

Deutscher Hanfverband (DHV)

German Cannabis Association

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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



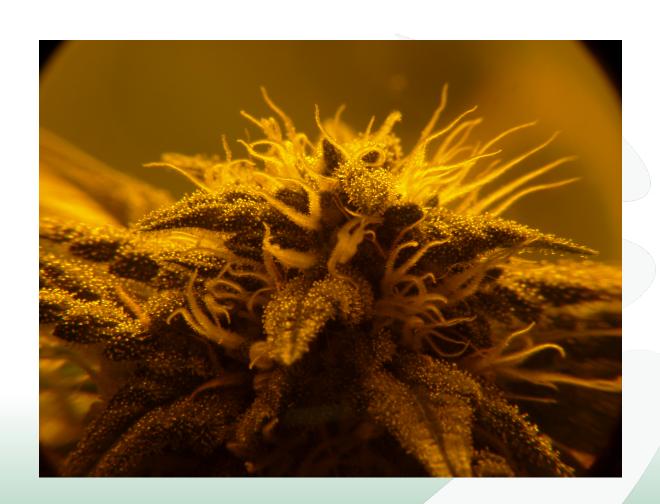
- About 1.000 people had a license for medical cannabis on March 10th 2017.
- Since then Cannabis can be prescribed on a regular narcotics receipt by any physician
 - (except vets and dentists)
- Health insurance shall cover the costs in case of serious disease, if all regular prescription drugs failed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

Green Rush in Germany? Deutscher Hanfverband

- Number of patients rising enourmously, thanks to more doctors being public
- Hundreds already getting their costs covered by health insurance, other Patients are sueing 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







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





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