

9th EIHA Conference

May 23rd, 2012
Rheinforum
Wesseling, Germany

John Hobson
Sales Manager
HempTechnology Ltd



Present hemp industry

Total Hemp cultivation area
in the EU approx. **8.000 ha**
in 2011 (15.000 ha in 2009).

The European Industrial
Hemp Association (EIHA)
has 8 regular (+ 2 ass.)
members (hemp processors)
and 76 associate members
from 28 countries (2012).

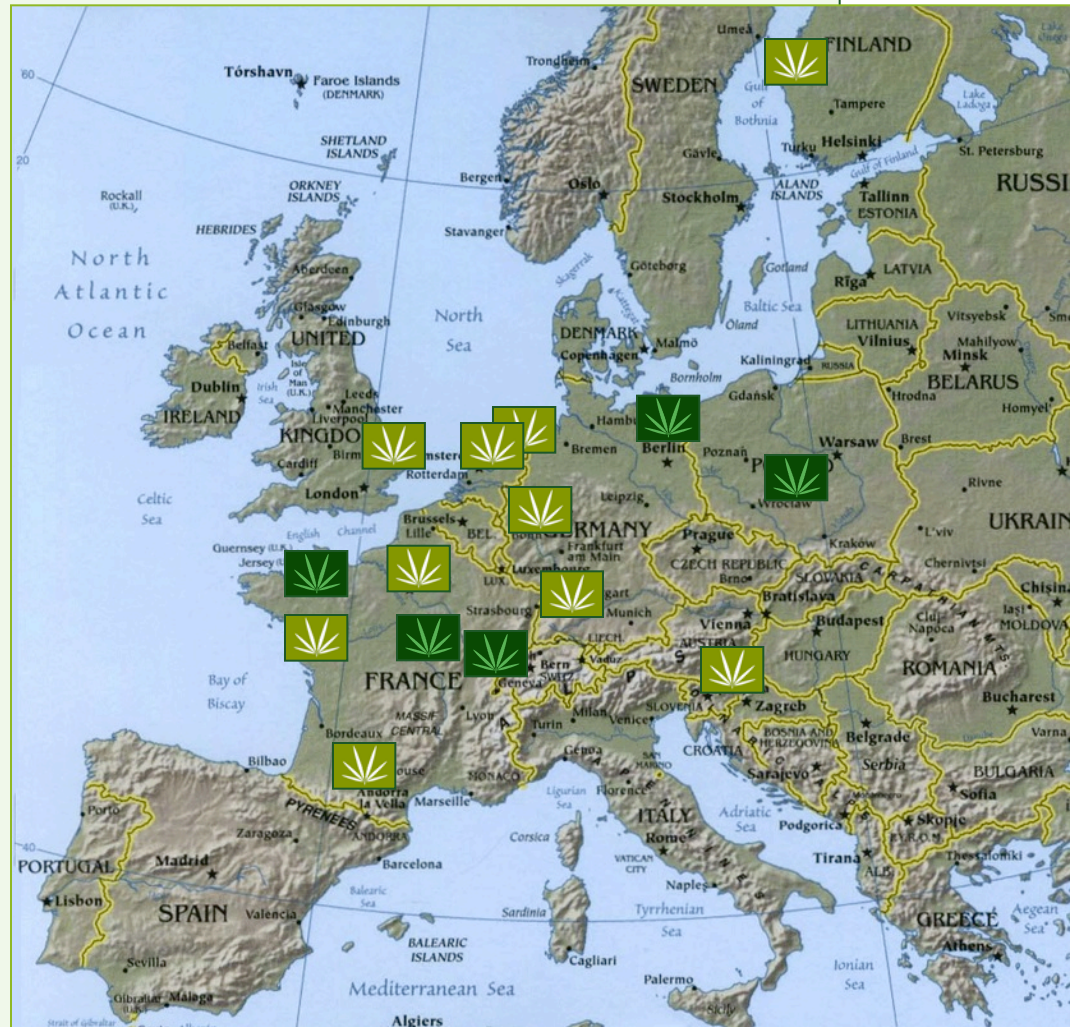
Hemp processors



EIHA members



Non-EIHA members



The European Industrial Hemp Association (EIHA) – Board of Directors, founded in 2005

John Hobson

President, Hemp Technology Ltd. (UK), since 2005



Bernd Frank

First Deputy Chair, BaFa/bave GmbH (Germany), since 2005



Olivier Joreau

Second Deputy Chair, CAVAC BIOMATERIAUX (France), since 2011



Executive committee & managing director, since 2005

Michael Carus

Managing director, nova-Institute GmbH (Germany)



Further six regular members of EIHA in May 2012 (in addition to Hemp Technology & CAVAC)

Dun Agro B.V. (The Netherlands)
Albert Dun



HANNAH BIZ d.o.o (Slovenia)
Dejab Rengeo



HempFlax BV (The Netherlands)
Mark Reinders



Hempro International GmbH & Co. KG (Germany)
Daniel Kruse



Planete Chanvre (France)
Philippe & Antoine Heusele



AGROFIBRE SAS (France)
Francois Boutroux

84 (8 regular and 76 associate) members of EIHA in May 2012

- 66 members from 21 European Countries
- 18 members from other countries like Canada, Australia, China, South Korea, Thailand, Uruguay, USA

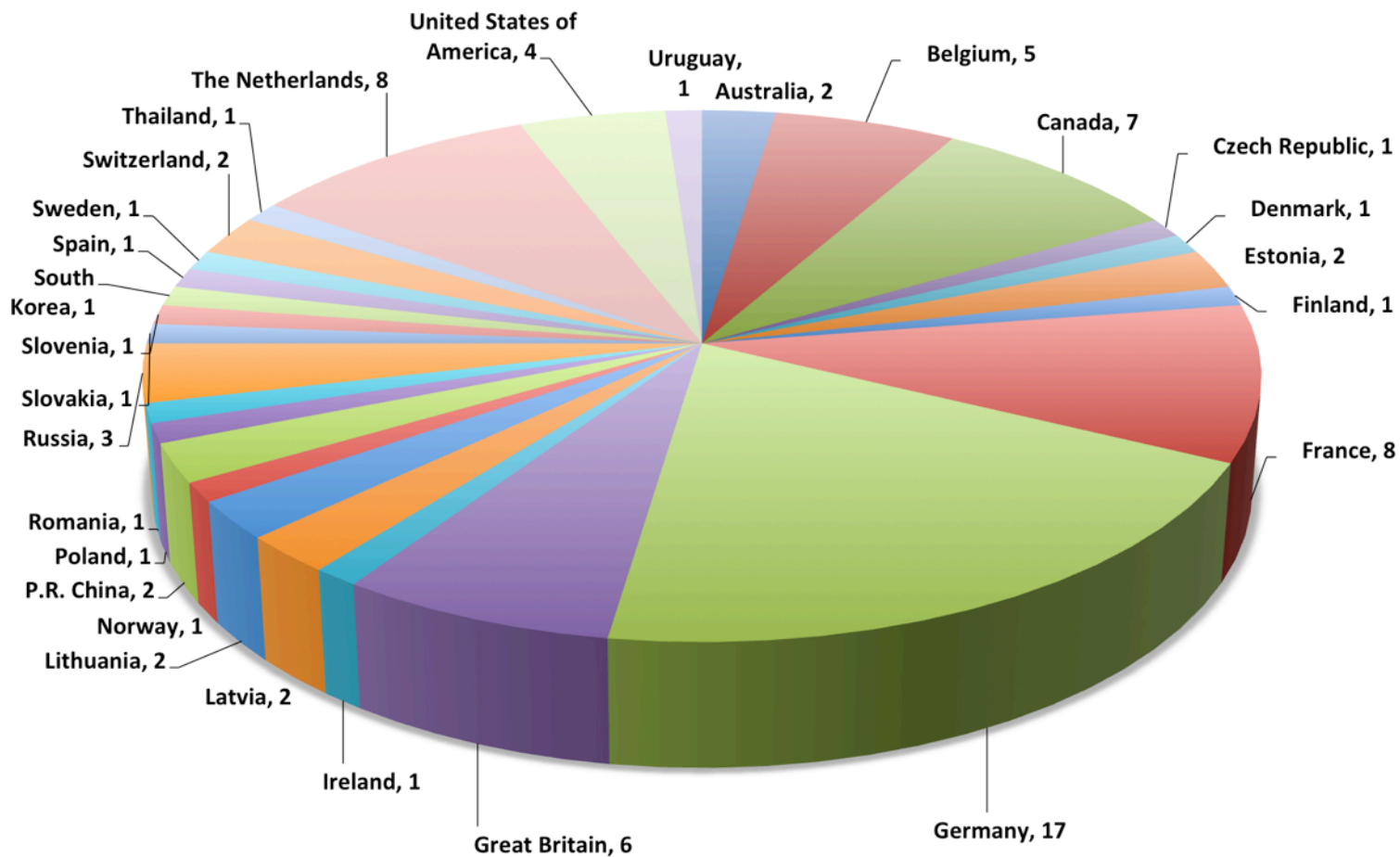
Cooperation with

- InterChanvre, France
- Hemp Industries Association, USA
- Canadian Hemp Trade Alliance, Canada
- International Hemp Building Association, Ireland

Members of the EIHA

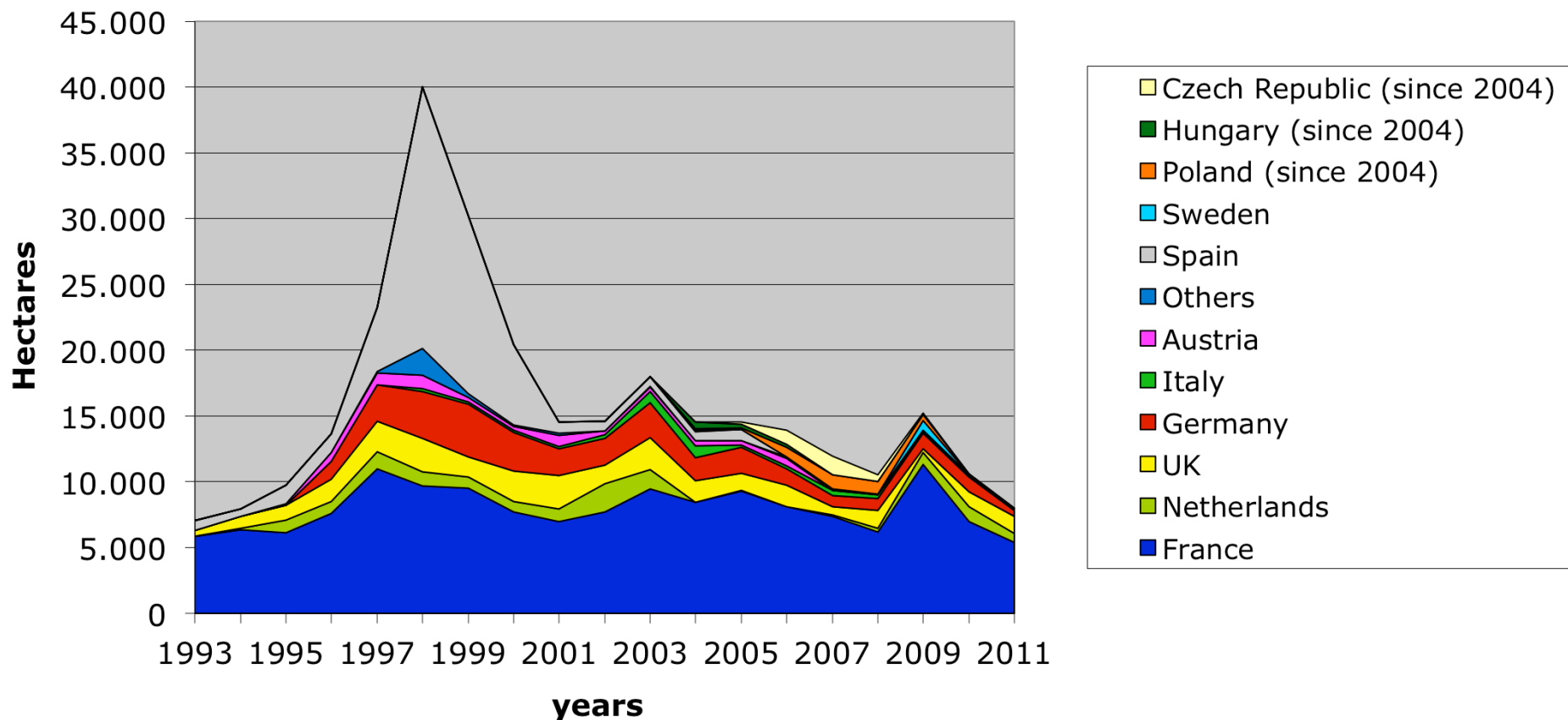
- 2008: 57
- 2009: 68
- 2010: 65
- 2011: 82
- 2012: 84

EIHA Member – country distribution



Hemp cultivation area in the EU (ha)

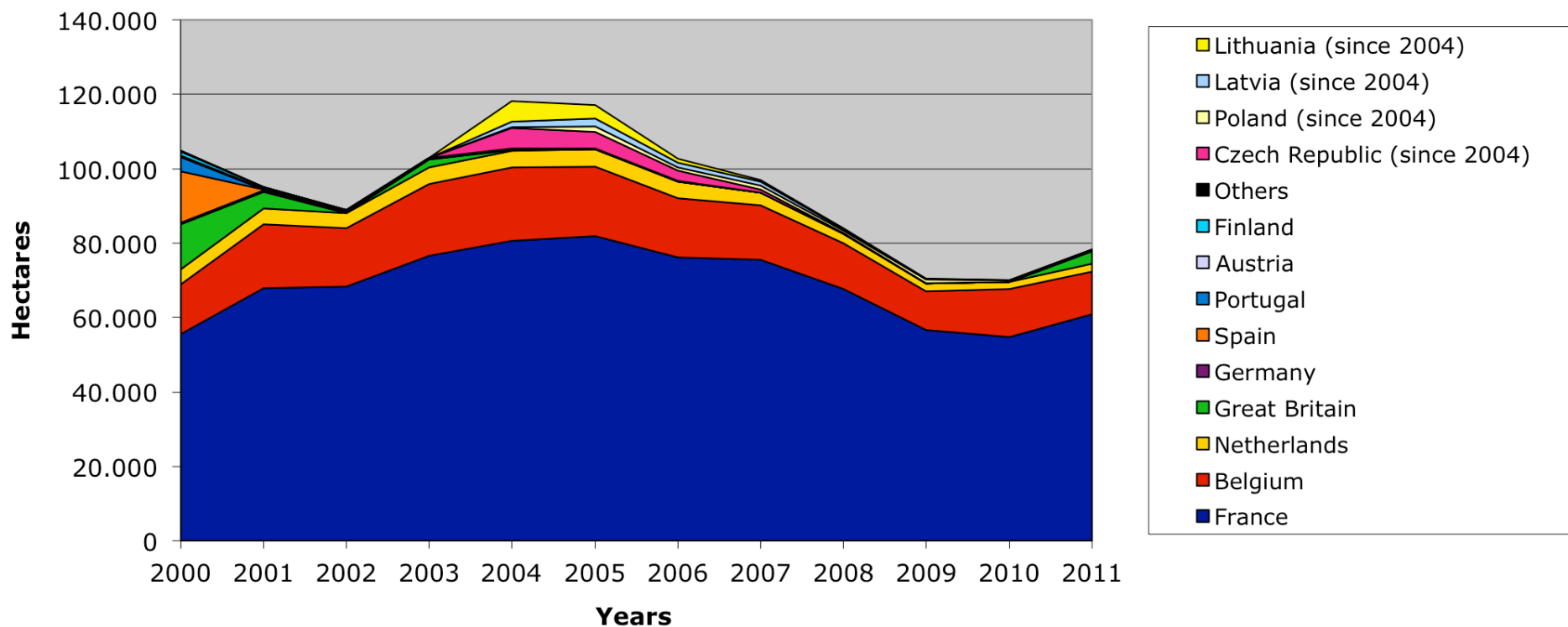
Hemp Cultivation Area in the EU (ha) 2011: 8,000 ha



2009: approx. 15.000 ha, 2010: approx. 10.000 ha. Decreasing demand from cigarette paper industry (switch to wood pulp) and competition to bioenergy and exotic fibres

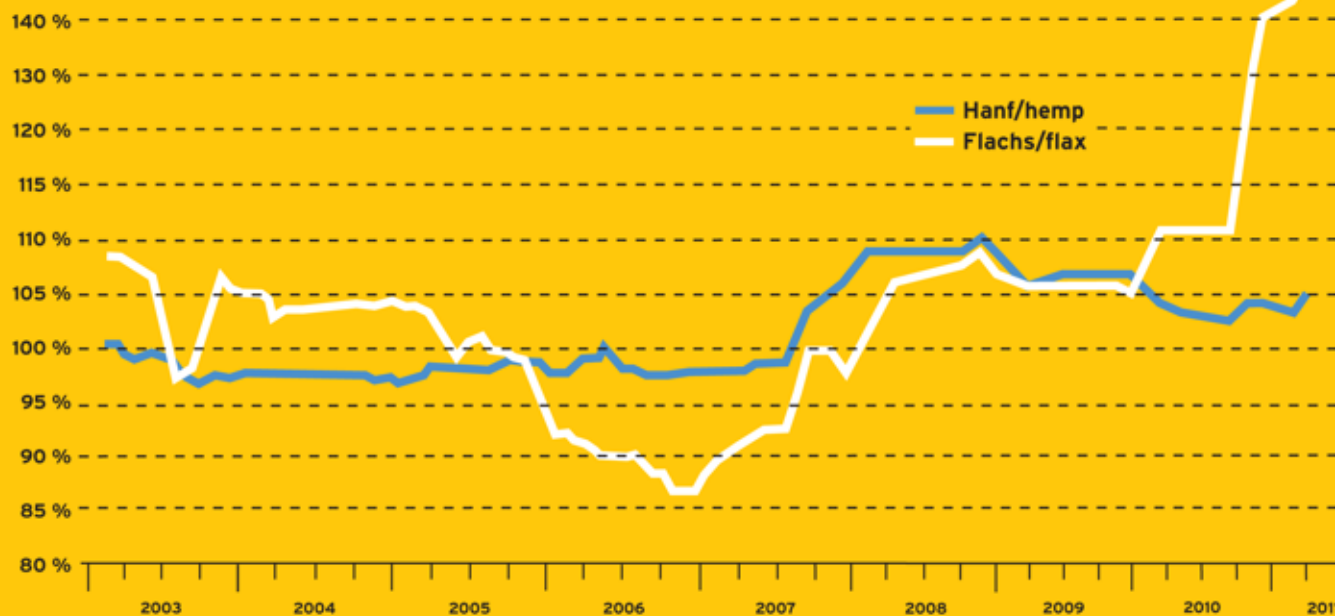
Flax cultivation area in the EU (ha)

Flax Cultivation Area in the EU (ha)
2011: 78,385 ha



Price index: Hemp and flax technical short fibres

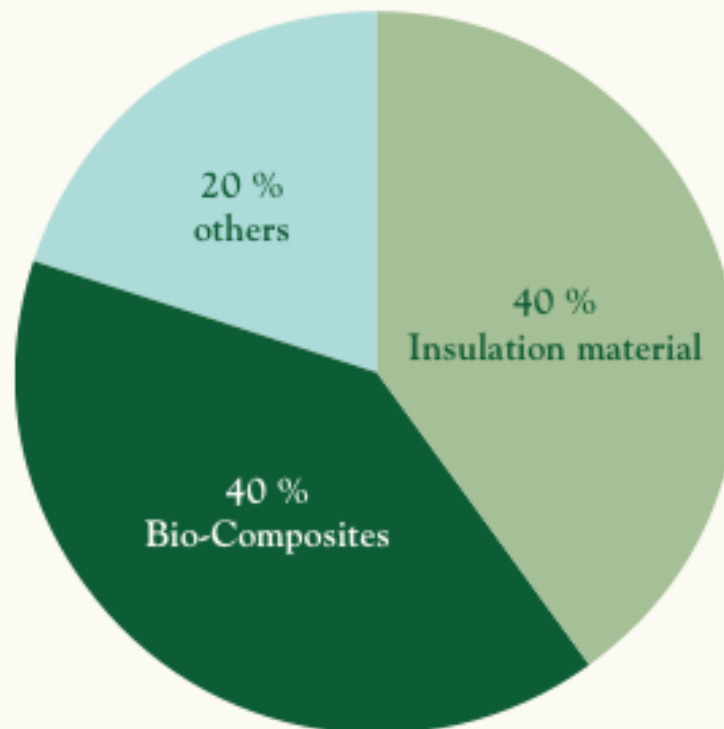
Price index: Hemp and flax technical short fibres



100 % equal the price of technical hemp short fibres in March 2003. Basis: Supply of 100 t per year.

Sources: nova-Institute GmbH on the basis of bi-monthly price reports from: Agrofibre SAS (F, since 2009), Badische Naturfaseraufbereitung BaFa GmbH (D), Hemp Technology Ltd. (UK), HempFlax B.V. (NL), Holstein Flachs GmbH (D), Linolitas (LT, until 2007-12), NAFGO GmbH (D, until 2008), Procotex SA Corporation (B, until 2005-10), Sachsen-Leinen GmbH (D, since 2003-10), SANECO (F, until 2008).

EIHA Hemp Fibres 2010 Main Applications



Publications for EIHA in 2011 & 2012

- **Document for The Commission & The Parliament – February 2012 on CAP (2012)**
- **Position Paper (2011-04-29)** "Despite growing demand from automotive and (bio-) plastic industries the European Natural Fibre Sector is suffering from the wrong policy framework"
- Report (2011-05-13) **"Ecological benefits of hemp and flax cultivation and products"** (Albert Dun) -
- Study (2011-06) **"Hemp Fibres for Green Products – An assessment of life cycle studies on Hemp fibre applications"**
- Study (2011-06) **"Possible support instruments for industrial hemp in the framework of the Common Agricultural Policy (CAP)"**
- Study (2011-05-31) "Statement by the European Industrial Hemp Association (EIHA) on the study by the European Food Safety Authority (EFSA) on Scientific Opinion on the **safety of hemp (Cannabis genus) for use as animal feed**"
- Leaflet about EIHA (2010) **"European Hemp fibres for diverse bio-based products"**
- Leaflet about EIHA (2010) **"Hemp Seeds and Hemp Oil as Food"**

Int. Business Directory for Innovative Bio-based Plastics and Composites: iBIB2012/13

www.bio-based.eu/iBIB



iBIB2012/13

International Business Directory for Innovative Bio-based Plastics and Composites



new issue 2012/13
80 subscribers
15% more than 2011



Published by nova-Institute GmbH and bioplastics MAGAZINE





In cooperation with: agrobiobase



www.bio-based.eu/iBIB

Agencies - Associations - Clusters - Councils



Association

EIHA was originally founded as an association of the members of the European Hemp industry. Regular members include primary Hemp processors in the EU. Associate members may be associations, research organisations and companies and individuals working in the area of Hemp and other natural fibres. Founded in 2005, EIHA today has 8 regular and more than 74 associated members from 28 countries. EIHA was founded to give industry a voice at the European Commission in Brussels. It has rapidly become a respected industry association that provides effective lobbying and serves as an information bank.

The annual EIHA conference (www.eiha-conference.org / more than 150 participants from 30 countries) has become an attractive opportunity for members and visitors to meet, learn about developments and exchange views with their colleagues. The conference is the most important event on industrial Hemp – worldwide!

European Hemp Fibres are available for your bio-based products: Today, China, Canada and Europe are the main Hemp cultivation areas in the world. In 2010 the total cultivation area in the European Union was around 10,000 ha. These areas produce around 24,000 t Hemp fibres. All by products like shivs (woody part of the Hemp stem) and dust are used. Main countries for Hemp production are France, UK, Germany, The Netherlands and Poland. Hemp fibres, ready to use in your bio-based products are price competitive to other domestic and exotic fibres for technical applications. Different qualities are available.

European Hemp fibre is currently used mainly in technical applications like specialty paper (cigarette paper, technical filters), insulation material, natural fibre reinforced plastics (automotive, industrial and consumer goods), mulch and cultivation fleeces. Especially insulation and plastic reinforcement show promising market increases. Different options for feeding Hemp fibres in injection moulding processing are available today.

The EIHA Hemp processors produce on average each year between 10,000 and 15,000 tonnes of technical Hemp fibres. As Hemp is an annual crop this quantity can be easily increased according to demand.

Please find the Hemp processors for your demand on www.eiha.org

EUROPEAN INDUSTRIAL HEMP ASSOCIATION (EIHA)

Foundation

- 2005

Members

- Regular members: 8
- Associate members: 74

Key services

- Effective lobbying at the European Commission in Brussels
- Consulting
- Networking
- Huge EIHA database, more than 300 presentations, reports and documents

Contact

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Michael Carus
Managing Director



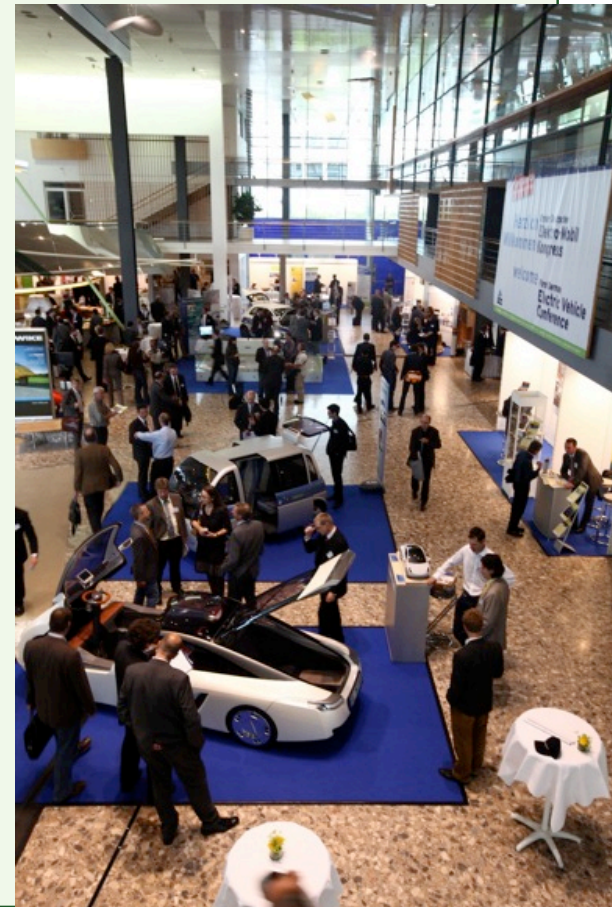

Pictures (left to right): Winter & Linotech, Hock, Lotus cars.



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Cologne, March
 2012, 5th Int.
 Congress on Bio-
 based Plastics &
 Composites

Bonn, June 2010 & 2011
 Electro-Mobility





9th International Conference of the European Industrial Hemp Association (EIHA)

May 23th – 24th 2012, Wesseling / near Cologne (Germany)

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Organizer



Partner



9th International Conference of the European Industrial Hemp Association (EIHA)

Don't miss the biggest event on industrial hemp in 2012 - worldwide!

The conference will present the latest technology developments and applications of industrial hemp for bio-composites, food, feed, insulation and construction.

The International Conference of the European Industrial Hemp Association (EIHA) is established as the largest meeting of experts on industrial hemp in Europe and indeed world - wide. Specialists from all over the world will meet in order to exchange information regarding the latest developments in hemp and in other natural fibres and moreover on the applications for fibres, shivs, seeds and oil.

Participants will range from cultivation consultants, primary and further processors, traders, scientists and engineers, and investors to numerous small and medium-sized enterprises and to international automotive companies and suppliers. The conference language will be English. We expect 150 international participants.

Call for papers

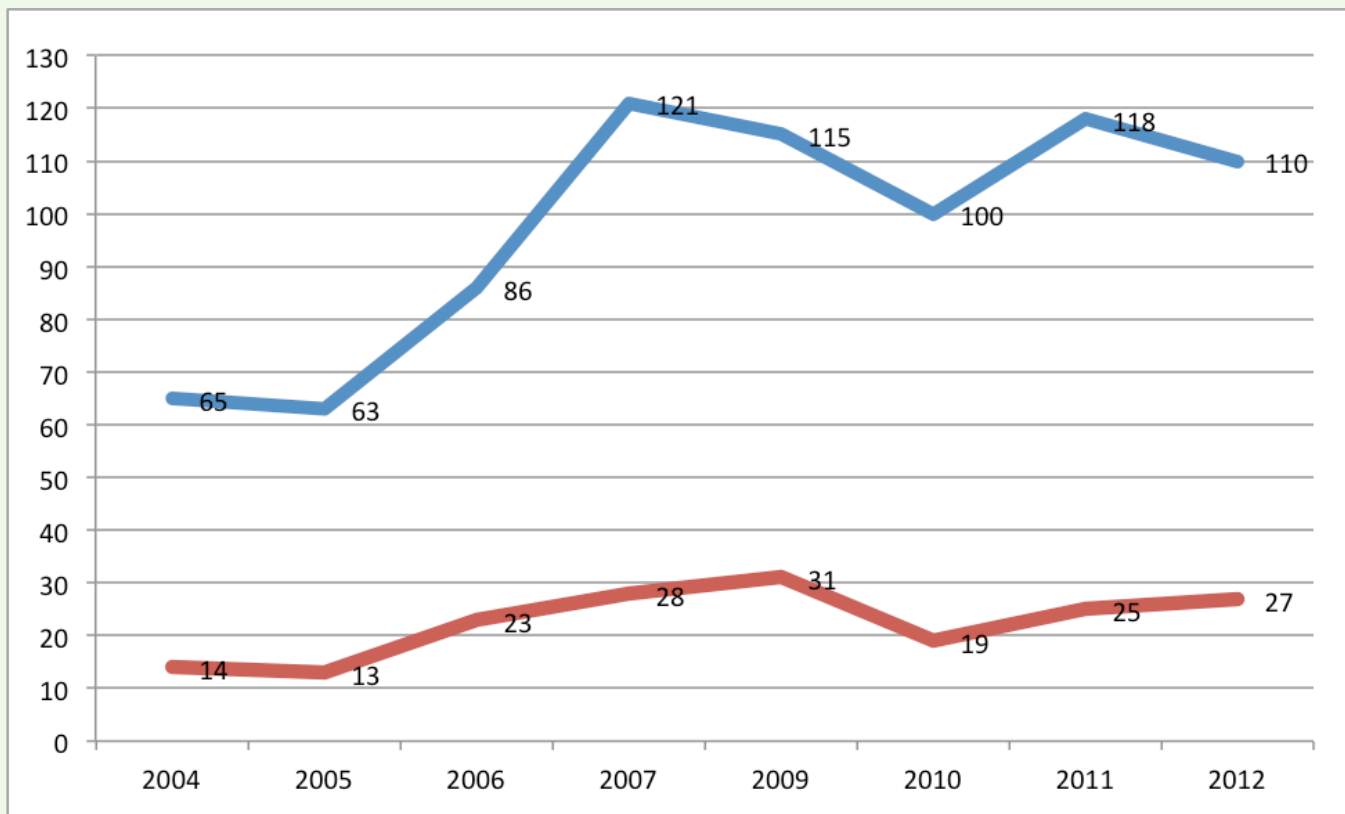
You are welcome to present your latest products, technologies or developments. Please send us the title and an abstract of your presentation as soon as possible.

Please bear in mind that all participants are experts and specialists within this field. We are primarily interested in new and sophisticated topics concerning hemp, natural fibres, technologies and their applications. The time for presentations will be about 20 minutes plus 10 minutes for discussion. Please send your proposal to Mr. Dominik Vogt, dominik.vogt@nova-institut.de

Conference fee

For non-members the fee for participation is 400 EUR plus 19% VAT (including lunches, snacks and dinner buffet). EIHA members are also required to pay this fee but they will get a credit voucher of 100 EUR which will be deducted from the EIHA Membership fee for 2013.

EIHA conferences 2003 - 2012: Participants (blue) and countries (red)



Focus of activities of EIHA in 2012

Support the
Hemp Industry!
Join EIHA!
(www.eiha.org)

Increasing the awareness of industry on hemp and its potential as bio-based material

Exhibitions

- March 2011: International Congress on Bio-based Plastics and Composites, Cologne (booth)
- June 2011: German Electro-Mobility Congress, Bonn (booth)
- March 2012: International Congress on Bio-based Plastics and Composites, Cologne (booth)
- More this year? Limited budget!

Yearly EIHA conference & executive office

- Conference: Sending invitation to 10.000 potential customers
- Conference: The meeting point for international hemp industry
- Executive office & information platform for members
- Updating the EIHA-Webpage and the book keeping system
- Attract new regular and associated members

EIHA publications & PR

- 2011-01: "Assessment of Life Cycle Studies on Hemp Fibre Composites" in: bioplastics MAGAZINE Vol. 1/2011
- 2011-05: Application form - One page on EIHA to put in the other leaflets
- 2011-05: Leaflet LCA Meta-Analysis on Hemp Fibre Products, summary (done), long version (done)
- 2011-05: Press release on: EIHA conference & META LCA & Hemp Fibre Availability
- 2011& 2012: Press Release on CAP and the general Hemp situation, and showing all our new reports (see other slide)
- 2012-03: One page in iBIB2012/13 - International Business Directory

Increasing the awareness of policy on hemp and its potential in bio- based economy

Informing, networking and lobbying in Brussels

- 2011-05: Ecological benefits of hemp and flax (report - Albert Dun)
- 2011-05: CAP options for support of hemp (report)
- 2011: Cooperation with other associations (Hemp & Flax, FAO and Reinforced Plastics, Bio-based Material & Plastics, Biotechnology)
- 2011-05: Position Paper on THC feed limits (-> EU Commission)
- 2011-10: Meeting with COPA-COGECA and EU Commission
- 2012-02: EIHA position paper on CAP
- 2012: Visit different DGs of the EU Commission and Parliament, DG Environment (DG Enterprise, DG Agri and DG Research is done)
- Cooperation with the French Hemp & Flax branch for lobbying in Brussels

Membership in Standardization / Certification Working Groups

- 2011/2012: Observer, Lead Market Initiative (LMI) - ad-hoc advisory group (DG Enterprise)
- 2009/2010 and 2012: CEN Standardization programme for bio-based products

New activities

- Market survey on Hemp cultivation, processing and applications
- ? Sustainability Certification for Hemp Fibres as the first Natural Fibre world wide! First steps done ... ISCC certification scheme (ca. 15.000 €)
- ? Additional leaflet on EIHA activities

Benefits for EIHA members?

- All questions from the industry (approx. 200 per year) are circulated to all EIHA members, creation of a hemp market place.
- Free access to the huge EIHA database, more than 300 presentations, reports and documents
- .
- Help the Hemp Industry to grow!
Help lobbying!
Don't let the policy forget Hemp!
- With your support EIHA can realise
 - Information leaflets on hemp
 - Position Papers to Policy
 - Lobbying in Brussels
 - Studies & Reports on Hemp helping the whole industrial hemp sector