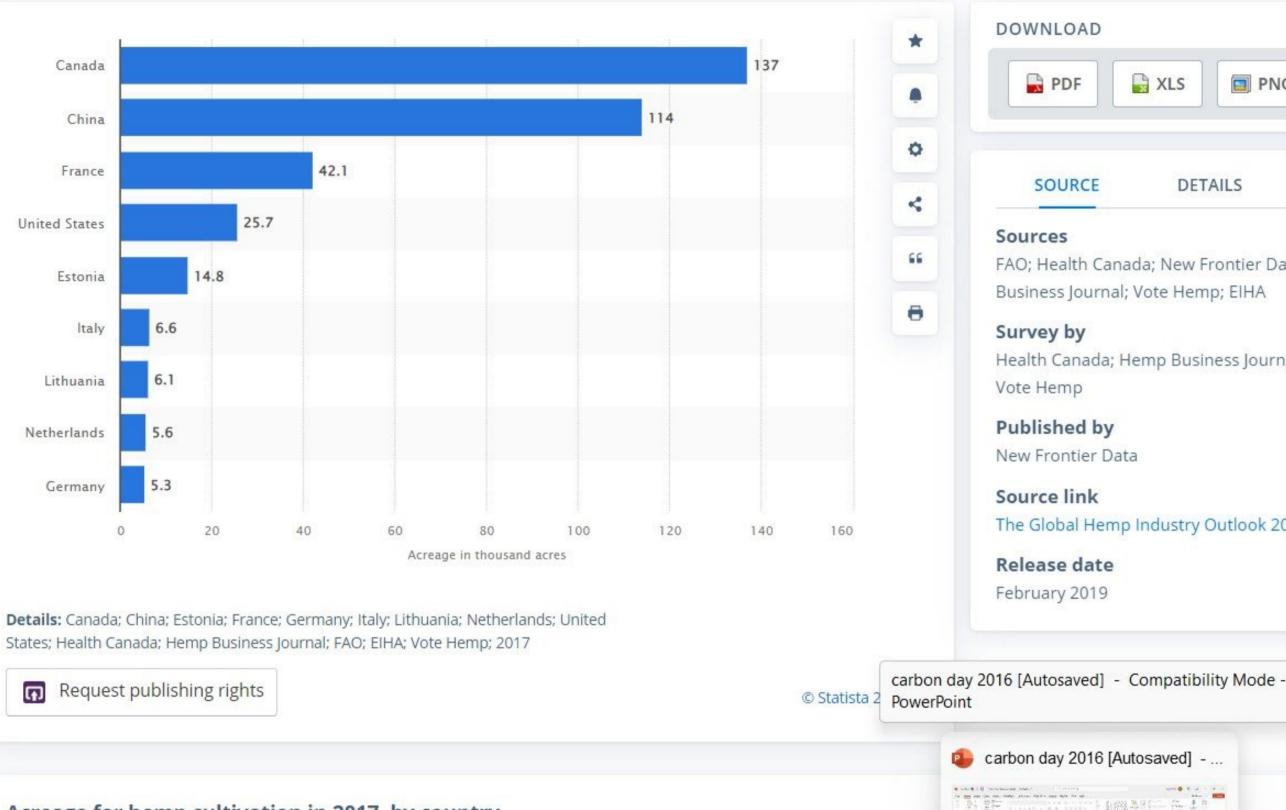
Made

in Germany

ecotear



(in 1,000 acres)



Acreage for hemp cultivation in 2017, by country

Published by M. Shahbandeh, Oct 19, 2021

The statistic shows the acreage of hemp cultivation worldwide in 2017, by country. In 2017, 137 thousa cultivation in Canada, the largest amount of acreage for hemp cultivation by a nation worldwide.

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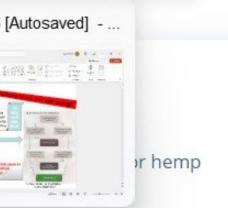
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XLS	D PN	G	PPT	·
DETA	ILS		FAQ	

FAO; Health Canada; New Frontier Data; Hemp Business Journal; Vote Hemp; EIHA

Health Canada; Hemp Business Journal; FAO; EIHA;

The Global Hemp Industry Outlook 2019, page 6

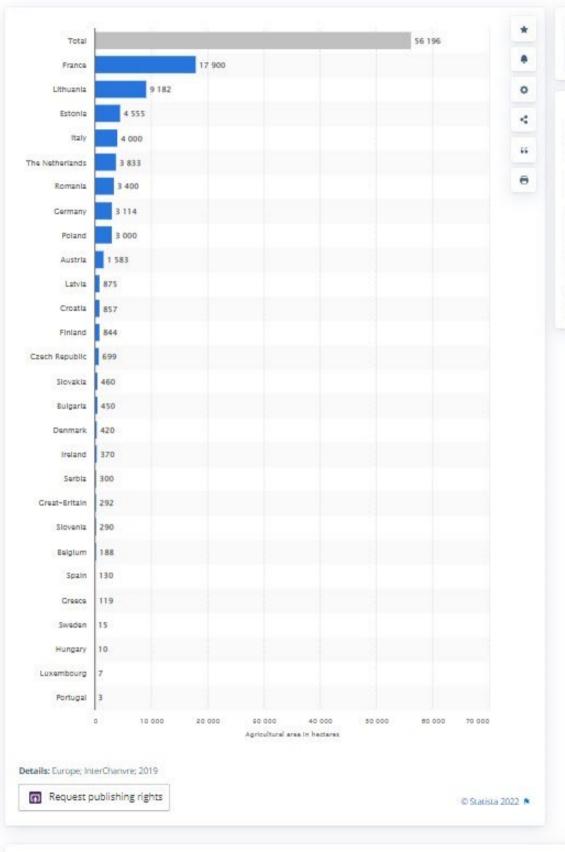


Volume versus Value

https://www.statista.com/statistics/1204146/area-for-hemp-cultivation-by-country-europe/

Consumer Goods & FMCG > Cannabis

Agricultural area dedicated to hemp cultivation in Europe in 201 (in hectares)



Agricultural land devoted to the culture of hemp in Europe in 2019, by country Published by <u>Eloise Trenda</u>, Jul 5, 2021

With almost 18,000 hectares (approximately 44,478.97 acres), France is the country with the largest agricultural area dedicated to hemp cultivation in Europe. Over 9,000 hectares of farmland are used to grow hemp in Lithuania, placing the country on the second step of the European podium.

19, by co	untry	
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SOURCE	DETAILS	FAQ
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Survey by		
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Traceability That's

- stest growing market worldwide.
- Over 25 years of success.
 - Market access.
 - Market surety.
 - High value markets.
- Follow those already involved and those that helped them.
 - {Beyond Organic[™]. {Go Beyond Organic[™].

{Nature and More[™].

• Taking the next step;

- Ecological measurement
- Social measurement
- Energy footprint

Packaging

(not even organic!)

Piggy backers that failed;

Eco'98;

• Mid 90's

• Change no production methods.

- Better marketing.
- Never got off the ground!!

Organza[™];

- Early 2000's
- Never got off the ground.

Trust those that HAVE trust and history!

Certified Organics'; delivering for both farmer and consumer for decades.

Complete food creates a complete environment.

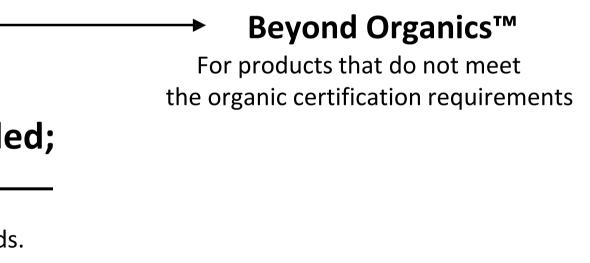
Beyond

Organi*x*[™].

- Use synthetic chemicals.
- Use urea, DAP, etc
- NDF and Brix
- No established market.

•





• <u>glyphosate</u> sprayed pasture/oat crop.

Halla.

0508 FA

ALL BUNCH

- Conventional >>yes
- Regen—Ag >>yes
- Organic----NO



- <u>*glyphosate*</u> sprayed pasture cultivation for crop.
- Spray Free>>yes
- Conventional >>yes
- Regen—Ag
- Organic-----



- In milk herd grazing <u>glyphosate</u> pasture.
- Conventional >>yes
- Regen—Ag >>**yes**
- Organic----NO

"Perception is reality in the marketplace." *Peter Cullinane.*





- Regen—Ag >>**yes**
- Organic----NO

"Perception is reality in the marketplace." Peter Cullinane.

- In milk sheep grazing <u>glyphosate</u> pasture.
- Christmas lamb anyone?
- Conventional >>yes



NZFAP and NZFAP Plus - New Zealand's National Farm Assurance Programmes

Our seal of origin delivers trusted and authentic ORIGIN, TRACEABILITY, FOOD SAFETY and ANIMAL WELFARE standards to our global consumers.

Covid-19 Audit Options

Purpose

The New Zealand Farm Assurance Programmes (NZFAP and NZFAP Plus) provide confidence and certainty to the millions of consumers world-wide that the meat and wool produced from New Zealand's sheep, beef and deer farms is authentic, genuine, and safe. Collectively they provide assurances regarding integrity, traceability, animal health and welfare, people, farm and natural resources and biosecurity.



History & Ownership

The New Zealand Farm Assurance Programmes (NZFAP and NZFAP Plus) are voluntary nation-wide farm assurance programmes. They were originally developed under the Red Meat Profit Partnership (RMPP), a joint Primary Growth Partnership initiative between the New Zealand red meat sector and the New Zealand Ministry for Primary Industries.

Both Programmes are now owned and managed by New Zealand Farm Assurance Incorporated (NZFAI).

Case study 3

Regenerative farming at Rehoboth Farm

They used to cultivate soil but now spray with glyphosate (mixed with fish and fulvic acid to reduce the rate) and direct drill. There is no soil disturbance and the soil is kept covered.



Fit for a Better World Accelerating our economic potential

Ministry for Primary Industries Manatū Ahu Matua



EALAND GOVERNMENT

The primary sector has agreed a vision for its future

In April 2018, the Minister of Agriculture established the Primary Sector Council to develop a shared direction for the food and fibres sector. The Council consulted widely, talking to hundreds of people from all parts of the sector and across rural communities to arrive at our first common vision and strategy. The vision, set out below, was launched by the Prime Minister at Lincoln University in December 2019.





- What scale do we wish to see,
- Cottage industry—each taking product to market?
- Industrial co-operation---but at

scale.





- Raw value
- Or
- High profile?



Infrastructure/mechanisatio



Waikato crop Short variety.















Bulk from press. Great to eat as is.

A quick squeeze in the hand and add to a salad, scrambled eggs, mashed potato, breakfast cereal/muesli.



20 seconds in the coffee grinder or whizz and you have a 32% protein whole food powder.

Use like you would Salt and pepper!

Add it to baking, Meatballs/rissoles, Dips & dressings. Soup or stew.

Only limited by Your Imagination!

iHemp Seed-Cake

eurof	ins	eurofins		
FATTY A	ACID PROFILE	RESULTS		LOQ
NU493	Fatty acid profile (as p	roduct basis)		
	Omega 3	1.95	g/100 g	-
	Omega 6	5.60	g/100 g	
	Saturated fat	1.16	g/100 g	
	Unsaturated fat	8.53	g/100 g	-
	Monounsaturated fat	0.98	g/100 g	-
	Polyunsaturated fat	7.55	g/100 g	1 8 9 C
	Trans fat	<0.02	g/100 g	-

Protein Content

Protein 32.7 g/100 g

32.7% protein with husk in.



iHemp Seed-cake

(* (eurofins			Protein 32					💦 eurofin
		RESULTS		LOQ		RES	SULTS		LOQ
NW878	Arsenic			2004	UMS9T	Enumeration of Coliforms			
	Arsenic (As)	<0.05	mg/kg	0.05	UMHLC	Coliforms 35°C Enumeration of Escherichia coli	<10	cfu/g	
NILLAA3	10 D			0.00	UMILLC	Escherichia coli	<10	cfu/g	-
NU443	Ash Content (550°C 16-18	and the second s	0/100 0	0.1	UMPJ8	Enumeration of Yeasts and Moulds	5		
	Ash	6.95	g/100 g	0.1		Moulds	10	cfu/g	(1)
NW880	Calcium					Yeast	<10	cfu/g	
	Calcium (Ca)	2250	mg/kg	1	NU517	Fat Content			
NU474	Carbohydrates					Fat	9.73	g/100 g	0.02
	Carbohydrates	2.32	g/100 g	0.1	o NW885	Iron (Fe)	211	malka	0.5
UMFQH	Detection of Listeria spec	ies			o NW886		211	mg/kg	0.5
	Listeria Species	Not Detected	/25 g			Lead (Pb)	< 0.01	mg/kg	0.01
					o NW887	Magnesium			
UNICAZ	Detection of Salmonella s	E CONTRACTOR OF THE OWNER AND AND A				Magnesium (Mg)	6160	mg/kg	0.1
	Salmonella	Not Detected	/25 g		o NW889	Mercury			
NU482	Dietary fibre					Mercury (Hg)	0.004	mg/kg	0.002
	Total dietary fibre	40.9	g/100 g		NU744	Moisture (98-100°C 5 hrs c/w)			
NU488	Energy				NU1707	Protein Content	8.22	g/100 g	0.01
	Energy	1280	kJ/100 g		NOISI	Protein Content	32.7	g/100 g	0.1
UM8CN	Enumeration of Aerobic E	Bacteria			NU688	Sodium (ICP-OES)			
	Aerobic Plate Count 35°C	70	cfu/g	-		Sodium (Na)	<5	mg/100 g	5
	Enumeration of Coagulase Positive Staphylococci			Comment: Digestion method: Hotblock AOAC 984.27 mod					
UMEPE					♦ NU883	Sugar profile	0.09	96 (00/00)	0.05
	Coagulase positive staphylococcus	<10	cfu/g	3 5 .		Fructose	0.19	%(m/m) %(m/m)	0.05
						Lactose	<0.05	%(m/m)	0.05
	Food Analytics NZ Ltd		+64 9 579 2669			Maltose	<0.05	%(m/m)	0.05
	ke Road, Penrose		+64 9 526 9122			Sucrose	2.04	%(m/m)	0.05
NZ-1061 A NEW ZEA		www.e	urofins.co.nz			Total sugar (calc. as sum)	2.32	%(m/m)	0.05

12 x chemo and 4 haircuts later.



iHemp-cake is **not** a medical product and is not making claims.

The comments here are observations Of a person who used iHemp-cake as Part of the daily food intake.

iHemp-cake is a complex food and can be enjoyed with a wide range Of dishes or on its own.

"Perception is reality in the marketplace." Peter Cullinane.

"Let food be thy medicine, and let medicine be thy food." Hippocrates.



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Opportunities and differences in production and marketing of iHemp.



- This pioneering industry is on the edge of incredible
 - growth. We're looking for farmers, growers,
- entrepreneurs and businesses who want to discover
- how to invest, upskill and become part of Aotearoa New
 - Zealand's next billion dollar economy.

Value Chain



Growers and Cultivators

Testing and Development

Matching Supply with Demand, to Scale the Industry





Processors and Manufacturers Distributors and Consumers



How can hemp be used in FARMING:

- Farming as an alternative land use and cash crop plus phytoremediation, heavy metal removal and soil cleaning/ conditioning.

- Use for nitrogen uptake, and climate crisis mitigation. Crop rotation and break cropping in collaboration with

other primary industries.

Sheep & Beef? What can hemp do for you?



FOOD + FIBRE + HEALTH

www.nzhia.com

Regenerative Land Diversification

> Sustainable Revenue Stream

Supporting a Healthy Food Chain

Aotearoa NZ Hemp Statistics

NZ Hemp Industries Association Incorporated							
Aotearoa New Zealand	- iHemp	Licence	Statistic	s - Prov	ided by	МОН	
Area Grown - Hectares	2015	2016	2017	2018	2019	2020	2021
Auckland	11.0	11.2	14.2	0.0	-	-	-
Bay of Plenty	-	-	19.4	0.6	12.5	0.0	0.1
Canterbury	7.2	0.2	-	130.0	168.4	813.9	446.6
Capital and Coast	-	-	-	5.0	12.0	-	-
Counties Manukau	-	-	0.2	-	0.5	0.4	-
Hawkes Bay	-	-	-	0.0	60.2	9.0	89.0
Lakes	-	-	-	-	10.0	0.0	0.6
MidCentral	-	-	-	11.0	202.8	40.4	14.9
Nelson - Marlborough	0.0	1.4	1.0	2.4	9.4	53.8	61.0
Northland	-	-	1.0	0.5	2.1	0.6	0.4
Palmerston North - Mid central	-	-	-	-	-	-	-
Rotorua - Lakes	-	-	-	-	-	-	-
South Canterbury	-	10.6	12.6	12.0	112.7	197.7	143.0
Southern	1.0	-	32.0	3.3	19.0	72.0	75.8
Tairawhiti	1.7	2.5	0.1	10.3	26.2	0.2	7.2
Taranaki	-	-	3.7	0.5	0.5	1.1	8.3
Waikato	0.4	-	-	38.0	1.0	58.6	8.0
Wairarapa	50.2	12.1	17.9	30.0	64.3	31.5	-
Waitemata	0.0	4.1	4.0	0.0	0.5	-	0.0
West Coast	-	-	-	2.0	4.3	4.7	6.0
Whanganui	-	-	_	5.2	40.0	51.0	-
Total Area Grown	71.6	42.1	106.2	250.8	746.4	1,334.9	860.7

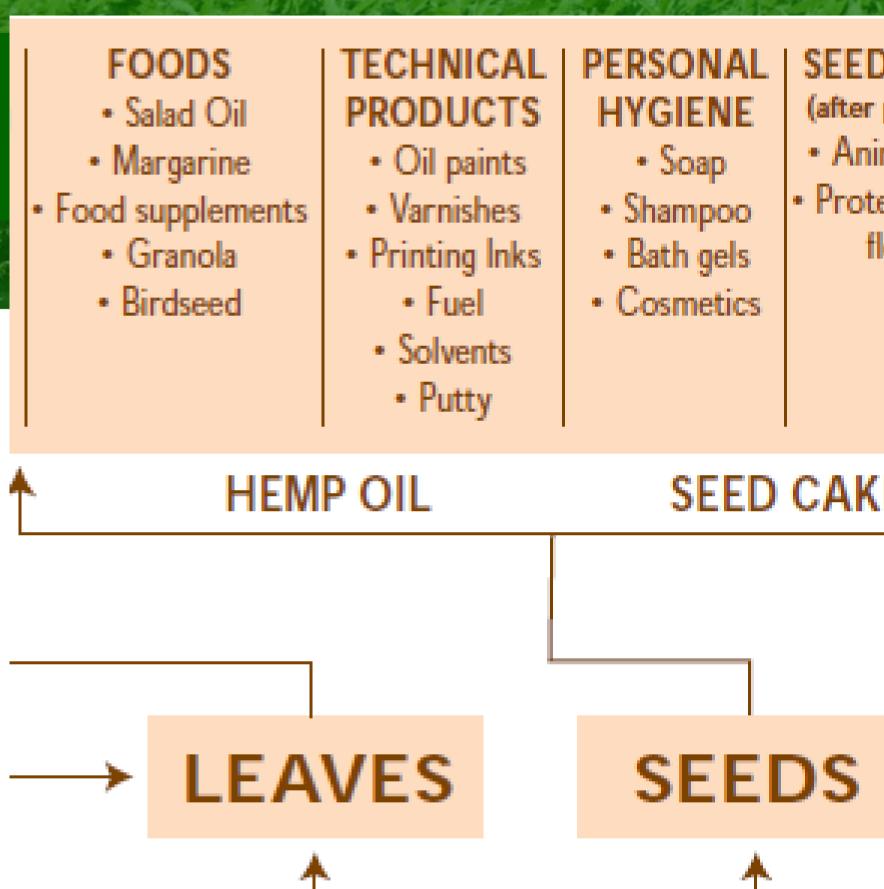


How can hemp be used in FOOD INDUSTRY:

- Seeds for food and utilising local circular economy by-product streams to make new and innovative products. Hemp seed nutritional products for humans and animals as well as seed multiplication for northern hemisphere hempseed companies. Future uses of hemp leaf, sprouts and roots.



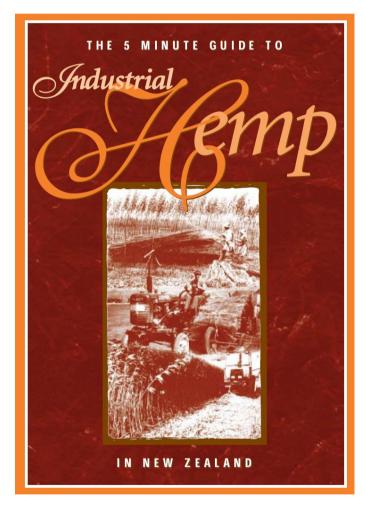
Food grade product, the enemies are heat, light and air



SEED CAKE (after pressing) Animal Feed Protein - rich flour



SEED CAKE





How can hemp be used in the FIBRE INDUSTRY:



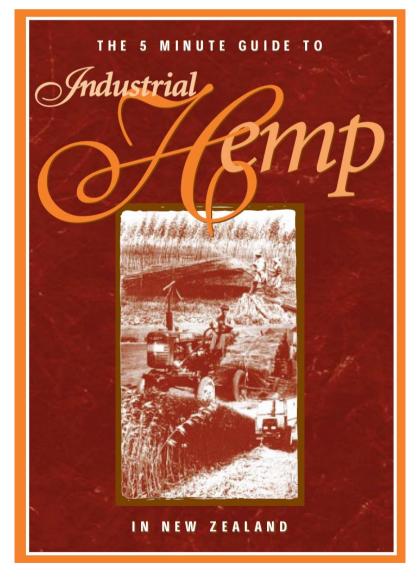
Investment in decortication and primary processing would enable enterprises to scale and enter markets for high and low tech industrial uses.

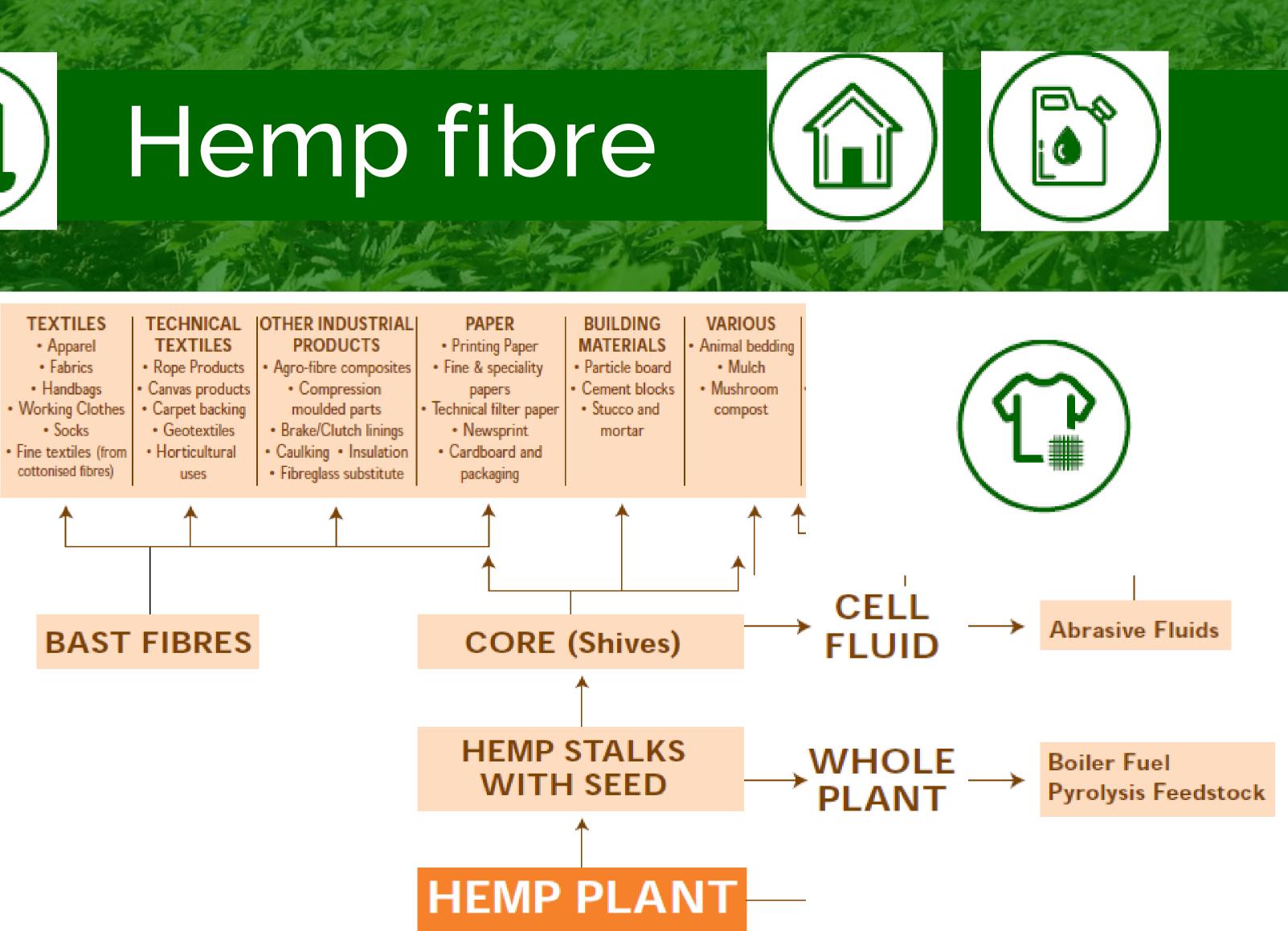


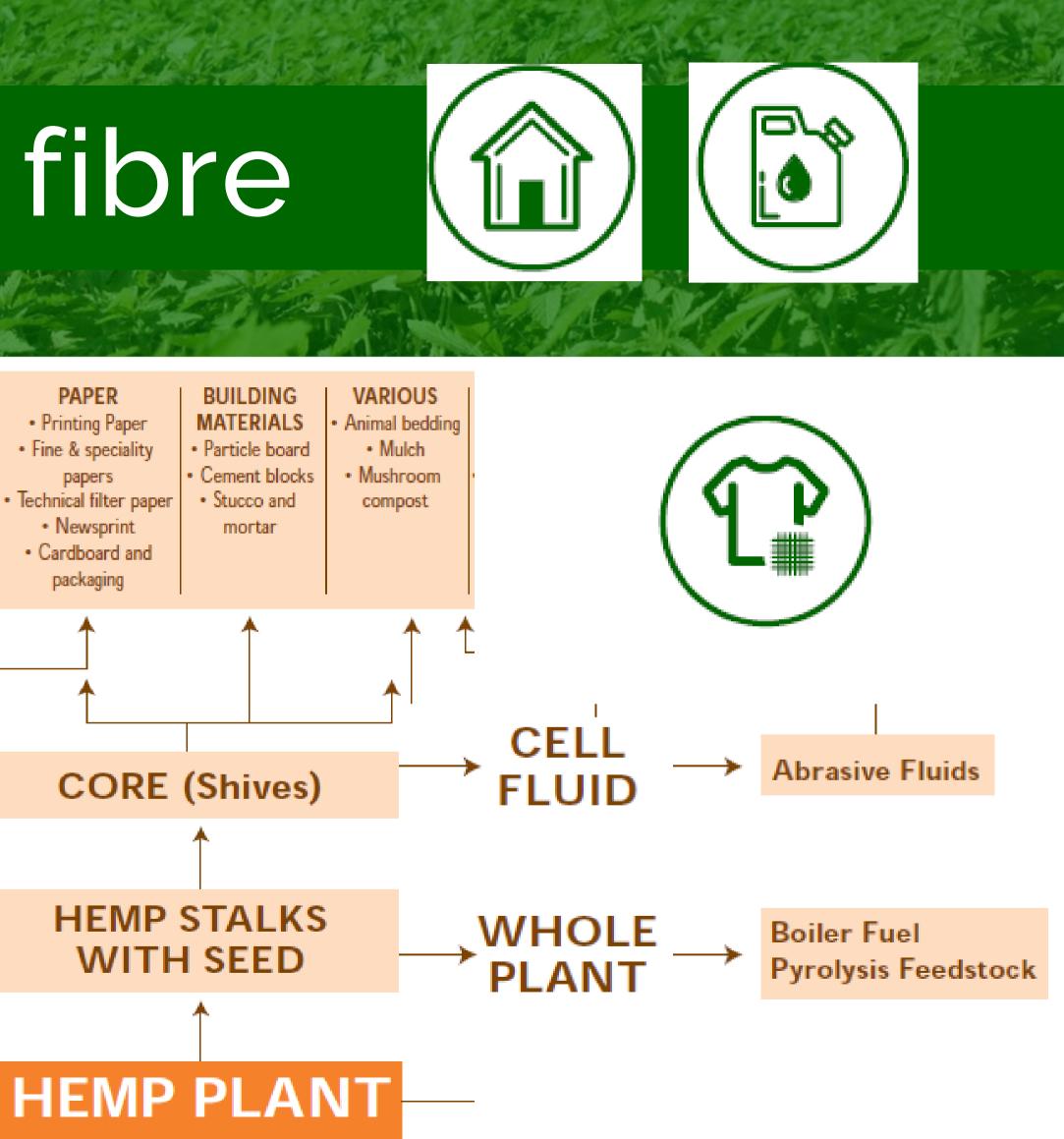
Collaboration with other primary sectors, such as

forestry and wool.











How can hemp be used in the HEALTH INDUSTRY:

Female plant cultivation for the emerging health and wellness industry, utilising cannabinoids, terpenes, and flavonoids as high-value fractions from locally grown crops for global niche markets. Working with Mānuka, Kawakawa and other native botanicals grown in New Zealand.

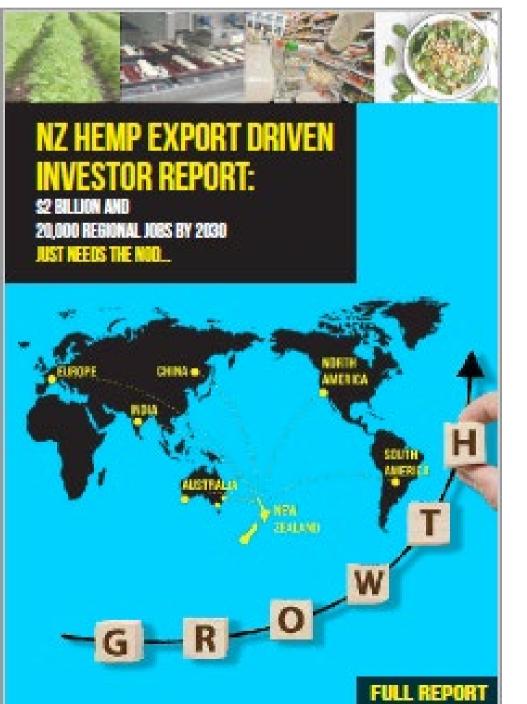


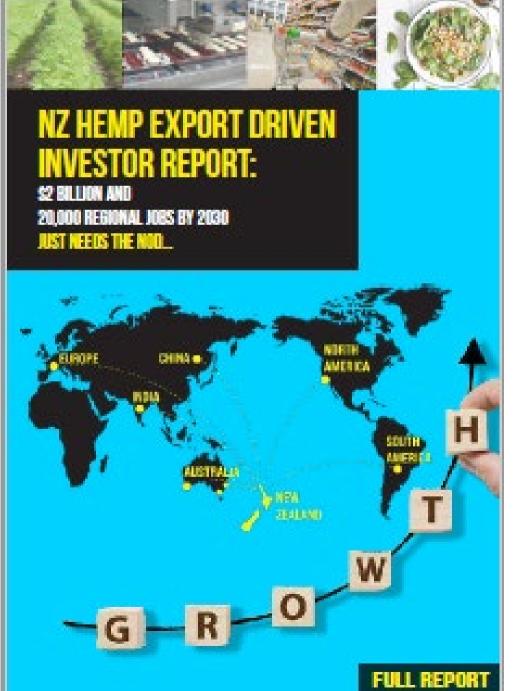


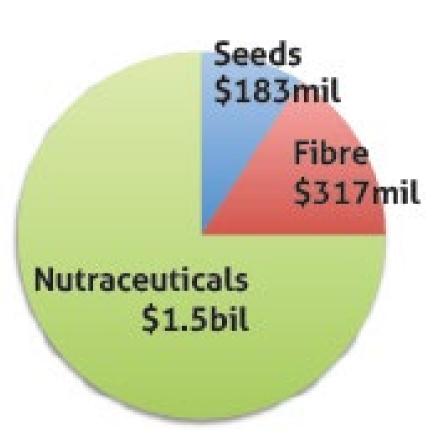
The NZHA WHY

A MPI 2021 report predicts Industry to grow from 3-5 million now to between \$11 to \$774 million by 2030. Their preferred scenario 2 gave a prediction of \$30 million by 2030

But the NZHIA's Senario 2 in our investor report highlights a \$2 billion opportunity by 2030 - We just need the right interpretation of the regulations







NZHIA Senario 2 \$2 Billion







All registered participants will go into the draw to win a hemp gift basket!

*T & C's apply, see nzhia.com





JOIN THE NZHIA

BEIN TO WIN

Sign up as an NZHIA member on the tour and go into the draw to win a Hark & Zander Luxury Gift Box

HARK@ZANDER

Hemp products valued at \$445





The Next Step

Join the NZHIA so we can keep in touch

- We need a:
 - Hemp Industry Strategy Reset
 - Capability Development Program

Callahan Innovation: Capability Road Maps

CallaghanInnovation **New Zealand's Innovation Agency**

Tupu.nz: Fact sheets for industrial hemp





SUSTAINABILITY



Coming soona new community building nortal

It's time to unlock hemp's potential for Aotearoa.













Aotearoa New Zealand Hemp Alliance



With thanks to our speakers from





and regional support from







With thanks to our sponsors



and a special thank you for tonight's spot prize sponsor









- Our mission is to promote the growth and development of the industrial hemp industry in New Zealand in all aspects. Now is the perfect time to become a member and be part of this growing industry.
- - Join at www.nzhia.com







Distributors and Consumers

