

■ Company Profile

Cantourage GmbH is a Berlin-based cannabis company that has already established itself as one of the leading European companies in the medical cannabis sector. Founded in 2019, the company enables producers from across the world to bring their product into the European market more quickly and cheaply, without having to deal with complex and lengthy regulatory processes. Cantourage is run by industry experts and pioneers of the European medical cannabis sector and offers products in all relevant market segments: dried flowers, extracts and Dronabinol.

■ Management profile



Dr. Florian Holzapfel, Founder

Dr. Holzapfel founded Cantourage in 2019. Prior to this, Florian was founder and CEO of Pedanios GmbH, the market-dominating company for non-EU medical cannabis imports and spent six years in charge of solar panel producer Calyxo GmbH and three years as Chief Technology Officer of renewables company Q-Cells SE.



Philip Schetter, Co-CEO

Philip Schetter joined Cantourage in April 2021. Prior to this, he spent almost four years at Berlin-based Aurora Europe GmbH, initially as Managing Director for Germany and then taking on responsibility as Managing Director for the whole of Europe.

■ Employees

Cantourage currently employs 20 people across three locations in Germany, Poland, and the UK.

■ Business model

With most of the business opportunities in the market happening downstream, Cantourage's business model allows for a maximization of profits by aggregating product from across the world and distributing it through a unique distribution channel. It has enabled the company to already be profitable and offers immense growth and scaling potential, also in view of the potential future opening of recreational markets in Europe.

■ Product portfolio

With its disruptive end-to-end Manufacturing and Access Platform, Cantourage is breaking up the market oligopoly, by offering fast, secure, and reliable EU/UK market access for cannabis producers around the globe. It offers products in all relevant market segments. Cantourage sources and distributes its own Dronabinol product, thus sustaining its price-leading position, and further enables and facilitates the supply of high-quality dried flowers and extracts to the European medical cannabis market. In doing so, Cantourage ensures quality standards, transforms cannabis into pharmaceutical products, and stores and distributes products to both wholesalers and pharmacies, while placing great value on natural products to further increase the benefits for patients. To this end, Cantourage has established a first-of-its-kind microbiological process to enhance the product quality by refraining from the common use of irradiation.

■ Locations

Headquartered in Berlin, Germany, Cantourage has production facilities in Germany as well as a subsidiary in the UK. Country organizations in seven additional European core countries will soon be established.



■ Structure

Cantourage was founded by serial founders Dr. Florian Holzapfel, Norman Ruchholtz and Patrick Hoffmann and is backed by different investors, including ThinkHealth and 10xGroup. The company recently successfully completed its Series B funding

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