

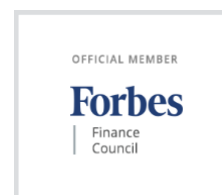
IBS Investment Bank Repositions to Meet the Needs of Businesses and Real Estate Operators Amidst COVID-19



CORPORATE & REAL ESTATE CAPITAL FOR HIGH GROWTH COMPANIES

IBS Investment Bank invests in a distinctive array of organically-sourced investment opportunities through its origination arm Institutional Banking Services, N.A. CORP.

FORT LAUDERDALE, Fla., April 2020— Fort Lauderdale-based private equity firm IBS Investment Bank, a division of Institutional Banking Services, N.A. CORP (IBS, N.A.) today announced that it has expanded its efforts to support American businesses and real estate operators during the COVID-19 crisis.



Born out of the financial crisis, in 2011 IBS, N.A. was recognized as a national corporate finance leader when it raised over \$35MM to support over 300 International House of Pancakes (IHOP) franchisees in completing mandatory remodels. Since then, the firm has been a progressive guide in establishing the future of finance. To meet the needs of its clients, the firm has restructured its balance sheet and expanded the scope of its relationships to offer programs provided by the SBA under the CARES ACT. Having transitioned the majority of its company operating systems to app-based platforms in 2016, the firm has maintained the safety and productivity of its staff throughout the crisis.

“Our prayers are truly with those impacted by the virus. Financially speaking, the markets have harmed us all in one way or another. Two of our premier real estate financing vehicles were tied to the, now stalled, CLO market. Rather than suspend our offerings, we activated long-standing debt and equity relationships to push our CRE program forward. Our corporate finance program, primarily backed by lender lines, long-term equity, and balance sheet capital, is expected to remain intact. However, we have made several underwriting adjustments to safely provide capital during these unprecedented times. Thankfully, our government moved quickly to provide the comprehensive CARES Act to support American business. Accordingly, we have activated our fintech platform to serve as a packaging and placement agency for the newly minted SBA program,” IBS, N.A. Chief Investment Officer Jason Jackson told reporters.

About IBS, N.A. CORP

IBS Investment Bank, a division of Institutional Banking Services, North America CORP (IBS, N.A.) 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. For more information visit www.myinstitutionalbanking.com or www.ibsinvestmentbank.com or www.IBSREICO.com

About IBS, N.A.’s COVID-19 Resource Center

IBS, N.A. committed to helping businesses navigate the impacts caused by COVID-19. The firm has curated information regarding government-backed financial relief programs, IBS, N.A. program updates, and other critical resources, on its site. To visit the site go to: <https://www.myinstitutionalbanking.com/coivd-19-resources/>

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