



Zenith IOS Completes \$120M Financing For Two Regional Portfolios of IOS Assets Across U.S.

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New York, NY (March 10, 2025) – [Zenith IOS](#), a leading vertically integrated industrial outdoor storage (IOS) investment platform, in partnership with institutional investors advised by J.P. Morgan Asset Management, has closed on the second and final tranche of a \$120 million financing with Washington Capital Management. The deal consists of two loan pools covering regional portfolios that collectively comprise 30 IOS assets nationally. The financing was arranged by Justin Horowitz of Cooper Horowitz, LLC, a family-owned capital advisory firm that specializes in debt and equity placement across all types of real estate nationwide.



“This execution demonstrates how the industrial outdoor storage sector continues to mature and attract interest from a wide variety of capital partners,” said **Daniel Laub, Chief Operating Officer, and Co-Founder of Zenith IOS**. “We continue to see and embrace the institutionalization of the IOS sector as capital sources – both debt and equity – seek to invest in what they increasingly view as an essential asset class. Washington Capital Management was an ideal financing partner, providing flexibility and a seamless execution that aligns with our overall portfolio goals.”

The financed assets are geographically diversified across Zenith’s target markets where strong IOS tenant demand is coupled with a reduced infill supply. “Zenith remains focused on strategic growth in

markets with strong fundamentals,” said Laub. “These include infill locations near major transportation corridors where we see sustained tenant demand and significant barriers to entry.”

Cooper Horowitz helped establish the relationship with Washington Capital and worked with Zenith IOS to close the transaction. “It was a privilege to arrange the financing for Zenith with Washington Capital Management. We conducted a competitive process and achieved an excellent result due to the institutional sponsorship and quality of the underlying collateral,” said **Justin Horowitz, Debt and Equity Advisor at Cooper Horowitz, LLC.**

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About Zenith IOS

Zenith Industrial Outdoor Storage is a vertically integrated investment, development and management company that acquires institutional-quality outdoor storage assets across the United States. Zenith provides best-in-class storage solutions to a wide variety of users seeking critical logistic support at various points along the nation’s supply chain. For more information go to www.zenithios.com.

About Washington Capital

Washington Capital is an employee-owned investment advisory firm founded in 1978. Washington Capital headquarters are located in Seattle, Washington, with branch offices in Portland, Southern California, Northern California, and Boston. Washington Capital provides a diverse menu of investment products including real estate equity, real estate debt, fixed income, and equity strategies. Learn more about Washington Capital at wa-cap.com.

About J.P. Morgan Asset Management

J.P. Morgan Asset Management is a global leader in alternatives, with over 60 years of experience managing alternative investments, including real estate, private equity, private credit, liquid alternative products, infrastructure, transport, hedge funds, and forestry. As of December 31, 2024, J.P. Morgan oversees more than \$400 billion in alternative assets.

With \$3.6 trillion in assets under management as of December 31, 2024, J.P. Morgan Asset Management serves institutions, retail investors, and high-net-worth individuals across every major market globally. The firm offers comprehensive investment management services in equities, fixed income, alternatives, and liquidity.

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