Q2, 2026

The Cannabis Barometer

Vorwort von Dr. med. Julian Wichmann

PHYSICIAN AND CO-FOUNDER AND CEO OF BLOOMWELL GMBH

Every day, a pharmacy in Germany closes. But conversely, several hundred German pharmacies are experiencing an upswing that offers hope. These are pharmacies specialized in medical cannabis. Their owners have invested in their infrastructure, hired new employees, digitized their processes, and optimized their shipping. This success story serves as an encouraging example of how a turnaround can succeed in difficult times. The legislature should actually be fostering this German success story!

These nearly 300 pharmacies specializing in cannabis have made an immense contribution to the care of more than one million cannabis patients in Germany. They handle the vast majority of medical prescriptions and guarantee reliable care even in rural regions through their modern online shipping. This is because around half of medical cannabis patients in Germany still live more than ten kilometers away from a specialized pharmacy.

In some federal states, these are completely absent. Without existing mail-order pharmacies, the supply situation in many regions of the country would therefore be catastrophic. Hundreds of thousands of patients would be left with valid prescriptions without receiving their medically prescribed medicine.

With our current report, we are focusing on this important issue, but we are also taking a broader view and investigating the question of how the care of patients has changed since the removal of medical cannabis from the Narcotics Act (BtMG). In doing so, we are intensifying our efforts for transparency and facts in a debate characterized by prejudices.

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The Cannabis Barometer

Chapter 1

Medical cannabis patients in Germany. A look at developments since April 1, 2024.

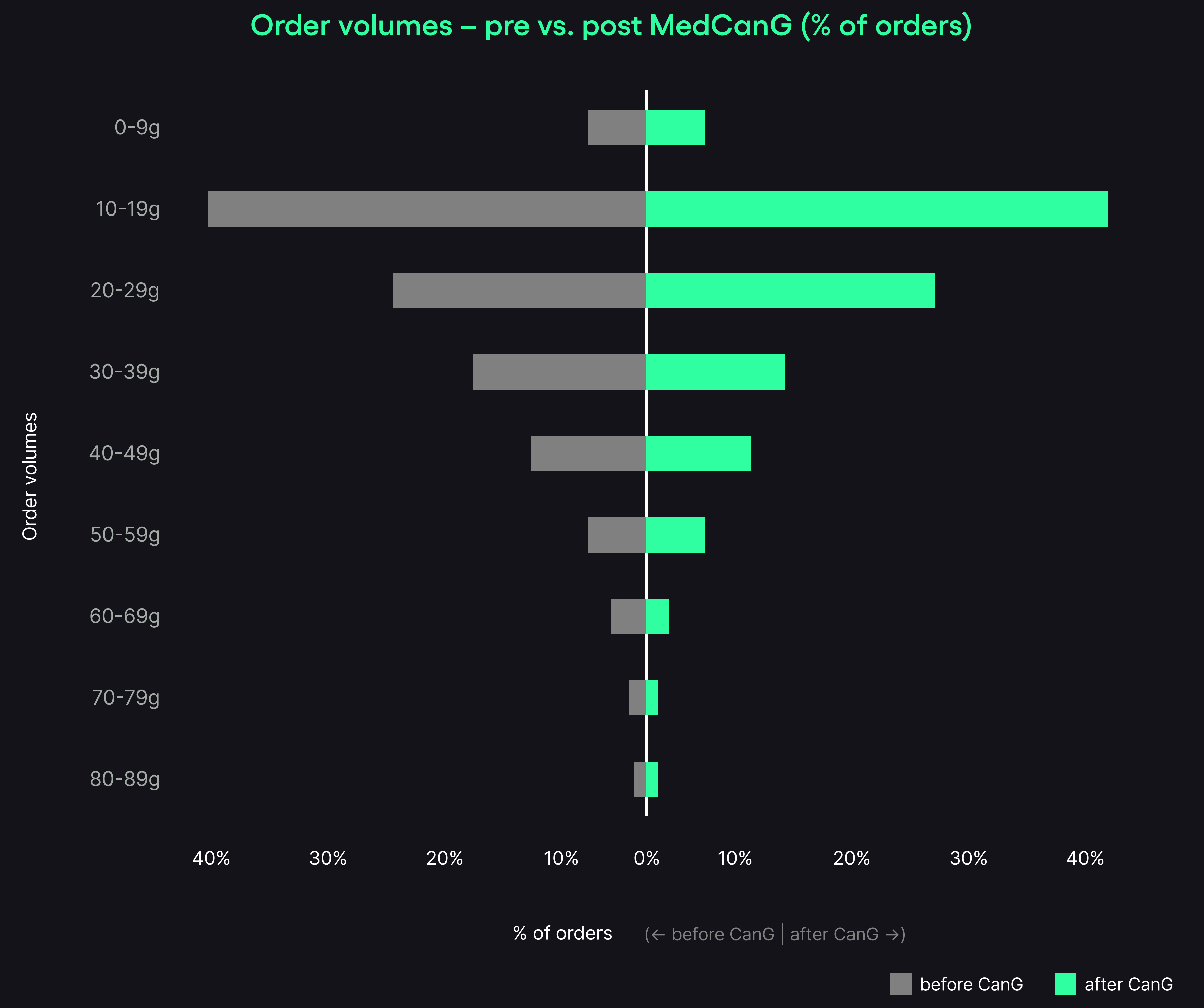
1

Prescribed quantities remain relatively constant

Around 40% of prescriptions amounted to 10 to 19 grams both before and after the MedCanG (Medical Cannabis Act) came into force on April 1, 2024. This is followed by 20 to 29 grams (about a quarter of prescriptions). Prescriptions in the 50 to 59 gram range have increased slightly, but their share is still well below 10%. Prescriptions of 60 grams or more remain comparatively rare.

The redemption of prescriptions for larger quantities is favored by sharply reduced costs. As a result, the one-off financial burden for self-payers remains limited. With the now planned cancellation of reimbursement by statutory health insurance (GKV), the costs per gram of cannabis flower would be significantly higher. For small quantities, the GKV reimburse more than 19 euros per gram.

Graphic



2

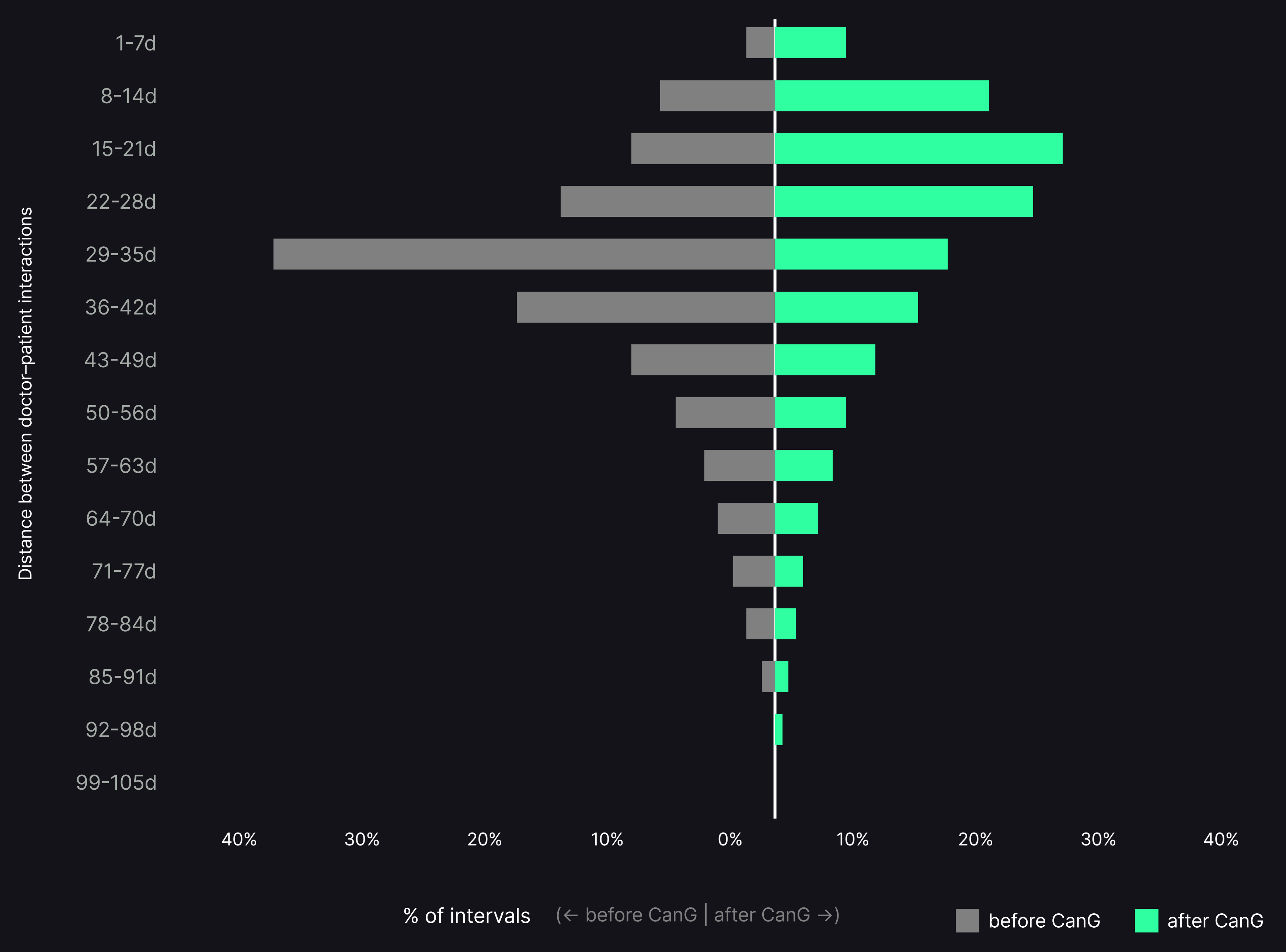
Interactions with treating physicians are increasing due to telemedicine

Patients are now interacting with their treating physicians at significantly shorter intervals. Longer breaks in physician-patient interaction of more than 28 days are significantly rarer. Since April 1, 2024, we have seen a significant increase in the area of timely interactions at intervals of 1 to 7 days, 8 to 14 days, or 15 to 21 days.

Such a development is particularly welcome, as many questions from medical cannabis patients do not arise in the first session, but only in the further course of therapy. Effective, short-term interactions require a completely digital technological infrastructure, including digital chats and communication channels, as well as therapy histories that can be called up with a few clicks. Telemedical treating physicians thus interact much more regularly with their patients than physicians in established practices. There, follow-up consultations take place less than once a quarter in almost a third of cases (Q3 Barometer 2025). In addition, patients can try out smaller quantities of different varieties in consultation with their treating physicians to be optimally adjusted individually.

Graphic

Distance between doctor–patient interactions before vs. after the CanG (% of intervals)



3

The share of medical cannabis patients in the population remains highest in Southern Germany

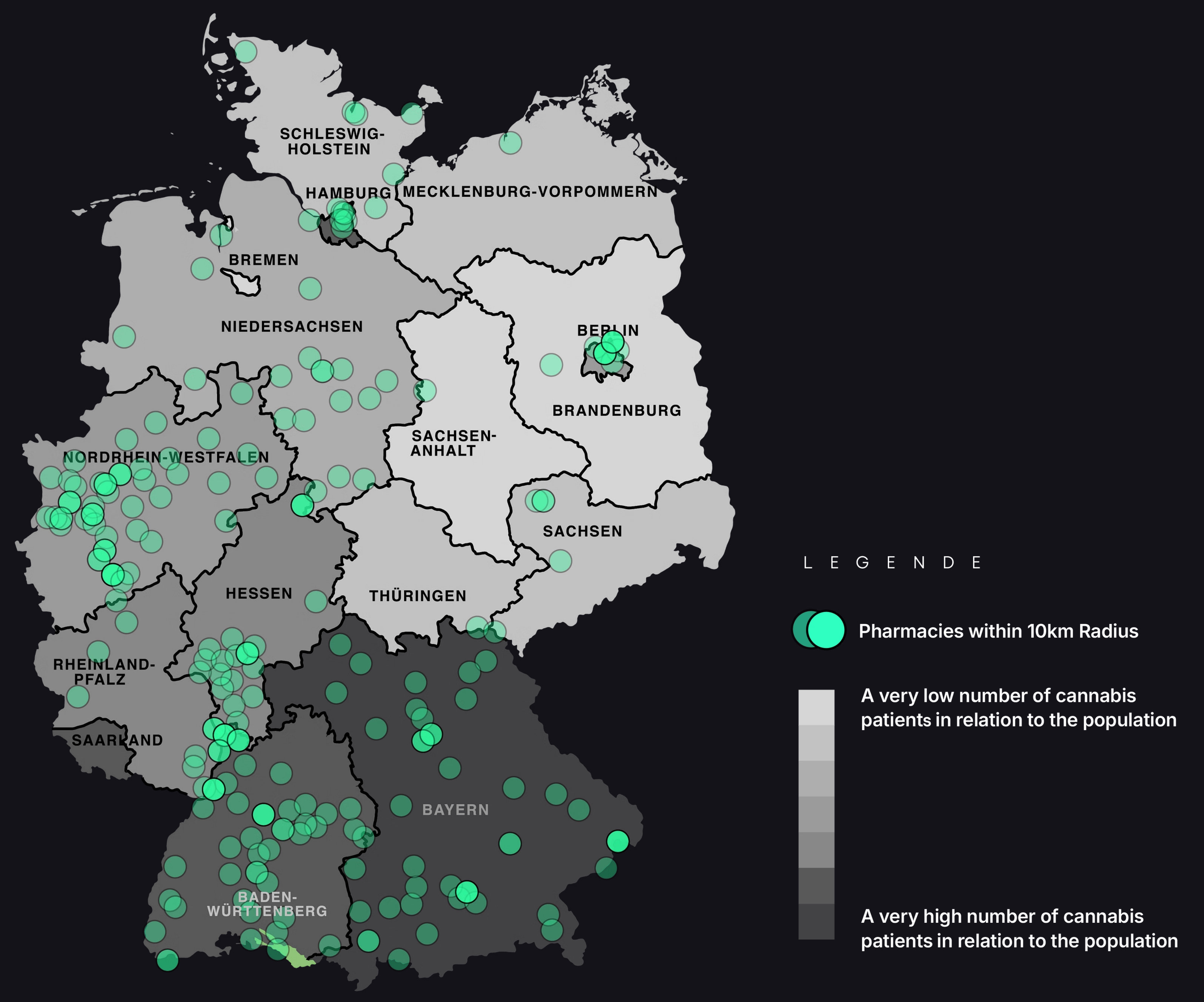
Since April 1, 2024, the share of medical cannabis patients has been highest in southern German federal states such as Saarland (29.6% above the national average), Bavaria (27.6%), Rhineland-Palatinate (17.9%), Hesse (16.5%), or Baden-Württemberg (14.4%). In northern Germany, Hamburg stands out. There, the share of medical cannabis patients is 21.1% above the average. In the eastern German federal states, the share of medical cannabis patients in relation to the national average is particularly low: In Brandenburg, their share is 31.3% below the average, in Mecklenburg-Western Pomerania 18.2%, in Saxony 28.3%, in Saxony-Anhalt 22.5%, and in Thuringia 18.9% below. In Lower Saxony (-19.8%), North Rhine-Westphalia (-16.6%), Bremen (-12.9%), and Schleswig-Holstein (-7.9%), the share is also below average, while in Berlin, it is 7.1% above.

We see a clear north-south divide with disproportionately many medical cannabis patients in relation to the population in southern Germany. One possible explanation is that patients there received information about the possibility of legal digital therapy access at an early stage.

At the same time, 49.6% of cannabis patients live more than 10 km away from the nearest of the 271 specialized pharmacies and depend on online shipping for secure care. In six federal states, there are even no (Bremen, Thuringia, Saarland) or at most one (Mecklenburg-Western Pomerania, Brandenburg, Saxony-Anhalt) pharmacy specializing in medical cannabis.

Graphic

Specialized pharmacies and the share of medical cannabis patients in the federal states in relation to the national average



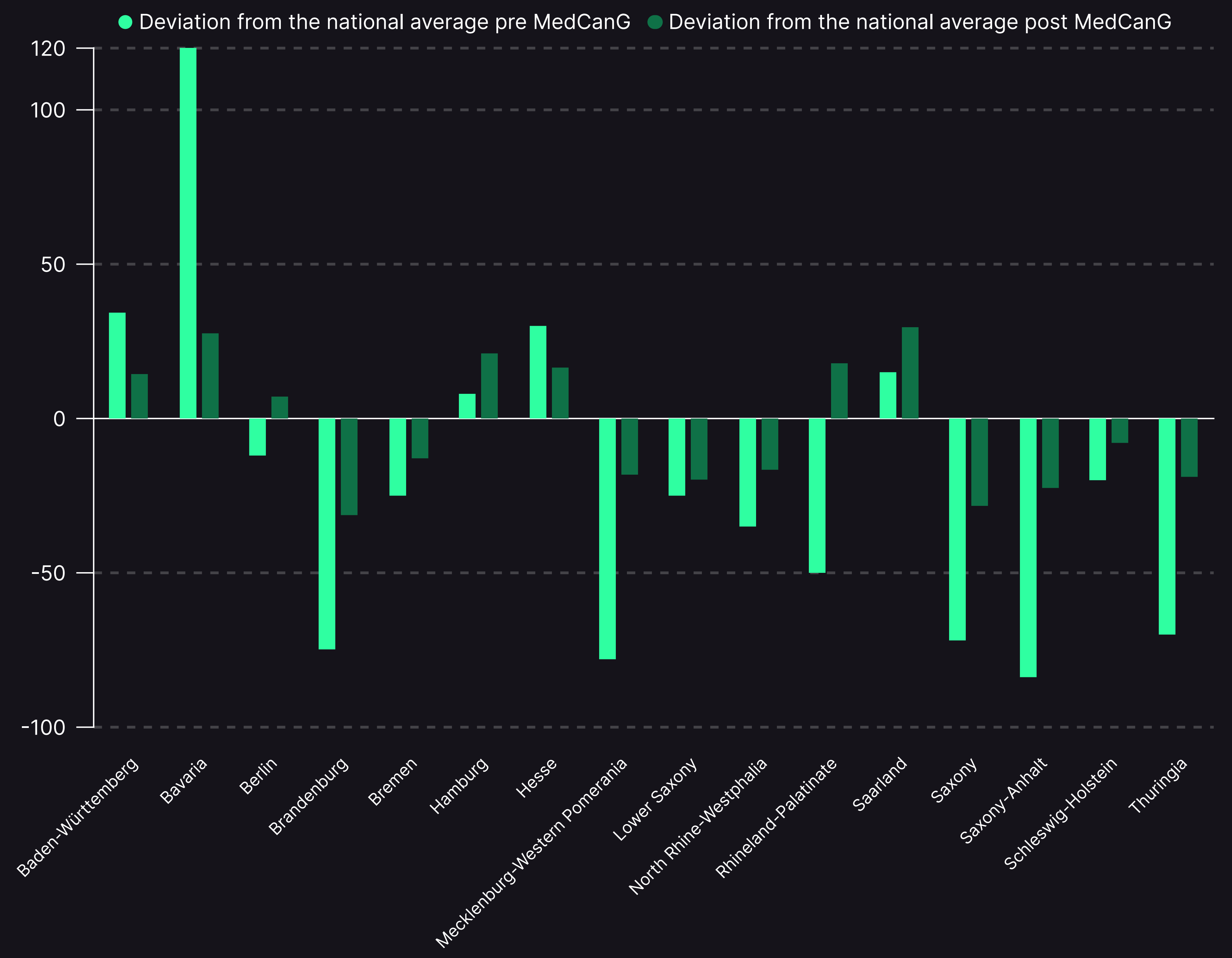
4

The share of medical cannabis patients has been converging nationwide since the removal from the BtMG

Despite the north-south divide, the relative number of medical cannabis patients in the individual federal states is converging. Before the removal of medical cannabis from the Narcotics Act, the discrepancy was significantly larger. In Bavaria, the share of medical cannabis patients before April 1, 2024, was 150.5% above the national average, and in Baden-Württemberg 34.3%. In eastern German federal states such as Brandenburg (-74.8%), Saxony (-71.9%), Saxony-Anhalt (-83.8%), or Thuringia (-70%), however, it was still significantly further below the average than it is today.

It is unlikely that indications for which therapy with medical cannabis is an option occur more or less frequently in individual federal states. The alignment of relative patient numbers is rather to be explained by a phase of normalization and increased use of telemedicine: Even in federal states with a low share of cannabis patients, more affected people are becoming aware that medical cannabis is now a conventional prescription drug and that digital therapy is fully accepted. A complementary explanation is that very few physicians in eastern German federal states prescribe medical cannabis, and the digitalization of therapy is therefore of particular importance for patients in these regions.

Graphic

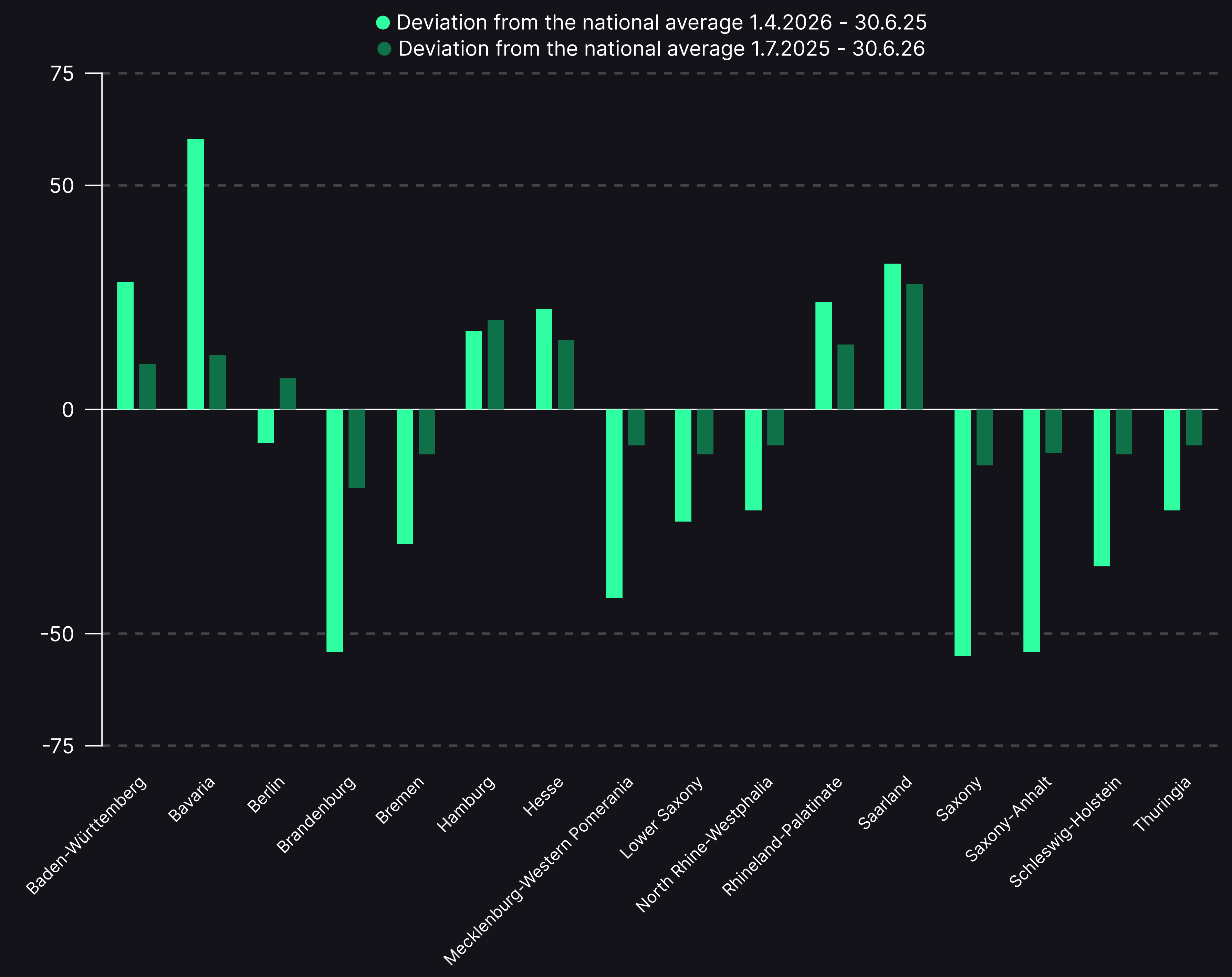


5

Normalization has continued to accelerate since July 2025

Normalization of the share of medical cannabis patients has continued over the last year, and the share of patients in the federal states has continued to converge significantly. This is illustrated by a comparison of the development in Bavaria and Saxony-Anhalt. In Bavaria, the share of medical cannabis patients in the population was highest at 150.5% before April 1, 2024. After removal from the BtMG until June 30, 2025, it was still 60.3% above the average. In the last year (July 2025 to June 2026), it was 12.1% above the national average. In Saxony-Anhalt, the development was the opposite: from -83.8% (before April 1, 2024), the share steadily converged. First to -54.1% (April 2024 - June 2025), and then to -9.7% (July 2025 - June 2026).

Graphic

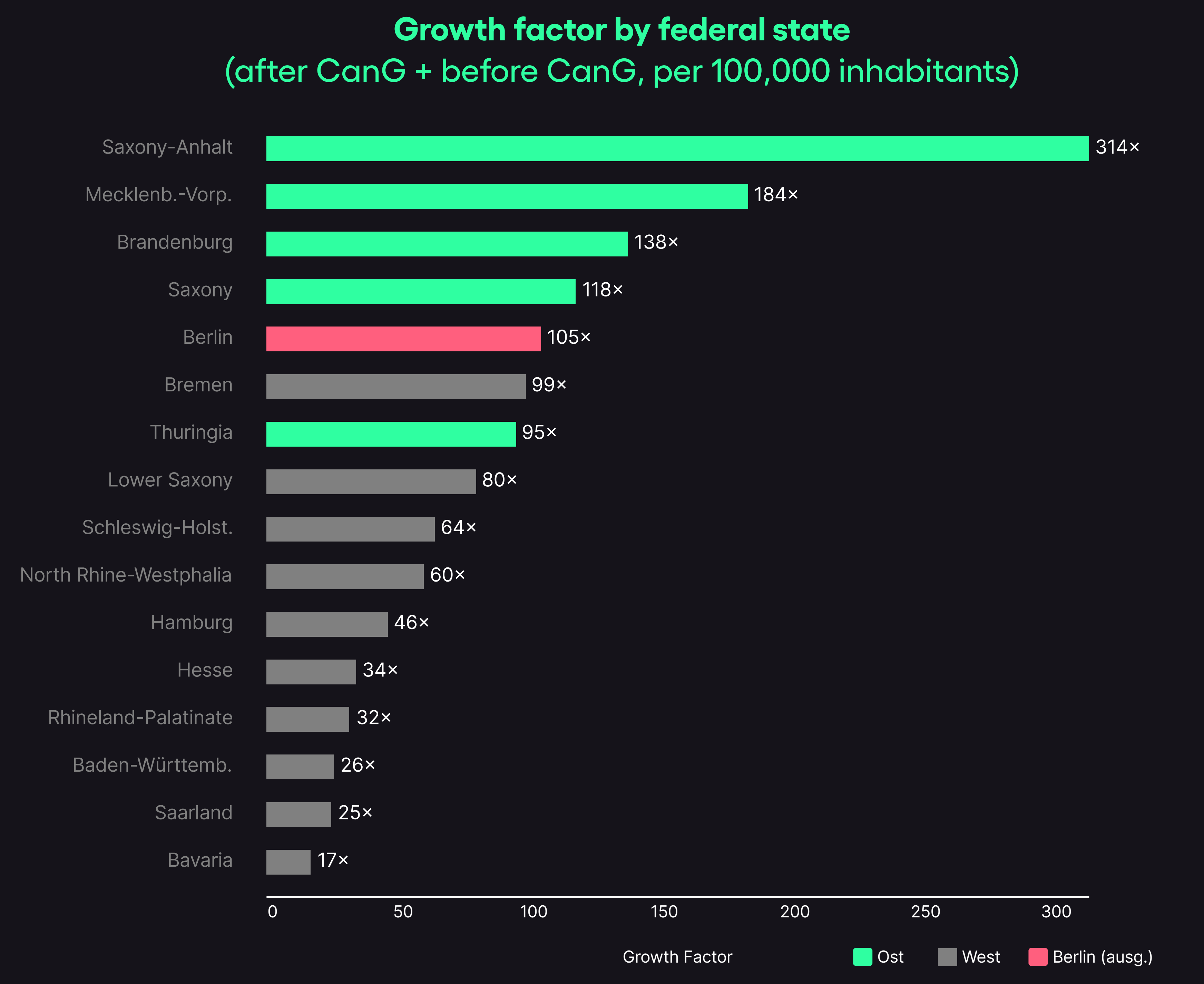


6

The number of medical cannabis patients is growing fastest in the eastern German federal states

The normalization of therapy access is also reflected in the growth figures since April 1, 2024: In the previously strongly underrepresented federal states, the number of cannabis patients has risen disproportionately: In Saxony-Anhalt, the growth factor compared to April 1, 2024, is 314, in Mecklenburg-Western Pomerania 184, and in Brandenburg 138. The growth factor describes how the share of medical cannabis patients per 100,000 inhabitants has developed.

Graphic



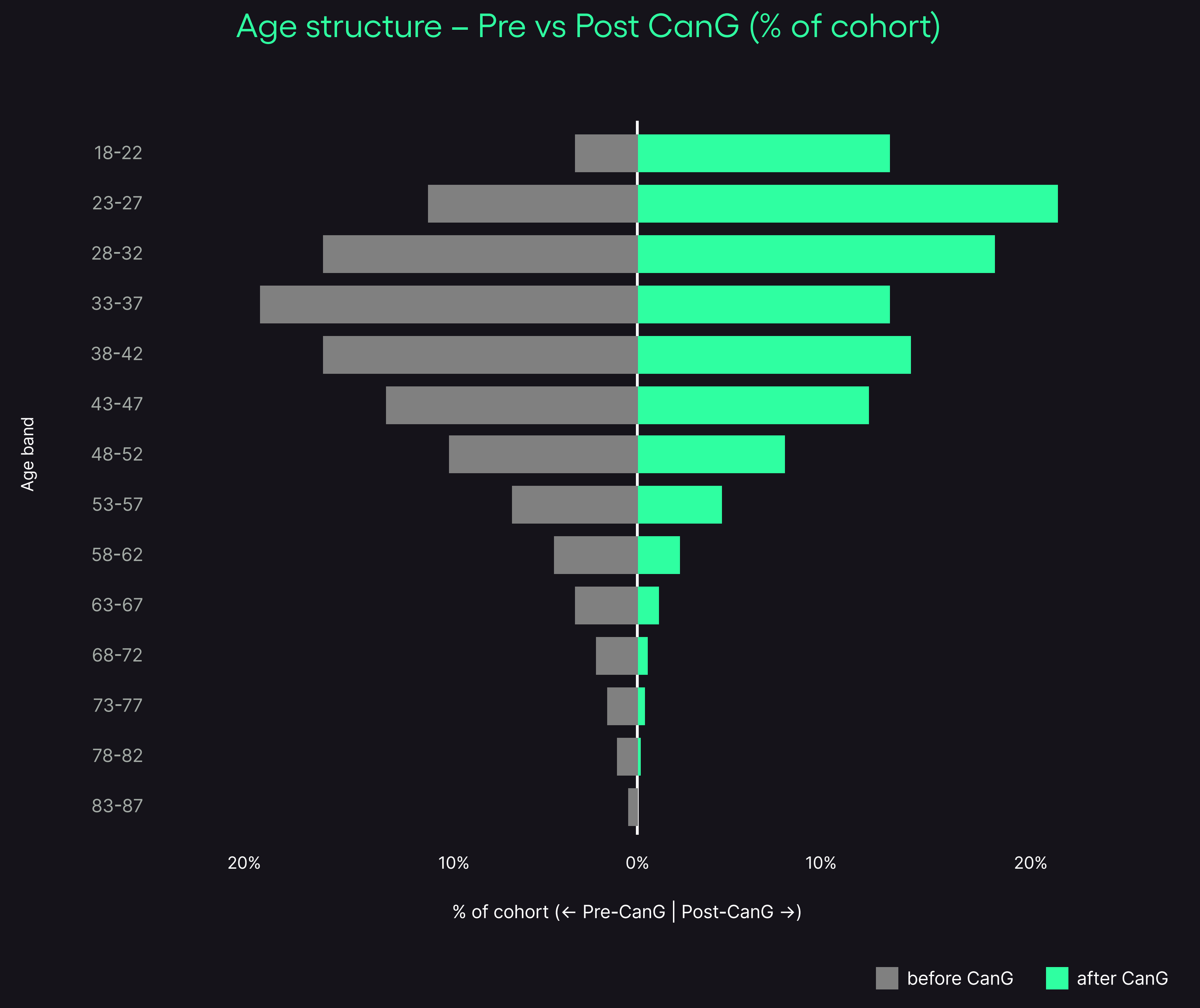
Graphic

7

The age of German cannabis patients

The most represented age group before the Medical Cannabis Act (MedCanG) came into force on April 1 was 33 to 37-year-olds (about a fifth of all patients). Since the MedCanG came into force, the average age has fallen slightly. The most represented age group is now 23 to 27-year-olds. Just over a fifth of all cannabis patients belong to this age group.

Since the removal from the BtMG, medical cannabis can be used for less long-term and serious illnesses. In addition, younger people are more open to digital care services and alternative therapy options. However, it can be assumed that the middle and older age groups will grow again in the coming months. Because in view of low side effects, chronically ill patients more frequently switch to medical cannabis and can thus in many cases significantly reduce the intake of other prescription drugs (see also Barometer Q1 2026). Another possible explanation is that younger people are generally more open to alternative therapy options than older people. Adolescents cannot access medical cannabis therapy through reputable platforms.



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Chapter 2

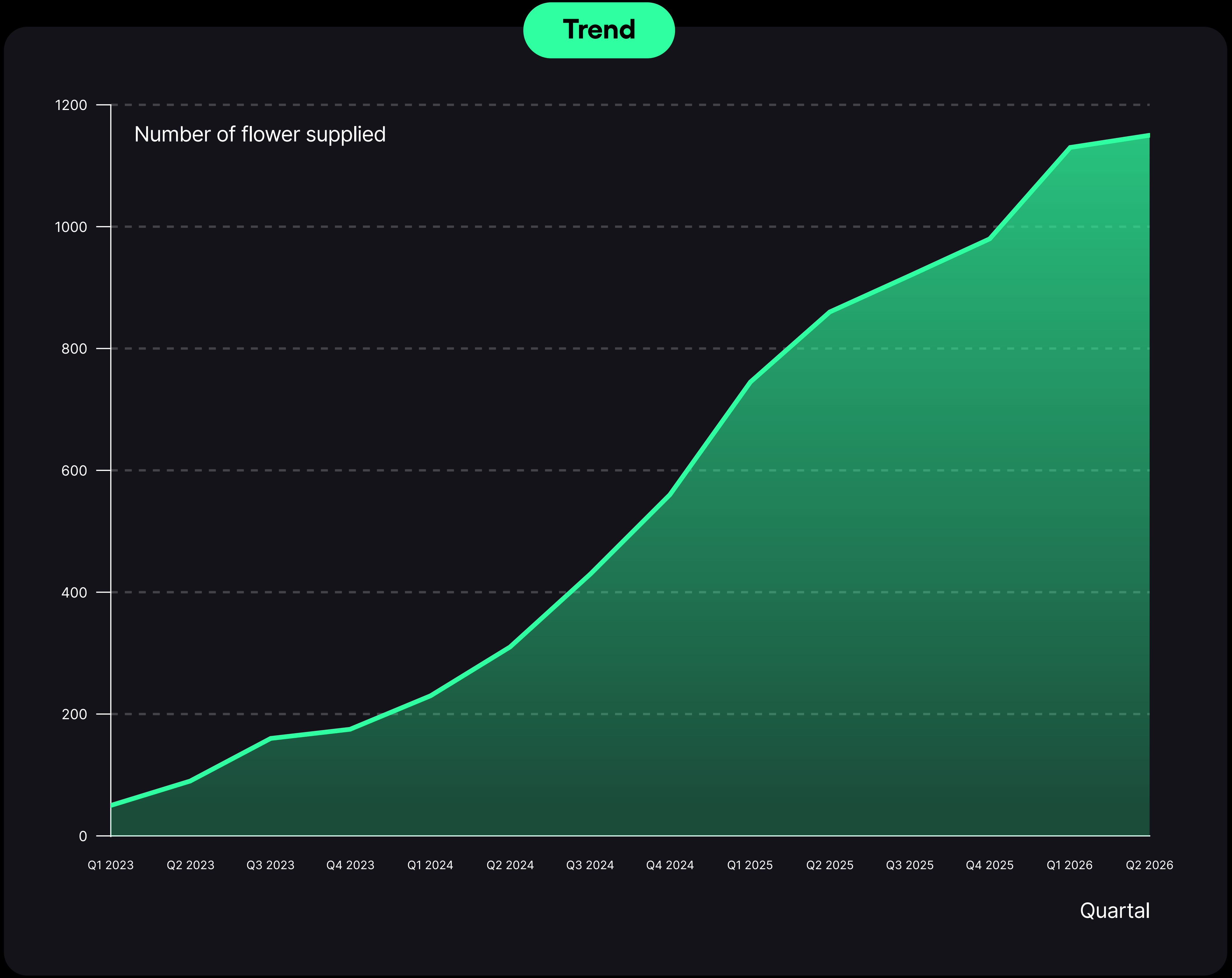
Trends in medical cannabis flowers Q2 2026

1

Variety of medical cannabis products

The number of different medical cannabis flowers in Germany continues to rise continuously. In the second quarter, the number of different products was 1,157. Medical cannabis flowers are now being cultivated for German patients not only in Europe and Canada, but also in Australia or in various countries in Asia, South America, or Africa.

This variety makes it difficult to redeem a prescription in a local pharmacy on site. Without mail order, pharmacies would too often have to open batches of medical cannabis flowers that they could not use up before the expiration of the best-before date. In such a scenario, patients would, if at all, only receive a fraction of the currently available varieties. Secure care would therefore be extremely endangered without digital shipping.



2

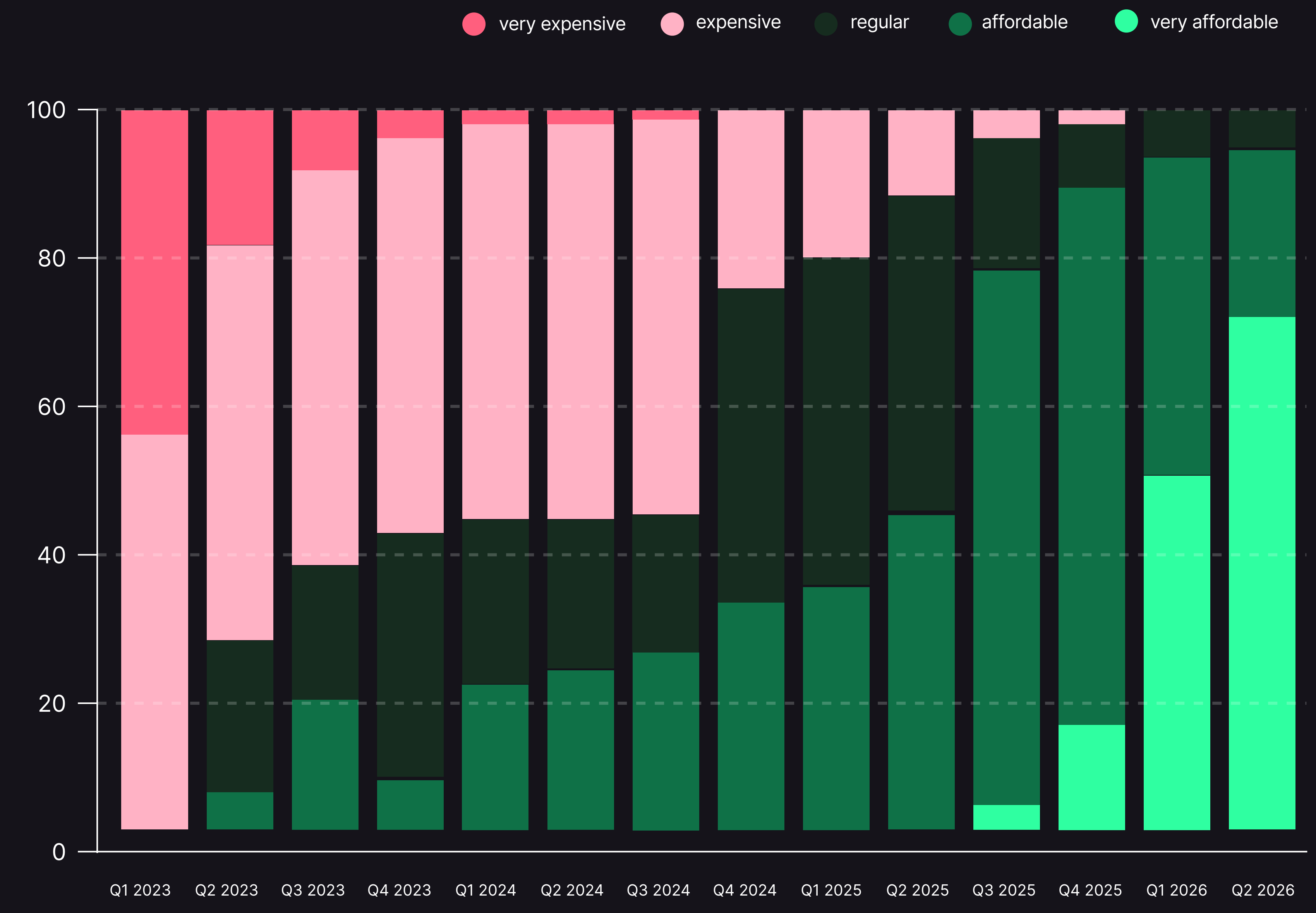
The share of very cheap flowers is almost 72%

In 2026, expensive and very expensive medical cannabis flowers with prices of more than €10 per gram have virtually disappeared from specialized German pharmacies. In return, we have been seeing a significant increase in very cheap flowers with prices below €4 per gram since the fourth quarter of 2025. In the fourth quarter of 2025, 13.5% of the supplied flowers still fell into this category. In the second quarter of 2026, it was 71.9%.

* Due to the sharply reduced prices since 2024, the categorization has been adjusted since the Q1 2026 report.

Trend

Price Categories – Supplied Flowers



< €4.00/g (Very affordable)
≥ €4.00 to < €7.00/g (Affordable)
≥ €7.00 to < €10.00/g (Regular)
≥ €10.00 to < €13.00/g (Expensive)
≥ €13.00/g (Very expensive)

3

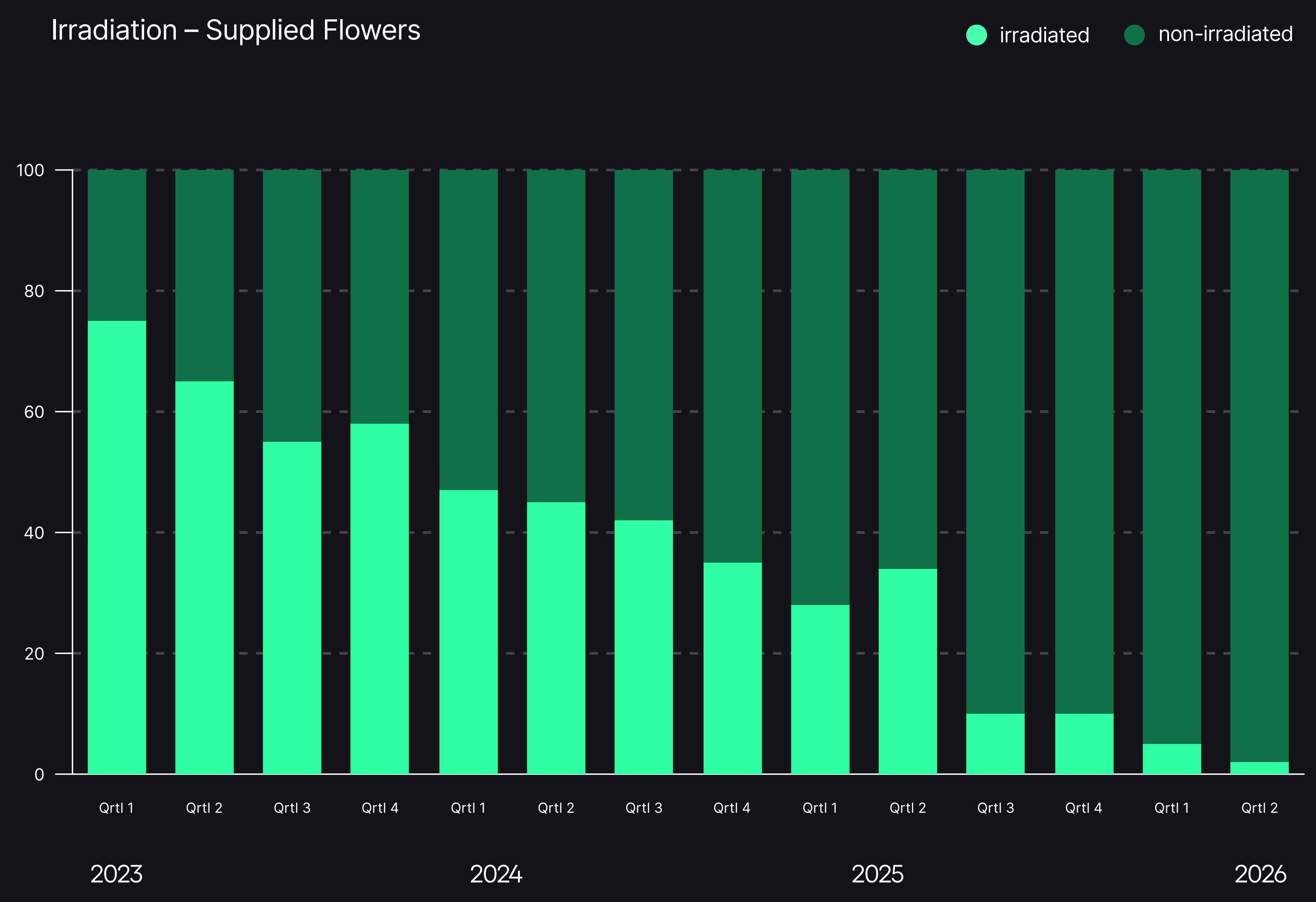
Average price drops to around €4

Already in the first quarter, price pressure along the supply chain of medical cannabis was the central topic for many producers and wholesalers. In the second quarter, the average price fell again by about €0.5 to around €4 per gram. The cheapest medical cannabis flowers supplied to patients were again around €2 per gram.

While price pressure puts margins for producers and wholesalers under pressure, patients benefit. As self-payers, they are particularly price-sensitive. Many of them rely on daily intake. The low prices prevent them from having to resort to less reliable self-medication with cannabis of inferior quality from the illegal market or from home cultivation due to financial constraints. This development also raises the current question of what costs statutory health insurance companies should reimburse for cannabis flowers. If costs were oriented toward such real market prices, the costs per gram of cannabis flower would be massively reduced compared to current reimbursement rates, and a complete cancellation of reimbursement might be avoidable.

Trend

Trend



4

Share of non-irradiated flowers reaches a record high

Irradiated flowers have almost disappeared from the market; non-irradiated flowers dominate. In the second quarter of 2025, their share was still 66.2%. One year later, 98.6% of the supplied flowers were not irradiated.

Market participants have oriented themselves toward the preferences of patients and physicians regarding sterilization and quality assurance. Beyond irradiation, reliable methods of quality assurance have been established.

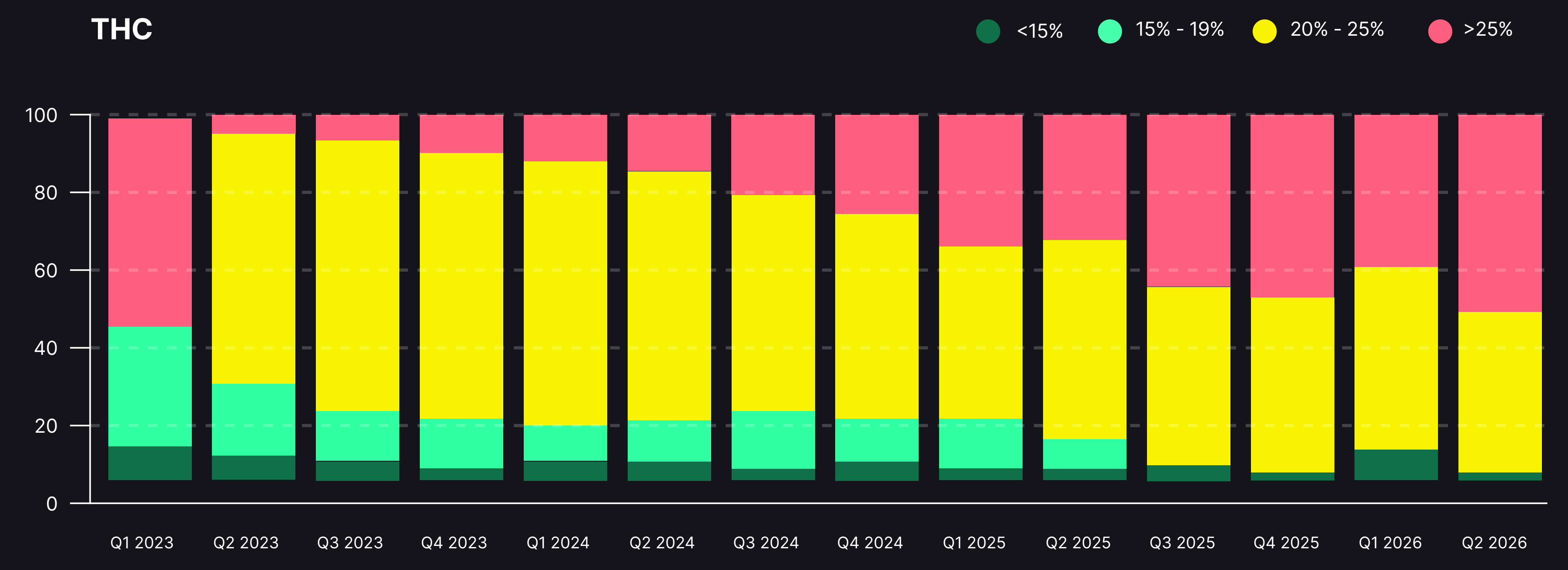
5

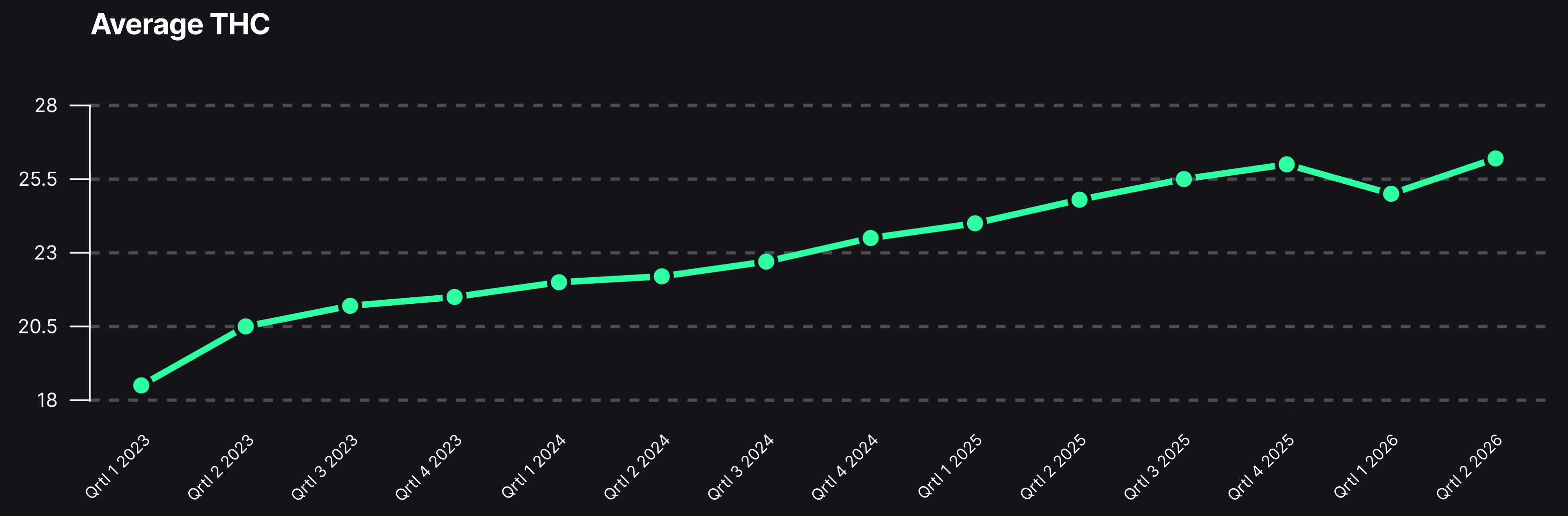
THC content

The average THC content is roughly at the level of the fourth quarter of 2025. Compared to the first quarter of 2026, the share of prescriptions for flowers with a THC content of 15-19.99% is falling.

Many patients began their therapy with lower THC levels and have continuously increased them over time. This also enables more cost-efficient therapy because, in some cases, a lower total quantity of cannabis flowers needs to be used.

Trend





6

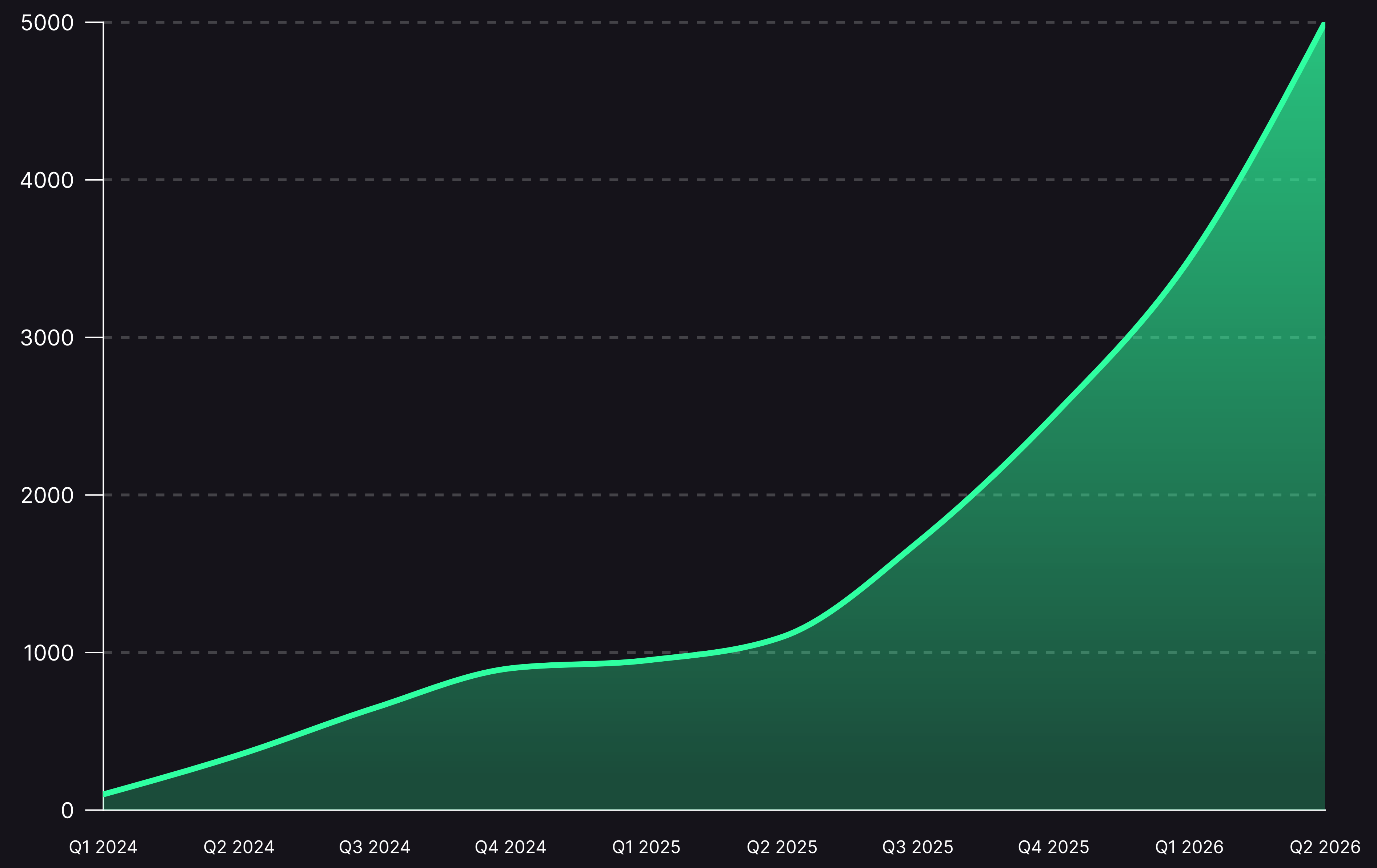
Number of prescribed quantities continues to rise in the second quarter

The number of quantities supplied also reached a new record in the second quarter of 2026 and is now almost 5,000% above the value from the first quarter of 2024 – the last before the removal of medical cannabis from the Narcotics Act (BtMG).

Germany is considered the country with the largest number of medical cannabis patients worldwide. Internationally, the model enjoys a role-model character. According to the Epidemiological Addiction Survey (ESA), more than a million cannabis patients have now found their way out of illegal self-medication into medically supervised therapy with safe pharmaceutical products from the pharmacy.

Trend

Relative Ordered Amount (in Grams) Growth respect to Q1 2024 Orders



7

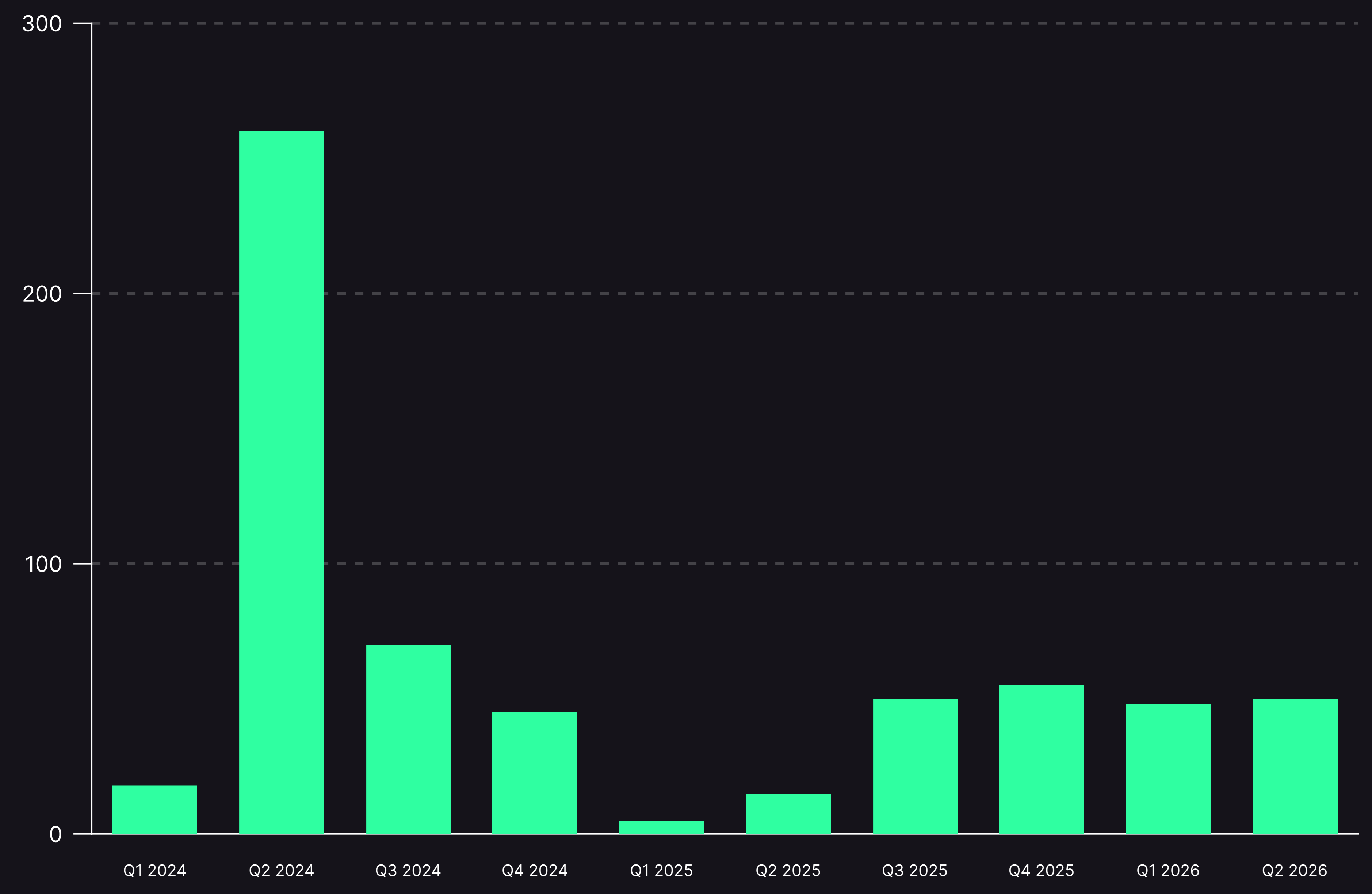
Number of quantities also rising in quarterly comparison

Since the third quarter of 2025, the number of prescribed quantities has increased by about 50% each quarter compared to the previous quarter.

In 2025, about 200 tons of medical cannabis were imported into Germany. According to estimates, this corresponds to about a quarter of the illegal market. Several explanations may apply to the continued increase in the number of quantities and patients: Firstly, information about legal digital access to medical cannabis therapy has reached further population groups that have previously provided for themselves illegally despite health complaints; secondly, patients are succeeding in substituting other prescription drugs with sometimes strong side effects (e.g., opioids, Ritalin) with medical cannabis; thirdly, positive testimonials also encourage patients without previous contact points with medical cannabis to start a therapy attempt.

Trend

Relative Ordered Amount (in Grams) Growth with respect to previous Quarter



Nachwort von Niklas Kouparanis

CO-FOUNDER AND CEO BLOOMWELL GROUP GMBH

In the summer of 2024, we published market data for the first time to counter rumors about alleged supply shortages with facts. Because just three months after the removal of medical cannabis from the Narcotics Act, prices for medical cannabis flowers fell again. We were to be proven right that this was a clear sign of secure supply. In the meantime, we have been publishing quarterly updates. Self-payers nowadays pay on average no longer nine euros, but only four euros. In contrast, GKV reimbursements remained unchanged at up to 19 euros per gram. Yet our report in the summer of 2024 should have already been a wake-up call for health insurance funds and players in the health system. Because this obvious price discrepancy had nothing to do with market-driven calculation anymore. We therefore sounded out health insurance companies as to whether they wanted to work with us in one form or another. The laconic answer: There was no perceived need for change and no basis for cooperation. We were also turned away by the current Federal Ministry of Health (BMG). But a lot is now changing:

Due to the upcoming austerity law, GKV patients will in the future no longer be reimbursed for cannabis flowers at all. Yet, an early adjustment of the price regulation to market development could have maintained a sustainable therapy option cost-effectively. Instead, chronically ill patients with established medication are now being left out in the cold. Anyone who is really concerned about savings, not about defaming medical cannabis flowers, must rethink radically: Innovation and telemedicine must not be perceived as opponents in the health system, but as reliable partners. And medical cannabis flowers, when priced correctly, are also a comparatively cheap therapy from an economic perspective – ironically, this is one of the main reasons why self-payers prefer flowers to extracts. Our offer for serious medical pilot projects and a constructive dialogue remains standing. We hope to find open ears this time.

Methodology

For the report, Bloomwell took into account anonymized datasets of cannabis patients in the six-figure range and prescriptions in the seven-figure range. For the regional distribution of patients, the center point of postal codes without personal reference as well as all addresses of the specialized pharmacies were taken into account – a total of 271 – in which patients have redeemed a prescription issued via Bloomwell since September 2020. The data for June 2026 are extrapolated and may deviate slightly at a later date. All considered prescriptions were redeemed by self-paying patients via the online platform Bloomwell at German partner pharmacies

About Bloomwell

Based in Frankfurt, the Bloomwell Group is one of Europe’s leading medical cannabis companies. Founded in 2020, it has developed into a central hub within a new cannabis ecosystem that covers the entire value chain – excluding cultivation. Through innovation and the digitalization of the entire therapy process, the Bloomwell Group ensures effective and reliable access to medical cannabis for patients and contributes to the destigmatization of cannabis in medicine through data-driven research activities based on real-world data. The Bloomwell Group is a European pioneer in the development of telemedicine services, digital payment integrations, and tailored e-prescription solutions for medical cannabis. Today, it provides more than 100.000 of cannabis patients, pharmacies, physicians, and wholesalers with a central digital infrastructure every month. Upon request, patients can receive an individual e-prescription via the Bloomwell platform, complete with a qualified remote signature by D-Trust, a company of the German Federal Printing Office (Bundesdruckerei).

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Contact

Bloomwell GmbH
Hamburger Allee 14, Frankfurt am Main

www.bloomwell.de
info@bloomwell.de