

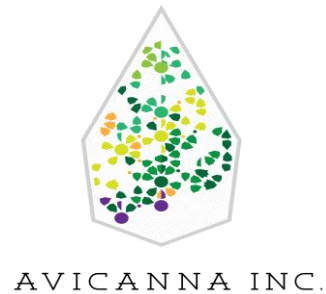


## Expanded Board of Directors December 15, 2020

Rodrigo Arcila Gómez  
Executive Chair  
Bogotá D.C

# Affiliates

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2nd Asocolcanna Forum: “Colombia towards global leadership in medicinal and industrial cannabis” -  
Second constructive dialogue between public and private sectors

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# Modification Project for Decree 613, 2017 and its regulation

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## ➤ **Modification Project for Decree 613, 2017: 19/03/2020**

- **Objective:** Aurelio Mejia, Director of Medicines and Health Technology of the Ministry of Health and Social Protection, explained the main changes incorporated in the new modification project of Decree No. 613 of 2017 and it was recalled that the comments or observations made by associations, private sector and individuals will be received until Thursday, March 26, 2020.
- **Round table discussion: protection policy for small and medium cannabis producers:** 04/06/2020
- **Meeting:** Asocolcanna - National Narcotics Fund: 05/05/2020
- **Objective:** To talk with members of the National Narcotics Fund about quota issues and cannabis industry in general.

# Modification Project for Decree 613, 2017 and its regulation

- **Observations on the Modification for Decree 613 of 2017 sent by Asocolcanna to the National Government: 06/10/2020**
- **Meeting with the Government: 03-08 / 07/2020.**
  - **Objective:** Asocolcanna met with the Government, led by the Presidential Council for public-private competitiveness, in order to analyze and review observations on the proposed modification Decree No. 613 of 2017, sent by Asocolcanna, to the National Government .
- **Meeting: Asocolcanna - Ministry of Justice and Law and Presidential Council for Public - Private Competitiveness: 07/16/2020.**
  - **Objective:** Analyze cannabis industry bottlenecks and propose solutions for the sector.

# Modification Project for Decree 613, 2017 and its regulation

- **Meeting: Asocolcanna - National Narcotics Fund:** 07/02/2020 and 07/26/2020
  - **Objective:** Analyze the technical interpretation that this entity has been giving to the Single Convention on Narcotic Drugs, 1961 and other issues related to the Colombian cannabis industry competitiveness.
- **Regulatory Technical Discussions:** 06/10/2020 and 07/10/2020.
- **Asocolcanna proposal corresponding to the Regulatory Technical Discussions on October 6 and 7, 2020 sent to the Government:** 11/22/2020.

# Modification Project for Decree 613, 2017 and its regulation

- **Meeting with Minister of Justice and Law, Wilson Ruiz, Vice Minister Javier Sarmiento, the Secretary General, Camilo Rojas: 11/24/2020**
  - **Objective:** Discuss Modification Decree 613 of 2017, its regulations, the continuity of Regulatory Technical Discussions and the interpretation of National Narcotics Fund to the Single Convention on Narcotic Drugs, 1961.
  - Issuance of the new decree, at the end of December.
- **December 15/12/2020:** Draft Decree with observations by the Public Function that are being studied by corresponding Ministries of Health and Social Protection and Justice and Law.
- Response to the first Regulatory Technical Discussion: **Pending.**

New affiliates

# New affiliates 2020

## ➤ New affiliates:

- Tahami & Cultiflores S.A.
- Anandamida
- Avida Global
- Mannta S.A.S
- Tarkus Pharma Lab

## ➤ In process:

- La Santa S.A.S

**Tahami**<sup>TM</sup>

**Anandamida**  
G A R D E N S  
CIENCIA ENDOCANNABINOIDE



**AVIDA**  
GLOBAL

**MANNTA**  
ELEVATED HEALING

**TARKUS**  
—PHARMA LAB—

Asociación  
Colombiana  
de Industrias  
de Cannabis  
**asocolcanna**

# 3rd Annual Assembly Asocolcanna

# 3rd Annual Assembly Asocolcanna

- **Participants:**
  - 233 people
- **Commercial participation:**
  - Invest IT
  - Maquiteq
  - Control Unión
  - Optim Energy



# 3rd Annual Assembly Asocolcanna

## ➤ **Election of the board of directors: 2020 – 2022**

- Clever Leaves
- Foliumed S.A.S
- Natuera S.A.S
- Pharmaciolo Holding Colombia S.A.S
- Khiron Colombia S.A.S
- Blueberries Medical Corp S.A.S
- Canopy Growth Colombia

➤ **Chairman of the board of directors:** Julián Wilches – Clever Leaves

➤ **Vice president of the board of directors:** Diego Navarro – Foliumed S.A.S

# 3rd Annual Assembly Asocolcanna

## ➤ Speakers:

- The Minister of Justice and Law - **Margarita Cabello Blanco,**
- The Director of Medicines and Health Technology of the Ministry of Health and Protection - **Aurelio Mejía Mejía,**
- The General Director of INVIMA - **Julio César Aldana**
- Co-director of the Bank of the Republic (Central Bank of Colombia) - **Roberto Steiner.**
- Director of Cenicannabis - **Jorge Restrepo**
- General Manager of Control Union. - **Coen Esser**

# Extraordinary General Assembly

# Extraordinary General Assembly

- **Date:** 06/25/2020
- **Objective:** Analyze pros and cons and possibility of Government authorizing the export of dried flower.
- **Conclusions:** Define the parameters to be followed by the Board of Directors, create a Technical Committee and give participation to the members of the Association.

# Bank Sector

# Agricultural Bank of Colombia Process

- **Meeting: Asobancaria Compliance Officers Committee: 07/08/2020**
- **Document sent to the Government about relevant issues in the financial sector 09/14/2020**
- **Meeting: Vice-president of Agricultural Bank - Liliana Mercedes Pallares Obando: 09/30/2020**
- **Meeting: High Government (Minister of Justice and Law, Minister of Agriculture and Rural Development, Minister Ad Hoc, President of Agricultural Bank, Presidential Council and Finagro) - Financial Sector: 07/30/2020**
  - **Objective:** To advance and provide solutions to one of the industry bottlenecks in relation to the financial sector's support to entrepreneurs and companies that work with medical and scientific cannabis.
- **Agricultural Bank - Asocolcanna meetings: 09/24/2020 and 10/09/2020.**

# Agricultural Bank of Colombia process

## **Advances:**

- Generalized account opening.
- Acceptance of processes for the approval of credits (Some already successful).
- Specific attention to the companies affiliated to Asocolcanna in processes with Agricultural Bank, which fulfill requirements.
- Confidentiality Agreement between Asocolcanna – Agricultural Bank.

# BBVA and Santander Bank processes

## ➤ **BBVA process:**

- Follow-up on BBVA Bank's support to cannabis sector.
- Meeting Oscar Díaz Cannel, Vice President of Corporate Affairs at BBVA, in Madrid Spain.

## ➤ **Santander Bank process:**

- Approach process to Cannabis Agroindustry, Santander Bank – Asocolcanna.

# Request for analysis of pro and cons to export dried flower and MICC

# Process in the request for analysis of pro and cons of exporting dried flower

- **Extraordinary General Assembly: 06/25/2020**
- **Dry Flower Committees: 05-19-25-26 / 08/2020**
- **Gather information in relation to the request for analysis of the export of dried flower (change in numeral 4 of article 2.8.11.5.2 of Decree No. 613 of 2017): 07/24/2020**
- **Document sent to the Government: 07/28/2020.**
- **Government response: 09/04/2020**

# Mechanism for Cannabis Control – MICC.

- **Asocolcanna's request to put into practice Chapter 6 of Decree 613 of 2017.**
- **Progress on the implementation and operation of MICC: 16/04/2020**
- **Awareness Session for Companies: 04/23/2020**
- **Training on the Information Mechanism for Cannabis Control: 06/24/2020**
- **Gather information about pending topics and/or procedures that Asocolcanna affiliates had with MICC: 07/18/2020.**
- **Request to the Government by Asocolcanna for MICC management: 07/27/2020.**
- **Trainings on MICC management done by the Minister of Law and Justice: 10/14/2020 and 11/23/2020**

# Market access facilitation

# Market access facilitation

- New Foreign Trade Commission within Asocolcanna.
- ProColombia (Opening of markets in other countries, Pitch Session, trainings).
- National Narcotics Fund: control or non-control of products and interpretation of the 1961 Convention.
- Invima: export certificates in bottlenecks - DNP.
- Trainings (Antinarcotics Police - ProColombia).
- ALAICO - Scale transportation.
- CLADEC - Courier Transport.
- Market approval - ICA.
- Round – table discussion with Avianca Cargo: 12/11/2020 - Effective logistics solutions for the commercialization of cannabis-derived products.

# National Institute of Food and Drug Surveillance – INVIMA.

# Management report regulatory agenda Invima

| TOPIC  | ACTIONS  | ADVANCE/2021   |
|--|--|--|
| <b>Harmonization and Mutual Recognitions</b> | <ul style="list-style-type: none"> <li>➤ INVIMA Documents (2)</li> <li>➤ INVIMA Asocolcanna Committees (2)</li> <li>➤ Comments INVIMA work table discussions</li> </ul>  | <ul style="list-style-type: none"> <li>✓ INVIMA asked MinHealth to respond to the documents.</li> <li>✓ In INVIMA round table discussions are taken into account for working with the MinHealth .</li> <li>✓ INVIMA is not so clear in terms of Agenda and budget (need for CONPES x example)</li> <li>✓ 2021: Coordinate inter-institutional issue with presidential council</li> </ul> |
| <b>BPM APIs</b>                              | <ul style="list-style-type: none"> <li>➤ Harmonizing matrix building (3 INVIMA Asocolcanna Committees)</li> <li>➤ INVIMA document.</li> <li>➤ INVIMA work table discussion - Health Minister Agenda (strengthen / link in Phyto's BPMs)</li> </ul> | <ul style="list-style-type: none"> <li>✓ INVIMA asked MinHealth to respond to the documents.</li> <li>✓ 2021: Pending Board Decisions: Advance in national status (international harmonized), mandatory-voluntary / double status requirement for exp.</li> </ul>  |

# Management report regulatory agenda Invima

| TOPIC                     | ACTIONS   | ADVANCE/2021  |
|---------------------------|---|---|
| <b>Secondary Evidence</b> | <ul style="list-style-type: none"><li>➤ INVIMA Documents (2)</li><li>➤ INVIMA Asocolcanna Committees (2)</li><li>➤ Comments INVIMA work table discussions</li></ul> | <ul style="list-style-type: none"><li>✓ Pre Clinical - Animals accepted</li><li>✓ Agreed to work on Human Clinical Guides with INVIMA</li><li>✓ 2021: Follow-up on INVIMA work tables</li></ul> |
| <b>Fast Followers</b>     | <ul style="list-style-type: none"><li>➤ INVIMA Documents (2)</li><li>➤ INVIMA Asocolcanna Committees (2)</li><li>➤ Comments INVIMA work table discussions</li></ul> | <ul style="list-style-type: none"><li>✓ INVIMA accepted (work tables) same substance (concentration, indication, farm form, contraindications / adverse effects etc.)</li></ul>                 |

# Management report regulatory agenda Invima

| TOPIC  | ACTIONS  | ADVANCE/2021   |
|--|--|--|
| <b>Some PT Phytos (metabolites Quantification Vs medicine Classification, Labels / advertising Vs “Story Telling”)</b> | <ul style="list-style-type: none"> <li>➤ INVIMA Documents (2)</li> <li>➤ INVIMA Asocolcanna Committees (2)</li> <li>➤ Comments INVIMA work table discussions</li> </ul>  | <ul style="list-style-type: none"> <li>✓ Stand by Metabolites Vs Drug Classification.</li> <li>✓ Medicine Labels / Advertising Vs Story Telling: meeting MinHealth: Phyto labels regulations 2021:</li> <li>✓ Follow – up INVIMA- MinHealth agendas</li> </ul> |
| <b>NUTRITIONAL (Industrial Purposes Mod Dec 613). Dietary Supplements-Food</b>   | <ul style="list-style-type: none"> <li>➤ INVIMA Documents (2)</li> <li>➤ INVIMA Asocolcanna Committees (2)</li> </ul>  | <ul style="list-style-type: none"> <li>✓ INVIMA wait for the issued of Mod Dec 613</li> <li>✓ INVIMA work table discussion</li> </ul>  |
| <b>Mod Dec 2510/03 (Inclusion Dietary Supplements): Omega 3 Seed Oil</b>   | <ul style="list-style-type: none"> <li>➤ INVIMA Documents (2)</li> <li>➤ INVIMA Asocolcanna Committees (2)</li> <li>➤ Comments INVIMA work table discussions</li> <li>➤ Letter sent to the presidential council (1)</li> </ul> | <ul style="list-style-type: none"> <li>✓ 2021: wait for the issued Mod Dec 613</li> <li>✓ Follow – up on letter sent to presidential council, Mod 2510/03</li> </ul>   |

# Management report regulatory agenda Invima

## Invima Committees - Asocolcanna

- 5 (APIs)
- 2 (INVIMA Regulatory Agenda)
- 2 (Secondary Evidence)
- 1 (Modification Dec 2510/03)

Take advantage of the PINE status so that procedures before Invima have priority.

## Work tables discussions Invima –MinHealth

- 24/04/2020
- 09/11/2020
- 23/11/2020

✓ Dosage forms

## Documents – MinHealth

- 03/06/2020
- 04/09/2020
- 06/11/2020

# Code of conduct

# Code of conduct

- Resume actions for the signing of the Code of Conduct before the Transparency Secretariat of the Presidency of the Republic, by all Asocolcanna members.
- Resume collaboration process with the Office of the Attorney General of the Nation with the signing of an agreement with this institution and Asocolcanna.
- Meeting pending to analyze the proliferation of products without sanitary registration. Asocolcanna - the Presidency of the Republic, Invima, the Prosecutor's Office, the Ministry of Health and Protection, and the Anti-Narcotics Police.

# Public traceability in medicinal cannabis logistics in Colombia

# Public traceability in medicinal cannabis logistics in Colombia

- **A Public Traceability of Cannabis will allow:**
- Fight illegal practices.
- Allow citizens to control products prior to consumption.
- Consumer protection against adulterated and counterfeit products.
- Protection of local industry, reducing unfair competition.
- Transparency in the industries involved.

# Asocolcanna Alliances

# Asocolcanna Alliances

- **Bilateral agreements signed:**
  - Group Promoting Cannabis Industry of Mexico - GPIC
  - Peruvian Association of Cannabis Industries (ASOPECANNA)
  - Argentinian Chamber of Cannabis (ARGENCANN)
- **Colombian Medical Association of Medicinal Cannabis - Asomedccan:**
  - **Meetings:** 06/05/2020, 06/19/2020 and 11/26/2020.
  - Asocolcanna - Asomedccan Agreement (in process).
- **LATAM Associations:** The Statutes were sent for review by each Association.

# Insurance policies

# Insurance policies

- Design and implementation of an insurance that was non-existent in Colombia for cannabis crops with full coverage nationwide.
- Backed by the insurance company: La Previsora - State-owned insurance company, reinsurance company in the English market (UK) and with the intermediation of Correcol.
- The coverage offered is subsidized through Finagro by ISA (Agricultural Insurance Incentive) program.
- The Association is the only entity in Colombia that, through Asocolcanna - Correcol agreement, presents this service to its members.

# Cannabis in the official statistics of Colombia Asocolcanna - DANE

# DANE process

- **Asocolcanna - DANE meetings:**

- Dates: 07/08/2020 and 09/30/2020

- Asocolcanna proposal to include cannabis in the Annual Manufacturing Survey.
- DANE public proposal to include cannabis industry in the official statistics of the country.
- Request before Bogotá Chamber of Commerce for financing the proposal.
  - Meeting: Friday, December 11, 2020

# Cenicannabis

# Advances in the structuring of Cenicannabis

- Description and characterization of chain value.
- Creation of the Extended Committee.
- Creation of the Technical Advisory Committees: Logistics, Agriculture, Extraction (in process).
- Definition of sector challenges according to links in the chain.
- Support government in the definition of innovation goals in cannabis industry.
- Approach CENIRED.
- Creation of the Center as a commercial establishment of ASOCOLCANNA.
- Development of the first survey needs in the sector.
- Invitation to scientists for four (4) research groups.

# Advances Cenicannabis – Other entities

- **Agrosavia Meeting:** 02/17/2020
  - Objective: To advance in the construction of the National Research Agenda.
- **SENA Meetings:** 05/19/2020, 06/10/2020, 11/06/2020, 11/18/2020
  - Objective: to define the work methodology between Asocolcanna and SENA to advance in the training program design for cannabis industry, according to productive sector needs.
- Approach universities: University of Antioquia, Pascual Bravo University Institution and Complutense University of Madrid.

# Cannabis industry bottlenecks

## Asocolcanna – DNP

# Cannabis industry bottlenecks

## Asocolcanna – DNP

- Bottlenecks: Asocolcanna – DNP On January 23, 2020, Asocolcanna met with the DNP to advance in the discussion of creating CONPES, a Sectorial Agreement about Growth and Employment Generation or a National Strategic Interest project - PINE.
- Round-table discussion: Cannabis Sector bottlenecks review: On March 25, 2020,
- Asocolcanna met virtually with Government Entities and the private sector to discuss Medicinal Cannabis sector bottlenecks, led by the National Planning Department - DNP, in order to establish a roadmap for the benefit of the industry.
- Private sector and the Government have identified 14 bottlenecks such as export issues, bank sector, agility in procedures, so on.

# National Strategic Interest Project – PINE

# National Strategic Interest Project – PINE

- The PINE is an execution instrument that seeks to solve:
  - Situations in the short term
  - Bottleneck
  - Optimize procedures in the execution of projects.
  - Institutional and regulatory strengthening.
- Sectoral PINE & Individual PINE

# Asocolcanna Europe tour

# Asocolcanna Europe tour

- **Date:** from 24/02/202 to 06/03/2020
- **Objective:** To make the Colombian cannabis industry known by different European countries such as the United Kingdom, Germany, Brussels and Vienna with the purpose of creating commercial and investment opportunities for the countries.
- **Tour Europe report:** <http://asocolcanna.org/wp-content/uploads/2020/04/Gira-de-Europa-Asocolcanna-final.pdf>

# Website and social media

# Website and social media

- **Website:** Relevant information, news, studies, members, strategic allies, Board of Directors, who we are, activities, newsletters, commissions, etc.
- <http://asocolcanna.org/>.
- **Social media:** Facebook, Twitter, LinkedIn, in which news, activities and information about our affiliates and the sector are published

# Strategic allies

# Strategic allies

- Strategic allies are all those suppliers that with their actions contribute to the development of the sector throughout the entire length and width of the cannabis productive chain.
- Important participation of strategic allies in the 2nd Asocolcanna Forum.
- <http://asocolcanna.org/aliados-estrategicos/>