



CAPEX AND EQUIPMENT FINANCING FOR U.S. CANNABIS OPERATORS

COMPANY PRESENTATION
April 2021

CSE: XSF
OTCQB: XSHLF

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Certain statements made within this Presentation constitute forward-looking statements and forward looking information within the meaning of applicable Canadian and United States securities legislation (collectively herein referred to as "forward-looking information"), which can often be identified by words such as "will", "may", "estimate", "expect", "plan", "project", "intend", "anticipate" and other words indicating that the statements are forward-looking, and include but are not limited to statements relating to the success of the Company's existing and future business strategies and implementation, any resulting growth in the Company's operations or financial performance as a result of such strategies and implementation, trends in the Company's business or the cannabis industry, the Company's leasing capacities and the availability of funding. Such forward-looking statements are expectations only and are subject to known and unknown risks, uncertainties and other important factors, including, but not limited to, risk factors included in this Presentation, that could cause the actual results, performance or achievements of the Company or industry results to differ materially from any future results, performance or achievements implied by such forward-looking statements. Such risks and uncertainties include, among others, dependence on obtaining and maintaining regulatory approvals, including acquiring and renewing state, local or other licenses; the uncertainty of existing protection from United States federal or other prosecution; regulatory or political change such as changes in applicable laws and regulations, including United States state-law legalization, due to inconsistent public opinion, perception of the medical-use and adult-use cannabis industry, bureaucratic delays or inefficiencies or any other reasons; any other factors or developments which may hinder market growth; reliance on management; the effect of capital market conditions and other factors on capital availability; competition, including from more established or better financed competitors; and the need to secure and maintain corporate alliances and partnerships, including with customers and suppliers. These factors should be considered carefully and readers are cautioned not to place undue reliance on such forward-looking statements.

These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. In addition, even if the outcome and financial effects of the plans and events described herein are consistent with the forward-looking statements contained in this Presentation, those results or developments may not be indicative of results or developments in subsequent periods. Although the Company has attempted to identify important risks and factors that could cause actual actions, events or results to differ materially from those described in forward-looking statements, there may be other factors and risks that cause actions, events or results not to be as anticipated, estimated or intended. Forward-looking information contained in this presentation is based on the Company's current estimates, expectations and projections, which the Company believes are reasonable as of the current date. The Company can give no assurance that these estimates, expectations and projections will prove to have been correct.

Prospective investors should not place undue reliance on forward-looking statements, which are based on the information available as of the date of this Presentation. Forward-looking statements contained in this document are made of the date of this Presentation and, except as required by applicable law, the Company assumes no obligation to update or revise them to reflect new events or circumstances. Historical statements contained in this document regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. In this regard, certain financial information contained herein has been extracted from, or based upon, information available in the public domain and/or provided by the Company. In particular, historical results should not be taken as a representation that such trends will be replicated in the future. No statement in this document is intended to be nor may be construed as a profit forecast.

An investment in the Company is speculative and involves substantial risk and is only suitable for investors that understand the potential consequences and are able to bear the risk of losing their entire investment. Investors should consider the following risks, in addition to many others, and consult with their own legal, tax and financial advisors with respect to all such risks before making an investment.

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To the extent any forward-looking information in this Presentation constitutes "future-oriented financial information" or "financial outlooks" within the meaning of applicable Canadian securities laws, such information is being provided to demonstrate the anticipated market penetration and the reader is cautioned that this information may not be appropriate for any other purpose and the reader should not place undue reliance on such future-oriented financial information and financial outlooks. Future-oriented financial information and financial outlooks, as with forward-looking statements generally, are, without limitation, based on the assumptions and subject to the risks set out above under the heading "Cautionary Note Regarding Forward-Looking Information and Forward-Looking Statements". The Company's actual financial position and results of operations may differ materially from management's current expectations and, as a result, the Company's revenue and expenses may differ materially from the revenue and expenses profiles provided in this Presentation. Such information is presented for illustrative purposes only and may not be an indication of the Company's actual financial position or results of operations.

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The financial statements of XS are prepared in accordance with International Financial Reporting Standards ("IFRS"), as issued by the International Accounting Standards Board, which differs from U.S. generally accepted accounting principles ("U.S. GAAP"). Accordingly, the financial statements and other financial information of XS referenced in this presentation or in any of the public filings of XS may not be comparable to financial statements or other financial information of United States companies prepared in accordance with U.S. GAAP. Without limiting the generality of the foregoing, readers are cautioned that IFRS accounting methods can vary significantly from those of U.S. GAAP including, without limitation, with respect to the presentation of earnings and lease accounting methods.

USE OF NON-IFRS MEASURES:

This Presentation refers to EBITDA and EBITDA margin because certain readers may use this information to assess the Company's performance and also determine the Company's ability to generate cash flow. XS believes EBITDA, which it defines as earnings before interest, taxes, depreciation and amortization, is one indicator of the Company's financial performance and uses it as a proxy for the earning potential of the business. EBITDA is an economic measure that reflects the reduction for the cost of debt capital and the tax effects by adding back interest and taxes to earnings. EBITDA margin is EBITDA as a percentage of revenue. This data is furnished to provide additional information and is a non-IFRS measure and does not have any standardized meaning prescribed by IFRS. It should not be considered in isolation as a substitute for measures of performance prepared in accordance with IFRS and is not necessarily indicative of operating costs presented under IFRS.

THIRD PARTY INFORMATION:

This Presentation includes market and industry data which was obtained from various publicly available sources and other sources believed by the Company to be true. Although the Company believes it to be reliable, the Company has not independently verified any of the data from third-party sources referred to in this Presentation or analyzed or verified the underlying reports relied upon or referred to by such sources, or ascertained the underlying assumptions relied upon by such sources. The Company does not make any representation as to the accuracy of such information.

TAXATION

Readers should be aware that the purchase of securities of the Company may have tax consequences both in Canada and the United States. Each prospective investor is strongly encouraged to consult its own tax advisor concerning any purchase of securities of the Company and the holding and disposition of any such securities. This Presentation does not address the tax consequences of the purchase, ownership or disposition of any such securities.

CANNABIS-RELATED ACTIVITIES ARE ILLEGAL UNDER U.S. FEDERAL LAWS

The U.S. Federal Controlled Substances Act classifies "marijuana" as a Schedule I drug. Accordingly, cannabis-related activities, including without limitation, the cultivation, manufacture, importation, possession, use or distribution of cannabis and cannabis products are illegal under U.S. federal law. These current laws and any amendments thereto could have a material adverse impact on the Company as a result of its operations in the cannabis industry. Prospective investors should carefully consider the risk factors described under "Risk Factors" in this Presentation and the continuous disclosure filings of the Company before investing directly or indirectly in the Company and purchasing the securities described herein.

ALL INFORMATION IS PRESENTED IN US DOLLARS UNLESS OTHERWISE NOTED.

XS HIGHLIGHTS



Founded in 2017, XSF specializes in providing equipment leasing solutions in the United States to cannabis companies including cultivators, processors, manufacturers and testing laboratories

PORTFOLIO SNAPSHOT²

1	Closed \$10.5M Equity Unit Financing on March 3rd, 2021	57.3% Portfolio Lease-to-Value ³	46 Months Average Lease Length
2	Revenue Generating Contracts Already In Place – 301% Growth in Monthly Recurring Payments¹	\$315,213 Monthly Recurring Payments	\$13,112,595 Gross Receivables ⁴
3	Vendor Partnerships with 150+ Well-Known Original Equipment Manufacturers (“OEMs”)	\$17,622,834 Total Lease Commitments	\$6,114,760 Total Undrawn Commitments
4	Strategic Partnership with KushCo. (OTC: KSHB) Provides Marketing and Sales Support	\$1,710,702 Average Lease Size by Customer	13 States Geographic Diversity

¹ 1 year period from March 2020 – March 2021

² As of 4/2021, inclusive of leases commencing in May

³ Outstanding lease exposure to depreciated value of equipment as of 4/2021

⁴ Sum of all remaining customer payments due to XS as of 4/2021

CUSTOMER BASE¹



XS serves some of the industry's largest companies, including top-tier Multi-State Operators ("MSOs") and Single-State Operators ("SSOs")

COMPANY	LEASE TYPE	LEASE START	# OF STATES	ORIGINAL COMMITMENT	LEASE SIZE (AMOUNT DRAWN)	REMAINING UNDRAWN COMMITMENT
 (CSE: CCHW)	Lease Facility	11/2020	18	\$5,000,000	\$4,170,485	\$829,520
	Lease Facility	9/2020	4	\$4,300,000	\$2,291,120	\$2,008,880
	Lease Facility	9/2020	1	\$4,000,000	\$755,280	\$3,244,720
	Lease Facility	5/2020	5	\$3,389,980	\$3,358,341	\$31,640
 (OTCQB: AGEE.F)	Sale-leaseback	1/2020	3 & International	\$600,000	\$600,000	\$0
	Lease	3/2021	1	\$258,119	\$258,119	\$0
	Lease	11/2019	2	\$74,735	\$74,735	\$0
TOTAL				\$17,622,834	\$11,508,080	\$6,114,760

¹ As of 4/2021, inclusive of leases commencing in May

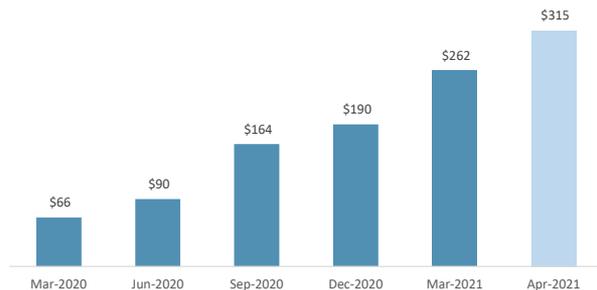
KEY FINANCIAL HIGHLIGHTS¹



Our performance has improved through the quality and size of our lease transactions

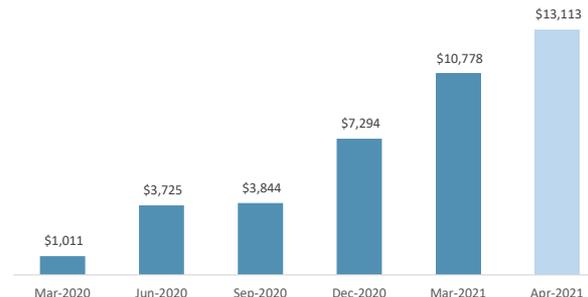
MONTHLY RECURRING PAYMENTS

(\$ in Thousands)



GROSS RECEIVABLES

(\$ in Thousands)

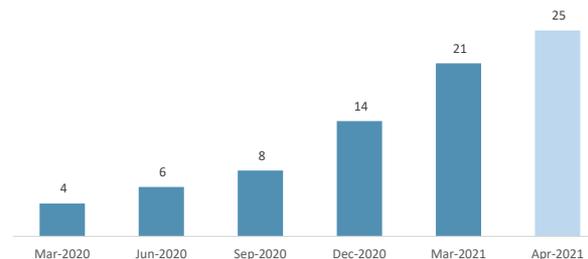


CUMULATIVE FUNDED LEASES

(\$ in Thousands)



ACTIVE LEASE SCHEDULES

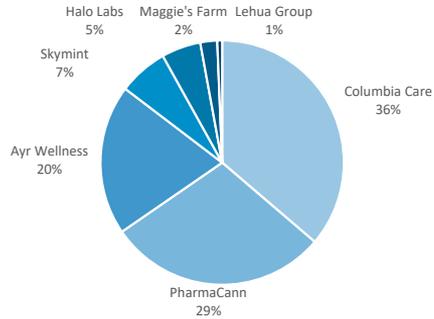


¹ As of 4/2021, inclusive of leases commencing in May

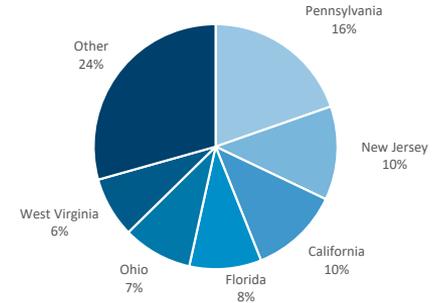
PORTFOLIO SNAPSHOT¹



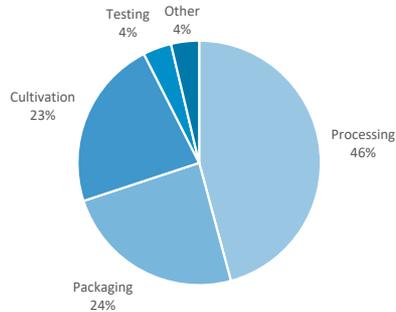
LEASE BY CUSTOMER



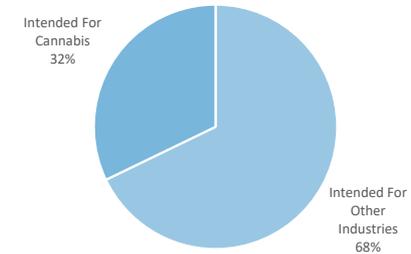
NET EQUIPMENT VALUE BY STATE



NET EQUIPMENT VALUE² BY TYPE



NET EQUIPMENT VALUE BY USAGE



¹ As of 4/2021, inclusive of leases commencing in May

² Net Equipment Value calculated as original purchase price less straight line 6-year amortization

RECENT EVENTS



XS has made significant progress over the prior 90 days



CLOSED \$5M COLUMBIA CARE LEASE FACILITY, \$1.5M DRAW DOWN

XS FINANCIAL

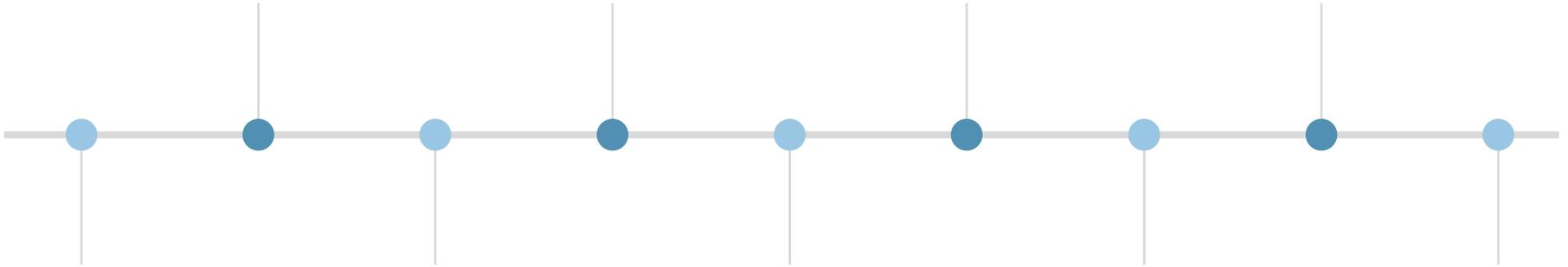
CLOSED \$1.0M SYNDICATION WITH KADENS FAMILY OFFICE



CLOSED \$258K LEASE WITH MAGGIE'S FARM

ayr

CLOSED \$1.1M LEASE WITH AYR WELLNESS



CLOSED \$4M SKYMINT LEASE FACILITY

FDIC INSURED BANK

CLOSED \$2M REVOLVING LINE WITH BANK



CLOSED 2nd TRANCHE \$1.7M DRAW DOWN FOR COLUMBIA CARE

XS FINANCIAL

CLOSED \$10.5M PRIVATE PLACEMENT OF EQUITY UNITS



CLOSED 3rd TRANCHE \$1.0M DRAW DOWN FOR COLUMBIA CARE

+150 PREFERRED VENDOR OEMS



Our relationships with OEMs allow for discounted rates, lead generation, and reduced technology risk

Partners With OEMs Serving the Industry

XS established the Preferred Vendor Program to provide point of sale leasing solutions for customers



Pre-assessment of OEMs

The XS in-house technical team assesses the OEMs service agreements, type and duration of warranty coverage and ensures that frequently replaced parts are readily available



Mitigate Technology Risk

XS has clear visibility on manufacturers serving the industry which helps to mitigate technology risk



Preferential Pricing

Exclusive volume and purchasing discounts available only to XS
Financial further drives margin and returns



And many more...

XS PRODUCT OFFERING



XS Financial provides flexible leasing options to its customers

LEASING PRODUCT	MINIMUM SIZE	ADVANCE RATE	LEASE APR % ¹	LENGTH	TARGET RETURN ²
<p>Lease Facility</p> <p>XS provides growing multi-state operators (MSOs) and market leading single state operators (SSOs) with pre-approved equipment lease facilities. This product is a feature of our customer acquisition strategy and is particularly well suited for the largest and fastest growing companies in the industry. We offer pre-approved funding limits, for a set time period, that are drawn in multiple lease schedules on pro-rata terms. Our intention is to 'grow with our customers' through numerous facilities, each with an updated credit underwriting.</p>	\$1M	Up to 80% of Cost	11%-18%	36-48 Months	> 20% IRR
<p>Lease</p> <p>XS provides best in class companies with an equipment lease for a one-time purchase of a single piece or numerous pieces of equipment.</p>	\$250K	Up to 80% of Cost	11%-18%	36-48 Months	> 20% IRR
<p>Sale-Leaseback</p> <p>In select cases, XS will offer sale-leaseback financing to top tier companies looking to unlock invested capital from prior equipment purchases.</p>	\$250K	Up to 60% of NOLV ³	25%+	12-36 Months	> 25% IRR

¹ Includes origination fee and end of term buyout

² Gross unlevered IRR

³ NOLV – Net Orderly Liquidation Value

TOTAL ADDRESSABLE MARKET (T.A.M.)



The U.S. cannabis market continues to grow at a rapid pace as markets expand and new states legalize

(\$ in Millions)	2021	2022	2023	2024	2025		
# of Legal Cannabis States	38	41	44	47	50		7 Current # of XS Customers
# of Targets per State	8	10	13	17	22		304 Total Target Customers ¹
Estimated Lease Facility/Target	\$3.0	\$3.0	\$3.0	\$3.0	\$3.0		
Total Leasing Facility/Year	\$912	\$1,230	\$1,716	\$2,397	\$3,300		2.3% Penetration Rate

¹# of Legal Cannabis States multiplied by # of Target Companies per State in 2021

THE XS TEAM



Our team is highly knowledgeable in finance, equipment technology, and the regulatory framework

DAVID KIVITZ CEO & Director

Co-Founder and Managing Partner of the Alta Verde Group ("AVG"), which acquired and successfully developed a large portfolio of distressed residential lots resulting from the housing crash. AVG was awarded the #3 Fastest Growing Private Company in 2015 by the LA Business Journal.

Previously Investment Analyst at Hamilton Lane Advisors (NASDAQ: HLNE) and CapitalSource.

ANTONY RADBOD COO & Director

Co-founder and lead investor of Nobody Media, a leader in digital content, strategy and behavioral targeting, whose clients included AARP, Boeing (NYSE: BA), and Ducati.

Previously founder of Pollen Partners, a B2B SaaS venture capital firm.

NELSON LAMB, CPA, CA CFO

Chief Financial Officer of Organic Garage (TSX-V:OG) and CFO Consultant at PubCo Reporting Solutions. Previously Vice-President and Senior Equity Research Analyst roles at leading Canadian, non-bank dealer. Diverse public company executive experience and in-depth IFRS and US GAAP corporate accounting specialist.

Previously Senior Associate at PricewaterhouseCoopers (PwC).

Our Board of Directors provide industry expertise, governance and finance support to our management team

GARY HERMAN Independent Director

Fund manager, Strategic Turnaround Equity Partners and affiliates. Previously, Abacoa Capital Master Fund, Ltd. Registered with Arcadia Securities, LLC.

STEPHEN CHRISTOFFERSEN Independent Director

Chief Financial Officer for KushCo Holdings (OTC:KSHB), evaluates strategic acquisitions and fundraising initiatives

JIM BATES Director of Credit & Risk

An equipment and leasing professional with over 30 years of managing credit risk.

Previously Credit Manager for Meridian, Whitney Bank, SunTrust Equipment (NYSE: STI), AIG Equipment Finance (NYSE: AIG), Transamerica Equipment Finance, NationsCredit, CAT Financial (NYSE: CAT), and more.

KENNETH SENTER, CLFP Director of Client Services

A Certified Lease and Finance Professional (CLFP) with over 25 years of management experience.

Previously Director for Innovation Finance, Vice President for First American Equipment Finance and owner of Corporate Finance Management, an equipment lease and finance consulting group.

JUSTIN VUONG VP of Corporate Development

A finance professional with over 6 years of experience capital raising, M&A, and investing.

Previously an investment banking associate on the Consumer investment banking group at Roth Capital Partners where he completed transactions for companies in the cannabis space including Tilray (TRLY), HEXO (HEXO), and Reed's (REED).

TREVOR KROSS VP of Procurement

A research and pharmaceutical professional with over 5 years of cannabis experience managing and procuring equipment for both analytical and extraction labs.

Previously Inventory Control Manager for KB Labs and Extraction Lab Lead for Tryke Companies.

KushCo (OTC: KSHB) Partnership & Ownership Position¹



The industry's largest ancillary service provider

STRATEGIC PARTNERSHIP TO DEVELOP BUSINESS OPPORTUNITIES

- Sales and marketing support including cross promotion and marketing
- Access to over 5,000 cannabis brands including the Nation's largest MSOs and SSOs
- KushCo & XS Founders² control approx. 30.1% of XS

¹ Refer to Strategic Partnership and Cooperation Agreement with KushCo Holdings Inc. as announced on 1/30/2020

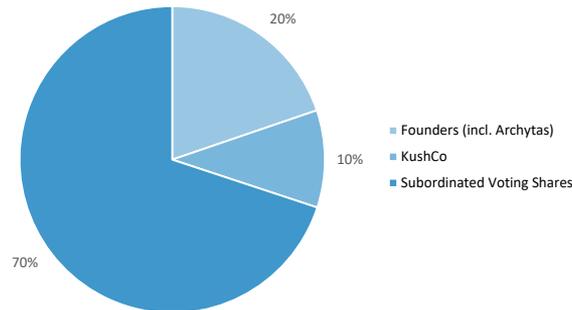
² See slide 13 for a breakdown of share structure and ownership

MARKET CAPITALIZATION & SHARE STRUCTURE



XS CAPITAL STRUCTURE (4/2021)¹

Common Shares Outstanding (Subordinate Voting Shares)	72,325,183
XS Founders² (Proportionate Voting Shares - Lock-Up Period Thru Sep '22)	20,469,462
KushCo (Proportionate Voting Shares)	10,600,300
Common Shares Outstanding	103,394,945



MARKET CAPITALIZATION

C\$31.0 Million

SHARE PRICE

April 6, 2021

C\$0.30

(52 week High: \$0.54
Low: \$0.10)

¹ Assumes conversion of Proportionate Voting Shares into Common Shares

² Includes SVS shares ownership



XS FINANCIAL
EQUIPMENT LEASING

ADDRESS

**1901 Avenue of the Stars,
Suite 120
Los Angeles, CA 90067**

XSFinancial.com

EMAIL

IR@xsfinancial.com