

IBS Institutional Capital Brings \$300MM to Norwood Aviation Participation Agreement

CORPORATE & REAL ESTATE FINANCE SINCE 2011

IBS Investment Bank offers institutional investors a distinctive array of qualified investment opportunities through its origination arm IBS Institutional Capital

FORT LAUDERDALE, FL, MAR 2021— Fort Lauderdale-based private equity firm IBS Institutional Capital (IBS), an IBS Investment Bank sister company (IBS, N.A.), today announced it executed a participation agreement with Miramar, Florida aviation management company, Norwood Aviation, LLC (Norwood).

The new agreement leverages firms’ collective resources and experiences for the investment, acquisition, management, and disposition of aircraft/aviation assets. Backed by a combination of principal equity, joint ventures, and institutional lines, IBS brings roughly \$300MM in debt and equity capital to the strategic effort. Jackson, a U.S. Naval Aviation Veteran, and Moreno, a 30-year air cargo airline and operations veteran, hope to fill the ongoing global demand for freighter aircraft.

According to the International Air Transport Association, demand for air cargo rose by an estimated 6.9% in 2021 compared to 2019. “With air cargo operating lifespans being stretched, we are seeing a rise in financing requests for passenger to freight conversions, sale-leasebacks, and other industry-specific investment needs. Adolfo and the Norwood team are valuable assets to our success in navigating the market”, said IBS Institutional Capital Chief Investment Officer Jason Jackson.

About IBS

IBS Institutional Capital, an IBS Investment Bank sister company, is a privately held, national balance sheet lender specializing in placing direct investments into small to middle-market-sized businesses and real estate companies. For more information about IBS and its sister companies, visit the links at the bottom of the release.

About Norwood

Norwood Aviation is an aviation management company with a distinguished background in scheduled airlines with an emphasis on all-cargo operations, freight forwarding, supply chain, and freight logistics. For more information about Norwood, visit: <https://www.norwoodaviation.com>