



MEDIA KIT



Leading the Future of Industrial Hemp Processing

COMPANY FACT SHEET

Founding Year

2019

Chairman & CEO

Robert W. Carter

Headquarters:

Dallas, Texas

First Hemp Gin Project:

Wichita Falls, TX

Industry:

**Industrial Hemp
Fiber**



Mission

Panda Biotech is a world leader in zero-waste hemp processing that is sustainable, traceable, and eco-friendly.

Vision

Panda Biotech aims to be America's premier industrial hemp fiber producer.

Products & Services:

- **Mechanically-cottonized Fiber**
- **Decorticated Fiber**
- **Micronized Hemp**
- **Hurd (Cellulose)**
- **Short-Fiber/Hurd Mix**

Benefits/UVP

Industrial hemp fiber and hurd will play a leading role in transforming, modernizing, and enhancing the sustainability of a multitude of industries including farming, textiles, construction, automotive/aviation/marine, paper, bio-plastics, and more.

MILESTONES

2018

U.S. Farm Bill is passed



Panda Biotech is established

2019

Texas Hemp Bill passed

2020

Panda Cottonization trial testing begins

- Launched 60-ton seed giveaway initiative with Texas producers
- Panda orders state-of-the-art equipment

2021

Building purchased

- Wichita Falls Facility building was purchased
- Kontoor announced partnership with Panda to provide hemp fiber for Wrangler and Lee brands.
- AGI Denim Partnership was announced
- Oritain Partnership was announced

2022

Wichita Falls building construction began

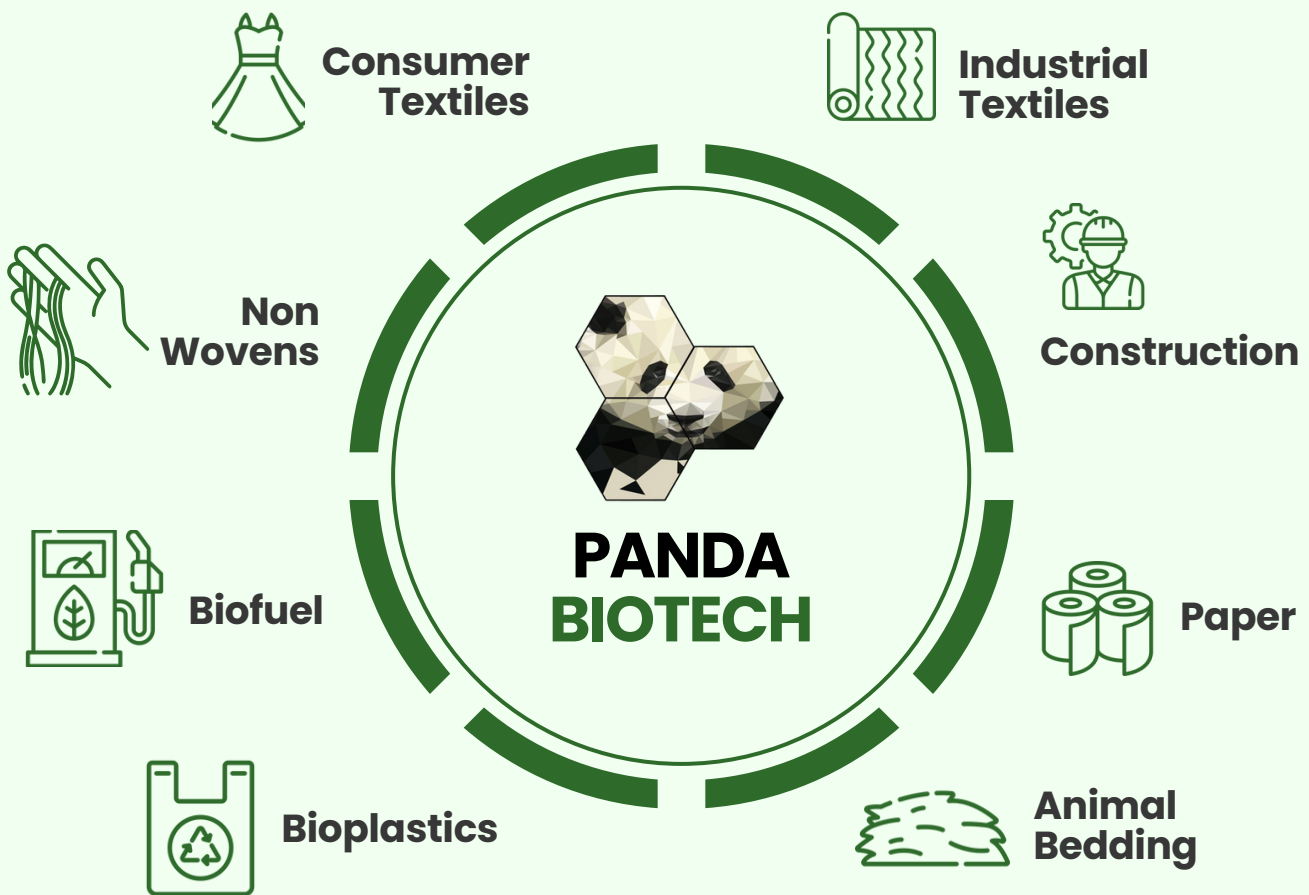
2023

- Equity partnership announced with AAA-rated Southern Ute Indian Tribe Growth Fund
- Panda launched Pay-to-Grow incentivized farming program

2024

Panda Hemp Gin opened Q1

CUSTOMER SEGMENTS

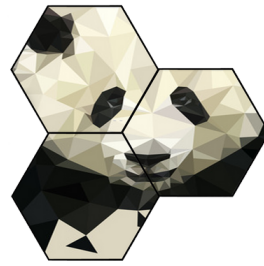


As a leading pioneer in the industrial hemp sector, Panda Biotech is dedicated to advancing sustainable practices across diverse industries. From textiles and construction to bioplastics and biofuel, our innovative solutions are designed to meet the unique needs of our B2B clients.

Today's Solutions for Tomorrow's Future

KEY METRICS

- **500,000**
square foot building
- **700 yard**
processing line from end to end
- **3 miles**
of overhead pneumatic
duct lines
- **10-ton**
per hour decortication line
- **22,000**
pounds of hemp straw per
hour can be processed
- **150 million**
pounds of hemp straw can
be processed per year
- **100%**
renewable energy used
- **10,000 +**
acres contracted this year
as a result of Panda pay-
to-grow program
- **Largest**
industrial hemp fiber
processor in the Western
Hemisphere
- **9-figure**
investment into Wichita Falls



PANDA
BIOTECH



FACTS & FIGURES ABOUT HEMP FIBER

01 Hemp is believed to be the first domestically-utilized plant, dating back 8,000+ years to ancient Mesopotamia.

02 Hemp can be used to produce more than ~25,000 products. These range from clothing and paper to biodegradable plastics.

03 Hemp fiber is eight times stronger than other fabrics used for daily wear. Its durability makes it ideal for clothing and textiles.

04 Hemp paper is more durable than wood-based paper. It also has a higher strength, making it less likely to tear.

05 Hemp paper was historically used for early drafts of the United States Constitution and the Declaration of Independence.

06 Hemp can grow without the use of pesticides. This makes it an environmentally friendly crop that protects soil health.

07 Hemp has a very short harvest cycle, as it can be planted and fully harvested within just 90 days.

08 Hemp captures carbon dioxide. For every ton of hemp grown, 1.6 tons of carbon is removed from the atmosphere.

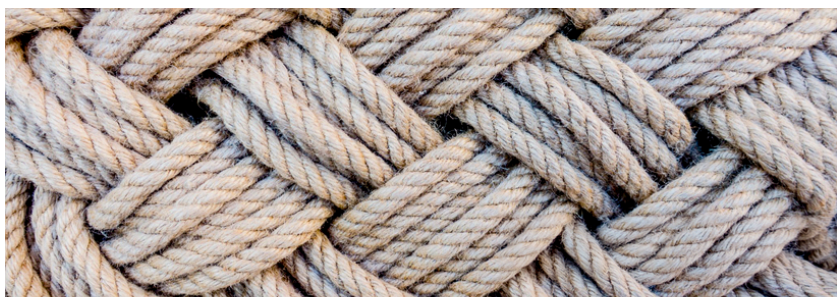
09 Hemp can regenerate and replenish the environment it grows in, making for an excellent rotational crop for farmers.

10 Hemp cleanses the soil it's growing in, preventing erosion and acidity issues, leaving the soil rich with nitrogen.

Fiber

Panda offers decorticated fiber and mechanically cottonized fiber exclusively of American origin.

- Apparel
- Fabrics
- Handbags
- Denim
- Shoes
- Fine Fabrics
- Home Linens
- Upholstery
- Diapers
- Twine
- Rope
- Nets
- Canvas
- Tarps
- Caulk
- Carpets
- Mats
- Technical Textiles
- Geotextiles



Hurd

Panda offers clean hemp hurd conveniently packed in 33 lb. bags ready for multiple applications.

- **Hempcrete**
- **Acoustic and thermal insulation**
- **Transportation sector uses**
- **Mulch and compost**
- **Potting Mix**
- **Cat Litter**
- **Hemp Wood**
- **Animal bedding**
- **Roofing**



Short-Fiber/Hurd Mix

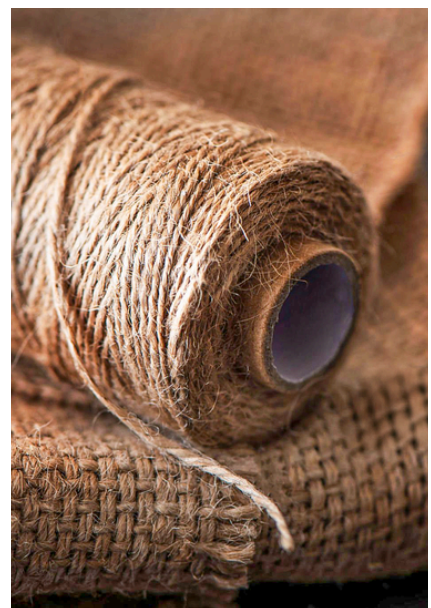
The Short-Fiber/Hurd Mix is a flexible product with a range of potential applications from cellulosic pulp for paper to manmade cellulosic fiber for use in textiles.

- **Rug Pad**



- **Cellulose Pulp**

- **Non-wovens**



Micronized Hemp

Micronized hemp has innovative applications across diverse industries including bioplastics, animal feed, and biofuel.

- **Biopolymer/plastic**

- **Animal Feed**

- **Low BTU biofuel**



LEADERSHIP TEAM



Robert W. Carter

Chairman & CEO

Carter founded Panda Biotech to become a first-mover in the United States industrial hemp fiber and cellulose industry. He is also the Chairman and Managing Partner of Panda Power Funds. Prior to founding Panda Energy, Carter founded Carter Oil and Gas, Inc. in 1980 where he developed oil and gas prospects in the U.S. and Colombia.

Dixie Carter

President

Named one of the 50 “Most Influential People in Denim” by Sourcing Journal in 2021, Ms. Carter has over 30 years of experience in management, sales, marketing, & production. She has represented a range of Fortune 500 companies and managed multi-million dollar ventures in the international apparel business and entertainment industries.





Scott Evans

Chief Operations Officer

For two decades, Evans has focused on hemp cultivation, engineering, facility design, genetics, supply chain management, processing, and equipment sales. Prior to Panda Biotech, he founded Helping Hand Construction LLC, specializing in hemp cultivation and consulting. His expertise has been vital in navigating the U.S. hemp market for Panda.

Mark D'Sa

Sr. Vice President of Development

With over five decades of experience working within the private and public sectors, including Ralph Lauren, Levi's, and The Gap, D'Sa is renowned in the textile, apparel, and retail industries for his expertise in product development, global sourcing, supply chain, and sustainability. He has lived and worked in India, Thailand, Singapore, Canada, and the U.S., managing supplier engagement in 43 countries.





Serg Salinas

Sr Vice President of Agriculture

Previously, Salinas served as Senior Vice President of Merchandising and Publishing for Impact Ventures, managing the global merchandise division and overseeing graphic design, production, and distribution for merchandise and home video in the U.S. and 120 countries. Salinas is responsible for all producer relations, feedstock supply, shipping, and logistics for Panda.

Mike Delcambre

Sr. Vice President of Facilities

Delcambre is a seasoned Project Manager with 40 years of experience working on large scale industrial projects. His work with Panda Energy and Panda Power Funds has spanned 13 years, managing four major projects totaling nearly \$4 billion. He has also served in senior roles at Piazza Construction, Fru-Con Construction, and LG&E Power Constructors.





Beth Gebhard

Sr Vice President of Marketing & Public Relations

With over two decades of experience, Gebhard has worked with top companies including Random House, Disney, ABC-TV, OWN, and Marriott. She specializes in marketing, branding, media, and communications strategies, and has collaborated with notable figures such as Caroline Kennedy, Steve Martin, and Julie Andrews.

Salwa Nicolas

Controller

Salwa has been the controller of several Panda companies for 17 years and has over 30 years of experience in corporate accounting and finance, working in various industries across public and private sectors.





Paula Robinson

Vice President of Administration

Robinson manages and supports all administrative activities and provides strategic leadership to enhance innovation and staff performance. She has been a senior executive at several Panda enterprises for 25 years. Her experience and knowledge of Panda's business philosophy are invaluable to Panda Biotech and its employees.

Blake Carter

Vice President of Operations

Carter supports the daily operations, supplier relationships, and investor strategies to drive business growth for Panda Biotech. Previously, Carter served as Chief Operating Officer for Seventh Edge Energy.



A CONVERSATION WITH:

MARK D'SA, SENIOR VICE PRESIDENT OF DEVELOPMENT

Q. Let's discuss your long-standing career in international retail apparel and global commerce. What trends are you seeing and what have you learned over the years doing this work?

A. My nearly five decades in global apparel supply chains, sourcing, and product development have been a privilege. I've worked with industry giants including Ralph Lauren, Levi's, and The Gap, conducting business across 43 countries and 134 cities. From collaborating with mills and apparel producers to designers, I've witnessed a fascinating evolution towards sustainability, circularity, and waste reduction in the industry.

The rise of fast fashion, however, has led to a troubling problem with mountains of discarded clothing filling landfills all over the world including Chile's Atacama Desert and Ghana. This type of waste necessitates the development of more biodegradable products. Natural fibers, with their lower environmental impact compared to synthetic counterparts (such as polyesters derived from PLA, a plastic-like material), offer a path forward. Synthetic garments often languish in landfills for centuries.

Until recently, cotton was the sole natural fiber produced at scale. Thankfully, industrial hemp, a historically used fiber dating back thousands of years is legal again. Hemp offers a compelling alternative: a sturdy, biodegradable plant fiber that boasts superior strength and weather resistance compared to cotton. Additionally, hemp cultivation promotes significant carbon sequestration. Being a part of this movement towards a more ubiquitous presence of hemp in modern wardrobes is truly fulfilling.

Q. How did you get into this industry?

A. By chance! I studied math and physics with a specialization in nuclear physics, and I was living in Mumbai, working at a rather dull research center. It just so happened that my older brother had tickets to a fashion show one day, and it sounded exciting to me. One thing led to another, and I started out as a trainee in a fashion company. I then went on to start the first apparel garment factory in Goa, India, that still exists and employs approximately 3,500 people.

From there, I moved across several parts of India and on to Amsterdam and Thailand, always in the apparel and textile industry. In those days, the legislation that governed international trade and apparel was different. The World Trade Organization governed the MFA, which imposed non-tariff restrictions on every country, so there were limits on how much you could ship from any country into the United States. It was quite an adventure.

Q. What does social responsibility look like in the apparel industry?

A. Increased consumer awareness around unethical labor practices sparked the concept of corporate social responsibility programs back in the '80s with the more enlightened brands and retailers leading the way. Other businesses followed suit after media exposure led to public scrutiny around unfair practices including child labor in foreign clothing factories.

Today, social responsibility is not just a passing trend, but a core value. It encompasses adherence to ethical standards, proactive environmentally safe practices, and responsible sourcing. These are not mere buzzwords, but the cornerstones of sustainable business practices and consumer trust.

Q. Why does the textiles industry need to take sustainability practices so seriously?

A. Sustainability is no longer optional. Consumers are increasingly environmentally conscious, demanding sustainable options. Governments are also enacting regulations that mandate sustainable practices. Additionally, embracing sustainability enhances brand reputation and contributes to cost savings.

Q. Speaking of sustainability, what misconceptions are there about using hemp fiber?

A. Hemp is not a competitor to cotton, but rather a complement that enhances fabric durability.

There is also lack of understanding regarding hemp's versatility and benefits. Blended with cotton, hemp creates fabrics that are indistinguishably as soft as pure cotton products, *and* inherently more sustainable. Hemp can also be blended with viscose, tencel, polyester and other human made cellulosic fibers.

Q. On a basic level, can you explain what is hemp?

A. The versatility of the hemp plant is truly fascinating. Hemp is a natural fiber produced from the industrial hemp plant that grows with minimal use of chemicals. Every part of the plant can be used, so nothing from the production process goes into a landfill, and like I said before, hemp is biodegradable.

Hemp fiber's uses extend far beyond textiles. Only about 20 percent of the plant is used for textile-grade fiber. The remaining 80 percent, including the inner part of the stem called hurd, the short fiber/hurd mix, and the micronized hurd, can be repurposed for various applications that include but are not limited to, animal bedding, landscaping, construction materials like hempcrete, particle board and insulation.

Q. What types of textiles does Panda Hemp Gin hemp fiber support?

A. The cottonized hemp fiber that we produce can be used for coarse-count yarns, including denim, canvas, twills, tarps/tents/industrial covering and furnishings.

For a finer yarn, it requires a process of degumming. Degumming currently requires chemical treatment, and until we find a truly sustainable, environmentally friendly way of doing it, our focus is solely on decortication and cottonization.

We are currently working with spinning mills, denim mills, and, in the future, with knitted goods.

And, the non-textile grade fiber is ideal for non-woven manufacturers and paper companies.

A CONVERSATION WITH:

SCOTT EVANS, CHIEF OPERATING OFFICER

Q. How did you begin working in this industry?

A. I got started working in this industry nearly 16 years ago, in Colorado, when medical marijuana became legal. I was involved in the cultivation and controlled climate agricultural facility design side of the business and transitioned into representing the equipment manufacturers in the space. When the 2018 Farm Bill passed, I met Panda Biotech CEO Bob Carter through a mutual friend. After recognizing that farmers wanted to grow hemp and manufacturers wanted to use the product, Bob saw massive potential in building a large-scale, top-tier processor here in the United States for domestic industrial hemp decortication. So, with my knowledge of the industry, agriculture, and equipment, I started working full-time with Panda.

Q. What do you see the industry needing to better understand/embrace in order for industrial hemp fiber utilization to take off?

A. First and foremost, we want to educate farmers about what a great opportunity planting industrial hemp presents for them. The environmental benefits and individual farming benefits, including soil remediation, lower water usage, and carbon sequestration, make hemp an excellent crop to farm and great for the environment.

Unlike corn, soybean, and wheat crops that have been farmed for hundreds of years without interruption, there is a lack of education, experience, and research regarding hemp since it was not grown for 80 years. The research and agri data needed for a new crop, like hemp, is a massive undertaking. Too, the regulations have been prohibitive for some producers, but the good news is that regulation delineation between the cannabinoid and the hemp fiber side is beginning to happen.

With this in mind, we have taken steps to reassure, educate, and encourage farmers ourselves. We launched an unmatched pay-to-grow program for producers to begin growing Panda hemp. This program offers up-front, guaranteed money, agronomy support, and tested and proven seed at no cost. In doing so, we mitigated the risk that producers could assume.

While we originally wanted to be a processor, we recognized the importance of the agricultural side and stepped into that role as well.

Q. What makes the Panda Hemp Gin so remarkable?

A. It's the scale of our facility and the quality of our equipment that is unmatched. We have the ability to process 22,000 lbs of hemp fiber an hour, making it the 2nd largest in the world. We purchased the best-in-class equipment to be able to provide the cleanest fiber to meet nearly any specific specification a client might have for decorticated or cottonized hemp.

We've already begun supplying hurd and fiber to our contracted vendors. It's an exciting time for us!



**PANDA
BIOTECH**

*Panda Biotech's state-of-the-art
industrial hemp processing
facility is a monumental
achievement and a game-
changer for both agriculture
and industry.*

Dixie Carter

President, Panda Biotech

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