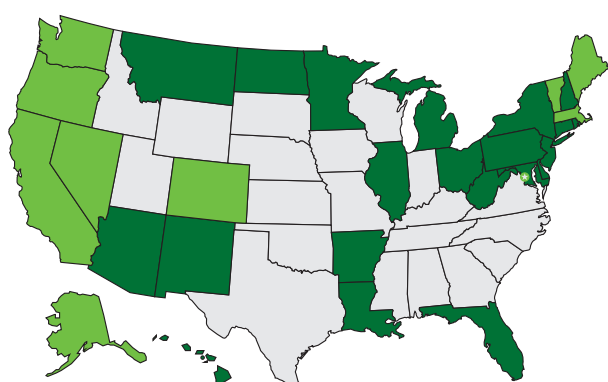


BANKING ON POT



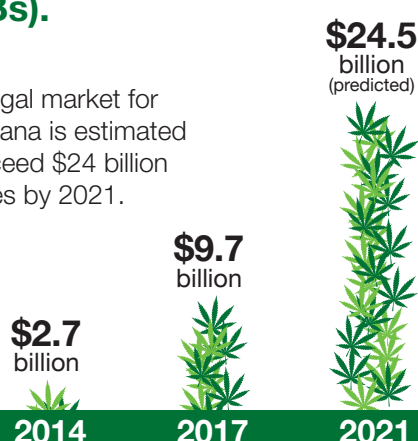
As states across the US legalize marijuana for both medicinal and recreational purposes, it has fueled a growing industry of marijuana related businesses (MRBs).



Legal medical marijuana
30 states + DC

Legal medical and recreational use
9 states + DC

The legal market for marijuana is estimated to exceed \$24 billion in sales by 2021.

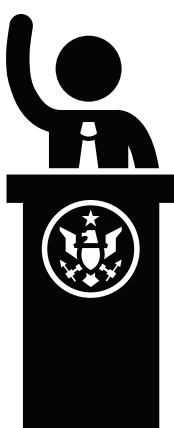


Yet financial institutions and the availability of financial services are not keeping up.



...but **fewer than 400** were servicing MRBs in 2017.

That's because marijuana is considered a controlled substance and is **ILLEGAL** in the eyes of the Federal government.



Cannabis is a Schedule 1 drug!



The conflict in federal and state laws has made it difficult for MRBs to access the banking system. As a result, cash is king.



Running a cash business adds risk and complications

- Money laundering
- Regulatory compliance
- Theft/loss
- Safety issues
- Logistical nightmare

70% of "plant touching" businesses and

49% of ancillary cannabis companies lack bank accounts.

Banks in states where marijuana is legal are caught in the middle.

Until further legislation or guidance is available, financial institutions must step up compliance.

Banks that wish to service MRBs

Banks that do not wish to service MRBs

Need to know MRB risk in their database

Price & monitor appropriately

Execute against policy

Know your risk with SBS' new MRB list offering, which includes Dow Jones and MRB Monitor list options.

SBS' List Management

- Gain insight into MRB customers
- Identify and mitigate risk
- Guide policy decisions
- Improve CDD
- Strengthen compliance

www.safe-banking.com

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