



### WHO WE ARE

XS Financial is an independent leasing company focused on **funding mission critical capex for middle-market businesses**. Backed by **Axar Capital Management and Mavik Capital Management**, XS is dedicated to delivering capital at scale to complex credits and industries across the US.

Founded in 2017, XSF has emerged as the largest equipment lessor to US based cannabis companies. As of 2024, we've expanded our offerings to serve other similarly underserved credit profiles. Our nimble and tenured team includes of Jim Bates (Director of Credit and Risk), Michelle Bruno (Business Development Manager), Justin Hijeck (Credit Manager), and Jenna McRae (Credit Analyst) , all who possess extensive experience in the non-cannabis equipment finance industry including **25+ years buying and selling transactions in the capital markets segment**.

### XS VALUE PROPOSITION

- Foster long term partnership with Capital Markets teams across the equipment lending industry to be a **reliable buy-side partner**.
- **Streamlined and transparent approval process** to meet our clients and partners capital needs .
- Client centric approach with a commitment to being a **long-term, scalable resource**.

### BUYDESK PARAMETERS

- Middle market, S&P Equivalent Companies B to CCC (or their equivalent if not rated)
- Time in Business- 5+ years
- US Based Corporate Obligors with  $\geq$  \$50MM+ Revenue
- Public or private companies

### TRANSACTION SIZE

- \$5MM - \$20MM
- Will consider larger based on credit profile

### STRUCTURES

- Debt only
- Capital Leases
- Loans/EFAs
- Debt Strip of Operating Leases

### TERMS & RATES

- 36 - 120 months
- Term/amortization based upon useful life of the equipment
- Advance rates up to 100%

### INDUSTRIES

- Industry agnostic with a focus on mid-ticket, hard collateral
- Will consider mining, energy, brown-water marine, firearms etc.  
*Will not do OTR titled Vehicles*



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