

The most sustainable paper packaging on the planet

HEMP PAPER BAGS, CARTONS AND PAPERBOARD. MADE IN THE USA.



WHY NOW

Packaging is moving to paper. Paper still comes from trees.

Plastic bans keep spreading

Brands are being pushed from plastic to fiber.

Federal buyers favor biobased

Federal purchasing rules favor biobased products.

Paper mills still run on wood

The paper replacing plastic is made from trees.

\$6.8B

SOS PAPER BAG MARKET • FREEDONIA, 2024

\$12B

MONO-CARTON MARKET • SMITHERS PIRA, 2024

BAGS TODAY,
CARTONS NEXT

WHAT WE MAKE

Bags, cartons and paperboard, all made from 100% hemp paper



IN MARKET

Bags



NEXT

Handle bags



PROTOTYPING

Cartons



AVAILABLE

Paperboard

Handle bag, carton and paperboard images are renderings.

THE MATERIAL

Hemp paper grows faster and tests stronger than tree paper

	Hemp paper	Tree paper
Grows back in	120 days	20 to 80 years
Usable fiber per acre	4x	1x
Fiber length	13 to 25 mm	2 to 5 mm
Strength at the same weight	2x	1x

■ USDA Certified Biobased, 100% ■ Compostable ■ Made in the USA

Sources: USDA Agricultural Research Service, National Hemp Association, Global Hemp Innovation Center. Strength: HPC testing of 70 GSM bags.



TRACTION

200,000+
hemp paper bags shipped



12+

ACTIVE ACCOUNTS

100,000+

BAGS PAID FOR BY SPONSORS

13

BRANDS WE HAVE WORKED WITH

Bags shipped as published on hemppaperco.com, October 2026. Accounts as of June 2026.

WHERE WE SELL

Our bags sell in stores, hotels, cafes and online

Grocery	Select Safeway stores in Hawaii, with a local sponsor	LIVE
Hospitality	Hotels and hotel cafes	LIVE
Cafes and retail	Cafes, coffee shops and dispensaries across the U.S.	LIVE
Online	Amazon and Walmart.com	LIVE
Delivery	DoorDash pilot program	IN DISCUSSION
Federal	Registered in SAM.gov	OPENING

CUSTOMERS AND PARTNERS

Brands we have worked with across grocery, hospitality and retail



ROMER WAIKĪKĪ
AT THE AMBASSADOR

PARK SHORE
WAIKIKI



FairWind
BIG ISLAND OCEAN GUIDES



VERMONT
ALTER
NATIVE



THE SPONSOR MODEL

Sponsors cover the cost of each bag

01

The sponsor pays \$0.40 a bag
and puts its name on one side.

02

The store pays \$0 to \$0.20
and hands the bags to its shoppers.

03

Each bag costs us \$0.32 to make
so we earn \$0.08 to \$0.28 a bag.

100,000+

BAGS PAID FOR BY SPONSORS

25,000

OF THEM IN SELECT SAFEWAY STORES



Sponsored bags at a Safeway checkout in Hawaii

ZERO-TREE™ DONATION CAMPAIGN

19,563

bags funded by supporters for food banks,
beach cleanups and small businesses

From \$10

ANYONE CAN FUND BAGS
FOR THEIR COMMUNITY

National Hemp Association

BACKS THE CAMPAIGN



THE COMPANY

How the business is structured

Hemp Paper Company

Hemp paper packaging. Paper made under contract with a signed non-circumvention agreement and West Coast exclusivity.

THE PRODUCT

Hemp paper packaging

Bags in market. Cartons and paperboard next.

A DBA, NOT A SEPARATE COMPANY

Much Better

Hotel supplies at about 40% margin.
\$295K revenue to date.

Building relationships with Highgate and Hilton properties and getting our bags into hotel cafes.

SISTER COMPANY

Hawaii Fibers

Farming hemp in Hawaii. Owns the farm.

The first step toward owning the supply chain, from seed to paper.

REVENUE

Revenue today

\$295K

Hotel supplies

Sold under the Much Better name at about 40% margin.

\$82K

Hemp paper sales

Booked to date.

60%

Customers who reorder

Down from 80% earlier this year.

Much Better is a DBA of Hemp Paper Company. It helps fund the hemp paper business and opens hotel doors for our bags.

Margins rise as we add cartons and licensing



THE NEXT FIVE YEARS

Packaging formats first, then the supply chain



Years are targets. Building the pilot mill would be funded with grants and financing.

WHY WE WIN

Four advantages protect the business

01

USDA Certified Biobased

100% biobased content.

02

A protected paper supply

Signed non-circumvention and West Coast exclusivity with our paper mill.

03

The sponsor model

Sponsors have paid for 100,000+ bags.

04

Already on the shelf

200,000+ bags shipped. A Safeway test, Amazon and Walmart.com.

RISKS

The risks, and how we handle them

RISK

HOW WE HANDLE IT

Supply

Paper is made for us under contract today.

Signed non-circumvention and West Coast exclusivity with the mill. A feasibility study for our own pilot mill is under way.

Demand

Reorders fell from 80% to 60% this year.

More sales agents, and cartons as a second product for every account.

Capital

Machines are expensive.

Financing, equipment incentives and grants cover a large share of machine cost. Equity goes to people, products and deposits.

TEAM

The people building it



Ben Draper

FOUNDER AND CEO · FULL-TIME

A decade in packaging. Author of Hemp: Rewriting Paper's Future with Ancient Fibers of the Past.



Julia Park

CO-FOUNDER, CHIEF GROWTH OFFICER · FULL-TIME

Hemp farmer, with a decade in brand partnerships and sales.



Kevin Duresog

CFO · PART-TIME

Financial strategy and scaling operations.

Advisors: Geoff Whaling, Chair, National Hemp Association · Morgan Tweet, CEO, IND HEMP · Dr. Jeffrey Steiner, Director, Global Hemp Innovation Center
Phil Harding, Principal Scientist, Packaging · Alex Denoyer, formerly International Paper

Where the \$500K goes



	Sales agents More people selling into grocery, hospitality, cafes and dispensaries	\$175K	35%
	Carton options and scaling More carton options on the die-cut machine, then production runs	\$150K	30%
	Handle-bag line deposit Financed, not bought. Equipment incentives we can apply for would cover a large share	\$75K	15%
	Pilot facility feasibility study Under way with a paper engineer	\$25K	5%
	Grant and incentive applications For the pilot facility and equipment	\$25K	5%
	Operating reserve	\$50K	10%

Alongside the equity: \$4M+ in grant applications pending and 30+ programs identified, as of June 2026.

THE ASK

\$500K

SAFE · \$8M post-money cap · 20% discount to Series A · \$100K minimum

To put more people selling and more hemp paper products on the shelf.



Ben Draper, Founder

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Confidential