

## Medical Cannabis – An emerging industry in Colombia



### Colombia on the rise

Colombia is a pioneer in the regulation and promotion of medical cannabis. The state controls and regulates the activities of cultivation, production, manufacturing and other activities related to medical and scientific purposes. Colombia has the most comprehensive medical cannabis legislation of recent years. The handling of seeds, cultivation, processing, commercialization and safe access by patients are highly regulated. Other countries have taken this Colombian legal framework as a binding reference.

The medical and scientific cannabis industry has developed with great success. Many countries including Germany, Italy, Spain, Portugal, Denmark, Holland, Canada 28 States in the USA and also Switzerland have issued clear legal requirements. In Latin America; Mexico, Colombia, Ecuador, Peru, Uruguay, Argentina and Chile, among others, have adapted their laws.

### A USD 54 billion business

Initial estimates speak of a foreign market which, according to the University of Rosario, could in the short term be close to 0.4% of GDP. According to Grand View Research, the global cannabis market is now valued at approximately USD 11 billion. It could reach USD 54 billion in 2025, according to the same source.

### Why is Colombia interesting?

Colombia has a competitive advantage compared to other countries such as Canada and the USA, on the one hand due to the climate and soil conditions and on the other hand due to the strictly regulated export orientation, which is why the government is trying to make the country the hub for the production of cannabis and industrial hemp. With a minimum monthly

wage of around USD 250 and low cost of living, Colombia can produce cannabis relatively cheap.

### Conclusion

- Colombia is a pioneer in medical cannabis
- Role model for normative regulation
- export orientation
- growth market
- Best climatic and soil biological conditions
- Inexpensive production

### SCOPUS S.A.S. - Your partner in Colombia

SCOPUS is a consulting company constituted under Colombian law, which is managed by Roger Schmidt and Serge Butz. We specialize in leading companies from German-speaking countries to Latin America and creating synergies between these two regions. We have been following the cannabis market in Colombia for a long time and have built up a network.

We would be happy to accompany you on your way to this interesting and rapidly growing market.

We work for you to find:

- Takeover candidates (M&A)
- Suppliers
- Strategic partners (Business Development)
- Investment projects (participation)

Of course, we also support you with administrative tasks and represent your interests on site.

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