

IBS Investment Bank: Providing Liquidity Relief for Real Estate Companies

IBS Investment Bank, a division of Institutional Banking Services N.A. CORP, through its subsidiaries (IBS, N.A) is pleased to announce that it is actively deploying real estate capital to Lenders and CRE Sponsors. Founded in 2011, IBS, N.A. has emerged as a proven real estate financier through its completion of landmark transactions.

Balance Sheet Capital + A Proven Track Record = Your Trusted Partner



IBS, N.A. Performing Note Purchases

Margin Call Relief: Through our opportunistic fund, IBS Equity Fund III, LLC, the IBS, N.A. acquisitions team is deploying capital to small balance investment real estate lenders. Learn more about our general note acquisition criteria below.

- **Asset Class:** 2-4 units, Industrial, Multifamily, Mixed-Use.
- **Asset Locations:** Florida, North Carolina, Texas, and North Eastern U.S. (on a case-by-case basis)
- **Credit Quality:** B/C (650 FICO Min)
- **Acquisition Minimum:** \$300k per Asset, \$5MM per Portfolio
- **Underwriting:** Max 75% Stretch LTV, Min. 1.10x DSCR, Min 10%IRR, Min. Yields Required



IBS, N.A. LP Equity Investment

Liquidity Relief for CRE Sponsors: Through our real estate management division, IBS Real Estate Investment Company, our senior executives provide limited partner-level equity to commercial real estate owner-operators when it is needed most. Learn more about our general LP equity investment criteria below:

- **Asset Class:** Multifamily (Class 'B' over 250 Units), Industrial (Flex Space, Self-Storage)
- **Asset Locations:** Florida (Preferred), North Carolina, Georgia, and Texas
- **Investment Size:** \$1MM- \$10MM
- **Target Yield:** 2.5x
- **Investment Horizon:** 3-5 Years
- **Investment Structure:** Board and Property Management Control Required
- **Uses:** Creditor Negotiation, Return of LP Capital, Recapitalization for Additional Purchases

About IBS, N.A.

Institutional Banking Services, North America CORP and subsidiaries (IBS, NA[®]) is a privately held institutional banking firm dedicated to providing investment management, advisory, corporate and real estate finance, asset acquisition and management, and human capital services to its institutional clients. Contact is at: investmentmanagers@myinstitutionalbanking.com

