



# **SANA** **PACKAGING**

Cannabis Packaging for a Circular Economy



“Three years ago, we  
saw an opportunity  
for change”

Today, Sana Packaging is an industry leader and  
we’re tackling one of the largest problems in  
cannabis: PACKAGING!





# Where We Are Now

In February 2019, we opened our doors for business after a six month customer learning period with 20 pilot customers.



100% plant-based hemp plastic

100% reclaimed ocean plastic



**140+** customers

**1.5M** units sold

**3** products



child-resistant reclaimed ocean plastic jars

Launch: Q4 2019



non child-resistant hemp plastic jars

Launch: Q1 2020



78mm reclaimed ocean plastic tube + 78 mm hemp plastic tube

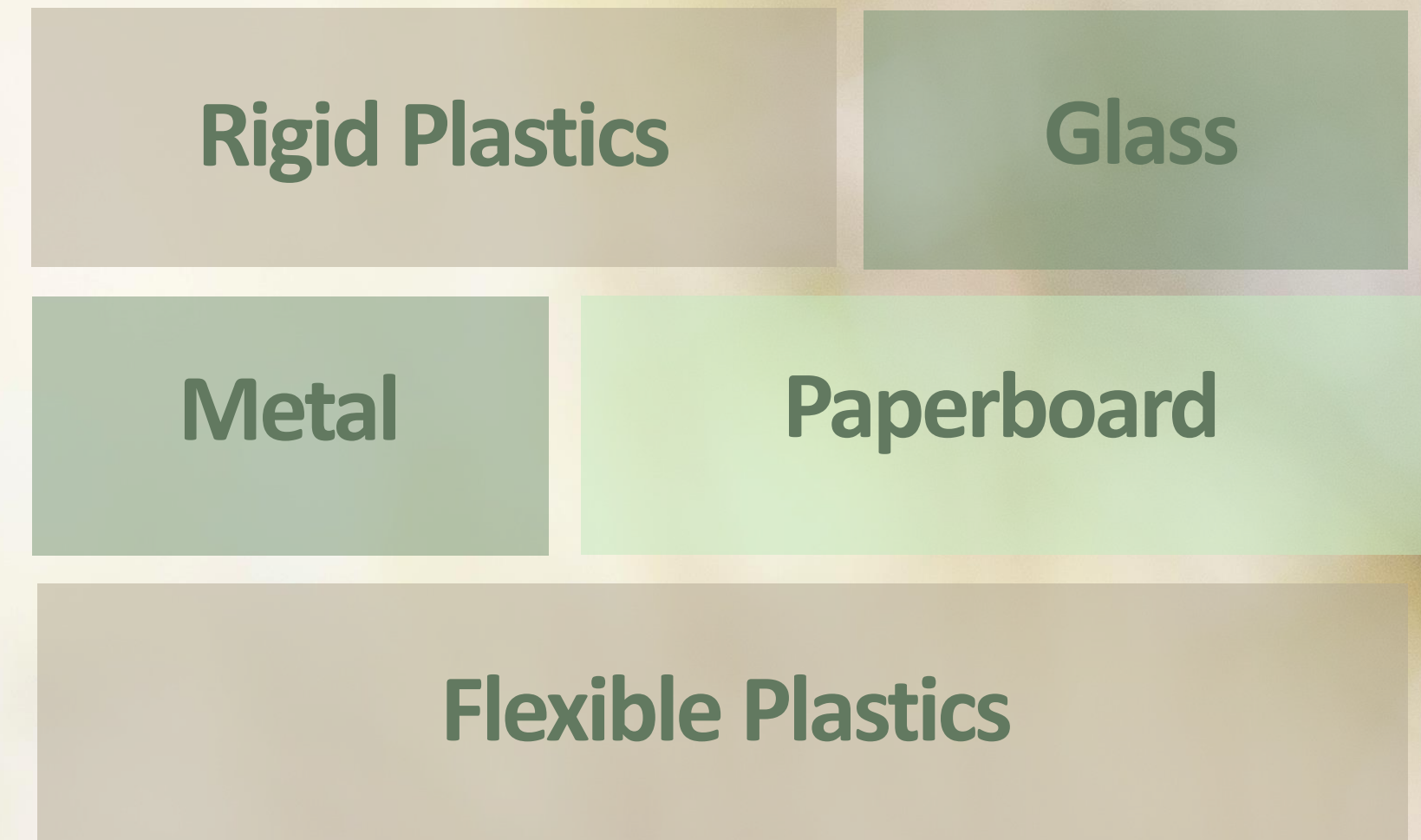
Launch: August 2019

# In The Works

Targeting packaging pain-points and opportunities for the top-selling cannabis product categories.







**Moving Forward:  
Addressing the 5 material types used for  
cannabis packaging**



# Challenges:

- **Cost** - We sell packaging, 3x cost is not going to work for most
- **Consistent supply** - Hemp is new not many processors
- **Places to Manufacture** - Manufacturers are reluctant to work with no commodity resins
- **Increased cost of manufacturing and molds** - Cannot use preexisting molds/cycle times
- **Its new** - Change is never easy







# Why Cannabis?

## **Value Alignment**

- Willingness to pay
- A large regenerative agriculture movement already exists within the cannabis industry

## **New Industry**

- Space for a packaging startup
- Lots of packaging needs
- Implement sustainability from the ground up
- Build and own our own supply chains
  - Scale supply chains in cannabis and then expand laterally
- Global spotlight



# Closing the Loop

Colorado:



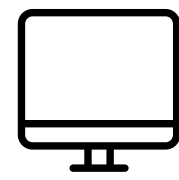
California:



National:

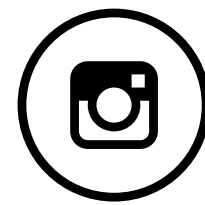






## Website

*[www.sanapackaging.com](http://www.sanapackaging.com)*



## Instagram

*[@sanapackaging](https://www.instagram.com/sanapackaging)*



## Facebook

*[@sanapackaging](https://www.facebook.com/sanapackaging)*



### James Eichner

*Co-Founder & CSO*

*[james@sanapackaging.com](mailto:james@sanapackaging.com)*

*(912) 660-3021*

### Ronjit Basak-Smith

*Co-Founder & CEO*

*[ron@sanapackaging.com](mailto:ron@sanapackaging.com)*

*(203) 520-9607*

# Contact Us