



IBS REAL ESTATE INVESTMENT CO.

IBS Fixed Income Real Estate Fund IV, LLC

IBS Real Estate Co., LLC a
Division of IBS, N.A.
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Disclaimer

DISCLAIMER

The information contained in this document does not constitute an offer to sell or a solicitation of an offer to purchase any security. Such offer or solicitation may only be made by the offering's limited offering memorandum. Information contained in this document does not constitute investment advice or recommendations. An investment in securities includes risks, including the loss of up to your entire investment. You should carefully review the "Risk Factors" within the offering's disclosure document prior to making any investment decision. Always consider seeking the advice of a qualified professional before making decisions regarding your business and/or investments.

Investment in any private fund offered by IBS Real Estate Investment Company, LLC (the "IBS REICO" or "Manager") or IBS Fixed Income Real Estate Fund IV, LLC (the "Fund") is offered exclusively to accredited investors (as that term is defined under Rule 506c of the Securities Act), without registration under the U.S. Securities Act of 1933, as amended, or any other securities laws.

This document is being furnished on a confidential basis for the sole use of the recipient. The recipient agrees by acceptance of the document that the information herein is confidential and that it will be treated as such. This document contains statements and financial projections based upon the Managers expectations or beliefs concerning future events, many of which involve risks and uncertainties. Many of these events are beyond the control of Manager. As a result, these projections and assumptions are speculative in nature and there can be no assurance that the projected results will be realized. Past performance is no guarantee of future results.

The information contained herein is subject to change, completion, or amendment without notice.

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IBS REAL ESTATE INVESTMENT CO.

Section: I

About The Manager:
IBS Real Estate Investment Co.



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Manager Distinction

IBS Real Estate Investment Company, LLC (IBS REICO) a division of IBS Investment Bank, serves as the Manager for all IBS real estate investment funds, including the IBS Fixed Income Real Estate Fund, IV. The IBS name is synonymous with providing investors access to well-qualified institutional grade alternative investments.



IBS Real Estate Investment Co. outperforms industry leading real estate investment managers by providing investors with:

- **Strength-** IBS REICO's parent company IBS Investment Bank is backed by the support of numerous Fortune 200 Companies such as CBRE, Bank of America and industry leading institutional investment firms that ensure we are positioned to take advantage of strong market opportunities.
- **Solutions-** Investors seek consistent and secure opportunities for diversification. IBS REICO provides access to asset-backed investment options that are not currently offered by depository institutions or typical emerging advisors.
- **Leadership-** With over \$3Billion USD of transactional experience, IBS REICO fund managers are highly respected for their critical insight and ability to lead through economic cycles.
- **Visibility-** Institutional esteem in the marketplace allots IBS REICO with investment opportunities not accessible to the general public. This distinction provides IBS REICO with the availability to acquire assets substantially below market cost and deliver strong, safe, and consistent returns to investors.

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IBS North America Companies Making National News That Matters

The prowess of Institutional Banking Services, N.A. CORP (IBS, N.A.) has led it to be covered by over 250 new outlets on a monthly basis. Below are select national coverages which outlays IBS, N.A.'s capabilities. To view National Press or Recent Transaction visit the links at the bottom of this page.

[IBS Investment Bank Targets South Florida Real Estate With \\$180MM \(2018\)](#)

[IBS Investment Bank Joins Inc 500 List \(2018\)](#)

[IBS Investment Bank Recommits \\$105MM For Florida CRE Realtors & By-Owner Sellers \(2018\)](#)

[IBS Investment Bank Inks \\$100MM Agreement With NC Multifamily Operator MACC \(2017\)](#)

[IBS Investment Bank Provides \\$430MM in Financings For 2016 and scores \\$475MM for 2017 \(2016\)](#)

[IBS Investment Bank Chief Investment Officer Jason Jackson Joins the Forbes Finance Council \(2016\)](#)

[IBS, N.A. Sets Aside \\$85MM For Florida CRE Realtors and By-Owner Sellers \(2015\)](#)

[IBS Investment Bank Commences \\$225MM Small Balance Investment Real Estate Fund \(2014\)](#)

[IBS Investment Bank Commences \\$350MM Distressed Real Estate Fund \(2013\)](#)

National Press Releases

<http://www.ibsinvestmentbank.com/press/national-press/>

Recent Transactions

<http://www.ibsinvestmentbank.com/press>

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Corporate Lines Overview

Institutional Banking Services, N.A. CORP (IBS, NA) is a privately held institutional banking firm dedicated to providing corporate and real estate finance, investment management, advisory, treasury management and human capital solutions to its institutional clients. IBS, N.A. also serves as a corporate holdings company that manages the group's interest over its 14 subsidiaries and affiliates. IBS, N.A.'s 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 the company strategically deploys 5 ancillary sectors:

IBS Real Estate Investment Co. (IBS REICO): the IBS, N.A. subsidiary and Florida-based commercial real estate owner-operator which serves as the manager for all IBS, N.A. real estate holdings. Backed-by the capital of closely-held company IBS Investment Bank focuses on acquisition of core, value-add and opportunistic commercial real estate assets.

Capital Banking Solutions: the IBS, N.A. Affiliate Company focused on providing state of the art commercial loan monitoring and reporting services to financial institutions and medium sized businesses.

IBS Investment Bank: the IBS, N.A. affiliate and private investment management firm (based in Fort Lauderdale, FL) which specializes in direct investments in small to middle market businesses and real estate companies with annual revenue of \$5 million to \$300 million. In addition to serving as an alternative investor to commercial banks for American businesses, the firm directly invests in acquisition of commercial and residential real estate within the continental United States through its subsidiary IBS Real Estate Investment Company, LLC.

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.

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IBS REAL ESTATE INVESTMENT CO.

Section: II

About The Fund:
IBS Fixed Income Real Estate Fund IV, LLC



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IBS REAL ESTATE INVESTMENT CO.

Fund Summary: IBS Fixed Income Real Estate Fund IV, LLC

Overview

IBS Fixed Income Real Estate Fund IV, LLC (the “Fund”) is being formed by IBS Real Estate Investment Co. LLC (the “Manager”) to provide high net-worth individuals, corporations, small pension funds, accredited self-directed IRA investors and endowments access to professionally managed real estate investments. The Fund seeks to achieve higher than average income by offering investors senior secured bonds of the Fund’s portfolio. As a secondary initiative, the Fund will also seek to attain moderate capital growth. IBS Investment Bank Chief Investment Officer Jason Jackson and other senior members of his team will serve as the operating principals of the Manager and will direct all aspects of the Fund’s business. The Operating Principals have extensive experience in all phases of real estate investment management including sourcing, acquisition, management and financing.

Offering

Pursuant to the corresponding Offering Memorandum on a best efforts no minimum offering basis (the “Offering”) the Fund is bond offering secured by limited liability company units (“Bond”) aggregating up to \$150,000,000 USD or such lesser or greater amount as determined by the Manager in its sole discretion. The offering period will end 18 months following the initial offering, or such earlier or later date as the Manager determines appropriate. The minimum investment commitment for accredited individual investors is \$250,000USD with a \$2,000,000USD minimum for institutional investors. Minimum investment commitments are subject to change based on the determination of the Manager.

Objective

The Fund has been established for the purpose of acquiring Core Plus and Value-Added commercial real estate assets, residential real estate portfolios. Additionally, the Fund may direct majority interest investments in American-based real estate companies.

Past Investments

The Manager’s parent company IBS Investment Bank (same presiding Principals) has approximately \$530 million in committed capital for three existing private equity funds, IBS Small Balance Investment Real Estate Fund, IV (“Fund I”), IBS Debt Ventures Fund IV, L.P. (“Fund II”) and IBS Asset Based Lending Fund, IV (“Fund III”). These funds have invested in such companies as Choice Hotels, International House of Pancakes and multiple middle market real estate operators.

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Fund Summary: IBS Fixed Income Real Estate Fund IV, LLC

Investment Structure

In contrast to the Principal's preceding funds, the IBS Fixed Income Real Estate Fund, IV offers accredited investors moderate income through a senior position secured by the Fund's real estate portfolio and parent company. The Fund will pay, per the corresponding subscription agreements, interest at a rate between 7.5% and 9% per annum, quarterly, and the return of the principal within 90 days after request in writing for return, which request may only be made any time after 36 months following issuance of the note. Principally, investors in the Fund are acting as senior lenders to the Fund and its Manager. In contrast to the relatively unsecured nature and interest rate volatility of equity offerings the Fund provides:

- **Returns:** With U.S. money market accounts currently paying an average of 1.0% and the 30-Year US Treasury Bond yielding averaging 3.0% per annum, investors are seeking alternative options that provide superior returns coupled with the safety that they have grown accustomed to. The fund provides fixed income yields ranging from 7.5%-9% annually, are a great option for these investors;
- **Security:** Accredited investors in the fund benefit from the confidence of knowing that their interest is secured by the underlying real estate of the Fund as well as a cross-corporate guarantee by parent company IBS Investment Bank. For investors, this means if the borrower (the Fund) is in default (i.e. by failing to pay interest on the loan or by failing to pay back the principal balance of the loan upon the maturity date) the Fund's investors have legal recourse against the Fund and its parent company; and
- **Limited Exposure:** Accredited investors participating in the Fund achieve income generation through real estate without the precarious exposure of directly owning and managing the underlying asset. The Fund offers risk adverse, income seeking investors a more secure option for diversification into real estate.

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Fund Summary: IBS Fixed Income Real Estate Fund IV, LLC

Investment Strategy

The Fund will focus on the acquisition multi-family, industrial, residential portfolio, and sub performing note opportunities located in Florida, Georgia, North Carolina, New York and Texas. The Fund's strategy will be to invest in niche opportunities in the investment territory in:

- Performing assets with minimal value-added opportunities;
- Unique assets with strong exit potential;
- Properties in proven sub-markets with stable cash flow; and
- Properties occupied by institutional-grade companies.

The Fund will take a balanced approach to maximizing risk-adjusted returns and long-term capital appreciation. Assets are expected to be held for three to five years. The Fund will invest primarily in properties with a target acquisition price of between \$5 million and \$15 million. The acquisition criteria set by the managers ensure a consistent pipeline of investment opportunities by pricing substantially below large institutional targets and above typical individual investor objectives. Additionally, the Fund will seek high barrier, moderately complex situations requiring significant asset management experience where operating results and cash flow can be improved.

Acquisitions Process

Taking advantage of the Manager's proprietary access to potential transactions, the Fund intends to acquire investments using a process consisting of due diligence, structuring an appropriate investment transaction, repositioning underlying assets and establishing a net tangible value in the investment.

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Section: III

About The Fund:
IBS FL Real Estate Opportunities Fund



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Fund Summary: IBS FL Real Estate Opportunities Fund, LLC

Overview

IBS FL Real Estate Opportunities Fund, LLC (“Fund II”) is being formed by IBS Real Estate Investment Co. LLC (the “Manager”) to provide high net-worth individuals, corporations, small pension funds, accredited self-directed IRA investors and endowments access to professionally managed real estate investments. Fund II seeks to achieve higher than average appreciation as a primary objective. As a secondary initiative, Fund II will also seek to attain moderate income. IBS Investment Bank Chief Investment Officer Jason Jackson and other senior members of his team will serve as the operating principals of the Manager and will direct all aspects of the Fund’s business. The Operating Principals have extensive experience in all phases of real estate investment management including sourcing, acquisition, management and financing.

Offering

Pursuant to the corresponding Offering Memorandum on a best efforts no minimum offering basis (the “Offering”) the Fund is offering limited liability company units (“Units”) aggregating up to \$100,000,000 USD or such lesser or greater amount as determined by the Manager in its sole discretion. The offering period will end 18 months following the initial offering, or such earlier or later date as the Manager determines appropriate. The minimum investment commitment for accredited individual investors is \$250,000USD with a \$2,000,000USD minimum for institutional and accredited investors. Minimum investment commitments are subject to change based on the determination of the Manager.

Objective

Fund II has been established for the purpose of acquiring real estate assets throughout Florida and the Southeastern U.S. Additionally, Fund I will acquire majority interest in multifamily owner-operators and special purpose real estate vehicles which meet the Institutional Advisors acquisition strategy.

Investment Structure

Fund II offers institutional investors moderate income through the purchase of member units. Fund II will pay, per the corresponding subscription agreements, 7% annual non-cumulative, non-compounded cash on cash return on their invested capital with remaining cash will be distributed 75% to investors and 25% to the Manager until a 2x investment multiple has been achieved. Return of principal will be granted within 90-days of written request subsequent to a 60-months of subscription.

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Fund Summary: IBS FL Real Estate Opportunities Fund, LLC

Investment Structure

In contrast to the Fund I strategy of investing in stable assets with minimal appreciation targets, Fund II focuses on the acquisition of high-yield real estate assets and controlling interest in real estate owner-operators with assets located within Southeastern United States. The strategy of Fund II is to invest in niche opportunities in the investment territory through:

- **Returns:** With U.S. real estate funds reaching their peak, returns are retracting and investors are considering alternative options which provide superior gains coupled with the safety which they have grown accustomed to. As an alternative to these investments, Fund II provides investors with a fixed income of 7% annually, paid quarterly, with a target investment multiple of 2x;
- **Security:** Accredited Investors benefit from the confidence of knowing their interest is secured by the underlying real estate of Fund II which is projected to secure moderate, intelligent and flexible leverage. For investors, the Manager's portfolio of closely-held lender and CRE owner-operator relationships ensures a higher propensity of recapitalization through the sale or refinance of the assets of Fund I; and
- **Exposure:** Accredited Investors participating in Fund II achieve capital appreciation through the repositioning of assets, without the complexities of directly managing the underlying properties. Fund II offers mature, return-oriented investors a secure option for diversification into the value-add and opportunistic real estate market.

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Fund Summary: IBS FL Real Estate Opportunities Fund, LLC

Investment Strategy

Fund II will focus on the acquisition of industrial, multi-family, residential portfolio and sub performing note opportunities located in Florida as a primary objective and the Southeastern U.S. as a secondary focus. The Fund's strategy will be to invest in niche opportunities in the investment territory in:

- Underperforming assets with compelling value-added opportunities;
- Existing assets requiring renovation or redevelopment;
- Properties in proven sub-markets with existing cash flow; and
- Real estate related equity owned by banks, special servicers or lenders.

The Fund will take a balanced approach to maximizing risk-adjusted returns and long-term capital appreciation. Assets are expected to be held for three to five years. The Fund will invest primarily in properties with a target acquisition price of between \$1 million and \$50 million. The acquisition criteria set by the managers ensure a consistent pipeline of investment opportunities by pricing substantially below large institutional targets and above typical individual investor objectives. Additionally, the Fund will seek high barrier, moderately complex situations requiring significant asset management experience where operating results and cash flow can be improved.

Acquisitions Process

Taking advantage of the Manager's proprietary access to potential transactions, the Fund intends to acquire investments using a process consisting of due diligence, structuring an appropriate investment transaction, repositioning underlying assets and establishing a net tangible value in the investment.

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Section: IV

About Our Investments:
Core Plus & Value Added Initiatives



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Acquisitions Criteria

IBS REICO acquires core and value-add commercial investments, including real property and mortgage notes. We are backed by our parent company IBS Investment Bank which has transacted more than \$3.2 billion in commercial real estate transactions since 2011.

Transaction Size:

- \$1 – \$50 million per real estate asset/ real estate backed loan
- \$10 – \$100 million per real estate portfolio/ real estate backed loan portfolio

Real Estate Target:

- Mixed Use (Multifamily with retail component)
- Multi-tenant office industrial business parks/Flex Space
- Self-Storage
- Single Family Portfolio (50 assets+)
- Multifamily (150+ units)

Sub-Performing Loan Target:

- \$1-\$10mm on individual mortgage notes in South Florida (whole loans, mezzanine loans, participations and “stalking horse” BK bids.)
- \$100mm+ mortgage portfolios with concentration on East Coast

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Acquisitions Criteria

“We are opportunistic in approach, fundamental by design, conservative with assumptions, focused on location, diverse in product and accommodative to sellers”

- J. Jackson, Chairman IBS REICO.

Acquisition Type:

- Moderate Leverage
- All Cash
- Closing in 30-60 days depending upon acquisition
- Joint Ventures

Hold Period: typically 2 to 6 years

Market Focused:

- Florida
- Additional Tier 1 and Tiers 2 Markets considered
- Well-located properties close to amenities

IBS Fixed Income Real Estate Fund IV:

- Class B- or better
- Ability to reset below market rents
- Multi-tenant preferred with largest tenant no more than 50%
- Potential to incorporate minor strategic improvements

IBS FL Real Estate Opportunities Fund :

- Any class asset or portfolio in Tier 2 or better location
- Potential to incorporate extensive upgrades
- Liquidity event required by owner (partner buyout, balloon, recapitalization, technical default , etc.)
- Potential to incorporate operational efficiencies
- Opportunistic purchases of majority interest in over-leveraged real estate holdings
- Opportunistic purchases of minority/majority interest in real estate holding companies requiring asset repositions or development

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About Our Accountability: 3rd Party Custodians & Due Diligence



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Accountability Team

IBS REICO is centered upon ensuring that investor's interests are protected. Therefore, the Manager has enlisted the support of industry leading financial services providers to serve as accountability partners to offer stakeholders the sense of surety that they deserve IBS REICO establishes strategic partnerships with industry leaders such as:

- **IRA Custodial Services by:** NuView IRA & Pensco Trust
- **Enhanced Financial Modeling by:** CRE Models
- **Asset Valuation Services by:** CB Richard Ellis & Cushman and Wakefield
- **Third Party Fund Administration by:** Tower Fund Services
- **IRA Custodial Services by:** NuView IRA & Pensco Trust
- **Escrow Services Provided by:** Bank of America
- **Property Management by:** CB Richard Ellis, IBS Realty Group, MACC Venture Partners, Industrial Commercial Specialist inc
- **Mortgage Note Servicing by:** Bayview Asset Management & Secured Debt Investments
- **Enhanced Legal Counsel by:** O'Riordan Bethel Law Firm, LLP, Washington DC
- **Investment Structuring by:** IBS Investment Bank & Regulation D Resources
- **Tax Counsel & Auditing by:** Apple Routh, Farah & Co. P.A.

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Due Diligence Platform

Phase 1: Tenant Information

IBS REICO conducts pre-acquisition tenant due diligence to ensure that target asset revenues are adequate and valid. IBS REICO's top down approach thoroughly underwrites tenant information such as:

- **Leases and Amendments**
- **Correspondence Files**
- **Guarantor financial statements**
- **Profile and Background**
- **Insurance Certificates**
- **Estoppel Certificates**
- **Summary of Pending Leases and Agreements**
- **Copies of Pending Leases**

Phase 2: Property Operations

By leveraging the IBS Investment Bank's lender resources, IBS REICO strictly underwrites the operations of underlying asset to ensure transparency and optimization. IBS REICO's top down approach thoroughly underwrites property operations aspects such as:

- **Current Certified Rent Roll**
- **Standard Form Lease Agreement**
- **Certified Operating Statements**
- **Tenant Escalation Billings**
- **Utility Bills (electric, water, gas)**
- **Most Recent Tax Bills and Related Information**
- **Monthly Rental Delinquency Report**
- **Capital Improvements (past and budgeted)**
- **Operating/Service/Leasing Agreements**
- **Property Management/Leasing Agreements**
- **Monthly Tenant Sales Volumes for Retail Assets**

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Due Diligence Platform

Phase 3: Structural Assessment

In addition to robust internal capabilities, IBS REICO leverages capital market relationships to ensure the integrity of our assets. IBS REICO's top down approach thoroughly underwrites structural aspect such as:

- **As-built Plans/Specs (electrical, mechanical, structural)**
- **Existing Environmental Studies**
- **New Environmental Radius Reports**
- **Existing Inspection Reports (roofing, HVAC, seismic)**
- **Soil(s) Reports**
- **Building Permits, Licenses, Certificates of Occupancy**
- **Construction Contracts/Subcontracts**
- **Building Warranties/Guarantees**
- **Copies of Liability, Casualty and Other Insurance**
- **Site Plans, Leasing Brochures, Maps, and Photographs**

Phase 4: Title Survey and Zoning

IBS REICO utilizes in-house legal counsel to determine the eligibility of target assets: IBS REICO's top down approach thoroughly underwrites legal perfecting information such as:

- **Current Preliminary Title Report**
- **Underlying Title Documents**
- **UCC and Judgment Lien Searches**
- **Updated ALTA As-Built Survey**
- **Subdivision and Parcel Maps**
- **Restrictive Covenants, Easements and Tax Credits**
- **Summary of Pending Leases and Agreements**
- **Description/Ownership/Operation of Adjacent Land Uses**
- **Flood Plan/Seismic Zone Location**
- **Local Improvement District Information**

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Due Diligence Platform

Phase 5: Property & Ownership

Experience and resources lead the way in the IBS REICO acquisition process. IBS REICO's top down approach thoroughly underwrites trailing documentation such as:

- **Summary of Site History/Ownership/Development**
- **Environmental Impact Reports (if applicable)**
- **Ground/Master Leases and Joint Tenants in Common**
- **Debt/Security Instruments**
- **Contracts and Commitments to Finders/Brokers**
- **Seller's Financial Statements**
- **Seller Background/Brochures**
- **Consent Decrees/Orders to which Seller is a Party**



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About Our Supporters : Corporate References



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INTERNATIONAL BUSINESS TIMES

**South Florida
BUSINESS
JOURNAL**

As featured in

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IBS REAL ESTATE INVESTMENT CO.

IBS North American Companies Corporate References



ADP TOTAL SOURCE

FIRST DATA

GE CAPITAL

SABADELL UNITED BANK

F1 DEVELOPMENT

UBS INVESTMENT BANK

MET LIFE

FLORIDA COMMUNITY BANK

CREDIT SUISSE

PNC BANK

GREENBURG AND TRAURIG

PARAGON FINANCIAL

CAPITAL FUNDING SOLUTIONS

HSBC BANK

BANK NY MELON

TOTAL BANK

BLACKSTONE INVESTMENT GROUP

WELLS FARGO CORPORATE

FRANK CRUM

MORGAN STANLEY

MARCUS & MILLICHAP

GOLDMAN SACHS

FIDELITY INVESTMENTS

BENWORTH FINANCIAL

BLACKPORT INVESTMENT GROUP

KING TRADE CAPITAL

BB&T

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VISTA CAPITAL

CIT INVESTMENT BANK

NXT CAPITAL

PRUDENTIAL

GEORGIA VASCULAR SPECIALISTS,
PC

AFFINEON LIGHTING

WASTE MANAGEMENT

SUNTRUST

JP MORGAN CHASE BANK

THE BUSINESS JOURNALS

ARBOR COMMERCIAL

HIG CAPITAL

IHOP CORPORATION

MEDI CAPITAL BANK (LONDON)

CENTERLINE

THE BLACKSTONE GROUP

CHOICE HOTELS

PRINCIPAL FINANCIAL GROUP

CITI BANK (CORPORATE & CAPITAL
MARKETS)

NORTHERN TRUST

MERRILL LYNCH

RBC CAPITAL MARKETS

BARCLAYS CAPITAL

PIGGLY WIGGLY STORES

BANK UNITED

BANK OF AMERICA

MET LIFE