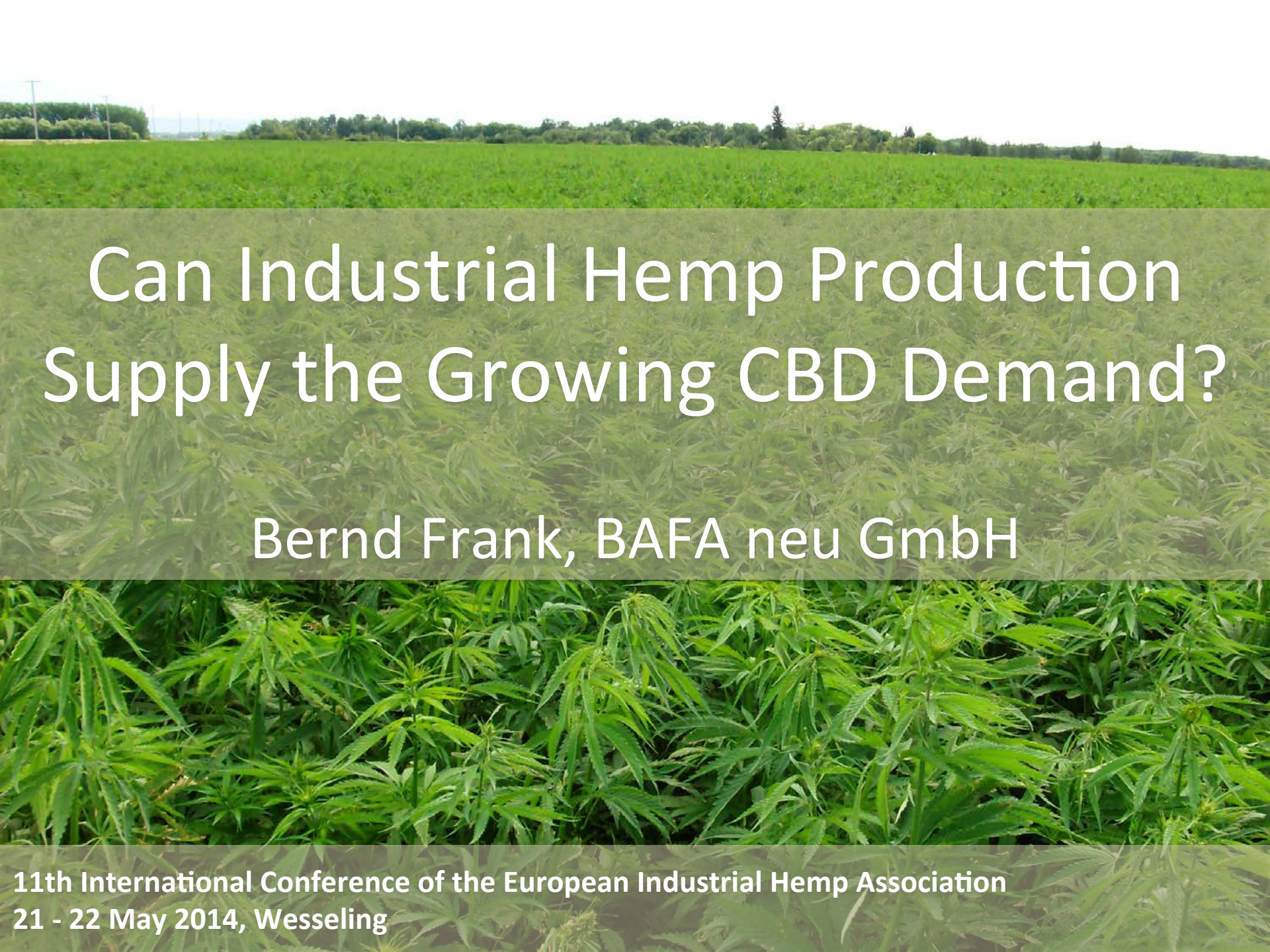


The background of the slide is a photograph of a vast field of industrial hemp plants. The plants are green and have serrated leaves. In the distance, there is a line of trees and a clear sky. The text is overlaid on a semi-transparent dark green band across the middle of the image.

Can Industrial Hemp Production Supply the Growing CBD Demand?

Bernd Frank, BAFA neu GmbH

11th International Conference of the European Industrial Hemp Association
21 - 22 May 2014, Wesseling

Growing demand for CBD – how does a hemp processor deal with it?



**BaFa evaluated whole value chain,
did trials and
made CBD as part of an industrial hemp production
process**

What is the actual demand for CBD?



**Is the real demand large enough to require
Industrial planting and harvesting of hemp?**

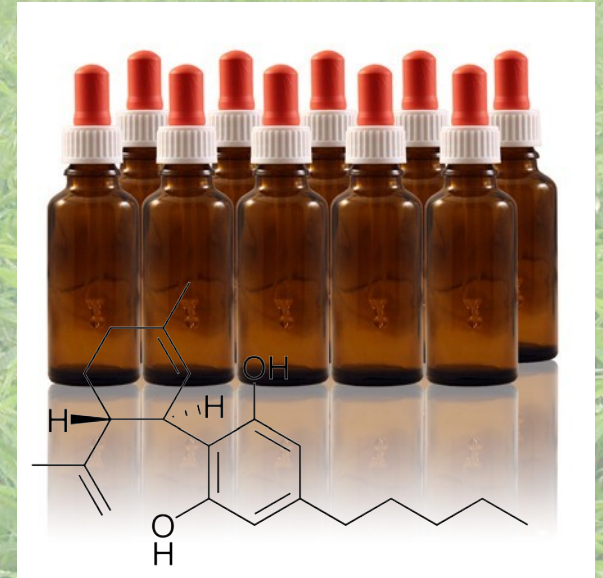
Present multiple uses of industrial hemp



Value of fibres, shivs and seeds

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Future multiple uses of industrial hemp ???



Value of fibres, shivs and raw material for CBD

Need for new EU cetified varieties

...which are

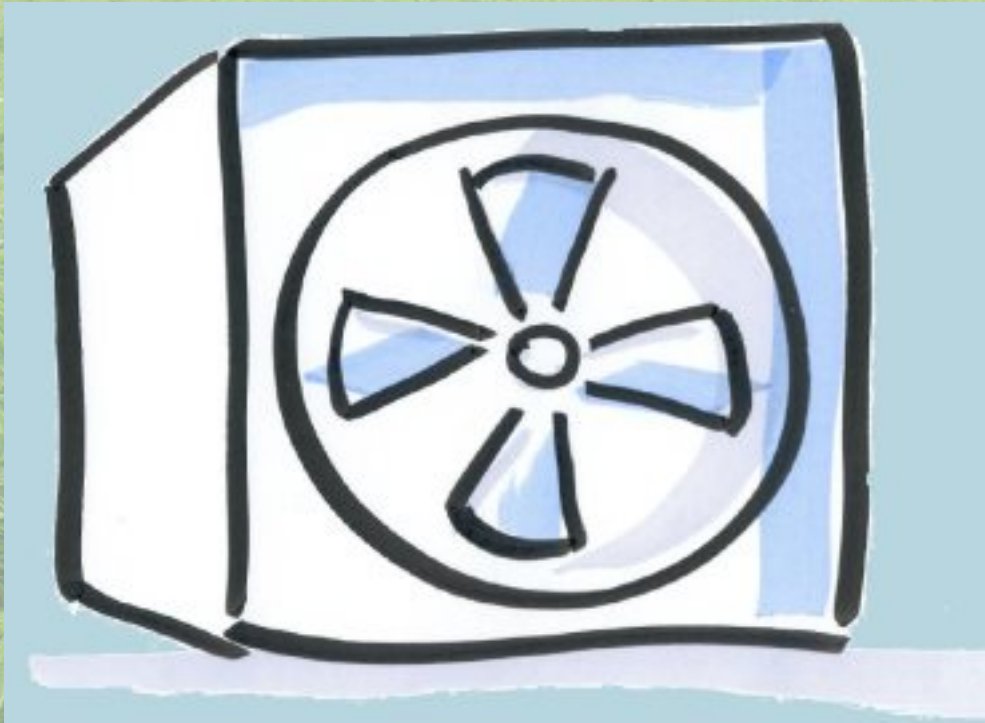
- **high in CBD**
- **low in THC**
- **still are suitable for industrial fibre production**

Need for new harvesting systems

...that allow to harvest

- **straw**
- **green material for CBD extraction**
- **have a high throughput**

Need for drying and extraction facilities



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Conclusion

- In the EU, the production of large quantities of green material from hemp at reasonable prices (in case of dual usage of Straw & CBD) is already possible
- And it is legal.
- The big questions for the processor are:
 - How will the demand develop?
 - For what harvesting volume should we prepare?
 - Will the CBD market be stable?