



VictoryHempFoods.com



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Hemp Seeds 101: Agenda

Who is Victory Hemp Foods?

The Wonder-Seed:

Nutrition, Processing, Products & Markets

Business of Growing Hemp Seeds



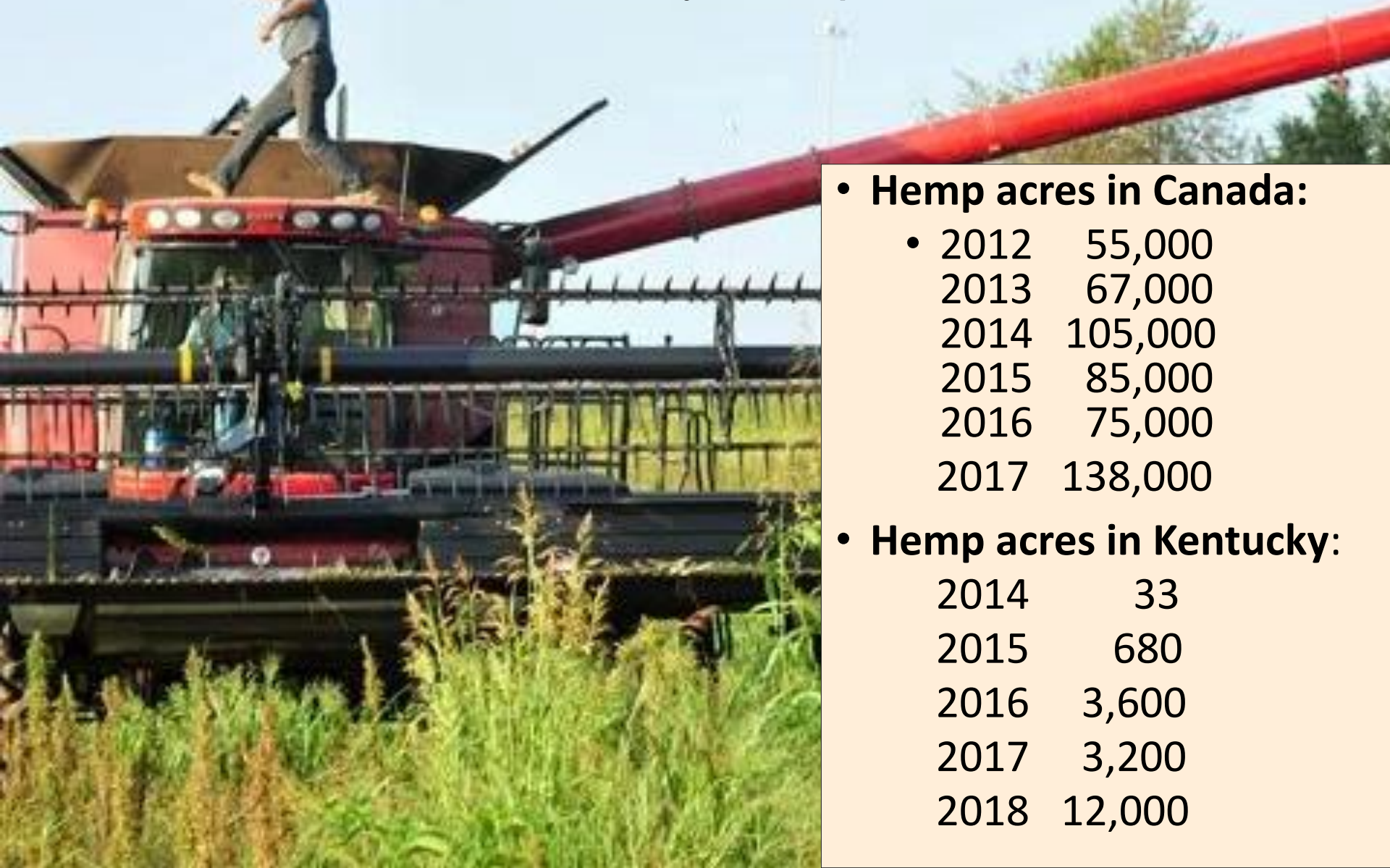
Who is Victory Hemp Foods?



**100% U.S. Grown and
Processed**



Who is Victory Hemp Foods?



- **Hemp acres in Canada:**

- | | |
|--------|---------|
| • 2012 | 55,000 |
| 2013 | 67,000 |
| 2014 | 105,000 |
| 2015 | 85,000 |
| 2016 | 75,000 |
| 2017 | 138,000 |

- **Hemp acres in Kentucky:**

- | | |
|------|--------|
| 2014 | 33 |
| 2015 | 680 |
| 2016 | 3,600 |
| 2017 | 3,200 |
| 2018 | 12,000 |



Who is Victory Hemp Foods?

Business News



Kentucky Hemp Company Buys Middlebury Processing Facility

by Sasha Goldstein

April 09, 2018



comment ▼

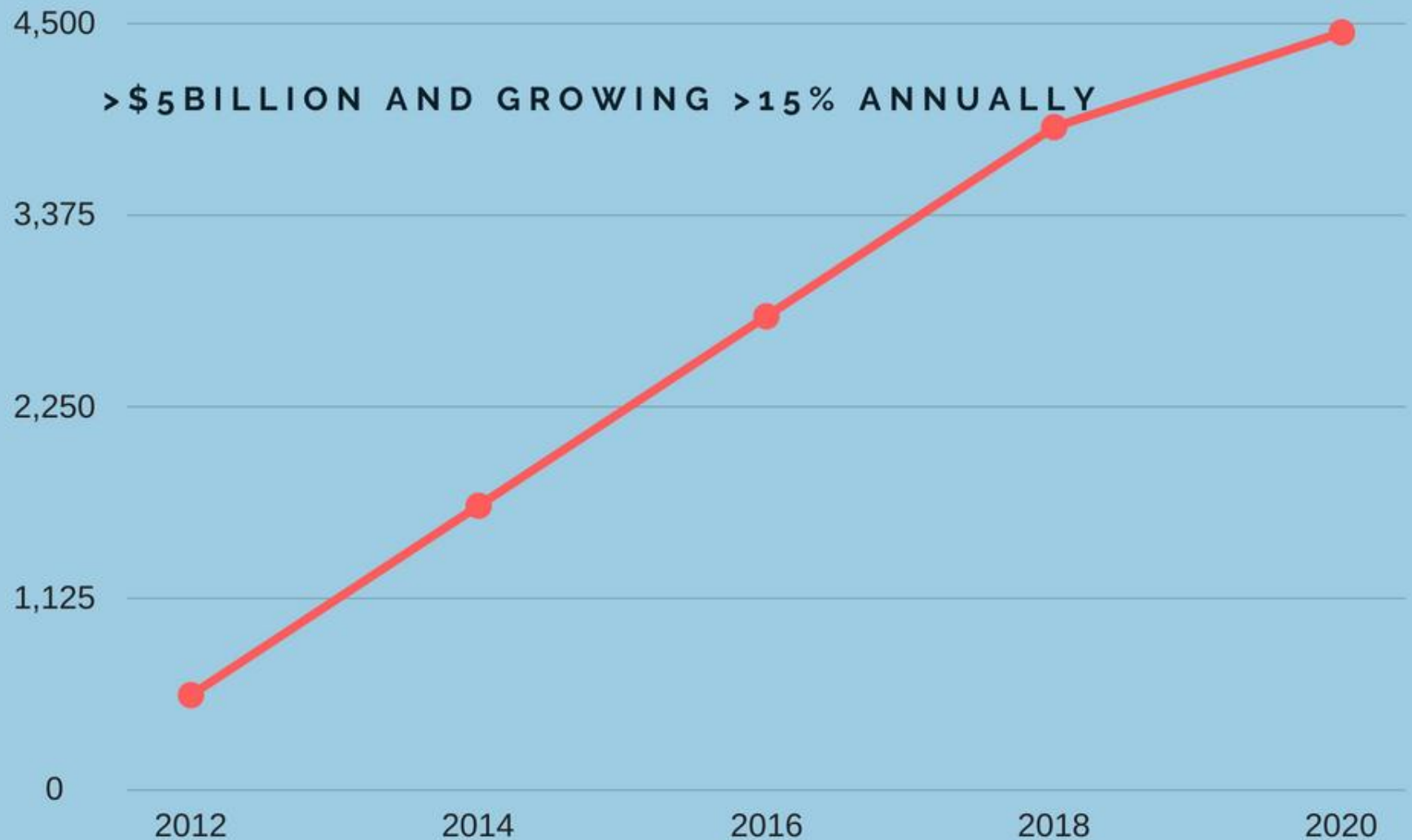




The Wonder Seed



PLANT-BASED PROTEIN GROWTH, U.S. SALES



why hemp?



50%

more protein than
almonds

3:1

ratio of Omega 3 Fatty
Acids is ideal

ALL 9

essential Amino Acids
make this a "complete"
protein



The Wonder-Seed: Process to Product



Dehull



**Hearts /
Shelled
Seeds**





The Wonder-Seed: Nutrition



| | Shelled Hemp Seeds (Hearts) |
|------------------|--|
| Nutrition | 35% Protein, Complete Protein, High in Iron and Magnesium Healthy fats! |
| Flavor | Nutty, mild. Cross pine nut & sesame seed. |
| Function | Soft, express oil when roasted. |
| Uses | Anywhere nuts: Granola-Oats, salads, smoothies, baking, pesto |



Cold Press

**Cold Pressed
Hemp Seed Oil**

**Hemp
Protein 50,
33, 23**





The Wonder-Seed: Nutrition



| | Cold Pressed Hemp Seed Oil |
|------------------|---|
| Nutrition | Healthy Oil! High in Healthy Omega-3 & Polyunsaturated Fatty Acids |
| Flavor | Flavorful, earthy, grassy |
| Function | Smoke point only 20F below EVOO |
| Uses | Anywhere EVOO: Salad oil, light sauté, pesto, smoothie, topical, soaps |



The Wonder Seed: Nutrition



| | Hemp Protein (P50) |
|-----------|--|
| Nutrition | 50% Protein, Complete Protein, High in Iron and Magnesium Healthy Omega-3 & Polyunsaturated Fats |
| Flavor | Nutty, earthy, grassy |
| Function | 5% to 33% of baking mixes. No gluten. |
| Uses | As cornmeal, protein powder, flour: baking, pasta, smoothies, pesto |



The Wonder Seed: Hemp Protein Isolate & Refined Oil





The Wonder Seed: Hemp Protein Isolate & Refined Oil



WE

Americans are shifting to plant based foods out of concerns for health



WANT

Burgers & Fries, with a Shake



INDULGENCE

current products fall short
>25% are disappointed with
plant-based options!



The Wonder Seed: Format Is Everything



HPI

patent pending,
hemp protein isolate.

White
Flowable
Water Soluble
80% protein
certified organic or conventional
high binding capacity

The Wonder Seed: the competition

SOY

GMO

Isoflavones

Phytoestrogens

Consumer sentiment waning

Allergen



PEAS

Flavor challenges

Incomplete Protein

Decrease in kidney function

Joint pain

Formulation



ALMOND

High Cost Protein

Incomplete Protein

Allergen

Environmentally Vulnerable

Supply Chain





The Wonder Seed: In-Demand Attributes



100% U.S. Grown and
Processed

(Zero CBD,
Zero THC)

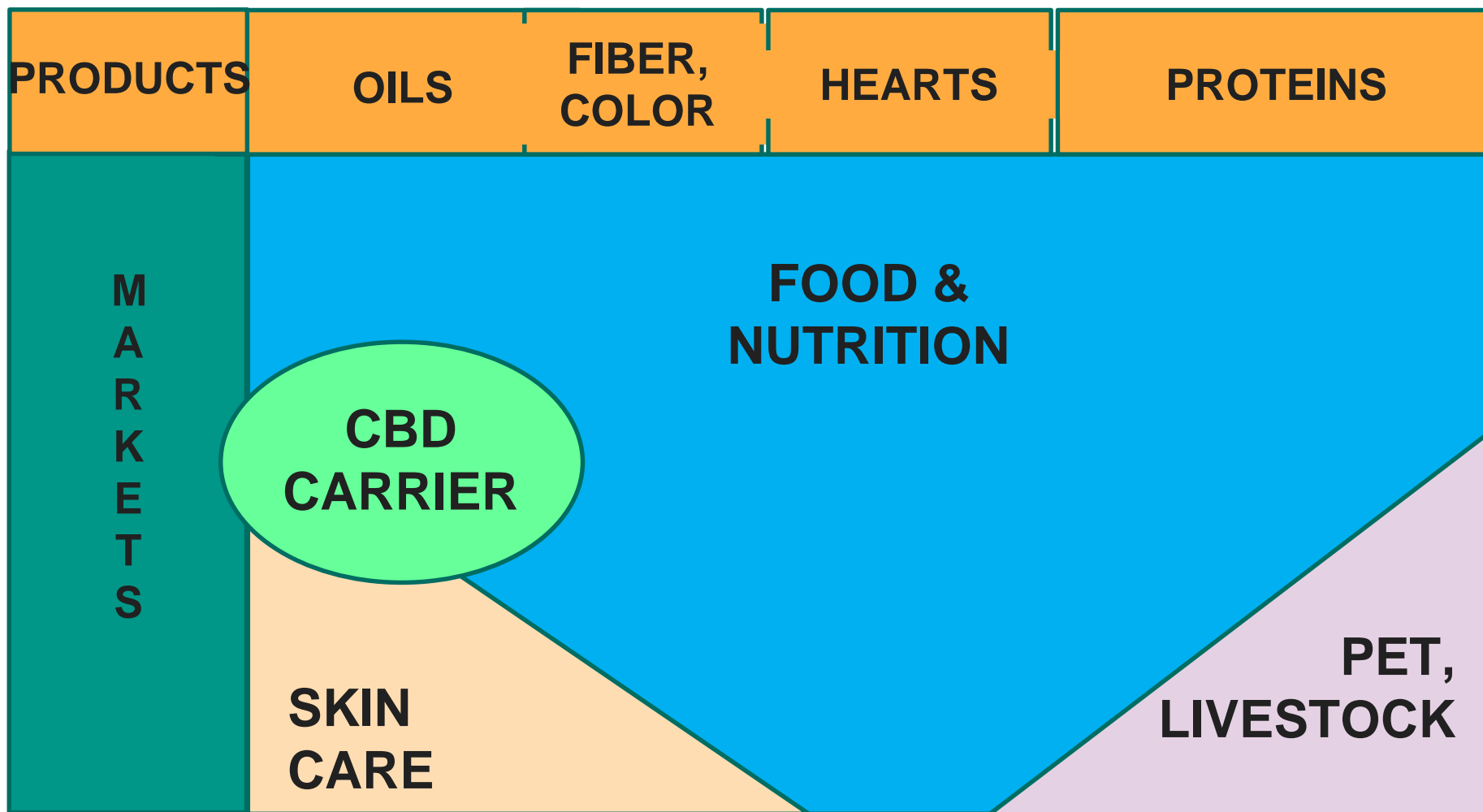


High in
heart-
healthy
Omega-3's





The Wonder-Seed: Multiple Multi-\$B Markets





Business of Growing Hemp Seeds



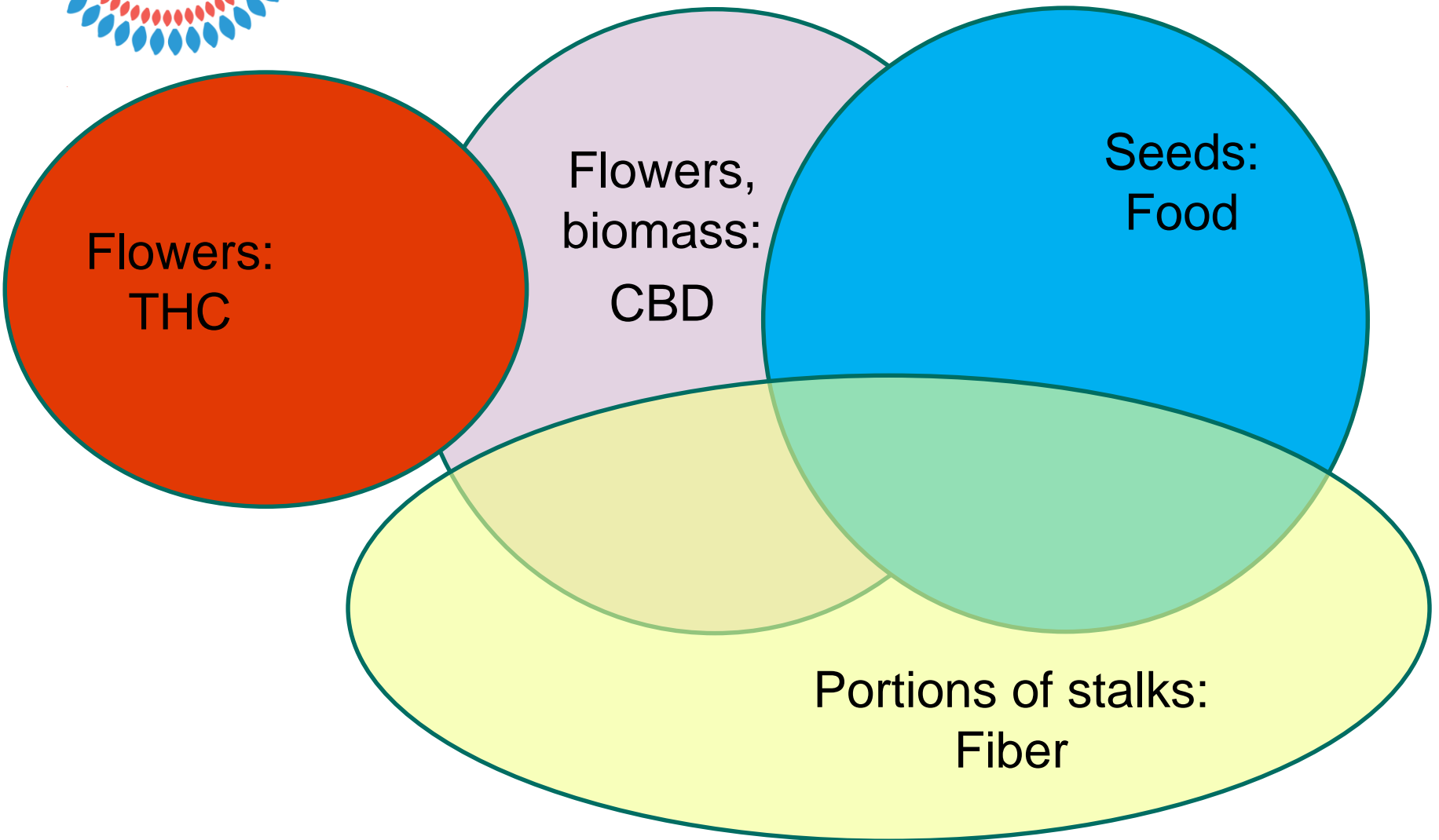


Business of Growing Hemp Seeds: Enterprise Budget

| Summary per Acre | | | | | | |
|------------------|--------|-----------|----------|-------------------|--------------|--|
| | Corn | Soy Beans | Tobacco | Conventional Hemp | Organic Hemp | |
| Revenue | \$ 686 | \$ 450 | \$ 4,370 | \$ 700 | \$ 1,100 | |
| Inputs | \$ 375 | \$ 160 | \$ 1,155 | \$ 300 | \$ 250 | |
| Labor | \$ 45 | \$ 45 | \$ 880 | \$ 90 | \$ 90 | |
| Other Costs | \$ 163 | \$ 145 | \$ 1,050 | \$ 90 | \$ 90 | |
| Net | \$ 104 | \$ 100 | \$ 1,285 | \$ 220 | \$ 670 | |



Multiple Revenue Stream Opportunities





Business of Growing Hemp Seeds: Required Equipment

- ✓ Tillage
- ✓ Planter
- ? Combine
- ? Grain Bin
- ? Grain Dryer





Business of Growing Hemp Seeds: Growing Contracts

- Sales Contract
- Seed variety specified and supplied
- Store until delivery
- Fixed price per lb. at defined quality and delivery point
- Quality:
 - 99.5% pure after cleaning
 - <9% moisture
 - No pathogens
 - Not spoiled or contaminated (Good Post-Harvest Handling!)



Business of Growing Hemp Seeds: Is this for me?

- Grain / Legume Agronomics, Acreage and Equipment
- Crop Insurance: Coming but not yet here
- Drier vs Wetter Ground
- Opportunity with Rotation and Nutrient Management
- Give it a Test?

Questions?
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or call: (802) 522-9106



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Farm Economics

| J. FARM ECON OF HEMP GRAIN | Corn | Soya | Tobacco | Conventional Hemp | Certified Organic Hemp |
|----------------------------|----------|----------|---------|-------------------------------------|------------------------|
| Based on 1 Acre | | | | | |
| Gross | \$588 | \$450 | \$4,370 | \$850 | \$1,100 |
| INPUTS | | | | | |
| Soil Amendments | \$175 | \$60 | \$650 | \$100 | \$100 |
| Tillage | \$0 | \$0 | \$125 | \$50 | \$50 |
| Seed/Plants | \$160 | \$60 | \$330 | \$100 | \$100 |
| Herbicides | \$40 | \$40 | \$20 | \$50 | \$0 |
| Pesticides | \$0 | \$0 | \$30 | \$0 | \$0 |
| Total Input Costs | \$375 | \$160 | \$1,155 | \$300 | \$250 |
| LABOR | | | | | |
| Plant | \$10 | \$10 | \$80 | \$50 | \$50 |
| Harvest | \$15 | \$15 | \$500 | \$40 | \$40 |
| Trucking | \$20 | \$20 | \$300 | | |
| Total Labor Costs | \$45 | \$45 | \$880 | \$90 | \$90 |
| ADDITIONAL COSTS | | | | | |
| Drying | \$23 | \$5 | \$350 | | |
| Stripping (Tobacco) | \$0 | \$0 | \$550 | | |
| Storing | \$50 | \$50 | \$0 | | |
| Land | \$90 | \$90 | \$150 | \$90 | \$90 |
| Total Additional Costs | \$163 | \$145 | \$1,050 | \$90 | \$90 |
| Total Expenses | \$583 | \$350 | \$3,085 | \$480 | \$430 |
| Net | \$6 | \$100 | \$1,285 | \$370 | \$670 |
| assumptions: | yield/lb | lb price | | \$bus/corn = | \$3.96 |
| Corn | 9800 | \$0.06 | | | |
| Soya | 3000 | \$0.15 | | Conventional Hemp Premium Over Corn | |
| Tobacco | 2300 | \$1.90 | | 31% | 47% |
| CBD | 500 | \$30.00 | | | |
| Conventional Hemp | 1000 | \$0.85 | | | |
| Certified Organic Hemp | 1000 | \$1.10 | | | |