



Global Cannabis Legislation

International regulations and according markets – Chances for Thailand

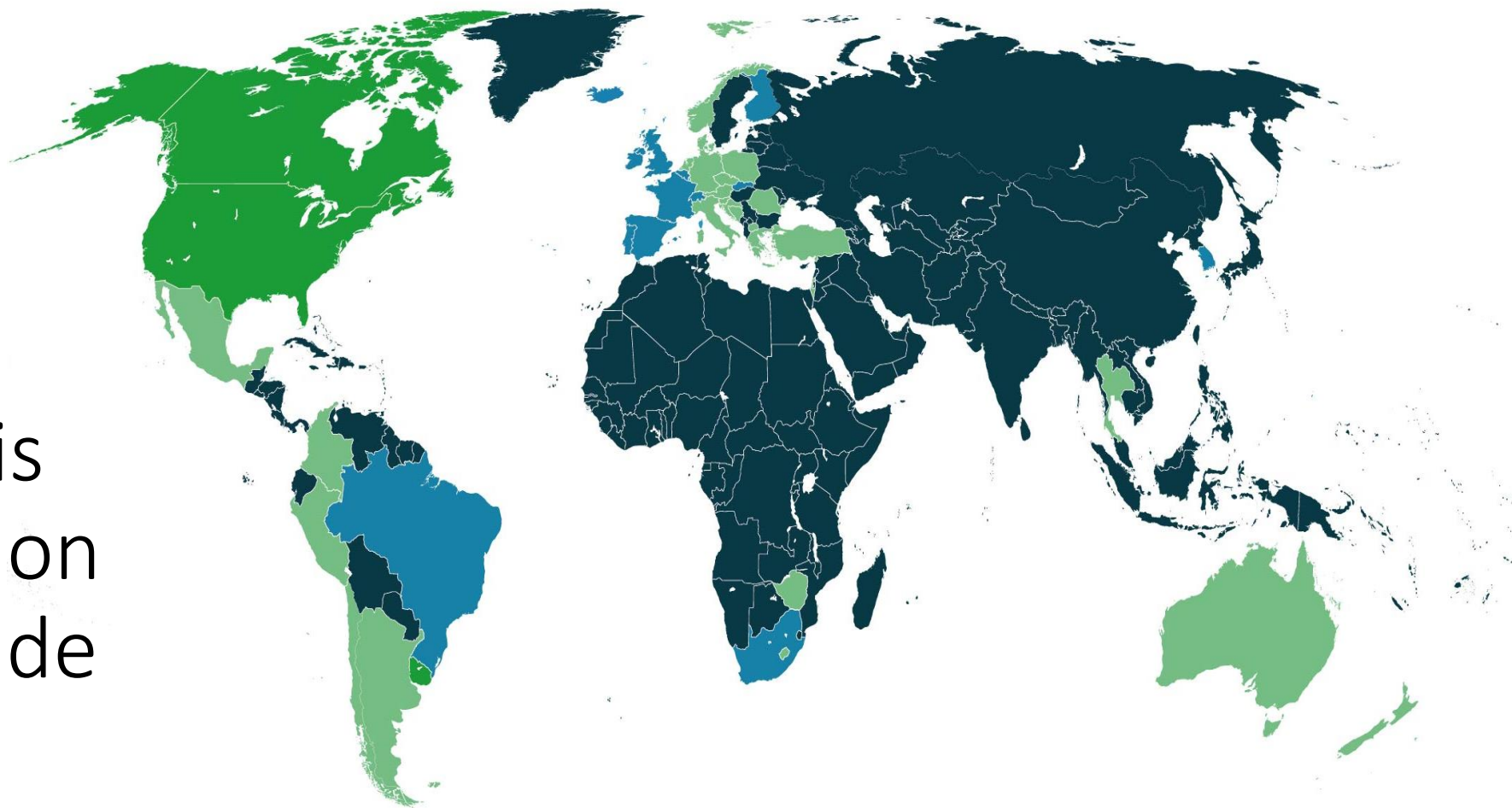
ROSALIE SCHWENINGER



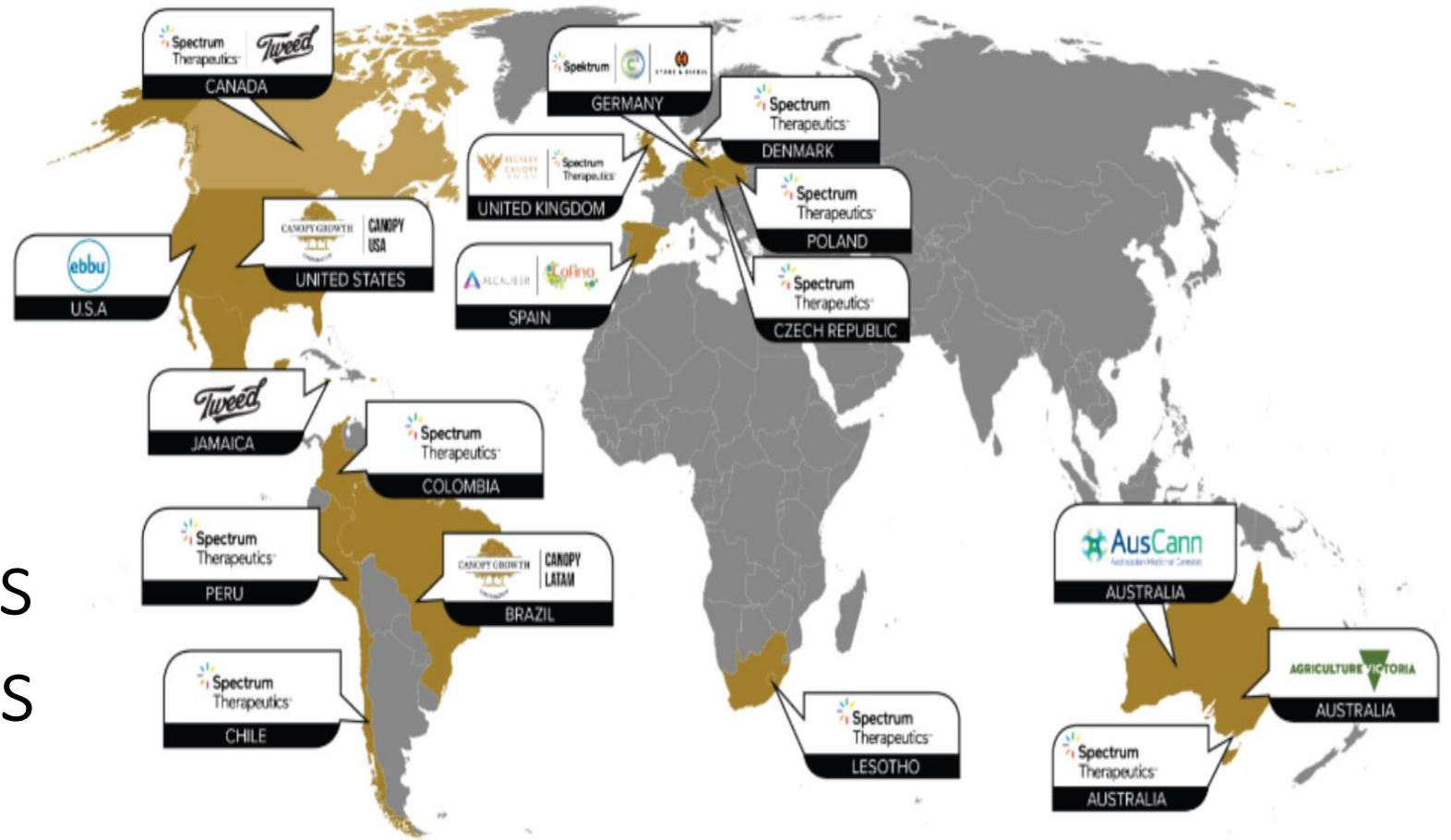


- Legal Adult Use
- Legal Medical Use
- Forthcoming medical regulation
- Illegal status

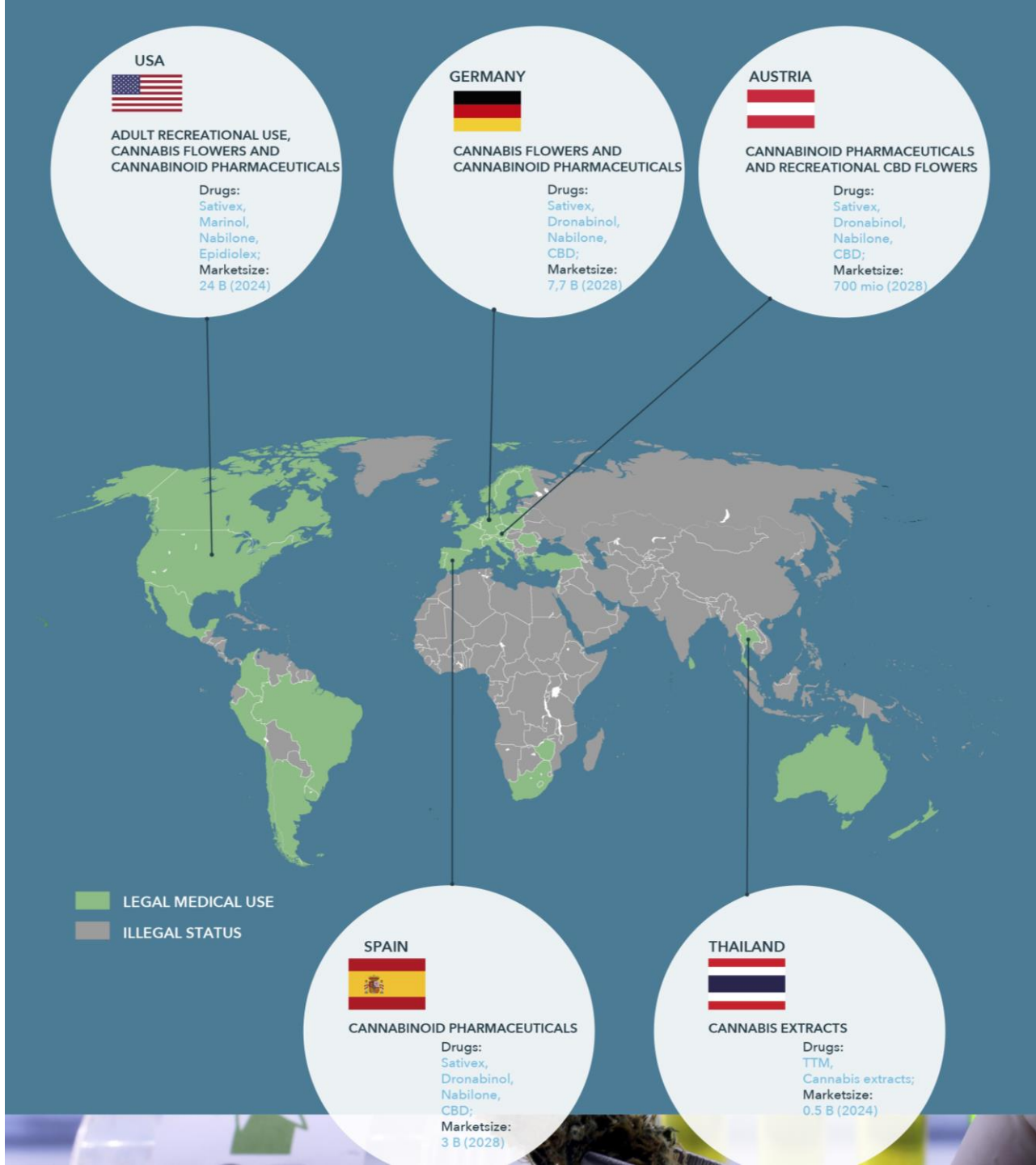
Cannabis Legislation worldwide



Global Investments – Leading Cannabis Brands



Diverging Med. Cannabis Regulations





THC Cannabis
(Medical +
Recreational)



Industrial Hemp
(CBD + many
products)



CBD-Hemp
(Medical +
Consumer
products)



THC Cannabis
(Ancillary markets,
plant related like
clones, seeds, ...)

Legislation globally

■ Europe

- No harmonized law
- State-dependent

- Recreational prohibited / decriminalized

→ „Grey areas“

→ No hard punishment

- Over 0.2% THC (“medical cannabis“)

→ License needed

■ USA

- No harmonized law

→ On federal level illegal

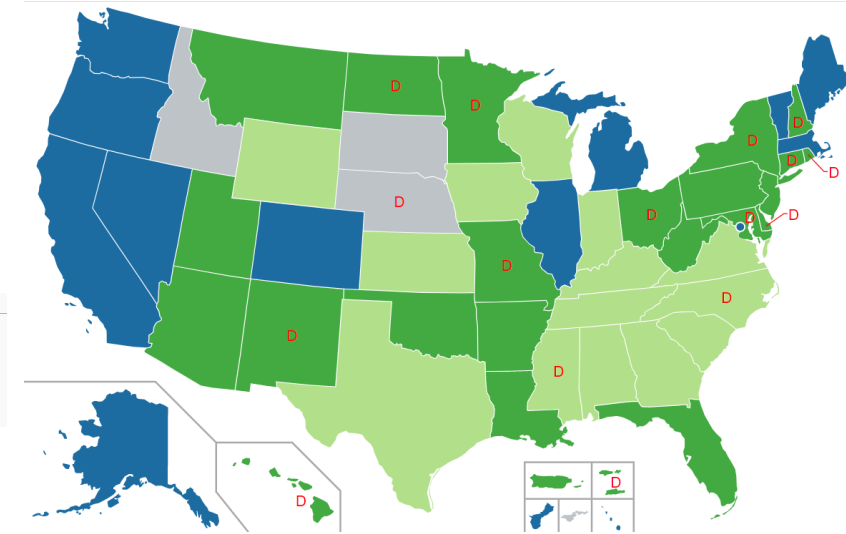
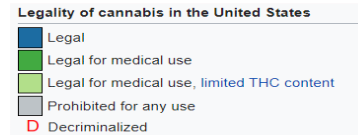
→ Regulations per state:
33 States allowed Med. / Recr.

- First Medical in 1996:
California and Arizona

- First Recreational 2012:
Colorado and Washington

- Over 0.3% THC (medical & recreational)

→ License needed



■ Canada

- Federally harmonized Law

- Medical Use since 2001
- Recreational allowed since 2018

→ Up to 4 plants of cannabis per household for personal use allowed

- Commercial Growing

→ License needed



▪ Europe

- Mostly voter referendums not legally binding

→ more complicated for activists to change law → lobbying

- Mostly Hemp growing is legal up to 0.2% THC

→ CBD legally available

→ BUT: Novel Food Act: just minimal quantities of CBD are allowed in beverages, food, cosmetics etc.

▪ USA

- Many US States allow voters to change laws via initiative

→ legalization movement through voter initiatives

- Hemp growing federally illegal until 2018

- Farm Bill 2018: hemp legal up to 0.3% THC

→ CBD legally available

→ BUT: FDA not approving CBD containing edibles / consumables yet

▪ Canada

- Canada allows their voters to change laws via initiative

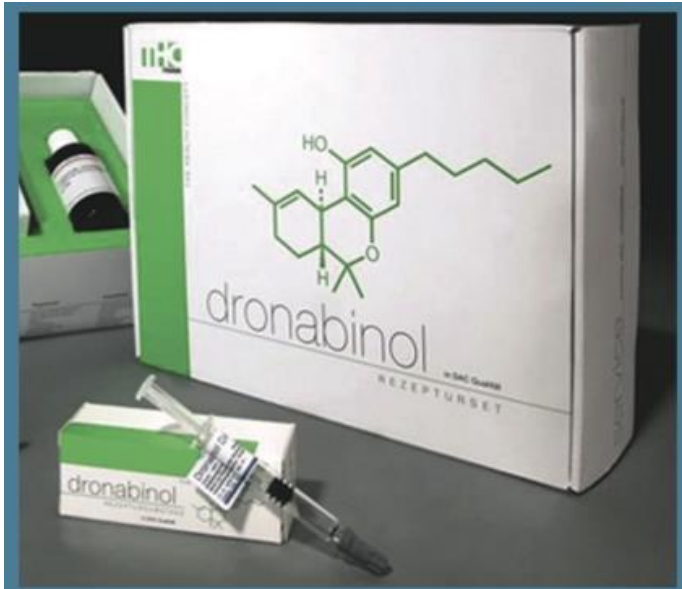
→ legalization movement came through voters initiatives

- Hemp growing federally legal

→ CBD edibles are legal

„Medical Cannabis“

Europe



USA / Canada



Thailand



Expertise / Markets

Austria



USA / Canada



Products / Markets

Austria



CBD Oils

USA / Canada



THC Edibles



Production / Distribution Structure:

Germany:

No domestic production in 2017

→ Import from Netherlands / Canada

→ Upcoming domestic production dominated by
Canada / US

(13 License-lots for private companies à 200kg / y.)

Purchase through state agency

Distribution through pharmacies

→ Markup with 100% very high – products increase

USA:

Supply Chains limited to state
borders

→ Over-/Undersupply depending
on number of licenses – price!

→ Problems with payment /
financial transactions!

Distribution through Dispensaries
– Vertically integrated businesses.

→ Price according to market



Resumé Thailand

Speed up of domestic production

→ First mover in Asian market

Distribution Channels

→ Affordability of products

Licensing / Prescription Practise

→ Market Size

Knowledge Exchange international

→ Speed of Development

Governmental Support of Research

→ Leader in medical Cannabis

Decision on Hemp and Homegrow

→ Developing Market Segments:
CBD / Seedlings / Analyzes ...