



IBS INSTITUTIONAL CAPITAL

Entrepreneurs Investing in Entrepreneurs

www.myinstitutionalbanking.com

www.IBSInvestmentBank.com

www.IBSREICO.com

www.PillarInvestmentBanking.com

IBS INSTITUTIONAL CAPITAL

Leading Through Consistency

Our family of companies (IBS Companies) have been covered by over 140 mainstream news organizations for their strength, solutions, speed, and sustainability.

- **Strength:** When you partner with us, you are teaming up with an institution backed by the support of numerous Fortune 500 financial service providers, depository institutions, and private equity companies who ensure IBS has the strength to deliver.
- **Solutions:** IBS embraces its motto "corporate finance for the community" by providing small to middle market-sized businesses and real estate investors with a wide array of financial vehicles typically reserved for large corporations. From investment real estate bridge loans to standby letters of credit, IBS is a trusted solutions provider to thousands of companies, asset managers, and institutional investors.
- **Speed:** Companies prosper when they can quickly take advantage of strong market opportunities. Speed, coupled with the certainty of execution, serves as hallmarks of the proud history of IBS.
- **Sustainability:** Born out of the "2008 Great Recession", IBS has withstood the test of time by implementing ongoing adjustments to its initiatives. The firm's executives are nationally recognized, independent-thinkers known for assessing and mitigating risks to safely deploy capital in all market conditions. Emerging companies proudly choose IBS as their long-term capital partner

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Corporate Lines Overview

The IBS Companies have been recognized for revolutionizing the trajectory of hundreds of small to middle-market-sized companies and real estate operators since 2011.

Institutional Banking Services, N.A. CORP (IBS, N.A.) Founded in 2011, IBS, N.A. is a private equity servicer provider delivering transaction management, fund administration, and human capital solutions to its sister companies and select institutional clients. Through IBS Institutional Capital, the IBS Companies provide commercial bank financing alternatives by placing direct investments in small to middle-market-sized companies and real estate operators.

IBS Institutional Capital (IBS): National balance sheet lender specializing in placing direct investments into small to middle-market businesses and real estate companies with annual revenue of \$5 million to \$300 million. The company serves as the manager of its closely-held funds, wholesale lines, and institutional investor syndications.

IBS Investment Bank: Privately-held investment bank dedicated to performing the capital markets and risk management functions of its sister companies and select institutional investors. In 2014, the firm launched its fintech-based IBS Banker Portal™, which services as a capital markets exchange between IBS Institutional Capital and over 150 FDIC depository banks.

Capital Funding Solutions (CFS): IBS, N.A. affiliate and direct lender of accounts receivable financing. As an ancillary function, CFS provides state-of-the-art commercial loan monitoring and reporting services to financial institutions.

IBS Real Estate Investment Co., LLC (IBS REICO): Institutionally-backed real estate investment and asset management firm providing passive and active equity investments in value-added and opportunistic strategies throughout the Southeastern United States.

Pillar Capital Advisors, LLC (Pillar): Private investment banking firm providing institutional capital advisory, transaction opinions, and dispute resolution advisory to small and lower middle-market companies. The firm also provides creditor advisory support to a select group of financial institutions and international investors. In 2012, Pillar was founded to source and structure debt investment and acquisition opportunities for its sister companies.

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Maintaining Market Relevance

The IBS Companies maintain an innovative edge through the ongoing collaboration and training of its team as members of:



Forbes Finance Council: The Forbes Finance Council is an invitation-only organization for senior-level financial services executives and leaders. Members are selected for the council based on their demonstrated track record.



National Association of Certified Valuators (NACVA): NACVA is one of the nation's leading financial competency certifying organizations, having trained over 40,000 professionals in the fields of business valuation, financial forensics, financial litigation, and various related specialty services.



Association for Corporate Growth (ACG): Founded in 1954, ACG is the premier M & M&A deal-making community with a mission to drive middle-market growth. ACG's global network operates through 59 regional chapters worldwide and comprises more than 100,000 middle-market professionals who invest, own, and advise growing companies.



Consultants' Training Institute: Since 1991, the Consultants' Training Institute® (CTI) has transformed the careers and practices of thousands of financial consulting professionals worldwide through practitioner-focused certification programs and continuing professional education in the highest demand financial consulting areas of specialty.

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IBS INSTITUTIONAL CAPITAL

Making National News That Matters

Through its sister company IBS Institutional Capital, IBS Investment Bank offers institutional investors a distinctive array of qualified investment opportunities. The group's prowess has led it to be regularly covered by over 250 for over a decade. Below are select national coverages which outlay the firms' capabilities. To view company-wide news, visit the link at the bottom of this page.

[IBS Institutional Capital Expands \\$250MM Intellectual Property Financing Envelope \(2021\)](#)

[IBS Investment Bank IBS Investment Bank Launches Mainstreet Lending Program Online Portal \(2020\)](#)

[IBS Investment Bank Acquires Wellington Energy Company \(2019\)](#)

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

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

[IBS Investment Bank Acquires Interest in The Progressive Orthopaedic Company \(2017\)](#)

[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 \(2016\)](#)

Recent News

<https://www.myinstitutionalbanking.com/news/>

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

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

[IBS Investment Bank Completes First Round Financing For Atlanta ACO Premier Healthcare Network \(2015\)](#)

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

[IBS Investment Bank Enters ABL Market Through \\$25MM Agreement with Capital Banking Solutions \(2013\)](#)

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

[IBS Provides \\$20MM For IHOP Franchisees \(2012\)](#)

[IBS Named Exclusive Lender For IHOP's BRFA \(2011\)](#)

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Programs & Services

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IBS INSTITUTIONAL CAPITAL

Real Estate & Corporate Finance

IBS Institutional Capital addresses a broad array of capital needs under one umbrella through privately managed funds and institutional lines. Our goal is to maintain a real estate and corporate finance platform that meets the capital needs of small to middle-market-sized companies (under 1000 employees).

- IBS Short Term Corporate Bridge Program (\$250k-\$2MM)
- IBS Corporate Expansion Term Loan (\$1MM-\$7MM)
- IBS Asset-Based Line of Credit/Term Loan (\$3MM-\$50MM)
- IBS Unitranche Term Facility (\$10MM-\$100MM)
- IBS Intellectual Property Finance (\$10MM-\$30MM)
- IBS Conventional Real Estate Finance (\$500k-\$50MM)
- CRE Bridge/Mezzanine/Preferred Equity (\$5MM-\$50MM)

Human Resources Solutions

Institutional Banking Services, N.A. CORP has developed human resources solutions designed to simplify our clients' payroll services while opening a market of employee benefits that are generally unavailable to small businesses.

- Payroll and Time Management
- Unemployment Administration
- Workers Compensation
- Tax and Compliance Services
- Employee Benefits
- 401k Administration

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IBS INSTITUTIONAL BANKING

Programs & Services

Merchant Services & Treasury Solutions

Institutional Banking Services, N.A. CORP's cash management services provide clients with the ability to send, accept and manage payments through our secured and fully integrated portal at highly competitive rates.

- Mobile Phone Processing
- QuickBooks Integration for simplified reconciliation
- ACH capabilities

Investment & Asset Management

IBS Institutional Capital and IBS Real Estate Investment Company, LLC offer institutional investors the ability to invest in multiple asset classes around the country. As a result, many of our clients look to us for our execution capabilities and for hedging and structuring solutions that help them manage a broad spectrum of risks.

- Institutional Wealth Placements
- Real Estate Portfolio Acquisitions and Repositions
- Fund of Funds Investing
- Family Office Underwriting

Investment Banking

Pillar Capital Advisors, LLC advisors, provides capital raisings and transactions advisory services to small and middle-market companies throughout various sectors.

- Private Placements
- Mergers and Acquisitions
- Alternative Dispute Resolutions & Litigation Support
- Merchant Banking
- Transaction Opinions (Fairness, Reasonable Equivalent Value, Solvency)

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Wholesale References



ADP TOTAL SOURCE (WHOLESALE)
FIRST DATA
LIVE OAK BANK
ASCENTIUM CAPITAL
F1 DEVELOPMENT
UBS INVESTMENT BANK
MET LIFE
PREMIER HEALTHCARE NETWORK
CREDIT SUISSE

PNC BANK
GREENBURG AND TRAURIG
BANK UNITED
CAPITAL FUNDING SOLUTIONS
HSBC BANK
CITY NATIONAL BANK
TOTAL BANK
EMIGRANT BANK
WELLS FARGO CORPORATE

FRANK CRUM
MORGAN STANLEY
MARCUS & MILLICHAP
GOLDMAN SACHS
IHOP CORPORATION
AXOS BANK
BLACKPORT INVESTMENT GROUP
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