

## **IBS, N.A. Enters U.S. CRE Market as Principal Buyer**



### **CORPORATE FINANCE FOR GROWTH & MATURE COMPANIES**

*IBS Investment Bank offers institutional investors a distinctive array of qualified investment opportunities through its origination arm Institutional Banking Services, N.A. CORP.*

**FORT LAUDERDALE, Fla., Feb. 2015**— Fort Lauderdale-based private equity firm IBS Investment Bank a division of Institutional Banking Services, N.A. CORP (IBS, N.A.) today announced the launching of its new Real Estate Acquisition Divisions. After receiving overwhelming demand from its European and Asian institutional investors to provide longer fixed, real estate backed returns in February of 2016 the firm launched its CRE acquisitions and asset management division deemed IBS Real Estate Investment Co. (IBS REICO).

IBS REICO is set to purchase value-add and core commercial real estate assets throughout the continental US. The group expects to have securitized its first \$150MM investment round by early 2016. In contrast to preceding IBS institutionally backed funds, the IBS REICOS IBS Fixed Income Real Estate Fund IV is expected to be supported primarily by accredited individuals interested in leveraging the group’s Self Directed IRA platform as reported by IBS, N.A. CIO Jason Jackson.

#### **About IBS, N.A. CORP**

Institutional Banking Services North America (IBS, N.A.) is a privately held institutional banking firm dedicated to providing investment advisory, corporate and real estate finance, treasury management and human capital services to its institutional clients. IBS, N.A. also serves as a corporate holding company that manages the group’s interest over its 14 subsidiaries and affiliates. IBS, N.A. affiliate/subsidiary business model allows the group to comply with affiliated business agreement laws while providing a tangible value to its clients. IBS, N.A. has been vetted by some of the largest companies and agencies in the country and currently operates in some of the most regulated industries. In addition to numerous internal divisions to company strategically deploys 7 ancillary sectors:

- **IBS Insurance Associates:** A licensed Florida insurance agency division which provides property and casualty, general liability, builders’ risk and other forms of commercial lines insurance;
- **IBS Realty Group:** A licensed Florida real estate brokerage division focused on commercial and luxury real estate transactions;
- **IBS Real Estate Investment Co. (IBS REICO):** Florida based real estate investment management firm backed by institutional investment management leader IBS Investment Bank. The firm focuses on acquiring core, value-add and opportunistic real estate assets.
- **IBS Investment Bank:** a faith-based private investment firm specializing in direct investments in US commercial real estate and small to middle market businesses with annual sales of \$1 million to \$300 million
- **Pillar Capital Advisors, LLC:** the corporate finance division of IBS Investment Bank which provides bank financing, restructuring, financial and business modeling, cash flow management, creditor negotiation, and mergers and acquisitions advisory services. Primarily focused on capital markets transactions the company serves as a lead arranger for IBS Investment Bank.