



IBS Investment Bank Announces Acquisition of South Florida's SOBE Builders, LLC

CORPORATE & REAL ESTATE FINANCE FOR GROWTH & MATURE COMPANIES

FORT LAUDERDALE, Fla., June 2018— Fort Lauderdale-based private equity firm IBS Investment Bank a division of Institutional Banking Services, N.A. CORP (IBS, N.A.) today announced its direct equity investment in Davie, Florida-based construction management company, SOBE Builders, LLC (SOBE).

The announcement comes on the heels of the firm's 2017 commitment to invest \$50MM in emerging South Florida-based companies, through the form of direct equity investments. Initially sourced by IBS, N.A. senior member *Ciro "Gino" Piompino* as a request for debt-financing, SOBE received a direct equity investment led by the firm's Chief Investment Officer, Jason Jackson. "I am excited to focus on my talent and passion of constructing the vision of others. I am a builder. With the IBS team's expertise and capital backing our industry-leading skills, I can now lead my team in full confidence", said SOBE Builders, LLC CEO, Antonio Deligio.



In step with its 2015 launching of subsidiary IBS Real Estate Investment Company, the transaction, cements IBS, N.A.'s commitment to CRE financing, investment and acquisition. The firm is expected to leverage its investment in SOBE to add enhanced value for real estate investors seeking a financial partner for the reposition and construction of real estate throughout the Southeastern United States. The firm is also expected to leverage its robust lending platform to provide progress billing and others forms of trade finance for SOBE.

"The skilled-trade industry suffers from lack of capitalization. Financiers are overly-critical of credit requests centered upon providing gap-financing to cover progress billing. This sort of in-the-box thinking, adversely impacts thousands of blue collar, American workers. We approach every credit request on a case by case basis ensuring we understand our client, their needs and our collectively ability", said IBS, N.A. Chairman and Chief Investment Officer Jason Jackson told reporters.

About IBS Investment Bank

IBS Investment Bank a division of Institutional Banking Services, North America CORP (IBS, NA®) is a privately held institutional banking firm dedicated to providing investment management and advisory, corporate finance, real estate finance, acquisition and management, and human capital services to its institutional clients. For more information visit www.myinstitutionalbanking.com or www.ibsinvestmentbank.com or www.IBSREICO.com

About SOBE Builders, LLC

SOBE Builders, LLC has built up a stellar reputation as one of the foremost experts in quality retail and luxury construction management nationwide with over 30 years of construction experience. SOBE Builders has become known for its incredible attention to detail and superior standard for both quality and safety metrics. For more information, visit www.sobebuilders.com