

# MEDICAL CANNABIS IN GERMANY – FINDING PARTNERS

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Dr. Sandra M. Bütow  
Senior Manager  
Chemicals & Healthcare  
[www.gtai.com](http://www.gtai.com)

# Medical Cannabis in Germany

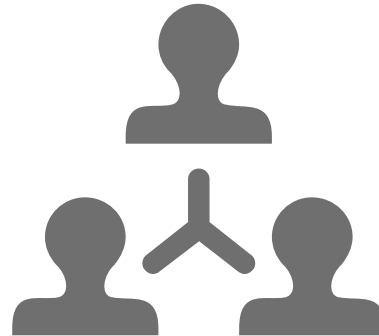
Finding business partner for the cultivation of medical cannabis in Germany is one of the most challenging things regarding the tender.



The Canadian Trade Commissioner Service



Deutscher Handwerksbund



**5 Canadian companies**

**13 German companies**



Source: Pixabay

# Medical Cannabis in Germany



## Canadian companies Survey results

Source: Pixabay

# Medical Cannabis in Germany

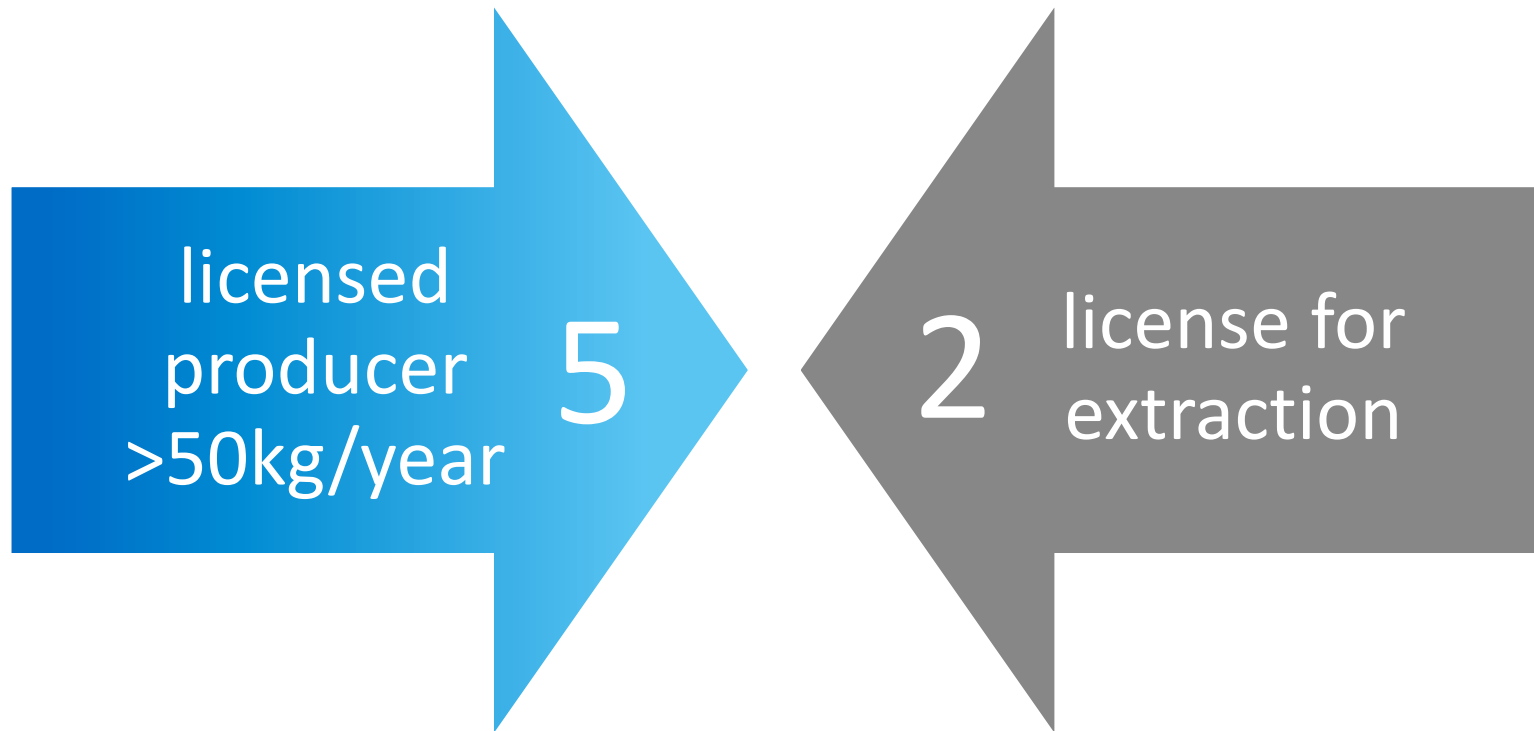
What are your business interests regarding Germany?



Source: Survey by GTAI, CTCS, DHV 2017

# Medical Cannabis in Germany

Please describe your business experience with medical cannabis?

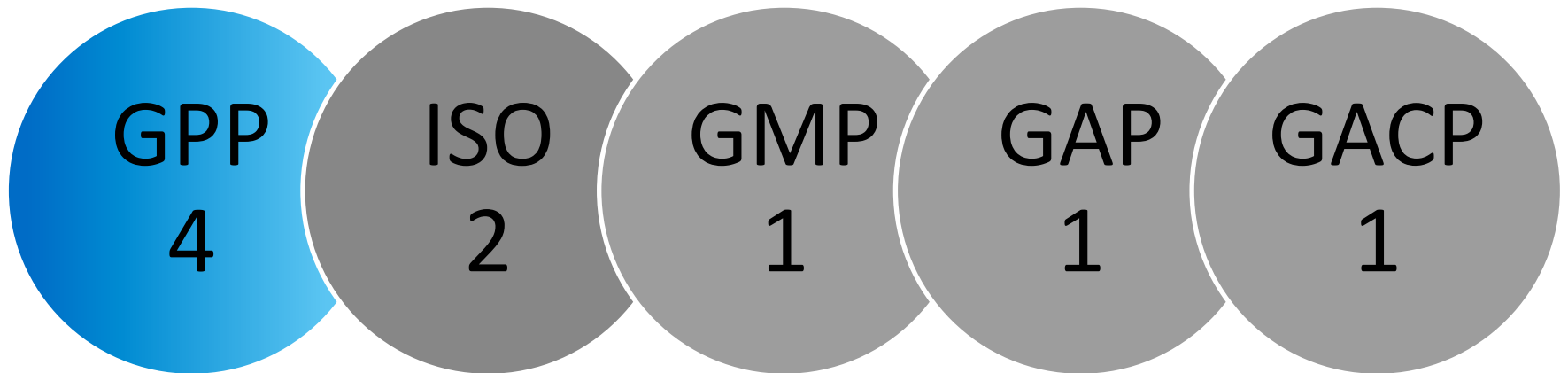


Source: Survey by GTAI, CTCS, DHV 2017

# Medical Cannabis in Germany

Is your production certified?

certification



Source: Survey by GTAI, CTCS, DHV 2017

# Medical Cannabis in Germany



## German companies Survey results

Source: Pixabay

# Medical Cannabis in Germany

What are your business interests?

Plan to participate in the tender

13

Searching for partners

13

Offering services

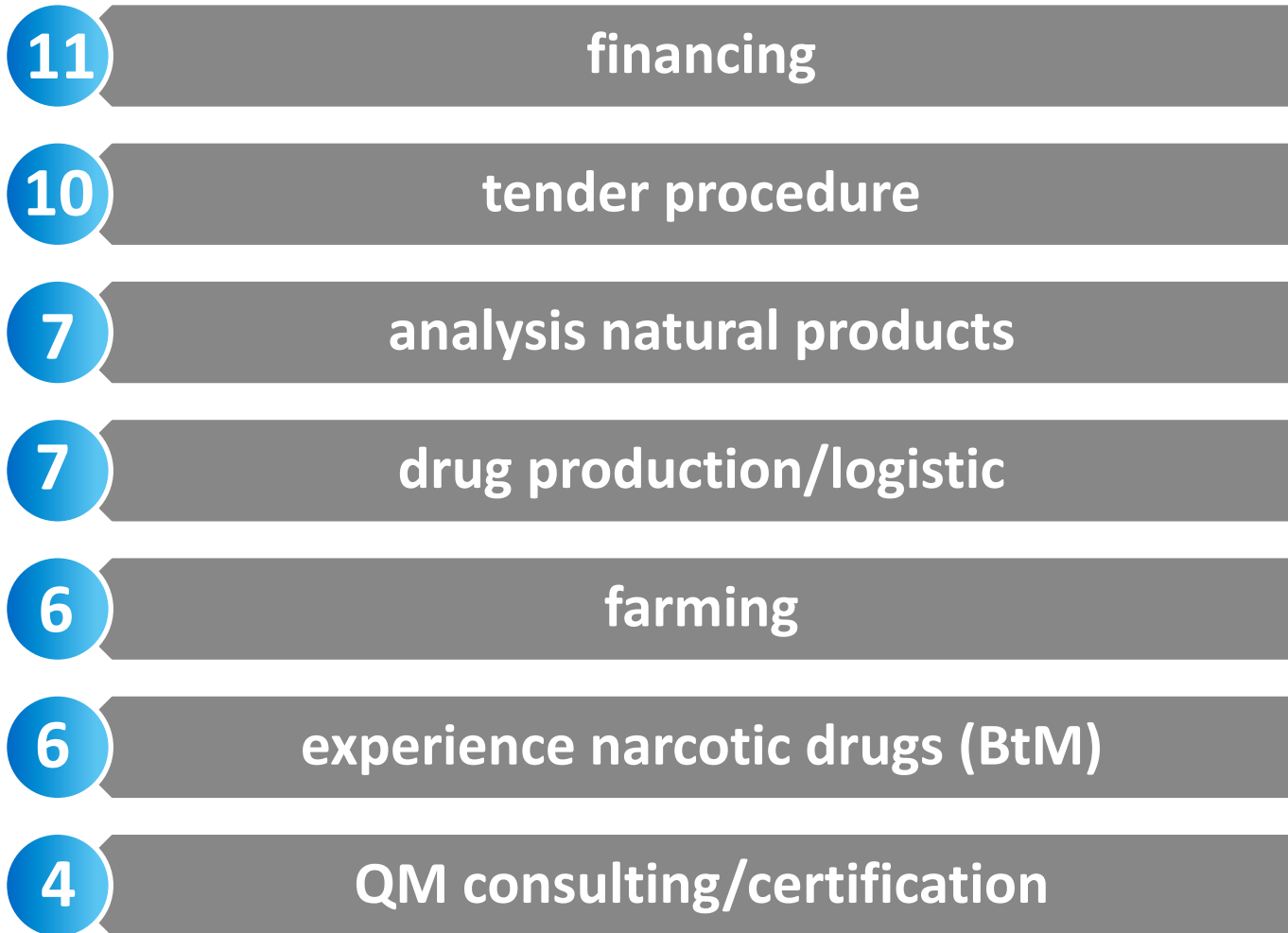
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Source: Survey by GTAI, CTCS, DHV 2017



# Medical Cannabis in Germany

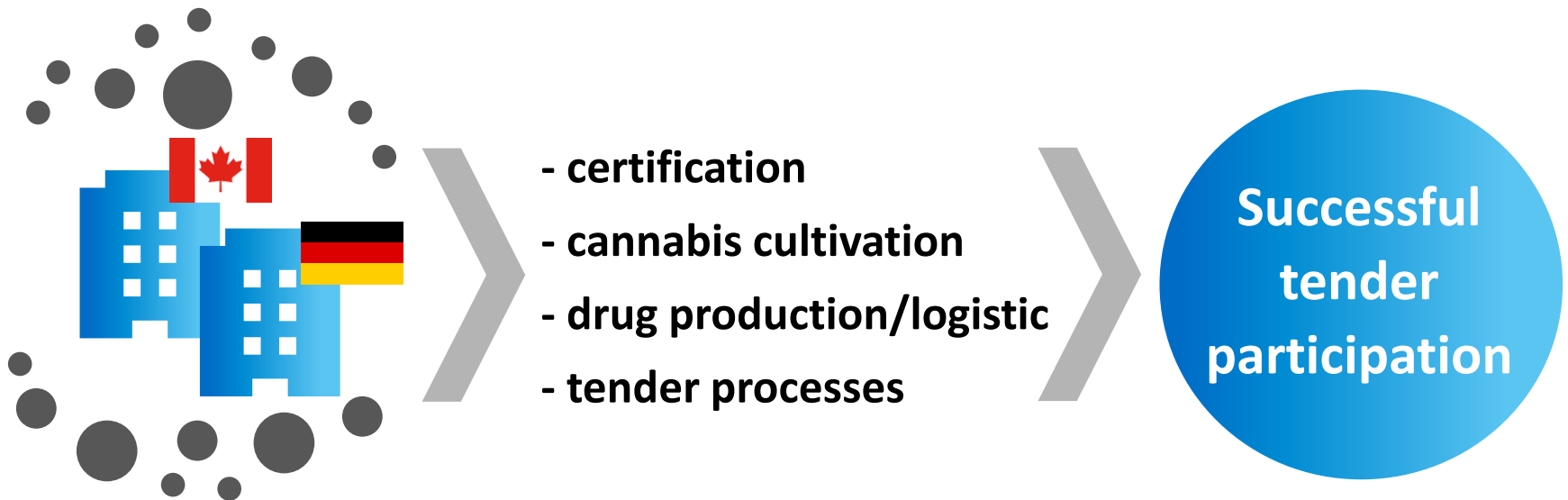
German companies offering a broad range of services and know-how.



Source: Survey by GTAI, CTCS, DHV 2017

# Medical Cannabis in Germany

By partnering with German companies know-how is bundled for a successful tender participation.



Source: Pixabay, Survey by GTAI, CTCS, DHV 2017

# Medical Cannabis in Germany

## Easier Access to Medical Cannabis in Germany

New regulations for medical cannabis in Germany  
In January of 2017, a bill was passed in Germany's parliament allowing for pharmaceutical-grade cannabis to be prescribed for medical use in Germany. Federal Minister for Health Hermann Gröhe emphasized the importance of the bill for improved palliative care in the German health system.

“Critically ill people must be cared for in the best possible way,” Federal Health Minister Hermann Gröhe said in a statement, adding that “costs of using cannabis for medical purposes will be met by the health insurance companies of the critically ill.”

The law is in effect since March 10<sup>th</sup>, 2017 and regulates the use of cannabis-based pharmaceuticals as a possible alternative therapy for patients suffering from painful illnesses. Certain debilitating illnesses such as multiple sclerosis as well as appetite-related illnesses and nausea are also within the new law's scope.

### Prescriptions

Medical doctors (not including dentists and veterinarians) may prescribe cannabis to treat:

- ✓ chronic pain
- ✓ lack of appetite (anorexia)
- ✓ nausea
- ✓ multiple sclerosis
- ✓ cancer



The use of cannabis shall be limited to cases where alternative therapies are not available or are not a viable option in the particular case. The MD has to consider each case individually, taking into account the patient's condition as well as the effectiveness of alternative treatments and their side effects. However, a doctor is not required to prescribe all other possible treatment forms first before prescribing medical cannabis.

To confirm cost coverage, first time prescriptions need to be submitted to the patient's health insurance provider for review.

### Reimbursement

Under the new law, the cost of medical cannabis will be covered by health insurance providers, if

- ✓ the patient receives a valid prescription
- ✓ the patient's health insurance provider does not deny coverage in justified cases
- ✓ the prescribed cannabis is purchased at a licensed pharmacy (Apotheke) and meets all regulatory standards

### Cannabis cultivation

Until now it was not possible to legally grow cannabis in Germany. Cannabis was only imported for industrial processing by pharmaceutical companies (see pharmaceutical companies and drugs). The lower bureaucratic hurdles and reimbursement of prescribed medical cannabis is expected to increase overall demand. To ensure public safety, high quality standards and modest prices for medical cannabis, production in Germany will now be legalized under certain conditions.

### Companies

Company	City	Drug/API
1 Almirall Hermal GmbH	Reinbek	Sativex®
2 THC Pharm GmbH	Frankfurt a.M.	Dronabinol basic substance
3 AOP Orphan Pharmaceuticals AG	Hofheim	Canemes®
4 Bionorica SE	Neumarkt i.d. Oberpfalz	Dronabinol basic substance

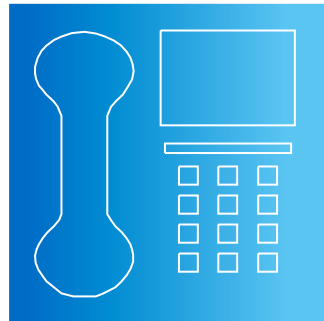
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## Contact

Dr. Sandra M. Bütow  
T +49 (0)30 200 099-604  
Sandra.buetow@gtai.com

## Berlin

Friedrichstraße 60  
10117 Berlin  
www.gtai.com

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# Survey links

<https://www.surveymonkey.de/r/cannabis-partnering-de>

<https://www.surveymonkey.de/r/cannabis-partnering-can>