



**CMTREX**

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**Cannabis** Mercantile Trading Exchange  
*Your gateway to the cannabis trade*

## **Global Hemp Market Overview**

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**May 2019**

*Global hemp market sentiment remains very strong underpinned by continued regulatory shifts towards legalization across multiple geographic markets. This has further been spurred by the entrance into the hemp market by some major players in the high-THC market, particularly in North America. Downward pricing pressure in the biomass sector continues as increased supply capacity starts to hit the open market. All eyes on spring harvest yield data in the U.S. and Europe on the supply side and regulative rulings on CBD on the buy-side to provide market indicators leading into the second half of the year.*

## NORTH AMERICA



The passing of the U.S. Farm Bill in December 2018 has unleashed a flurry of large investments in the U.S. hemp industry by leading Canadian cannabis giants. After Aurora and Tilray announced substantial investments earlier in Q1, Canopy Growth recently announced an investment of \$150m in the building of hemp-derived cannabinoid extraction facility in New York State. The CBD hype is causing the emergence of pricing anomalies between the biomass and extract sectors of the pipeline which is being further exacerbated by increased speculative buying activities in CBD isolates and distillates.

## EUROPE



A number of important trade shows and conferences took place in Europe over the last few weeks bringing together the major European hemp and cannabis players. Good trade activity was reported with particular buyer interest in high-grade CBD and CBG isolates. The regulatory treatment of CBD across EU member states is causing continued concern for growers and manufacturers with many focusing their trading attention on central European trading hubs such as Switzerland and Luxembourg to facilitate the efficient movement of goods.

## LATAM



Forward-thinking vertically integrated players are looking to close pre-export deals and investments in the region with a particular interest in Colombia and Mexico due to the ripening regulatory environment. There is a tremendous amount of speculation regarding licensing regimes and more and more dubious LOI's being floated on the open market. Notwithstanding the speculative activity surrounding LATAM, it is clear that it will emerge as a supply-side powerhouse in the medium term.

## AFRICA



Increased interest being garnered by multi-nationals on the supply-side. Lots of noise being generated by local operators however navigation through opaque regulatory and bureaucratic regimes proving challenging for European and North American entities. Some interesting investment plays taking place in central Africa with particular emphasis on Uganda as the government understands the upside of revenue potential with the emergence of a regulated sustainable domestic hemp and cannabis market.

# CMTREX Trading Room Snapshot

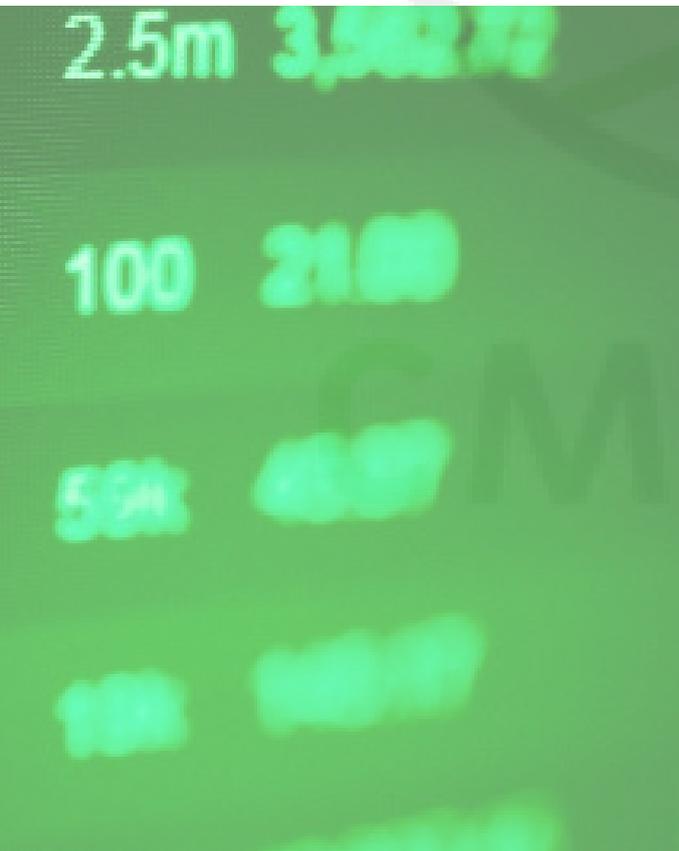
[Filters](#) | [Advanced Filters](#) | [+ New Sell Offer](#) | [+ New Buy Request](#)

[439](#) | [CAD : 1.3496](#) | [CHF : 1.0097](#) | [CNY : 6.9069](#) | [NZD : 1.5336](#) | [SGD : 1.3799](#)

ID	Buy/Sell	Method	Bidder/Supplier Name	Location	State	Classification	Supplier Description	Lab Test
1646	S	🤝	CMTREX Brokerage	United States	New York, New York	Flower	2300 Kg of Flower with 9.5% CBD	Yes
1645	S	🤝	LAMACOPPA SC	Italy	PUGLIA, OSTUNI	Full spectrum	FULL SPECTRUM CBD MCT OIL CBD 20% - thc ...	Yes
1643	B	🤝	Weedrats Consulting	Israel	Tel aviv	Distillate	Seeking a one off order of one kilo of 85% ...	Yes
1642	B	🤝	CMTREX	United Kingdom		Seeds	We are seeking 500kg of any seed variety ...	Yes
1641	B	🤝	CMTREX	Czech Republic		Flower	Large company is looking for flower with ...	Yes
1640	S	🤝	ECS Brands	United States	CO, OR, NV	Winterized	Various grades of winterized/raw decarb...	Yes
1639	B	🤝	CMTREX	Colombia		Feminised	>17% CBD content. Below is the request for...	Yes
1638	S	🤝	CMTREX	Lithuania		Biomass	3000kg crushed material without seeds a...	No
1637	B	🤝	CMTREX	United Kingdom		Distillate	Distillate hemp, containing CBC (2%+), CBG...	Yes
1631	S	🤝	Phase 2 Extraction	United States	Oregon	Isolate	CBD Isolate with up to 99.5% CBD Potency.	Yes
1628	B	🤝	CMTREX	Lithuania		Seeds	1000 kg Futura 75 seeds for sowing. It sho...	Yes

We are also very excited about the release of the inaugural U.S. Wholesale Hemp Price Benchmark by our strategic partner New Leaf Data Services LLC. The integration of this independent pricing benchmark is yet another milestone in CMTREX providing its clients with the very best global wholesale hemp trading platform.

Trading is ramping up between approved CMTREX market participants. CBD isolates being the hottest item in both the U.S. and EU trading zones. We have seen an increase in the call for longer-term contracts for certified CBD isolates and distillates of significant quantities. The CBD isolate market has definitely shifted to being a buyer's market with the influx of inventory and the ability of buyers to shop around for value-driven contracts. CMTREX benchmark spot price for GMP certified CBD isolate hovering around \$4,750 per kilo. Demand for mass biomass weakening on the platform with some very good buying opportunities presenting themselves.



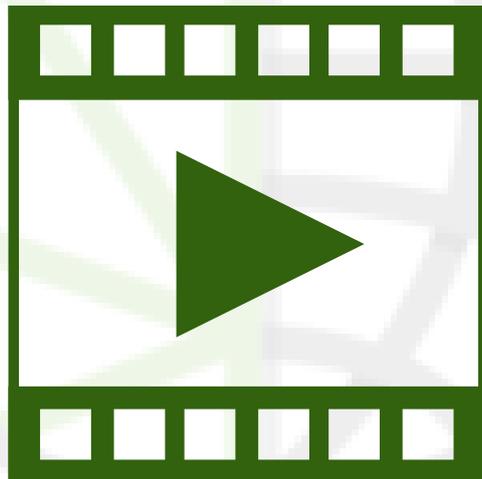
The following is a snapshot of some of the live Sell Offers and Buy Requests on the CMTREX (Cannabis Mercantile Trading Exchange) Trading Platform. For further information visit [www.cmtrex.com](http://www.cmtrex.com) or email [info@cmtrex.com](mailto:info@cmtrex.com).

Lot #	Buy/Sell	Country	State	Classification	Description	Ask/Offer Price per Unit	Number of Units	Total Ask/Offer Price
1625	B	Slovenia		Biomass	Larger quantities of biomass, batches of 2 ton and above are acceptable. Requirements: - 2%+ CBD - <0,2% THC - EU confirmed strain	0 EUR	TBA	0 EUR
1637	B	UK		Distillate	Distillate hemp, containing CBC (2%+), CBG (2%+) and CBD (85%+) No additives of any sort Critical: Non-detectable THC, THCA, THCv, CBN Preferably using GMP extraction	0 USD	2 kg	0 USD
1628	B	Lithuania		Seeds	1000 kg Futura 75 seeds for sowing. It should have certification and be able to sow in the EU.	9 EUR	1,000 kg	9,000 EUR
1623	B	USA	New York	Full spectrum	0% THC CBD Potency (Pure Oil) with THC removed using Chromatography.	TBA	TBA	TBA
1631	S	USA	Oregon	Isolate	CBD Isolate with up to 99.5% CBD Potency.	5,500 USD	50 kg	275,000 USD
1627	S	Slovenia		Isolate	Can be used as a food supplement or in cosmetics. The product is of the highest quality and EU delivery is guaranteed. Documents upon request. Price negotiable dependent upon quantities.	9,000 EUR	50 kg	450,000 EUR
1624	S	USA	Colorado	Distillate	85% plus CBD distillate Spot purchases and monthly contracts available.	5,950 USD	500 Lt	2,975,000 USD
1638	S	Lithuania		Biomass	3000kg crushed material without seeds and stems with 1.5% CBD	10 EUR	3,000 kg	30,000 EUR

CMTREX is an IT-driven platform facilitating the global trade of cannabis products between approved counter-parties. CMTREX is one of our portfolio companies in iCAN Incubate and is rolling out a trading platform delivering secure, transparent and efficient solutions to the global cannabis and hemp wholesale markets.

For more information, please call +972-54-742-5001

Visit [www.cmtrex.com](http://www.cmtrex.com) or email [info@cmtrex.com](mailto:info@cmtrex.com).



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