

Deutscher Hanfverband (DHV)

-

German Cannabis Association

Florian Rister

Lobbyism, Legalization, Business

2.200 private members
180 corporate sponsors
approx. 150 annual press
mentions
15 local chapters
9 employees

- Founded 2002 solely as industry group
- Open for private members since 2006
- 2011 Angela Merkel challenge on YouTube
- Bürgerdialog 2012: Georg Wurth meets Angela Merkel
- 2014 Winning TV-show “millionaires election”

- 2014: First commercials for legalization of cannabis in approx. 300 German cinemas
- Medical cannabis: DHV supports petition to the German Bundestag by ACM
- Supporting patients to sue for the right to grow
- Georg Wurth present at Bundestag hearing in 2016 for the medical cannabis law
- March 10th 2017: The new law gets into power

Cannabis as medicine



The new Law

- About 1.000 people had a license for medical cannabis on March 10th 2017.
- Since then Cannabis can be prescribed on a regular narcotics receipt by any physician
(except vets and dentists)
- Health insurance shall cover the costs in case of serious disease, if all regular prescription drugs failed
- Medical cannabis sold through regular pharmacies
- Prices rising up to 30€ per gram!

Green Rush in Germany?



Deutscher
Hanfverband

- Number of patients rising enormously, thanks to more doctors being public
- Hundreds already getting their costs covered by health insurance, other Patients are suing their insurance
- Cannabis imported from Netherlands (Bedrocan with Fagron and Pedanios) and Canada (Tweed with MedCann, Peace Naturals with Pedanios)
- 170 kg Cannabis imported in 2016
- Production in Germany starting

April 8th 2017: Tender for cannabis cultivation in Germany started





Deutscher
Hanfverband



Tender for Cannabis Cultivation in Germany Problems, criticism and opportunities

- Since 2015 dozens of companies have claimed interest in gaining a license for medical cannabis cultivation
- Huge disappointment on April 8th 2017
- Which German company produced 50 kg legal medical cannabis before?

Why Canada?

- Most countries with medical cannabis do NOT fulfill international treaties
- National cannabis agency needed
- Only one company in the Netherlands, one in Austria and one in Czech Republic
- Some very young companies in South-America and Australia
- Canada has the biggest fully legal medical cannabis-industry in the world

Why not a Canadian company alone?

- Business location in the EU required
- Canadian companies could create their own branch. But language, juridical experience, human resources and personal relationships create barriers.
- Joint-Ventures between Canadian and German companies seem to be a valid strategy

Look into the future

- The current tender is running out on June 6th
- Time is short, some people are already planning for the next tender
- 2.000 kg is not enough too fulfill the German demand
- Europe following? International demand will be rising!
- There will definitely be another tender in Germany, at the latest in 2022

Contact Information



Florian Rister
Vice CEO
florian.rister@hanfverband.de

Verena Aßmann
Business Relations
verena.assmann@hanfverband.de

