

CANNABIS IN MEXICO

THURSDAY, JANUARY 28, 2021

 HARRIS | BRICKEN


Lawgic

SPEAKERS



Roberto Ibarra Lopez
Founding Partner and Head of
Strategic Litigation, Lawgic



www.linkedin.com/in/robertoibarralopez



Adrián Cisneros Aguilar
Attorney at Harris Bricken/Passionate
Teacher / Asia-Pacific Entrepreneur



<https://www.linkedin.com/in/adriancisnerosaguilar/>



Aldo Ricardo Rodriguez
Co-founder, CEO @ Lawgic



www.linkedin.com/in/aldoricardorodriguez



Nathalie Bougenies
Attorney at Harris Bricken



<https://www.linkedin.com/in/nathalie-bougenies/>



WELCOME

TO THE MEXICAN LEGAL CANNABIS MARKET





What is the status
of cannabis legalization
in Mexico?



Medical Regulations

JAN 12th 2021



Cannabis Law (Adult / Hemp)

DEC 2020





Medical Regulations

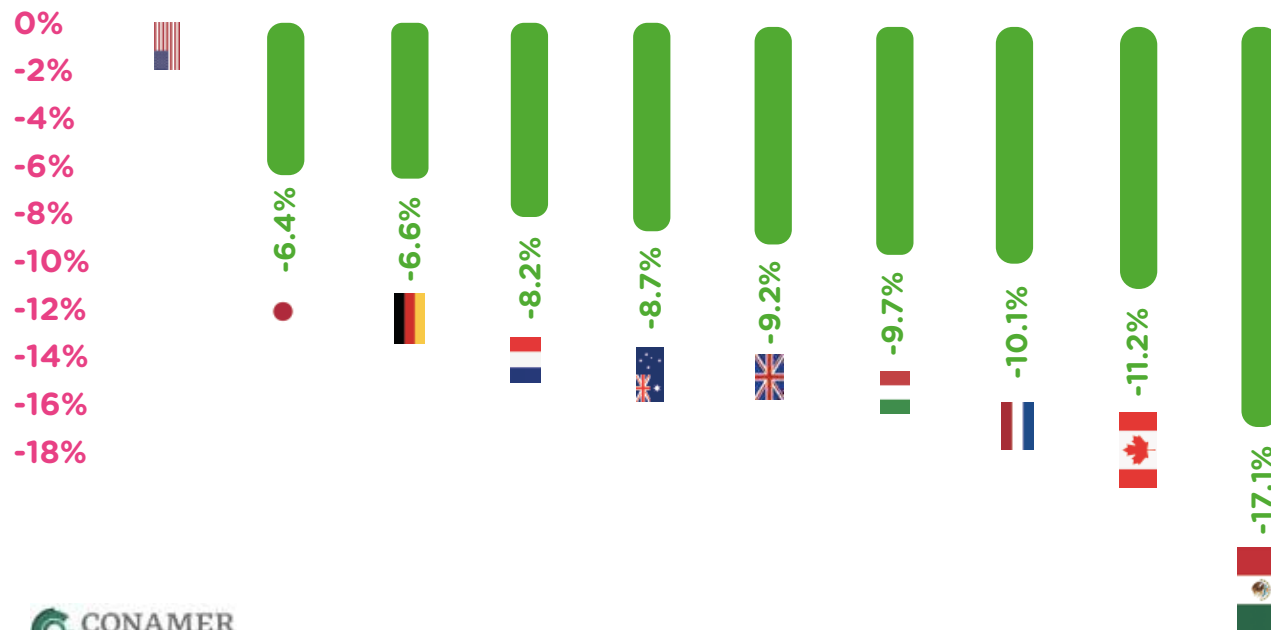
JAN 12th 2021

90 DAYS (MAY 23RD 2021)

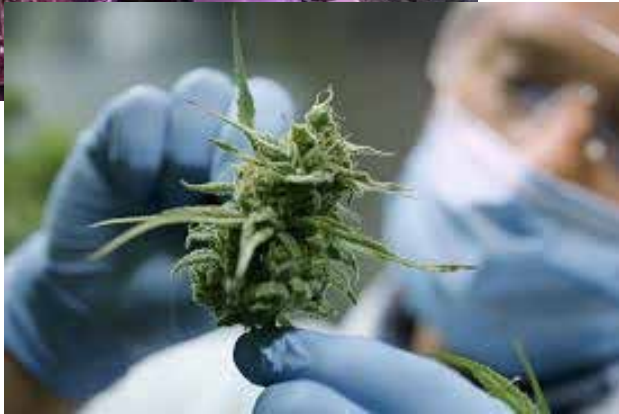


Mexico has a clear and distinctive economic advantage

Pharmaceutical manufacturing cost savings index



Source: ProMéxico



What activities
are permitted?



All related to medical (non-adult) uses





RESEARCH



IMPORT/ EXPORT



COMMERCIALIZATION



LABS



MEDICAL PRESCRIPTIONS



GROWING



FACTORIES



ANCILLARY



HOMEOPATHIC MEDS



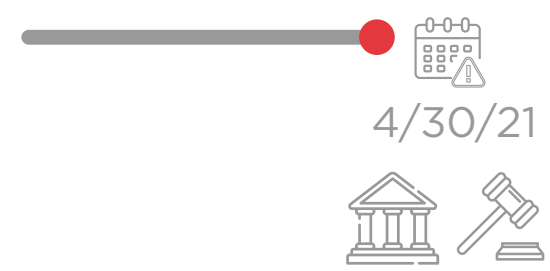
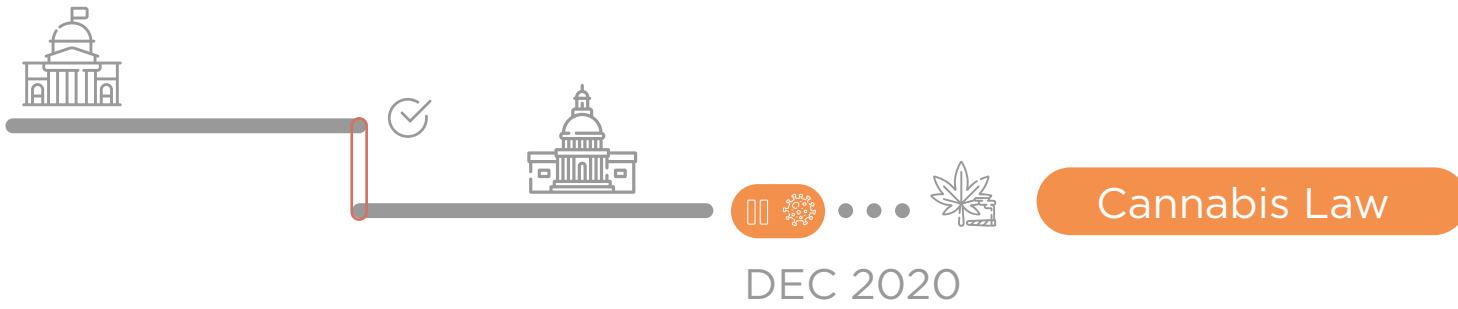
ALLOPHATIC MEDS

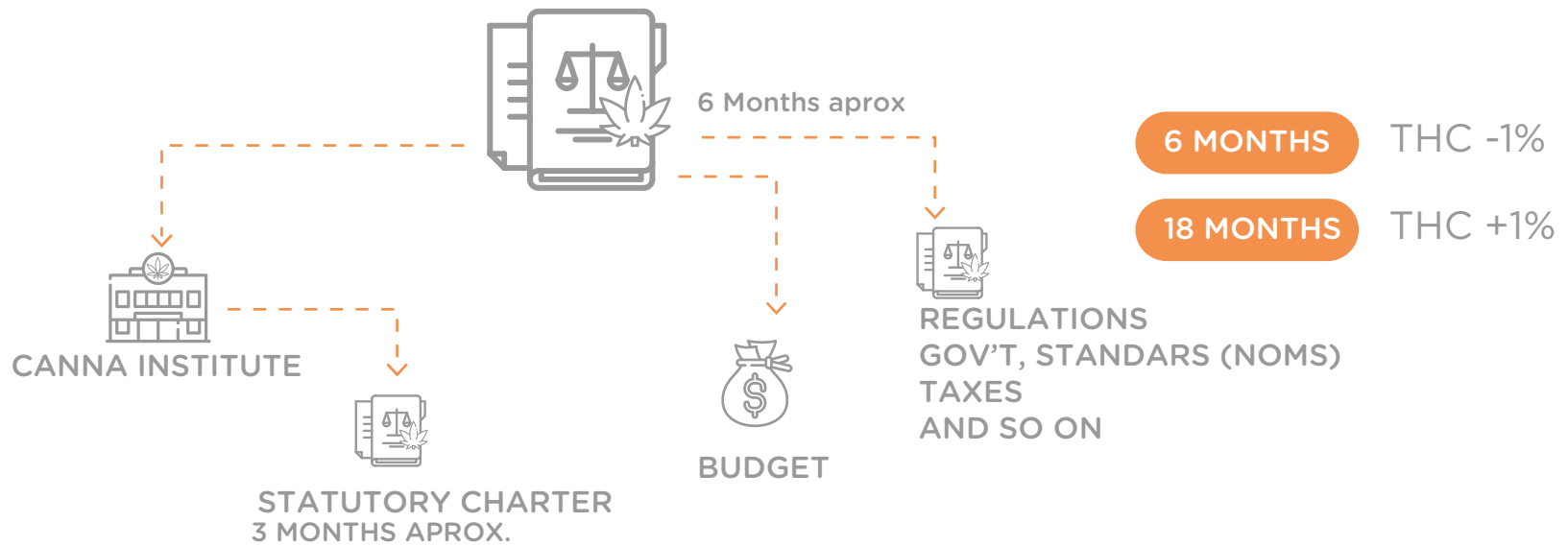
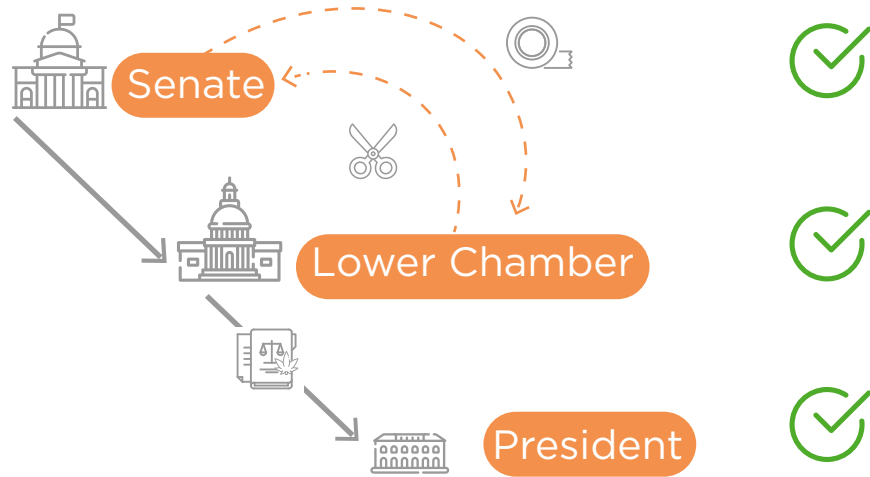




How imminent is
adult use legalization?







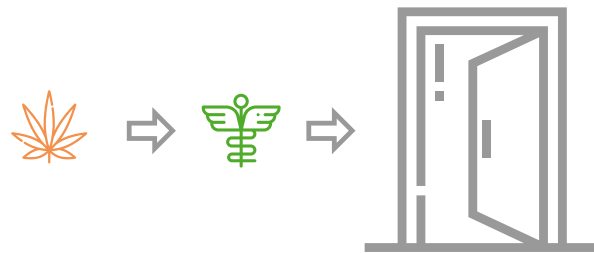
What should you
be doing now?





“The early bird catches the worm”

THE PATH IS ALREADY MAPPED



12/01/21 23/05/21



QUICK FACTS

130 MILLION MEXICANS

▲ +72% MORE PEOPLE THAN CANADA 🇨🇦

2025 FORECAST

MEDICAL USE WILL GENERATE USD \$2 BILLION ANNUALLY
22% OF LATAM MARKET



Legal and business considerations to enter the mexican market



WAYS TO ENTER THE MEXICAN MARKET

Indirectly: Contracts.

Directly: Entity formation.

Location: 

Real Estate (FIL)

State considerations:

Per activity

Ease of doing business

Employment/Taxes

Supply chains

Cannabis-friendly service providers



WHAT ABOUT FDI & INTERNATIONAL CANNABIS COMPANIES?

GOAL: Ensure technology transfer, human capital and know-how (reciprocity)

Geographic location+treaty network

Medical use: No FDI cap

Land acquisition for growing purposes: expect 49% cap

ICSID





CANNABIS TRADEMARK REGISTRATION ISSUES

Market and Branding Efforts via Trademark Applications.

Open interpretation of Art. 12 Fed. Law Prot. IP

No violation for medical use, but TM could still go against “public order”

Still, some have registered. Real issues: Generic names similarity, abandonment.



First-to-use (U.S.) v. First-to-file (Mexico)





What will you be able to do once the market is fully legal?



EDIBLES (CBD)



DRINKS (CBD)



VAPES



DISPENSARY



CANNABIS CLUBS



GROWING



FACTORIES CBD/THC



HEMP



What about hemp?





Hemp is **ignored** in both, medical and adult use regulations.





On Jan. 25, the Minister of the Interior announced that cannabis for INDUSTRIAL USES (hemp fibers) WOULD BE AUTHORIZED.





Federal Health Law does **not** prohibit growing licenses applications

However, no implementing regulations.





What are the main issues for domestic and international businesses relating to cannabis imports, sales and marketing?

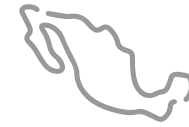




EXPORTS
(RAW MATERIALS)



ADVERTISEMENT



FEDERAL
LAW



MANDATORY
LICENSE



FOREING
INVESTMENT QUOTAS



What can I bring to
Mexico from the U.S.?





EXPORT
MEDICINES

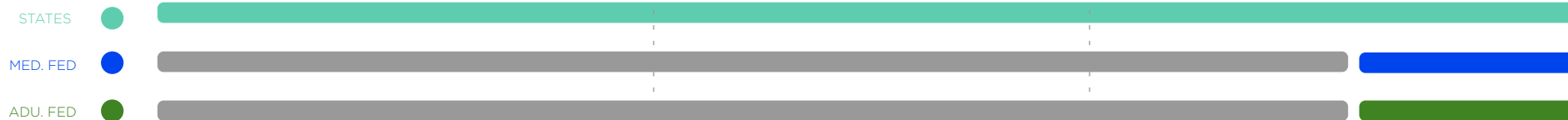


EXPORT
(RAW MATERIALS)

2021

2022

2023



“

Q&A's

”



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